



Rewarding Results Motivating Profit Center Managers

Henning Kreisel



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Management Control Systems Kenneth A. Merchant, Wim A. Van der Stede, 2007 With its unique range of case studies real life examples and comprehensive coverage of the latest management control related tools and techniques Management Control Systems is the ideal guide to this complex and multidimensional subject for upper level undergraduates postgraduates and practising professionals

Managementmyopie Charlotte L. Schuster, 2017-11-29 Mit der Analyse des Investitionsverhaltens US amerikanischer Gro unternehmen beleuchtet Charlotte L Schuster die Praxis von Managern langfristige f r kurzfristige Ziele zu opfern Damit greift sie ein Thema auf das in Wissenschaft und Wirtschaft zunehmend als Problem wahrgenommen wird v a f r b rsennotierte Unternehmen Doch unklar war bislang ob auch Gr nder CEOs myopisch handeln Gr nder nehmen oft f r sich in Anspruch langfristig orientiert zu sein Auf Basis der Standard Poor s 1 500 Unternehmen untersucht die Autorin ob Gr nder CEOs weniger als professionelle CEOs dazu tendieren R D Ausgaben f r kurzfristige Gewinne zu k rzen Erstmals wird empirisch nachgewiesen dass Gr nder CEOs die klassischen Unternehmer signifikant weniger myopisch handeln

Organisatorische Koordination Arndt Lassmann, 2013-04-17 Die Frage wie die aus der interpersonellen Arbeitsteilung resultierenden gegenseitigen Abh ngigkeiten zwischen organisatorischen Einheiten und Bereichen durch Koordina tionsma nahmen ber cksichtigt werden sollen stellt sich f r jeden organisationstheo retischen Ansatz und geh rt dar ber hinaus zum Kernproblem einer betriebswirt schaftlichen Planungstheorie Diese anspruchsvolle Problemstellung untersucht mein Mitarbeiter Dr Arndt La mann in der vorliegenden von der Wirtschafts und Sozial wissenschaftlichen Fakult t der Universit t zu K ln als Dissertation angenommenen Arbeit Die gr ndliche Auseinandersetzung mit dieser Thematik ist nur auf der Grundlage ei ner Entscheidung f r einen organisationstheoretischen Bezugsrahmen m glich die Abgrenzung der Fragestellung die kritische Analyse der Literatur und die Transfor mation des organisationstheoretischen Erkenntnisstandes in ein geschlossenes Aussa gensystem sind ohne die eindeutige Pr zisierung der eigenen Betrachtungsperspektive nicht m glich Der Verfasser lehnt sich dabei an den entscheidungslogischen Ansatz der Organisationstheorie an geht aber innerhalb dieses Rahmens mit seinen berle gungen und Argumenten insbesondere durch die konzeptionelle Einbeziehung der Unternehmungsstrategie und die Ausarbeitung eines Modells der Teilfunktionsorgani sation sehr eigenst ndige Wege

Investitions-Controlling in dezentralen Unternehmen Caterina Dahlhaus, 2009-05-14 Caterina Dahlhaus untersucht wie eine Investitions Controllingkonzeption ausgestaltet werden muss um die Problematik der Verhaltensteuerung dezentraler Entscheidungsstr ger zu ber cksichtigen und Aufgaben und Instrumente auf die L sung von Delegationsproblemen in dezentralen Investitionsprozessen auszurichten

Grundlagen der Organisation Erich Frese, 2013-04-17 Zielsetzung und Aufbau dieses Standardwerkes sind konsequent darauf ausgerichtet den direkten Zugang zu anwendungsorientierten Fragestellungen und deren L sungen zu erm glichen Zum einen werden die Grundelemente des entscheidungsorientierten Organisationskonzeptes sowie der Koordinations und Motivationsmechanismen ausf hrlich

diskutiert Den zweiten Schwerpunkt bilden organisatorische Strukturkonzepte z B Funktional Sparten und Regionalorganisation die unter Einbeziehung aktueller Anforderungen bewertet werden F r die achte Auflage wurde die Darstellung der Transaktionsmechanismen erweitert Neu hinzugekommen ist ein Abschnitt zur organisatorischen Ausdifferenzierung des internen Rechnungswesens Ehrlichkeit in der Budgetierung Anja Schwering,2015-11-05 Anja Schwering identifiziert auf Basis einer umfassenden Analyse der bestehenden Literatur konomische und verhaltenswissenschaftliche Erkl rungsans tze der Ehrlichkeit in der Budgetierung Dar ber hinaus gewinnt die Autorin mittels einer experimentellen Untersuchung neue Erkenntnisse zum Einfluss des Verhaltens gleichgestellter Kollegen auf die Ehrlichkeit im Budgetierungsprozess und kann so Empfehlungen hinsichtlich einer Offenlegung von Budgetinformationen geben Unehrliches Verhalten im Budgetierungsprozess ist eine zentrale Herausforderung f r Unternehmen die partizipative Budgetierung zur Unternehmenssteuerung einsetzen F r die Gestaltung der Budgetierung ist es daher von gro er Bedeutung die Faktoren zu kennen die unehrliches Verhalten beg nstigen Zentralbereiche Henning Kreisel,2013-03-13 Henning Kreisel stellt die grundlegenden Formen der Zentralbereichsorganisation vor und unterzieht diese einer Effizienzanalyse Konkrete Ma nahmen zur Integration der verbleibenden Zentralbereiche werden aufgezeigt Außenhandel im Wandel Jonas F. Puck,Christoph Leitl,2011-06-28 Kaum ein Unternehmen ist nicht von internationalem Wettbewerb betroffen Exporte internationale Direktinvestitionen und multinationale Unternehmen sind nicht nur Schlagworte die sich t glich in den Medien finden die Auswirkungen internationaler Unternehmensaktivit t beeinflussen auch erheblich die betriebswirtschaftliche Forschung Dieser Sammelband bietet einen berblick ber aktuelle Ans tze Theorien und empirische Studien zu diesen Themen Geschrieben von renommierten Wissenschaftlern und erfahrenen Praktikern macht das Buch den Leser in kompakter und kompetenter Weise mit den aktuellen Trends auf diesen Gebieten vertraut **The Application of the Controllability Principle and Managers' Responses** Franz Michael Fischer,2010-07-24 Franz Michael Fischer investigates the relationships between the application of the controllability principle and managers cognitive affective and behavioral responses The author further explores the impact of several important contextual factors on the basic relationships and thus develops moderated mediation models He reveals that the application of the controllability principle has a significant effect on role stress and role orientation which in turn are related to managerial performance and affective constructs **Harvard Business School Bulletin** ,1989 **Rewarding Results** Kenneth A. Merchant,1989 **Harvard Business School ... Catalog of Teaching Materials** ,1998 *Performance Pay Schemes for Public Sector Managers* Robert Wood,Organisation for Economic Co-operation and Development,1997 **Management Control Systems** Robert Newton Anthony,Vijay Govindarajan,2003 This work offers a diversity of cases balanced with up to date material Designed for a course in control systems it may also be appropriate for advanced managerial accounting courses and or MBA level cost accounting courses with an emphasis on management control A new chapter called Understanding Strategies gives students

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