

## 2014 Sothebys International Realty

The 2017 Home Capital saga represents the shortcomings of a financial system challenged by distinct, siloed regulatory frameworks that fail to communicate with each other. Home Capital is a publicly traded company that acts as a lender through the Home Trust Company, most often providing mortgages to clients rejected by traditional banks. Home Capital's 2017 announcement that it required \$2 billion to sustain a \$600 million loss shook customer confidence, and fueled by allegations of corruption, they suffered a rapid decline in stock price. The Home Capital crisis is the most recent pre-pandemic example of systemic risk in the financial sector in Canada and highlights the invaluable opportunity that we have in avoiding past mistakes in the nearing post-pandemic economic reality. *Dangerous Opportunities* sheds light, using the 2017 Home Capital saga as a starting point, on the compartmentalization of regulators and its greater ramifications on board independence and corporate governance, taxation in the competitive house context, and non-bank financial institutions' success in various jurisdictions. A hybrid of law and business, *Dangerous Opportunities* is a must read for those interested in the underbelly of financial institutions, and is an inspired read in the aftermath of the recent housing crisis which saw many desiring-homeowners seeking dangerous opportunities outside of the traditional banking system.

The ten years leading up to the First World War were the most exciting, frenzied and revolutionary in the history of art. They were the crucible of Modernism, when Fauvism, Expressionism, Cubism, Futurism and Abstract Art all burst forth. Simultaneously the Old Master market boomed, and art itself was politically weaponised in advance of approaching war. What was the conventional art against which Modernism was rebelling? Why did avant-garde artists become so obsessed with themselves? What persuaded a few bold collectors to buy difficult modern art? And why did others pay so much money for old masters? Art expert Philip Hook brings to bear a unique perspective on the art of a unique and extreme decade.

Beverly Hills, 90210's Jennie Garth shares her life experiences both on screen and off in this humorous and heartwarming memoir...

"Revealing myself in these pages has been at times terrifying, but also one of the most liberating experiences of my life...." In this candid and intimate memoir, Jennie Garth explores the highs and lows of her life, both in front of the camera and behind closed doors, revealing the joys and sorrows, successes and failures that have made her one unforgettable Hollywood blonde. From her rise to fame as a golden-haired teen beauty, to redefining herself as a single working mother, Jennie Garth has defied the odds and thrived in a town that can be more than a little tough on its blondes. Since Jennie landed in Hollywood at just sixteen, she has built an enduring career as a television and film actress, producer, and director, beginning with her iconic turn as Kelly Taylor on Aaron Spelling's smash hit *Beverly Hills, 90210*, a show that ran for a decade and that cemented Jennie's place in American pop culture. Recently, Jennie found herself facing her forties from a place she never expected to be in: newly single, in demand again as an actress after years spent focusing on her family, and all over the tabloids. With candor and a bawdy sense of humor, this is the real Jennie Garth—smart, funny, and stronger than she ever realized.

Fodor's Caribbean 2014 Fodor's Travel

Fodor's Caribbean 2014 ebook edition covers almost 50 destinations in the Caribbean, from the Dominican Republic and Trinidad & Tobago, to Turks & Caicos and even Montserrat. The guide reviews the best each island has to offer, including activities, resorts, restaurants, nightspots, shops, and more. This guide is a complete planning tool that will help travelers put together the perfect trip to an island paradise.

**Competitive Advantage:** Fodor's Caribbean 2014 is the only comprehensive, full-color ebook guide to the region that is published and updated annually. **Expanded Coverage:** The Caribbean is ever-changing, and this edition includes new resorts, restaurants, sports and activity outfitters, and attractions. **Indispensable Trip Planning Tools:** An island finder helps travelers choose the perfect Caribbean destination. Each chapter opens with four pages that include an island map, the top reasons to go, and other essential information to help visitors plan their time effectively. **Discerning Recommendations:** Fodor's Caribbean 2014 offers savvy advice and recommendations from local writers to help travelers make the most of their time. Fodor's Choice designates our best picks, from hotels to nightlife. "Word of Mouth" quotes from fellow travelers provide valuable insights. **ABOUT FODOR'S AUTHORS:** Each Fodor's Travel Guide is researched and written by local experts.

"This book investigates the blockchain technology, its adoption and effectiveness in banking and other industry, and in general, for IoT based applications"--

The widow of the Hollywood golden-era legend describes their courtship and more than two-decade marriage, offering insight into the highs and lows of their relationship as well as the intricacies of Sinatra's character, in a tribute complemented by family photographs. 125,000 first printing.

The author recounts his lifelong battle with anxiety, showing the many manifestations of the disorder as well as the countless treatments that have been developed to counteract it, and provides a history of the efforts to understand this common form of mental illness.

The laws and regulations surrounding real estate brokerage continue to reflect changes in the economics and behavior of brokers, agencies, and their clients. Law of Real Estate Brokers is a comprehensive resource organized around the most frequently litigated provisions of brokerage listing agreements, and covers such important issues as: Unauthorized practice of law Duty to inspect Implied warranties of habitability The law of torts as it applies to brokers Property condition disclosure forms Salespersons as independent contractors or litigators Brokers' commissions in bankruptcy proceedings Broker's liability for disclosure to third parties of financial information about purchasers Buyer's brokerage Quantum Meruit claims RESPA anti-kickback provisions Full of sensible advice you can use in your daily practice, this expert guide assesses broker liability issues to help you confidently represent your client(s).

This book covers blockchain from the underlying principles to how it enables applications to survive and surf on its shoulder. Having covered the fundamentals of blockchain, the book turns to cryptocurrency. It thoroughly examines Bitcoin before presenting six other major currencies in a rounded discussion. The book then bridges between technology and finance, concentrating on how blockchain-based applications, including cryptocurrencies, have pushed hard against mainstream industries in a bid to cement their positions permanent. It discusses blockchain as underlying banking technology, crypto mining and offering, cryptocurrency as investment instruments, crypto regulations, and markets. Encompassing a broad range of innovative studies on planning support science, this timely Handbook examines how the consequences of pressing societal challenges can be addressed using computer-based systems. Chapters explore the

use of new streams of big and open data as well as data from traditional sources, offering significant critical insights into the field.

"Published on the occasion of the exhibition Van Gogh Repetitions, organized by The Phillips Collection, Washington, D.C., and the Cleveland Museum of Art."

Economics is the nexus and engine that runs society, affecting societal well-being, raising standards of living when economies prosper or lowering citizens through class structures when economies perform poorly. Our society only has to witness the booms and busts of the past decade to see how economics profoundly affects the cores of societies around the world. From a household budget to international trade, economics ranges from the micro- to the macro-level. It relates to a breadth of social science disciplines that help describe the content of the proposed encyclopedia, which will explicitly approach economics through varied disciplinary lenses. Although there are encyclopedias of covering economics (especially classic economic theory and history), the SAGE Encyclopedia of Economics and Society emphasizes the contemporary world, contemporary issues, and society. Features: 4 volumes with approximately 800 signed articles ranging from 1,000 to 5,000 words each are presented in a choice of print or electronic editions Organized A-to-Z with a thematic Reader's Guide in the front matter groups related entries Articles conclude with References & Future Readings to guide students to the next step on their research journeys Cross-references between and among articles combine with a thorough Index and the Reader's Guide to enhance search-and-browse in the electronic version Pedagogical elements include a Chronology of Economics and Society, Resource Guide, and Glossary This academic, multi-author reference work will serve as a general, non-technical resource for students and researchers within social science programs who seek to better understand economics through a contemporary lens.

"Billionaire Wilderness offers an unprecedented look inside the world of the ultra-wealthy and their relationship to the natural world, showing how the ultra-rich use nature to resolve key predicaments in their lives. Justin Farrell immerses himself in Teton County, Wyoming-both the richest county in the United States and the county with the nation's highest level of income inequality-to investigate interconnected questions about money, nature, and community in the twenty-first century. Farrell draws on three years of in-depth interviews with "ordinary" millionaires and the world's wealthiest billionaires, four years of in-person observation in the community, and original quantitative data to provide comprehensive and unique analytical insight on the ultra-wealthy. He also interviewed low-income workers who could speak to their experiences as employees for and members of the community with these wealthy people. He finds that the wealthy leverage nature to climb even higher on the socioeconomic ladder, and they use their engagement with nature and rural people as a way of creating more virtuous and deserving versions of themselves. Billionaire Wilderness demonstrates

that our contemporary understanding of the relationship between the ultra-wealthy and the environment is empirically shallow, and our reliance on reports of national economic trends distances us from the real experiences of these people and their local communities"--

This collection of unique works by 150 Los Angeles graffiti and tattoo artists represents an unprecedented collaboration across the city's diverse artistic landscape. Many graffiti artists carry sketchbooks, called black books, and they ask crew members and others whose work they admire to inscribe their books with lettering or drawings. A few years ago, the Getty Research Institute invited artists, including Angst, Axis, Big Sleeps, Chaz, Cre8, Defer, EyeOne, Fishe, Heaven, Hyde, Look, ManOne, and Prime, to consider the idea of a citywide graffiti black book. During visits to the Getty Center, the artists viewed rare books related to calligraphy and letterforms, including works by Albrecht Dürer and Leonardo da Vinci. The artists instantly recognized the connections to their own practices and were particularly drawn to a liber amicorum (book of friends), a form of autograph book popular in the seventeenth century. Passed from hand to hand, it was filled with signatures, poetry, and coats of arms, like a black book from another era. Inspired by this meeting of minds across centuries, these artists became both creators and curators, crafting their own pages and inviting others to contribute. Eventually 150 Los Angeles artists decorated 143 individual pages. These were bound together into an exquisite artists' book that became known as the Getty Graffiti Black Book. This publication reproduces each page from the original artists' book and recounts the story of an unprecedented collaboration across the diverse artistic landscape of Los Angeles.

Jim Fostino's Eleventh Universe is an imaginative retelling of creation from an angelic point of view with all the drama, big personalities, and celestial wonders you would expect in a story of this scope. The Eleventh Universe is an easy, enjoyable read with plenty of action and wit. -- Jack Cavanaugh, Award-Winning Novelist

At the beginning of our world, Vafa - the Father, and Eleventh Element of the Godhead - creates Asmodeeus and LiLith, two all-powerful spirit beings. Their purpose; caretakers of the human race. From the beginning, these two spirit beings formed a unique bond. But on a mission to Earth, Asmodeeus becomes jealous. Tormented by his father's unrivaled love for the human race, and LiLith's unforeseen feelings for a mortal man, the line between good and evil blurs. The Eleventh Universe's most magnificent spirit finds himself torn between heartache and hatred, leaving Earth - and mankind - on an uncertain path. Good vs. Evil. This is... The Eleventh Universe. At the beginning of our world, Vafa - the Father, and Eleventh Element of the Godhead - creates Asmodeeus and LiLith, two all-powerful spirit beings. Their purpose; caretakers of the human race. Over countless eons these two spirit beings form a unique bond. But on a mission to Earth, Asmodeeus becomes jealous. Tormented by his father's unrivaled love for the human race and LiLith's unforeseen feelings for a mortal man, the line

between good and evil blurs. The Eleventh Universe's most magnificent spirit finds himself torn between heartache and hatred, leaving Earth - and mankind - on an uncertain path. Good vs. Evil. This... is The Eleventh Universe. [description will go here](#)

"Soules's excellent book makes sense of the capitalist forces we all feel but cannot always name... Icebergs, Zombies, and the Ultra Thin arms architects and the general public with an essential understanding of how capitalism makes property. Required reading for those who think tomorrow can be different from today."— Jack Self, coeditor of *Real Estates: Life Without Debt* In *Icebergs, Zombies, and the Ultra Thin*, Matthew Soules issues an indictment of how finance capitalism dramatically alters not only architectural forms but also the very nature of our cities and societies. We rarely consider architecture to be an important factor in contemporary economic and political debates, yet sparsely occupied ultra-thin "pencil towers" develop in our cities, functioning as speculative wealth storage for the superrich, and cavernous "iceberg" homes extend architectural assets many stories below street level. Meanwhile, communities around the globe are blighted by zombie and ghost urbanism, marked by unoccupied neighborhoods and abandoned housing developments. Learn how the use of architecture as an investment tool has accelerated in recent years, heightening inequality and contributing to worldwide financial instability: • See how investment imperatives shape what and how we build, changing the very structure of our communities • Delve into high-profile projects, like the luxury apartments of architect Rafael Viñoly's 432 Park Avenue • Understand the convergence of technology, finance, and spirituality, which together are configuring the financialized walls within which we eat, sleep, and work Includes dozens of photos and drawings of architectural phenomena that have changed the way we live. Essential reading for anyone interested in architecture, design, economics, and understanding the way our world is formed.

The five-volume set LNCS 9786-9790 constitutes the refereed proceedings of the 16th International Conference on Computational Science and Its Applications, ICCSA 2016, held in Beijing, China, in July 2016. The 239 revised full papers and 14 short papers presented at 33 workshops were carefully reviewed and selected from 849 submissions. They are organized in five thematical tracks: computational methods, algorithms and scientific applications; high performance computing and networks; geometric modeling, graphics and visualization; advanced and emerging applications; and information systems and technologies.

The highly acclaimed, instant New York Times bestseller that "shows the moment-by-moment reality of a painful possible future, the price we may have to pay for our passionate devotion to all of the wrong things." --Sarah Stone, San Francisco Chronicle The world Cal and Frida have always known is gone, and they've left the crumbling city of Los Angeles far behind them. They now live in a shack in the wilderness, working side-by-side to make their days tolerable in the face of hardship and isolation. Mourning a past they can't reclaim, they seek solace in each other. But the tentative existence they've built for themselves is thrown into doubt when Frida finds out she's pregnant. Terrified of the unknown and unsure of their ability to raise a child alone, Cal and Frida set out for the nearest settlement, a guarded and paranoid community with dark secrets. These people can offer them security, but Cal and Frida soon realize this community poses dangers of its own. In this unfamiliar world, where everything and everyone can be perceived as a threat, the couple must quickly decide whom to trust. A gripping and provocative debut novel by a stunning new talent, California imagines a frighteningly realistic near future, in which clashes between mankind's dark nature and deep-seated resilience force us to question how far we will go to protect the ones we love.

From the United States to the United Kingdom and from China to India, growing inequality has led to social discontent and the emergence of

populist parties, also contributing to economic crises. We urgently need a better understanding of the roots and costs of these income gaps. The Costs of Inequality draws on the experience of Latin America, one of the most unequal regions of the world, to demonstrate how inequality has hampered economic growth, contributed to a lack of good jobs, weakened democracy, and led to social divisions and mistrust. In turn, low growth, exclusionary politics, violence and social mistrust have reinforced inequality, generating various vicious circles. Latin America thus provides a disturbing image of what the future may hold in other countries if we do not act quickly. It also provides some useful lessons on how to fight income concentration and build more equitable societies.

How do you spot an area poised for gentrification? Is spring or winter the best time to put your house on the market? Will a house on Swamp Road sell for less than one on Gingerbread Lane? The fact is that the rules of real estate have changed drastically over the past five years. To understand real estate in our fast-paced, technology-driven world, we need to toss out all of the outdated truisms and embrace today's brand new information. But how? Enter Zillow, the nation's #1 real estate website and mobile app. Thanks to its treasure trove of proprietary data and army of statisticians and data scientists, led by chief economist Stan Humphries, Zillow has been able to spot the trends and truths of today's housing market while acknowledging that a home is more than an economic asset. In Zillow Talk, Humphries and CEO Spencer Rascoff explain the science behind where and how we live now and reveal practical, data-driven insights about buying, selling, renting and financing real estate. Read this book to find out why: It's better to remodel your bathroom than your kitchen Putting the word "cute" in your listing could cost you thousands of dollars You shouldn't buy the worst house in the best neighborhood You should never list your house for \$444,000 You shouldn't list your house for sale before March Madness or after the Masters Densely packed with entertaining anecdotes and invaluable how-to advice, Zillow Talk is poised to be the real estate almanac for the next generation.

Discusses whether the brutal imagery present in today's reality and entertainment will shock society into a less alienated state and help create a just social order or whether focusing on representations of cruelty simply makes society more cruel. 10,000 first printing.

This book examines the range of dramatic entertainments that were performed before Queen Elizabeth and James I, including dialogues spoken during visits to courtiers, speeches given in the tiltyard, songs sung on royal visits to London merchants, and court masques. It is the first to look in detail at the evidence provided by the surviving material texts. From the close collaboration between commissioning host and hired writer, to the varied interpretations imposed by copyists and publishers, entertainments were written and read within a complex social nexus: far from being royal propaganda, they reflected the distinct and sometimes competing agendas of monarchs, commissioning hosts, authors, publishers, scribal intermediaries, and readers. Writing and Reading Royal Entertainments explores this interpretative community through a range of texts: the Woodstock entertainment of 1575; the 1602 Harefield entertainment; Ben Jonson's work for the Jacobean court; and the Merchant Taylors' and Theobalds' entertainments.

From the New York Times–bestselling author of I Brake for Yard Sales: An inspiring step-by-step guide to reinventing your space with secondhand finds. Focusing on nine different rooms (including her own recently purchased Manhattan apartment), Lara Spencer, host of HGTV's Flea Market Flip, shows that all it takes is planning, shopping know-how, and a little imagination to create a beautiful and comfortable home that reflects your personal style. She walks through the step-by-step process of overcoming the challenges of the room, offering helpful tips and lessons along the way. She identifies the design dilemma; comes up with a decorating plan; makes a mood board for inspiration; compiles a shopping list; scours flea markets for furniture and accessories that fit the bill; restores, repurposes, and reinvents the pieces she finds, giving them new life; and brings all the elements together in the gorgeous, finished space. With illuminating before, during,

and after photographs of her DIY projects and the room installations, Lara demystifies the decorating process and allows you to envision endless possibilities for what you can do in your own home. "Lara Spencer has a secret superpower: making homes look like a million bucks using only bargain finds and easy D.I.Y. projects." —Redbook

Fancy running somewhere different for a change? The 11th book in Jim's 'Marathon Tourism' series provides a runner's guide to marathons held in some of the world's most exotic locations: from Arctic wastelands to tropical paradises; from the world's highest mountain to its longest coral reef; from the Great Wall of China to an ancient Inca Trail; from the world's greatest waterfall to barren deserts and from rugged stretches of coastline to the centres of iconic cities. This book is the perfect read for all those who enjoy combining their love of running with a love of travel.

For decades the suburbs have been where art happens despite: despite the conformity, the emptiness, the sameness. Time and again, the story is one of gems formed under pressure and that resentment of the suburbs is the key ingredient for creative transcendence. But what if, contrary to that, the suburb has actually been an incubator for distinctly American art, as positively and as surely as in any other cultural hothouse? Mixing personal experience, cultural reportage, and history while rejecting clichés and pieties and these essays stretch across the country in an effort to show that this uniquely American milieu deserves another look.

Westfourth Architects represents the work of one of today's leading architectural firms. This New York based studio's designs span the globe from Newark, New Jersey to Venice, Italy. This volume showcases their very best work, encompassing everything from transit centers to sports arenas.

An invaluable guide to lives and work of Frank Gehry, Antoni Gaudí, Frank Lloyd Wright, Louis Kahn, Maya Lin, and other important figures of 20th and 21st century architecture. Martin Filler's "contribution to both architecture criticism and general readers' understanding is invaluable," according to Publishers Weekly. This latest installment in his acclaimed Makers of Modern Architecture series again demonstrates his unparalleled skill in explaining the revolutionary changes that have reshaped the built environment over the past century and a half. These studies of more than two dozen master builders--women and men, celebrated and obscure, idealists and opportunists--range from the environmental pioneer Frederick Law Olmsted and the mystical eccentric Antoni Gaudí to the present-day visionaries Frank Gehry and Maya Lin. Filler's broad knowledge embraces everything from the glittering Viennese luxury of Josef Hoffmann to the heavy-duty construction of the New Brutalists, from the low-cost postwar suburbs of the Levitt Brothers to today's super-tall condo towers on Manhattan's Billionaire's Row. Sometimes the interplay of social and political forces leads to dark results, as with Hitler's favorite architect, Albert Speer, and interior designer, Gerdy Troost. More often, though, heroic figures including Frank Lloyd Wright, Louis Kahn, and Lina Bo Bardi offer uplifting inspiration for the future of the one art

form we all live with--and in--every day.

A rich, penetrating memoir about the author's relationship with a flawed but influential figure—the painter Lucian Freud—and the satisfactions and struggles of a life lived through art. One of Britain's most important contemporary painters, Celia Paul has written a reflective, intimate memoir of her life as an artist. *Self-Portrait* tells the artist's story in her own words, drawn from early journal entries as well as memory, of her childhood in India and her days as a art student at London's Slade School of Fine Art; of her intense decades-long relationship with the older esteemed painter Lucian Freud and the birth of their son; of the challenges of motherhood, the unresolvable conflict between caring for a child and remaining committed to art; of the "invisible skeins between people," the profound familial connections Paul communicates through her paintings of her mother and sisters; and finally, of the mystical presence in her own solitary vision of the world around her. *Self-Portrait* is a powerful, liberating evocation of a life and of a life-long dedication to art. *Beneath His Wings* is the story of my life. Quoting from a bio someone else wrote: "Jenny Pruitt is revered in real estate circles and beyond as a community advocate and benefactor, and respected nationally as a visionary leader. From humble beginnings--the loss of her father, rejection by peers, helping her single mother in the post-War years as a child--to huge challenges later in her life--a bout with cancer and a lawsuit with one of the richest men in the world--she rose to unparalleled heights in the business world. She operates her company from the perspective of servant leadership and with godly practices--managing, mentoring, and encouraging others to be the best they can be while modeling those practices in her personal and professional life. Despite her numerous awards and accolades, Jenny gives all the glory for her success to God, whom she consults daily for guidance and direction. This book is a part of her rich legacy.

"Art auctions have long captured the public imagination. They regularly make news headlines and have become synonymous with glamour, money and social distinction. The marketing of auction houses and the works they sell has resulted in firms attaining authoritative positions and the ability both to influence and reflect collecting tastes. *Pedigree and panache* is the first comprehensive history of the art auction in Australia. In this fascinating work, Shireen Huda investigates the construction of the glamorous reputation of art auctions and art auction houses. Featuring absorbing case studies of key art auctions and major art auction houses in Australia (including Christies, Sothebys and Deutscher-Menzies) the work provides an overview of the origin and international development of art auctions. The development of the Australian marketplace is then explored, detailing colonial inception and continuing until Christies' withdrawal of its saleroom presence in 2006."--Provided by publisher.

A visual account of the birth of graffiti and street art, showcasing as-yet-unseen works collected by preeminent artist Martin Wong. Referred to by the *New York Times* as an artist "whose meticulous visionary realism is among the lasting



legacies of New York's East Village art scene of the 1980s," Martin Wong (1946–1999) was firmly entrenched in the NYC street art world of the late '70s and '80s. *City as Canvas* chronicles the most important chapter in the street art movement and the artists involved. Showcasing Wong's enormous graffiti art collection, the book contains artwork, photographs, black books, letters, postcards, posters, and flyers made by Wong and his artist friends. The book contains previously unpublished art by famous street artists such as Futura 2000, Jean-Michel Basquiat, Christopher "Daze" Ellis, LA II, Lady Pink, and Keith Haring, to name only a few. *City as Canvas* traces the origins of urban self-expression and the era of "outlaw" street art in New York, which primed the floodgates for graffiti art to spread worldwide. Exhibition Schedule: Museum of the City of New York: Opens October 2013

"*Law of Real Estate Brokers* is a comprehensive treatise covering the full range of legal issues concerning real estate brokers, from listing agreements and the rights to a commission to antitrust, anti discrimination, and other federal and state concerns. The author provides insightful analysis and practical, expert guidance in one complete volume. Whether you represent a broker whose client is seeking to avoid paying a commission, a buyer who suffered damages resulting from a broker's misrepresentation, or a broker bringing suit against another broker, this all-inclusive reference has the answers you are looking for. Audience: Practitioners in the field of real estate law"--

Attract and retain affluent customers and clients Much has changed since the original *The Art of Selling to the Affluent* was published. The financial crisis has affected the affluent as well as the less affluent. This book brings you up to date with today's affluent and helps every salesperson understand what adjustments need to be made in order to successfully attract, service, and retain lifelong affluent customers and clients. Completely updated and revised, it is based on The Oechli Institute's latest 2013 comprehensive research. Explains how the financial crisis elevated the level of anxiety and how this has affected major purchase decisions Offers step-by-step guidance on how to navigate the process of overcoming social self-consciousness during the sales process Author Matt Oechsli is one of the leading authorities regarding marketing, selling, servicing, and developing loyalty with affluent clients, and one of the most sought after speakers in the financial services industry *The Art of Selling to the Affluent*, 2nd Edition offers a detailed landscape of today's affluent. Put yourself ahead of the competition by knowing how the Great Recession has affected purchasing behavior and where the opportunities are moving forward.

This book presents the proceedings of the 20th Congress of the International Ergonomics Association (IEA 2018), held on August 26-30, 2018, in Florence, Italy. By highlighting the latest theories and models, as well as cutting-edge technologies and applications, and by combining findings from a range of disciplines including engineering, design, robotics, healthcare, management, computer science, human biology and behavioral science, it provides researchers

and practitioners alike with a comprehensive, timely guide on human factors and ergonomics. It also offers an excellent source of innovative ideas to stimulate future discussions and developments aimed at applying knowledge and techniques to optimize system performance, while at the same time promoting the health, safety and wellbeing of individuals. The proceedings include papers from researchers and practitioners, scientists and physicians, institutional leaders, managers and policy makers that contribute to constructing the Human Factors and Ergonomics approach across a variety of methodologies, domains and productive sectors. This volume includes papers addressing the following topics: Ergonomics in Design, Activity Theories for Work Analysis and Design, and Affective Design. 2018 Axiom Business Book Award Winner, Gold Medal Stop Selling! Start Solving! In Ninja Selling, author Larry Kendall transforms the way readers think about selling. He points out the problems with traditional selling methods and instead offers a science-based selling system that gives predictable results regardless of personality type. Ninja Selling teaches readers how to shift their approach from chasing clients to attracting clients. Readers will learn how to stop selling and start solving by asking the right questions and listening to their clients. ?Ninja Selling is an invaluable step-by-step guide that shows readers how to be more effective in their sales careers and increase their income-per-hour, so that they can lead full lives. Ninja Selling is both a sales platform and a path to personal mastery and life purpose. Followers of the Ninja Selling system say it not only improved their business and their client relationships; it also improved the quality of their lives.

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