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With forty well structured and easy to follow topics to choose from, each workbook has a wide range of case studies, questions and activities to meet both an individual or

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organization's training needs. Whether studying for an ILM qualification or looking to enhance the skills of your employees, Super Series provides essential solutions, frameworks and techniques to support management and leadership

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development.

Instructional Design Theories and Models is a thorough yet concise overview of eight of the most comprehensive and best-known attempts to integrate knowledge about effective and appealing

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instruction. Chapters were written by the original theorists to provide a more accurate and behind-the-scenes look at the theories' development. Instructional Design Theories and Models will provide educators, researchers, and students with: *

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**easy access to a broad range of
integrated prescriptions for
improving the quality of instruction
* chapters facilitating analysis,
understanding, and evaluation of the
theories * editors' notes, chapter
forewords, and a commentary**

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**chapter that identify similarities and differences among the instructional theories * introductory chapters that provide guidance for developing a common knowledge base of integrated prescriptions
Business to business markets are**

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considerably more challenging than consumer markets and as such demand a more specific skillset from marketers. Buyers, with a responsibility to their company and specialist product knowledge, are more demanding than the average

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consumer. Given that the products themselves may be highly complex, this often requires a sophisticated buyer to understand them.

Increasingly, B2B relationships are conducted within a global context. However all textbooks are region-

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specific despite this growing move towards global business relationships – except this one. This textbook takes a global viewpoint, with the help of an international author team and cases from across the globe. Other unique features of

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**this insightful study include:
placement of B2B in a strategic
marketing setting; full discussion of
strategy in a global setting including
hypercompetition; full chapter on
ethics and CSR early in the text; and
detailed review of global B2B**

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services marketing, trade shows, and market research. This new edition has been fully revised and updated with a full set of brand new case studies and features expanded sections on digital issues, CRM, and social media as well as personal

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selling. More selective, shorter, and easier to read than other B2B textbooks, this is ideal for introduction to B2B and shorter courses. Yet, it is comprehensive enough to cover all the aspects of B2B marketing any marketer needs,

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**be they students or practitioners
looking to improve their knowledge.
Never Lose a Customer Again
Security Analysis and Portfolio
Management
Deep Learning and Data Labeling
for Medical Applications**

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Managing Time

**First International Workshop,
LABELS 2016, and Second
International Workshop, DLMIA
2016, Held in Conjunction with
MICCAI 2016, Athens, Greece,
October 21, 2016, Proceedings**

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Organisational Environment

In this ambitious and densely worked novel, we begin to see early signs of Ngugi's increasing bitterness about the ways in which the politicians are the true benefactors of the rewards of independence.

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With its abundance of step-by-step solved problems, concepts, and examples of major real-world companies, this text brings unparalleled clarity and transparency to the course. In the new Fourth Edition , all aspects of operations

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management are explained—its critical impact in today's business environments, its relation to every department in an organization, and the importance of an integrated supply chain focus. Quantitative and qualitative topics are

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balanced, and students are guided through the coursework that will help lay the foundations for their future careers.

Many of the earliest books, particularly those dating back to the 1900s and before, are now extremely scarce and

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increasingly expensive. We are republishing these classic works in affordable, high quality, modern editions, using the original text and artwork.

A Global Perspective
The Marriage Effect
Quasi Government

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Manifest Your Desires
Building SOA Solutions Using the
Rational SDP

*"Today, companies are competing
in a very different environment than
they were only a few years ago.*

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Rapid changes such as a globally interconnected environment, the Internet, big data analytics, advances in technology, and sustainability imperatives have required businesses to adapt their standard practices. Operations

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management (OM) is the critical function through which companies can succeed in this competitive landscape. Operations management concepts are not confined to one department. Rather, they are far-reaching, affecting

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every functional aspect of the organization. Whether studying accounting, finance, human resources, information technology, management, marketing, or purchasing, students need to understand the critical

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*impact operations management has
on any business"--*

*HANDBOOK of IMPROVING
PERFORMANCE IN THE
WORKPLACE Volume 2: Selecting
and Implementing Performance
Interventions In this groundbreaking*

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volume, leading practitioners and scholars from around the world provide an authoritative review of the most up-to-date information available on performance interventions, all presented within a holistic framework that helps ensure

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the accomplishment of significant results. Addressing more than 30 performance interventions, with such varied topics as Incentive Systems, e-Learning, Succession Planning and Executive Coaching, this volume guides readers through

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the development of comprehensive performance improvement systems. Each chapter illustrates in practical terms how to select, plan, implement, and manage performance interventions, as well as how to evaluate their results.

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Through best practices research, comparative analysis, illustrative case studies from around the world, and editorial guidance on how to link together diverse interventions, the handbook is an important guide for achieving desired results in the

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workplace and beyond. Sponsored by International Society for Performance Improvement (ISPI), the Handbook of Improving Performance in the Workplace, three-volume reference, covers three main areas of interest

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including Instructional Design and Training Delivery, Selecting and Implementing Performance Interventions, and Measurement and Evaluation.

For undergraduate courses in investments. This comprehensive

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interface of traditional and modern approaches to securities analysis and portfolio management embraces a global approach and uses the unique feature of applying concepts to a continuous example, McDonald's Corporation.

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*Turn Any Sale into Lifelong Loyalty
in 100 Days*

*The Essentials of Research
Methodology for Nigerian Educators
Compendium of Innovative E-
government Practices
The New Criticism*

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*Cases on Challenges Facing E-
Learning and National Development
Summaries of Papers Presented at
the Conference on Lasers and
Electro-optics*

*This book constitutes the refereed
proceedings of two workshops held at the*

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19th International Conference on Medical Image Computing and Computer-Assisted Intervention, MICCAI 2016, in Athens, Greece, in October 2016: the First Workshop on Large-Scale Annotation of Biomedical Data and Expert Label Synthesis, LABELS 2016, and the Second International Workshop on Deep Learning

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in Medical Image Analysis, DLMIA 2016. The 28 revised regular papers presented in this book were carefully reviewed and selected from a total of 52 submissions. The 7 papers selected for LABELS deal with topics from the following fields: crowd-sourcing methods; active learning; transfer learning; semi-supervised

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learning; and modeling of label uncertainty. The 21 papers selected for DLMIA span a wide range of topics such as image description; medical imaging-based diagnosis; medical signal-based diagnosis; medical image reconstruction and model selection using deep learning techniques; meta-heuristic techniques for

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fine-tuning parameter in deep learning-based architectures; and applications based on deep learning techniques. The complete reference guide to the hot technology of cloud computing Its potential for lowering IT costs makes cloud computing a major force for both IT vendors and users; it is expected to gain

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momentum rapidly with the launch of Office Web Apps later this year. Because cloud computing involves various technologies, protocols, platforms, and infrastructure elements, this comprehensive reference is just what you need if you'll be using or implementing cloud computing. Cloud computing offers

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significant cost savings by eliminating upfront expenses for hardware and software; its growing popularity is expected to skyrocket when Microsoft introduces Office Web Apps This comprehensive guide helps define what cloud computing is and thoroughly explores the technologies, protocols,

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platforms and infrastructure that make it so desirable Covers mobile cloud computing, a significant area due to ever-increasing cell phone and smartphone use Focuses on the platforms and technologies essential to cloud computing Anyone involved with planning, implementing, using, or maintaining a cloud computing

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*project will rely on the information in
Cloud Computing Bible.*

*Instructional-design Theories and Models:
An overview of their current
status* Psychology Press

*Handbook of Improving Performance in
the Workplace, The Handbook of Selecting
and Implementing Performance*

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Interventions

*Dismantling the Corporate University and
Creating True Higher Learning*

*An Old High German Primer with
Grammar, Notes, and Glossary*

Building Profits By Putting People First

*The Giant Black Book of Computer
Viruses*

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*How to Use Social Media, Mobility,
Analytics and Cloud Technologies to
Transform the Business Processes of
Banks and the Banking Experience*

This is a print on demand edition of a hard to find publication. An overview of federally related entities that possess

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legal characteristics of both the governmental and private sectors. These hybrid org. (e.g., Fannie Mae, Nat. Park Fdn.), referred to in this report as the “quasi gov’t,” have grown in number, size, and importance in recent decades. A brief review of

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exec. branch organizational history is followed by a description of entities with ties to the exec. branch, although they are not ¿agencies¿ of the U.S. Several categories of quasi governmental entities are discussed: (1) quasi official agencies; (2)

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gov;t.-sponsored enterprises; (3) federally funded R&D corp.; (4) agency-related non-profit org.; (5) venture capital funds; (6) congress. chartered non-profit org.; and (7) those of indeterminate character. Illus. Clearly set out in three specific

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sections, this book argues that that existing grading practices cannot cope with the expectations laid upon them, while the potential of formative assessment for the support of learning is not fully realised, discusses how institutions need to respond in policy

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terms to the challenges that have been posed.

How is it that so many seemingly intelligent organizations implement harmful management practices & ideas? With his provocative new book *The Human Equation*, bestselling

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author Jeffrey Pfeffer masterfully builds a business case for managing people more effectively-not just because it makes for good corporate policy, but because it results in outstanding performance & profits. Challenging the current thinking,

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Pfeffer: provides economical alternatives to downsizing; identifies troubling trends in compensation, & suggests better procedures; explains when even the smartest managers sometimes manage people unwisely; provides guidelines for implementing

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high-performance management practices.

The Knowledge Factory

Distance Learning Technologies:
Issues, Trends and Opportunities

Instructional-design Theories and
Models: An overview of their current

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status

What it is - what it is Not

The Junius Manuscript

Companion to Comparative Literature,
World Literatures, and Comparative
Cultural Studies

Tens of thousands of women

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have turned to Jane Powell's Meditations for Women Web site for guidance (www.meditationsforwomen.com). Now, a year's worth of Jane's best meditations in a purse-size book that you can carry with you wherever you go.

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In this book of wisdom, you'll feel empowered to live your life to your fullest potential. With each of the 366 daily meditations you will learn new ways of viewing familiar, everyday situations, and discover tools to transform those

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situations into opportunities and personal growth. * Improve self-esteem and confidence *

Overcome fears holding you back * Break emotional bad habits * Enjoy loving

relationships * Recognize your

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self-worth * Effortlessly set your
boundaries * Let go of past hurts
* Reach your most cherished
goals * and much, much more!
In this book you'll learn
everything you wanted to know
about computer viruses, ranging

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from the simplest 44-byte virus right on up to viruses for 32-bit Windows, Unix and the Internet. You'll learn how anti-virus programs stalk viruses and what viruses do to evade these digital policemen, including stealth

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techniques and poly-morphism. Next, you'll take a fascinating trip to the frontiers of science and learn about genetic viruses. Will such viruses take over the world, or will they become the tools of choice for the information

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warriors of the 21st century?
Finally, you'll learn about
payloads for viruses, not just
destructive code, but also how to
use a virus to compromise the
security of a computer, and the
possibility of beneficial viruses.

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Steven Tötösy de Zepetnek proposes a theoretical approximation of already established and current aspects of the disciplines of comparative literature and cultural studies. His comparative cultural studies

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is conceived as an approach -- to be developed eventually to a full-fledged framework -- containing at this point three areas of theoretical content: 1) To study literature (text and/or literary system) with and in the context

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of culture and the discipline of cultural studies; 2) In cultural studies itself to study literature with borrowed elements (theories and methods) from comparative literature; and 3) To study culture and its composite parts and

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aspects in the mode of the proposed "comparative cultural studies" approach instead of the currently reigning single-language approach dealing with a topic with regard to its nature and problematics in one culture

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only. At the same time, comparative cultural studies would implicitly and explicitly disrupt the established hierarchy of cultural products and production similarly to the disruption cultural studies itself

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has performed. The suggestion is to pluralize and paralellize the study of culture without hierarchization. The book presents a framework of comparative literature based on a contextual (systemic and

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empirical) approach for the study of culture and literature and applied in audience studies, film and literature, women's literature, translation studies, new media and scholarship in the humanities, and in the analyses

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of English, French, German, Austrian, Hungarian, Romanian, and English-Canadian modern, contemporary, and ethnic minority texts.

Managing Cultural Diversity
Conference on Lasers and

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Electro-optics

A Marriage of Convenience

Sports Romance

Application Development for IBM

CICS Web Services

Business to Business Marketing

Management

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Employability in Higher
Education

**This IBM® Redbooks®
publication focuses on
developing Web service
applications in IBM CICS®. It
takes the broad view of**

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developing and modernizing CICS applications for XML, Web services, SOAP, and SOA support, and lays out a reference architecture for developing these kinds of applications. We start by discussing Web services in

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general, then review how CICS implements Web services. We offer an overview of different development approaches: bottom-up, top-down, and meet-in-the-middle. We then look at how you would go about

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exposing a CICS application as a Web service provider, again looking at the different approaches. The book then steps through the process of creating a CICS Web service requester. We follow this by looking at CICS

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**application aggregation
(including 3270 applications)
with IBM Rational® Application
Developer for IBM System z®
and how to implement CICS Web
Services using CICS Cloud
technology. The first part is**

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concluded with hints and tips to help you when implementing this technology. Part two of this publication provides performance figures for a basic Web service. We investigate some common variables and

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examine their effects on the performance of CICS as both a requester and provider of Web services.

"The main objective of developing the UN/DESA Compendium of Innovative E-

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government Practices as an ongoing project is to create a venue for promoting innovative e-government solutions, services and products developed and yet to be developed by governments. The Compendium also enables

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South- South and North-South information-sharing of their respective experiences and innovative practices. In both cases, the focus is on hastening innovation and creating public value for the

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**Award-winning speaker and
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Coleman teaches audiences and
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**into a lifelong customer.
Coleman's theory of building
customer loyalty isn't about
focusing on marketing or closing
the sale: It's about the First 100
Days® after the sale and the
interactions the customer**

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experiences. While new customers experience joy, euphoria, and excitement, these feelings quickly shift to fear, doubt, and uncertainty as buyer's remorse sets in. Across all industries, somewhere

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between 20%-70% of newly acquired customers will stop doing business with a company with the first 100 days of being a new customer because they feel neglected in the early stages of customer onboarding. In Never

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**Lose a Customer Again,
Coleman offers a philosophy and
methodology for dramatically
increasing customer retention
and as a result, the bottom line.
He identifies eight distinct
emotional phases customers go**

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through in the 100 days following a purchase. From an impulse buy at Starbucks to the thoughtful purchase of a first house, all customers have the potential to experience the eight phases of the customer journey. If you can

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understand and anticipate the customers' emotions, you can apply a myriad of tools and techniques -- in-person, email, phone, mail, video, and presents -- to cement a long and valuable relationship. Coleman's system

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is presented through research and case studies showing how best-in-class companies create remarkable customer experiences at each step in the customer lifecycle. In the "Acclimate" stage, customers

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need you to hold their hand and over-explain how to use your product or service. They're often too embarrassed to admit they're confused. Take a cue from Canadian software company PolicyMedical and their

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challenge of getting non-technical users to undergo a complex installation and implementation process. They turned a series of project spreadsheets and installation manuals into a beautiful puzzle

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customers could assemble after completing each milestone. In the "Adopt" stage, customers should be welcomed to the highest tier of tribal membership with both public and private recognitions. For instance,

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Sephora's VIB Rogue member welcome gift provides a metallic membership card (private recognition) and a members-only shade of lipstick (for public display). In the final stage, "Advocate," loyal customers and

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raving fans are primed to provide powerful referrals. That's how elite entrepreneurial event MastermindTalks continues to sell-out their conference year after year - with zero dollars spent on marketing. By

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surprising their loyal fans with amazing referral bonuses (an all-expenses paid safari?!) they guarantee their community will keep providing perfect referrals. Drawing on nearly two decades of consulting and keynoting,

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Coleman provides strategies and systems to increase customer loyalty. Applicable to companies in any industry and of any size (whether measured in employee count, revenue, or total number of customers), implementing his

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methods regularly leads to an increase in profits of 25-100%. Working with well-known clients like Hyatt Hotels, Zappos, and NASA, as well as mom-and-pop shops and solo entrepreneurs around the world, Coleman's

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customer retention system has produced incredible results in dozens of industries. His approach to creating remarkable customer experiences requires minimal financial investment and will be fun for owners,

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employees, and teams to implement. This book is required reading for business owners, CEOs, and managers - as well as sales and marketing teams, account managers, and customer service representatives

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**looking for easy to implement
action steps that result in lasting
change, increased profits, and
lifelong customer retention.**

**Summaries of Papers Presented
at the Conference on Lasers and
Electro-optics : 24-28 April 1989,**

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**Baltimore, Maryland
The Human Equation
Flight Instructor's Handbook
Summaries of Papers Presented
at the Conference of Lasers and
Electro-optics
Cloud Computing Bible**

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and anywhere they are ready to. Institutions are able to provide more cost-effective training to their employees. E-learning context is very important. It is common to find educators who perceive e-learning as internet-only education that encourages

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a static and content-focused series of text pages on screen. Others envisage the shallow and random online messages that are typical of a social real-time chat session, and wonder how that type of communication could add any value to academic discourse. Some

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may have experienced e-learning done poorly, and extrapolate their experience into a negative impression of all e-learning. The book will examine the emergence and growth of e-learning. The use of the "e" prefix indicates the application of information and

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communication technology (ICT) in government, finance, and all forms of socio-economic and community development. This eBook is designed and presented in two volumes. The first volume consists of the country cases of Algeria, Belarus, Bulgaria, Egypt,

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Estonia, Finland, Greece, Jordan,
Hungary, Iraq, Iran, Israel, Kazakhstan,
Kyrgyzstan, Latvia, Lithuania,
Macedonia, Moldova, and Morocco.
The second volume gives a place to the
country cases of Norway, Oman,
Palestine, Poland, Romania, Russia,

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Saudi Arabia, Serbia, Slovakia, Slovenia, Sweden, Syria, Tajikistan, Tunisia, Turkey, Ukraine, United Arab Emirates and Uzbekistan. So, the book consists of more than 70 authors from 39 different countries and from 42 universities and 14 institutions with

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company for all 42 chapters.
(Individual chapters contain
references.) ["Cases on Challenges
Facing E-Learning and National
Development: Institutional Studies and
Practices. Volume II" was co-edited by
Leena Vainio, Mehmet Can Sahin,

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Gulsun Kurubacak, Petri T.
Lounaskorpi, S. Raja Rao, and Carlos
Machado. For Volume I, see
ED508217.].

This information-packed little
book, which presents the teachings of
the nonphysical entity Abraham, will

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help you learn how to manifest your desires so that you're living the joyous and fulfilling life you deserve. Each day, you'll come to understand how your relationships, health issues, finances, career concerns, and more are influenced by the Universal laws that

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govern your time-space reality—and you'll discover powerful processes that will help you go with the positive flow of life. So start making your dreams a reality . . . right now!

Institutional Studies and Practices. E-Learning Practices

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Focus on what Matters, Avoid
Distractions, Get Things Done
The Testament of Beauty - A Poem in
Four Books
Hybrid Organizations with Both
Government and Private Sector Legal
Characteristics

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A Grain of Wheat

Issues, Trends and Opportunities

***Does it seem like you
never have enough time
to get everything done?
Keeping on top of your
tasks, deadlines, and***

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***work schedule can be
daunting. Managing Time
quickly walks you
through the basics. You'll
learn to: Assess how you
spend your time now
Prioritize your tasks Plan***

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***the right time to work on
each one Avoid
procrastination and
interruptions About HBR's
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Series: Don't have much
time? Get up to speed***

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practical primer that will help you brush up on a key management topic. Advice you can quickly read and apply, for ambitious professionals and aspiring

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***executives from the most
trusted source in
business. Also available
as an ebook.***

***Logan Ward doesn't want
any more women in his
life. Being a football***

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player and legal guardian to his four younger sisters means his playbook is full. However, one of them just landed in the hospital, which gives his brother the shot

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he needs to challenge Logan for custody. Legal counsel says there's only one thing Logan can do- find himself a wife. Paige McKinney doesn't always think things through. Like

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walking away from her modeling career without a thought of what might come next. She really doesn't think it through when she proclaims herself Logan's fiancé at

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the hospital, simply because the sexy-albeit grumpy-football player forgot his cell phone at a party and security won't let her pass. It's not her fault it was overheard by

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the worst possible person. A bargain is struck, and a fake marriage is the perfect solution. But the simple solution creates a whole new problem: they're not

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as different as they seem. The reluctant groom has fire inside him, and his impetuous bride is about to light the match.

In today's technology-

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***crazed environment,
distance learning is
touted as a cost-effective
option for delivering
employee training and
higher education
programs, such as***

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***bachelor's, master's and
even doctoral degrees.
Distance Learning
Technologies: Issues,
Trends and Opportunities
provides readers with an
in-depth understanding***

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of distance learning and the technologies available for this innovative media of learning and instruction. It traces the development of distance learning from

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***its history to suggestions
of a solid strategic
implementation plan to
ensure its successful and
effective deployment.
Assessment, Learning
And Employability***

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***An Integrated Approach
The Workmen's
Compensation
SMACing the Bank
Operations Management
Meditations for Women***
This immensely valuable book of

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Solved Previous Years' Papers is specially published for the aspirants of UGC-NET (Paper-I) of Junior Research Fellowship and Assistant Professor Eligibility Exam. The book comprises several Solved Previous Years' Papers of UGC-NET Paper-I.

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Explanatory Answers are presented in such a manner to be useful for study and self-practice. The book is aimed to help you prepare well and sharpen your problem-solving skills by practising through numerous questions in these solved papers

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and face the exam with confidence, successfully.

The formula for the Future of Work is called SMAC - social, mobile, analytics and cloud on one integrated stack where each function enables another to maximize its effect. This is the

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*new enterprise IT model
delivering an organization that is
more connective, collaborative,
real time and productive. This
book provides a comprehensive
view of how SMAC Technologies
are impacting the entire banking
"eco-system" as well as the key*

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stakeholders, namely customers, employees and partners.

Americans can't get a good education for love or money, argues Stanley Aronowitz in this groundbreaking look at the structure and curriculum of higher education. Moving beyond

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*the canon wars begun in Allan Bloom's *The Closing of the American Mind*, Aronowitz offers a vision for true higher learning that places a well-rounded education back at the center of the university's mission.*