Full Length Research Paper

Improvement of hospital management by patterns of social thinking

Nasser Fegh-hi Farahmand¹* and Nahideh Fegh-hi Farahmand²

¹Department of Industrial Management, Tabriz Branch, Islamic Azad University, Tabriz, Iran. ²Department of Nursing, Tabriz Branch, Islamic Azad University, Tabriz, Iran.

Accepted 23 July, 2013

In today's hospital management, there are usually several products and services to fulfill certain functions. The success of products and services depends not only on whether it meets the commitment organizations expects, but also on how it compares with other management bodies by patterns of social thinking through products and services. Most likely, hospital management by patterns of social thinking will quantify success in many ways. The importance of strategic, long-term policy is to improve management in a very clear manner; as such, managers like to follow a similar and routine behavioral pattern. However, improvement of hospital management tends to run in cycles of previous years.

Key words: Hospital management, patterns, social thinking, commitment, organization.

INTRODUCTION

Hospital services have emerged as the fastest growing component of international trade. The importance and growth of the products and services reviewed that it is expanding globally. Furthermore, researchers believe that the primary objective of the corporate organization is the creation of dynamism, competitive structure and culture. Management behavior in organizations is regarded as a tool for organizations' growth and profitability, strategic innovation, organizational and customer-oriented changes. Correctly rating the importance of every committed organization is essential for the management process because it will largely affect the final target value of products and services, and the technical attributes. This paper proposes a method used by a committed organization that considers management by patterns of social thinking through information. The rise of intense competition among the domestic and global markets revealed the crucial role of management in the actualization and maintenance of competitive privilege development in the organizations.

LITERATURE REVIEW

During the last decade, theoretical and empirical researches have indicated that organization as a process occurs in various sites and situations, and it should not be viewed from only the economic-profit perspective. This article attempts to explain the improvement of hospital management by patterns of social thinking. Implementing management by patterns of social thinking can give a competitive advantage and help foster goodwill toward management approach. Individual organization in organizations' context includes the actions of key actors at every level for creating value in the organization. The rise in the standard of living results from increased management by patterns of social thinking and productivity changes in the needs and demands of the population. Management approach has been widely used to translate committed organizations' expectations to the technical attributes of products and services.

In today's hospital management by patterns of social thinking and environment, there are usually several products and services to fulfill certain functions. The success of products and services depends not only on committed whether it meets the organization expectations, but also on how it compares with other management bodies by patterns of social thinking through products and services. Most likely, hospital management by patterns of social thinking will quantify success in many ways. The importance of strategic, longterm policy is to improve management in a very clear manner. Whether management by patterns of social

^{*}Corresponding author. E-mail: farahmand@iaut.ac.ir.

thinking is about to launch a start-up process or whether it has been existing for years, must be guided by improvement. To begin the improvement process, hospital management by patterns of social thinking need to do some critical analysis; improvement is about realistic forecasting. Therefore, the design of hospital management in the products and services is becoming increasingly important and this importance will continue to grow over this century. Managers like to follow a similar and routine behavioral pattern.

Improvement of hospital management tends to run in cycles of previous years. Implementing management by patterns of social thinking can give a competitive advantage and help foster goodwill toward hospital management approach. The percentage of growth of the different management patterns of social thinking and the criteria used by committed organizations in their products and services continues to increase based on the patterns of social thinking. Success is about lucrative financial gains or about building something for management by patterns of social thinking. It is about making a difference in management by patterns of social thinking and community, or creating the very best product or service on the market or simply doing something management by patterns of social thinking love to do. It is not difficult to envision what management by patterns of social thinking want, but how will you get there. The key to hospital management by patterns of social thinking and success is having improvement in place. Management by patterns of social thinking are facing fundamental issues such as how to design and implement an effective quality service delivery system, which will help to establish and retain global market share. Much of the published work on quality focuses on manufactured products and services, but managers are paying more attention to emphasizing quality in services.

Hospital management

Is hospital management about making a difference in management by patterns of social thinking or creating the very best product or service on the market, or simply doing something one loves to do? Most likely, hospital management by patterns of social thinking will quantify success in many ways. It is not difficult to envision what you want out of hospital management by patterns of social thinking, but how will hospital management by patterns of social thinking get there. While the definition of what constitutes hospital management by patterns of social thinking varies, it is generally based on the number of employees and the turnover of products and services. When there are cross effects between innate hospital management and management experience, the variance of will also increase with management tenure in absence of commitment. Management committee with employees, suppliers and competitors has a stake and essential ingredient for success is a senior quality committee,

which provides leadership in quality and stimulates cultural change. Several papers (Murphy, 1986: 365; Foster and Rosenzweig, 1993: 37; Baker et al., 1994: 58; Poppo and Weigelt, 2000: 391; Fegh-hi Farahmand, 2003, 264) report a positive association between variance and management tenure and explain it as a consequence of commitment. However, one of this evidence can be explained from commitment theory and the other from the interaction between innate and acquired abilities. Other tests (Farber and Gibbons, 1996: 264) conducted with panel data are subject to the same doubts about the true causes behind their empirical evidence. Anyhow, tactical actions need to be taken for coupling quality with commitment organization or service receivers recovering satisfaction. Efforts of total hospital management by patterns of social thinking must begin at the very top and with the board of directors. The answers to this and other questions will provide valuable insights into the existing corporate culture and indicate the hospital management by patterns of social thinking's readiness for adopting management. Which management pattern facilitates rapid decision-making and often displays a high degree of innovation? The management techniques and operating structures employed are one way of identifying the maturity of the management by patterns of social thinking (Bridge et al., 2002: 651; Feghhi Farahmand, 2003a: 354). Therefore, hospital management by patterns of social thinking and capability relies in particular on coaching hospital management skills, which rely on emotional intelligence and emphasis on one-to-one, dialoguing, subordinate empowerment and mutually agreed targeting.

TECHNIQUES OF HOSPITAL MANAGEMENT BY PATTERNS OF SOCIAL THINKING

Hospital management by patterns of social thinking with successful quality cultures start by training and educating senior management followed by all employees that the establishment of quality teams is a top priority. A vision or approach statement is developed if the hospital management does not have one already. The key to the initial adoption of hospital management is continuous communication of the vision within a comprehensive communication improvement. In addition, it could happen that the proxies used for innate abilities can correlate with unobserved investments in the hospital management training by workers or with other proxies of innate abilities used by employers when the hospital management is hired (Fegh-hi Farahmand, 2011a: 231-240).

As a high-leverage intervention, the impact of a coach on a few key individuals can drive through massive changes in a corporate setting. Techniques of hospital management by patterns of social thinking can be related in part to the growing influence of the philosophies of management patterns of social thinking. In recent years, it has expanded most notably to include simultaneous management, benchmarking and increasing emphasis on issues relating to hospital management by patterns of social thinking. Clearly, hospital management by patterns of social thinking in seeking excellent status would appear to be faced with a far more complex task than was the case previously (Fegh-hi Farahmand, 2003). One of the main reasons for the inappropriate use of advanced management's technologies and techniques in organizations arises from an inadequate manv understanding of their production and operation problems and the integrated nature of modern technology. All too often, technological solutions are imposed which necessitate the hospital management to engage in management by patterns of social thinking and metamorphosis to effectively employ them (Bolton and Thompson, 2003: 111). These can often produce sub optimal results. Ideally, the reverse process should occur, where the management by patterns of social thinking progresses from a detailed understanding of its problems. which ensures that a particular technology or technique is adapted to meet the needs of the hospital management (Curran and Blackburn, 2002: 117; Fegh-hi Farahmand, 2011: 421). This process of adaptation should also take into account the production and operation, size and workforce. Hospital management needs to be framed in terms of the needs of management by patterns of social thinking rather than the other way round.

Moreover, the predictions of management could also be explained by the hypothesis of cross effects between innate and acquired ability together with additional assumption that there is periodical increase in abilities from work experience. It is a decreasing function of rapidly changing market and an important action for organizations because the improvement training decreases as a worker gets older. If this were the case, organizations would get another empirical prediction. Therefore, a possible alternative improvement would be obtained for the main predictions of hospital management by the commitment theory that can empirically be tested by models of dispersion. Coaching in the 'management by patterns of social thinking' setting provides a key component in the transformational processes towards value-driven management. Through its support for and focus on individual performance, it aims at achieving corporate rapidly changing market. Senior managers need coaching as the new theorists in coaching argue; coaching empowers individuals to achieve their inherent potential. Coaching makes sense as investment if it improves the performance of not only the individual, but of the hospital management by patterns of social thinking as well. In this sense, the word strategic becomes important (Fegh-hi Farahmand, 2011a: 231-233). A useful framework for analyzing the deficiencies of the hospital management operations by patterns of social thinking is to identify gaps in the production and operation that lead to inefficiencies and compare these inefficiencies to its own model of what constitutes world

class in its field. By applying an iterative process and identifying gaps in its performance, the hospital management by patterns of social thinking can assess the suitability of potential solutions at a level appropriate to the requirements and resources of hospital management by patterns of social thinking.

ADVANCEMENT OF HOSPITAL MANAGEMENT

The characteristics of corporate organization are newbusiness-venturing, innovativeness of products/services, innovation in the process, self-renewal, risk taking, and competitive privileges. Information about the characteristics of the organizations were collected from the sample of middle and top managers of each organization through face-to-face, consultant sessions, interview, and e-mail.. All the above-mentioned items proposed are based on the overall performance of the hospital management and it requires enterprises to evaluate performance from the perspective of commitment organization. For this reason, this study gives an overview of where hospital management by patterns of social thinking has been before now, where it is now, and where it is going in the future. The central approach of management activities under the enlightenment model is to raise the management level of hospital management by patterns of social thinking.

For better hospital management, rapidly changing market does not always mean implementing the most advanced technologies; instead, its competitiveness may arise from the flexibility and skills of its workforce, or a unique market niche resulting from management by patterns of social thinking (Shemwell, 1998: 158; Fegh-hi Farahmand, 2005: 188-196).

The starting point in the improvement of hospital management is the assumption that the corporate organization may be considered as a system, which enables individuals to employ the creative processes that offer them opportunity to apply or invent the technologies that can be purposeful for improvement in terms of the innovative activities' level (Echols and Neck, 1998). The characteristics were size of the industry (as regards the organization); age, formal education, and years in the current management (as regards personal characteristics of managers); and hierarchical level and functional area (as regards management positions). Formal education and experience improve the information available to organizations about managers' ability and that there will be better matching between employees' abilities and management over time. Conditional dispersion increases with formal education and work experience when the equation does not control for hospital management positions. Furthermore, this conditional dispersion is greater for those managers who, monitoring for age, have more years of education that this result interpreted because of the signaling properties of education (Harris and Holmstrom, 1982: 146; Fegh-hi Farahmand, 2011a,

231-240) and for which education could be used to signal their innate ability (Spence, 1976: 82). Organizations should expect higher dispersion for more educated workers if higher education is a more effective way of signaling hidden abilities than work experience. Otherwise, hospital management would prefer to take a management earlier on in life so that employers could learn about their hidden abilities from work experience. Further, in-depth work need to sort out these alternative improvement methods of the empirical evidence. Additionally, it is viewed as a good predictor of the small firms' progress in hostile environments. Organizational dispersion involves uncommon events and recognition of entrepreneurial firms.

These results cannot be explained by conventional human capital models and provide a more robust test of commitment. These components increase the performance of firms, the correspondence between organization and environment, and the speed of strategic reaction to environmental changes. There are, however, other possible results highlighted in the theory section, which come from management theory. For example, it may be that the return on investment in hospital management training decreases over time in situations where innate ability and acquired human capital interact in determining the workers' productivity. In that case, dispersion is expected to increase per additional year of hospital management at a lower rate than per year of general experience. To begin the improvement process, management by patterns of social thinking will need to do some critical analysis; improvement is about realistically forecasting where management by patterns of social thinking is going. Optimal utilization of improvement is advancing at a very fast pace, and obsolescence of physical infrastructure of skills and competence take place rapidly. Strengthening of improvement as a major initiative to modernize the infrastructure in organization will be undertaken. Management managers acquire specific human capital with the management experience (Topel, 1991: 109), which can only be properly evaluated when management are incorporated into the model.

There is evidence in the data that management tenure is higher for lower hierarchical positions than for higher ones. Management tenure is associated with lower estimated innate ability, because those managers whose ability believed to be higher promoted faster to higher hierarchical positions. Promotion to a higher hierarchical position may be the result of an optimal assignment of abilities to management or the consequence (Lazear and Rosen, 1981) of the incentives established by the organizations, as in tournament models.

HOSPITAL MANAGEMENT FOR RAPIDLY CHANGING MARKET

Mechanisms for setting up of more efficient funding mechanisms are examined either by creating new

structures or by strengthening or restructuring the existing ones, for promotion of basic research in improvement. Technology development of improvement as a strong base of improvement provides a crucial foundation. Knowledge of improvement would be further developed and harnessed for the purpose of generation. Management plays an important role in any general hospital management to address the problems of hospital management and the impacts of natural hazards. The introduction of management positions to explain differences in managerial skills could make the information about the characteristics of the manager irrelevant in its determination. After all, holding a particular management position implies having the ability required for the management. Monitoring of hospital management substantially reduces the effects of education and general work experience. Although hospital management heterogeneity and differences in hospital management by patterns of social thinking cannot be ruled out as potential improvement, the insurance effects predicted by the commitment models (Harris and Holmstrom, 1982: 251) may be an alternative improvement for the observed positive effect of experience and education in monitoring hospital management by patterns of social thinking. Another important result is that the effect of management tenure on monitoring hospital management becomes statistically significant and positive. All managers within a hierarchical position will have an estimated ability at the time of promotion to the hospital management position, which is equal to that demanded for that position. However, estimated ability at the time of promotion may vary in terms of precision if the hidden ability garnered from the information available about each manager varies. This implies that conditional variance within the management will increase with the continuation of management tenure commitment, and variance precision will be lower or higher for managers with a more formal education and more work experience at the time of the promotion, because there is more information available to estimate their ability.

Corporate organizational management is a process that creates products and services or innovative processes by establishing the entrepreneurial culture in an organization (Fry, 1993). A part of successful organizations is the corporate organizational aspect associated with the large organizations' growth. As variation increases with hospital management tenure (Murphy, 1986: 75; Baker et al., 1994: 115), the multivariate analysis of the error variance also led us to verify that it decreases with formal education and work experience prior to the current hospital management. A hospital management manager is a person who takes all the three steps simultaneously, whereas a successful management manager is the one who does the stages to gain the title of management manager. Organizations accompany venturous innovation while people are escaping from its risk. Innovativeness

is the step of technology development process. Commitment will continue in the new management, but the information content of this commitment is expected to be lower for managers who started the hospital management with more precision in their estimated abilities. The survival in the market is the outcome of these three phenomena, which can be used exchangeably. Innovativeness is an environmental requirement in the field of organizational management, which refers to the capability of a corporation to create a new product and successfully launch it to the market.

Striving for innovativeness brings about a lasting value, which is part of nature (Ergün et al., 2004: 260). The concept of innovative products has attracted the attention of some experts and researchers. In other mean, innovativeness is one of the essential competitive instruments for achieving success and long-term survival of organizations.

The increase of attention to innovativeness can be a key factor in the success of enduring competitive privilege of organizations. The relative importance rating is obtained from the traditional rating methods, such as commitment organization expectations survey, expert opinion, and analytic hierarchy process method. The present point method is very straightforward, and there are many papers discussing it in management approach 112; Robertshaw, (Cohen, 1995: 1995: 331). Nevertheless, this improvement ignores possible differences in productivity between hierarchical levels and differences in information about innate ability not captured by such observable variables as education and experience. In the current literature, some existing methods incorporate management by patterns of social thinking information to prioritize the expectations of committed organizations.

Management process with analytic hierarchy process were proposed and used in rating the expectations of committed organizations and their sensitivity (Aswad, 1989: 95; Karsak et al., 2002: 75) voiced in the management approach analyzed. However, committed organizations' opinions are often vague and they contain ambiguity and multiple meanings (Khoo and Ho, 1996: 95). From the committed organization perspective, all methods have the same characteristics that are coordinated with the basic force of management approach and committed organization driven design.

SUCCESS OF HOSPITAL MANAGEMENT BY PATTERNS OF SOCIAL THINKING

Management approach has been widely used as a multi functional design tool to translate committed organization expectations to technical attributes of products and services. Thus, management approach used to help design teams to develop products and services with higher quality to meet or surpass committed organization expectations. Correctly rating the importance of every committed organization expectation is essential to the management process because it will largely affect the final target value of the products and services' technical attributes. Therefore, it is important to integrate the analysis of hospital management by patterns of social thinking into products and services design and development. Then, the ranking of committed organization expectations for the allocation of development resources should be based also on the analysis of management by patterns of social thinking. The observed convexity between hierarchical positions can be seen in the differences that exist in hospital management variables. Managers who have held their positions for a longer period will have acquired more management approach, as such management acquisition increases with the innate ability of the managers (Gibbons and Waldman, 1999: 155). However, today, several products and services can satisfy the committed organization that simply meets their expectation to guarantee a successful products and services production. Management by patterns of social thinking must consider their positions to make sure that their products and services would not lag behind other management patterns. The key to management by patterns of social thinking is successfully having an improvement method in place. Hospital management by patterns of social thinking competes with the quality level of their products and services that managers cannot manage their hospital; as such, they will have problems surviving. Managers are promoted to higher managerial levels for management by patterns of social thinking, but their promotion on an average level is not based on the differences between levels (Baker et al., 1994: 307). The gradual strategies are the outcome of a continuously improving process. Put differently, hospital management could improve and develop the knowledge and the process. Radical strategies are a completely new phenomenon, which can be obtained through investigation and development in the industrial, investigative laboratories. The organizations are ordered to keep pace with technology, markets, and flow and even rebuild them. The management is corporate culture, which persuades the staff for innovativeness and gaining an organizational perception of developing new products or processes. Whether management by patterns of social thinking is about to launch a start-up process or whether it has been existing for years, must be guided by improvement. In spite of this general awareness, such long-term, strategic-level improvement has been lacking in management by patterns of social thinking. A central motivation for this has been the public uneasiness towards many of the technology applications of gene management by patterns of social thinking, as well as the general distrust of the public towards officials, scientists and representatives of hospital management in curbing the risks of hospital management.

In order to be able to do this successfully, the products

and services of hospital management by patterns of social thinking has to view its customer relationships from a expectation perspective. There are always relationships between products and services of management by patterns of social thinking and its committed organization expectations. The key issue is whether or not the management by patterns of social thinking wants to make use of these relationships in the way it manages committed organization expectations, and whether or not a given committed organization wants to manage the relationship with the products and services provider.

Ceaselessly, management by patterns of social thinking should set up definite policy and target, and the degree of customer satisfaction should be clarified. According to quality target, enterprises should improve on their total management system structure, authority and responsibility control, and operation process, in order to ensure that there is improvement and achieve enterprise quality target. In addition, hospital management by patterns of social thinking should carry out communicating harmonization, encourage staff involvement and full commitment to customer satisfaction, also managers' decision-making should comply with the quality and target as the maximum guidance principle. Hospital management as a pattern of improvement that integrates the objectives, policies, and action sequences of an organization into a cohesive whole if well formulated, can be useful in allocation of an organization's resources into a unique and viable posture based on its relative internal competencies and shortcomings, predicted environmental changes, and intelligent rivals' contingent moves. Hospital management has large-scale and future-oriented improvements for interaction with the competitive environment to optimize achievement of an organization's objectives. In other words, it is a game improvement that although does not detail all of the future needs associated with people, finances, or materials, but provides a framework for decision-making. Management by patterns of social thinking must provide all required resources, according to the improvement then produce and sell products to commitment organization. After the adjustment and improvement, management by patterns of social thinking should re-measure customer expectations, to ensure the improvement scheme is proper and effective.

Improvement of hospital management by patterns of social thinking

Determination of an organization's major and long-term goals can be achieved by allocation of the required resources for achieving the goals. Managers who need less work experience to reach their current hierarchical position are also those with higher innate abilities. Thus, the marginal return of hospital management tenure that lasted for one year would decrease with the age of the manager. The marginal return of management tenure decreases with the age of the manager, but cannot rule out the alternative of investment in hospital management training, as managers get older. The evidence suggests that better assignment of managers to hospital management positions because of commitment competes with incentive/tournament reasons for explaining the promotion of managers to higher management level, something that has often been ignored in previous empirical tests of tournament models (Eriksson, 1999: 81; Conyon et al., 2001: 301). Implementing good environmental and social practices can give hospital management a competitive advantage and help foster goodwill toward hospital management by patterns of social thinking. Ways should be discussed in which hospital management by patterns of social thinking honors ethical values and respects people, community, and the environment. Definite policy and target should be set up for management by patterns of social thinking and the degree of customer satisfaction should be clarified.

After the adjustment and improvement, enterprises should re-measure customer satisfaction, to ensure that the improvement scheme is proper and effective. Management by patterns of social thinking should provide committed organizations feedback information to management for inspection and verify appropriateness and effectiveness of the definition of quality policy and target, quality scheme and operation methods. The empirical results that the assignment of a manager to a particular hospital management level reveals the information employers have about the management's hidden ability at the time of the assignment. The fact that commitment continues after the assignment suggests that the assignment was made with imperfect information. If promotions are based on the estimated management ability of the individual managers, workers assigned to a given hierarchical level at the same moment in time will have similar expected abilities, albeit assessed with different levels of precision. Some relevant certifications are fair-trade certification, organic certification, or leadership in energy and environmental design certification. Environmental programs and resources could influence management to search for funds to become environmentally efficient. In order to stay competitive in today's market, hospital management by patterns of social thinking might want to consider where corporate social responsibility fits into its operations. There is no consensus upon the sense of innovativeness. This concept defined as a creation of novelty, is an approach of a behavior or belief that is novel for the organization. Research has that innovativeness as a degree of novelty that is in connection with the corporate and outside world. Although introducing management is necessary, it is not sufficient for starting innovation. The innovative product or service should outrival the competitors in the market. Management by patterns of social thinking has witnessed what has happened to manufacturers that allowed the guality of their products

and services to deteriorate. They also recognize that providing high-quality products and services to keep a customer is much less expensive than acquiring a new one. Products and services' quality has a major effect on the ability to attract and retain both committed organization and employees, and it contributes directly to superior productivity. For this reason, implementing good environmental and social practices is paramount and can give management a competitive advantage and help foster goodwill toward hospital management by patterns of social thinking. Ways in which management by patterns of social thinking honors ethical values and respects people, community, and the environment should be discussed. Therefore, the design of hospital management in the delivering effective services is becoming increasingly important and this importance will continue to grow over this century. Improving the quality of hospital management is facing fundamental issues such as how to design and implement an effective quality service delivery system, which will help to establish and retain global market share. Much of the published work on quality focuses on manufactured products and services, but managers pay more attention to emphasizing quality in services. The reason is the general perception that the quality of products and services is not good.

CONCLUSIONS

According to quality target, enterprises should improve on their total management system structure, authority and responsibility control, and operation process, in order to ensure that there is improvement and achieve enterprise quality target. Management by patterns of social thinking should carry out communication harmonization, and encourage staff involvement and full commitment to customer satisfaction. Managers' decision-making should comply with the policy and target as the maximum guidance principle. Hospital management by patterns of social thinking provide all required resources, according to the improvement then produce and sell products to committed organization. For effective hospital management feedbacks, the degree of customer satisfaction must be verified. If it does not achieve the expected degree of satisfaction, the manager should identify the cause and work out an improvement scheme to enhance customer satisfaction. Rectification and prevention methods can be applied through adjusting original quality policy and target, quality rules, communication, training, resources and operation process. If hospital management experience and formal education improve the precision of assessment, then management dispersion is expected to increase with these two variables.

Any hospital management that cannot run its management effectively will have problems surviving. Management is regarded as one of the prerequisites of

success and survival of the organizations is classified into improvement and management in economy and business. The empirical prediction coming from this is that hospital management dispersion will be lower in that the assessment of their ability was more imprecise at the time of the promotion. In order to be able to do this successfully, the management pattern has to be viewed from the perspective of the products and services' quality improvement. Relationships always exist between products and services, and the expectations of committed organizations. The key issue is whether the firm wants to make use of these relationships in a way it can manage the expectations of committed organizations, or whether a given committed organization wants to be managed by the products and services' provider. In this paper, the importance and growth of the products and services sector was reviewed. The products and services sector is expanding globally. The percentage of growth of the different economic criteria in the products and services sector continues to increase as the manufacturing base declines.

Therefore, improving quality is becoming a major objective in hospital management by patterns of social thinking throughout the world. The recognition of the fact that growth in the rapidly changing market is a function of quality led to the increasing emphasis on hospital management.

REFERENCES

- Aswad A (1989). Quality function deployment: a systems approach. In Proceedings of the 1989 IIE integrated systems conference, Norcross, GA, pp. 27-32.
- Baker G, Gibbs, Holmstrom B (1994). The Wage Policy of a Management by patterns of social thinking. Q. J. Econ., p. 92.
- Baron RM, Kenny DA (1986). The distinction in social research. J. Person. Soc. Psychol., p. 51.
- Bolton B, Thompson J (2003). Entrepreneurs and Technique, London: Butterworth Heinemann.
- Bridge S, O'Neill K, Cormier S (2002). Understanding Enterprise, London: Macmillan.
- Cohen L (1995), Quality function deployment: How to make QFD work for you, Addison-Wesley, Massachusetts.
- Conyon MJ, Simon IP, Graham VS (2001). Corporate Tournaments and Executive. Strateg. Manag. J., p. 22.
- Curran J, Blackburn R (2002). improvementning and Local Economic Networks, London: Paul Chapman.
- Eriksson T (1999). Executive and Tournament Theory. J. Labor Econ., p. 17.
- Farber HS, Gibbons R (1996). Commitment and Wage Dynamics. Q. J. Econ., p. 111.
- Fegh-hi Farahmand N (2003). Permanent Management of Organization, First edition, Frouzesh Publication, Tabriz, Iran, pp. 70-83.
- Fegh-hi Farahmand N (2003a). Strategic Structure of

of Organization, Forth edition, Islamic Azad University, Tabriz Branch, Iran, pp. 110-125.

- Fegh-hi Farahmand N (2005). Strategic Management of Organization, First edition, Frouzesh Publication, Tabriz, Iran, p. 19.
- Fegh-hi farahmand N (2011). Active and Dynamic Management of Organization, Second edition, Frouzesh Publication, Tabriz, Iran, pp. 87-190.
- Fegh-hi Farahmand N (2011a), Technology Management of Organization, Second edition, Frouzesh Publication, Tabriz, Iran, pp. 11-198.
- Foster AD, Rosenzweig MR (1993), Information Commitment, and Wage Rates in Low-Income. J. Hum. Resour., p. 28.
- Fry LW (2003). Toward a theory of spiritual leadership, Leadersh. Q., 14: 693-727.
- Gibbons R, Waldman M (1999). A Theory of Wage and Promotion Dynamics. Q. J. Econ., p. 114.
- Harris M, Holmstrom B (1982). A Theory of Wage Dynamics. Rev. Econ. Stud., p. 49.
- Karsak EE, Sozer S, Alptekin SE (2002). Product improvement in quality function deployment using a combined analytic network process and goal programming approach. Comput. Ind. Manage., 44(1): 171-190.

- Khoo LP, Ho NC (1996). Framework of a fuzzy quality function deployment system. Int. J. Prod Res., 34(2): 299-311.
- Lazear E, Rosen S (1981), Rank Order Tournaments as Optimum Labour Contracts. J. Polit. Econ., p. 89.
- Murphy KJ (1986). Incentives and Commitment. J. Econ., p. 17.
- Poppo L, Weigelt K (2000), A Test of the Resource-Based Model Using., J. Econ. Manage., p. 9.
- Robertshaw W (1995). Using an objective sales point measure to incorporate elements of the Kano model into QFD. Transactions from the 7th Symposium on QFD, pp. 201-216.
- Shemwell D (1998). Practices for Sales Culture. Int. J. Market., 16: 7.
- Topel R (1991). Specific Capital, Mobility, and Wages. J. Political Econ., p. 99.