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Jack Alexander

*Typewriters* Anthony Casillo,2017-10-17 "Typewriter expert and collector Anthony Casillo presents a visual homage to the device that revolutionized correspondence" (The Florida Times-Union). From the creation of the QWERTY keyboard to the world's first portable typing machine, this handsome collection is a visual homage to the golden age of the typewriter. From the world's first commercially successful typewriter—the Sholes & Glidden Type Writer of 1874—to the iconic electric models of the 1960s, eighty vintage devices are profiled in elegant photographs and fascinating text that highlights the design modifications, intricate details, and peculiar quirks that make each typewriter unique. From functional advances like noiseless machines to luxurious details such as mahogany covers and inlaid mother-of-pearl, a century of design innovation and experimentation is charted in these pages. Packed with visuals and rich with history, Typewriters is the essential story of a writing invention that changed the world. Includes a foreword by Tom Hanks Praise for Typewriters "A Love Letter to Vintage Typewriters." —Wall Street Journal "This is sure to delight typewriter lovers and those interested in machine or design history." —Library Journal

*Competition Demystified* Bruce C. Greenwald, Judd Kahn, 2005-08-18 Bruce Greenwald, one of the nation's leading business professors, presents a new and simplified approach to strategy that cuts through much of the fog that has surrounded the subject. Based on his hugely popular course at Columbia Business School, Greenwald and his coauthor, Judd Kahn, offer an easy-to-follow method for understanding the competitive structure of your industry and developing an appropriate strategy for your specific position. Over the last two decades, the conventional approach to strategy has become frustratingly complex. It's easy to get lost in a sophisticated model of your competitors, suppliers, buyers, substitutes, and other players, while losing sight of the big question: Are there barriers to entry that allow you to do things that other firms cannot?

The Challenger Sale Matthew Dixon, Brent Adamson, 2011-11-10 What's the secret to sales success? If you're like most business leaders, you'd say it's fundamentally about relationships-and you'd be wrong. The best salespeople don't just build relationships with customers. They challenge them. The need to understand what top-performing reps are doing that their average performing colleagues are not drove Matthew Dixon, Brent Adamson, and their colleagues at Corporate Executive Board to investigate the skills, behaviors, knowledge, and attitudes that matter most for high performance. And what they discovered may be the biggest shock to conventional sales wisdom in decades. Based on an exhaustive study of thousands of sales reps across multiple industries and geographies, The Challenger Sale argues that classic relationship building is a losing approach, especially when it comes to selling complex, large-scale business-to-business solutions. The authors' study found that every sales rep in the world falls into one of five distinct profiles, and while all of these types of reps can deliver average sales performance, only one-the Challenger-delivers consistently high performance. Instead of bludgeoning customers with endless facts and features about their company and products, Challengers approach customers with unique insights about how they can save or make money. They tailor their sales message to the customer's specific needs and objectives. Rather than acquiescing to the customer's every demand or objection, they are assertive, pushing back when necessary and taking control of the sale. The things that make Challengers unique are replicable and teachable to the average sales rep. Once you understand how to identify the Challengers in your organization, you can model their approach and embed it throughout your sales force. The authors explain how almost any average-performing rep, once equipped with the right tools, can successfully reframe customers' expectations and deliver a distinctive purchase experinece tha

**Networks, Crowds, and Markets** David Easley, Jon Kleinberg, 2010-07-19 Are all film stars linked to Kevin Bacon? Why do the stock markets rise and fall sharply on the strength of a vague rumour? How does gossip spread so quickly? Are we all related through six degrees of separation? There is a growing awareness of the complex networks that pervade modern society. We see them in the rapid growth of the internet, the ease of global communication, the swift spread of news and information, and in the way epidemics and financial crises develop with startling speed and intensity. This introductory book on the new science of networks takes an interdisciplinary approach, using economics, sociology, computing, information science and applied mathematics to address fundamental questions about the links that connect us, and the ways that our decisions can have consequences for others.

*Commedia dell'Arte in Context* Christopher B. Balme,Piermario Vescovo,Daniele Vianello,2018-04-05 The commedia dell'arte, the improvised Italian theatre that dominated the European stage from 1550 to 1750, is arguably the most famous theatre tradition to emerge from Europe in the early modern period. Its celebrated masks have come to symbolize theatre itself and have become part of the European cultural imagination. Over the past twenty years a revolution in commedia dell'arte scholarship has taken place, generated mainly by a number of distinguished Italian scholars. Their work, in which they have radically separated out the myth from the history of the phenomenon remains, however, largely untranslated into English (or any other language). The present volume gathers together these Italian and English-speaking scholars to synthesize for the first time this research for both specialist and non-specialist readers. The book is structured around key topics that span both the early modern period and the twentieth-century reinvention of the commedia dell'arte.

Financial Planning & Analysis and Performance Management Jack Alexander, 2018-06-13 Critical insights for savvy financial analysts Financial Planning & Analysis and Performance Management is the essential desk reference for CFOs, FP&A professionals, investment banking professionals, and equity research analysts. With thought-provoking discussion and refreshing perspective, this book provides insightful reference for critical areas that directly impact an organization's effectiveness. From budgeting and forecasting, analysis, and performance management, to financial communication, metrics, and benchmarking, these insights delve into the cornerstones of business and value drivers. Dashboards, graphs, and other visual aids illustrate complex concepts and provide reference at a glance, while the author's experience as a CFO, educator, and general manager leads to comprehensive and practical analytical techniques for real world application. Financial analysts are under constant pressure to perform at higher and higher levels within the realm of this consistently challenging function. Though areas ripe for improvement abound, true resources are scarce—until now. This book provides real-world guidance for analysts ready to: Assess performance of FP&A function and develop improvement program Improve planning and forecasting with new and provocative thinking Step up your game with leading edge analytical tools and practical solutions Plan, analyze and improve critical business and value drivers Build analytical capability and effective presentation of financial information Effectively evaluate capital investments in uncertain times The most effective analysts are those who are constantly striving for improvement, always seeking new solutions, and forever in pursuit of enlightening resources with real, useful information. Packed with examples, practical solutions, models, and novel approaches, Financial Planning & Analysis and Performance Management is an invaluable addition to the analyst's professional library. Access to a website with many of the tools introduced are included with the purchase of the book. Hitler's Uranium Club Jeremy Bernstein, 2013-03-09 From April through December of 1945, ten of Nazi Germany's greatest nuclear physicists were detained by Allied military and intelligence services in a kind of gilded cage at Farm Hall, an English country manor near Cambridge. The physicists knew the Reich had failed to develop an atomic bomb, and they soon learned, from a BBC radio report on August 6, that the Allies had succeeded in their own efforts to create such a weapon. But what they did not know was that many of their meetings and private conversations were being monitored and recorded by British agents. This book contains the complete collection of transcripts that were made from these secret recordings, providing an unprecedented view of how the German scientists, including two Nobel Laureates, thought and spoke about their roles during the war. c't Hardware-Guide c't-Redaktion, 2016-11-03 Bei Hardware ändern sich Ausstattung und Standards schnell: Was vor drei Jahren noch Hightech war, ist heute schon veraltet. Der c't Hardwareguide erklärt aktuelle Technik und wichtige Funktionen aus allen relevanten Bereichen rund um den Computer. So können Sie die relevanten Funktionen für Ihre Bedrüfnisse erkennen und zukunftssicher auswählen. In zahlreichen Tests stellen wir Ihnen die interessantesten Geräte von Mainboard bis Mini-PC, 10-Terabyte-Festplatte bis SSD und Grafikkarte bis 4K-Monitor vor. Dazu zeigen wir Ihnen auf mehr als 20 Seiten Windows-Notebook-Alternativen zum MacBook. In weiteren Artikeln erfahren Sie, wie sie neue Hardware auswählen, bestehende Systeme aufrüsten und dabei Probleme vermeiden. So zeigen wir anschaulich, wie Sie von der Festplatte auf eine schnelle SSD umsteigen, wie Sie Ihr System für 150 Euro clever aufrüsten und welche Besonderheiten beim Upgrade von Notebooks und Mini-PCs zu beachten

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<u>The Psychology of Selling</u> Brian Tracy,2006-06-20 Double and triple your sales--in any market. The purpose of this book is to give you a series of ideas, methods, strategies, and techniques that you can use immediately to make more sales, faster and easier than ever before. It's a promise of prosperity that sales guru Brian Tracy has seen fulfilled again and again. More sales people have become millionaires as a result of listening to and applying his ideas than from any other sales training process ever developed.

The Presentation of Self in Everyday Life Erving Goffman,2021-09-29 A notable contribution to our understanding of ourselves. This book explores the realm of human behavior in social situations and the way that we appear to others. Dr. Goffman uses the metaphor of theatrical performance as a framework. Each person in everyday social intercourse presents himself and his activity to others, attempts to guide and control the impressions they form of him, and employs certain techniques in order to sustain his performance, just as an actor presents a character to an audience. The discussions of these social techniques offered here are based upon detailed research and observation of social customs in many regions.

<u>Mastering Bitcoin</u> Andreas M. Antonopoulos,2017-06-12 Join the technological revolution that's taking the financial world by storm. Mastering Bitcoin is your guide through the seemingly complex world of bitcoin, providing the knowledge you need to participate in the internet of money. Whether you're building the next killer app, investing in a startup, or simply curious about the technology, this revised and expanded second edition provides essential detail to get you started. Bitcoin, the first successful decentralized digital currency, is still in its early stages and yet it's already spawned a multi-billion-dollar global economy open to anyone with the knowledge and passion to participate. Mastering Bitcoin provides the knowledge. You simply supply the passion. The second edition includes: A broad introduction of bitcoin and its underlying blockchain—ideal for non-technical users, investors, and business executives An explanation of the technical foundations of bitcoin and cryptographic currencies for developers, engineers, and software and systems architects Details of the bitcoin decentralized network, peer-to-peer architecture, transaction lifecycle, and security principles New developments such as Segregated Witness, Payment Channels, and Lightning Network A deep dive into blockchain applications, including how to combine the building blocks offered by this platform into higher-level applications User stories, analogies, examples, and code snippets illustrating key technical concepts

**Transforming the James River in Richmond** Ralph Hambrick,2020-04-06 The James River is the centerpiece of Richmond, but by the midtwentieth century it had been abused and neglected. Eagles and sturgeon had nearly disappeared, water-powered industry was abandoning it and the river was a sewer. Today, the river draws visitors to its wooded shorelines, restored canal and feisty rapids. At the local level, this transformation was the result of citizen action, public-private partnerships, difficult decisions by governmental leaders and the hard work of thousands of passionate advocates and volunteers. Local author and lifelong river watcher Ralph Hambrick chronicles the events, projects and controversies that brought about the dramatic change and lends a critical eye to the results.

How to Win Friends and Influence People Carnegie Dale Carnegie,2023

*Reimagining our futures together* International Commission on the Futures of Education, 2021-11-06 The interwoven futures of humanity and our planet are under threat. Urgent action, taken together, is needed to change course and reimagine our futures.

*My Life with Bob* Pamela Paul,2017-05-02 For twenty-eight years, Pamela Paul has been keeping a diary that records the books she reads, rather than the life she leads. Or does it? Over time, it's become clear that this Book of Books, or Bob, as she calls him, tells a much bigger story. For Paul, as for many readers, books reflect her inner life--her fantasies and hopes, her dreams and ideas. And her life, in turn, influences which books she chooses, whether for solace or escape, diversion or self-reflection, information or entertainment. My Life with Bob isn't about what's in those books; it's about the relationship between books and readers--

*c't TESTGUIDE (2015)* c't-Redaktion,2015-11-09 Auf über 280 Seiten sind im c't TESTGUIDE die wichtigsten Tests der c't-Redaktion des Jahres versammelt. Die insgesamt mehrere Hundert Einzel- und Vergleichstests in bewährter gründlicher c't-Qualität sind in acht Sparten unterteilt: -Mobile mit Smartphone-Vergleichen, Outdoor-Androids, kabellose Ladegeräte und natürlich Smartwatches: Was taugen die intelligenten Uhren wirklich? - In der Notebook- und Tablet-Sparte finden Sie Tests von kleinen bis großen Laptops, von Hybrid-Notebooks und von Tablets unterschiedlicher Preisklassen. - In PC und Zubehör finden Sie einen Mini-PC-Vergleich, Tests von Büro-Komplett-PCs und All-in-One-PCs bis 24 Zoll, sowie Prüfstände von Prozessoren und Mainboards - von Highend-Gaming über Grafikarten für Kompaktrechner bis zu Spielen in 4K-Auflösung reicht das Spektrum bei Grafikkarten. Highlight: 60 Grafikkarten im Vergleich - Speicherplatz braucht jeder: Sie haben die Wahl aus Tests von SSD und Festplatten, NAS-Gehäuse, USB-Boxen und Robuste externe HDDs - Monitore: Große 21:9-Monitore, darunter plane und gekrümmte, Hochauflösende Displays und natürlich 4K-Monitore - Zudem haben wir getestet: preiswerte Tintendrucker, Laser-Farbdrucker fürs Büro und A3-Fotodrucker - Auch Netzwerk-Tests finden Sie im E-Book: Gigabit-Powerline-Adapter, Fritzbox und andere Router, sowie Überwachungskameras

Health-Related Emergency Disaster Risk Management (Health-EDRM) Emily Ying Yang Chan , Holly Ching Yu Lam, 2020-12-29 Disasters such as earthquakes, cyclones, floods, heat waves, nuclear accidents, and large scale pollution incidents take lives and cause exceptionally large health problems. The majority of large-scale disasters affect the most vulnerable populations, which are often comprised of people of extreme ages, in remote living areas, with endemic poverty, and with low literacy. Health-related emergency disaster risk management (Health-EDRM) [1] refers to the systematic analysis and management of health risks surrounding emergencies and disasters; it plays an important role in reducing hazards and vulnerability along with extending preparedness, response, and recovery measures. This concept encompasses risk analyses and interventions, such as accessible early warning systems, timely deployment of relief workers, and the provision of suitable drugs and medical equipment, to decrease the impact of disaster on people before, during, and after disaster events. Disaster risk profiling and interventions can be at the personal/household, community, and system/political levels; they can be targeted at specific health risks including respiratory issues caused by indoor burning, reemergence of infectious disease due to low vaccination coverage, and gastrointestinal problems resulting from unregulated waste management. Unfortunately, there has been a major gap in the scientific literature regarding Health-EDRM. The aim of this Special Issue of IJERPH was to present papers describing/reporting the latest disaster and health risk analyses, as well as interventions for health-related disaster risk management, in an effort to address this gap and facilitate major global policies and initiatives for disaster risk reduction. c't Android 2016 c't-Redaktion, 2016-01-13 Android ist das erfolgreichste mobile Betriebssystem in Deutschland. In c't Android erklären Experten aus der c't-Redaktion, wie man sein Smartphone oder Tablet perfekt an die eigenen Bedürfnisse anpasst und mehr aus Android herausholt. Sie stellen nicht nur die Neuerungen in Android 6.0 vor, sondern berücksichtigen immer auch die noch weit verbreiteten älteren Versionen. Der ausführliche Praxisteil hilft Android-Nutzern, in wenigen Schritten die Qualität ihrer Smartphone-Fotos zu verbessern, Strom zu sparen und das Smartphone vor Angreifern zu schützen. Sie erfahren auch, wie man Android ohne Google betreibt, verschlüsselt mailt oder ein Smartphone seniorengerecht einrichtet. Eine Artikelreihe mit vielen Ideen für neue Aufgaben zeigt, wie man alten Tablets zum Beispiel als Info-Display, Notenständer, Bilderrahmen, Kindertablet oder Leuchttisch zu neuem Leben verhilft. Bei der Kaufentscheidung helfen nicht nur die Tests der besten Smartphones und der günstigsten Tablets. Die c't-Redakteure beraten Sie bei aktuellen Trendthemen: Welche VR-Brille passt zu Ihrem Smartphone, was sind die spannendsten VR-Apps für Android? Was taugen die aktuellen Smartwatches für Android-Nutzer? Und welche Smartphone-Kamera macht die schönsten Fotos? In c't Android finden Sie hierauf hilfreiche und kompetente Antworten.

*Tropic of Cancer (Harper Perennial Modern Classics)* Henry Miller, 2012-01-30 Miller's groundbreaking first novel, banned in Britain for almost thirty years.

<u>Technology Ventures</u> Richard C. Dorf, Thomas H. Byers, 2007 Offers both students and professionals with the tools necessary for success in starting and growing a technology enterprise. This book addresses technology ventures, covering topics that engineers would be interested in.

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