

business

Each video clip in the *INTELECOM Online Resources Network*® takes a focused look at a specific academic topic – engaging students and enhancing the learning experience.

Total Clips: 297



Topic	Title of Segment
Basic Business Concepts	Banking Services
Basic Business Concepts	Business Insurance
Basic Business Concepts	Gross Earnings
Basic Business Concepts	Income Taxes
Basic Business Concepts	Personal Insurance
Basic Business Concepts	Sales and Property Taxes
Basic Business Concepts	Social Security and Withholding
Building Commitment and Motivation	Maslow's Hierarchy of Needs
Building Employee Morale and Commitment	Teamwork and Morale
Building Employee Morale and Commitment	Trust
Building Morale and Commitment	Building Morale Case Study: Patagonia
Building Morale and Commitment	Employee Involvement and Empowerment
Building Morale and Commitment	Employee Morale and the Auto Industry
Building Morale and Commitment	Employee Morale Case Study: Solectron
Building Morale and Commitment	Human Resources: Morale and Motivation
Building Morale and Commitment	Management Style and Employee Morale
Building Morale and Commitment	Social Issues and Employee Morale: Esprit
Building Morale and Commitment	Values, Goals, and Employee Morale
Buying a Firm or Starting Your Own	Buying a Firm or Starting Your Own
Buying a Firm or Starting Your Own	Buying a Firm: Due Diligence
Changing Managerial Environment, The	Diversity
Changing Managerial Environment, The	Globalization and Competition
Changing Managerial Environment, The	Social Responsibility
Closing and Servicing the Sale	Breaking Through
Closing and Servicing the Sale	Extra Mile, The
Closing and Servicing the Sale	Full Service
Closing and Servicing the Sale	On the Dotted Line
Communicating with Numbers in Business	Communicating with Graphs and Charts
Communicating with Numbers in Business	Future of Business Mathematics, The
Communicating with Numbers in Business	Statistics for the Business World
Competition	Global Competition
Contract Law - Interpretation, Rights, and Remedies	Contractual Remedies

Credit	Credit Policy
Decision Making	Decision Making Case Study: CNN
Decision Making	Decision Making Models
Decision Making	Expert Systems
Decision Making	Non-Quantitative Decision Making
Decision Making	Pushing Decision Making Down Through An Organization
Decision Making	Rational Decision Making
Decision Making	Shared Governance Decision Making Model: Mercy Hospital and Medical Center
Decision-Making	Decision-Making and Teamwork
Determining Business Potential	Copyrights and Patents
Determining Business Potential	Finding A Niche
Determining Business Potential	Market Research
Determining Business Potential	Small Business Innovation Research Program
Developing a Customer Strategy	Beneath the Surface
Developing a Customer Strategy	Making Connections
Developing a Customer Strategy	Step by Step
Developing a Marketing Plan	Focus Groups and Questionnaires
Developing a Marketing Plan	Importance of Market Research Strategy
Developing a Marketing Plan	Market Research Case Study: "Skullduggery"
Developing a Marketing Plan	Market Research Data: Primary vs. Secondary
Developing a Marketing Plan	Market Research: Going It Alone or Seeking Professional Assistance
Developing a Presentation Strategy	Going the Distance
Developing a Presentation Strategy	Plan of Action
Developing a Presentation Strategy	Show and Tell
Developing a Product Strategy	Good Match, A
Developing a Product Strategy	In Position
Developing a Product Strategy	In the Know
Developing a Relationship Strategy	First Impressions
Developing a Relationship Strategy	Personal Touch, The
Developing a Relationship Strategy	Sales Talk
Distribution Channels	International Distribution
Distribution Channels	International Transportation Case Study: "Held and Associates"
Distribution Channels	Methods of Distribution
Distribution Channels	Need for Distribution, The
Entrepreneurship	Balance and Satisfaction
Entrepreneurship	Characteristics of the Entrepreneur
Entrepreneurship	Entrepreneurship and Managing
Entrepreneurship	Goals, Plans and Strategies
Entrepreneurship	Long Hours and Personal Sacrifice
Entrepreneurship	Risk and Self-Doubt
Entrepreneurship	Support Systems
Financial Accounting	Hiring A Financial Professional
Financial Accounting	Importance of Accounting Information

Financial Accounting	Important Financial Documents
Financial Accounting	Who Utilizes Financial Information?
Financial Accounting Concepts in Business	Allocating Costs and Profits
Financial Accounting Concepts in Business	Cash Flow and Financial Ratios
Financial Accounting Concepts in Business	Depreciating Business Assets
Financial Accounting Concepts in Business	Financial Statements
Financial Accounting Concepts in Business	Funding the Business with stocks and Bonds
Financial Methods of Control	Break-Even Analysis and Audits
Financial Methods of Control	Budgets and Employee Morale
Financial Methods of Control	Effective Financial Management
Financial Methods of Control	Financial Controls and Budgeting Case Study: Santa Anita Racetrack
Financial Methods of Control	Income Statements
Financial Methods of Control	Need for Financial Controls, The
Financial Methods of Control	Ratios
Financial Methods of Control	Types of Budgets
Foundations of Business Law, The	Business Crimes and Business Torts
Foundations of Business Law, The	Law and the Business Person
Foundations of Business Law, The	Law and the Legal System
Franchising Opportunities	Buying Into a Franchise: Doing Your Homework
Franchising Opportunities	Franchising Case Study: "Sir Speedy"
Franchising Opportunities	Franchising Opportunities
Franchising Opportunities	Potential Disadvantages of Buying Into a Franchise
Groups and Organizations	Frederick Taylor and Scientific Management
Groups and Organizations	Growth of Organizations, The
Groups and Organizations	Increased Teamwork and Worker Participation
Groups and Organizations	Organizational Culture: Norms and Values
Groups and Organizations	Organizational Culture: Rules and Conformity
Historical Perspectives in Management	Contingency Theory
Historical Perspectives in Management	Elton Mayo and the Western Electric Hawthorne Studies
Historical Perspectives in Management	Frederick Winslow Taylor and Elton Mayo
Historical Perspectives in Management	Management: Art or Science?
Historical Perspectives in Management	Origins of Modern Management Theory
Historical Perspectives in Management	Western Electric Hawthorne Studies
Historical Perspectives in Management	Western Electric Hawthorne Studies: Results and Conclusions
Individual and the Organization, The	Career Advancement
Individual and the Organization, The	Career Resilience and Survival
Individual and the Organization, The	Individual and the Organization Case Study, The: Four Seasons Hotel, The
Individual and the Organization, The	Matching the Individual to the Organization
Individual and the Organization, The	Rewards and Values
Influence, Power and Authority	Authority
Influence, Power and Authority	Criteria for Making Good Decisions
Influence, Power and Authority	Decision Making and Delegation Case Study: CNN
Influence, Power and Authority	Elements of Power, The

Influence, Power and Authority	Everyone Can Exercise Leadership
Influence, Power and Authority	Informal Organization, The
Interpersonal and Organizational Communication	Communicating Organizational Goals and Values
Interpersonal and Organizational Communication	Communication Tools and Techniques
Interpersonal and Organizational Communication	Creating a Positive Communications Climate
Interpersonal and Organizational Communication	Informal Communications Network, The
Interpersonal and Organizational Communication	Non-Verbal Communication
Interpersonal and Organizational Communication	Overcoming Communication Problems
Interpersonal and Organizational Communication	Types of Organizational Communication
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Law of Property	Real Property
Laws and Regulations	Environmental Protection Agency, The
Laws and Regulations	Equal Employment Opportunity Commission, The
Laws and Regulations	Federal Trade Commission, The
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Laws and Regulations	Occupational Safety and Health Administration, The
Laws and Regulations	United States Small Business Administration, The
Leadership vs. Management	Comparison of Leadership and Management
Leadership vs. Management	Leadership First, Management Second
Management and Control	Controlling Case Study: Santa Anita Racetrack
Management and Control	Managing Organizational Conflict Case Study: CNN
Management and Control	Quality Control Revolution, The
Management and Control	Sources of Conflict
Management and Control	The Controlling Function
Management of Working Capital	Capital Budgeting
Management of Working Capital	Credit
Management of Working Capital	Management of Working Capital Case Study: "George's Trains"
Management of Working Capital	Managing Cash Flow
Management of Working Capital	Seasonal Demand
Managerial Ethics	Ethics Challenges
Managerial Ethics	Managers and Ethics
Managerial Ethics	Strengthening Corporate Ethics
Managerial Ethics	Unethical Behavior
Managerial World, The	Creating a Positive and Productive Work Environment
Managerial World, The	Management Revolution, The
Managerial World, The	Management's Five Basic Functions
Managerial World, The	Managerial Challenges
Managerial World, The	Managerial Skills and Functions
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Managing a Small Business	Managing a Small Business
Managing a Small Business	Organizing
Managing a Small Business	Planning

Managing a Small Business	Small Business Management Case Study: "Merry Maids"
Managing a Small Business	Staffing
Managing for Productivity	Defining and Calculating Productivity
Managing for Productivity	Government Rules and Regulations
Managing for Productivity	Impact of Government Policy and Social Issues on Productivity
Managing for Productivity	Impact of Management on Productivity
Managing for Productivity	Increasing Productivity
Managing for Productivity	Productivity and Quality
Managing for Productivity	Productivity Case Study: Domaine Chandon
Managing for Productivity	Systems Based on Cooperation
Managing Organizational Change	Adapting to Change
Managing Organizational Change	Managing Change Case Study: Fluor Corporation, The
Managing Organizational Change	Reactions to Change
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Managing Organizational Conflict	Conflict Resolution Strategies
Managing Organizational Conflict	Conflict That's Positive
Managing Organizational Conflict	Reducing Conflict
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Mathematical Foundations in Business	Fractions, Decimals, and Percents
Mathematical Foundations in Business	Mathematics in the Business World
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Mathematics of Financing in Business, The	Compound Interest
Mathematics of Financing in Business, The	Credit Purchases
Mathematics of Financing in Business, The	Notes and Bank Discounts
Mathematics of Financing in Business, The	Simple Interest
Mathematics of Selling in Business, The	Business Discount, The
Mathematics of Selling in Business, The	Inventory Control
Mathematics of Selling in Business, The	Pricing Products and Services
Motivating Employees	Employee Motivation Case Study: Four Seasons Hotel
Motivating Employees	Motivational Strategies
Motivating Employees	Positive Motivation: Hawthorne Experiments and B.F. Skinner, The
Motivating Employees	Psychology of Motivation, The: Abraham Maslow and Frederick Winslow Taylor
Motivation	Motivating Workers
Organizational Communication	Informal Networks and Lateral Relationships
Organizational Communication	Trust and Communication
Organizational Culture and Climate	Organizational Culture and Quality
Organizational Culture and Climate	Organizational Culture Case Study: Patagonia
Organizational Culture and Climate	Organizational Culture, Performance and Change
Organizational Culture and Climate	Organizational Culture: Manager's Role, The
Organizational Culture and Climate	Origins of Total Quality Management
Organizational Design	Organizational Design and Change
Organizational Design	Organizational Design and Diversification: Fluor Corporation, The
Organizational Design	Organizational Re-Design: Mercy Hospital and Medical Center

Organizational Design	Organizational Structure: Traditional vs. Non-Traditional
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Planning	Sales Forecasting
Planning	Strategic Planning
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Principles of Organizing	Matrix Structure
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Principles of Organizing	Organizational Structure Case Study: Patagonia
Product and Service Strategies	Customer Service
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Product and Service Strategies	Importance of Customer Satisfaction, The
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Product and Service Strategies	Product Lifecycle, The
Production and Operations Management	Increasing Operational Efficiency
Production and Operations Management	Japanese and American Production Models
Production and Operations Management	Just-In-Time Inventory Management
Production and Operations Management	Operational Efficiency Case Study: General Dynamics
Production and Operations Management	Production and Operations Case Study: Rutherford Hill Winery
Productivity	Improving Employee Morale and Boosting Productivity
Promotional Strategies	Promotional Mix and Personal Selling, The
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Purchasing and Inventory Control	Inventory Planning
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Recruitment and Selection of Employees	Human Resources and Planning
Recruitment and Selection of Employees	Human Resources and the Law
Recruitment and Selection of Employees	Human Resources Case Study: Four Seasons Hotel
Recruitment and Selection of Employees	Job Descriptions
Recruitment and Selection of Employees	Recruitment Options
Risk Management	Eliminating or Minimizing Risk
Risk Management	Risk and Insurance
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Sales Management	Peak Performance
Sales Management	Personal Best
Sales Management	Setting the Pace
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Selecting the Right Location	Home-Based Businesses

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Selecting the Right Location	Small Business Incubators
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Selling Today	Right Choice, The
Selling Today - An Introduction	Big Picture, The
Selling Today - An Introduction	Sales Engine, The
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Setting Up a Business: Legal Options	Corporations
Setting Up a Business: Legal Options	Partnerships
Setting Up a Business: Legal Options	Proprietorships
Setting Up a Business: Legal Options	Setting Up a Business: Legal Options
Social Responsibility	Ethics and Business
Social Responsibility	Giving Back to the Community
Social Responsibility	Marketing, Taxes, Employees and Ethics
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Social Responsibility and Management	Social Responsibility and Profitability
Social Responsibility and Management	Social Responsibility Case Study: Patagonia and Esprit
Staff Development and Maintenance	Case For New Employee Orientation, The
Staff Development and Maintenance	Dealing With Unsatisfactory Job Performance
Staff Development and Maintenance	Employee Training
Staff Development and Maintenance	Improving New Employee Orientation
Staff Development and Maintenance	Job Performance and Rewards
Staff Development and Maintenance	Performance Appraisals
Staffing	Hiring Employees
Staffing	Leadership and Motivation
Staffing	Orientation, Training and Evaluation
Startup Capital	Equity Funding
Startup Capital	How Much Startup Capital Will I Need?
Startup Capital	Obtaining a Bank Loan
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Startup Capital	Startup Capital Case Study: "Didee Snug Diapers"
Strategic Planning	Developing a Business Strategy
Strategic Planning	Need for Strategic Planning, The
Strategic Planning	Strategic Planning Case Study: Fluor Corporation, The
Strategic Planning	Strategic Planning Options
Styles of Leadership	Different Leadership Styles
Styles of Leadership	Elements of Leadership
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Styles of Leadership	Freedom to Make Mistakes
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Styles of Leadership	Leadership Case Study: Virgin Group of Companies

Styles of Leadership	Richard Branson: Budding Entrepreneur
The Individual and the Organization	On the Road to Leadership
Theatrical Production	Los Angeles Music Center: Beginnings
Theatrical Production	Los Angeles Music Center: Changing Plans
Theatrical Production	Los Angeles Music Center: Planning for the Future
Theatrical Production	Los Angeles Music Center: Setting Objectives
Thinking	Case of Wrongful Termination?, A

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