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Human Intimacy: Marriage, the Family, and Its Meaning, Research Update
Macroeconomics Genomes 3 The Natural and the Artefactual Human Anatomy and Physiology (Custom Edition) Handbook of Animal Husbandry The Natural Speaker Finance Equations and Answers The Six Sigma Project Planner G.U.M. Delta Scout Atlas of Ultrasound Measurements Accounting, Study Guide Newspaper Chase Bader Reading and Language Inventory What is Politics? From Start to Finnish Business Law Sales Closing For Dummies Brief Principles of Macroeconomics The Power of Logic Calculus for the Life Sciences: Global Edition Perception and Its Objects Tower in the Sky Mechanics of Materials A Spark before the Fire A Comprehensive Guide for M.C.A. Entrance Examination Defense and Detection Strategies Against Internet Worms Nothing But the Truth Study Guide Visual Basic .NET Codemaster's Library CLASSIC DATA STRUCTURES, 2nd ed. Power System Planning Ecology From Calculus to Chaos Introduction to Pharmaceuticals, Vol. I , 3e Simple Cissp Adolescence The Making of a Modern Japanese Architecture Gene Control

Human Intimacy: Marriage, the Family, and Its Meaning, Research Update

Traces the development of Japanese architecture, looks at the influence of traditional styles, and discusses the interaction of technology and architecture

Macroeconomics

Annotation Along with the enormous growth of the Internet, threats to computers are increasing in severity. This is the first book focused exclusively on Internet worms, offering computer and network security professionals solid worm detection and defense strategies for their work in the field.

Genomes 3

The Natural and the Artefactual

Offering a positive view of the family, Cox's MARRIAGE, THE FAMILY, AND ITS MEANING, 10th Edition discusses the characteristics of successful intimate relationships, and teaches the decision-making skills that lead to strong marriages and families. In this research update edition, you'll find coverage of such topics as diversity within the American family (including rural and military families), gay marriage, singles, cohabitation, gender roles, theories of love, date rape and courtship violence, and parenting and life stages. Important Notice: Media content referenced within the product description or the product text may not be available in the ebook version.

Human Anatomy and Physiology (Custom Edition)

Follows thief Harry Black as he successfully steals a famous painting, then loses track of it.

Handbook of Animal Husbandry

The new edition of this widely used and respected introductory accounting textbook continues to provide students and academics with a well written and accessible resource, with ample illustrations and applications to business for a first study of accounting. The text effectively maintains the balance between a 'user' and 'preparer' perspective by integrating real financial information and business decisions throughout. Through the use of real company information and financial statements students will quickly appreciate the use and users of accounting information. The textbook clearly outlines to students how a financial statement - such as a balance sheet, income statement, cash flow statement - communicates the financing, operating, and investing activities of a business. The text builds a strong conceptual understanding and develops skills in the application of accounting principles and techniques, providing students with a solid foundation for further studies in accounting. The integral role of financial statements for decision making is also emphasised in this text and is reinforced throughout by the Decision Toolkit in each chapter. Students are provided with an extensive set of tools necessary to make business decisions based on financial information. The third edition will continue to engage, excite and educate students.

The Natural Speaker

Delta Scout was the call sign for Tony Trethowan's Ground Coverage 'stick' during the Rhodesian bush war of the late seventies. This is the story of an ordinary policeman, a young man who signed up with the British South Africa Police as a raw 18 year old and who was to serve eight years with that fine force. As a young Patrol Officer, he was to experience rural life in remote stations in the bush of Matabeleland. He embraced the experience and learned Sindebele within a few months. The book is richly interspersed with anecdotes of wild frontier life -- of rowdy prospectors, obstreperous farmers, maverick hunters and bizarre eccentrics. He deals with a wide array of crimes and incidents -- from murder, tribal suicide, sorcery, robbery and drunkenness to horrific vehicle accidents. But as the bush war intensifies, Tony finds himself more and more involved in paramilitary operations. Ground Coverage was a BSAP intelligence-gathering unit -- operating literally 'on the ground' in the rural areas. Known by his enemy, Nkomo's ZIPRA guerrillas, as Baleka, or 'he who runs hither and thither' because of his propensity for rapidly covering vast areas, alone in his beaten-up police Land Rover, the second part of the book deals with the author's conversion from civilian policeman to full-blooded counter-insurgency operator in an African guerrilla war. Told with a sensitivity and pathos that is rare in military memoirs, Delta Scout is a brutally honest, compelling account of innocence lost.

Finance Equations and Answers

Without the close, there is no sale. Pretty obvious, right? Yet, for many salespeople, closing is the most baffling and elusive part of the selling process. All

too often, salespeople meet qualified clients and charm them with an eloquent presentation, only to see the sale mysteriously slip from between their fingers in the end. Which is sad when you consider all the hard work – the prospecting, preparation, planning, and practice – done for the sake of a moment of truth that never arrives. Fortunately, closing is an art that can be mastered, and now *Sales Closing For Dummies* shows you how. Packed with powerful principles that can help you become a top-producing salesperson, *Sales Closing For Dummies* is the ultimate guide to mastering that most mysterious part of the selling equation. Tom Hopkins, the legendary sales genius who, by age 30 was the nation's leading real-estate trainer, demystifies closing and shows what it takes to be a champion closer, including how to:

- Lead a sale without being pushy
- Read the signs of an interested potential buyer
- Use questioning methods that close sales, time and again
- Help clients feel good about their buying decisions
- Keep your clients' business and build their loyalty
- Build long-term relationships and watch your sales grow

With the help of dozens of real-life examples from a wide cross section of industries, Tom shows why professional selling is about communication, not coercion. And he shares his considerable insight and experience on:

- Verbal and visual buying cues and how to recognize them
- Choosing the best location for closing
- Addressing concerns and creating a sense of urgency
- Time-tested tactics and strategies for ending customer procrastination, overcoming their fear, closing from a distance, and more
- The ten biggest closing mistakes and how to avoid them
- Add-on selling and other ways of getting your clients to help you to build your business

Featuring Tom's Hopkins' trademark "Red Flag" key points and situation scripts, this fun, easy-to-understand guide arms you with the hands-on tools and techniques you'll need to become a world-class closer.

The Six Sigma Project Planner

Students and business owners alike are sure to find that this 3-panel (6-page) guide is an invaluable source of comprehensive, up-to-date information regarding key financial principles and methodologies, as well as the formulas and equations that apply to them. Easy-to-use icons help users go right to the equations and formulas they need to learn, and call out helpful tips to use, common pitfalls to avoid, and critical points to remember.

G.U.M.

Gene Control offers a current description of how gene expression is controlled in eukaryotes, reviewing and summarizing the extensive primary literature into an easily accessible format. Gene Control is a comprehensively restructured and expanded edition of Latchman's *Gene Regulation: A Eukaryotic Perspective*, Fifth Edition. The first part of the book deals with the fundamental processes of gene control at the levels of chromatin structure, transcription, and post-transcriptional processes. Three pairs of chapters deal with each of these aspects, first describing the basic process itself, followed by the manner in which it is involved in controlling gene expression. The second part of the book deals with the role of gene control in specific biological processes. Certain chapters deal with the importance of gene control in cellular signaling processes and for normal development of the embryo. Another chapter discusses the key roles played by gene-regulatory processes in the specification of differentiated cell types such as muscle cells and neurons. The

final chapters discuss the consequences of errors in gene control; the relationship between gene misregulation and human diseases, especially cancer; and potential therapies designed specifically to target particular levels of gene control. Gene Control will be of value to students in biological sciences, as well as to scientists and clinicians interested in how genes are regulated in health and disease.

Delta Scout

The Natural Speaker is a friendly step-by-step guide to public speaking that explores the fundamental skills necessary to present a natural, and rewarding speech to any audience. By providing an overview of speech construction, practice, and delivery, this book is designed to enhance and improve upon students' natural strengths. Featuring a warm, and humorous writing style, The Natural Speaker illustrates the concepts and skills required for enjoyable public speaking, and Randy Fujishin invites readers to view speaking as a life-long journey. This ninth edition has been updated throughout to reflect the integration of online media in public speaking today—with sections on digital visual aids, digital note taking, and speaking on YouTube—and now features guidance on speaking to multicultural audiences.

Atlas of Ultrasound Measurements

Accounting, Study Guide

The CISSP certification is the gold standard for security professionals. This exam resource is up to date for the 2015 CISSP Common Body of Knowledge created by ISC2. SIMPLE CISSP has been intentionally kept as brief as possible without the 'fluff' many other tomes include. In the appendix is a complete outline of each domain including all terms and concepts that you will need to know for the exam. Each outline follows the chapters exactly so you can easily find more detail on each topic when you need to.

Newspaper Chase

In this book, philosopher Keekok Lee challenges one of the central assumptions of contemporary environmentalism: that if we could reduce or eliminate pollution we could 'save' the planet without unduly disrupting our modern, industrialized societies. Lee argues instead that the process of modernization, with its attendant emphasis on technological innovation, has fundamentally transformed 'nature' into just another manmade 'artefact.' Ultimately, what needs to be determined is if nature has value above and beyond human considerations, whether aesthetic, spiritual, or biological. This provocative book attempts to reconfigure environmental ethics, positing the existence of two separate ontological categories--the 'natural' and the 'artefactual.' Natural entities, be they organisms or inert matter, are 'morally considerable' because they possess the ontological value of independence, whereas artefacts are created by humans expressly to serve their own interests and ends.

Bader Reading and Language Inventory

What is Politics?

This title is a Custom Edition for La Trobe University, units HBS101 OUA & HBS1HBA..

From Start to Finnish

Business Law

The VitalBook e-book version of Genomes 3 is only available in the US and Canada at the present time. To purchase or rent please visit <http://store.vitalsource.com/show/9780815341383> Covering molecular genetics from the basics through to genome expression and molecular phylogenetics, Genomes 3 is the latest edition of this pioneering textbook. Updated to incorporate the recent major advances, Genomes 3 is an invaluable companion for any undergraduate throughout their studies in molecular genetics. Genomes 3 builds on the achievements of the previous two editions by putting genomes, rather than genes, at the centre of molecular genetics teaching. Recognizing that molecular biology research was being driven more by genome sequencing and functional analysis than by research into genes, this approach has gathered momentum in recent years.

Sales Closing For Dummies

Jimmy Groome never really believed that his life was worth anything. An overweight and unpopular teen, it takes a suicide attempt to bring a traumatic childhood experience into sharp focus. With some encouragement from family and a counselor, Jimmy picks up a guitar and it quickly becomes obvious that he has a natural talent. After losing weight and joining a band, Jimmy goes from being a shy and insecure child to an outgoing and self-destructive young adult. In a world where sex, drugs and rock n' roll go hand in hand Jimmy's future is uncertain. In this prequel to Fire, we follow Jimmy Groome on his dark path, where he decides if he'll ignite the fire inside - or if he'll let it burn out and fade away.

Brief Principles of Macroeconomics

The Power of Logic

Mankiw's Principles of Economics textbooks continue to be the most popular and widely used text in the economics classroom. BRIEF PRINCIPLES OF MACROECONOMICS, 4th Edition features a strong revision of content in all 18 chapters while maintaining the clear and accessible writing style that is the hallmark of the highly respected author. The 4th edition also features an expanded instructor's resource package designed to assist instructors in course planning and

classroom presentation and full integration of content with Aplia, the leading online Economics education program. In the 4th edition Greg Mankiw has created a full educational program for students and instructors -- Experience Mankiw 4th edition. I have tried to put myself in the position of someone seeing economics for the first time. My goal is to emphasize the material that students should and do find interesting about the study of the economy. - N. Gregory Mankiw. Important Notice: Media content referenced within the product description or the product text may not be available in the ebook version.

Calculus for the Life Sciences: Global Edition

This fifth edition of The Power of Logic offers an introduction to informal logic, traditional categorical logic, and modern symbolic logic. The authors' direct and accessible writing style, along with a wealth of engaging examples and challenging exercises, makes this an ideal text for today's logic classes. Instructors and students can now access their course content through the Connect digital learning platform by purchasing either standalone Connect access or a bundle of print and Connect access. McGraw-Hill Connect® is a subscription-based learning service accessible online through your personal computer or tablet. Choose this option if your instructor will require Connect to be used in the course. Your subscription to Connect includes the following:

- SmartBook® - an adaptive digital version of the course textbook that personalizes your reading experience based on how well you are learning the content.
- Access to your instructor's homework assignments, quizzes, syllabus, notes, reminders, and other important files for the course.
- Progress dashboards that quickly show how you are performing on your assignments and tips for improvement.
- The option to purchase (for a small fee) a print version of the book. This binder-ready, loose-leaf version includes free shipping.

Complete system requirements to use Connect can be found here: <http://www.mheducation.com/highered/platforms/connect/training-support-students.html>

Perception and Its Objects

Project management strategies for meeting Six Sigma project goals--on time and on budget The Six Sigma Project Planner shows leaders how to use project management tools to complete Six Sigma improvements on time and on budget. The Planner provides dozens of reproducible project management tools for following the proven Define-Measure-Analyze-Improve- Control (DMAIC) process improvement format. Readers who follow its guidelines will be able to quickly and effectively: Determine a Six Sigma project's ROI Correct problems in current processes Develop and implement entirely new processes

Tower in the Sky

Microsoft's new .NET version of Visual Basic is its most radical revamping of the product since it was first released. Even if you know your way around VB6, the latest version presents special challenges. There are some new ways of doing things, some new things to do, and a new environment in which to work. With a few tips and tricks from expert Matt Tagliaferri, however, you'll be well on your way to VB.NET mastery. Visual Basic .NET Codemaster's Library offers a collection of 99

clear, concise programming examples, which show you how to use VB.NET and Visual Studio .NET to make the most of functionality available for the first time in the .NET Framework. You can begin with any topic and read only the ones that matter to you. Each topic provides a solution that you can incorporate into your own work, in areas ranging from garbage collection to database transactions, from memory management to XML Web Services. You even get coverage of mixing C# and VB.NET in the same application. Taken together, the tips in this book help you make the transition to thinking and working effectively within the object-oriented world of .NET.

Mechanics of Materials

A Spark before the Fire

Ugural provides a comprehensive and methodical presentation of the basic concepts in the analysis of members subjected to axial loads, torsion, bending, and pressure. The material presented strikes a balance between the theory necessary to gain insight into mechanics and numerical solutions, both of which are useful in performing stress analysis in a realistic setting. Readers will also benefit from the visual interpretation of the basic equations and of the means by which the loads are resisted in typical members.

A Comprehensive Guide for M.C.A. Entrance Examination

What is calculus really for? This book is a highly readable introduction to applications of calculus, from Newton's time to the present day. These often involve questions of dynamics, i.e., of how--and why--things change with time. Problems of this kind lie at the heart of much of applied mathematics, physics, and engineering. From Calculus to Chaos takes a fresh approach to the subject as a whole, by moving from first steps to the frontiers, and by focusing on the many important and interesting ideas which can get lost amid a snowstorm of detail in conventional texts. The book is aimed at a wide readership, and assumes only some knowledge of elementary calculus. There are exercises (with full solutions) and simple but powerful computer programs which are suitable even for readers with no previous computing experience. David Acheson's book will inspire new students by providing a foretaste of more advanced mathematics and some of its liveliest applications.

Defense and Detection Strategies Against Internet Worms

This is the eBook of the printed book and may not include any media, website access codes, or print supplements that may come packaged with the bound book. Visually engaging, enticing and current examples with an overall focus on business. Business Law continues to be the most engaging text for readers by featuring a visually appealing format with enticing and current examples while maintaining its focus on business. Readers will learn business law, ethics, and the legal environment in a way that will encourage them to ask questions and go beyond basic memorization.

Nothing But the Truth Study Guide

Visual Basic .NET Codemaster's Library

"An eighteen-year old girl sets out to meet a young man whom she had never met before and is swept away by a series of events that transformed her life in a way she could have never imagined."--Back cover.

CLASSIC DATA STRUCTURES, 2nd ed.

Bill Brewer presents, motivates, and defends a bold new solution to a fundamental problem in the philosophy of perception. What is the correct theoretical conception of perceptual experience, and how should we best understand the most fundamental nature of our perceptual relation with the physical objects in the world around us? Most theorists today analyse perception in terms of its representational content, in large part in order to avoid fatal problems attending the early modern conception of perception as a relation with particular mind-dependent objects of experience. Having set up the underlying problem and explored the lessons to be learnt from the various difficulties faced by opposing early modern responses to it, Bill Brewer argues that this contemporary approach has serious problems of its own. Furthermore, the early modern insight that perception is most fundamentally to be construed as a relation of conscious acquaintance with certain direct objects of experience is, he claims, perfectly consistent with the commonsense identification of such direct objects with persisting mind-independent physical objects themselves. Brewer here provides a critical, historical account of the philosophy of perception, in order to present a defensible vindication of empirical realism.

Power System Planning

What is politics? Is it a universal feature of all human societies, past and present? Is it tied to specific institutional arenas? Or is it found in all groups and organizations, large or small, formal or informal? This new textbook seeks to provide answers to these important questions. Starting with what it means to 'think politically', the book goes on to explore a wide range of meanings attributed to the concept of politics from a variety of perspectives and theoretical traditions. It offers succinct and coherent overviews by some of the foremost scholars in the field, and each invites the reader to see the activity of politics in a distinctive way. Topics covered include politics as a form of rule, feminist approaches to politics, Marxism and politics, the politics of human behaviour, environmental politics, politics as collective choice, and Islam and politics. Written with the new student in mind, this concise introduction to the study and activity of politics is essential reading for all those coming to the discipline for the first time.

Ecology

From Calculus to Chaos

Introduction to Pharmaceuticals, Vol. I , 3e

Simple Cissp

Calculus for the Life Sciences features interesting, relevant applications that motivate students and highlight the utility of mathematics for the life sciences. This edition also features new ways to engage students with the material, such as Your Turn exercises. The MyMathLab® course for the text provides online homework supported by learning resources such as video tutorials, algebra help, and step-by-step examples. Teaching and Learning Experience This program will provide a better teaching and learning experience. Here's how: Personalized help with MyMathLab: MyMathLab delivers proven results by personalizing the learning process. Motivation: Students constantly see the math applied to the life sciences. Built for student success: Proven pedagogy, robust exercise sets, and comprehensive end-of-chapter material help students succeed in the course. Please note that the product you are purchasing does not include MyMathLab. MyMathLab Join over 11 million students benefiting from Pearson MyLabs. This title can be supported by MyMathLab, an online homework and tutorial system designed to test and build your understanding. Would you like to use the power of MyMathLab to accelerate your learning? You need both an access card and a course ID to access MyMathLab. These are the steps you need to take: 1. Make sure that your lecturer is already using the system Ask your lecturer before purchasing a MyLab product as you will need a course ID from them before you can gain access to the system. 2. Check whether an access card has been included with the book at a reduced cost If it has, it will be on the inside back cover of the book. 3. If you have a course ID but no access code, you can benefit from MyMathLab at a reduced price by purchasing a pack containing a copy of the book and an access code for MyMathLab (ISBN:9781292072050) 4. If your lecturer is using the MyLab and you would like to purchase the product Go to www.mymathlab.com to buy access to this interactive study programme. For educator access, contact your Pearson representative. To find out who your Pearson representative is, visit www.pearsoned.co.uk/relocator

Adolescence

The Making of a Modern Japanese Architecture

This book captures the physical, cognitive, social, and personal development of individuals from childhood through adulthood while continuously placing theory and research in the context of how they can be applied to readers' lives. Designed to capture the physical, cognitive, social, and personality development as individuals move from childhood into adulthood, Adolescence 1e provides an accurate, broad, and comprehensive introduction to the field of adolescent development. More importantly, however, it places these theories and research findings in the context of how they can be applied to readers' lives. The book is intended to excite readers about the field of adolescence, draw them into its way

of looking at the world, and to shape their understanding of the significant developmental issues that characterize this period. By presenting the useful, practical information that will help readers make life decisions about relationships, education, and careers--the very stuff of adolescence--the book is intended to keep enthusiasm about the discipline alive long after students' formal introduction to the field has ended. To order MyDevelopmentKit along with Feldman, Adolescence, 1e, please use package ISBN: 9780205801497. 0205801498 / 9780205801497 ADOLESCENCE & MYVIRTUALTEEN SAC Package consists of: 0131750615 / 9780131750616 0205800831 / 9780205800834 MyVirtualTeen Student Access Code Card

Gene Control

This long-awaited New Edition is still the only source devoted entirely to ultrasound measurements. Inside, you'll find the most accurate coverage for all major pathologic entities--from the abdomen to the vascular system. Each measurement is based on an evidence-based approach in correlation with age, sex, and gestation stage. Coverage also includes the latest technologies, such as color Doppler. Features measurements for hundreds of common entities from the abdomen, head and neck, genitourinary, gynecologic, and vascular system, providing definitive information on normal and variant ultrasound measurements. Provides measurements based on a full spectrum of variations, including age, sex, and gestation stage. Includes separate sections on first and second and third trimester pregnancies to help you determine the normal growth and development of the fetus. Presents the highest accuracy rate possible through an evidence-based approach using multiple sources from the primary literature along with tables that collate the findings. Uses all new images throughout, providing you with better image quality and accuracy. Features color Doppler images coupled with conceptual line drawings that illustrate key observations for each measurement set. With 28 additional expert contributors

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