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Mary Cecelia Lacity,Rudy Hirschheim

The Eastern Old Japanese Corpus and Dictionary Alexander Vovin,Sambi Ishisaki-Vovin,2021-10-18 This book presents for the first time all texts constituting the Eastern Old Japanese corpus as well as the dictionary including all lexical items found. Unlike its relative Western Old Japanese, Eastern Old Japanese is not based on the language of just two geographic localities, but is stretched along several provinces of Ancient Japan along the Pacific Seaboard (modern Aichi to Ibaraki) and across the island of Honshū from Etchū (Modern Toyama and parts of Ishikawa) province to Shinano and Kai provinces (modern Nagano and Yamanashi). Therefore, references to places of attestation are included into our dictionary, too.

Game the Plan Chris Cabrera,2014-02-03 CREATE AN INCENTIVE COMPENSATION PLAN KNOWING IT WILL BE GAMED Tired of the reality that within five minutes of announcing an incentive plan someone on your sales team starts to find ways to game the plan? THERE IS NOTHING WRONG WITH THAT! By gaming, sales reps are trying to achieve the goals you set out. Too many companies walk away from incentives thinking they create a scenario in which every win by a team member means a loss for the company. The only thing a loss means, though, is that you, the corporate leader, wrote a bad plan. Instead of fighting the gamers on your staff, build your incentive plan knowing that your sales reps will take every possible means to earn their badges, bonuses, checks, extra PTO days, or whatever other bait you dangle in front of them. Game the Plan's revolutionary, three-pronged approach takes the guesswork out of creating the right plan by reviewing a combination of academic, experiential, and empirical data. And the self-assessment exercises will help you diagnose and fine-tune your company's incentive strategy effectiveness. Christopher Cabrera offers you a way to intelligently harness the unique motivational composition of your workforce and systematically spike company-wide collaboration and profitability across every job function and department. This is your key to drive your employees to the right behavior by crafting a dialed-in incentive plan that motivates them to be more productive and loyal. Game the Plan is a must-read. Chris shows how to use real-life data to create killer incentive compensation strategies that will transform your enterprise. -Marc Benioff, Chairman and CEO, salesforce.com The ideas here resonate for me as a business executive and a former pro-football player. The right incentives are powerful motivators, and Game the Plan explains these ideas brilliantly. -Ronnie Lott, NFL Hall of Fame (2000 Inductee) Chris and his team have designed a tool that creates more engaged employees, drives the right behavior, and helps organizations meet their goals. I've seen his principles work first hand. -Steve Cakebread, former CFO, Salesforce.com Chris gives real-world tips, relevant research, and great examples to better reward our sales producers. Start here to 'game the plan' well! -David J. Cichelli, Sr. Vice President, The Alexander Group, Inc. If you've thumbed your nose at incentives because you think they create win/lose scenarios, Chris will quickly change your mind. -Keith Krach, Chairman and CEO, DocuSign Chris has written a fantastic book that helps bridge the 'sales & finance' chasm. If you deal with compensation, especially sales compensation, read this book. -Aaron Ross, bestselling author of Predictable Revenue Game The Plan should be on every sales manager's and CFO's must-read list. -Barry Rhein, founder of Selling Through Curiosity Game The Plan is the perfect example of why you should go with the tide instead of against it. There's brilliance in the simplicity of taking the natural tendencies of human behavior and rewarding those who achieve financial results. -Rodahl Leong-Lyons, VP of Sales-Americas, Hyatt Hotels Corporation This is an easy, fast, and insightful read that delivers far more than the even title promises. [Chris] unveils the many powerful links between human motivation and business performance. -Gerhard Gschwandtner, founder and CEO, Selling Power Chris stands out with his vision, experience, and access to hard data. It takes this unusual combination to inspire this unconventional insight. -Alan Benson, PhD candidate, MIT Sloan Compensation plans can make or break employee morale and customer satisfaction. For the first time, [Chris] shows how to build those plans. -Paul Greenberg, author of CRM at the Speed of Light, 4th Edition.

Compact Oxford German Dictionary Michael Clark,2013-05-09 A compact, intermediate-level dictionary covering over 90,000 words and phrases, and 120,000 translations ideal for the home,

office, or school.

Smart Calling Art Sobczak,2010-03-04 Praise for SMART CALLING Finally, a sales book that makes sense! As a master sales trainer, Art nailed—no, obliterated—the number one fear of selling in this great book: cold calling! Let him teach you to stop cold calling and start Smart Calling!—LARRY WINGET, television personality and New York Times bestselling author Smart Calling is the benchmark as the highest professional standard for effective cold calling. Take the initiative to read and implement Art's rational principles and you will sell much more and develop a prospect base of potential customers who will call you when they are ready to purchase or graciously take your future calls. This is THE BEST sales text I have read in the past twenty years.—REX CASWELL, PhD, VP, LexisNexis Telephone Sales You get only one chance to make the right impression in sales. If a top prospect gets a hundred calls a week, you want to be the one he remembers and buys from. Art's proven methods create a unique brand for you and position your offering as the best option. Art's advice isn't just smart, it's priceless.—BOB SILVY, VP, Corporate Marketing, American City Business Journals Smart Calling effectively enables inside sales reps and organizations to accomplish a top priority—acquiring new customers. Art's pragmatic and actionable techniques will increase productivity, success, and professional satisfaction.—BILL McALISTER, SVP, Inside Sales, McAfee A must-read, must-own book for anyone who wants to increase their sales right away with less effort and more fun. I'm so sure this book is a winner for anyone who needs to call prospects that I'll personally assure you that your results will increase noticeably after reading it, or I'll send you your money back.—MIKE FAITH, CEO & President, Headsets.com, Inc. If you need to make a first call to anyone, for whatever reason, this book is for you. More than common sense, it's a real-world, no-fluff, simple approach that anyone can use to be successful.—DARCI MAENPA, President, West Coast Chapter, American Teleservices Association; Director, Member Support, Toastmasters International

Multimedia Technology and Enhanced Learning Weina Fu,Yuan Xu,Shui-Hua Wang,Yudong Zhang,2021-07-23 This two-volume book constitutes the refereed proceedings of the 3rd International Conference on Multimedia Technology and Enhanced Learning, ICMTEL 2021, held in April 2021. Due to the COVID-19 pandemic the conference was held virtually. The 97 revised full papers have been selected from 208 submissions. They describe new learning technologies which range from smart school, smart class and smart learning at home and which have been developed from new technologies such as machine learning, multimedia and Internet of Things.

Neural Networks Raul Rojas,2013-06-29 Neural networks are a computing paradigm that is finding increasing attention among computer scientists. In this book, theoretical laws and models previously scattered in the literature are brought together into a general theory of artificial neural nets. Always with a view to biology and starting with the simplest nets, it is shown how the properties of models change when more general computing elements and net topologies are introduced. Each chapter contains examples, numerous illustrations, and a bibliography. The book is aimed at readers who seek an overview of the field or who wish to deepen their knowledge. It is suitable as a basis for university courses in neurocomputing.

Wireless Public Safety Networks 2 Daniel Camara,Navid Nikaein,2016-06-25 Wireless Public Safety Networks, Volume Two: A Systematic Approach presents the latest advances in the wireless Public Safety Networks (PSNs) field, the networks established by authorities to either prepare the population for an eminent catastrophe, or those used for support during crisis and normalization phases. Maintaining communication capabilities in a disaster scenario is crucial for avoiding loss of lives and damages to property. This book examines past communication failures that have directly contributed to the loss of lives, giving readers in-depth discussions of the public networks that impact emergency management, covering social media, crowdsourcing techniques, wearable wireless sensors, moving-cells scenarios, mobility management protocols, 5G networks, broadband networks, data dissemination, and the resources of the frequency spectrum. Provides a focus on specific enabling technologies which can help the most on the deployment and usage of PSNs in real world scenarios Proposes a general framework that has the capability to fulfill the public safety requirements and dynamically adapt to different public safety situations Investigates the problem of

data dissemination over PSNs, presenting a review of the state-of-the-art of different information and communication technologies

What The Customer Wants You To Know Ram Charan,2007 From The Bestselling Author Of What The Ceo Wants You To Know&Mdash;How To Rethink Sales From The Outside In. More Than Ever These Days, The Sales Process Often Turns Into A War About Price&Mdash;A Frustrating, Unpleasant War That Takes All The Fun Out Of Selling. But There&Rsquo;S A Better Way To Think About Sales, Says Bestselling Author Ram Charan, Who Is Famous For Clarifying And Simplifying Difficult Business Problems. Instead Of Starting With Your Product Or Service, Start With Your Customer&Rsquo;S Problems. Focus On Becoming Your Customer&Rsquo;S Trusted Partner, Someone He Or She Can Turn To For Creative, Cost-Effective Solutions That Are Based On Your Deep Knowledge Of His Values, Goals, Problems, And Customers. This Powerful Book Will Teach You: &Bull; How To Gain A Deeper Knowledge Of Your Customer&Rsquo;S Company, Including Costs, Values, And How Decisions Really Get Made &Bull; How To Help Your Customer Improve Margins And Drive Revenue Growth &Bull; How To Focus On Your Customer&Rsquo;S Customers &Bull; How To Work With Other Departments In Your Own Company To Customize Better Solutions &Bull; How To Make Price Much Less Of An Issue Someday, Every Company Will Listen More Closely To The Customer, And Every Manager Will Realize That Sales Is Everyone&Rsquo;S Business, Not Just The Sales Department&Rsquo;S. In The Meantime, This Eye-Opening Book Will Show You How To Get Started. &Lsquo;An Insightful Theorist&Rsquo;&Mdash;Jack Welch

New Product and Services Development Hubert Gatignon,2010-12-08 Edited by one of the world's leading authorities in the area, New Product and Services Development, a four-volume set, is arranged so as to emphasize the different perspectives on the development of new products and services, ranging from the characteristics of intervention through the lens of different business functions, to organizational culture, strategy and marketing. Volume 1: Innovating New Products and Services: The Dimensions of Innovations Volume 2: Orienting the Firm for Promoting Innovations: The Dimensions of Innovations Volume 3: Organizing to Innovate: Adapting the Firm to Innovate Volume 4: Launching New Products and Services: Marketing Innovations Effectively

ASE Test Preparation- P2 Parts Specialist Cengage Learning Delmar,Delmar Publishers,2006 Technicians seeking certification in any one of the automotive ASE exam areas will benefit from the valuable preparation offered by this newly revised package of test preparation booklets. Each title in this popular series features the most up-to-date ASE task list available, along with practice test questions like those typically seen on an ASE certification exam to help users feel more comfortable and prepared to pass the actual test. Comprehensive coverage includes overviews of each task list topic, including descriptions of the actual repair procedure being discussed, plus ASE test taking strategies and detailed explanations as to why a particular answer is correct or incorrect.

Beyond The Information Systems Outsourcing Bandwagon Mary Cecelia Lacity,Rudy Hirschheim,1995-09-28 Using detailed case studies, this work explores the dangers of surrendering complete managerial control to outsourcing companies. It describes information systems (IS) outsourcing and explains how the reader can make the most efficient use of IS service providers.

Globalising HR Chris Brewster,Cipd,2002 This briefing outlines the findings of a research project on the impact of effective global human resource management on the success of an organisation's international operations. It draws on a survey involving 65 international organisations and case study interviews with 62 professionals from around the world. It outlines: the key drivers for international operations; the key delivery mechanisms for IHRM; and the core activities of global HRM.

5G System Design Patrick Marsch,Ömer Bulakci,Olav Queseth,Mauro Boldi,2018-03-28 This book provides a comprehensive overview of the latest research and standardization progress towards the 5th generation (5G) of mobile communications technology and beyond. It covers a wide range of topics from 5G use cases and their requirements, to spectrum, 5G end-to-end (E2E) system architecture including core network (CN), transport network (TN) and radio access network (RAN) architecture, network slicing, security and network management. It further dives into the detailed functional design and the evaluation of different 5G concepts, and provides details on planned trials

and pre-commercial deployments across the globe. While the book naturally captures the latest agreements in 3rd Generation Partnership Project (3GPP) New Radio (NR) Release 15, it goes significantly beyond this by describing the likely developments towards the final 5G system that will ultimately utilize a wide range of spectrum bands, address all envisioned 5G use cases, and meet or exceed the International Mobile Telecommunications (IMT) requirements for the year 2020 and beyond (IMT-2020). 5G System Design: Architectural and Functional Considerations and Long Term Research is based on the knowledge and consensus from 158 leading researchers and standardization experts from 54 companies or institutes around the globe, representing key mobile network operators, network vendors, academic institutions and regional bodies for 5G. Different from earlier books on 5G, it does not focus on single 5G technology components, but describes the full 5G system design from E2E architecture to detailed functional design, including details on 5G performance, implementation and roll-out.

Requirements Engineering for Service and Cloud Computing Muthu Ramachandran,Zaigham Mahmood,2017-04-10 This authoritative text/reference describes the state of the art in requirements engineering for software systems for distributed computing. A particular focus is placed on integrated solutions, which take into account the requirements of scalability, flexibility, sustainability and operability for distributed environments. Topics and features: discusses the latest developments, tools, technologies and trends in software requirements engineering; reviews the relevant theoretical frameworks, practical approaches and methodologies for service requirements; examines the three key components of the requirements engineering process, namely requirements elicitation, requirements specification, and requirements validation and evaluation; presents detailed contributions from an international selection of highly reputed experts in the field; offers guidance on best practices, and suggests directions for further research in the area.

Ultra-dense Networks Haijun Zhang,Jemin Lee,Tony Q. S. Quek,Chih-Lin I,2020-11-26 Understand the theoretical principles, key technologies and applications of UDNs with this authoritative survey. Theory is explained in a clear, step-by-step manner, and recent advances and open research challenges in UDN physical layer design, resource allocation and network management are described, with examples, in the context of B5G and 6G standardization. Topics covered include NOMA-based physical layer design, physical layer security. Interference management, 3D base station deployment, software defined UDNs, wireless edge caching in UDNs, UDN-based UAVs and field trials and tests. A perfect resource for graduate students, researchers and professionals who need to get up to speed on the state of the art and future opportunities in UDNs.

The GENI Book Rick McGeer,Mark Berman,Chip Elliott,Robert Ricci,2016-08-31 This book, edited by four of the leaders of the National Science Foundation's Global Environment and Network Innovations (GENI) project, gives the reader a tour of the history, architecture, future, and applications of GENI. Built over the past decade by hundreds of leading computer scientists and engineers, GENI is a nationwide network used daily by thousands of computer scientists to explore the next Cloud and Internet and the applications and services they enable, which will transform our communities and our lives. Since by design it runs on existing computing and networking equipment and over the standard commodity Internet, it is poised for explosive growth and transformational impact over the next five years. Over 70 of the builders of GENI have contributed to present its development, architecture, and implementation, both as a standalone US project and as a federated peer with similar projects worldwide, forming the core of a worldwide network. Applications and services enabled by GENI, from smarter cities to intensive collaboration to immersive education, are discussed. The book also explores the concepts and technologies that transform the Internet from a shared transport network to a collection of "slices" -- private, on-the-fly application-specific nationwide networks with guarantees of privacy and responsiveness. The reader will learn the motivation for building GENI and the experience of its precursor infrastructures, the architecture and implementation of the GENI infrastructure, its deployment across the United States and worldwide, the new network applications and services enabled by and running on the GENI infrastructure, and its international collaborations and extensions. This book is useful for academics in the networking and

distributed systems areas, Chief Information Officers in the academic, private, and government sectors, and network and information architects.

   Network Games, Control and Optimization Samson Lasaulce,Panayotis Mertikopoulos,Ariel Orda,2021-09-23 This book constitutes the conference proceedings of the 10th International Conference on Network Games, Control and Optimization, NETGCOOP 2020, held in Cargèse, Corsica, France, in September 2021*.The 12 full papers and 16 short papers were carefully reviewed and selected from 44 submissions. The papers are organized in the following topical sections: game theory and iterative algorithms applied to wireless communication; stochastic models for network performance analysis; game theory in mobile and wireless networks; scheduling and resource allocation problems in networks; advance in game theory; social network; electrical network. * The conference was postponed to 2021 due to the COVID-19 pandemic.

   Eating the IT Elephant Richard Hopkins,Kevin Jenkins,2008-04-29 A Practical, Start-to-Finish Approach to Managing, Evolving, and Transforming Legacy IT Systems For every IT executive, manager, architect, program leader, project leader, and lead analyst "Richard and Kevin introduce us to a reality that's often neglected in our industry: the problem of evolving legacy systems, a domain they call 'Brownfield development.' The authors identify the root of the problem as that of complexity, and offer an approach that focuses on the fundamentals of abstraction and efficient communication to nibble at this problem of transformation bit by bit. As the old saying goes, the way you eat the elephant is one bite at a time. Richard and Kevin bring us to the table with knife and fork and other tools, and show us a way to devour this elephant in the room." Grady Booch, IBM Fellow, co-creator of UML "Most organizations in the 21st century have an existing, complex systems landscape. It is time that the IT industry face up to the reality of the situation and the need for new development methods and tools that address it. This book describes a new approach to the development of future systems: a structured approach that recognizes the challenges of 'Brownfield' development, is based on engineering principles, and is supported by appropriate tooling." Chris Winter, CEng CITP FBCS FIET, IBM Fellow, Member of the IBM Academy of Technology Most conventional approaches to IT development assume that you're building entirely new systems. Today, "Greenfield" development is a rarity. Nearly every project exists in the context of existing, complex system landscapes--often poorly documented and poorly understood. Now, two of IBM's most experienced senior architects offer a new approach that is fully optimized for the unique realities of "Brownfield" development. Richard Hopkins and Kevin Jenkins explain why accumulated business and IT complexity is the root cause of large-scale project failure and show how to overcome that complexity "one bite of the elephant at a time." You'll learn how to manage every phase of the Brownfield project, leveraging breakthrough collaboration, communication, and visualization tools--including Web 2.0, semantic software engineering, model-driven development and architecture, and even virtual worlds. This book will help you reengineer new flexibility and agility into your IT environment...integrate more effectively with partners...prepare for emerging business challenges... improve system reuse and value...reduce project failure rates...meet any business or IT challenge that requires the evolution or transformation of legacy systems. · System complexity: understand it, and harness it Go beyond the comforting illusion of your high-level architecture diagrams · How conventional development techniques actually make things worse Why traditional decomposition and abstraction don't work--and what to do instead · Reliably reengineer your IT in line with your business priorities New ways to understand, communicate, visualize, collaborate, and solve complex IT problems · Cut the elephant down to size, one step at a time Master all four phases of a Brownfield project: survey, engineer, accept, and deploy

   Skills Tasks and Results Training American Hotel & Lodging Association,American Hotel and Lodging Educational Institute Staff,2012-06

   Agent of Influence Jason Hanson,2019-06-04 In the spirit of Jocko Willink's Extreme Ownership and Chris Voss' Never Split the Difference comes the most empowering sales tool yet: a practical guide on how to use proven spy techniques to bolster your business strategies. Even if you've never seen a James Bond film or never met a real-life CIA agent, you should know that spies are geniuses at surviving covertly. Their ability to communicate in code is practically written into their DNA. And while

it's true that spies receive some of the best survival training in the world, there's another, more critical skill a spy must have to survive… business savvy. In Agent of Influence, bestselling author Jason Hanson, a former CIA special agent and founder of Spy Escape School, reveals how anyone can use spy tactics for increased success, from learning how to strategically plan your day to mastering the steps you'll need to embrace challenges and set achievable, personal goals. He teaches you how to develop a winning sales personality and target the perfect business opportunity using the SADR cycle—"spotting," "assessing," "developing," and "recruiting." With this invaluable and unique handbook, you will become a more productive, confidant professional or entrepreneur. Discover how to use proven spy techniques to bolster your business strategies—from self-advocation to selling to interviewing—and ultimately make more money. In our evolving age of entrepreneurships, corporate careers, and self-run businesses, Jason's message will appeal to those looking for a competitive leg up, and who entrust the insider secrets of spy practice to take them there.

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