

Just Fing Demo Tactics For Leading Kickass Product Demos

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The Six Habits of Highly Effective Sales Engineers
Regime Change and Ethnic Politics in Indonesia
Formless
Teaching Formal Methods
The Sales Enablement Playbook

The Innovation Biosphere

Engineer Field Data is designed as an authoritative reference for the military engineer. It covers everything from concreting to improvised munitions!

Advances in Communication Research to Reduce Childhood Obesity

The demonstration or presentation of complex products like technology or medical devices is like leading a person over a treacherous ravine. Throughout a demo or presentation, your prospect wants to run back to the relative safety of their existing world. This book will help you comfortably lead your prospect to your solution and make you the best demonstrator and presenter in your field! Tactics that you will find useful include: *Identifying and avoiding Demo Crimes *Winning demo techniques like "Tell-Show-Tell" *Building a value case for your solution *Managing your audience and reading their personalities *Creating winning themes *Performing differentiating Web demos and presentations *Conducting high value Discoveries *Managing your room environment *Winning teamwork techniques We are an idea company that has built a deep set of actionable techniques and strategies derived from years of working with the most innovative and successful companies in the world. Our clients include Microsoft, SAP, Oracle, IBM, Getinge and many others. We adapted the ideas in this book based upon training thousands of highly paid, highly experienced professional demonstrators and presenters in every region of the world thus making it globally applicable and effective. We understand that the very best ideas are judged by their impact, and our clients validate the impact of our concepts through increased sales effectiveness every day. Don't miss out on this opportunity to truly differentiate

your products and services.

Burnout for Experts

This book constitutes the refereed proceedings of the CoLogNet/FME Symposium on Teaching Formal Methods, TFM 2004, held in Ghent, Belgium in November 2004. The 15 revised full papers presented together with an invited paper and 2 abstracts of invited talks were carefully reviewed and selected from numerous submissions. The papers presented explore the failures and successes of formal methods education, consider how the failures might be resolved, evaluate how to learn from the successes, and attempt promoting cooperative projects to further the teaching and learning and the usage and acceptance of formal methods.

Fundamentals of Software Startups

Published to accompany exhibition held at the Centre Georges Pompidou, Paris 22/5 - 26/8 1996.

Exploring Services Science

In the most reliable and readable guide to effective writing for the Americans of today, Wilson answers questions of meaning, grammar, pronunciation, punctuation, and spelling in thousands of clear, concise entries. His guide is unique in presenting a systematic, comprehensive view of language as determined by context. Wilson provides a simple chart of contexts—from oratorical speech to intimate, from formal writing to informal—and explains in which contexts a particular usage is appropriate, and in which it is not. The Columbia Guide to Standard American English provides the answers to questions about American English the way no other guide can with: * an A-Z format for quick reference; * over five thousand entries, more than any other usage book; * sensible and useful advice based on the most current linguistic research; * a convenient chart of levels of speech and writing geared to context; * both descriptive and prescriptive entries for guidance; * guidelines for nonsexist usage; * individual entries for all language terms. A vibrant description of how our language is being spoken and written at the end of the twentieth century—and how we ourselves can use it most effectively—The Columbia Guide to Standard American English is the ideal handbook to language etiquette: friendly, sensible, and reliable.

Change in Organizations

The onslaught of neoliberalism, austerity measures and cuts, impact of climate change, protracted conflicts and ongoing refugee crisis, rise of far right and populist movements have all negatively impacted on disability. Yet, disabled people and their allies are fighting back and we urgently need to understand how, where and what they are doing, what they feel their challenges are and what their future needs will be. This comprehensive handbook emphasizes the importance of everyday disability activism and how activists across the world bring together a wide range of activism tactics and strategies. It also challenges the activist movements, transnational and emancipatory politics, as well as providing future

directions for disability activism. With contributions from senior and emerging disability activists, academics, students and practitioners from around the globe, this handbook covers the following broad themes: • Contextualising disability activism in global activism • Neoliberalism and austerity in the global North • Rights, embodied resistance and disability activism • Belonging, identity and values: how to create diverse coalitions for rights • Reclaiming social positions, places and spaces • Social media, support and activism • Campus activism in higher education • Inclusive pedagogies, evidence and activist practices • Enabling human rights and policy • Challenges facing disability activism The Routledge Handbook of Disability Activism provides disability activists, students, academics, practitioners, development partners and policy makers with an authoritative framework for disability activism.

The Politics of the Body in Weimar Germany

Rates of childhood obesity are alarmingly high and increasing each year. Studies have shown that obese children are more likely to become obese adults and are likely to suffer with numerous health consequences like coronary heart disease, high blood pressure, and Type II diabetes, among others. Studies also indicate that television viewing and exposure to advertising for food products influences children's attitudes toward, food preferences and food purchase requests for foods with low nutritional value. It is important to better understand the role of media in childhood obesity and to learn how media may be used to address this issue in a positive way. This book focuses on communication and media research that can have an impact on reducing childhood obesity. Emphasis is placed on topics related to how the media communicate health-related messages about food, nutrition and diet that influence childhood obesity. Particular emphasis is on the new media, given the fact that media now have more central roles in socializing today's children and youth than ever before. Advertising and marketing messages reach young consumers through a variety of vehicles - broadcast and cable television, radio, magazines, computers through the Internet, music, cell phones - and in many different venues - homes, schools, child-care settings, grocery stores, shopping malls, theaters, sporting events, and even airports. In addition, given the disparity in obesity rates between children of color and the general population, special attention is given to research on media targeting these populations.

They Were Heroes

Great Demo!

The overall aim of this volume is to present the research studies carried out in the Middle East and Asia in the fields of culture and gender and their influence on leadership in particular. The cultures and practices of these geographical regions are very much varied and this book, Culture and Gender in Leadership: Perspectives from the Middle East and Asia, brings together analyses of these themes in selected countries of these two regions. The chapter authors use detailed descriptions, case studies and vignettes to speak to the cultural relativism and gender in leadership in these countries and provide a unique and comparative

perspective drawn from their own cultures. This volume also contributes to the development of theory and empirical research found in these regions and through the collective efforts presented in this book, attempts to strengthen the body of knowledge and practice in the fields of culture and gender in leadership. As Asia is becoming the engine of economic growth for the world and Arab Spring is opening up new vistas in the Middle East, this book is a must read.

The End of Power

Today's copyright wars can seem unprecedented. Sparked by the digital revolution that has made copyright—and its violation—a part of everyday life, fights over intellectual property have pitted creators, Hollywood, and governments against consumers, pirates, Silicon Valley, and open-access advocates. But while the digital generation can be forgiven for thinking the dispute between, for example, the publishing industry and Google is completely new, the copyright wars in fact stretch back three centuries—and their history is essential to understanding today's battles. *The Copyright Wars*—the first major trans-Atlantic history of copyright from its origins to today—tells this important story. Peter Baldwin explains why the copyright wars have always been driven by a fundamental tension. Should copyright assure authors and rights holders lasting claims, much like conventional property rights, as in Continental Europe? Or should copyright be primarily concerned with giving consumers cheap and easy access to a shared culture, as in Britain and America? *The Copyright Wars* describes how the Continental approach triumphed, dramatically increasing the claims of rights holders. The book also tells the widely forgotten story of how America went from being a leading copyright opponent and pirate in the eighteenth and nineteenth centuries to become the world's intellectual property policeman in the late twentieth. As it became a net cultural exporter and its content industries saw their advantage in the Continental ideology of strong authors' rights, the United States reversed position on copyright, weakening its commitment to the ideal of universal enlightenment—a history that reveals that today's open-access advocates are heirs of a venerable American tradition. Compelling and wide-ranging, *The Copyright Wars* is indispensable for understanding a crucial economic, cultural, and political conflict that has reignited in our own time.

Values of the American Heritage

This book contains the refereed proceedings of the 7th International Conference on Exploring Service Science (IESS), held in Bucharest, Romania, in May 2016. Service science constitutes an interdisciplinary approach to systematic innovation in service systems, integrating managerial, social, legal, and engineering aspects to address the theoretical and practical challenges of the service industry and its economy. The 45 full papers and 13 short papers accepted for IESS were selected from 119 submissions. The papers consider the topics service exploration theories and processes; modeling service requirements and management of business processes; value co-creation through knowledge management and user-centric services; service design methodologies and patterns; service innovation and strategy; IT-based service engineering; servitization in sustainable manufacturing; product-service systems; business software services and data-driven service design; web service design and service-oriented agents; IoT and mobile apps for

public transport service management; e-health services and medical data interoperability; and service and IT-oriented learning and education systems.

Demonstrating to Win!

SELECTED AS A 2008 BEST BUSINESS BOOK OF THE YEAR BY THE ECONOMIST The Net Generation Has Arrived. Are you ready for it? Chances are you know a person between the ages of 11 and 30. You've seen them doing five things at once: texting friends, downloading music, uploading videos, watching a movie on a two-inch screen, and doing who-knows-what on Facebook or MySpace. They're the first generation to have literally grown up digital--and they're part of a global cultural phenomenon that's here to stay. The bottom line is this: If you understand the Net Generation, you will understand the future. If you're a Baby Boomer or Gen-Xer: This is your field guide. A fascinating inside look at the Net Generation, Grown Up Digital is inspired by a \$4 million private research study. New York Times bestselling author Don Tapscott has surveyed more than 11,000 young people. Instead of a bunch of spoiled "screenagers" with short attention spans and zero social skills, he discovered a remarkably bright community which has developed revolutionary new ways of thinking, interacting, working, and socializing. Grown Up Digital reveals: How the brain of the Net Generation processes information Seven ways to attract and engage young talent in the workforce Seven guidelines for educators to tap the Net Gen potential Parenting 2.0: There's no place like the new home Citizen Net: How young people and the Internet are transforming democracy Today's young people are using technology in ways you could never imagine. Instead of passively watching television, the "Net Geners" are actively participating in the distribution of entertainment and information. For the first time in history, youth are the authorities on something really important. And they're changing every aspect of our society--from the workplace to the marketplace, from the classroom to the living room, from the voting booth to the Oval Office. The Digital Age is here. The Net Generation has arrived. Meet the future.

Culture and Gender in Leadership

TECHNICAL SALES ENGINEERS / TECHNICAL PRESALES SUPPORT: In today's digital economy, software is eating the world, and the companies with the best sales demonstrations are winning the game. Is a convincing demonstration the only thing that's standing between you and your next customer? Are you ready to make your next demo the best demo of the year? Do you feel that you can do better but don't know how? NEVER AGAIN LOSE A DEAL YOU SHOULD HAVE WON! Walk into every demo feeling confident and prepared Include the one critical moment that must be in every demo Hit that home run and know how to set it up Master the art of answering difficult questions Leverage the power of saying NO with ease A BOOK WRITTEN SPECIFICALLY FOR YOU! Avoid late nights and long sales cycles Accelerate pipeline velocity and close more deals Learn and apply the best practices in the business Know exactly what to say and do before, during and after a demo Achieve the technical win alarming, predictable consistency This book addresses the root causes of the most common mistakes made by sales engineers. Add it to your cart NOW to permanently improve your software demos and sales results.

Demon Dentist

In *The Sales Enablement Playbook*, sales veterans Cory Bray and Hilmon Sorey provide insights into creating a culture of sales enablement throughout your organization. This book provides a series of stand-alone chapters with frameworks and tactics that you can immediately implement, regardless of company size or industry. Whether you are a sales executive, sales practitioner, or a non-sales executive looking for ways to impact growth, *The Sales Enablement Playbook* will help you identify your role in a thriving enablement ecosystem.

The Copyright Wars

Sergeant Major Devaney's *They Were Heroes* presents moving portraits of warriors who have not been fully celebrated. His stories recognize the heroism of those who fought in these deadly conflicts and placed their lives at risk to assure the safety of their fellow Marines. For these Marines, no Medal of Honor is enough for their bravery. Nonetheless, though not his main purpose, Devaney calls attention to the practice of awarding medals itself, that often these warriors received awards that were below what their deeds merited. No less disturbing is the revelation that medals were often awarded by rank, and not always by action. The lives presented in Devaney's book call attention to the fact that many heroes of these deadly conflicts have gone unrecognized.

New Approaches to Sport and Exercise Psychology

This insightful book explores the relationship between theater and digital culture. The authors show that the marriage of traditional performance with new technologies leads to an upheaval of the implicit "live" quality of theatre by introducing media interfaces and Internet protocols, all the while blurring the barriers between theater-makers and their audience.

Retail Survival of the Fittest: 7 Ways to Future Proof Your Retail Store

We know that power is shifting: From West to East and North to South, from presidential palaces to public squares, from once formidable corporate behemoths to nimble startups and, slowly but surely, from men to women. But power is not merely shifting and dispersing. It is also decaying. Those in power today are more constrained in what they can do with it and more at risk of losing it than ever before. In *The End of Power*, award-winning columnist and former Foreign Policy editor Moisés Naím illuminates the struggle between once-dominant megaplayers and the new micropowers challenging them in every field of human endeavor. Drawing on provocative, original research, Naím shows how the antiestablishment drive of micropowers can topple tyrants, dislodge monopolies, and open remarkable new opportunities, but it can also lead to chaos and paralysis. Naím deftly covers the seismic changes underway in business, religion, education, within families, and in all matters of war and peace. Examples abound in all walks of life: In 1977, eighty-nine countries were ruled by autocrats while today more than half the world's population lives in democracies. CEO's are more constrained and have

shorter tenures than their predecessors. Modern tools of war, cheaper and more accessible, make it possible for groups like Hezbollah to afford their own drones. In the second half of 2010, the top ten hedge funds earned more than the world's largest six banks combined. Those in power retain it by erecting powerful barriers to keep challengers at bay. Today, insurgent forces dismantle those barriers more quickly and easily than ever, only to find that they themselves become vulnerable in the process. Accessible and captivating, Naím offers a revolutionary look at the inevitable end of power—and how it will change your world.

Just F*ing Demo!

Press Summary - Illinois Information Service

Mashups are mostly lightweight Web applications that offer new functionalities by combining, aggregating and transforming resources and services available on the Web. Popular examples include a map in their main offer, for instance for real estate, hotel recommendations, or navigation tools. Mashups may contain and mix client-side and server-side activity. Obviously, understanding the incoming resources (services, statistical figures, text, videos, etc.) is a precondition for optimally combining them, so that there is always some undercover semantics being used. By using semantic annotations, neutral mashups permute into the branded type of semantic mashups. Further and deeper semantic processing such as reasoning is the next step. The chapters of this book reflect the diversity of real-life semantic mashups. Two overview chapters take the reader to the environments where mashups are at home and review the regulations (standards, guidelines etc.) mashups are based on and confronted with. Chapters focusing on DBpedia, search engines and the Web of Things inspect the main Web surroundings of mashups. While mashups upgrading search queries may be nearer to the everyday experience of readers, mashups using DBpedia input and sensor data from the real world lead to important new and therefore less known developments. Finally, the diversity of mashups is tracked through a few application areas: mathematical knowledge, speech, crisis and disaster management, recommendations (for games), inner-city information, and tourism. Participants of the AI Mashup Challenge wrote all the chapters of this book. The authors were writing for their current and future colleagues – researchers and developers all over the Web who integrate mashup functionalities into their thinking and possibly into their applications.

The Columbia Guide to Standard American English

Set against the collapse of social theory into a theory of ideological discourse, Geoff Boucher sets to work a rigorous mapping of the contemporary field, targeting the relativist implications of this new form of philosophical idealism. Offering a detailed and immanent critique, Boucher concentrates his critical attention on the 'postmarxism' of Laclau and Mouffe, Butler and Žižek. In response Boucher points to 'intersubjectivity' as an exit from postmarxist theory's charmed circle of ideology.

Made to Break

The New York Times?bestselling manifesto about America's broken political system and how it got that way Mike Lofgren was once a proud Republican. When he came to Washington in the early 1980s, the party was controlled by what was mostly a rational group of people with a basic grasp of economics and foreign policy. So what happened since then? How did the party of Lincoln become the party of lunatics? After some thirty years in Congress, Lofgren, exasperated by the circus of the debt-ceiling debate, stepped down from his position on the Senate Budget Committee in disgust in 2011. Written by a refreshingly skeptical insider, *The Party Is Over* is an electrifying manifesto for the growing number of Americans who are appalled by our politicians and fed up with their pandering to corporate interests. Wry, trenchant, and highly persuasive, Lofgren offers clear suggestions for how to break through the gridlock and reverse political dysfunction in Washington.

Drawing the Head

The basic logic of preventive diplomacy is unassailable. Act early to prevent disputes from escalating; reduce tensions that could lead to war; deal with today's conflicts before they become tomorrow's crises. Yet as we look at the record of these first years of the post-Cold War era, it is quite mixed. There have been some preventive diplomacy successes and opportunities that have been seized by major powers and international organizations to help preserve and protect the peace. But there also have been other opportunities that have been missed, with some of the century's most deadly conflicts the result. This study examines ten major post-Cold War cases including Croatia-Bosnia, Rwanda, the Baltics, Russia-Ukraine, Macedonia, and North Korea_to assess the key factors contributing to both the success and failure of preventive diplomacy. The method of case study analysis employed is based on the work of Alexander L. George. Authors include both leading academics and prominent policy officials with first-hand knowledge.

Fm 5-34 Engineer Field Data

Have you ever seen a bad software demo ? Peter Cohan helps organizations put the Wow! into their demos to make them crisp, compelling and successful - to get the job done. He has had roles in four corners: technical, product and field marketing (he was banished to Basel, Switzerland for two years for bad behavior); sales and sales management; senior management (he built a business unit up from an empty spreadsheet into a \$30M per year operation); and, in this last role, he has been that most important of all possible entities, a customer Peter Cohan leverages twenty-five years of experience in selling and marketing business software and as a customer. The Great Demo! method comes directly from extensive firsthand experiences in developing and delivering software demonstrations, and in coaching others to achieve surprisingly high success rates with their sales and marketing demos. For more information on demonstration methods, guidelines and tips, explore the author's website at www.SecondDerivative.com or contact the author directly at PCohan@SecondDerivative.com.

Media & Development

Research on gene drive systems is rapidly advancing. Many proposed applications of gene drive research aim to solve environmental and public health challenges, including the reduction of poverty and the burden of vector-borne diseases, such as malaria and dengue, which disproportionately impact low and middle income countries. However, due to their intrinsic qualities of rapid spread and irreversibility, gene drive systems raise many questions with respect to their safety relative to public and environmental health. Because gene drive systems are designed to alter the environments we share in ways that will be hard to anticipate and impossible to completely roll back, questions about the ethics surrounding use of this research are complex and will require very careful exploration. Gene Drives on the Horizon outlines the state of knowledge relative to the science, ethics, public engagement, and risk assessment as they pertain to research directions of gene drive systems and governance of the research process. This report offers principles for responsible practices of gene drive research and related applications for use by investigators, their institutions, the research funders, and regulators.

Grown Up Digital: How the Net Generation is Changing Your World

This book analyses how the Weimar Republic put Germany in the forefront of social reform and women's emancipation with wide-ranging maternal welfare programmes and labour protection laws. Its enlightened policy of family planning and liberalised abortion laws offered women a new measure of control over their lives. But the new politics of the body also increased state intervention, the power of the medical profession and the tendency to sacrifice women's rights to national interests whenever the Volk seemed in danger of 'racial decline'.

An Etymological Dictionary of the English Language

Mapping Intermediality in Performance

Wherever people are working, there is some type of stress—and where there is stress, there is the risk of burnout. It is widespread, the subject of numerous studies in the U.S. and abroad. It is also costly, both to individuals in the form of sick days, lost wages, and emotional exhaustion, and to the workplace in terms of the bottom line. But as we are now beginning to understand, burnout is also preventable. Burnout for Experts brings multifaceted analysis to a multilayered problem, offering comprehensive discussion of contributing factors, classic and less widely perceived markers of burnout, coping strategies, and treatment methods. International perspectives consider phase models of burnout and differentiate between burnout and related physical and mental health conditions. By focusing on specific job and life variables including workplace culture and gender aspects, contributors give professionals ample means for recognizing burnout as well as its warning signs. Chapters on prevention and intervention detail effective programs that can be implemented at the individual and organizational levels. Included in the coverage:

- History of burnout: a phenomenon.
- Personal and external factors

contributing to burnout. · Depression and burnout · Assessment tools and methods. · The role of communication in burnout prevention. · Active coping and other intervention strategies. Skillfully balancing scholarship and accessibility, *Burnout for Experts* is a go-to resource for health psychologists, social workers, psychiatrists, and organizational, industrial, and clinical psychologists.

The Routledge Handbook of Disability Activism

This book discusses important topics for engineering and managing software startups, such as how technical and business aspects are related, which complications may arise and how they can be dealt with. It also addresses the use of scientific, engineering, and managerial approaches to successfully develop software products in startup companies. The book covers a wide range of software startup phenomena, and includes the knowledge, skills, and capabilities required for startup product development; team capacity and team roles; technical debt; minimal viable products; startup metrics; common pitfalls and patterns observed; as well as lessons learned from startups in Finland, Norway, Brazil, Russia and USA. All results are based on empirical findings, and the claims are backed by evidence and concrete observations, measurements and experiments from qualitative and quantitative research, as is common in empirical software engineering. The book helps entrepreneurs and practitioners to become aware of various phenomena, challenges, and practices that occur in real-world startups, and provides insights based on sound research methodologies presented in a simple and easy-to-read manner. It also allows students in business and engineering programs to learn about the important engineering concepts and technical building blocks of a software startup. It is also suitable for researchers at different levels in areas such as software and systems engineering, or information systems who are studying advanced topics related to software business.

Opportunities Missed, Opportunities Seized

NOTE - This book is intentionally brief (40 pages), aimed at a reader with minimal free time looking to immediately improve their demo. Why do so many demos of revolutionary, game-changing products end with confused investors, overwhelmed buyers, and lost dollars? People leading demos are being forced to fit an ever-expanding feature set into their audience's ever-shrinking attention span. Making matters worse, those leading the demos can rarely afford to spend months at a time figuring out how to improve their success rates. In *Just F*Ing Demo!*, Rob Falcone outlines the tactics that helped him overcome these challenges, lead clear, relevant demos, and exceed revenue generation goals quarter after quarter. The book will teach readers: - How to structure a demo; - How to ask questions that uncover what your audience truly cares about; - How to translate audience needs into a flow that is extremely easy to follow; - How to use simple but powerful interpersonal tactics within the demo itself. *Just F*Ing Demo!* distills Falcone's highly successful training program into an intentionally concise yet impactful read. From the entrepreneur seeking investment to the sales professional chasing a deal, anyone can carve out a few hours, read this book, and immediately make their demos kick ass.

Semantic Mashups

Retail Survival of the Fittest: 7 Ways to Future-Proof Your Retail Store is a practical guide to modern-day retail success. Learn how to use mobile technology, big data, and other digital tools to improve your brick-and-mortar store and ensure that it is well-equipped to engage and convert today's savvy shoppers. From understanding consumers and boosting customer loyalty to leveraging data and implementing an omnichannel retail strategy, Retail Survival of the Fittest gives you need-to-know lessons on how to adapt to the new and increasingly competitive retail playing field. In addition to providing insights and how-to tips, Retail Survival of the Fittest also introduces you to other successful merchants and shows you exactly what they do to thrive in the modern retail realm. Most important, each chapter comes with a set of action steps to help you implement the tips discussed in the book and enable you to get started on future-proofing your store.

The Party Is Over

Here is an essential guide that is head and shoulders above the rest! In The Head, expert Andrew Loomis teaches you the basics of drawing the human head, including detailed drawings of a variety of male and female models in different poses. First he covers the basic proportions of the head and the proper placement of facial features. Then he shows you how to render light and shadow, as well as exploring simple techniques for capturing an array of facial expressions and depicting differences in type and character. This comprehensive guide is a welcome addition to any artist's drawing reference library!

Gene Drives on the Horizon

The Charmed Circle of Ideology: A Critique of Laclau and Mouffe, Butler and Zizek

Made to Break is a history of twentieth-century technology as seen through the prism of obsolescence. Giles Slade explains how disposability was a necessary condition for America's rejection of tradition and our acceptance of change and impermanence. This book gives us a detailed and harrowing picture of how, by choosing to support ever-shorter product lives, we may well be shortening the future of our way of life as well.

New York Extra

The rich history of New York unfolds through the city's earliest publications. In 1693, William Bradford's broadside recounts a speech by Governor Benjamin Fletcher regarding Their Majesties Province of New York. Building from there, we are treated to major historic incidents including the execution of Nathan Hale (1776), Washington's farewell to his officers at New York's Fraunces Tavern (1783), Amistad (1839), early engravings of the city, the installation of the Statue of Liberty, the construction Grand Central Terminal, and of many major landmarks through the 1939 Worlds Fair. Immigrants arriving at Ellis Island and reports on city

workers combine with social and political scandal to show that some things never really do change. A wonderful gift for anyone who loves New York and its boroughs.

The Grand Food Bargain

This book addresses those involved in research or R&D. It introduces the principles of eco-innovation and the importance of the impact of their activity. This topic is considered in the context of natural and digital ecosystems powered by intelligent assistants (technology). Chapter 1 positions the innovation as a process and component of ecosystems including research, enterprises, technology (digital ecosystems) and environment. Sustainable success is a condition of survival and an expectation of those who invest in innovation. Chapter 2 describes the main elements to consider and gives some tips. Chapter 3 presents some selected initiatives at the national and European level and provides a way of measuring success.

The Six Habits of Highly Effective Sales Engineers

When the Indonesian New Order regime fell in 1998, regional politics with strong ethnic content emerged across the country. In West Kalimantan the predominant feature was particularly that of the Dayaks. This surge, however, was not unprecedented. After centuries of occupying a subordinate place in the political and social hierarchy under the nominal rule of the Malay sultanates, Dayaks became involved in an enthusiastic political emancipation movement from 1945. The Dayaks secured the governorship as well as the majority of the regional executive head positions before they were shunned by the New Order regime. This book examines the development of Dayak politics in West Kalimantan from the colonial times until the first decade of the 21st century.

Regime Change and Ethnic Politics in Indonesia

The book is a collection of the keynote addresses of the 11th European Congress of Sport Psychology in Copenhagen, July 2003, including three further articles, one from the president of the congress, Reinhard Stelter, one from the winner of the Young Researchers award, and one from the new president of FEPSAC. The about 450 congress participants showed great interest in the speeches. They are not published anywhere else. The editors regard the article as an important contribution to the future development of sport and exercise psychology.

Formless

This New York Times bestseller from David Walliams, the UK's #1 bestselling children's author and "the heir to Roald Dahl" (The Spectator), launched his books stateside in a big way! Walliams makes going to the dentist a wacky adventure with his signature humor—this is one dentist appointment you don't want to miss. Something strange is happening in Alfie's town. Instead of shiny coins from the Tooth Fairy, kids are waking up to dead slugs, live spiders, and other dreadfully icky things under their pillows. Who would do something so horrific? Alfie is sure

that Miss Root, the creepy new dentist in town, is behind it all. There's nothing Alfie hates more than going to the dentist, but to solve this mystery, he may have to book a dreaded appointment....

Teaching Formal Methods

The Sales Enablement Playbook

When it comes to food, Americans seem to have a pretty great deal. Our grocery stores are overflowing with countless varieties of convenient products. But like most bargains that are too good to be true, the modern food system relies on an illusion. It depends on endless abundance, but the planet has its limits. Through beautifully-told stories from around the world, Kevin Walker reveals the unintended consequences of our myopic focus on quantity over quality. By the end of the journey, we not only understand how the drive to produce ever more food became hardwired into the American psyche, but why shifting our mindset is essential.

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