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Do you want to be more successful? Achieve record breaking sales? Make more money right now? Are you committed to learning more about your customers and improving your skills and approach to helping them? Salespeople are some of the least trusted professionals of any career. That's an opportunity for you! By using this book as your guide, you can substantially differentiate yourself from your competition. This 31-day book teaches the skills and habits of sales stars in bite-sized chunks you can learn and apply today. It challenges conventional sales thinking and leads you to a path of greatness. Superstar Saleswill teach you: A five-step selling model that focuses on the customer's needs but also helps you win An evaluation process to determine if you are among the best or the rest How to capture and keep more business in a challenging market How to deal with objections using the LEAD Model that lessens the stress for both you and your customers The 10 competencies of a superstar leader How to become a high-performing sales star and exceed your goals And much more!

Focusing on the most rapidly changing areas of mechatronics, this book discusses signals and system control, mechatronic products, metrology and nanometrology, automatic control & robotics, biomedical engineering, photonics, design manufacturing and testing of MEMS. It is reflected in the list of contributors, including an international group of 302 leading researchers representing 12 countries. The book is intended for use in academic, government and industry R&D departments, as an indispensable reference tool for the years to come. Thid volume can serve a global community as the definitive reference source in Mechatronics. The book comprises carefully selected 93 contributions presented at the 11th International Conference Mechatronics 2015, organized by Faculty of Mechatronics, Warsaw University of Technology, on September 21-23, in Warsaw, Poland.

This guide is designed to help researchers, inventors and entrepreneurs gain access to and use technology and business information and knowledge in the public domain, for the development of new innovative products and services in their own country. The focus of the guide is on information and technology disclosed in patent documents. Designed for self-study, the guide provides easy-to follow training modules that include teaching examples and other useful practical tools and resources.

The unification of Germany was the single most important event in the European year of revolutions. The Diplomacy of Germany Unification tells the story of the international aspects of the creation of united German. Based on interviews with key Soviet, German, and American officials who shaped the final settlement, as well as on extensive journalistic and other secondary sources, this study is the most comprehensive account to date of the diplomatic negotiations over the future political, economic, and security role of the new Germany.

Published since 1959, Advances in Applied Microbiology continues to be one of the most widely read and authoritative review sources in microbiology. The series contains comprehensive reviews of the most current research in applied microbiology. Recent areas covered include bacterial diversity in the human gut, protozoan grazing of freshwater biofilms, metals in yeast fermentation processes and the interpretation of host-pathogen dialogue through microarrays. Eclectic volumes are supplemented by thematic volumes on various topics, including Archaea and sick building syndrome. Impact factor for 2011: 5.233 Key features: * Contributions from leading authorities * Informs and updates on all the latest developments in the field

"Blanche: The Maid of Lille" by Ossip Schubin (translated by Sarah Holland Adams). Published by Good Press. Good Press publishes a wide range of titles that encompasses every genre. From well-known classics & literary fiction and non-fiction to forgotten?or yet undiscovered

gems?of world literature, we issue the books that need to be read. Each Good Press edition has been meticulously edited and formatted to boost readability for all e-readers and devices. Our goal is to produce eBooks that are user-friendly and accessible to everyone in a high-quality digital format.

Digital forensics deals with the acquisition, preservation, examination, analysis and presentation of electronic evidence. Networked computing, wireless communications and portable electronic devices have expanded the role of digital forensics beyond traditional computer crime investigations. Practically every crime now involves some aspect of digital evidence; digital forensics provides the techniques and tools to articulate this evidence. Digital forensics also has myriad intelligence applications. Furthermore, it has a vital role in information assurance - investigations of security breaches yield valuable information that can be used to design more secure systems. Advances in Digital Forensics IX describe original research results and innovative applications in the discipline of digital forensics. In addition, it highlights some of the major technical and legal issues related to digital evidence and electronic crime investigations. The areas of coverage include: Themes and Issues, Forensic Models, Forensic Techniques, File system Forensics, Network Forensics, Cloud Forensics, Forensic Tools, and Advanced Forensic Techniques. This book is the ninth volume in the annual series produced by the International Federation for Information Processing (IFIP) Working Group 11.9 on Digital Forensics, an international community of scientists, engineers and practitioners dedicated to advancing the state of the art of research and practice in digital forensics. The book contains a selection of twenty-five edited papers from the Ninth Annual IFIP WG 11.9 International Conference on Digital Forensics, held in Orlando, Florida, USA in the winter of 2013. Advances in Digital Forensics IX is an important resource for researchers, faculty members and graduate students, as well as for practitioners and individuals engaged in research and development efforts for the law enforcement and intelligence communities. Gilbert Peterson is an Associate Professor of Computer Engineering at the Air Force Institute of Technology, Wright-Patterson Air Force Base, Ohio, USA. Sujeet Shenoi is the F.P. Walter Professor of Computer Science and a Professor of Chemical Engineering at the University of Tulsa, Tulsa, Oklahoma, USA.

Contemporary Digital Forensic Investigations of Cloud and Mobile ApplicationsSyngress

Contemporary Digital Forensic Investigations of Cloud and Mobile Applications comprehensively discusses the implications of cloud (storage) services and mobile applications on digital forensic investigations. The book provides both digital forensic practitioners and researchers with an up-to-date and advanced knowledge of collecting and preserving electronic evidence from different types of cloud services, such as digital remnants of cloud applications accessed through mobile devices. This is the first book that covers the investigation of a wide range of cloud services. Dr. Kim-Kwang Raymond Choo and Dr. Ali Dehghantanha are leading researchers in cloud and mobile security and forensics, having organized research, led research, and been published widely in the field. Users will gain a deep overview of seminal research in the field while also identifying prospective future research topics and open challenges. Presents the most current, leading edge research on cloud and mobile application forensics, featuring a panel of top experts in the field Introduces the first book to provide an in-depth overview of the issues surrounding digital forensic investigations in cloud and associated mobile apps Covers key technical topics and provides readers with a complete understanding of the most current research findings Includes discussions on future research directions and challenges

The classic fairy tale The Princess and the Pea is a new addition to our bestselling Reading with Phonics series. The story features stunning illustrations from Clare Fennel, and extra activity pages to reinforce phonics learning.

Thrive as an introvert in an extrovert world Bill Gates, Mark Zuckerberg, and author J.K. Rowling have more in common than being highly

successful. They're also introverts. Success as an Introvert For Dummies identifies common misunderstandings about introverts and highlights the strengths often found in people associated with this worldview. Success as an Introvert For Dummies examines the traits common to introverts and the benefits they bring to both work and life. You'll learn: how to boost your confidence while learning strategies for successfully living in an extrovert world; how to understand introversion and where you fall on the introvert/extrovert continuum; tools to improve relationships with colleagues, partners, friends, and children; ways to talk less, communicate more, and showcase your abilities at work; how to deal effectively with parties, interruptions, and crowds; and much more. Offers examples of how introverts can thrive in a world dominated by extroverts Outlines the positive aspects of introverted personality types Provides actionable ways to promote introverted qualities in work and life Success as an Introvert For Dummies is for anyone looking to understand the introvert's worldview and how they fit into a society dominated by extroverts.

Publisher's Note: Products purchased from Third Party sellers are not guaranteed by the publisher for quality, authenticity, or access to any online entitlements included with the product. The practical, hands-on guidance needed to troubleshoot efficiently with today's electronic test equipment Staying away from hard-to-understand theory and mathematics, this practical handbook show you how common devices such as multimeters, frequency and logic probes, signal traces, and oscilloscopes are used. You'll pinpoint problems in everything from TV sets and computers to automotive electrical systems. A practical, hands-on guide to troubleshooting with electronic test equipment - revised to include current testing techniques and new chapters on mechanical repairs and flowcharting.

This book is intended for use in teaching undergraduate courses on continuous-time signals and systems in engineering (and related) disciplines. It has been used for several years for teaching purposes in the Department of Electrical and Computer Engineering at the University of Victoria and has been very well received by students. This book provides a detailed introduction to continuous-time signals and systems, with a focus on both theory and applications. The mathematics underlying signals and systems is presented, including topics such as: properties of signals, properties of systems, convolution, Fourier series, the Fourier transform, frequency spectra, and the bilateral and unilateral Laplace transforms. Applications of the theory are also explored, including: filtering, equalization, amplitude modulation, sampling, feedback control systems, circuit analysis, and Laplace-domain techniques for solving differential equations. Other supplemental material is also included, such as: a detailed introduction to MATLAB, a review of complex analysis, and an exploration of time-domain techniques for solving differential equations. Throughout the book, many worked-through examples are provided. Problem sets are also provided for each major topic covered.

A complete and thorough DIY repair manual for Exakta VX and VXIIa cameras. The step-by-step instructions combined with excellent photographt allow a high rate of success. Much of the information specific to these models has never been published!

Get to know Olly and all his friends with these delightful chunky board books. Enter the town where some of the most beloved TV characters live in these fun, simple stories for earyl readers.

"Siblings Bob and Tom get a dog with spots. This A-level story uses decodable text to raise confidence in early readers. The book uses a combination of sight words and short-vowel words in repetition to build recognition. Original illustrations help guide readers through the text."--

Author and artist Kamo is back with her ever-popular doodles! Cute, funny and simple drawings—alongside step-by-step

instructions—are sure to inspire readers of all ages to sit down and start doodling. Begin with a line or squiggle, and then turn it into a face, animal or anything else that your imagination conjures up. The point is just to draw—anytime, anywhere, anything—and, most of all, to have fun while you are doing it! With more than 1000 examples, How to Draw Anything Anytime includes: People of all ages Animals from sea otters to giraffes and sloths to turtles Food and drinks including coffee, popcorn, sushi and lots of other appetizing treats Transportation, whether traveling by submarine, UFO or bus Astrological signs and zodiac animals Japanese and latin alphabet lettering Clever borders for decorating edges The adorable images throughout the book provide inspiration. Whether doodling digitally or on paper, use your drawings to decorate bookmarks, office supplies, bags, cards, invitations, notebooks, mobiles, window hangings and more. Sample cartoon strips show you how to incorporate your doodles into a bigger project. Fans of Kamo's other doodle books love her instantly recognizable style. Unlike serious art books, there are no rules to follow and no classes to take. All that's needed is a free hand and a free spirit—follow your lines and see where they take you.

Patient Care in Radiography helps you acquire and refine both the technical and interpersonal skills you need to provide quality patient care in the clinical environment. Because patient care is involved in virtually every aspect of imaging, high-quality patient care is just as important as your competent performance of procedures. In Patient Care in Radiography, patient care is integrated with procedural skills throughout the text, ensuring that you know how to provide the best care for every patient you encounter. Skills that are imperative for quality patient care in radiography, such as safety, transfer, and positioning; infection control; and patient assessment are emphasized. You'll find full coverage of introductory topics, as well as key information on microbiology, emerging diseases, transcultural communication, ECGs, administration of medications, and bedside radiography.

This Coloring Book Size 8.5 X 11 Inches With 36 Pages of Cars, Tractors, Trucks, Planes and Various Vehicles for Coloring. For Toddlers, Preschoolers and Kids Ages 2-4.

Inspired by Disney Animation Studios' latest film, Moana, this middle grade novel features characters and adventures based on the rich culture of Oceania. It includes original content in the form of mini folktales interspersed throughout the story of the film.

A Cello solo with Piano Accompaniment composed by Antonin Dvork.

The notebook with a place for notes, but not only, ideal for children for everyday writing practice. But adults also make great use of it for taking notes. The notebook can be used for various items thanks to three types of sheets. So you don't have to carry so many notebooks in your backpack. About this notebook: 120 pages: 40 lines pages + 40 grids pages + 40 pages for practice Perfect for kids Simple design with a name space High-quality cover for a professional finish Perfect size at 8.0 x 10 in Perfect for gel pen, ink or pencils Great for drawings A nice gift!

Micropower Electronics deals with the operation of modern electronic equipment at micropower levels and the problems associated with micropower electronics. Topics covered include the relations between minimum required power density and frequency response for semiconductor triode amplifiers; physical realization of digital logic circuits; micropower microelectronic subsystems; and metal-oxide-semiconductor field-effect devices for micropower logic circuitry. This book is comprised of 10 chapters and begins with an analysis of fundamental relationships and basic requirements pertinent to the physical realization of minimum power in electronic devices and circuits.

The following chapters focus on the implementation of the criteria of micropower electronics in one way or another for the design of specific devices and circuits. A microminiature digital integrator using micropower circuits is described, along with a multiple emitter transistor in low-power logic circuits. The static and dynamic performance of micropower transistor linear amplifiers is also discussed. This monograph will be a valuable resource for scientists and designers concerned with solid-state physics or solid circuits.

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