

2 0 0 6 CATALOG



Procurement & Supply Chain

Logistics

Lean & Six Sigma

Production & Manufacturing

Project Management

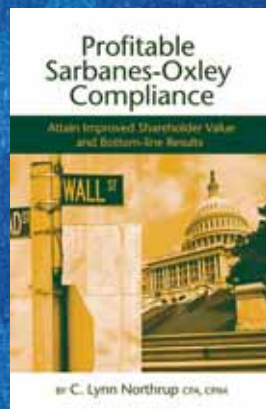
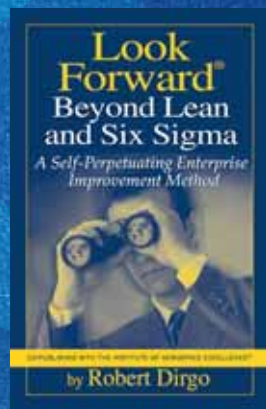
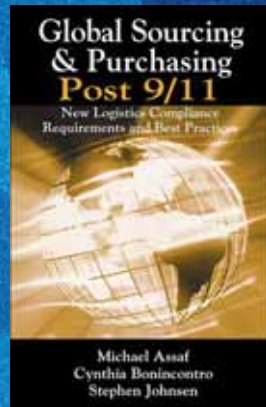
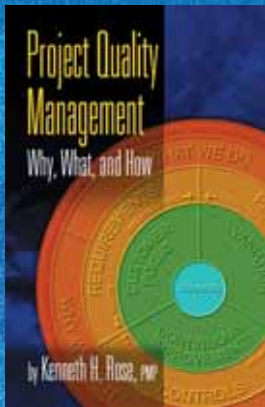
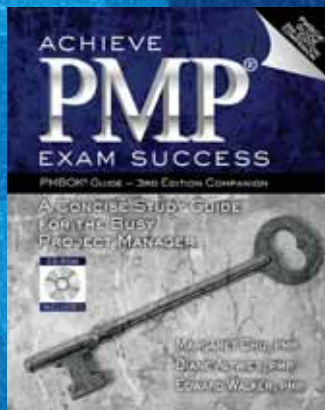
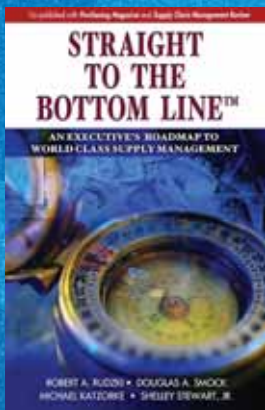
Growth Strategies & Metrics

Information Systems & Technology

Sarbanes-Oxley & Finance

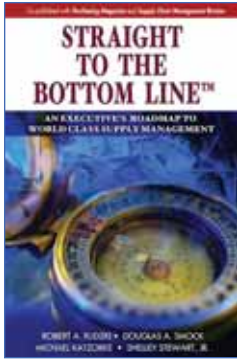
Investing

*Lean Manufacturing Management
Certificate Program*



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STRAIGHT TO THE BOTTOM LINE

An Executive's Roadmap to World Class Supply Management

Co-published with *Purchasing Magazine* and *Supply Chain Management Review*

By Robert Rudzki, Douglas Smock, Michael Katzorke and Shelley Stewart Jr.

Unlike other books on procurement and supply chain, *Straight to the Bottom Line* will enable senior corporate executives to turn the enormous top-line and bottom-line potential of supply chain and procurement into reality.

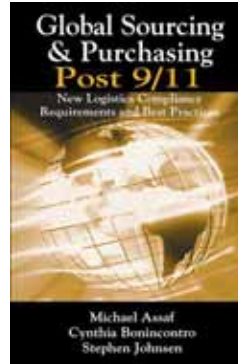
"*Straight to the Bottom Line* is the definitive work on procurement/supply base management. Every CEO, CFO, CPO and their boards who are interested in increasing shareholder value need to read this and then make it required reading for their management and procurement teams."

— Dick Conrad, Senior VP, Global Operations Supply Chain, Hewlett-Packard

Key Features

- Provides a clear understanding of the performance improvement opportunities and what is at stake if these opportunities are overlooked
- Outlines a powerful and logical approach for assessing the state-of-the-art in your organization and is written by and for senior executives
- Details a comprehensive framework for organizing the transformation plan across multiple dimensions

ISBN: 1-932159-49-5, 288 pages, 6x9, October 2005
Retail Price \$44.95



GLOBAL SOURCING & PURCHASING POST 9/11

New Logistics Compliance Requirements and Best Practices

By Michael Assaf, Cynthia Bonincontro & Stephen Johnsen

The events of September 11, 2001, forever changed the dynamics of importing or exporting products into or out of the United States. This privilege, which can be revoked for non-compliance, has been made dramatically more complex and expensive by the numerous new rules and requirements of various agencies. This comprehensive reference provides

innovative purchasing, logistics and supply chain management techniques for acquiring customers, reducing costs and improving end-to-end supply chain performance while ensuring required compliance.

Key Features

- Provides comprehensive importer and foreign entity guidelines for achieving cost savings, improving delivery turnaround time and securing compliance
- Explains how to set up a purchasing cost-analysis program for quick evaluation and provides activity-based costing information to help firms manage and benchmark logistics costs
- Discusses the various levels of automation that are currently available, how Radio Frequency Identification (RFID) smart labels can improve your supply chain, and presents innovative ways of achieving Just-in-Time (JIT) inventory for imported merchandise

ISBN: 1-932159-39-8, 320 pages, 6x9, October 2005
Retail Price: \$54.95

DIRECTING THE FLOW OF PRODUCT

A Guide to Improving Supply Chain Planning

Co-published with APICS

By Jeffrey Schutt, Ph.D., Menlo Worldwide

The right processes, policies, and organization are the most powerful keys for reducing costs and providing high service. This book reviews the state-of-the-art in production and distribution planning and presents principles and methods through which enterprises can design the best way to plan their operations.

Key Features

- Offers a methodology for designing and implementing new planning approaches based directly on product flow decisions
- Provides practical guidance on implementing new planning techniques, managing data and systems and how to integrate collaborative planning with traditional approaches
- Specifically refutes the idea that there is "one best way" that all enterprises should plan operations — rather an enterprise must design its "own" best way

ISBN: 1-932159-19-3, 272 pages, 6x9, 2004
Retail Price \$54.95

SUPPLY CHAIN VECTOR

Linking Execution of Global Business Models with Financial Performance

Co-published with APICS

By Daniel Gardner, CPIM, Exel Global Logistics

This cutting-edge book clearly defines global supply chain management and logistics and articulates what it takes to be successful on the international stage. It represents a unique combination of theory and front-line practice that creates clear links between supply chain tactics and financial performance.

Key Features

- Based on up-to-date material and direct experience with global manufacturers
- Offers 19 different financial methods to measure supply chain performance, providing specific operational examples of each and traces these operational tactics through the entire supply chain to financial results
- Draws on best practices such as Quick Response and Efficient Consumer Response from the retail sector and demonstrates how they can be applied to a manufacturing environment

ISBN: 1-932159-23-1, 272 pages, 6x9, 2004
Retail Price \$54.95

SUPPLY CHAIN COLLABORATION

How to Implement CPFR® and Other Best Collaborative Practices

By Ron Ireland with Colleen Crum, Oliver Wight

This book explores what it takes to develop successful supply chain collaboration relationships. Its "hands-on" approach reviews the industry standards and best practices and describes how they can and should be adopted. It explores the benefits, costs, and risks of integrating trading partner data into the demand, sales and operations planning processes.

Key Features

- Learn from a proven implementer how to develop a process that can drive revenue growth, lower inventories and reduce the cost of logistics
- Uncovers how your company can become internally ready to be an effective trading partner and the pitfalls to avoid in collaborating

About the Lead Author

Ronald Ireland is a recognized pioneer in CPFR and helped guide Walmart's technology development for a significant portion of its supply chain architecture.

ISBN: 1-932159-16-9, 248 pages, 6x9
January 2005, Retail Price \$54.95

ACHIEVING CLASS A BUSINESS EXCELLENCE

An Executive's Perspective

By Dennis Groves, CFPIM, CFIRM, Chairman, Oliver Wight Americas and James Correll, CFPIM, Former Chairman, Oliver Wight

Firms in many industries are realizing that Class A Excellence is the foundation for enabling them to improve effectiveness of their end-to-end supply chain. This book provides the missing executive perspective on how to effectively plan, control and manage supply chains to achieve Class A and harvest the resulting business benefits.

Key Features:

- Supplies a path forward that will lead firms to superior business performance with insights and examples of the organizational structure and action steps
- Provides direction-measuring progress toward attainment of Class A performance by reaching the minimum required Class A Checklist performance standards for in-process measures and achieving pre-determined business goals
- Discusses solutions for companies that have invested millions in ERP technology but have realized only a marginal return on investment, and those that still use spreadsheets to plan the business

ISBN: 1-932159-32-0, 248 pages, 6X9, June 2006
Retail Price: \$44.95

WORLD CLASS SALES & OPERATIONS PLANNING

A Guide to Successful Implementation and Robust Execution

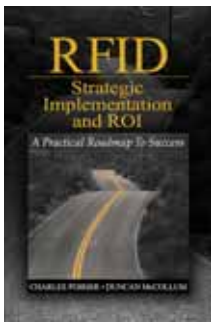
By Donald H. Sheldon, CFPIM, CIRM

This state-of-the-art, comprehensive guide delineates how to implement and execute robust Sales and Operations Planning (S&OP) process excellence to achieve substantial end-to-end supply chain, profit, and shareholder value improvements. It details the ease with which S&OP can be implemented and how it can be done correctly with little capital while still returning many times the investment.

Key Features

- Covers all aspects of S&OP, such as proper roles, agendas, schedules, cost planning, forecasting, capacity planning, and audit criteria
- Describes in an easy-to-read detailed format how senior executives must be engaged for this process to return maximum benefits
- Explains how S&OP supports lean manufacturing, fits with ERP, and improves end-to-end supply chain performance
- Discusses how S&OP can help improve supplier relations, shorten customer lead-times, lower inventories, stabilize production rates, and improve service to end users

ISBN: 1-932159-53-3, 272 pages, 6X9, July 2006
Retail Price: \$49.95



RFID STRATEGIC IMPLEMENTATION AND ROI

A Practical Roadmap to Success

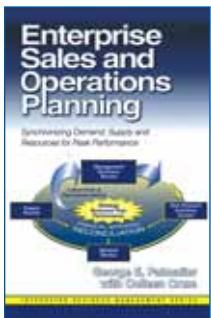
By Charles C. Poirier & Duncan McCollum, Computer Sciences Corporation

This guide will help the reader comprehend the basics of RFID, the fundamental technology and components, the potential applications and business issues, and the marketplace forces at work in front of and behind the scenes. It demystifies the issues and presents a clear roadmap for implementation and adoption by manufacturers, distributors, retailers, and suppliers.

Key Features

- Illustrates how to set up an RFID pilot system to determine actual costs and benefits
- Provides up-to-the-minute insights into the thinking of market leaders through the use of case studies and interviews
- Describes how mandates and standards development should be evaluated and incorporated into a strategic roadmap of RFID execution

ISBN: 1-932159-47-9, 248 pages, 6x9, November 2005
Retail Price \$49.95



ENTERPRISE SALES AND OPERATIONS PLANNING

Synchronizing Demand, Supply and Resources for Peak Performance

By George E. Palmatier with Colleen Crum, Oliver Wight

Operational excellence cannot be achieved by technology alone. An effective sales and operations planning (S&OP) process is essential to successfully implement any integrated management system. This book illustrates the effective real-world implementation of this powerful process. It is written as a case narrative with an instructional style that managers can relate to.

Key Features

- Illustrates how S&OP can improve operational performance, on-time customer deliveries, inventory control, quality and profits
- Describes how S&OP can be used successfully to anticipate downturns and upturns so that companies can consistently achieve their financial goals
- Provides keen insights into ensuring that demand, supply and resources are synchronized to achieve superior profits and competitive advantages

ISBN: 1-932159-00-2, 280 pages, 6x9, 2002
Retail Price \$54.95



DEMAND MANAGEMENT BEST PRACTICES

Process, Principles and Collaboration

By Colleen Crum and George E. Palmatier, Oliver Wight

Effective demand management is becoming critical to a company's profitability. This comprehensive book provides best practice solutions that will improve overall business performance for supply chain partners and all functions within a company impacted by the demand management process.

Key Features

- Presents the fundamentals for developing more reliable forecasts and schedules and shows how to build successful relationships and skills needed for collaborative forecasting and scheduling
- Addresses technology, the human quotient, and common decision making elements of demand management that are often overlooked, underutilized or overblown and puts them in proper perspective
- Includes case examples at the end of each chapter to illustrate the concepts, principles and best practices of demand management

ISBN: 1-932159-01-0, 256 pages, 6x9, 2003
Retail Price \$54.95

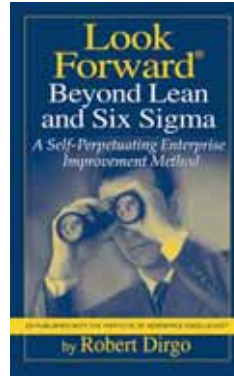
**LEAN SIX SIGMA LOGISTICS****Strategic Development to Operational Success***By Robert Martichenko & Dr. Thomas Goldsby*

Speed to market, reducing costs, and accelerating lead times are vital for survival in today's competitive environment. This "how to" book illustrates how to integrate Lean, Six Sigma and Logistics into a cohesive process that will help you eliminate unnecessary inventories while increasing speed and flow in the supply chain.

Key Features

- Shows the reader how to uncover, calculate, and reduce total logistics costs
- Covers the technical issues as well as the leadership aspects of Lean Six Sigma Logistics
- Presents definitive answers for improving operations, making customers happy, and reducing costs and variability

ISBN: 1-932159-36-3, 248 pages, 6x9, September 2005
Retail Price: \$49.95

**LOOK FORWARD® BEYOND LEAN AND SIX SIGMA****A Self-Perpetuating Enterprise Improvement Method***By Robert T. Dirgo*

This book uses Six Sigma, Lean and TOC methodologies as the fuel for the improvement engine that drives the company forward. Examples of successful Look Forward® applications are included that will help you conceptualize and apply your continuous improvement corporate vision.

Key Features

- Helps you build a foundation within your business that will support a robust improvement management method
- Covers Lean, Six Sigma, and Theory of Constraints, and how they can be used together by management for constant improvement

ISBN: 1-932159-46-0, 280 pages, 6x9, October 2005
Retail Price \$49.95

SIX SIGMA FOR SMALL AND MID-SIZED ORGANIZATIONS
Success through Scaleable Deployment
By Terence Burton and Jeff Sams, Certified Six Sigma Black Belts

Many smaller and mid-sized corporations can benefit from Six Sigma methods but are struggling with how to deploy them on the scale suitable for their organizations. This implementation guide delineates the leadership, strategy, implementation planning, execution, integration, and performance measurement issues that are universal to all organizations. It is a practical "give me the answers quick" Six Sigma guide for smaller businesses.

Key Features

- Demonstrates how to apply Six Sigma to non-traditional "soft process" areas such as supply chain, sales and marketing, and customer service
- Includes methodologies, models, hands-on techniques, case studies, implementation templates, and an extensive Six Sigma assessment process

ISBN: 1-932159-21-5, 248 pages, 6x9, March 2005
Retail Price \$49.95

ACHIEVING INVENTORY ACCURACY**A Guide to Sustainable Class A Excellence in 120 Days***Co-Published with APICS**By Donald H. Sheldon*

Inventory accuracy is one of the most effective methods for minimizing unnecessary costs and one of the easiest process improvements to accomplish if the right approach is followed. This step-by-step guide to achieving inventory record accuracy in a manufacturing, retail, or distribution facility will help you dramatically reduce the variability and cost caused by inaccurate inventory balance data.

Key Features

- Delineates inventory accuracy steps in a day-by-day, blow-by-blow format that you will find in no other book
- Shows you how to better manage your assets, gain increased utilization of an ERP system, reduce inventory levels, lower the cost of accuracy maintenance, and eliminate wall-to-wall physical inventories forever
- Includes special aids such as Gantt charts, cycle count process parameters, and process celebration points

ISBN: 1-932159-31-2, 224 pages, 6X9, 2004
Retail Price \$49.95

LEAN MANUFACTURING IMPLEMENTATION**A Complete Execution Manual for Any Size Manufacturer***Co-Published with APICS**By Dennis P. Hobbs, CPIM, Mfg Matters, LLC*

This guide to Lean Manufacturing implementation in a factory setting illustrates the methodologies that will help you produce higher quality products at a lower cost with faster response times. It also explores how company culture is changed and justifies Lean transformation in dollars and cents.

Key Features

- Provides complete guidance for factory conversion to Lean Manufacturing without the aid of a consultant
- Discusses how Lean lines are designed to meet future demand and the factors that impact throughput, scrap, rework, and optionality

ISBN: 1-932159-14-2, 264 pages, 6x9, 2003
Retail Price \$49.95

THE LEAN EXTENDED ENTERPRISE**Moving Beyond the Four Walls to Value Stream Excellence***Co-Published with APICS**By Terence Burton, CPIM & Steven Boeder, CPIM*

This book provides a comprehensive implementation plan for employing enterprise-wide Lean. Using the Lean Extended Enterprise Reference Model (LEERM), it demonstrates that by deploying the right methodologies and technologies to the right situation you can achieve breakthroughs in performance.

Key Features

- Demonstrates how to integrate Lean, Six Sigma, Kaizen, ERP, and other enabling IT applications such as SCM, APS and PLM into a total business improvement initiative
- Explains how to apply Lean to non-traditional "soft process" areas such as product development, engineering, customer service, production planning/purchasing, and other support functions
- Includes implementation tools, assessment guides and templates

ISBN: 1-932159-12-6, 296 pages, 6X9, 2003
Retail Price \$59.95

WORLD CLASS MASTER SCHEDULING

Integrating ERP with Lean and Six Sigma

Co-Published with APICS

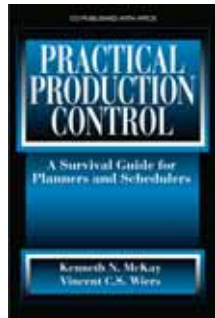
By Donald Sheldon

This up-to-date "how-to" guide explains how master scheduling integrates with Lean and Six Sigma to create the perfect environment for robust control and continuous improvement. It will help organizations establish rules of engagement and set the stage for maximum effectiveness of both Lean strategies and Six Sigma in the scheduling process.

Key Features

- Illustrates how state-of-the-art master scheduling can save a company thousands of dollars and increase customer service and productivity
- Offers experiences from all over the world on high-performance master scheduling and the results on the bottom line
- Explains numerous inventory strategies (MTS, ATO, MTO, ETO, etc.) with rules for proper management of these process designs

ISBN: 1-932159-40-1, 248 pages, 6x9, December 2005
Retail Price \$49.95



PRACTICAL PRODUCTION CONTROL

A Survival Guide for Planners and Schedulers

Co-Published with APICS

By Kenneth N. McKay and Vincent C.S. Wiers

This practical desk reference gives you the skill set required to meet today's real-world production control challenges. It explains how the scheduling task can be decomposed and organized; how the production control department can be structured; how to hire, train, and evaluate schedulers; and how scheduling changes with the life cycle of the product and processes within the plant.

LEAN COST MANAGEMENT

Establishing Flow for Simple, Cost Effective Manufacturing

By James Huntzinger

Many organizations are implementing Lean Manufacturing practices in an effort to reduce costs and maximize profits, yet they lack an accounting system that provides the informational support needed to achieve these objectives. This book demonstrates the importance of the relationship between the physical lean enterprise and the accounting function, and presents an effective alternative to traditional accounting systems.

Key Features

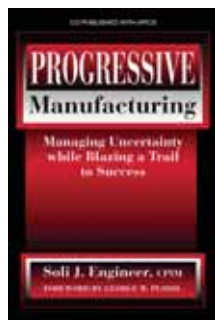
- Reveals the failure of traditional cost and managerial accounting methods using both a current and historical context
- Covers the attributes necessary for transforming a business to a Lean enterprise and the role cost management must play to maximize results
- Supplies practical applications of a Lean cost management system and includes a working model of a production factors spreadsheet for tracking value stream costs to help facilitate cost-effective manufacturing

ISBN: 1-932159-51-7, 304 pages, 6 x 9, June 2006
Retail Price \$49.95

Key Features

- Numerous assessment tools are provided to gauge how well scheduling is being performed
- Offers methodologies for setting reasonable expectations for scheduling systems use and ways to avoid implementation problems
- Clarifies what production control involves beyond MRP-II, Gantt Charts, and other mechanical tools

ISBN: 1-932159-30-4, 232 pages, 6x9, 2004
Retail Price \$54.95



PROGRESSIVE MANUFACTURING

Managing Uncertainty While Blazing a Trail to Success

Co-Published with APICS

By Soli J. Engineer, CPIM

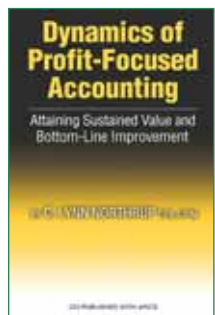
Foreword by industry pioneer George Plossl

This book provides innovative solutions to manufacturer's inventory, delivery, cost, and quality problems. It presents multiple ways to reduce lead times and inventory, innovative methods for using bill of materials to improve productivity, and thought-provoking ideas and methods for simplifying processes at different levels.

Key Features

- Addresses the people factor in the production and control process, something most other books on the subject avoid
- Uses anecdotes to explain the "how to" and "how not to" approaches to inventory management
- Challenges unfounded comparisons between MRP (a procedure) and JIT, Kanban and TQM (philosophies)

ISBN: 1-932159-29-0, 272 pages, 6X9, 2004
Retail Price \$49.95



DYNAMICS OF PROFIT-FOCUSED ACCOUNTING

Attaining Sustained Value and Bottom-Line Improvement

Co-Published with APICS

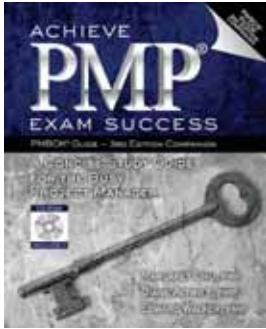
By C. Lynn Northrup, CPA, CPIM

This easy-to-understand reference illustrates a new business, accounting and reporting model utilizing the components of Throughput Accounting and Theory of Constraints to improve Six Sigma and Lean Manufacturing initiatives.

Key Features

- Offers a methodology for utilizing longer-term value measurements combined with contribution accounting profitability concepts for application in smaller and mid-size businesses
- Provides hands-on decision-making tools for business managers to measure performance, effectively utilize knowledge management, and align strategies in practical ways
- Translates Lean & Six Sigma breakthroughs onto the financial statements

ISBN: 1-932159-22-3, 288 pages, 6x9, 2004
Retail Price \$49.95



ACHIEVE PMP EXAM SUCCESS PMBOK® GUIDE – 3RD EDITION COMPANION

A Concise Study Guide for the Busy Project Manager

By Margaret Chu, PMP, Diane Altwies, PMP,
& Edward Walker, PMP

This easy-to-follow study guide which includes a CD-ROM with over 800 practice exam questions provides the busy project manager or student with a brief, yet comprehensive self-study program for

successfully passing the PMP or CAPM exam on the first attempt. It also incorporates key topics from the multiple PMI recommended readings, further reducing study time and eliminating the need for additional resources.

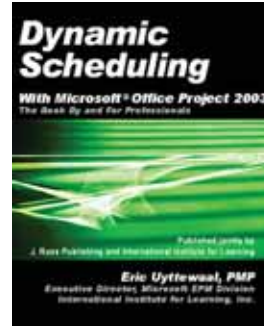
Key Features

- Provides a CD-ROM with over 800 practice exam questions which can simulate the full PMP exam and/or can be grouped into specific smaller knowledge area practice tests
- Follows the *PMBOK® Guide – 3rd Edition* more closely than any other study guide on the market and has a proven track record of results
- Features exam tips and exercises throughout the text demonstrating the concepts discussed and presents key sample exam questions arranged by process group & knowledge area

About the Authors

Margaret Chu, Diane Altwies & Edward Walker are the founders of OuterCore Professional Development, a leading training company that helps project managers pass the PMP Exam.

ISBN: 1-932159-50-9, 384 pages, 7.5 x 9.25, October 2005
Retail Price \$69.95



DYNAMIC SCHEDULING WITH MICROSOFT® OFFICE PROJECT 2003

The Book By and For Professionals

Co-published with International Institute for Learning, Inc.

By Eric Uyttewaal, PMP

This unique guide, based on research from over 1,000 real-life schedules, gives a complete picture of how to use this software to achieve the best results. "A must read, reread, and use daily for

all project managers", is what PMI's *Project Management Journal®* had to say about the previous edition. This updated version is even better.

Key Features

- Fully aligned with the *PMBOK® Guide – 3rd Edition*
- Teaches how to build easy-to-maintain dynamic schedules that will meet your continual needs to forecast until project completion
- Provides many helpful screen illustrations, diagrams, stories, cartoons, review questions, case studies, and hands-on exercises to help make the learning process easy for all user levels
- Offers downloadable quick reference tables with toolbar and keyboard shortcuts, answers to sample exam questions, one hundred examples of certified schedules, and filters to check the quality of your own schedule

About the Author

Eric Uyttewaal is a best-selling author and has taught thousands of people on MS Project software.

ISBN: 1-932159-45-2, 784 pages, 7.5 X 9.25, January 2005
Retail Price \$69.95

PROJECT INVESTMENT VALUATION USING REAL OPTIONS

A Practitioner's Guide to Strategic Investment

By Dr. Prasad Kodukula

Business leaders are frequently faced with investment decisions on new and ongoing projects. The challenge lies in deciding what projects to choose, and which method of valuation to use is the key tool in the process. This title presents a step-by-step, practical approach to "real options" valuation to make it easily understood by practitioners as well as senior management.

Key Features

- Shows how to achieve strategic alignment of projects, increase project flexibility and sustain competitive advantage
- Explains why traditional valuation methods such as DCF/NPV and decision tree analyses are no longer effective in today's uncertain world
- Walks you through each step of using real options to value projects regardless of the reader's beginning financial knowledge

ISBN: 1-932159-43-6, 248 pages, 6x9, May 2006
Retail Price \$54.95

QUANTITATIVE METHODS IN PROJECT MANAGEMENT

By John C. Goodpasture

This comprehensive title provides the basis for calculating value, setting up project metrics that determine success, and helping project managers understand the numerical values of financial and life-cycle risks. These practical methods can be applied easily by project practitioners who are not steeped in theory and need to know how to make everyday use of numerical analysis in projects.

Key Features

- Explores the concept that business value is the motivator for projects and introduces a framework called the "project balance sheet"
- Discusses the work breakdown structure and its connection to the company ledger
- Addresses special topics such as hypothesis testing, decision trees and tables, regression analysis, probability-impact analysis, Six Sigma, and QFD analysis

ISBN: 1-932159-15-0, 288 pages, 6x9, 2003
Retail Price \$64.95

LEADING HIGH-PERFORMANCE PROJECTS

By Ralph Kliem

The number one cause of failure on the people side of project management stems from ineffective or inadequate leadership. This book explains how project managers can adopt the most appropriate leadership style under a given set of circumstances, encourage greater teaming, become more effective decision-makers, and reduce incidences of negative conflict.

Key Features

- Articulates a skill set to effectively address the leading cause of project failures
- Provides varied case studies, checklists, easy-to-understand graphics, and suggestions for improving circumstances that challenge even the best project leaders
- Addresses issues of creativity, globalization, communications, mentoring, collaborative learning, delegation and high performance teaming

ISBN: 1-932159-10-X, 240 pages, 6x9, 2004
Retail Price \$44.95

PROJECT SCHEDULING AND COST CONTROL

Planning, Monitoring and Controlling the Baseline

By James Taylor, ESI International

Over 80% of all projects start with underestimated schedules and costs and are doomed to exceed projections before they begin. This clear and concise book demonstrates how to establish realistic estimates for successful project completion. It illustrates how to develop a project's schedule and cost guidelines and how to make these parameters consistently achievable.

Key Features

- Shows how to map capabilities against customer requirements and what to do when they don't match
- Offers a clear understanding of the activities, concepts, techniques, and tools of project scheduling and cost control that can be applied to any industry
- Contains numerous cases studies, examples and exercises to demonstrate all the techniques and tools needed to develop and use a successful schedule and cost control system

About the Author

James Taylor has over 30 years of experience in project management and is currently the Technical Curriculum Consultant at ESI International.

ISBN: 1-932159-11-8, 320 pages, 6x9, June 2006
Retail Price \$64.95



PROJECT QUALITY MANAGEMENT

Why, What, and How

By Ken Rose

Quality is a much mentioned but little employed component of project success. In his new book, Ken Rose offers project managers a specific, succinct, step-by-step project quality management process not found anywhere else. It gives you an immediate hands-on capability to improve project implementation and customer satisfaction in any project domain.

PROJECT PORTFOLIO MANAGEMENT

A Practitioner's Guide to Excellence

By Dr. Prasad Kodukula

This guide outlines the three key steps to achieving a profitable project portfolio: defining your project investment strategy, selecting the right projects, and effectively managing them under the umbrella of a portfolio. It presents a step-by-step methodology for managing project portfolios, including tools and techniques to initiate, analyze, rank, prioritize, select, reprioritize, terminate/complete and close the projects under the purview of a portfolio.

Key Features

- Ranks and prioritizes projects based on quantitative and qualitative techniques such as strategic fit, risks, opportunities, and other key criteria
- Classifies projects into three basic groups based on their risk profile and helps you properly allocate investments for each group
- Defines the role of a Program Management Office (PMO) to maximize your portfolio effectiveness

About the Author

Dr. Prasad Kodukula, PMP, is an award-winning educator, accomplished engineer, author, and inventor with 20 years of professional experience.

ISBN: 1-932159-42-8, 264 pages, 6x9, October 2006
Retail Price: \$54.95

Key Features

- Provides project managers an explicit step-by-step quality management process, along with a coherent set of quality tools organized and explained according to their application within this process that can be applied immediately in any project context
- Introduces a Wheel of Quality that codifies in one complete image the contributing elements of contemporary quality management
- Establishes a new quality tool — the pillar diagram — that provides a needed capability to identify root causes of undesirable effects

ISBN: 1-932159-48-7, 192 pages, 6x9, July 2005
Retail Price \$31.95



ACHIEVING PROJECT MANAGEMENT SUCCESS USING VIRTUAL TEAMS

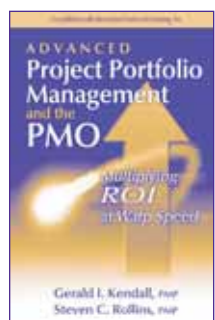
By Dr. Parviz F. Rad and Dr. Ginger Levin

Corporate location is no longer a constraint when pursuing business opportunities in support of strategic goals. This book presents the success factors of a virtual project team and illustrates an approach for assessing the maturity of a virtual project team. It contains a performance evaluation tool for team members, describing how best to motivate different types of people on a virtual team in any industry.

Key Features

- Provides proven strategies and standardized procedures and techniques for successful virtual project management
- Shows how to reduce the cost of virtual teams and ensure desired results
- Categorizes the contrasting attributes of traditional vs. virtual project management teams

ISBN: 1-932159-03-7, 208 pages, 6x9, 2003
Retail Price \$44.95



ADVANCED PROJECT PORTFOLIO MANAGEMENT AND THE PMO

Multiplying ROI at Warp Speed

Co-Published with International Institute for Learning, Inc.

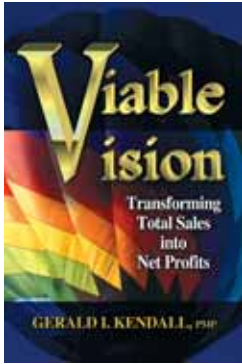
By Gerald I. Kendall, PMP & Steven C. Rollins, PMP Marketkey, Inc. and ALL PMO Network

This comprehensive, best-selling book provides a road map for achieving high value enterprise strategies and superior project management results. It features methods for best project selection and faster completion, establishing strategy to project links, measuring the PMO explicitly and rapidly increasing project ROI.

Key Features

- Includes a detailed plan for both strategic planning and a PMO
- Offers downloadable templates and a detailed Microsoft Project Plan for implementing a PMO, covering the first two years of PMO operation
- Presents case studies, the new Theory of Constraints 4x4 method of strategic planning and the Critical Chain Multi-Project Management approach

ISBN: 1-932159-02-9, 448 pages, 6x9, 2003
Retail Price \$69.95



VIABLE VISION

Transforming Total Sales into Net Profits

By Gerald I. Kendall, PMP

"When I do an analysis of a company, I am satisfied only when I clearly see how it is possible to bring the company to have, in less than four years, net profit equal to its current total sales."

— Dr. Eli Goldratt

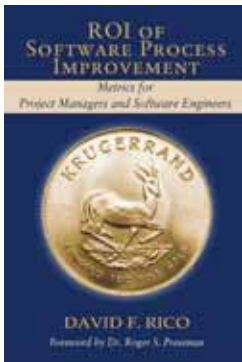
Developed by industry guru and mega best-selling author Eli Goldratt, Viable Vision is a proven strategic plan and approach that lays out the steps to trans-

form an organization's current total sales into net profits within 4 years. This book explains the Viable Vision concept and provides readers the proven frame of reference and roadmap for achieving exponential growth in profits.

Key Features

- Enables identification of your biggest leverage point for improvement and defines how each functional area must behave to execute a Viable Vision that will deliver rapid profit growth
- Simplifies the holistic approach in strategic planning, finance and measurements, operations, manufacturing and engineering, supply chain/logistics, sales and marketing, project management, and information technology
- Provides easily-translated, real examples of Viable Vision successes

ISBN: 1-932159-38-X, 168 pages, 6 X 9, 2004
Retail Price: \$24.95



ROI OF SOFTWARE PROCESS IMPROVEMENT

By David Rico

An indispensable addition to your project management, software engineering or computer science bookshelf, this book illuminates and simplifies otherwise complex topics in ROI. It presents extremely simple, but powerful metrics, models, and methods for designing professional business cases and provides hard-hitting economic justification. This work's practical tutorial on the costs, benefits, and ROI of software process improvement (SPI) is a soup-to-nuts guide that helps readers rapidly master powerful concepts.

Key Features

- Establishes a foundation, framework, and standard for determining the costs and benefits of SPI and for measuring its ROI
- Includes a self-contained tutorial of ROI methods for novices as well as economic experts
- Displays the only broad-ranging economic and quantitative analysis of major international SPI methods and presents the first large-scale economic analysis of mandatory U.S. government standards

About the Author

David Rico is a SPI consultant specializing in cost and benefit analysis and has a MSA in Software Engineering. In his two decades in the field, he has worked on numerous multi-million dollar projects.

ISBN: 1-932159-24-X, 240 pages, 6x9, 2004
Retail Price \$54.95



VALUE-BASED METRICS FOR IMPROVING RESULTS

An Enterprise Project Management Toolkit

By Mel Schnapper, Ph.D. & Steven Rollins, PMP

Featuring an organizational roadmap, this book presents a unique, value-based methodology for developing and using metrics as a management tool to baseline, manage, improve, align and reward performance of business functions. It illustrates how to establish and manage an effective metrics program for improving results.

Key Features

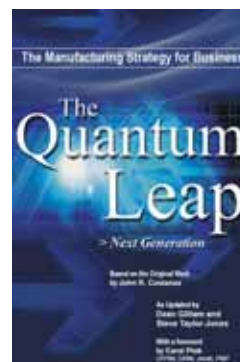
- Provides a process for aligning strategic, annual, functional, and departmental objectives at the corporate level and includes an internal monitoring system for responding rapidly to internal or external changes
- Includes a business case for implementing a project management metrics program and over 200 metrics that focus on specific values of utilization, relation of measured objective to delivery speed, and fraud sensitivity

About the Authors

Mel Schnapper, Ph.D., is the founder and past Chairman of PMI's Metrics Specific Interest Group (SIG) and a leading expert in the development of metrics for measuring, managing and improving performance.

Steven C. Rollins, MBA, PMP, is a well-known expert in Enterprise Program/Project Management Office and a best-selling author.

ISBN: 1-932159-25-8, 344 pages, 6x9, April 2006
Retail Price \$54.95



THE QUANTUM LEAP

Next Generation

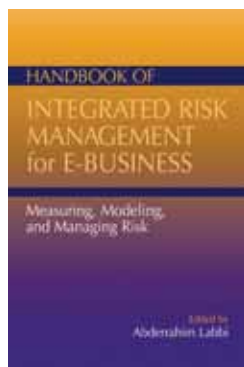
By Dean Gilliam and Steve Taylor Jones, JCIT

This update of John Costanza's *The Quantum Leap*, a worldwide best-seller, examines the impact and implications of recent industry trends, new technologies, and emerging business practices to building sustainable competitive advantage by responding to customer demand. This comprehensive desk reference provides a proven demand-driven formula for success in real time, every day.

Key Features

- Demonstrates that by linking flow-manufacturing technology with simultaneous concurrent engineering techniques, companies can reach new levels of demand responsiveness
- Equips organizations with the knowledge to implement Demand Flow® Technology (DFT) - a unique combination of innovative management philosophy, revolutionary manufacturing practices, and flexible employees
- Facilitates shorter lead-times, improved cash flow, dramatic increases in inventory turns, radical inventory reductions, increased productivity, and low overhead costs

ISBN: 1-932159-44-4, 288 pages, 7x10, March 2005
Retail Price \$49.95



HANDBOOK OF INTEGRATED RISK MANAGEMENT FOR E-BUSINESS

Measuring, Modeling, and Managing Risk

By Abderrahim Labbi, Editor

This comprehensive reference is the definitive road map to identifying — and mitigating — the primary risks associated with each critical e-business process. It details how to manage and prioritize e-business risk in an integrated manner using adaptive decision support systems and how to combine different modeling techniques to design an optimal risk management system in operations, infrastructure, supply chain, inventory, customer relationship management, finance, and more.

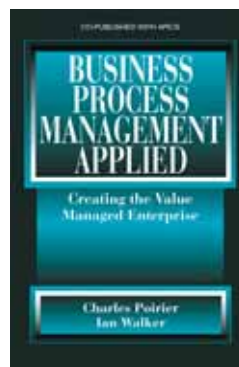
Key Features

- Describes how to use process data to create predictive modeling techniques
- Demonstrates how to create a loss model for risks introduced by third party relationships including ASPs and web hosting and how to use boosting to identify and prioritize risk
- Details how to apply risk management techniques from the financial services industry to manage concurrent project risks

About the Editor

Dr. Labbi is a Research Scientist at IBM, where he specializes in quantifying and modeling e-business risk management. He is also a highly-regarded author and speaker.

ISBN: 1-932159-07-X, 256 pages, 6x9, March 2005
Retail Price \$79.95



BUSINESS PROCESS MANAGEMENT

Creating the Value Managed Enterprise

Co-published with APICS

By Charles Poirier and Ian Walker

Businesses around the world are discovering the profit improvements possible through a focus on the key process steps contained in an end-to-end supply chain connecting multiple enterprises. This book will help the reader understand how process improvement can add value for firms of any size in any business, and show the way to track those savings to the profit and loss statement. It features a guiding framework and a presentation of the underlying

architecture, including the basic elements of optimizing the extended enterprise and applying Business Process Management (BPM) tools and techniques.

Key Features

- Unlocks the mystery to finding how businesses take supply chain savings to the profit and loss statement
- Provides practical steps for improving any supply chain in any industry for firms of any size
- Offers substantiation and validation for the inherent concepts
- Gives the reader a step-by-step roadmap for implementation and success

ISBN: 1-932159-33-9, 248 pages, 6X9, July 2005
Retail Price \$49.95

CLASS A ERP IMPLEMENTATION

Integrating Lean and Six Sigma

Co-published with APICS

By Donald Sheldon

This practical reference thoroughly describes the definition of Class A ERP and gives specifics for achieving Class A performance in a reasonable timeframe. It will help organizations set the stage for maximum effectiveness of both Lean strategies and Six Sigma and establish ERP disciplines as the prerequisite to success. The author references examples of real-world success stories and breaks up the journey to world-class Class A ERP performance into bite-sized, doable focus areas.

Key Features

- Describes how ERP, Lean and Six Sigma can be combined to create the perfect environment for continuous improvement
- Offers detailed coverage of all aspects of ERP including top management planning, cost planning, supply chain management, and much more
- Illustrates audit criteria for confirmation of Class A performance

ISBN: 1-932159-34-7, 248 pages, 6x9, May 2005
Retail Price \$54.95

COLLABORATIVE ENTERPRISE PORTFOLIO MANAGEMENT

Increasing Value Returns through Performance Innovation

By Mark Peterson & Tim Myers,
Coeur Business Group, Inc.

This book provides a unique, holistic view of value collaboration between the architectures of information technology, business management and suppliers. The authors approach this through the lens of "Enterprise Portfolio Management", which decomposes all aspects of the enterprise into appropriate categories of investments and measurements.

Key Features

- Delivers value performance methods and strategies for maximizing returns on technology and business-asset investments
- Defines the capacity to generate value from enterprise initiatives and investments as well as a process for selecting and managing them effectively
- Demonstrates how standard financial measures and relational measures can provide a true Value Scorecard approach

ISBN: 1-932159-20-7, 232 pages, 6x9, August 2006
Retail Price \$54.95

THE NETWORKED SUPPLY CHAIN

Applying Breakthrough BPM Technology to Meet Relentless Customer Demands

Co-Published with APICS

By Charles C. Poirier, Lynette Ferrara,
Francis Hayden, Douglas Neal

Computer Sciences Corporation, CSC Research Services

This cutting-edge book illustrates how to implement the new breakthrough Business Process Management (BPM) technology that makes the vision of the networked enterprise a reality.

Key Features

- Provides a practical guide for transforming a company from a stand-alone supply chain entity to a member of a flexible network with a market advantage
- Includes case studies of businesses that have used BPM technology to achieve radical improvements in value delivered to their customers
- Presents a framework to build a superior networked enterprise from initial strategy to implementation

ISBN: 1-932159-08-8, 224 pages, 6x9, 2003
Retail Price \$49.95



ESSENTIAL PROJECT INVESTMENT GOVERNANCE AND REPORTING

Preventing Project Fraud and Ensuring Sarbanes-Oxley Compliance

By Steven C. Rollins, PMP, &
Richard B. Lanza, CPA, CFE, PMP

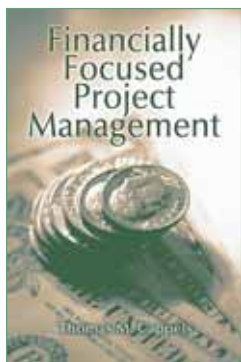
This guide introduces proactive best methods for ensuring proper financial reporting of project investments, and techniques for preventing, detecting, and managing the risks of fraud in projects that will ensure corporate governance compliance with Sarbanes-Oxley. It shows you how to manage project fraud through the Program/Project Management

Office and internal auditing units while enabling overall improvement of corporate governance and accelerating project delivery.

Key Features

- Provides risk-management processes and tools for controlling corporate objective delivery and preventing fraud in project investments
- Identifies the key, must-follow accounting and audit standards and includes structured project reporting examples, business cases, assessment tools and checklists
- Features a project roadmap that you can apply to your organization within a PMO that enables proper fraud control at the project level

ISBN: 1-932159-26-6, 248 pages, 6x9, January 2005
Retail Price \$59.95



FINANCIALLY FOCUSED PROJECT MANAGEMENT

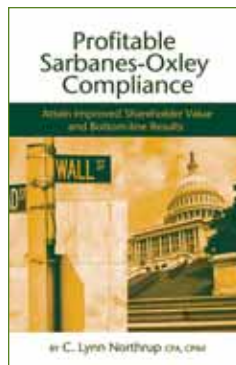
By Thomas Cappels, Best-Selling Author
and Educator

This comprehensive reference supplies a wide range of strategies and methods to help you successfully meet the challenges of changing economic conditions, technology, resources, requirements, schedules, and budgets. It also provides proven breakthrough financial methods to ensure profitability.

Key Features

- Addresses the latest advancements in the science of project management including the project management office, project portfolio management, virtual project management and project management software tools
- Covers all of the traditional areas of project management such as: human aspects, planning & risk management, resource management, partnering and performance measurement
- Illustrates how to apply a unique and proven financially-focused method to examine, implement and manage projects, ensuring that company profits are always in the forefront of business decision making
- Shows management teams how to effectively address the many financial, quality, ethical, and stakeholder-related issues that challenge domestic and global organizations

ISBN: 1-932159-09-6, 320 pages, 6x9, 2003
Retail Price \$49.95



PROFITABLE SARBANES-OXLEY COMPLIANCE

Attain Improved Shareholder Value and Bottom-line Results

By C. Lynn Northrup, CPA

This unique reference not only provides the guidance needed to achieve compliance to Sarbanes-Oxley, but also how senior executives and their management teams need to assess the reliability of financial reporting and internal controls to maintain compliance. Unlike other SOX books, it shows how to use the process to reduce risks and improve profitability, shareholder value and operational performance.

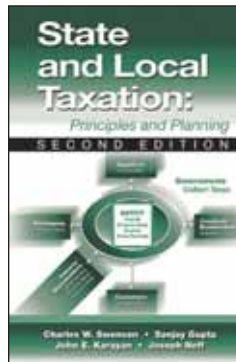
Key Features

- Supplies the tools and techniques to conduct internal control continuous self-assessments to improve operational performance and achieve greater profitability
- Includes a blueprint for using the COSO and enterprise risk management frameworks that provide a model for assessing the reliability of business risk and internal controls

About the Author

C. Lynn Northrup has over 40 years of experience as a financial executive, CPA, and consultant specializing in operations and strategic cost management.

ISBN: 1-932159-35-5, 288 pages, 6x9, November 2005
Retail Price \$54.95



STATE AND LOCAL TAXATION

Principles and Planning, Second Edition

By Charles W. Swenson, CPA, Ph.D., Sanjay Gupta, LLB, Ph.D., CPA, John E. Karayan JD, Ph.D. and Joseph W. Neff, JD

Written by a team of CPAs, professors, and tax lawyers with over 100 years of combined experience, this book offers new and keen insights into state and local taxation. The authors draw upon numerous real-life examples to identify and explain the fundamental principles of state and local taxation and how to incorporate these principles into strategic business planning. Designed with both the professional and college student in mind, the text follows the AICPA/ATA Model Tax Curriculum.

Key Features

- Shows how to identify state and local tax issues and spot challenges and opportunities as they arise
- Introduces the principles of multi-state taxation, and provides an understanding of their effect on business operations
- Explains the economic implications of management decisions involving the application of tax laws
- Explores the role of state and local tax issues in a strategic business environment and discusses taxation from a strategic planning perspective
- Presents an overview of major state and local taxes including: income tax, sales tax, property tax, and employment taxes

ISBN: 1-932159-17-7, 288 pages, 6X9, 2003
Retail Price \$69.95

A five-course, web-based, accredited program for managers looking to take advantage of Lean.



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LMM 301	Applications of Lean to the Extended Enterprise	4	\$795	✓
LMM 401	Inventory Accuracy, Process Controls and Practices	4	\$795	✓
LMM 501	Profit-Focused Accounting	4	\$795	✓
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ACQUIRE E-LEARNING BUSINESS



WINNING E-LEARNING PROPOSALS The Art of Development and Delivery

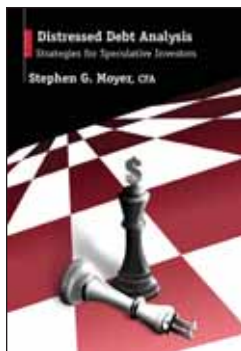
Co-published with Inst. for Interactive Technology
By Karl Kapp, Ed.D., CFPIM, CIRM

This book describes the entire process for securing e-learning business, from conceptualizing winning ideas to writing and delivering successful e-learning proposals. It gives you the competitive edge in developing high-level strategies and selling "themes" that will make your e-learning proposal a winner.

Key Features

- Delineates the ten steps in the E-Learning Business Acquisition Process and illustrates how to make significant profits in the competitive e-learning industry
- Includes checklists, actual examples from successful e-learning proposals, and real cases where these methods have led to success

ISBN 1-932159-04-5, 256 pages, 6x9, 2003
Retail Price \$64.95



DISTRESSED DEBT ANALYSIS

Strategies for Speculative Investors

By Stephen G. Moyer, JD, MBA, CFA
Director of Research, Imperial Capital

Providing theoretical and practical insight, this book presents a conceptual, but not overly technical, outline of the financial and bankruptcy law context in which restructurings take place. It uses numerous real-world examples and case studies to demonstrate concepts and critical issues. Readers will understand the chess-like, multi-move strategies necessary to achieve financially advantageous results.

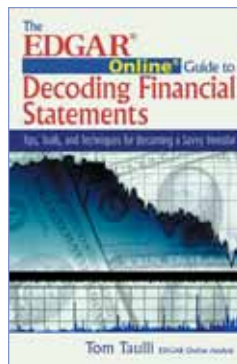
Key Features

- Provides investment techniques to profit from reorganizations, restructurings, and bankruptcies, including how to develop a short- or long-term investment horizon and an appropriate exit strategy
- Determines whether an investment objective is feasible given the capital structure of the target and where in the capital structure to invest to achieve maximum ROI
- Delineates how a capital structure can maximize enterprise value while minimizing the cost of capital

About the Author

Stephen Moyer is currently Director of Research at Imperial Capital, a boutique investment bank located in Beverly Hills, California, which focuses on high yield, bank and convertible debt, typically involving companies in financial distress.

ISBN: 1-932159-18-5, 472 pages, 6x9, 2004
Retail Price \$99.95



THE EDGAR® ONLINE GUIDE TO DECODING FINANCIAL STATEMENTS

Tips, Tools and Techniques
for Becoming a Savvy Investor

By Tom Taulli

Even after the reawakening of the investor with the bursting of the internet bubble, corporate scandals and the passage of Sarbanes-Oxley, navigating through a company's financial statements can still be a tricky proposition. This title not only covers how to find the red flags but also how to find the signs of underlying financial strength. Clear and accessible, written in an

easily readable, step-by-step style that hits every key element, this book gives you those tools.

Key Features

- Presents a real-world look at how the financial system works and how it shapes financial statements
- Contains in-depth coverage of the Big Three: income statement, balance sheet, and cash flow statement
- Explores cutting-edge issues such as dealing with intangibles (patents and copyrights), Sarbanes-Oxley legislation and the emergence of environmental annual reports

About the Author

Tom Taulli is an attorney, accomplished angel investor and financial writer and has appeared on CNN, CNBC and Bloomberg TV, as well as in the Wall Street Journal, Barron's, USA Today and LA Times.

ISBN: 1-932159-28-2, 288 pages, 6x9, 2004
Retail Price \$34.95

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