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LinkedIn measures its strengths in its professionals. Network Marketing measures its strengths by what it offers professionals. Many Network Marketers lack the approach for reaching professionals. They don't know what to say or what to do. Professional Network Marketers have a plan. They know it takes skills for reaching professionals. But it takes better words for implementing the skills. Instead of running off at the mouth with words that don't work, let's speak with words that do work. Instead of leaving a trail of dead bodies behind us, let's reenergize them with trained words. Professionals and executives have their language. Network Marketers have their language. When you have a book that teaches you the words to say, it's good to take advantage of it. We can look professional. We can speak professional. We can be professional. We can build a massive downline with better skills. We can make our upline proud by the skills we learn. Instead of spending hours a day on a social network such as Facebook, spend an hour a day on LinkedIn. Let's build a team on LinkedIn. Let's make your upline proud you've built a team on LinkedIn. Experience Network Marketing through the eyes of professionals. Build a team with professionals. Ten professionals doing something are worth more than one hundred non-professionals doing nothing. Now you have a proven guide for your organization of distributors. Read it. Learn it. Follow the lessons in it.

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In this step by step guide, former Management Consultant and change management expert Theodore Panagacos walks you through the entire discipline of Business Process Management. Learn how to fast track your organization's strategy to govern processes, create a process culture, and measure business performance. Best of all, this crystal-clear, convenient sized book can be put to work in your organization immediately!

The Complete Business Process Handbook is the most comprehensive body of knowledge on business processes with revealing new research. Written as a practical guide for Executives, Practitioners, Managers and Students by the authorities that have shaped the way we think and work with process today. It stands out as a masterpiece, being part of the BPM bachelor and master degree curriculum at universities around the world, with revealing academic research and insight from the leaders in the market. This book provides everything you need to know about the processes and frameworks, methods, and approaches to implement BPM. Through real-world examples, best practices, LEADing practices and advice from experts, readers will understand how BPM works and how to best use it to their advantage. Cases from industry leaders and innovators show how early adopters of LEADing Practices improved their businesses by using BPM technology and methodology. As the first of three volumes, this book represents the most comprehensive body of knowledge published on business process. Following closely behind, the second volume uniquely bridges theory with how BPM is applied today with the most extensive information on extended BPM. The third volume will explore award winning real-life examples of leading business process practices and how it can be replaced to your advantage. Learn what Business Process is and how to get started Comprehensive historical process evolution In-depth look at the Process Anatomy, Semantics

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and Ontology Find out how to link Strategy to Operation with value driven BPM Uncover how to establish a way of Thinking, Working, Modelling and Implementation Explore comprehensive Frameworks, Methods and Approaches How to build BPM competencies and establish a Center of Excellence Discover how to apply Social BPM, Sustainable and Evidence based BPM Learn how Value & Performance Measurement and Management Learn how to roll-out and deploy process Explore how to enable Process Owners, Roles and Knowledge Workers Discover how to Process and Application Modelling Uncover Process Lifecycle, Maturity, Alignment and Continuous Improvement Practical continuous improvement with the way of Governance Future BPM trends that will affect business Explore the BPM Body of Knowledge This book constitutes the refereed proceedings of the 7th International Conference on Electronic Government and the Information Systems Perspective, EGOVIS 2018, held in Regensburg, Germany, in September 2018. The 19 revised full papers presented were carefully reviewed and selected from 22 submissions. The papers are organized in the following topical sections: digitalization and transparency; challenges in e-government technology and e-voting; knowledge management in the context of e-government; semantic technologies and the legal aspects; open data and open innovation; and e-government cases - data and knowledge management.

Interpretive consumer research usually proceeds with a minimum of structure and preconceptions. This book presents a more structured approach than is usual, showing how a simple framework that embodies the rewards and costs associated with consumer choice can be used to interpret a wide range of consumer behaviours from everyday purchasing and saving, innovative choice, imitation, 'green' consumer behavior, to compulsive behaviors such

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as addictions (to shopping, to gambling, to alcohol and other drugs, etc). Foxall takes a qualitative approach to interpreting behavior, focusing on the epistemological problems that arise in such research and emphasizing the emotional as well as cognitive aspects of consumption. The author argues that consumer behaviour can be understood with the aid of a very simple model that proposes how the consequences of consumption impact consumers' subsequent choices. The objective is to show that a basic model can be used to interpret consumer behaviour in general, not in isolation from the marketing influences that shape it, but as a course of human choice that is dynamically linked with managerial concerns.

Business Process Management (BPM) has been in existence for decades. It uses, complements, integrates and extends theories, methods and tools from other scientific disciplines like: strategic management, information technology, managerial accounting, operations management etc. During this period the main focus themes of researchers and professionals in BPM were: business process modeling, business process analysis, activity based costing, business process simulation, performance measurement, workflow management, the link between information technology and BPM for process automation etc. More recently the focus moved to subjects like Knowledge Management, Enterprise Resource Planning (ERP) Systems, Service Oriented Architectures (SOAs), Process Intelligence (PI) and even Social Networks. In this collection of papers we present a review of the work and the outcomes achieved in the classic BPM fields as well as a deeper insight on recent advances in BPM. We present a review of business process modeling and analysis and we elaborate on issues like business process quality and process performance measurement as well as their link to all other organizational aspects like human resources management, strategy,

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information technology (being SOA, PI or ERP), other managerial systems, job descriptions etc. We also present recent advances to BPR tools with special focus on information technology, workflow, business process modeling and human resources management tools. Other chapters elaborate on the aspect of business process and organizational costing and their relationship to business process analysis, organizational change and reorganization. In the final chapters we present some new approaches that use fuzzy cognitive maps and a recently developed software tool for scenario creation and simulation in strategic management, business process management, performance measurement and social networking. The audience of this book is quite wide. The first chapters can be read by professionals, academics and students who want to get some basic insight into the BPM field whereas the remaining present more elaborate and state of the art concepts methodologies and tools for an audience of a more advanced level.

This is the Spanish version of the Guide to the BPM Common Body of Knowledge is a fundamental reference for anyone who practices Business Process Management. The primary purpose of this guide is to provide BPM practitioners the fundamental Knowledge Areas, skills and competencies that are generally recognized and accepted as common, best practice. The Guide to the BPM CBOK provides a general overview of each Knowledge Area and discusses the skills and competencies necessary to become proficient in the practice of BPM. It also provides links and references to other sources of information which are part of the broader BPM Common Body of Knowledge. New topics covered: -Strategic Alignment and Business Architecture-Strategy to Execution using the BPM Life Cycle Framework-Leadership, Organizational Design, Project and Change Management-Evolution of iBPMS: -Process Mining

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and Case Management-Robotic Process Automation-Big Data Analytics-Blockchain-Artificial Intelligence, Machine Learning, Deep Learning-Internet of Things (IoT)

The book describes the most important quality management tools (e.g. QFD, Kano model), methods (e.g. FMEA, Six Sig-ma) and standards (e.g. ISO 9001, ISO 14001, ISO 27001, ISO 45001, SA8000). It reflects recent developments in the field. It is considered a must-read for students, academics, and practitioners.

Establishing and maintaining a process-focused organization is critical as organizations are pressured to keep achieving further growth and profitability. This book provides a thorough exposition of the six key dimensions necessary for the creation of a process-focused organization.

The Concurrent Engineering (CE) approach was developed in the 1980s, based on the concept that different phases of a product life cycle should be conducted concurrently and initiated as early as possible within the Product Creation Process (PCP). CE concepts have matured and become the foundation of many new ideas, methodologies, initiatives, approaches and tools. This book contains the proceedings from the 23rd ISPE Inc. International Conference on Transdisciplinary (formerly: Concurrent) Engineering, held in Curitiba, Parana, Brazil, in October 2016. The conference, entitled 'Transdisciplinary Engineering: Crossing Boundaries', provides an important forum for international scientific exchange on Concurrent Engineering and collaborative enterprises, and attracts

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the participation of researchers, industry experts and students, as well as government representatives. The 108 peer reviewed papers and keynote speech included here, range from theoretical and conceptual to strongly pragmatic works, which are organized into 17 sections including: Concurrent Engineering and knowledge exchange; engineering for sustainability; multidisciplinary project management; collaborative design and engineering; optimization of engineering operations and data analytics; and multidisciplinary design optimization, among others. The book gives an overview of the latest research, advancements and applications in the field and will be of interest to researchers, design practitioners and educators.

The vertical/functional hierarchy has been the mainstay of business since the industrial revolution. But it has its problems. In fact, the vertical design all but guarantees fragmented tasks, overspecialization, fiefdoms, turf wars, the urge to control from the top--all the negatives that foster organizational paralysis. In *The Horizontal Organization*, Frank Ostroff provides executives with the first truly viable alternative to the age-old vertical alignment. Indeed, he offers nothing less than the first full view of what the organization of the future looks like and how it works. The concept of horizontal organization has been hailed in *Fortune* as "a model corporation for the next fifty years" and in a *Business Week* cover story as

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"the real thing." But until now, management books have offered only piecemeal accounts of what the organization of the future might look like. Ostroff, a key developer of the concept of the horizontal organization, offers the first workable road map. He describes what the horizontal organization is, what it looks like, why it is important, how it helps improve performance, where it is appropriate, and how to develop it. The book contains real case examples that show how major international corporations (and one federal agency) have used Ostroff's concepts to meet their competitive goals. For instance, we see how Ford Motor Company's Customer Service Division turned to the horizontal organization to meet a highly ambitious goal--to get the customer's car fixed right, on time, the first time, at a competitive price, in convenient locations. We see how a horizontal design radically improved the performance of OSHA (the federal agency that oversees occupational safety), transforming it from a bureaucratic enforcer of regulations to a proactive problem-solver in a concerted effort to improve working conditions and save lives. And we see how Xerox combined both vertical and horizontal designs successfully, a case that underscores when a firm can best use the horizontal organization to achieve their goals. Ostroff also looks at a General Electric plant in North Carolina, Motorola's Space and Systems Technology Group, and the home finance division of Barclays Bank, highlighting

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how these major corporations have also used the horizontal organization to radically improve productivity. Many successful business books, such as Reengineering the Corporation and Beyond Reengineering, have given managers only a piece of the puzzle. Ostroff gives us the complete picture. The Horizontal Organization offers the first usable roadmap to the twenty-first-century firm. It is a book everyone who desires to radically improve the performance of their organization will want to read.

Nos encontramos ante una nueva revolución industrial llamada "Industria 4.0" o era de la "Transformación Digital". La nueva era indica la transición hacia la interconexión inteligente de máquinas y de sistemas, no solo en el propio emplazamiento de producción, sino también con todo el eco-sistema organizacional. Se abre un potencial enorme, sin límites, en la innovación de procesos de negocio, pero también en toda la forma en que va a interactuar la sociedad a nivel global. Las organizaciones modernas tienen que enfrentar este desafío para sobrevivir la transición hacia la cuarta revolución industrial. Este libro representa una versión compacta del libro académico del mismo autor "BPM, Fundamentos y Conceptos de Implementación" e introduce en la disciplina BPM describiendo los principales conceptos de la gestión orientada a procesos. El autor muestra cómo aplicar los principios fundamentales de la

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disciplina, lo que la diferencia de la gestión tradicional. El libro está dirigido a todos los estudiantes y profesionales, que requieran o quieran interiorizarse en esta disciplina de gestión por procesos. Dr. Bernhard Hitpass dirige el BPM Center y es Profesor de la Universidad Técnica Federico Santa María en Chile. Tiene más de 20 años de experiencia internacional como profesional en proyectos de BPM, TI y docencia académica. Estudió en la Universidad Johannes Gutenberg, Mainz, Alemania. Se desarrolló como profesional por más de 25 años en Europa. Es autor de publicaciones en Alemania y también autor de la versión hispana del libro BPMN Manual de Referencia y Guía Práctica. This book is the first to present a rich selection of over 30 real-world cases of how leading organizations conduct Business Process Management (BPM). The cases stem from a diverse set of industry sectors and countries on different continents, reporting on best practices and lessons learned. The book showcases how BPM can contribute to both exploitation and exploration in a digital world. All cases are presented using a uniform structure in order to provide valuable insights and essential guidance for students and practitioners. Business Process Management (BPM) Fundamentos y conceptos de implementacin / Fundamentals and Implementation Concepts Createspace Independent Publishing Platform

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This book promotes and describes the application of objective and effective decision making in asset management based on mathematical models and practical techniques that can be easily implemented in organizations. This comprehensive and timely publication will be an essential reference source, building on available literature in the field of asset management while laying the groundwork for further research breakthroughs in this field. The text provides the resources necessary for managers, technology developers, scientists and engineers to adopt and implement better decision making based on models and techniques that contribute to recognizing risks and uncertainties and, in general terms, to the important role of asset management to increase competitiveness in organizations.

According to the authors, every significant breakthrough in business technology has been underpinned by mathematics. They explain how Pi-calculus provides the theoretical computer science foundation for a new type of business software that allows business people, not just technicians, to design, imp
BPMN 2.0 is the industry standard diagramming language for business process models. The meaning of the business process diagram is the same, regardless of the tool used to create it. But creating models that are correct, complete, and clear demands more than a dictionary of BPMN shapes and symbols. It also

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requires a methodology for translating process logic consistently into the diagram. And it requires a measure of modeling style as well, conventions that ensure that the process logic is unambiguous from the diagram by itself. In short, "good BPMN" requires a disciplined approach called "method and style." In this book, Bruce Silver explains which BPMN elements process modelers need to understand, in two levels, including exactly where and how to use each element. Level 1 (the Descriptive modeling subclass of BPMN 2.0) is a palette of shapes and symbols largely carried over from traditional flowcharting. Level 2 (the Analytic subclass) expands the palette to be able to describe event-triggered behavior, critical to modeling exception handling. The book explains the real meaning of BPMN's most basic concepts - like activity, process, and end state - essential to using the language correctly, and provides a step-by-step methodology for going from a blank page to a complete end-to-end BPMN model, developed from the top down in a hierarchical structure. From the top-level diagram you can see on a single page exactly how the process starts, its possible end states, what the instance represents, and communications with the Customer, service providers, and other processes. From there you can drill down to see the details of any part of the process.

With Learning JavaScript Design Patterns, you'll learn how to write beautiful,

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structured, and maintainable JavaScript by applying classical and modern design patterns to the language. If you want to keep your code efficient, more manageable, and up-to-date with the latest best practices, this book is for you. Explore many popular design patterns, including Modules, Observers, Facades, and Mediators. Learn how modern architectural patterns—such as MVC, MVP, and MVVM—are useful from the perspective of a modern web application developer. This book also walks experienced JavaScript developers through modern module formats, how to namespace code effectively, and other essential topics. Learn the structure of design patterns and how they are written Understand different pattern categories, including creational, structural, and behavioral Walk through more than 20 classical and modern design patterns in JavaScript Use several options for writing modular code—including the Module pattern, Asynchronous Module Definition (AMD), and CommonJS Discover design patterns implemented in the jQuery library Learn popular design patterns for writing maintainable jQuery plug-ins "This book should be in every JavaScript developer's hands. It's the go-to book on JavaScript patterns that will be read and referenced many times in the future."—Andrée Hansson, Lead Front-End Developer, presis!

Nos encontramos ante una nueva revolución industrial llamada “Industria 4.0”.

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La nueva era indica la transición hacia la ínter-conexión inteligente de máquinas y de sistemas, no solo en el propio emplazamiento de producción, sino también con todo el eco-sistema organizacional. Se abre un potencial enorme, sin límites, en la innovación de procesos de negocio, pero también en toda la forma en que va a interactuar la sociedad a nivel global. Las organizaciones modernas tienen que enfrentarse a este desafío para sobrevivir la transición hacia la cuarta revolución industrial. Hoy en día no basta que una organización sea solo eficaz y eficiente, como lo podría haber sido en el pasado. Ahora, además, debe ser capaz de adaptarse ante los frecuentes cambios impulsados por la globalización, es decir, debe ser ágil. La agilidad en los negocios ha cobrado mayor importancia en estos tiempos de globalización. Las empresas que puedan adaptarse más rápido a los constantes cambios en el mercado, que son además cada vez más frecuentes, tendrán mayores ventajas competitivas que aquellas que no logran adaptarse al ritmo que la globalización impone. ¿Qué instrumentos están utilizando las empresas para lograr mayor agilidad, eficacia y eficiencia? La respuesta es mayor control y eficiencia en la capacidad de cambio en sus procesos de negocio, porque a través de estos se crea valor para los clientes. BPM es una disciplina integradora que engloba técnicas y disciplinas de gestión, que abarca las capas de negocio y tecnología y que comprende como un todo

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integrado la gestión a través de los procesos. La estructura del libro consta de dos partes. La «Parte I Fundamentos del BPM» describe el estado del arte de los grandes conceptos teóricos del BPM. La «Parte II Conceptos de Implementación para BPM» está dedicada a presentar conceptos de implementación, en su mayoría desarrollados por el autor. Esta segunda parte considera el apoyo tecnológico en cada una de las capas del BPM. El autor muestra cómo aplicar los principios fundamentales de la disciplina, lo que la diferencia de la gestión tradicional. El libro está dirigido a todos los profesionales, ya sea se desempeñen en organizaciones públicas o privadas y que requieran o quieran interiorizarse en esta disciplina de gestión por procesos. También está dirigido a estudiantes y académicos en las ciencias industriales, informáticas y, en general, escuelas de negocio y administración de empresas.

Numerous clothing industries face highly dynamic environments, and growth in this environment depends upon both external and internal factors. External factors are represented by aggressive competition and volatile product demand. Internally, the industry must face an increasingly shorter life cycle of the product and the need to innovate both product and organizational development. The competitive advantage of the industry lies in its ability to design a value-creating system based on the management of both external and internal relationships.

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The successful management of these relationships relies not only on successful customer relationship management but also on effective product supply and demand upkeep. Management and Inter/Intra Organizational Relationships in the Textile and Apparel Industry provides emerging research exploring relevant theoretical frameworks and the latest empirical research underlining the complexity of management applications within the textile industry. Featuring coverage on a broad range of topics such as consumer relationships, cultural identity, and organizational culture, this book is ideally designed for researchers, academicians, professionals, and students working in various disciplines including management, industrial organization, organizational behavior, human resource management, decision science, design science, and information and communication. Moreover, the book will provide insights and support executives and managers of the textile and apparel industry concerned with the ethic design, contamination, and the management relationships with workers, customers, suppliers, the community, and organizational development.

This book constitutes the proceedings of the International Conference on ENTERprise information systems, held Viana do Castelo, Portugal, in October 2010.

Examines what's new and updated in BPMN 2.0 and look at interchange, best

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practice, analytics, conformance, optimization, choreography from a technical perspective. Also addresses the business imperative for widespread adoption of the standard by examining best practice guidelines, BPMN business strategy and the human interface including real-life case studies. Other chapters tackle the practical aspects of making BPMN model executable and the basic time-line analysis of a BPMN model.

BPMN MANUAL DE REFERENCIA Y GUÍA PRÁCTICA Con una introducción a CMMN y DMN § Aprenda BPMN, CMMN y DMN con este manual reconocido internacionalmente § Aproveche la gran experiencia práctica de los autores § No sólo aprenda las notaciones, sino también todo aquello que está relacionado con BPM: o BPMN: modelado en tres niveles, alineamiento entre la capa de negocio y de TI, automatización de procesos o CMMN: modelado y automatización para la gestión de casos o DMN: análisis, modelado y automatización de los procesos de decisión y gestión de reglas de negocio o Técnicas de análisis y mejora En este libro aprenderá todo lo que necesita para introducir en forma exitosa BPMN en sus proyectos. Los autores describen en forma detallada, y con ejemplos, todos los elementos de las notaciones estandarizadas por la OMG, pero ¡no es tan sencillo como parece a primera vista! Si no conoce los conceptos detrás de estas notaciones, le será difícil comprender cabalmente y aplicar estos

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estándares. Los autores muestran con ejemplos concretos cómo aplicar los principios fundamentales de las notaciones que se diferencian de otras. El concepto metodológico que presentan los autores abarca desde los modelos descriptivos y operativos hasta los modelos técnicos para ser automatizados sin mayores modificaciones en la lógica de negocio. La guía práctica del libro explica de qué depende para cerrar la brecha entre la capa de negocio y la de TI. Todo lo anterior se demuestra con ejemplos y casos de estudio, aplicación de buenas prácticas y lógicamente también lo que “debe y no debe hacer” para tener éxito en sus proyectos reales. Este libro representa en su esencia una traducción de la obra alemana con el mismo título: “PRAXISHANDBUCH BPMN”, pero además incluye algunas ampliaciones que se requieren para proyectos de BPM, como son la optimización de procesos y las “Técnicas de Análisis y Mejora”.

Nos encontramos ante una nueva revolución industrial llamada "Industria 4.0". La nueva era indica la transición hacia la inter-conexión inteligente de máquinas y de sistemas, no solo en el propio emplazamiento de producción, sino también con todo el eco-sistema organizacional. Se abre un potencial enorme, sin límites, en la innovación de procesos de negocio, pero también en toda la forma en que va a interactuar la sociedad a nivel global. Las organizaciones modernas

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tienen que enfrentarse a un desafío para sobrevivir la transición hacia la cuarta revolución industrial. Hoy en día no basta que una organización sea solo eficaz y eficiente, como lo podría haber sido en el pasado. Ahora, además, debe ser capaz de adaptarse ante los frecuentes cambios impulsados por la globalización, es decir, debe ser ágil. La agilidad en los negocios ha cobrado mayor importancia en estos tiempos de globalización. Las empresas que puedan adaptarse más rápido a los constantes cambios en el mercado, que son además cada vez más frecuentes, tendrán mayores ventajas competitivas que aquellas que no logran adaptarse al ritmo que la globalización impone. ¿Qué instrumentos están utilizando las empresas para lograr mayor agilidad, eficacia y eficiencia? La respuesta es mayor control y eficiencia en la capacidad de cambio en sus procesos de negocio, porque a través de estos se crea valor para los clientes. BPM es una disciplina integradora que engloba técnicas y disciplinas de gestión, que abarca las capas de negocio y tecnología y que comprende como un todo integrado la gestión a través de los procesos. La estructura del libro consta de dos partes. La Parte I Fundamentos del BPM describe el estado del arte de los grandes conceptos teóricos del BPM. La Parte II Conceptos de Implementación para BPM está dedicada a presentar conceptos de implementación, en su mayoría desarrollados por el autor. Esta segunda parte considera el apoyo

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tecnológico en cada una de las capas del BPM. El autor muestra cómo aplicar los principios fundamentales de la disciplina, lo que la diferencia de la gestión tradicional. El libro está dirigido a todos los profesionales, ya sea que desempeñen en organizaciones públicas o privadas y que requieran o quieran interiorizarse en esta disciplina de gestión por procesos. También está dirigido a estudiantes y académicos en las ciencias industriales, informáticas y, en general, escuelas de negocio y administración de empresas. Dr. Bernhard Hitpass dirige el BPM Center y es Profesor de la Universidad Técnica Federico Santa María en Chile. Tiene más de 20 años de experiencia internacional como profesional en proyectos de BPM, TI y docencia académica. Estudió en la Universidad Johannes Gutenberg, Mainz, Alemania. Se desarrolló como profesional por más de 25 años en Europa. Es autor de publicaciones en Alemania y también autor de la versión hispana del libro BPMN 2.0 Manual de Referencia y Guía Práctica. This is the improved 2nd edition of the very successful book "Real-Life BPMN" with excellent reviews on Amazon.com (don't forget to check reviews of the 1st edition). It is about Business Process Management (BPM) and Business Process Model and Notation (BPMN 2.0). Truth be told, there are several BPMN books on the market. Some of them are quite good, so why should you care about this one? This book distills the experience the authors accumulated while running

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camunda, a consulting company that specializes in BPM. camunda helped to define the BPMN specification, and during the past five years, they have applied BPMN in over 250 customer engagements. These were big businesses, small companies, and public institutions. Now you can benefit from this practical experience. Topics covered: The basics of modeling processes with Business Process Model and Notation (BPMN 2.0) Methods to apply BPMN successfully to real-world problems A practical approach for automating processes with BPMN 2.0 The alignment of business and IT as an attainable goal Advice on introducing BPMN across your company This book explains the notation, of course, but it also delves into the kinds of challenges that process designers face every day. It talks about pitfalls to avoid. It gives dos and don'ts. There are guidelines and best practices. This second edition in English is based on the successful fourth German edition, which, according to amazon.de, it is still the highest-ranked book on BPMN in German. The number of five-star ratings awarded by readers speaks volumes. Also available in Spanish.

This book presents the latest research on Software Engineering Frameworks for the Cloud Computing Paradigm, drawn from an international selection of researchers and practitioners. The book offers both a discussion of relevant software engineering approaches and practical guidance on enterprise-wide

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software deployment in the cloud environment, together with real-world case studies. Features: presents the state of the art in software engineering approaches for developing cloud-suitable applications; discusses the impact of the cloud computing paradigm on software engineering; offers guidance and best practices for students and practitioners; examines the stages of the software development lifecycle, with a focus on the requirements engineering and testing of cloud-based applications; reviews the efficiency and performance of cloud-based applications; explores feature-driven and cloud-aided software design; provides relevant theoretical frameworks, practical approaches and future research directions.

Hoy en dia no basta que una organizacion sea solo eficaz y eficiente como lo podria haber sido en el pasado. Ahora, ademas, debe ser capaz de adaptarse ante los frecuentes cambios impulsados por la globalizacion, es decir debe ser agil. La agilidad en los negocios ha cobrado mayor importancia en estos tiempos de globalizacion. Las empresas que puedan adaptarse mas rapido a los constantes cambios en el mercado, que son ademas cada vez mas frecuentes, tendran mayores ventajas competitivas que aquellas que no logran adaptarse al ritmo que la globalizacion impone. Que instrumentos estan utilizando las empresas para lograr mayor agilidad, eficacia y eficiencia? La respuesta, es

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mayor control y eficiencia en la capacidad de cambio en sus procesos de negocio, porque a través de estos se crea valor para los clientes. BPM es una disciplina integradora que engloba técnicas y disciplinas de gestión, que abarca las capas de negocio y tecnología y que comprende como un todo integrado la gestión a través de los procesos. La estructura del libro consta de dos partes. La "Parte I Fundamentos del BPM" describe el estado del arte de los grandes conceptos teóricos del BPM. La "Parte II Conceptos de Implementación para BPM" está dedicada a presentar conceptos de implementación, en gran parte desarrollados por el autor. Esta segunda considera el apoyo tecnológico en cada una de las capas del BPM. El autor muestra cómo aplicar los principios fundamentales de la disciplina que se diferencia de la gestión tradicional. Este trabajo presenta la tercera edición del libro. Luego de dos años de circulación, el manuscrito fue revisado, actualizado y ampliado por nuevos conocimientos relevantes para BPM. Así se incorporó el benchmarking como un instrumento muy valioso para determinar objetivos centrados en mejorar la competitividad a través de la medición del desempeño de los procesos propios y compararlos continuamente con los competidores. También se incluyó en la sección 2.9 la disciplina de «Modelos de Gestión de la Calidad Total», que se representan hoy en día en los llamados «Modelos de Gestión de Excelencia». La importancia de

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estos radica en la práctica de integrar estos modelos de excelencia con BPM. Se presentan los modelos de Malcolm Baldrige (EEUU) y el modelo de EFQM (European Foundation for Quality Management), el cual en su nueva versión 2013, muestra una versión holística muy integrada a BPM. También en la segunda parte del libro, Conceptos de Implementación, se agregó en la sección 2.9.6 la definición y adopción de un modelo de gestión de excelencia integrado a BPM. Finalmente, el capítulo 4 se amplió por el Modelo de Madurez BPM de Hammer (PEMM), debido a la gran aceptación y a su adopción en la región de Latinoamérica.

Business Process Change, 3rd Edition provides a balanced view of the field of business process change. Bestselling author Paul Harmon offers concepts, methods, cases for all aspects and phases of successful business process improvement. Updated and added for this edition is new material on the development of business models and business process architecture development, on integrating decision management models and business rules, on service processes and on dynamic case management, and on integrating various approaches in a broad business process management approach. New to this edition: How to develop business models and business process architecture How to integrate decision management models and business rules New material on service processes and on dynamic case management Learn to integrate various approaches in a broad business process management approach Extensive revision and update addresses Business Process Management Systems,

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and the integration of process redesign and Six Sigma Learn how all the different process elements fit together in this best first book on business process, now completely updated Tailor the presented methodology, which is based on best practices, to your organization's specific needs Understand the human aspects of process redesign Benefit from all new detailed case studies showing how these methods are implemented

Nowadays, an organization is expected to be not only effective and efficient, as it was formerly. Now, in addition, it should be able to adapt to the frequent changes driven by globalization, let us say, be agile. This business agility has become more important in these times of globalization. The organization that best respond to the fast-changing market, which is becoming increasingly frequent, will have better competitive advantages than those that fail to sustain the pace imposed by globalization. What are the tools that organizations are using to better achieving agility, effectiveness, and efficiency? The answer is more control and efficiency with the ability to manage change in their business processes, because these can create value for customers. BPM is an integrative discipline that comprises management disciplines and techniques. It involves the business layers and technology, including also management through processes, as an integrated whole. The structure of this book consists of two parts. «Part I, Fundamentals of BPM» describe the state of the art of the major BPM theoretical concepts. «Part II, Implementation for BPM» is dedicated to presenting the concepts of implementation, developed largely by the author. This second part considers the technological support in each of the BPM layers. The author shows how to implement the core principles of the discipline, which differs itself from traditional management. This book is for all professionals, whether they perform in the public, private or non-profits sectors who require or

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want to learn more about this process management discipline. It is also for students and academics of the industrial and computer sciences, and to all the business and administration Schools.

This book contains the refereed proceedings of the 14th International Conference on Knowledge Management in Organizations, KMO 2019, held in Zamora, Spain, in July 2019. The 46 papers accepted for KMO 2018 were selected from 109 submissions and are organized in topical sections on: knowledge management models and analysis; knowledge transfer and learning; knowledge and service innovation; knowledge creation; knowledge and organization; information systems and information science; data mining and intelligent science; social networks and social aspects of KM; big data and IoT; and new trends in IT.

Business processes are the production lines of the new economy. When they fail us, our products and services fail our customers, and our business fails its owners. The more businesses change, the more they must concern themselves with their stakeholder relationships and manage their processes so that technologies and organization designs have a common business purpose. This book shows you how to deliver integral processes and helps you build a fully process-managed enterprise. The Process Management Framework provides the strategic guidance and tactical steps to make the switch. Encompassing eight phases, the Framework migrates organizational and process transformation through strategy, design, realization, and actual operations. For each phase, this book provides detailed descriptions of the steps, their inputs, outputs, guides, and enablers, as well as the tricks, traps, and best practices learned by experienced practitioners. It also covers the related disciplines of managing programs, risk, quality, projects, and human change, and how process

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management is the key to ensure a fit among all these areas. For those of you about to embark on a process journey, this book provides a compelling call to action, a guide for management, and an invaluable reference. Learn the concepts and transform your business! See why process management is an inevitable trend that won't go away. Understand why relationship management needs effective processes to work. Define your stakeholders and determine their needs. Discover what other organizations have done to manage processes successfully. Explore a complete framework for managing business, process, and human change. Apply your knowledge to manage process projects effectively and efficiently. Learn what to do and what to avoid in every step. Develop processes to align technology, organization, and facility transformation. Gain cross-organizational acceptance of process and personal change. Anticipate objections and proactively manage stakeholder concerns. Business Process Management (BPM) has become one of the most widely used approaches for the design of modern organizational and information systems. The conscious treatment of business processes as significant corporate assets has facilitated substantial improvements in organizational performance but is also used to ensure the conformance of corporate activities. This Handbook presents in two volumes the contemporary body of knowledge as articulated by the world's leading BPM thought leaders. This first volume focuses on arriving at a sound definition of BPM approaches and examines BPM methods and process-aware information systems. As such, it provides guidance for the integration of BPM into corporate methodologies and information systems. Each chapter has been contributed by leading international experts. Selected case studies complement their views and lead to a summary of BPM expertise that is unique in its coverage of the most critical success factors of BPM. The second edition of this

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handbook has been significantly revised and extended. Each chapter has been updated to reflect the most current developments. This includes in particular new technologies such as in-memory data and process management, social media and networks. A further focus of this revised and extended edition is on the actual deployment of the proposed theoretical concepts. This volume includes a number of entire new chapters from some of the world's leading experts in the domain of BPM.

Business Process Modeling, Simulation and Design, Third Edition provides students with a comprehensive coverage of a range of analytical tools used to model, analyze, understand, and ultimately design business processes. The new edition of this very successful textbook includes a wide range of approaches such as graphical flowcharting tools, cycle time and capacity analyses, queuing models, discrete-event simulation, simulation-optimization, and data mining for process analytics. While most textbooks on business process management either focus on the intricacies of computer simulation or managerial aspects of business processes, this textbook does both. It presents the tools to design business processes and management techniques on operating them efficiently. The book focuses on the use of discrete event simulation as the main tool for analyzing, modeling, and designing effective business processes. The integration of graphic user-friendly simulation software enables a systematic approach to create optimal designs.

This is the improved 4th edition of the very successful book "Real-Life BPMN" with excellent reviews on Amazon.com (don't forget to check reviews of the former editions). In this book you will learn how to: Model processes with Business Process Model and Notation (BPMN) Successfully apply BPMN to real-world problems Use a practical approach to workflow

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automation with BPMN 2.0 Align business, development and operations Understand how microservices impact business processes Implement BPMN across your organization The definitive guide for process designers: provides an overview of business process notation, presents implementation guidance and best practices, and offers useful tips on what works and what doesn't. Truth be told, there are several BPMN books on the market. Some of them are quite good, so why should you care about this one? This book distills the experience the authors have accumulated while running Camunda, a company that delivers the leading open source workflow and decision automation platform. Camunda helped to define the BPMN specification, and during the past 15 years, they have applied BPMN to thousands of customer use cases. These were big businesses, small companies, and public institutions. Now you can benefit from this practical experience. This book also gives an introduction to DMN for decision management, which you might know as business rules management (BRM). This book is also available in German and Spanish. Note: The resolution of all images in the ebook has been increased, starting with the third edition, to improve the digital reading experience.

This textbook covers the entire Business Process Management (BPM) lifecycle, from process identification to process monitoring, covering along the way process modelling, analysis, redesign and automation. Concepts, methods and tools from business management, computer science and industrial engineering are blended into one comprehensive and inter-disciplinary approach. The presentation is illustrated using the BPMN industry standard defined by the Object Management Group and widely endorsed by practitioners and vendors worldwide. In addition to explaining the relevant conceptual background, the book provides dozens of examples, more than 230 exercises – many with solutions – and numerous suggestions for

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further reading. This second edition includes extended and completely revised chapters on process identification, process discovery, qualitative process analysis, process redesign, process automation and process monitoring. A new chapter on BPM as an enterprise capability has been added, which expands the scope of the book to encompass topics such as the strategic alignment and governance of BPM initiatives. The textbook is the result of many years of combined teaching experience of the authors, both at the undergraduate and graduate levels as well as in the context of professional training. Students and professionals from both business management and computer science will benefit from the step-by-step style of the textbook and its focus on fundamental concepts and proven methods. Lecturers will appreciate the class-tested format and the additional teaching material available on the accompanying website.

This Guide to the BPM CBOK(TM) provides a basic reference document for all practitioners. The primary purpose of this guide is to identify and provide an overview of the Knowledge Areas that are generally recognized and accepted as good practice. The Guide provides a general overview of each Knowledge Area and provides a list of common activities and tasks associated with each Knowledge Area. It also provides links and references to other sources of information which are part of the broader BPM Common Body of Knowledge.

“This text should be required reading for everyone in contemporary business.” --Peter Woodhull, CEO, Modus21 “The one book that clearly describes and links Big Data concepts to business utility.” --Dr. Christopher Starr, PhD “Simply, this is the best Big Data book on the market!” --Sam Rostam, Cascadian IT Group “...one of the most

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contemporary approaches I've seen to Big Data fundamentals..." --Joshua M. Davis, PhD The Definitive Plain-English Guide to Big Data for Business and Technology Professionals Big Data Fundamentals provides a pragmatic, no-nonsense introduction to Big Data. Best-selling IT author Thomas Erl and his team clearly explain key Big Data concepts, theory and terminology, as well as fundamental technologies and techniques. All coverage is supported with case study examples and numerous simple diagrams. The authors begin by explaining how Big Data can propel an organization forward by solving a spectrum of previously intractable business problems. Next, they demystify key analysis techniques and technologies and show how a Big Data solution environment can be built and integrated to offer competitive advantages. Discovering Big Data's fundamental concepts and what makes it different from previous forms of data analysis and data science Understanding the business motivations and drivers behind Big Data adoption, from operational improvements through innovation Planning strategic, business-driven Big Data initiatives Addressing considerations such as data management, governance, and security Recognizing the 5 "V" characteristics of datasets in Big Data environments: volume, velocity, variety, veracity, and value Clarifying Big Data's relationships with OLTP, OLAP, ETL, data warehouses, and data marts Working with Big Data in structured, unstructured, semi-structured, and metadata formats Increasing value by integrating Big Data resources with corporate performance monitoring Understanding how Big Data leverages distributed and parallel processing

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Using NoSQL and other technologies to meet Big Data's distinct data processing requirements Leveraging statistical approaches of quantitative and qualitative analysis Applying computational analysis methods, including machine learning Agent Technology, or Agent-Based Approaches, is a new paradigm for developing software applications. It has been hailed as 'the next significant breakthrough in software development', and 'the new revolution in software' after object technology or object-oriented programming. In this context, an agent is a computer system which is capable of act

This textbook provides organisational leadership with an understanding of business process management and its benefits to an organisation. It provides a practical framework, complete with a set of tools and techniques, to successfully implement business process management projects.

Business Process Management (BPM) has become one of the most widely used approaches for the design of modern organizational and information systems. The conscious treatment of business processes as significant corporate assets has facilitated substantial improvements in organizational performance but is also used to ensure the conformance of corporate activities. This Handbook presents in two volumes the contemporary body of knowledge as articulated by the world's leading BPM thought leaders. This second volume focuses on the managerial and organizational challenges of BPM such as strategic and cultural alignment, governance and the education of BPM

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stakeholders. As such, this book provides concepts and methodologies for the integration of BPM. Each chapter has been contributed by leading international experts. Selected case studies complement their views and lead to a summary of BPM expertise that is unique in its coverage of the most critical success factors of BPM. The second edition of this handbook has been significantly revised and extended. Each chapter has been updated to reflect the most current developments. This includes in particular new technologies such as in-memory data and process management, social media and networks. A further focus of this revised and extended edition is on the actual deployment of the proposed theoretical concepts. This volume includes a number of entire new chapters from some of the world's leading experts in the domain of BPM. This book starts with an introduction to process modeling and process paradigms, then explains how to query and analyze process models, and how to analyze the process execution data. In this way, readers receive a comprehensive overview of what is needed to identify, understand and improve business processes. The book chiefly focuses on concepts, techniques and methods. It covers a large body of knowledge on process analytics – including process data querying, analysis, matching and correlating process data and models – to help practitioners and researchers understand the underlying concepts, problems, methods, tools and techniques involved in modern process analytics. Following an introduction to basic business process and process analytics concepts, it describes the state of the art in this area before examining

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different analytics techniques in detail. In this regard, the book covers analytics over different levels of process abstractions, from process execution data and methods for linking and correlating process execution data, to inferring process models, querying process execution data and process models, and scalable process data analytics methods. In addition, it provides a review of commercial process analytics tools and their practical applications. The book is intended for a broad readership interested in business process management and process analytics. It provides researchers with an introduction to these fields by comprehensively classifying the current state of research, by describing in-depth techniques and methods, and by highlighting future research directions. Lecturers will find a wealth of material to choose from for a variety of courses, ranging from undergraduate courses in business process management to graduate courses in business process analytics. Lastly, it offers professionals a reference guide to the state of the art in commercial tools and techniques, complemented by many real-world use case scenarios.

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