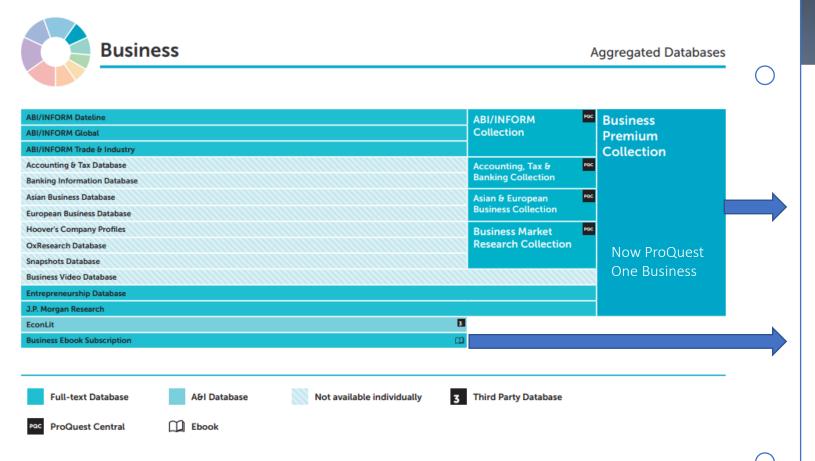
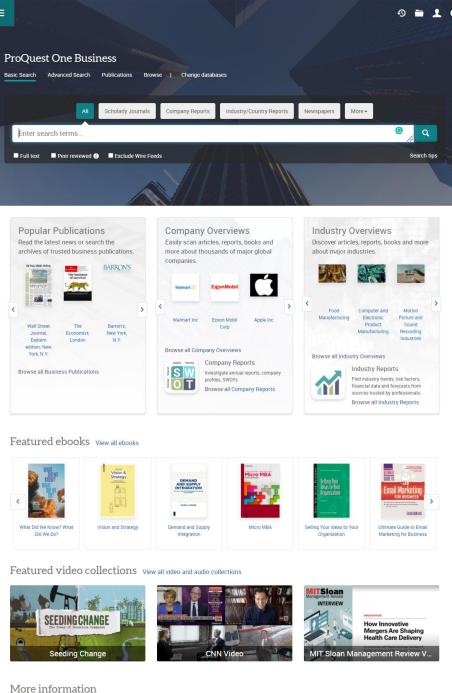
# **ProQuest One Business**

Part of Clarivate

### **ProQuest Business Products**





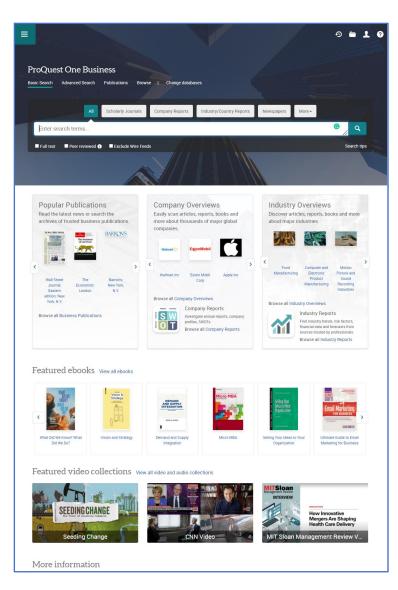


# **Supporting Business Students on Their Path to Academic and Professional Success**

User experience designed for business research, regardless of the student's major

2 A wealth of in-demand resources





### **Meeting Librarian Needs**



**Specially designed** to help students find the information they need for common assignments with less training, reference support, and maintenance from librarians



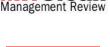


**Comprehensive:** Brings together all of ProQuest's full-text business products – including video and eBooks – into one place





**Multi-format:** More of the content types used by researchers of all levels than any other database, such as scholarly journals, trade and professional titles, newspapers, market reports, magazines, dissertations and working papers









**Includes resources for teaching:** Such as case studies and business cases, market and industry reports, analyst reports, eBooks, and videos





**The best news:** The only resources that includes the 3 business news sources most recommended by faculty – Wall Street Journal, The Economist, and Financial Times – as well as many others



### **Supports Common Students Assignments & Tasks**

Task: 2 Recommend course readings and sources

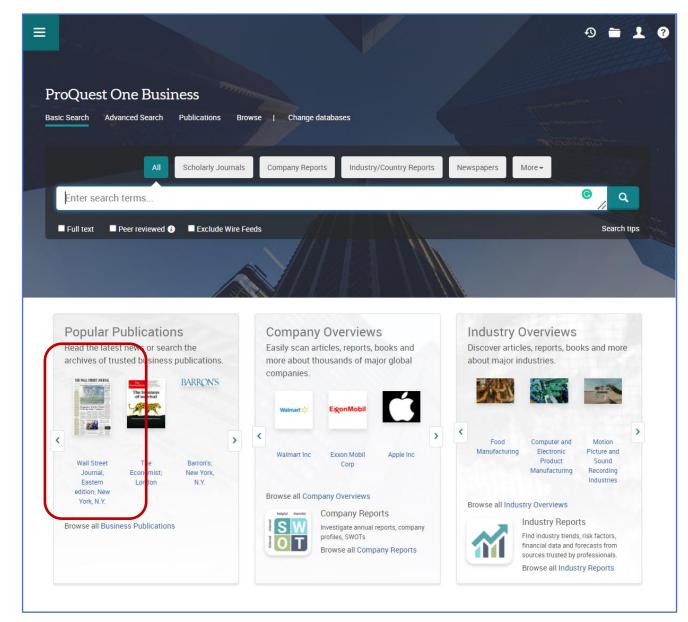
#### **BUS 139**

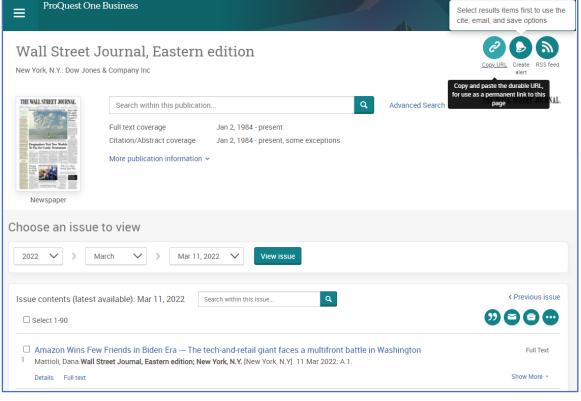
Cost of 15-week subscription to print edition of the Wall Street Journal: \$30.00

I require my marketing classes to use the Wall Street Journal as support for the textbook. Students are assigned articles relating to class subjects such as advertising, retailing, branding, global business, global culture, global education, job training, eCommerce, and technology

Every semester I discuss the WSJ assignments as a part of the class lectures. The students also know that they will get some questions from the WSJ assignments on the final exam.









## **Supports Common Students Assignments & Tasks**

# Designed with input from students, faculty and librarians, ProQuest One Business is designed to help students with common assignments & tasks

Task 1: Find journal, news and magazine articles to support a course assignment, e.g.

<u>Strategy Concept Presentation</u> (team of 5 to 6 students)
 At the end of the semester, <u>you will do a presentation on a strategy topic of your choice.</u> You can pick any topic that is related to strategy such as: competitive advantage, core competence, strategic groups, diversification, boards of directors, ethics, or social responsibility/conscious capitalism.

You will submit your topic proposal (no more than one page, double-spaced) by March 12th. Once the topic is approved, you will develop your presentation. You should start with a description of the topic and explain its importance to business and strategy. Next, **building on and updating what is in the textbook**, present the key findings related to the topic that currently exist in the popular business press and academic literature. Then, and most importantly, discuss the challenges and unanswered questions associated with the topic and offer your recommendations to senior managers for dealing with the challenges.

https://canvas.harvard.edu/courses/8427/files/1906669/download?verifier=FaZFgYthlbV2orExwQSOIcRl932QrwMVcvsQ1RVf&wrap=1



#### Task 2: Analyze an industry and company, e.g.

Midterm presentation deck (Due 2/19, before class)

Select a firm whose strategy you would like to analyze. (This should be a different firm from the one you are analyzing for the final paper.) Address the following questions:

- 1) Industry analysis:
  - a. What industry does the firm operate in?
  - b. Conduct an industry analysis (5 Forces + complementors)
  - c. Evaluate the overall industry attractiveness.
- 2) Positioning analysis:
  - a. Describe the strategic positioning of the firm within the industry.
  - b. How does the strategic positioning of the firm address or not address these

Please keep the presentation to 4 slides (plus 1 slide of references and (or) 1-2 slides of appendix exhibits if needed).

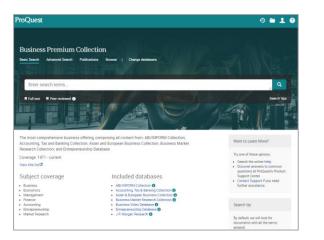
https://apps.wharton.upenn.edu/syllabi/2019A/MGMT701001/

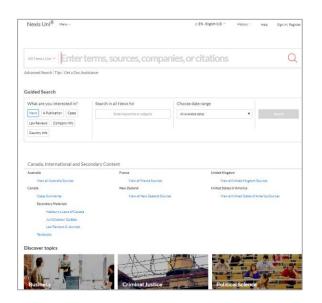
#### **Existing Business Databases Not Aligned With Today's Student Needs**

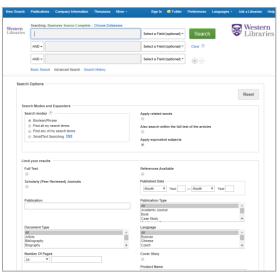
- Wordy
- Unrepresentative of content available
- Mostly boring

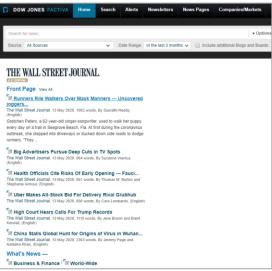
#### BUSINESS INSIGHTS: GLOBAL







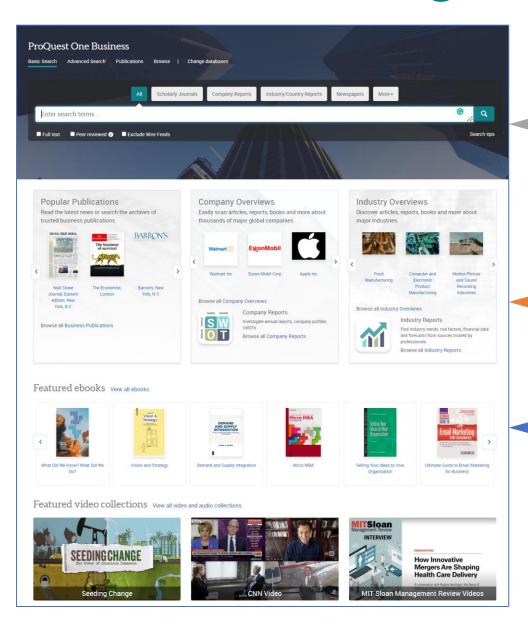




### **ProQuest One Business Start Page**

- Visual
- Suggestive
- Engaging

Immediate access to the sources they need for common assignments



"Looks very helpful from a glance. You can choose where you want to go" — Undergraduate Student

"It looks really good. The topics are relevant and match with what students ask for"

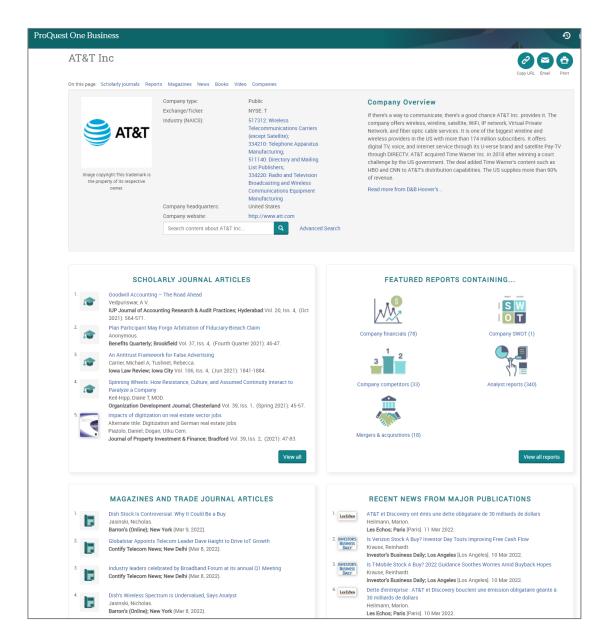
- Business Librarian

"This is the best attempt at a comprehensive business product I've seen...EBSCO hasn't updated their business product in 20 years"

— Business Librarian



### **Company Topic Pages for the Top 4k Companies**



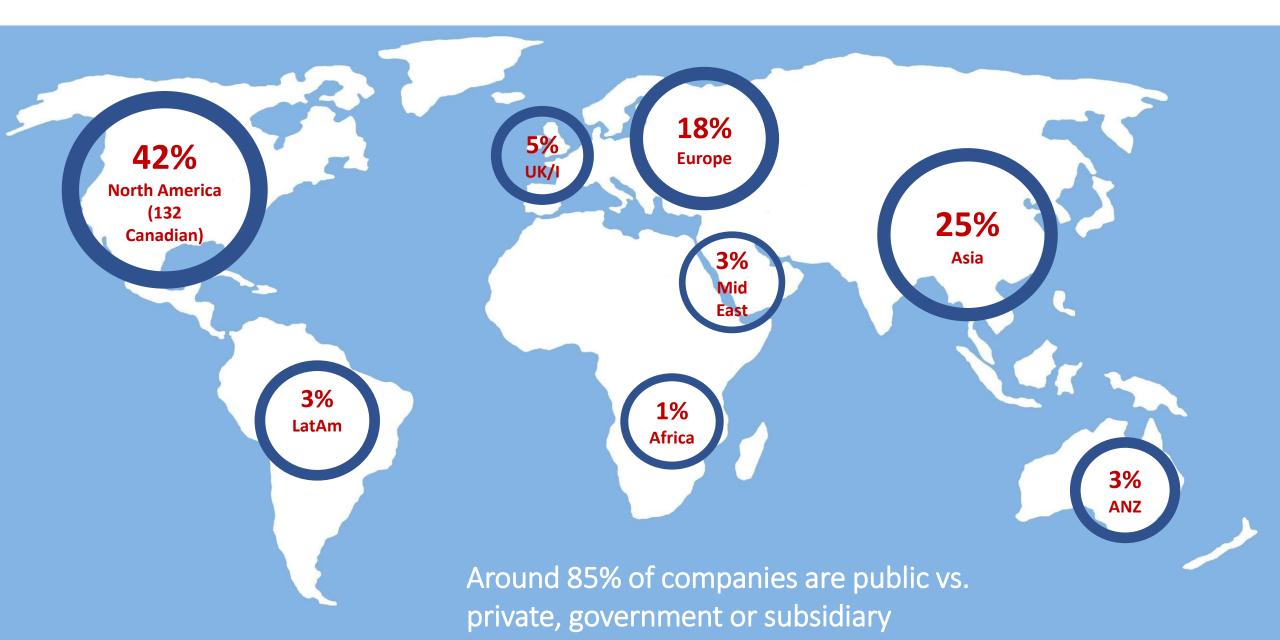
"If I was studying GE, this would be really helpful" — MBA student

"You're really pushing this one stop shop thing." "It's like having a huge mind map" — Dissertations advisor

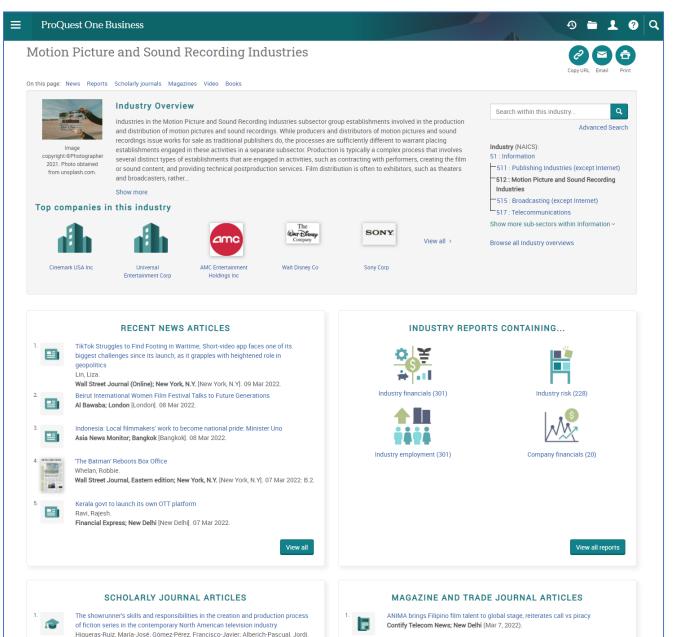
"This looks like a libguide and is similar to how a business librarian would categorize information into familiar categories for students" — Business librarian



## **Regional Distribution of Curated Companies**



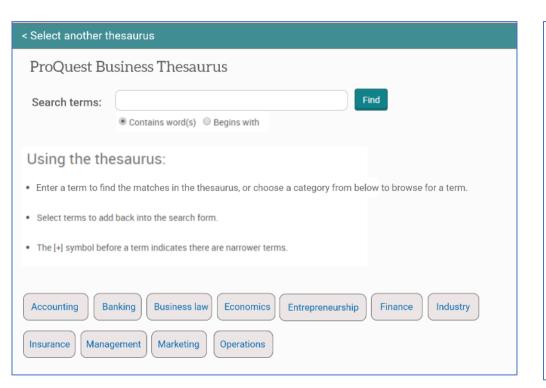
# Industry overview pages for 119 NAICs segments

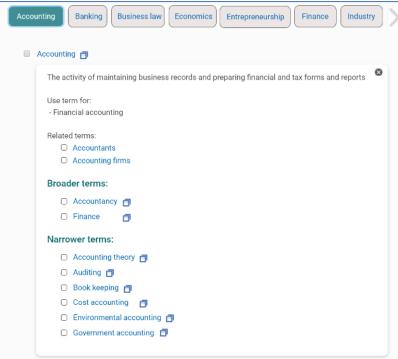




### **Improved Indexing Powers Better Search and Browse**

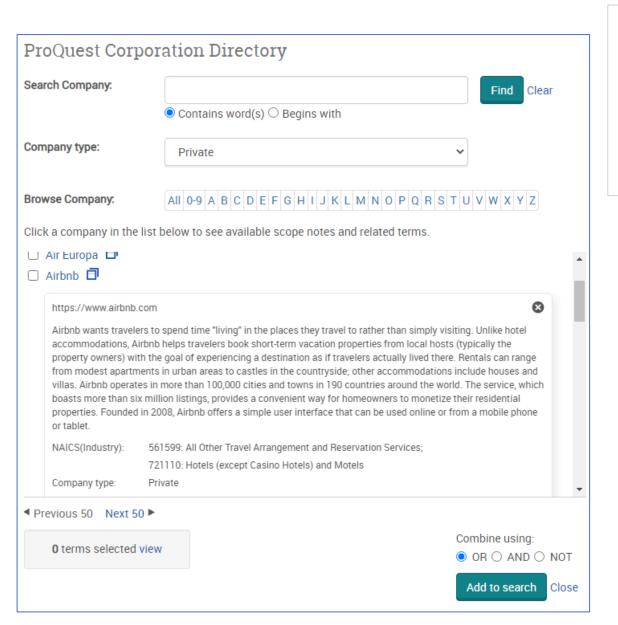
- New ProQuest Business Thesaurus almost 3k terms. Organized into categories aligned with AACSB curricula subjects
- Improved thesaurus experience
- Browse terms in your preferred business subject area
- Fewer clicks



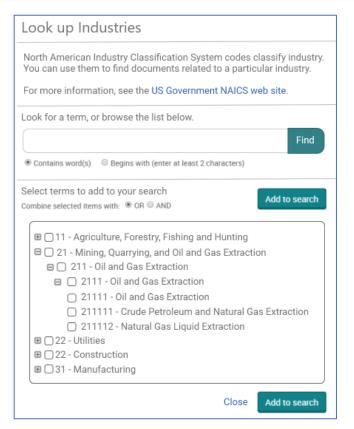


Term Count	Thesaurus Category Display				
624	Accounting & Tax				
309	Banking				
172	Business Law				
481	Economics				
253	Industry				
44	Entrepreneurship				
495	Finance				
347	Human Resources				
129	Insurance				
118	Management				
162	Marketing				
180	Operations				

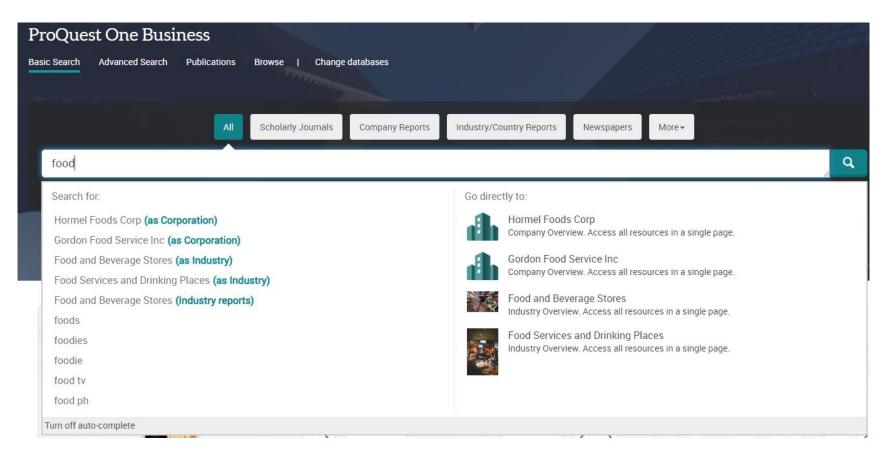
### **Improved Indexing Powers Better Search and Browse**



- New ProQuest Corporation Thesaurus almost 4k ranked companies, across over 80 countries
- Find by company type (private, public, subsidiary,government)
- NAICS hierarchy preserved; Explode-like selection. Applied against all relevant content



# Indexing-Driven Autocomplete = More Precise and Relevant Results



- Additional indexing improves search engine suggestions and relevance
- Matches what students see in search engines

"This is so much like Google suggestions; I use them always"

— 3<sup>rd</sup> year undergrad

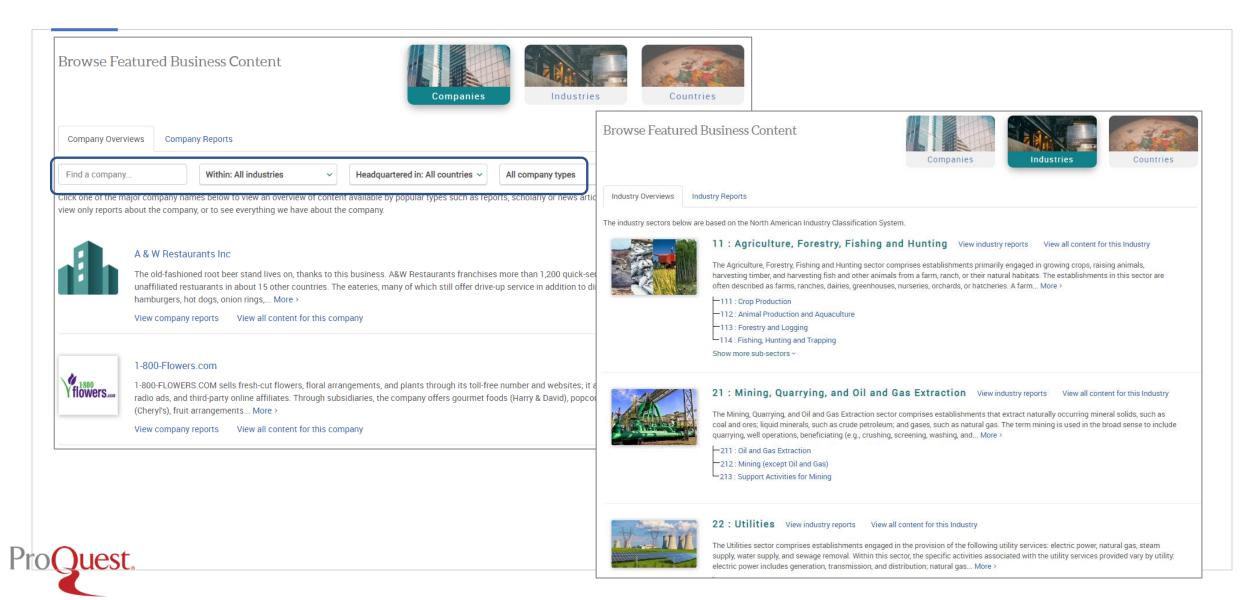
"It's like having GPS."

- University Faculty

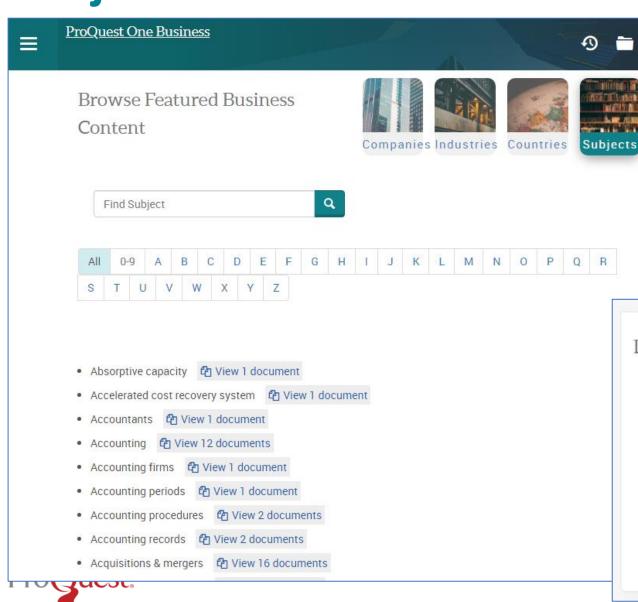


# New Browses/Guided Search Make It Easy for Students to Find the Best Content for Their Common Assignments (Industry, Country and Company Reports)

Part of Clarivate



### **Subject Browse**



#### Looking for business discipline content?



Companies

Investigate company overviews and reports.



Industries

Access industry overviews and reports by sector.



Countries

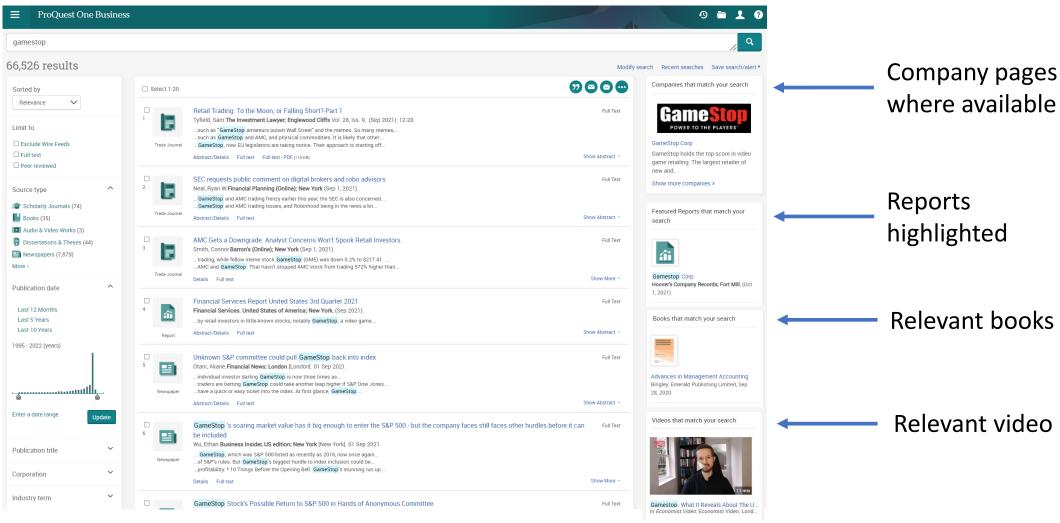
Explore country profiles, economic indicators, and business risk factors.



Subjects

Browse by business subject.

### Suggestive Search Results Surface Hard-to-Find Sources





### **Recommendations from Discovery**

Helps promote the ProQuest One Business interface to users who arrive in ProQuest via discovery or inbound link

All the more reason for the EU and its allies to help generously now. At root the real division among Ukrainians is not between east and west, but between hope and cynicism: between those who believe a better kind of government is possible and those who understandably think that, in their troubled post-Soviet nation, corrupt paternalism is the best they can do. Creating an honest, competent government, devoted to the well-being of its people, is the best way to persuade all Ukrainians that they are better off without the kleptocrats--and, incidentally, to show that the West is still a force for good.

Word count: 1025

(Copyright 2014 The Economist Newspaper Ltd. All rights reserved.)

Looking for business discipline content? Try using ProQuest One Business...



Companies

Investigate company overviews and reports.



Industries

Access industry overviews and reports by sector.



Countries

Explore country profiles, economic indicators, and business risk factors.



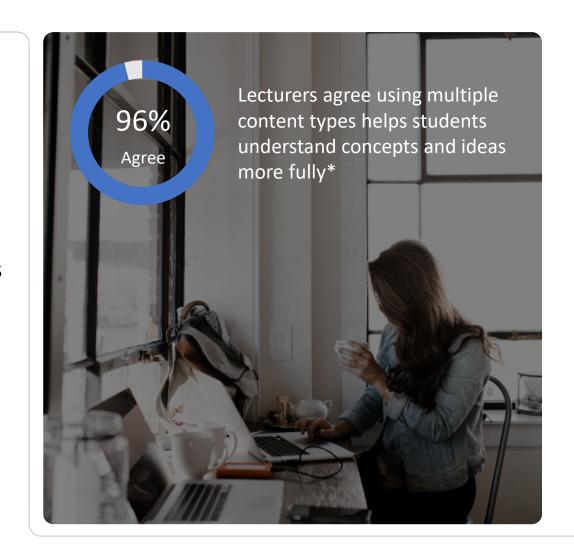
Subjects

Browse by business subject.



### **Meeting User Needs: Content**

- Researchers of all levels use many different content types in their work depending on the objective and stage of research. ProQuest One Business provides more of this content than any other database
- Content for all levels: From scholarly content such as journals and working papers, through teaching and learning resources such as case studies and market reports
- The latest thinking first: Peer review process can take
   2-3 years. Users can find the latest thinking in thousands of working papers, dissertations, and conference papers
- ProQuest One Business combines a simple, easy to use search, with more powerful advanced search features giving a rich experience to users of all levels





# **Important Scholarly Publishers**

Over 2,600 full-text scholarly journals from publishers such as















# **Key Scholarly Titles**

#### Including



















## **Essential Business Magazines and Newspapers**











**McKinsey Quarterly** 







FOREIGN AFFAIRS



THE ECONOMIC TIMES



### **Quality, Varied Content to Meet User Needs**



500k Working Papers



Over 25k Books



2,600k Scholarly
Journals



Over 30k Country Reports



15k Case Studies and Business Cases



Thousands of Company Reports & SWOTs



**50k Dissertations** 



20k Videos



Over 200k Analyst Reports



300k Industry & Market Reports



### The Latest Thinking First

First-released working papers, dissertations, conference papers can take 3 + years to get into scholarly journals or books

Working Papers

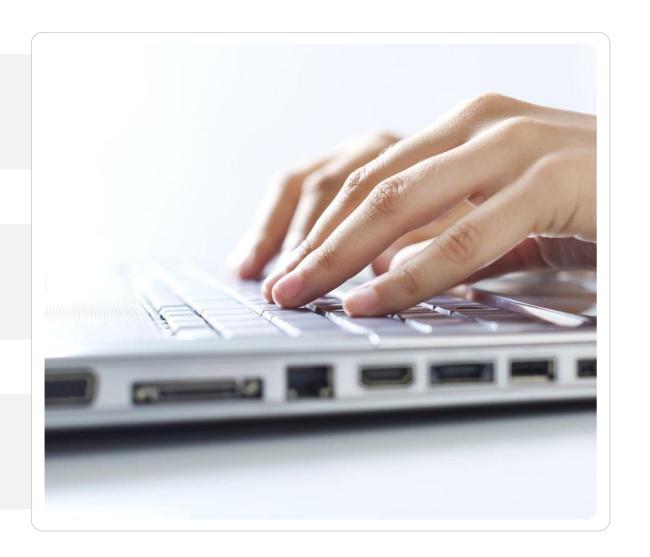
Over 550k with full text links

**Dissertations** 

Over 50k in full text

**Conference proceedings** 

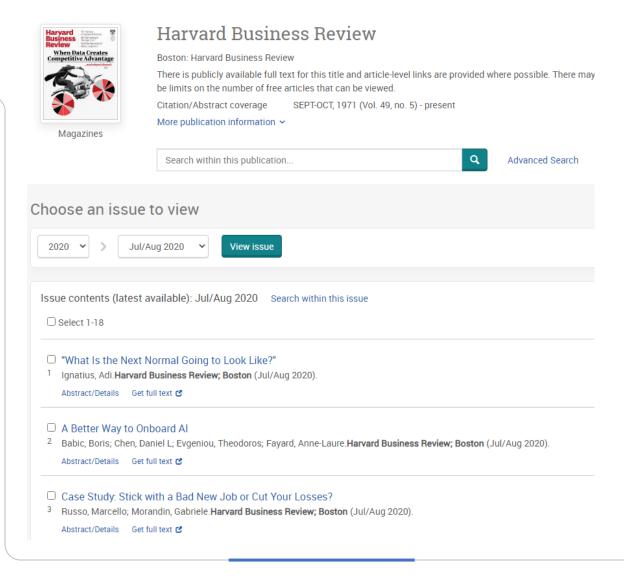
25k in full text



# Teaching Resources: Easing the Pain of the HBR Restrictions

Links to unrestricted articles freely available at HBR.org

Over 3,000 articles published since 2000



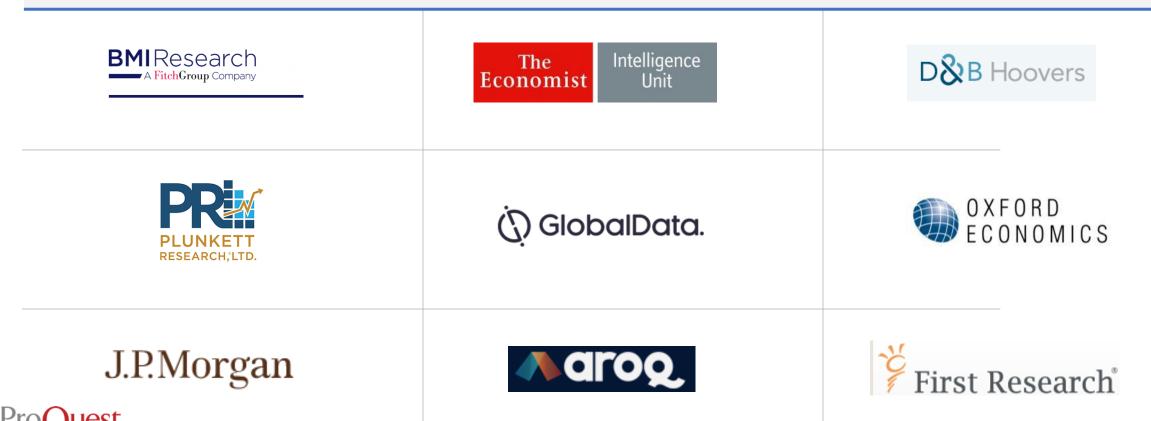


## **Teaching Resources: Market Information**

- 1000s of company profiles and SWOTs from premium, expensive providers
- Industry reports

Part of Clarivate

Country risk reports



### **Teaching Resources: Case Studies**

- Over 3,000 full-text business cases
- Allows students to see theory in practice

#### Life Cycle In Organizations: A Stationery Shop Case Study

Dr. Lorena Hernández von Wobeser, Universidad del Caribe, México

#### ABSTRACT

This teaching case reviews the basis of Life Cycle Model in order to understand the transitional stages in organizations. It focuses particularly on Adizes ten stages model. The single case presented here helps us to reflect on life cycle of a micro sized business in Cancún, México. As narrated by her owner; the micro-sized business has passes three stages that she calls: the beginning, the expansion and the foundation stages. This case study is suggested for undergraduate students in managerial or organizational studies programs.

Keywords: Organizational Life Cycle; Organizational survival; Organizational failure; Micro-sized Enterprise

#### INTRODUCTION

igh mortality in organizations is a trend topic in academic, managerial and official (government) documents, particularly in the study of MSMEs (Micro, Small, Medium-Sized Enterprises). Different terminologies have been used to refer to this phenomenon:

- Opening of a business/ closure of a business
- Entrepreneurial failure/ entrepreneurial success
- Organizational mortality/ organizational survival

This terminology has been used by a large group of scholars to approach the study of the continuity or failure of a business (some of the authors use them indistinctly). The terminology most used in the study of this topic is 'Life Cycle Model' (organizational mortality/organizational survival). In the first section of this paper a theoretical discussion about the basis of Life Cycle Model is presented. Then, the author describes the story of the *Stationery Shop Silvestre*, as her owner Graciela Mendoza narrates. Finally, in the last section some teaching notes are suggested for undergraduate students in managerial or organizational studies programs.



A04-18-0010

B. Tom Hunsaker William E. Youngdahl

#### IBM: Building with Blockchain

What the internet did for communications, I think blockchain will do for trusted transactions.

IBM needed a win. Facing flattening sales and increasing analyst concerns, the century-old giant that had reinvented itself so often before was in search of market game-changers. The company believed they found such an opportunity in 2014 when employee Jerry Cuomo and other IBM technologists dug deeply into the secure and decentralized ledger that powered cryptocurrency Bitcoin. Similar to open-source software, IBM saw widespread potential for blockchain technology outside of the currency it powered. But seeing a technology's promise is different from monetizing it at scale. How could IBM distinguish blockchain technology from the cryptocurrency for which it was known and attract large clients to adopt IBM's approach to the emerging technology? If successful, what could be next for IBM blockchain?

#### **IBM**

Founded in 1911, the company now called IBM (International Business Machines) was originally Computer Tabulating Recording Company (CTR). Born when four pioneering technology companies were brought together by Charles Flint, the firm manufactured and sold products from commercial scales, to punched cards, to tabulators.<sup>3</sup> Famed executive Thomas J. Watson joined the firm in 1914, and within a year became the company's president.<sup>4</sup> It was Watson who completed the integration of CTR's various companies, renamed the group IBM, and coined the firm's long-standing slogan *THINK*, stating, "The trouble with every one of us is we don't think enough—we get paid for working with our heads."<sup>5</sup>

IBM's commitment to building smart technology continued between 1960-1980. They innovated the first computer system family, IBM System/360, in 1964. This allowed enterprises for the first time to scale their computing capabilities. By 1980, the firm held a dominant position in enterprise computing—so much so that the IBM mainframe was nearly synonymous with industry computing efforts. This same year, IBM entered into agreement with Microsoft to provide the operating system for IBM's personal computer offering, IBM PC-DOC.

Without exclusive rights to the operating system (Microsoft retained the ability to license a parallel version named MS-DOC), IBM faced increased competition from new entrants who would replicate their hardware and license MS-DOC over the next decade and a half. In 1993, IBM posted the then largest loss in American corporate history (\$8 billion).<sup>6</sup>

### **Equality, Diversity & Inclusion**

- Thousands of full text items available
- Dedicated subject headings
- Sample periodicals
  - Equality, Diversity and Inclusion: An International Journal
  - Race and Social Problems
  - Journal of Business Diversity
  - Journal of Diversity Management (Online)
  - Journal of Best Practices in Health Professions Diversity
  - Diversity Insight [BLOG]
- Sample books
  - Diversity in Coaching: Working With Gender, Culture, Race and Age
  - Inclusion Imperative: How Real Inclusion Creates Better Business and Builds Better Societies
  - Racial and Ethnic Diversity
  - Social Entrepreneurship Teaching Resources Handbook
- Sample videos
  - Ebony McQueen-Harris Discusses Diversity And Inclusion
  - Next Generation Broadband (NGB): Tiffany Norwood States Entrepreneurs Still Face
     Barriers Related To Age, Sex and Race

Committing to diversity and inclusion means addressing common microaggressions

Place, Alyssa. Employee Benefit News (Online); New York (Sep 2, 2020)

Calif. Legislature passes racial, LGBTQ corporate board diversity mandate

Whieldon, Esther. SNL Kagan Media & Communications Report; Charlottesville (Sep 02, 2020)



Audio & Video Work

Anne Loehr Discusses Challenges Of Working In A Multicultural Environment

Miles to go: Stepping up progress toward gender equality

Ellingrud, Kweilin; Mekala Krishnan; Madgavkar, Anu. McKinsey Global Institute; New York, (Sep 16, 2016).

Second Fed Court Bars HHS From Axing ACA Transgender Protections

Lotven, Amy. InsideHealthPolicy.com's Inside Health Reform; Arlington Vol. 12, Iss. 37, (Sep 9, 2020).

### **New Subscribers to ProQuest One Business**







Leibniz-Informationszentrum Wirtschaft Leibniz Information Centre for Economics







































It will not only help our students complete their assignments, it will help them develop the research and critical-thinking skills that will be in high demand once they enter the professional world – Lety Camacho, Business Librarian, Brigham Young University

Like having a huge mind map

- Dissertations Advisor

Beautiful interface!

Library Director

This is so much like Google suggestions; I use them always

Undergraduate

Looks very helpful from a glance

– Undergraduate

The best attempt at a comprehensive business product I've seen...EBSCO hasn't updated their business product in 20 years"— **Business Librarian** 

"...exceptional searchability, navigability, functionality, and usability, make ProQuest One Business an excellent choice for faculty and students."— Rob Tench, Library Journal

The ProQuest One Business interface is sleek and intuitive.

Composite score: 4.75/5

*Interface/Searchability: 5/5* 

Kaci Resau, CharlestonAdvisor

#### Best New Product/Service

ProQuest One Business. This new database from ProQuest is a one-stop shop for most business faculty, students, and working professionals. "The database provides access to over 100 newspapers and wire feeds, 2,600 scholarly journals, 55,000 dissertations, 2,500 magazines, 25,000 e-books, 21,000 streaming videos, 15,000 case studies, and thousands of market and industry reports." (Kaci Resau, *TCA* 23, no. 1 [July 2021]: 43). It combines many of the top business-oriented databases on ProQuest in a single portal with a slick and intuitive interface. <a href="https://about.proquest.com/en/products-services/ProQuest-One-Business/">https://about.proquest.com/en/products-services/ProQuest-One-Business/</a>>

Nineteenth Annual Readers'
Choice Award, *Charleston Advisor*,
Oct 2021

# Learning Management System Integration – Critical to Student Engagement



Meets students where they are



**Blackboard** 



#### Why Choose ProQuest One Business Over Other Aggregators?

#### The widest coverage across scholarly and non-scholarly sources

#### **Coverage Strength**

	Simple, modern interface?	Scholarly Journals	Magazine/ Trade Pubs	News sources	Conference/ Working Papers	Dissertations	Breadth of Premium  Market Research  Providers	Books	Videos
ProQuest One Business	Yes	High	High	Medium	High	High	High	High	High
EBSCO Business Source	No	High	High	Low	Low	None	Low	Low	High
Gale Business Insights	Yes	Low	High	Low	Low	None	Medium	None	Low
NexisUni	No	Low	High	High	Low	None	High	None	Low
Factiva	No	Low	High	High	Low	None	Low	None	Low



#### Why Choose ProQuest One Business Over Other Aggregators?

#### Strong coverage of major market research supports student assignments and saves library budget dollars

Report type	Provider	ProQuest One Business	EBSCO Business Source	Gale Business Insights	Nexis Uni	Factiva
Company	D&B Hoover's					
Company	MarketLine (from Global Data)					
Company	Global Data					
Company	Plunkett Corporate Benchmarks					
Industry	BMI/Fitch					
Industry	Plunkett Research					
Industry	D&B First Research					
Industry	Aroq Just-series					
Industry	MarketLine					
Industry	Emerging Markets					
Industry	Euromonitor					
Country	Economist Intelligence Unit					
Country	BMI/Fitch					
Country	Oxford Economics					
Country	Country Watch					
Country	PRS Group					



#### Why Choose ProQuest One Business Over Other Aggregators?

#### ProQuest has the best full-text coverage of the major business press titles

Provider/Publication	ProQuest One Business	EBSCO Business Source	Gale Business Insights	Nexis Uni	Factiva
Wall Street Journal	Troquest one business	Source	maignea	NCXI3 OIII	ractiva
The Economist					
Financial Times					via third-party
Barron's					
Bloomberg BusinessWeek					
Harvard Business Review	Link out to FT				
Forbes					
Investor's Business Daily					
Fast Company					
Entrepreneur					
Business Insider					

#### And growing coverage of hard-to-license cases

Business Case Provider	ProQuest One Business	Business Source	Gale Business Insights	Nexis Uni	Factiva
Thunderbird School of Management					
IE (Spain)					
Darden Video Cases					
Various case journals					
Business Case Studies at MIT Sloan					
SHRM Case Studies					
Gale Global Case Study Collection					

Deans of 60 U.S. business schools rate Dow Jones, including The Wall Street Journal, as the highest quality providers of business and economic coverage in the U.S., followed closely by The Economist magazine, according to a survey conducted by the Donald W. Reynolds National Center for Business Journalism at Arizona State University

https://cronkite.asu.edu/news-and-events/news/business-school-deans-rank-business-coverage

#### CFOs prefer WSJ and The Economist

BY CHRIS ROUSH - JUNE 24, 2017

North American company CFOs prefer The Wall Street Journal and The Economist for news on specific topics, according to a report released this week by accounting and consulting firm Deloitte.



https://www2.deloitte.com/us/en/pages/finance/articles/cfos-signals-survey-growing-concerns-about-political-and-policy-uncertainty.html

Part of Clarivate

# **ProQuest One Business Subscribers can add** TDM Studio to support researchers

- Supports advanced and PhD-level research projects
- Potential to use in classrooms for analytical skills development
- TDM rights to major ProQuest partners
  - 99% of active publishers (88% of active publications) are eligible for TDM including high-demand publishers such as
    - Dow Jones
    - Economist Intelligence Unit
    - PR Newswire
    - Tribune Content Agency
    - All active scholarly journals
  - Exclusions include publications from Financial Times, Atlantic Monthly, Investor's Business Daily, and Plunkett Research

#### ProQuest **TDM Studio**

A Text and Data Mining Solution for Research, Teaching and Learning

#### Analyze. Connect. Discover.

TDM Studio puts the power of text and data mining directly in the researcher's hands. From an initial idea to the final output, this solution from ProQuest gives students, faculty and researchers access to text and data mining tools to help make new connections and uncover career defining research outcomes

- · Analyze: Access and analyze sought-after content for text and data mining with the flexibility of data analysis methods provided by ProQuest or using your preferred methods with open source programming languages R and Python.
- · Connect: Uncover relationships, patterns, and connections within and between datasets from a variety of sources. Collaborate in real time with your colleagues on text and data mining projects, improving productivity for your entire team.
- · Discover: Gain new insights and challenge previous findings with new discoveries through text and data mining. Keep your university at the forefront of data analytics with a solution designed for not only research, but also teaching and learning.



#### Sought-After Content

A collection of ProQuest disciplines and format types and the ability to upload your own datasets.



#### Flexibility

Utilize data analysis methods provided by ProQuest or your open-source programmatic languages like R and Python.



Shorten the time to create datasets, provide consistent data schemas, and collaborate in real time with colleagues on



#### & Learning

Enhance research, teaching designed for varied skill levels

