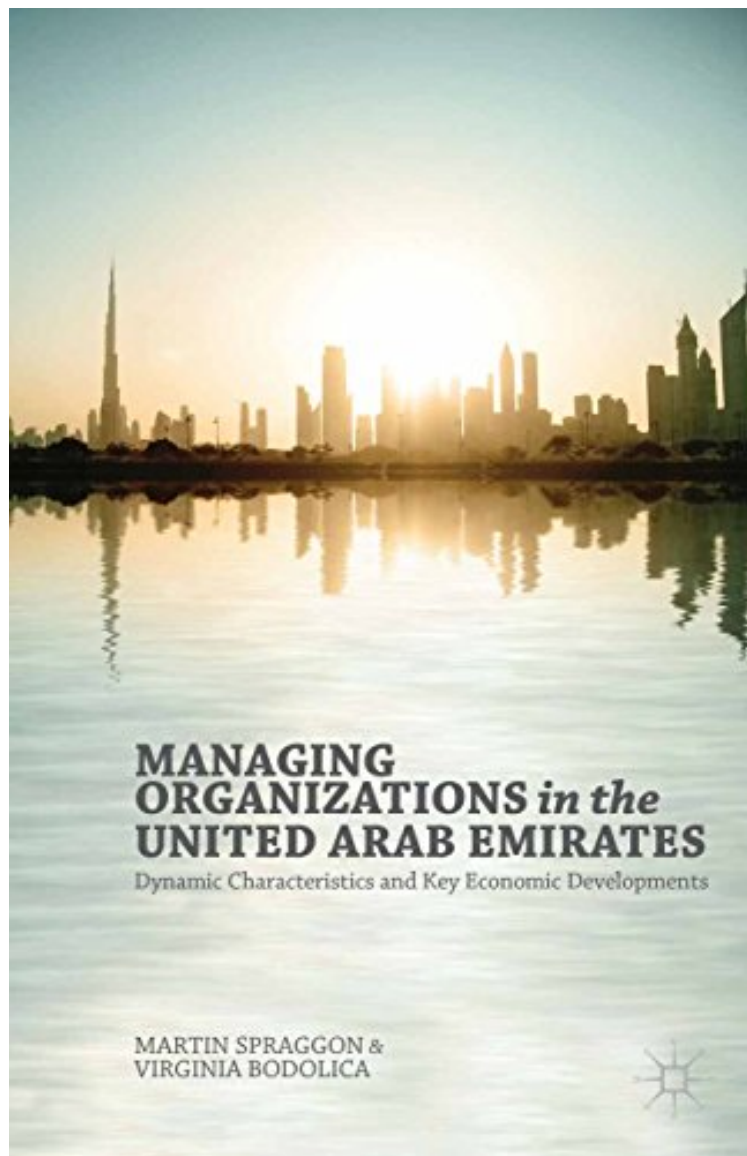


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Managing Organizations in the United Arab Emirates: Dynamic Characteristics and Key Economic Developments

V. Bodolica, M. Spraggon

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Developments:

Managing Organizations in the United Arab Emirates seeks to familiarize readers with the nature of doing business and managing organizations in the Middle East by bringing together case studies on United Arab Emirate (UAE) organizations, one of the most dynamic and rapidly growing economies in the world.

"The United Arab Emirates (UAE) is one of the most dynamic and intriguing economies of the world. This book provides an excellent account of the underlying forces behind the UAE diversification strategy. The authors have done an excellent job capturing the UAE business environment in a compelling and fluent style. Those who are looking for a broad understanding of what it's like to run a business in the UAE won't be disappointed." - Pedro Videla, Professor of Economics, IESE Business School, University of Navarra, Spain "Despite the fact that the UAE has become one of the most dynamic economic centers in the Middle East, there is still insufficient literature on how business is conducted there, particularly when it comes to small and start-up firms. This book presents a fascinating collection of case studies together with authoritative discussions of the organizations' capabilities, challenges and strategies. It makes for an extremely valuable resource for scholars, students, and executives alike." - Fernando F. Suarez, Associate Professor, Dean's Research Fellow, Strategy Innovation Department, Boston University School of Management, USA "The updated portrait of the UAE market dynamics combined with engaging cases of UAE-based companies offer local businesses a reliable compass to navigate through turbulent waters. The book should be on the must-read list of entrepreneurs aiming to launch a new business in the UAE or improve the performance of their regional operations and policy makers seeking to enhance the country's competitiveness and innovation." - Hussein Mohammed Al Mahmoudi, Director General, Sharjah Chamber of Commerce and Industry, UAE "This is a timely and insightful collection of research-based case studies that uncovers multiple challenges and opportunities faced by entrepreneurial ventures and family firms operating in the UAE. Spraggon and Bodolica offer a compelling and globally-benchmarked picture of the UAE business landscape and raise critical questions that the country should address to secure its long-term competitiveness. Highly recommended to all those interested in gaining first-hand knowledge of what it's like to run a business in the UAE." - Husam Sultan Al Ulama, Director, National Research Foundation, UAE "This book makes a valuable contribution to the growing literature on economic development in the UAE. The authors' in-depth local knowledge of the country enables them to present fascinating and pertinent case studies of Emirati business development, in particular at the small business level. Their findings help chart a path towards improved national competitiveness and sustainable development in the UAE." - Robert Lowe, Manager of the Middle East Center, London School of Economics and Political Science, UK "This book has three key offerings that will be useful for different audiences. Someone new to the UAE region interested in doing business there, can get a quick understanding of the social, economic, legal, geographic and cultural context of the region from the opening chapter in the book, which provides a high-level comprehensive introduction to the area. For those interested in getting an inside look at some of the businesses that operate in the area, there are engagingly written stories of a few businesses. The business-cases also come with instructor's manuals so that should a professor wish to use these in a classroom setting as case-studies, they have the author's guidelines on how to facilitate the class discussions. The book serves the need for more local stories to be told in this globally connected world." - Jyoti Bachani, Editor-in-Chief, Emerald Emerging Markets Case Studies Collection, Associate Professor, Saint Mary's College of California, USA
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