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Revenues transforming your efforts into increased financial results Control Audit a brief note on the ethical part of business. The sales process in the final analysis it is a matter of effective selling However what about yourself What about your own productivity Why not start thinking about it right away and begin reading about it Service Productivity Management. H. David Sherman, Joe Zhu, 2006-09-10 Service Productivity Management is an in depth guide to using the most powerful available benchmarking technique to improve service organization performance Data Envelopment Analysis DEA 1 It outlines the use of DEA as a benchmarking technique 2 It identifies high costs service units 3 It isolates specific changes to each service unit to elevate their performance to the best practice services level providing high quality service at low cost 4 And most important it guides the improvement process The discussion and methods are all supported by case study applications to organizations that have sought and have successfully improved its performance. The techniques discussed in the book are accessible to any and all managers with access to Microsoft Excel spreadsheet software Excel Branch Management, 1987

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