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Using real-world examples and modern theories to analyse actual markets, this book offers a practical perspective on microeconomic theory and how it is used to resolve problems and analyse policy issues.

Directed primarily toward undergraduate/MBA students in Economics, this text also provides practical content to current and aspiring industry professionals. This text will excite readers by providing a more linear progression, while proving the consistency and relevance of microeconomic theory. The Seventh Edition welcomes a new co-author, Stephen Erffle of Dickinson College, who has contributed many revisions and improvements to the quantitative sections of the text, as well as provided a major addition: the use of Excel in the presentation of many of the numerical and graphical illustrations presented throughout the text. To strengthen readers' ability to use Excel-a critical skill in today's job market-new Excel Applications (Excel Apps) allow readers to turn the static figures and tables in the text into dynamic illustrations.

Managerial Economics, 9th Edition, introduces undergraduates, MBAs, and executives to the complex decision problems today/s managers face, providing the knowledge and analytical skills required to make informed decisions and prosper in the modern business environment. Going beyond the traditional academic approach to teaching economic analysis, this comprehensive textbook describes how practicing managers use various economic methods in the real world. Each in-depth chapter opens with a central managerial problem/challenging readers to consider and evaluate possible choices/and concludes by reviewing and analyzing the decision through the lens of the concepts introduced in the chapter. Extensively updated throughout, the text makes use of numerous extended decision-making examples to discuss the foundational principles of managerial economics, illustrate key concepts, and strengthen students' critical thinking skills. A range of problems, building upon material covered in previous chapters, are applied to increasingly challenging applications as students advance through the text. Favoring practical skills development over complicated theoretical discussion, the book includes numerous mini-problems that reinforce students' quantitative understanding without overwhelming them with an excessive amount of mathematics.

The Dynamics of Persuasion has been a staple resource for teaching persuasion for nearly two decades. Author Richard M. Perloff speaks to students in a style that is engaging and informational, explaining key theories and research as well as providing timely and relevant examples. The companion website includes materials for both students and instructors and expanding the pedagogical utilities. The sixth edition includes: updated theoretical and applied research in a variety of areas, including framing, inoculation, and self-affirmation; new studies of health campaigns; expanded coverage of social media marketing; enhanced discussion of the Elaboration Likelihood Model in light of continued research and new applications to everyday persuasion. The fundamentals of the book's emphasis on theory, clear-cut explanation of findings, in-depth discussion of persuasion processes and effects, and easy-to-follow real-world applications will continue in the sixth edition.

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As the world is currently in the midst of financial and economic crises, this collection of expert contributions focuses on strategy formation and implementation at various organizational levels to address the challenges ahead. The latest economic turmoil and its ongoing impact on business performance are compelling top managers to develop effective business strategies and redefine the boundaries of their operational and strategic activities. On one hand, tremendous challenges in the competitive business environment have become a source of global threats for many small entrepreneurs. On the other, investors faced with today/s volatile economic conditions demand more gains on their capital investments to counter-balance the growing risk of global threats. This book explores the question as to whether it is possible to efficiently and effectively address these threats and obstacles. Are managers capable of planning and implementing strategic actions? What should the major managerial strategy be in order to overcome fluctuations in a market-oriented society? The strategies and practices recommended here are aimed to design continuous development competencies and contribute to the stability, recovery and sustainability of global business operations under volatile economic conditions. This refreshingly novel book seeks to establish managerial strategies and practices for effectively responding to challenges in the competitive business environment, as global volatility and fluctuations continue to worsen.

This text uses calculus, algebra, and graphs to present microeconomic theory using actual examples, and then encourages students to apply the theory to analyse real-world problems. This 2nd edition has been substantially updated and revised, and is now offered with MyEconLab.

INTERNATIONAL BUSINESS LAW AND ITS ENVIRONMENT, 8e, International Edition centers on the basic market-entry strategies most firms deploy as they expand into international markets: trade in goods and services, protecting and licensing intellectual property, and foreign direct investment. Interweaving the law with ethics-related issues, the text shows how individual firms manage these strategies in different ways while discussing the latest political, economic, and legal developments around the world. Helpful features such as case examples, end-of-chapter questions, and ethics activities help solidify your understanding of the material.

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