

OFIR.DK G R JOBBET

FRANCIS THOMAS JUSTER,FRANK P. STAFFORD,UNIVERSITY OF MICHIGAN. SURVEY RESEARCH CENTER

📖 **SOCIAL INEQUALITIES AND CANCER** MANOLIS KOGEVINAS, 1997 IN BOTH INDUSTRIALIZED AND LESS DEVELOPED SOCIETIES, CANCER INCIDENCE AND SURVIVAL ARE RELATED TO SOCIOECONOMIC FACTORS. THIS FASCINATING VOLUME, THE FIRST TO EXAMINE THE MAGNITUDE OF THESE SOCIOECONOMIC DIFFERENCES IN RELATION TO CANCER, PROVIDES VITAL INFORMATION FOR ALL THOSE INTERESTED IN PUBLIC HEALTH. CANCER INCIDENCE AND SURVIVAL ARE RELATED TO SOCIOECONOMIC STATUS IN BOTH INDUSTRIALIZED AND LESS DEVELOPED COUNTRIES. THESE DIFFERENCES CAN BE EXPLAINED, IN PART, BY KNOWN RISK FACTORS, PARTICULARLY TOBACCO SMOKE, OCCUPATIONAL EXPOSURES, REPRODUCTIVE BEHAVIOUR, DIET AND BIOLOGICAL AGENTS. T.

📖 **POINTS SCHMOINTS!** MARTY BERGEN, 2004

📖 **MOGLE SMAATING. [IN VERSE.]** CHRISTEN GRIFFEL, 1870

📖 **NIMITZ** E. B POTTER, 2008-03-15 CALLED A GREAT BOOK WORTHY OF A GREAT MAN, THIS DEFINITIVE BIOGRAPHY OF THE COMMANDER IN CHIEF OF THE PACIFIC FLEET IN WORLD WAR II, FIRST PUBLISHED IN 1976 AND NOW AVAILABLE IN PAPERBACK FOR THE FIRST TIME, CONTINUES TO BE CONSIDERED THE BEST BOOK EVER WRITTEN ABOUT ADM. CHESTER W. NIMITZ. HIGHLY RESPECTED BY BOTH THE CIVILIAN AND NAVAL COMMUNITIES, NIMITZ WAS SOMETIMES OVERSHADOWED BY MORE COLORFUL WARRIORS IN THE PACIFIC SUCH AS MACARTHUR AND HALSEY. POTTER'S LIVELY AND AUTHORITATIVE STYLE FLESHES OUT ADMIRAL NIMITZ'S PERSONALITY TO HELP READERS APPRECIATE THE CONTRIBUTIONS HE MADE AS THE PRINCIPAL ARCHITECT OF JAPAN'S DEFEAT. FOLLOWING THE JAPANESE ATTACKS ON PEARL HARBOR ON 7 DECEMBER 1941, PRESIDENT ROOSEVELT NAMED NIMITZ AS COMMANDER OF THE PACIFIC FLEET. AN EXPERIENCED AND RESPECTED LEADER, NIMITZ WAS ALSO AN EFFECTIVE MILITARY STRATEGIST WHO DIRECTED U.S. FORCES AS THEY CLOSED IN ON JAPAN, BEGINNING IN MAY AND JUNE OF 1942 WITH THE BATTLES OF THE CORAL SEA AND MIDWAY. NIMITZ WAS PROMOTED TO THE NEWLY-CREATED RANK OF FLEET ADMIRAL IN 1944 AND BECAME THE NAVAL EQUIVALENT TO THE ARMY'S GENERAL DWIGHT EISENHOWER. THE BOOK COVERS HIS FULL LIFE, FROM A POVERTY-STRICKEN CHILDHOOD TO POSTWAR APPOINTMENTS AS CHIEF OF NAVAL OPERATIONS AND U.N. MEDIATOR. IT CANDIDLY REVEALS NIMITZ'S OPINIONS OF HALSEY, KIMMEL, KING, SPRUANCE, MACARTHUR, FORRESTAL, ROOSEVELT, AND TRUMAN.

📖 **PADUA IN THE AGE OF DANTE** JOHN KENNETH HYDE, 1966 IN THE FIRST DECADE OF THE FOURTEENTH CENTURY, THE CITY OF PADUA WAS AT THE ZENITH OF ITS MEDIEVAL PROSPERITY. WITH A POPULATION APPROXIMATELY EQUAL TO THAT OF CONTEMPORARY LONDON, PADUA WAS THE SEAT OF A UNIVERSITY AND THE CENTRE OF AN IMPORTANT STATE WHICH DOMINATED THE VENETIAN HINTERLAND FOR OVER FIFTY YEARS. UNLIKE THE MAJORITY OF THE ITALIAN CITIES OF THE PERIOD, PADUA HAD A RELATIVELY STABLE CONSTITUTION WHICH WAS REPUBLICAN BOTH IN THEORY AND IN FACT. SINCE THE FRANCHISE EXTENDED TO AT LEAST ONE IN TEN OF THE ADULT MALE POPULATION OF THE CITY, POLITICS PLAYED A LARGE PART IN THE CAREER OF MANY OF THE CITIZENS. IT IS NO ACCIDENT THAT MARSIGLIO, THE MOST REVOLUTIONARY POLITICAL THINKER OF THE MIDDLE AGES, WAS A PADUAN, OR THAT PADUA WAS ONE OF THE EARLIEST CENTRES OF A CIVIC HUMANISM. IT IS THE AIM OF THIS BOOK TO ANALYSE THE PADUA GOVERNING CLASS IN RELATION TO ITS ECONOMIC FOUNDATIONS AND ITS SOCIAL STRUCTURE, AND THEN TO TRACE THE POLITICAL DEVELOPMENT OF THE COMMUNE CULMINATING IN THE PROLONGED CRISIS OF 1310 TO 1328, WHICH ENDED WITH THE DEFINITIVE ESTABLISHMENT OF THE SIGNORIA OF THE CARRARA FAMILY. ALTHOUGH PRIMARILY CONCERNED WITH ONLY ONE CITY, THIS STUDY HAS WIDER IMPLICATIONS, AS THE PADUAN CRISIS WITH ITS CHOICE BETWEEN RESPONSIBLE AND PERSONAL GOVERNMENT, WAS FAR FROM UNIQUE. NO LESS THAN THE GREAT CITIES OF FLORENCE OR VENICE, SECONDARY CENTRES LIKE PADUA WERE THE COMPONENT CELLS WHICH MADE UP THE DISTINCTIVE ITALIAN CULTURE OF THE LATER MIDDLE AGES, IN WHOSE PREVAILING ETHOS THE ORIGINS OF THE RENAISSANCE MUST BE SOUGHT--PROVIDED BY PUBLISHER.

📖 **77 BEST PRACTICES IN NEGOTIATION** DR. GARY S. GOODMAN, 2020-03-10 DR. GARY S. GOODMAN IS THE BEST-SELLING AUTHOR OF MORE THAN TWENTYFIVE BOOKS AND THOUSANDS OF ARTICLES. HE IS ALSO CREATOR OF THE APPLAUDED TRAINING PROGRAM, "BEST PRACTICES IN NEGOTIATION," OFFERED AT U.C. BERKELEY AND UCLA EXTENSION, AS WELL AS AT ORGANIZATIONS WORLDWIDE. AS AN ATTORNEY, FORTUNE 1000 MANAGEMENT CONSULTANT, AND CELEBRATED SPEAKER AND LECTURER, DR. GOODMAN HAS PERSONALLY NEGOTIATED MORE THAN A THOUSAND CONTRACTS FOR HIS COMPANIES AND FOR HIS CLIENTS. DRAWING FROM THE BEST-PUBLISHED SOURCES AND HIS OWN AMPLE EXPERIENCES, DR. GOODMAN SHARES TIPS AND TECHNIQUES FOR NEGOTIATING EVERYDAY TRANSACTIONS AS WELL AS MEGA-DEALS. YOU WILL DISCOVER: THE SIX-STEP ANATOMY OF A NEGOTIATION TRANSACTION, A GUIDE FROM THE INCEPTION TO THE EXECUTION OF AN AGREEMENT HOW TO AVOID COMMON PITFALLS AND DIRTY TRICKS WHEN NEGOTIATING HOW NOT TO GIVE AWAY THE STORE THE 3 "T"'S IN ANY NEGOTIATION: TEXT, TONE, AND TIMING WHEN YOU SHOULD GRAB THEIR FIRST OFFER THE SECRET TO DETECTING 3 TYPES OF LIARS HOW TO READ YOUR COUNTERPART'S PAIN THRESHOLD THE BEST WAY TO COUNTER DIRTY TRICKS NO JOB OFFER? NEGOTIATE RECONSIDERATION! HOW TO NEGOTIATE LESS JOB STRESS! FIVE TRAPS TO AVOID IN PREPARING FOR A NEGOTIATION UNIQUE AND COUNTER-INTUITIVE ADVICE TO FINDING BETTER BARGAINS ON CARS AND HOUSING THERE IS A LOT OF ROOM FOR CREATIVITY IN NEGOTIATING, BUT FEW FOLKS PAY ATTENTION TO THE POSSIBILITIES. YOU NEED LOTS OF TOOLS, TECHNIQUES, STRATEGIES, PLOYS, FEINTS, AND BLUFFS IN ORDER TO COME OUT ON TOP. THAT'S WHY EXPERT NEGOTIATOR DR. GARY GOODMAN HAS PROVIDED YOU WITH NO FEWER THAN 77 BEST PRACTICES!

📖 **THE 25 SALES STRATEGIES THAT WILL BOOST YOUR SALES TODAY!** STEPHAN SCHIFFMAN, 1999-05-01 STEPHAN SCHIFFMAN, AMERICA'S #1 CORPORATE SALES TRAINER, DELIVERS MORE OF THE SIMPLE, DIRECT, EASY-TO-APPLY SALES ADVICE THAT HAS HELPED THOUSANDS OF BUSINESSES AROUND THE WORLD. HE REVEALS 25 NEW SALES-BUILDING STRATEGIES THAT HE'S DEVELOPED AND TESTED DURING HIS YEARS OF TRAINING TOP-NOTCH SALESPEOPLE. PUT THESE EFFECTIVE, YET SIMPLE,

STRATEGIES TO WORK FOR YOU!

📖 **THE TEACHING OF STATISTICS** ROBERT MORRIS, 1989

📖 **THE ULTIMATE BOOK OF SALES TECHNIQUES** STEPHAN SCHIFFMAN, 2013-01-18 THE SECRETS OF BREAKOUT SELLING! USING HIS THIRTY YEARS OF EXPERIENCE TRAINING CORPORATE SALES FORCES, STEPHAN SCHIFFMAN HAS PUT TOGETHER A COLLECTION OF THE MOST ESSENTIAL TECHNIQUES FOR SUCCEEDING IN THE FIELD. FROM GETTING LEADS AND COLD CALLING TO ESTABLISHING A SOLID RELATIONSHIP AND CLOSING THE DEAL, SCHIFFMAN COVERS EVERYTHING YOU NEED TO KNOW IN ORDER TO IMPROVE YOUR PERFORMANCE AND MAKE THE SALE. INSIDE THIS BOOK, YOU'LL FIND HIS PROVEN SALES PHILOSOPHY, WHICH INCLUDES SUCH ELEMENTS AS: SALES DON'T HAPPEN UNLESS QUESTIONS ARE ASKED. AN OBJECTION IS AN OPPORTUNITY IN DISGUISE. A SALESPERSON'S RESPONSIBILITY IS TO HELP THE CLIENT SOLVE A PROBLEM. NO ONE EVER MADE A GOOD SALE BY INTERRUPTING A CLIENT. WHETHER YOU'RE NEW TO THE FIELD OR LOOKING FOR A QUICK REFRESHER, YOU WILL FINALLY BE ABLE TO BEAT OUT THE COMPETITION AND TAKE YOUR CAREER TO THE NEXT LEVEL WITH THE ULTIMATE BOOK OF SALES TECHNIQUES!

📖 **25 MOST DANGEROUS SALES MYTHS** STEPHAN SCHIFFMAN, 2004-06-04 A SIMON & SCHUSTER eBook. SIMON & SCHUSTER HAS A GREAT BOOK FOR EVERY READER.

📖 **DESIGNING SOCIAL INNOVATION** INTERNATIONAL ASSOCIATION FOR PEOPLE-ENVIRONMENT STUDIES. CONFERENCE, BOB MARTENS, ALEXANDER G. KEUL, 2005 THE DESIGN AND FUNCTIONING OF URBAN ENVIRONMENTS IS DIFFICULT AND COMPLEX, AND BECAUSE OF THE COMPETITIVE NATURE OF URBAN PLANNING TODAY, IT OFTEN DOES NOT HAVE THE INPUT REQUIRED FROM A VARIETY OF DISCIPLINES, RANGING FROM PSYCHOLOGISTS AND SOCIOLOGISTS TO ARCHITECTS AND PLANNERS. RESEARCHERS FROM THESE AREAS ARE, HOWEVER, UNIQUELY PLACED TO MONITOR SUCCESS AND ADVISE ON WHAT WORKS. THIS INTERDISCIPLINARY VOLUME DOES EXACTLY THAT, WITH CONTRIBUTIONS BY EXPERTS FROM AROUND THE WORLD. BASED ON THE BEST APPLIED RESEARCH PRESENTED AT THE 18TH MEETING OF THE INTERNATIONAL ASSOCIATION OF PEOPLE-ENVIRONMENT STUDIES, IAPS18, HELD IN VIENNA, THIS VOLUME CONCENTRATES ON THEORIES AND METHODS IN PLANNING AND MONITORING, ENVIRONMENTAL, HEALTH, AND SOCIAL IMPACT ASSESSMENT, POST-OCCUPANCY EVALUATIONS (POEs), COMPUTER MODELING, AND VARIOUS SIMULATION TOOLS. IT IS THUS A FASCINATING AND UP-TO-DATE REVIEW FOR RESEARCHERS, PROFESSIONAL PRACTITIONERS, AND POLICY MAKERS.

📖 **COMING OF AGE IN U.S. HIGH SCHOOLS** ANNETTE B. HEMMINGS, 2004-05-20 COMING OF AGE IN U.S. HIGH SCHOOLS: ECONOMIC, KINSHIP, RELIGIOUS, AND POLITICAL CROSSCURRENTS TAKES READERS INTO THE LIVES OF URBAN AND SUBURBAN ADOLESCENTS FOR A CLOSE-UP LOOK AT HOW THEY NAVIGATE THE CONFLICTING DISCOURSES AND DISCIPLINARY PRACTICES OF AMERICAN CULTURAL CROSSCURRENTS THAT FLOW THROUGH ECONOMIC, KINSHIP, RELIGIOUS, AND POLITICAL DOMAINS OF AMERICAN LIFE. THE BOOK IS DISTINCTIVE IN HOW IT COMBINES CLASSIC ANTHROPOLOGICAL THEORY AND CONTEMPORARY POST-ANTHROPOLOGICAL PERSPECTIVES INTO AN INNOVATIVE FRAMEWORK FOR UNDERSTANDING ADOLESCENT COMING OF AGE PROCESSES IN U.S. PUBLIC HIGH SCHOOLS. COMING OF AGE IS CONCEIVED AS A DUAL PROCESS OF COMMUNITY INTEGRATION AND IDENTITY FORMATION. IN THIS EXPANSIVE MULTI-SITE ETHNOGRAPHY OF HIGH SCHOOL STUDENTS REPRESENTING DIVERSE RACIAL, ETHNIC, SOCIAL CLASS, GENDER, AND SEXUAL BACKGROUNDS, COMING OF AGE IS DESCRIBED AND ANALYZED AS IT UNFOLDED IN THE CLASSROOMS AND CORRIDORS OF THREE HIGH SCHOOLS: A RACIALLY DESEGREGATED URBAN SCHOOL; A SUBURBAN SCHOOL SERVING MIDDLE CLASS STUDENTS; AND A SCHOOL WITH A MAJORITY OF BLACK YOUTH LIVING IN IMPOVERISHED INNER-CITY NEIGHBORHOODS. THE STUDY GOES WELL BEYOND ISSUES OF ACADEMIC ACHIEVEMENT TO RECOGNIZE AND EXPLORE THE FUNCTION OF U.S. HIGH SCHOOLS IN SMOOTHING ADOLESCENT TRANSITIONS INTO THE MULTIPLE DOMAINS OF AMERICAN LIFE. GRADUATING SENIORS IN THE FINAL ANALYSES ARE HERALDED AS ABSORBERS OF TRADITIONS, BAROMETERS OF TRENDS, AND HARBINGERS OF CHANGE. OF INTEREST TO A BROAD RANGE OF RESEARCHERS, TEACHERS, AND EDUCATIONAL POLICYMAKERS, THIS BOOK IS PARTICULARLY RELEVANT FOR SCHOLARS, FACULTY, AND GRADUATE STUDENTS IN SOCIAL FOUNDATIONS OF EDUCATION, EDUCATIONAL ANTHROPOLOGY, SECONDARY TEACHER EDUCATION, QUALITATIVE EDUCATIONAL RESEARCH, AND RELATED FIELDS.

📖 **THE 25 MOST COMMON SALES MISTAKES AND HOW TO AVOID THEM** STEPHAN SCHIFFMAN, 2009-07-18 25 SALES MISTAKES IS ESSENTIAL FOR ANY PROFESSIONAL OR ORGANIZATION COMMITTED TO SALES EXCELLENCE. --MICHAEL A. BERMAN, CHIEF OPERATING OFFICER, OUTSIDE VENTURES IN THE NEWEST EDITION OF THIS VALUABLE MANUAL, STEPHAN SCHIFFMAN OFFERS UPDATED ADVICE TO SALESPeOPLE ABOUT GETTING PROSPECTS AND MAKING THE SALE. IT'S NOT JUST WHAT YOU DO--IT'S WHAT YOU DON'T DO: DON'T SELL AGAINST A COMPETITOR DON'T BE SATISFIED DON'T STOP GETTING IDEAS DON'T USE BOILERPLATE PROPOSALS DON'T OVERUSE E-MAIL THE BOOK ALSO INCLUDES A NEW INTRODUCTION AND UPDATED TEXT. SCHIFFMAN OFFERS SALESPeOPLE THE KIND OF ADVICE--FROM LISTENING TO THE CLIENT TO FOLLOWING UP ON THE SALE--THAT HAS MADE HIM THE BEST CORPORATE SALES TRAINER TODAY. WITH SCHIFFMAN'S BOOK IN THEIR POCKET, SALEPeOPLE CAN AVOID COMMON BLUNDERS AND MAKE THE SALE.

📖 **CHILDREN'S HUMAN BODY ENCYCLOPEDIA**, 2022

📖 **THE URBAN NEIGHBORHOOD** SUZANNE INFELD KELLER, 1968

📖 **GAME PLAN SELLING** MARC WAYSHAK, 2014-01 IN TODAY'S TECHNOLOGY-SATURATED WORLD, INFORMATION IS CHEAP. THE INTERNET HAS CHANGED EVERYTHING FOR PROSPECTS--NOT TO MENTION FOR THE SALESPeOPLE WHO HOPE TO WIN THEIR BUSINESS. PROSPECTS NO LONGER NEED THAT BIG SALES PITCH TOUTING ALL THE FEATURES AND BENEFITS OF A PRODUCT. WHAT'S MORE, THEY HAVE COME TO RESENT OLD-SCHOOL SELLING TECHNIQUES. AS MARC EXPLAINS IN GAME PLAN SELLING, WINNING THE BUSINESS OF WELL-INFORMED PROSPECTS IS VERY SIMILAR TO WINNING IN SPORTS. CONSISTENT SUCCESS--BOTH IN SALES AND ON THE FIELD--REQUIRES A DISTINCT STRATEGY, A REPEATABLE PROCESS AND A CLEAR PLAN TO EXECUTE WITH

COMMITMENT AND PASSION. IN THIS HIGHLY PRACTICAL BOOK, YOU WILL LEARN HOW TO: *SEPARATE YOURSELF FROM THE COMPETITION; *USE A SIMPLE SYSTEM TO CLOSE SALES MORE QUICKLY AND WITH GREATER FREQUENCY; AND *CREATE A PERSONAL SELLING PLAN TO VIRTUALLY GUARANTEE SUCCESS.

BUYING SIGNALS NIKKI RAUSCH, 2016 HAVE YOU EVER WONDERED AFTER A CONVERSATION IF THE PERSON YOU WERE TALKING WITH MIGHT HAVE BEEN INTERESTED IN BUYING FROM YOU? BUYING SIGNALS TEACHES YOU HOW TO RECOGNIZE SUBTLE CUES PEOPLE GIVE WHEN THEY'RE INTERESTED IN DOING BUSINESS WITH YOU. NO MORE SECOND GUESSING YOURSELF AS TO WHETHER OR NOT YOU SHOULD INVITE SOMEONE TO DO BUSINESS. NOW YOU'LL RECOGNIZE THE BUYING SIGNAL AND KNOW WHAT TO SAY WHEN YOU GET ONE. TURN CASUAL CONVERSATIONS INTO SALES CONVERSATIONS AND POTENTIALLY INTERESTED PEOPLE INTO NEW CLIENTS BY LEARNING BUYING SIGNALS NIKKI RAUSCH, THE SALES MAVEN SHARES THE SECRETS SHE'S LEARNED IN HER 22 YEARS AS A SALES PROFESSIONAL. YOU'LL LEARN SIMPLE, YET EFFECTIVE TECHNIQUES TO BEING MORE IMPACTFUL AND EFFECTIVE IN YOUR CONVERSATIONS WITH POTENTIAL CLIENTS. DEEPEN YOUR LEVEL OF LEARNING AS SHE SHARES REAL WORLD EXAMPLES OF WHAT TO LOOK FOR AND LANGUAGE SUGGESTIONS OF WHAT TO SAY WHEN YOU PICK UP A BUYING SIGNAL. MAKE MORE MONEY; HAVE A GREATER REACH; BE MORE IMPACTFUL; HAVE MORE CONFIDENCE AND GROW YOUR BUSINESS WITH BUYING SIGNALS

COLD CALLING TECHNIQUES (4TH) STEPHAN SCHIFFMAN, 1999-01-01 FIELD-TESTED TECHNIQUES FOR REACHING DECISION-MAKERS, MAKING APPOINTMENTS, AND MAKING A PITCH--AS WELL AS INVALUABLE ADVICE ON HOW TO INCREASE THE NUMBER OF CALLS, IMPROVE THE CLOSING RATIO, AND BEAT THE COMPETITION.

MATHEMATICS AT WORK IAN LOWE, AUSTRALIAN ACADEMY OF SCIENCE, 1988

TIME, GOODS, AND WELL-BEING FRANCIS THOMAS JUSTER, FRANK P. STAFFORD, UNIVERSITY OF MICHIGAN. SURVEY RESEARCH CENTER, 1985 RESEARCH PAPERS, TIME BUDGET, QUALITY OF LIFE, USA - METHODOLOGY, HISTORICAL TRENDS, VALUE SYSTEM, LIFE STYLE, UNPAID WORK, SEX, AGE, ECONOMIC MODELS, CHILD CARE, LABOUR SUPPLY, LEISURE, HOUSEHOLD PRODUCTION, ETC. BIBLIOGRAPHY, GRAPHS, STATISTICAL TABLES.

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OFIR.DK G R JOBBET INTRODUCTION

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