



Editorial Note

The first case is an exposition of channel management practices at a cotton seed distribution company based in India. The various challenges of managing different channel partners are deliberated upon, including the pull and push strategies adopted.

The second case is about an educational institution which went to oblivion because of the conflicting interests, power bases and coalitions arising out of organisational politics and poor leadership. An institution which was initiated by one of the best educational groups in Rajasthan, India, which is successfully running many renowned educational institutions including a university had to eventually close down because of the errors in the thought and action in the politics of organizational life.

The final case describes the dilemma of a newly appointed Chief Financial Officer. The company where she has just been appointed has given an important responsibility to her to decide whether her company should implement the new tax scheme or continue with the previous one. She has a dilemma as she has no prior experience in dealing with a contentious issue like this. Interestingly she took up the responsibility as, “*this is the time for me to prove that I am capable of handling my job efficiently*”. The readers can follow through what and how she reaches her decision on the above-mentioned issue.

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