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**Computational Collective Intelligence. Technologies and Applications** Jeng-Shyang Pan,Shyi-Ming Chen,Ngoc-Thanh Nguyen,2010-11-06 This volume composes the proceedings of the Second International Conference on Computational Collective Intelligence--Technologies and Applications (ICCCI 2010),

which was hosted by National Kaohsiung University of Applied Sciences and Wroclaw University of Technology, and was held in Kaohsiung City on November 10-12, 2010. ICCCI 2010 was technically co-sponsored by Shenzhen Graduate School of Harbin Institute of Technology, the Tainan Chapter of the IEEE Signal Processing Society, the Taiwan Association for Web Intelligence Consortium and the Taiwanese Association for Consumer Electronics. It aimed to bring together researchers, engineers and po- cymakers to discuss the related techniques, to exchange research ideas, and to make friends. ICCCI 2010 focused on the following themes: • Agent Theory and Application • Cognitive Modeling of Agent Systems • Computational Collective Intelligence • Computer Vision • Computational Intelligence • Hybrid Systems • Intelligent Image Processing • Information Hiding • Machine Learning • Social Networks • Web Intelligence and Interaction Around 500 papers were submitted to ICCCI 2010 and each paper was reviewed by at least two referees. The referees were from universities and industrial organizations. 155 papers were accepted for the final technical program. Four plenary talks were kindly offered by: Gary G. Yen (Oklahoma State University, USA), on “Population Control in Evolutionary Multi-objective Optimization Algorithm,” Chin-Chen Chang (Feng Chia University, Taiwan), on “Applying De-clustering Concept to Information Hiding,” Qinyu Zhang (Harbin Institute of Technology, China), on “Cognitive Radio Networks and Its Applications,” and Lakhmi C.

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Ask The Sales Coach-Practical Answers to the Questions Sales People Ask Most Susan A. Enns,2019-02-20 Contrary to the popular belief, sales people don’t rely on “the gift of the gab” to be successful. Actually, the opposite is true. The best sales professionals spend far more time asking and listening than they do talking and selling. They ask questions of their customers; they ask questions of their colleagues, and they ask questions of their managers. If Oxford defines curiosity as the strong desire to know or learn something, then by that definition, sales people are curious by nature. In fact, that’s how sales professionals learn to be professional in the first place. This is a collection of practical answers to questions sales people ask most. Written by Susan A. Enns, a professional sales coach with a proven track record of sales excellence over her 30 plus year career. Her accomplishments include consecutively being the top sales rep in Canada, managing the top sales branch, and achieving outstanding sales growth in a national channel sales organization. She has written several books about sales and sales management and has created numerous automated sales tools. Her work has been published in several locations numerous times and has sold on five separate continents. As such, over the years, Susan has been asked many questions by many sales people. After a while, she saw that sales people, regardless of their experience, the products they sell, the industries in which they operate, or the countries where they sell, all share similar curiosities. In other words, although the wording may be different when asked in an email or when asked in person, sales people all ask the same questions, the most common of which are answered in this ebook. As the old saying goes, the only stupid questions are the ones unasked. As a sales professional, you should never be afraid to “Ask

the Sales Coach” because you will learn so much from the answers! - Susan really knows the selling world. She's honest, articulate, bright, giving, highly competent, personable and a top professional. Welcome her. It's the right thing to do. - Our company hired Susan as our sales coach. She has helped me make more appointments, close more deals and make more money. The 3 most important concepts in sales. I would recommend any sales force hire her to help boost business sales. - Susan ...understands the sales process intimately and is able to create a management process around it that drives sales people to accomplish their goals. - Susan knows her stuff. She brings many years of great sales experience and success to anyone who wished to improve their skills in sales. She is very personable, and is not afraid to tell it like it is. I would recommend anyone (and I have) to Susan, her website, her books if you want to become a better sales person. - “Thanks for the training... I made my quota this year in May!”

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*Jack Hylton* Pete Faint,2014-11-19 The definitive biography of British dance band leader and theatrical impresario Jack Hylton, tracing his life from the industrial North of England to London's glittering West End.

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*Secrets to Effective Author Marketing* Marguerita McVay Lynch,2017-12-09 Have you put your book out there and been disappointed in your sales? Perhaps you’ve tried a variety of marketing tactics to boost discoverability: blog posts, social media, book tours, paid ads in a variety of venues. But nothing is working. The publishing landscape changes every year. The number of books published has increased and the competition for readers is more than it has been before. The key is to define your audience and then convince those potential readers of the value of your book. Your marketing time and money should primarily be spent on a message of value—not price, not story, and not genre. This book provides specific techniques to exploit that value without resorting to the typical overexposure in social media and newsletters with “Buy My Book” sales messaging. Instead, focus on the top three proven techniques that actually sell books. Follow step-by-step instructions and timelines to learn how to: 1) Create an Effective Plan for Communicating to Readers; 2) Use Social Media and Email lists to Engage with Your Readers; and 3) Plan for Effective Campaigns for both Book Launches and Backlist Rejuvenation throughout the year. In addition this book provides techniques to: \* Distinguish specific groups of readers most likely to buy your novel or nonfiction book. \* Understand your competition and the advantages that your book offers. \* Clarify hooks that capture attention of the media, reviewers, and readers. \* Identify where and how to reach readers, reviewers, and media. \* Create and implement a consistent brand throughout all marketing efforts. \* Effectively select, from 100+ options, the appropriate marketing tactics and timing that matches your book intentions and values. \* Maximize organic reach and stay to a budget of less than \$100 per book

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*Expert Podcasting Practices For Dummies* Tee Morris,Evo Terra,Ryan C. Williams,2008-01-07 A guide to audio and video podcasting covers such topics as developing a podcast, podcasting equipment and tools, recording a podcast, encoding software, the video and audio editing process, getting listed in podcast directories, the podcast community, and making money with podcasting.

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