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Key Business Analytics 2015-10-19 key business analytics will help managers apply tools to turn data into insights that help them better understand their customers optimise their internal processes and identify cost savings and growth opportunities it includes analysis techniques within the following categories financial analytics cashflow profitability sales forecasts market analytics market size market trends marketing channels customer analytics customer lifetime values social media customer needs employee analytics capacity performance leadership operational analytics supply chains competencies environmental impact bare business analytics sentiments text correlations each tool will follow the bestselling key format of being 5 6 pages long broken into short sharp advice on the essentials what is it when should i use it how do i use it tips and pitfalls further reading the full text downloaded to your computer with ebooks you can search for key concepts words and phrases make highlights and notes as you study share your notes with friends ebooks are downloaded to your computer and accessible either offline through the bookshelf available as a free download available online and also via the ipad and android apps upon purchase you ll gain instant access to this ebook time limit the ebooks products do not have an expiry date you will continue to access your digital ebook products whilst you have your bookshelf installed

Good Small Business Guide 2012 2011-10-03 fully updated for this 6th annual edition the good small business guide 2012 is packed with essential advice for small business owners or budding entrepreneurs offering help on all aspects of starting running and growing a small business including planning setting up or acquiring a business getting to grips with figures marketing selling online and managing yourself and others containing over 140 easy to read articles brand new viewpoints from people who ve been there and done it and lived to tell the tale and an extensive information directory this fully updated guide offers help on all aspects of starting and growing a small business

Canadian Key Business Directory 1993 developed in cooperation with the international baccalaureate ensure full coverage of the business management syllabus with this co published guide that encompasses inquiry based conceptually focused teaching and learning written by highly experienced business coursebook authors explore business management through the four key concepts in the new course change creativity ethics and sustainability and their interrelationships with each other covering all five syllabus units business management human resource management finance and accounts marketing and operations management delve into business theories using case studies and real world examples which allow students to create their own questions and formulate their own solutions to problems or issues facing organisations with an appreciation of differing viewpoints brand new business management toolkit feature highlights the essential tools that are integrated in the course with links to tok and top tips to foster the attributes of the ib learner profile prepare for assessment with worked examples practice questions and hints to help avoid common mistakes all answers available to download for free hoddereducation com ib extras

Industry Norms and Key Business Ratios 2002 focus on sap business analytics business gains key features and implementation the book includes example implementations of sap business analytics the challenges faced and the solutions implemented sap business analytics explains both the strategy and technical implementation for gathering and analyzing all the information pertaining to an organization key features of the book are a 360 degree view of an organization s data and the methods to gather and analyze that data the strategies that need to be in place to gather relevant data from disparate systems details about the sap business analytics suite of products the technical implementations used to gather data from disparate systems such as erp and crm real business cases as examples analytics is the driving force in today s business be it healthcare marketing telecommunications or retail and hence the most vital part of any organization s strategy what you ll learn gain an understanding of business analytics in general absorb the

technical details of the sap business analytics suite of products discover the challenges faced during an enterprise level analytics project implementation learn the key points to be kept in mind during the technical implementation of an sap business analytics project who this book is for analytics strategists bi managers bi architects business analysts and bi developers

Starting a Business for Dummies 2021-11-16 simply revolutionary the rhythm of business is one of the rare business books that understands the soul of a revolutionary idea jeffrey shuman disciplines but doesn't extinguish the radical rulebreaking instincts of pure entrepreneurship faith popcorn author of clicking and the popcorn report

Business Management for the IB Diploma 2022-04-15 in this book brought to you by the uk's leading small business website startups.co.uk need a hand to get your business up and running if you're looking for a practical guide to help you start a business start your own business 2013 is the book for you covering each stage of starting up from evaluating your business idea to marketing your product or service this annually updated handbook includes the latest information on support and legal regulations for small businesses plus advice on taking advantage of today's economic conditions whether you're looking to start up a cleaning business set up as a freelancer go into property development or start an ebay venture you'll uncover the expert advice you need to succeed inside you'll find practical pointers and first hand business insight from successful start ups and top entrepreneurs including easyjet's stelios and betfair's andrew black find out how to turn an idea into a viable business write an effective business plan raise finance for your start up deal with regulations and laws price products or services competitively find and retain customers market your business on a budget hire the best employees other books in the startups.co.uk series books on the following subjects are available from the startups.co.uk series startups online business startups bright marketing startups how to start a successful business

SAP Business Analytics 2016-11-12 in times of recession the library is more critical than ever for those who want to start a business and need to do research and libraries are at the heart of a growing need to research business questions

The Rhythm of Business 1998 the first edition of this book won the prestigious book of the year award presented by the professional association of small business accountants many entrepreneurs fail not because they have bad ideas but because they don't have the knowledge it takes to convert their ideas into success in six steps to small business success five seasoned cpas provide practical advice step by step guidance and proven ideas to help you dream big think realistically and plan and manage carefully ultimately achieving more than you ever imagined take these six simple steps to convert your dreams into reality 1 pre business planning learn from others who have succeeded how a little front end planning can ensure your success 2 start up finances budgets and numbers discover the key fundamentals that must be put in place for your business to grow 3 human resources people learn best practices in hiring training managing and terminating employees 4 operations work flow customers and sales learn how to make good decisions about products and customers 5 building a salable business and the sale learn how to plan for your eventual sale 6 transitioning to life after business finally learn how to plan for life after work personal adjustments wealth management leaving a legacy

Start Your Own Business 2013 2012-12-07 much of the existing literature within the varieties of capitalism voc and comparative business systems fields of research is heavily focused on europe japan and the anglo saxon nations as a result the field has yet to produce a detailed empirical picture of the institutional structures of most asian nations and to explore to what extent existing theory applies to the asian context the oxford handbook of asian business systems aims to address this imbalance by exploring the shape and consequences of institutional variations across the political economies of different societies within asia drawing on the deep knowledge of 32 leading experts this book presents an

empirical comparative institutional analysis of 13 major asian business systems between india and japan to aid comparison each country chapter follows the same consistent outline complementing the country chapters are eleven contributions examining major themes across the region in comparative perspective and linking the empirical picture to existing theory on these themes a further three chapters provide perspectives on the influence of history and institutional change the concluding chapters spell out the implications of all these chapters for scholars in the field and for business practitioners in asia the handbook is a major reference work for scholars researching the causes of success and failure in international business in asia

Making Sense of Business Reference 2013 the non technical guide to building a booming tech enabled business thinking of starting a technology enabled business or maybe you just want to increase your technology mojo so you can do your job better you do not need to learn programming to participate in the development of today s hottest technologies but there are a few easy to grasp foundation concepts that will help you engage with a technical team starting a tech business explains in practical actionable terms how to formulate and reality test new ideas package what you learn into frameworks that are highly actionable for engineers understand key foundation concepts about modern software and systems participate in an agile lean development team as the voice of the customer even if you have a desire to learn to program and i highly recommend doing whatever unlocks your inner tinkerer these foundation concepts will help you target what exactly you want to understand about hands on technology development while a decade ago the barriers to creating a technology enabled business required a pole vault getting started today only requires a determined step in the right direction starting a tech business supplies the tools prospective entrepreneurs and business enterprises need to avoid common pitfalls and succeed in the fast paced world of high tech business successful execution requires thoughtful evidence based product formulation well articulated design economic use of systems adaptive management of technical resources and empathetic deployment to customers starting a tech business offers practical checklists and frameworks that business owners entrepreneurs and professionals can apply to any tech based business idea whether you re developing software and products or beginning a technology enabled business you ll learn 1 how to apply today s leading management frameworks to a tech business 2 how to package your product idea in a way that s highly actionable for your technical team 3 how to ask the right questions about technology selection and product architecture 4 strategies to leverage what your technology ecosystem has to offer 5 how to carefully define the roles on your team and then effectively evaluate candidates 6 the most common disconnects between engineers and business people and how to avoid them 7 how you can apply process design to your tech business without stifling creativity 8 the steps to avoid the most common pitfalls tech founders encounter now is one of the best times to start a technology enabled business and anyone can do it with the right amount and kind of preparation starting a tech business shows you how to move a product idea to market quickly and inexpensively and to tap into the stream of wealth that a tech business can provide

U. S. Business Support for International Public Service Activities 1975 this book provides core knowledge and guidance for successful teaching in business economics and enterprise education and is based on the most up to date requirements written by experts with expertise in delivering business education in teacher training further education and secondary schools it explores the nature of each subject in relation to the curriculum and offers subject specific pedagogy to help develop teaching skills and confidence within the classroom including case studies and reflective questions in every chapter the book covers the key topics across the subjects such as financial literacy planning for the delivery of academic and vocational subjects the value of different qualifications and business and industry links strategies for successful differentiation assessment and pupil progression

teaching business economics and enterprise 14 19 is a vital resource for training or newly qualified teachers looking to deliver excellent teaching that will inspire their students and lead to successful learning

Business America 1982 the book offers new critical insights into the relationship between corporate social responsibility csr and sustainable development in africa the extent to which csr initiatives can contribute to sustainable development in africa remains debatable this book examines in a very clear structure how when and whether csr initiatives are able to contribute to the realization of the sustainable development goals peace and environmental sustainability at the micro levels of society it also explores some macro level issues such as the relationship between taxation and csr csr and human rights and csr and public governance and in so doing challenges existing csr dogmas with themes aligned with the un sustainable development goals sdgs this book provides useful practical guidance for policymakers and business leaders seeking to better understand the strength and limitations of csr as a vehicle for advancing sustainable development in africa it will also appeal to scholars researchers and students of african studies development studies international business strategic management and business and society

Six Steps to Small Business Success 2014-07-01 seen as the job creating engine within the u s economy small business is often a prime target market for private equity investment indeed private equity backs over six of each 100 private sector jobs both the small businesses in which private equity firms invest and the private equity firms making the investments face inter and intra company fiduciary leadership challenges while implementing formulated strategy the architecture of each private equity firm portfolio company relationship must be uniquely crafted to capitalize on projected roi that is memorialized in the investment thesis given the leveraged capital structure of portfolio companies the cost of a misstep is problematic in value creation in middle market private equity john a lanier examines relationships between middle market private equity firms and their portfolio companies

The Oxford Handbook of Asian Business Systems 2014-01-30 in an era of big data and data analytics how can managers make decisions based on almost unlimited information not to mention hiring and retaining individuals with the required data analytics skills the new fourth edition of essentials of business research methods explains research methods and analytical techniques for individuals who aren t data scientists the authors offer a straightforward hands on approach to the vital managerial process of gathering and using data to make relevant and timely business decisions they include critical topics such as the increasing role of online research ethical issues privacy matters data analytics customer relationship management how to conduct information gathering activities more effectively in a rapidly changing business environment and more this is also the only text that includes a chapter on qualitative data analysis and the coverage of quantitative data analysis is more extensive as well as much easier to understand than in other texts a realistic continuing case used throughout the book applied research examples and ethical dilemma mini cases enable upper level undergraduate and postgraduate students to see how business research information is used in the real world this comprehensive textbook is supported by a range of online resources including instructors manuals powerpoint slides and test banks

Starting a Tech Business 2012-03-14 in this path breaking book the author argues that european countries political economic policies practices and discourses have changed profoundly in response to globalization and europeanization but they have not converged although national policies may now be more similar especially where they follow from common european policies they are not the same national practices although moving in the same general direction toward greater market orientation continue to be differentiable

into not just one or even two but three varieties of capitalism and national discourses that generate and legitimate changes in policies and practices not only remain distinct they matter the book is a tour de force which combines sophisticated theoretical insights and innovative methods to show that european countries generally but in particular britain france and germany for which the book provides lengthy case studies have had very different experiences of economic adjustment and will continue to do so into the future

Teaching Business, Economics and Enterprise 14-19 2019-10-02 new security regulations have drastically changed the travel industry making this popular guide critical to success the experts at entrepreneur cover the new security measures and how to handle them what to do in case of an emergency and how to minimize risks when travelling abroad

Business and Sustainable Development in Africa 2022-03-31 one of the most important steps in launching or expanding a venture is the creation of a business plan the absence of a written business plan can lead to failure for new businesses and inhibit growth and development based on methodology developed at cranfield school of management the business plan workbook takes a practical approach to the topic of business planning perfect for those growing businesses as well as a range of academic and professional courses this title takes the reader step by step through each phase of the development of a business plan from creating a competitive business strategy to its writing and presentation with 29 corresponding assignments that each includes case studies such as hotmail cobra beer ikea and amazon actively engaging questions and worksheets it will enable you to validate your business idea brand your business research your market and raise finance this new edition includes an additional assignment covering online content key words seo social media traffic tracking affiliate marketing and online advertising with a range of fresh case studies including brewdog chilango and honest burgers this fully updated ninth edition of the business plan workbook is an invaluable and comprehensive guide to all aspects of business planning

Value-Creation in Middle Market Private Equity 2015-02-28 provides a practice oriented overview of risk management issues with particular reference to identifying and measuring risk looks at some of the current risk issues and the concept of organisations creating a sustainable enterprise risk management term methodology to encapsulate these risk areas with more traditional areas of risk management includes examples and case studies examines new research on the social and environmental categories of sustainability related risks

Essentials of Business Research Methods 2019-11-05 research paper undergraduate from the year 2011 in the subject economics international economic relations course sustainable development language english abstract international journal of social policy research and development was established in february 2009 by the international center for social policy research and development a research arm of self help agriculture and education foundation to strengthen the link between research and development by bridging the gap between development practitioners and the academia in the conceptualization of social policy issues and to serve as a forum for deliberation on ideas by the international community of scholars and development practitioners the aim is to promote interdisciplinary research and undertake publications on critical developmental challenges confronting developing and transitional countries therefore manuscripts that provide multidisciplinary approach to social problems or chart a new course in proffering new ways of tackling contemporary development challenges will be favored the journal is a collaborative work of the center for social policy research and development and the department of geography and regional planning university of uyo in partnership with international scholarship in usa and asia goals advance the study of social policy and sustainable development explore the relationship between policy research and practice contribute to knowledge and understanding about social policy and policymaking link social policy research with a wide range of research users disclaimer whilst every effort is being made to ensure that no inaccurate or misleading data statements or opinion appear in the

journal however the information contained in the journal are the sole responsibility of the contributors the authors editors and publisher will not accept any legal responsibility for any errors or omissions that may be made in this publication the publisher makes no warranty

The Futures of European Capitalism 2002-08-15 discusses the origins of commerce in the ancient world including the selling of goods for profit in the middle east the creation of currency and markets in ancient greece and the modern business practices of ancient rome

Start Your Own Travel Business and More 2/E 2011-11-29 contemporary sport business is international from global sport competitions and events sponsorship deals and broadcasting rights to labour markets and lucrative flows of tourists anybody working in sport business today has to have an international perspective this book offers the broadest and most in depth guide to the key themes in international sport business today covering every core area from strategy and marketing to finance media and the law including authors from more than twenty countries spanning the americas europe asia africa and australia this handbook addresses the most important issues in the world of sport business from a uniquely global perspective each chapter examines a particular cross section of business and sport encompassing all levels from grassroots to professional and elite divided into seven major subject areas it offers insights from experts on international sport business strategy sport marketing sport economics and finance international sport law sport media and communication sport tourism sport development the routledge handbook of international sport business is an essential resource for any course on sport business sport management or international business

The Business Plan Workbook 2018-02-03 ensuring business continuity through the effective management of risks has become a boardroom preoccupation this book highlights the key areas of concern and identifies best practice in risk management for companies large and small

Business Risk Management Handbook 2007-11-14 in today s competitive always on global marketplace businesses need to be able to make better decisions more quickly and they need to be able to change those decisions immediately in order to adapt to this increasingly dynamic business environment whether it is a regulatory change in your industry a new product introduction by a competitor that your organization needs to react to or a new market opportunity that you want to quickly capture by changing your product pricing decisions like these lie at the heart of your organization s key business processes in this ibm redpapertm publication we explore the benefits of identifying and documenting decisions within the context of your business processes we describe a straightforward approach for doing this by using a business process and decision discovery tool called ibm blueworks livetm and we apply these techniques to a fictitious example from the auto insurance industry to help you better understand the concepts this paper was written with a non technical audience in mind it is intended to help business users subject matter experts business analysts and business managers get started discovering and documenting the decisions that are key to their company s business operations

International Journal of Social Policy Research and Development 2011-12 look at your business through the eyes of your customer why should people bother to buy from you when they can buy from the competition how can your marketing reach out to your customers and what makes your business different from the rest as a small business owner these are questions you will have to be able to answer confidently and assertively to make your business a success you probably won t be the person marketing the product but you are the person who best understands your business and your sales proposition and you need to ensure your marketing activity is aligned to your business plan bright marketing for small business understands this and gives company owners and directors confidence to implement a hooked up marketing plan from research to sales author robert

craven helps you pinpoint who you want to be communicating with your target audience what method of communication is most suitable email letter phone call twitter what your message should be your sales proposition remember in today's increasingly competitive marketplaces people have a choice they can buy from the me too mediocrity or they can buy from the market leaders whether you trade locally regionally nationally or internationally bright marketing for small business helps you look at your business through the eyes of your customer and put yourself ahead of the competition robert craven has an extensive and practical experience of business marketing and currently the managing director of the directors centre robert writes in an informal style which makes bright marketing both practical and inspiring

The Origins of Business, Money, and Markets 2011 this is the first textbook that comprehensively covers the three centuries of british business history from 1720 to the present day wilson argues that company culture has been the most important component in the evolution of business organisations and management practices the influence of business culture on firms structure sources of finance and the background and training of senior managers is investigated to show its pivotal importance in determining business performance

Routledge Handbook of International Sport Business 2017-09-13 this best selling management book is a true classic if you want to be a model manager keep this new even better 3rd edition close at hand key management models has the winning combination of brevity and clarity giving you short practical overviews of the top classic and cutting edge management models in an easy to use ready reference format whether you want to remind yourself about models you've already come across or want to find new ones you'll find yourself referring back to it again and again it's the essential guide to all the management models you'll ever need to know about includes the classic and essential management models from the previous editions thoroughly updated to include cutting edge new models two colour illustrations and case studies throughout the full text downloaded to your computer with ebooks you can search for key concepts words and phrases make highlights and notes as you study share your notes with friends ebooks are downloaded to your computer and accessible either offline through the bookshelf available as a free download available online and also via the ipad and android apps upon purchase you'll gain instant access to this ebook time limit the ebooks products do not have an expiry date you will continue to access your digital ebook products whilst you have your bookshelf installed

Managing Business Risk 2003 these proceedings represent the work of researchers participating in the 17th european conference on research methodology for business and management studies ecrm which is being hosted this year by università roma tre rome italy on 12-13 july 2018

Discovering the Decisions within Your Business Processes using IBM Blueworks Live 2014-01-30 up to date comprehensive coverage of the oracle database and business intelligence tools written by a team of oracle insiders this authoritative book provides you with the most current coverage of the oracle data warehousing platform as well as the full suite of business intelligence tools you'll learn how to leverage oracle features and how those features can be used to provide solutions to a variety of needs and demands plus you'll get valuable tips and insight based on the authors real world experiences and their own implementations avoid many common pitfalls while learning best practices for leveraging oracle technologies to design build and manage data warehouses integrating specific database and business intelligence solutions from other vendors using the new suite of oracle business intelligence tools to analyze data for marketing sales and more handling typical data warehouse performance challenges uncovering initiatives by your business community security business sponsorship project staffing and managing risk

Bright Marketing for Small Business 2011-06-03 this book presents a wide range of issues and challenges related to business process reengineering technologies and systems through the use of case studies provided by publisher

British Business History, 1720-1994 1995-10-15 get ready to ace microsoft dynamics 365 business central and usher in an era of streamlined efficiency enhanced productivity and growth this guide book is your trusty companion on your journey to becoming an erp implementation pro the book will take you through the entire implementation process from initial planning to successful deployment and beyond the book starts with an introduction to business central and the benefits of its implementation it discusses pre implementation planning and vendor selection and partnership and you will learn budgeting and timeline along with evaluating implementation partners you will go through project management methodologies and learn about resource allocation and team roles data migration and cleansing are discussed along with configuration and customization you will learn about change management and user adoption as well as integration with existing systems the book takes you through testing and quality assurance and you will understand how to prepare for go live you also will learn common implementation challenges and solutions and future trends in erp and business central after reading this book you will be able to discover the full potential and make the most out of microsoft dynamics 365 business central what will you learn master the complete process of microsoft dynamics 365 business central implementation implement effective strategies to drive user adoption and overcome resistance to change stay ahead of the curve by exploring emerging trends in the erp landscape utilize practical tools and checklists to streamline implementation tasks gain insights from case studies for practical implementation strategies who this book is for project managers business analysts and erp consultants

Key Management Models 2015-01-14 leverage the cloud to optimize costs improve security and seamlessly scale your business operations key features achieve your operational goals with azure infrastructure optimize costs with serverless event driven solutions through azure cloud patterns boost productivity with azure architecture s flexibility and scalability purchase of the print or kindle book includes a free pdf ebook book description azure integration guide for business is essential for decision makers planning to transform their business with microsoft azure the microsoft azure cloud platform can improve the availability scalability and cost efficiency of any business the guidance in this book will help decision makers gain valuable insights into proactively managing their applications and infrastructure you ll learn to apply best practices in azure virtual network and azure storage design ensuring an efficient and secure cloud infrastructure you ll also discover how to automate azure through infrastructure as code iac and leverage various azure services to support oltp applications next you ll explore how to implement azure offerings for event driven architectural solutions and serverless applications additionally you ll gain in depth knowledge on how to develop an automated secure and scalable solutions core elements of the azure ecosystem will be discussed in the final chapters of the book such as big data solutions cost governance and best practices to help you optimize your business by the end of this book you ll understand what a well architected azure solution looks like and how to lead your organization toward a tailored azure solution that meets your business needs what you will learn optimize the performance and costs with azure select an effective scalable and flexible solution that aligns with your needs harness the power of containers to drive your application development and deployment create big data solutions with the best azure tools platforms and resources explore the benefits of automation for enhanced productivity improve the availability and effectiveness of monitoring with azure who this book is for this book is for business decision makers looking to benefit from the flexibility scalability and optimized costs offered by microsoft azure to scale their businesses basic knowledge of azure is recommended to get the most out of this book

ECRM 2018 17th European Conference on Research Methods in Business and Management 2018-07-12 as the majority of baby boomers retire over the next five to 10 years succession planning will be vital for the long term survival of many businesses australia is about to see a huge transfer of wealth from the baby boomer generation yet many businesses particularly family owned businesses struggle to ensure a smooth transition of business management and ownership myriad studies show that fewer than 30 per cent of private businesses have an achievable succession plan in place most business owners do nothing or they choose to focus on one area in the succession planning process such as tax while ignoring many of the other key issues that need to be dealt with for companies that are family owned the ramifications may be even more sweeping the personal issues they face compounding other day to day business concerns range from planning for income taxes to maintaining interpersonal relationships with family members succession planning is more complex now as many different business financial and personal issues come into play a good succession plan will look at a range of issues such as people and talent family dynamics corporate structure estate planning insurance and share transfer to name just a few the art of business succession planning is for anyone in business who wants to have a change retire or simply sell their business it is designed to guide business owners through a comprehensive and strategic approach to the business succession process the opportunities and benefits are great when succession planning is undertaken in a disciplined way

Oracle Data Warehousing and Business Intelligence Solutions 2007-01-06 data analysis is an important part of modern business administration as efficient compilation of information allows managers and business leaders to make the best decisions for the financial solvency of their organizations understanding the use of analytics reporting and data mining in everyday business environments is imperative to the success of modern businesses applying business intelligence initiatives in healthcare and organizational settings incorporates emerging concepts methods models and relevant applications of business intelligence systems within problem contexts of healthcare and other organizational boundaries featuring coverage on a broad range of topics such as rise of embedded analytics competitive advantage and strategic capability this book is ideally designed for business analysts investors corporate managers and entrepreneurs seeking to advance their understanding and practice of business intelligence

Women Business Enterprises 1998 this revised set of resources for cambridge igcse business studies syllabus 0450 and cambridge o level business studies syllabus 7115 is thoroughly updated for the latest syllabus for first examinations from 2015 written by experienced teachers the coursebook provides comprehensive coverage of the syllabus accessible language combined with the clear visually stimulating layout makes this an ideal resource for the course questions and explanation of key terms reinforce knowledge different kinds of activities build application analytical and evaluation skills case studies contextualise the content making it relevant to the international learner it provides thorough examination support for both papers with questions at the end of each chapter and an extensive case study at the end of each unit the cd rom contains revision aids further questions and activities a teachers cd rom is also available

Cases on Information Technology and Business Process Reengineering 2006-01-01

Mastering Microsoft Dynamics 365 Business Central 2024-03-20

Azure Integration Guide for Business 2023-09-28

The Art of Business Succession 2016-05-04

Applying Business Intelligence Initiatives in Healthcare and Organizational Settings 2018-07-13

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