



Resources:

- Books
- Business Journals
- Company Profiles
- Country Reports
- Financial Data
- Harvard Faculty Seminar Series Videos
- Market Reports
- Industry Profiles
- SWOT Analyses
- 60,000 Associated Press Videos

Areas covered:

- Accounting
- Banking and Finance
- Business News
- Business Strategy
- Management
- Marketing
- Regional Business

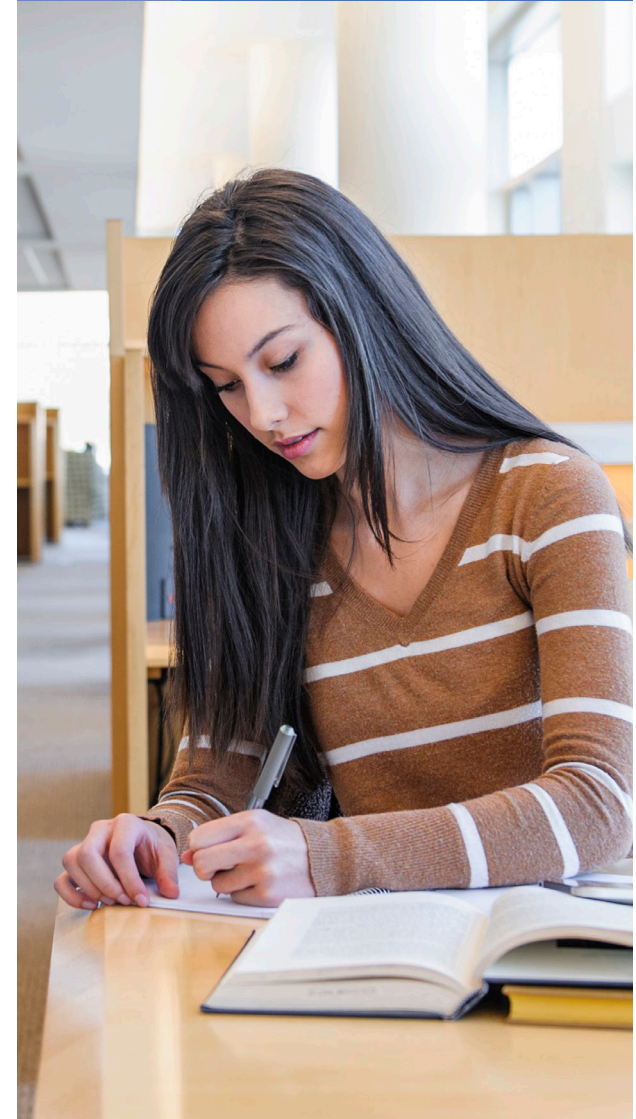
Five key resources in Business Source to help with your business research:

- 1 Harvard Faculty Seminar Series Videos:** Watch related videos from Harvard Business School which appear in your results. (Available with Business Source Complete and Business Source Ultimate)
- 2 Company Profiles:** Get information on key executives, competitors, major products and services, revenue and market value.
- 3 SWOT Analyses:** Learn the strengths, weaknesses, opportunities and threats of a company.
- 4 Country Reports:** Get information on a country's political climate, economic condition, government spending, gross domestic product of the region hosting the company you're searching.
- 5 Industry Profiles:** View profiles of the industry to which a company is related.

Researching Business Studies?



**Start with
Business Source**



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Search articles, books, journals & more

Searching: Business Source

A Business development **C** All fields

B AND All fields

AND All fields

+ Add fields Basic search

D Filters Search options Publications Subjects

Limit your results Clear all

Full Text

References Available

Peer Reviewed

Publication Date

All time

Past 12 months

Past 5 years

Past 10 years

Custom range

E Publication

Publication Type

My dashboard

- Overview
- Projects
- Saved
- Searches
- Viewed
- Holds & checkouts
- Journal alerts

Research tools

- New search
- Publications

Additional Resources

- Library Homepage
- EBSCO Connect
- Find my Organization

Search Screen:

- A Search Box**
Start your research by entering keywords to search journals, books and more.
- B Search Expanders**
Place AND or OR between search terms.
- C Apply Additional Fields**
- D Filter Search**
Add filters including Publication Date, Author, Peer Reviewed, Linked Full Text and Abstract Available.
- E Search History**
Review search history, save searches and create alerts.

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Searching: Business Source

Business development

1 All filters (0) Full Text Peer Reviewed All time Source type **4** Advanced search **2**

Results: 2,994,167

Relevance

3 Periodical

5 **What Today's Rainmakers Do Differently.**
As "doer-sellers," professional services partners are responsible for not just delivering services but also the entire **business-development** process. As "rainmakers," they must build aw... Show more
Subjects: **Business development**; Professional employees; Service industries; **Business-to-business trans**
Clients: **Business networks**; +4 more
Published in: Harvard **Business Review**, Now/Dec/2023
Database: Business Source
By: Dixon, Matthew; Channer, Rory; McKenna, Ted; Freeman, Karen
Access options View details

Peer reviewed | Academic Journal

Scrutinizing **Business Development Research: Dynamic Retrospective Analysis and Conceptual Evolution.**
While prevalent in enterprise practice, **business development** (BD) activities have garnered limited attention within academic circles, leading to a noticeable dearth of discussions regarding their compr... Show more
Subjects: **Business development**; Research & development; **Business literature**; Research and **Development in the Physical, Engineering, and Life Sciences (except Biotechnology)**; Research and **Development in Biotechnology**; Retrospective studies; +1 more
Published in: Administrative Sciences (2076-3387), Apr/2024
Database: Business Source
By: Wei, Yu-Min; Lin, Hsin-Mei
Access options View details

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Results List Screen:

- 1 Filter Results**
Refine searches without navigating away from the results page.
- 2 Advanced Search**
Change from the Basic Search Screen to Advanced.
- 3 Projects Folder**
Use the Projects folder to print, email or save multiple results at once.
- 4 Source Types**
Choose SWOT Analyses, Country Reports or Industry Profiles.
- 5 Related Subjects**
Explore related related subjects to articles.