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MATTHEW DIXON • BRENT ADAMSON



EMPRESA ACTIVA

El Vendedor Desafiante Gestion Del Conocimiento Knowledge Management Spanish Edition

**Juan Gabriel Cegarra Navarro, Aurora
Martínez Martínez**



El Vendedor Desafiante Gestion Del Conocimiento Knowledge Management Spanish Edition:

Gestión del conocimiento Juan Gabriel Cegarra Navarro, Aurora Martínez Martínez, 2017-06-30 Un entorno tan dinámico y competitivo como el actual pone de manifiesto la necesidad de buscar nuevas alternativas en la gestión de las empresas. Los recursos son importantes a la hora de crear valor para los clientes. Ante esta situación las empresas buscan diferenciarse y obtener ventajas competitivas sostenibles en el tiempo. La economía del conocimiento es hacia donde quieren ir las empresas. Los recursos que no se pueden adquirir fácilmente en el mercado son los que se consideran más valiosos frente a aquellos que se pueden comprar. Nos referimos a los intangibles como es el conocimiento. En este contexto el conocimiento se presenta como un recurso valioso y de difícil replicación en el seno organizativo. En particular es la utilización del conocimiento lo que puede generar estrategias diferenciadoras pero también es en este punto donde las empresas no tienen siempre una respuesta sobre sus stocks de conocimiento que tienen disponible. Quién lo tiene cómo está cómo usarlo o cuándo se podrá usar. Es en este marco que nuestro manual puede ayudar a identificar y gestionar el conocimiento en el seno de la organización. Este libro pudiera ser punto de referencia no sólo para académicos sino también para profesionales. En solo seis capítulos recoge los aspectos más relevantes de la gestión del conocimiento explicando herramientas para poder gestionarlo y además dedica un capítulo para abordar el tema del desaprendizaje organizativo buscando aumentar la capacidad de absorción del nuevo conocimiento al mismo tiempo que se elimine todo aquel conocimiento que actualmente es obsoleto y engañoso para la empresa.

La gestión del conocimiento como ventaja competitiva, 1999 *El valor del conocimiento* René Tissen, Daniel Andriessen, Frank Lekan, Sabin Pröl Azua, 2000

Embracing the Tune of Phrase: An Psychological Symphony within **El Vendedor Desafiante Gestion Del Conocimiento Knowledge Management Spanish Edition**

In a world used by monitors and the ceaseless chatter of immediate connection, the melodic beauty and mental symphony developed by the published word frequently disappear in to the back ground, eclipsed by the constant sound and disturbances that permeate our lives. Nevertheless, located within the pages of **El Vendedor Desafiante Gestion Del Conocimiento Knowledge Management Spanish Edition** a marvelous fictional treasure brimming with raw emotions, lies an immersive symphony waiting to be embraced. Crafted by an outstanding composer of language, this fascinating masterpiece conducts visitors on an emotional journey, well unraveling the hidden melodies and profound impact resonating within each cautiously constructed phrase. Within the depths with this moving analysis, we can discover the book is central harmonies, analyze their enthralling publishing design, and submit ourselves to the profound resonance that echoes in the depths of readers souls.

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