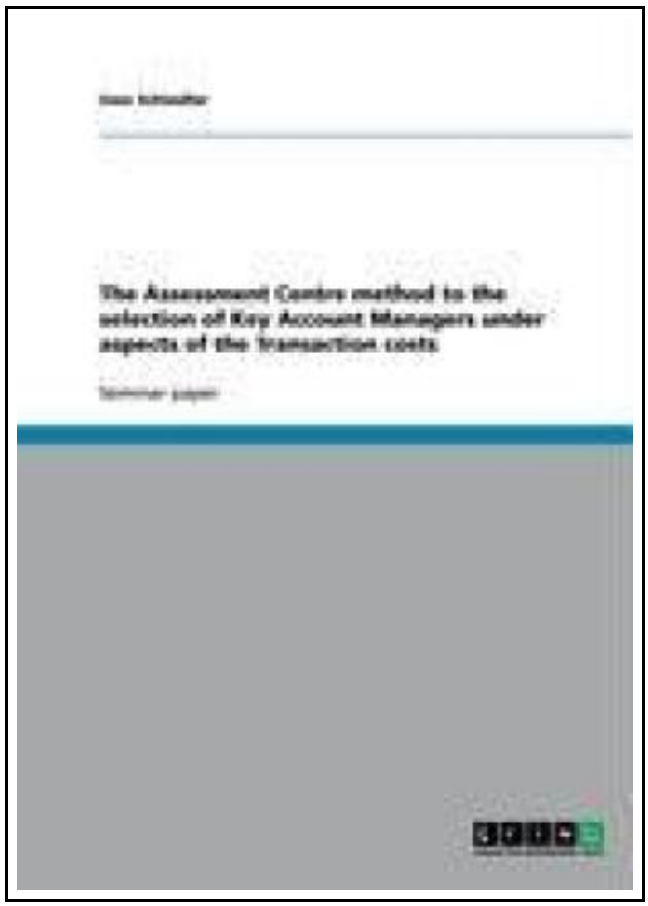
The Assessment Centre method to the selection of Key Account Managers under aspects of the Transaction costs



Filesize: 2.16 MB

Reviews

The ideal pdf i at any time go through. It is really basic but unexpected situations from the fifty percent of your pdf. Its been designed in an extremely easy way and is particularly only after i finished reading this pdf through which really changed me, alter the way i really believe.

(Prof. Kendrick Stracke)

THE ASSESSMENT CENTRE METHOD TO THE SELECTION OF KEY ACCOUNT MANAGERS UNDER ASPECTS OF THE TRANSACTION COSTS

DOWNLOAD

Grin Verlag Jun 2008, 2008. Taschenbuch. Book Condition: Neu. 210x148x5 mm. This item is printed on demand - Print on Demand Titel. - Seminar paper from the year 2008 in the subject Business economics - Personnel and Organisation, printed single-sided, grade: 1,3, The FOM University of Applied Sciences (MBA / HR / Prof. Dr. Niehus), course: Master of Business Administration (MBA), 28 entries in the bibliography, language: English, abstract: Executive SummaryTo create long-term and sustainable successful relationships to key customers (Key accounts) are one of the main figures in successful business in industrial sales and marketing. To solve this challenge special Key Account Managers with special key qualifications are necessary. To select and recruit these Key Account Managers the tool of the Assessment Centre is helpful. Standardized Assessment Centre does not lead to a selection of the most of the key qualifications of Key Account Managers, because no standardized tests exist. Therefore companies using the Assessment Centre method to select Key Account Managers have to design the Assessment Centre in that kind that it measures the necessary key qualifications and tasks. All the necessary activities regarding the pre-phase of contractual conclusions, like the Assessment Centre to the selection of the right person, develop Transaction costs which can have an impact to contractual transaction after a decision as well. How to design the AC to measure the key qualifications of Key Account Managers and to achieve by this way a minimization of the TAC is the main question answered in the assignment. 72 pp. Englisch.

Read The Assessment Centre method to the selection of Key Account Managers under aspects of the Transaction costs Online
Download PDF The Assessment Centre method to the selection of Key Account Managers under aspects of the Transaction costs

Relevant eBooks



Psychologisches Testverfahren

Reference Series Books LLC Nov 2011, 2011. Taschenbuch. Book Condition: Neu. 249x191x7 mm. This item is printed on demand - Print on Demand Neuware - Quelle: Wikipedia. Seiten: 100. Kapitel: Myers-Briggs-Typindikator, Keirsey Temperament Sorter, DISG,...

Save eBook »



Programming in D

Ali Cehreli Dez 2015, 2015. Buch. Book Condition: Neu. 264x182x53 mm. This item is printed on demand - Print on Demand Neuware - The main aim of this book is to teach D to readers...

Save eBook »



Bully, the Bullied, and the Not-So Innocent Bystander: From Preschool to High School and Beyond: Breaking the Cycle of Violence and Creating More Deeply Caring Communities (Paperback)

HarperCollins Publishers Inc, United States, 2016. Paperback. Book Condition: New. Reprint. 203 x 135 mm. Language: English . Brand New Book. An international bestseller, Barbara Coloroso s groundbreaking and trusted guide on bullying-including cyberbullying-arms parents...

Save eBook »



History of the Town of Sutton Massachusetts from 1704 to 1876 (Paperback)

Createspace, United States, 2015. Paperback. Book Condition: New. annotated edition. 229 x 152 mm. Language: English . Brand New Book ***** Print on Demand *****.This version of the History of the Town of Sutton Massachusetts...

Save eBook »



Kindergarten Culture in the Family and Kindergarten; A Complete Sketch of Froebel s System of Early Education, Adapted to American Institutions. for the Use of Mothers and Teachers (Paperback)

Rarebooksclub.com, United States, 2012. Paperback. Book Condition: New. 246 x 189 mm. Language: English . Brand New Book ***** Print on Demand *****.This historic book may have numerous typos and missing text. Purchasers can download...

Save eBook »