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Did you really negotiate the best possible conditions? Are you so good as a professional purchaser in the company that you really enjoy (price) negotiations? In the future you will be able to answer these questions with a clear "Yes". This book written by the well-known negotiation trainer Urs Altmannsberger provides you with a convincing modular system with the best tools for every negotiation situation. In this way you will always receive the best possible purchasing conditions as a professional purchaser in the company and become a top negotiator yourself. "Urs Altmannsberger lives what he teaches - this can be felt in this entertaining and practical textbook and reference work. Some of the strategies and tools explained are so ingeniously simple that they can be used and implemented immediately and lead to ideal negotiation results." Stefan Stark, Innovation Manager Mobility Services, BMW Group "Top negotiation training using numerous practical examples: This book convinces through lively dialogues and a multitude of action alternatives." Horst Wiedermann, Chairman of the Federal Board of BME e.V. "This book should actually not exist! Because all negotiation strategies and tricks are revealed here." Peter Tschötschel, Senior Consultant, T-Systems International GmbH Jun Kaneko,

revered for his role in establishing modern ceramic art, has been equally prolific in a range of other media. Tracing the career of this dynamic Japanese-American artist from his early training and association with the pivotal California Clay Movement to his important public commissions and philanthropic concerns of the present, this book constitutes a detailed survey and analysis of nearly six decades of ceramics, drawing, painting, installation art, and opera design. With a particular emphasis on the most recent twenty years, and relying primarily on first-person interviews conducted with the artist since 2002, this richly illustrated monograph reflects on the principal concepts that have shaped Kaneko's art, situating them in the space between a Japanese Shinto-Buddhist ethos and the aesthetic tenets of Western Tachism and Abstract Expressionism. A monthly journal for the musician, the music student, and all music lovers. Contains scholarly evaluations of books and book chapters as well as conference papers and articles published worldwide in the field of Latin American studies. Covers social sciences and the humanities in alternate years. Macro and micro issues are discussed relating to the use of the Internet to enhance a travel and tourism curriculum. Insights offered on Web-based instruction, student perceptions of Internet courses, and using the Web to expand content areas will help travel and tourism instructors use online resources to contribute to class objectives. Administrative issues are also discussed. Williams is an educational technology consultant based in Perth, Australia. One of his major clients is the Department of Hotel and Tourism Management at the Hong Kong Polytechnic University. This work has been co-published simultaneously as Journal of Teaching in Travel and Tourism, vol. 1, nos. 2/3, 2001. Annotation copyrighted by Book News, Inc., Portland, OR Standards have become widespread regulatory tools that are set to promote global trade, innovation, efficiency, and quality. They contribute significantly to the creation of safe, reliable, and high quality services and technologies to ensure human health, environmental protection, or information security. Yet intentional deviations from standards by organizations are often reported in many sectors, which can either contribute to or challenge the measures of safety and quality they are designed to safeguard. Why then, despite all potential consequences, do organizations choose to deviate from standards in one way or another? This book uses structuration theory - covering aspects of both structure and agency - to explore the organizational conditions and contradictions under which different types of deviance occur. It provides empirical explanations for deviance in organizations that go beyond an understanding of individual misbehaviour where mainly a single person is held responsible. Case studies of software-developing organizations illustrate insightful generalizations on standards as a mechanism of sensemaking, resource allocation, and sanctioning, and provide ground to re-think

corporate responsibility when deviating from standards in the 'audit society'. Includes music. Companies traded over the counter or on regional conferences. This is the only opera completed by Beethoven; it praises the love of a devoted woman. Unable to attain this in his lifetime, he never disparaged his goal. This story, unknown to the composer, happened in his lifetime so the scenario depicted in this book could easily have happened. Love, for once in opera, triumphs. Design and implement successful Web-based courses! This wide-ranging book discusses both the micro and macro aspects of using the Internet to enhance your travel and tourism curriculum. The Internet and Travel and Tourism Education offers useful insights for both novices and experienced users. With these suggestions, you can use online resources to contribute to your class objectives. The innovative teaching strategies presented in The Internet and Travel and Tourism Education will not soon become outdated. Instead of being based on fast-changing technical details, such as specific programs, the ideas are rooted in the way information is presented and absorbed. By tapping the power of the Internet, you can find more effective ways to teach the skills and facts your students need. The Internet and Travel and Tourism Education provides helpful advice and information on essential aspects of this powerful tool, including: Web-based instruction students' perceptions of Internet courses using the Web to expand content areas an Internet-based master's degree program administrative issues managing multimedia projects The Internet and Travel and Tourism Education will help you offer the best possible education for your students and stay up-to-date in an increasingly competitive world. Fidelio, one of the world's best-loved operas, now joins the incredibly popular Black Dog Opera Library. The perfect listening/reading combination, this book/CD package includes a world-class recording of the complete opera along with a full-color 144-page guide featuring the libretto, history, a synopsis and more. Fidelio features performances by opera greats Gösta Winbergh and Péter Pálincás. The book also details the life and work of the composer, the careers of the most famous and talented performers of all time and the nuances of the opera itself. Verbal descriptions of life have been around for centuries, but the digital age has made access to those descriptions even more important. Dr. Joel Snyder, an audio description pioneer, has created a book and website offering the first overview of the field, including its history, application to a range of genres, description of training techniques, and list of resources. Audio description brings the visual world to life, making theater productions, television shows, films, visual art and events accessible to people who are blind or have low vision. Describers employ succinct, vivid, imaginative words to convey visual images those with sight take for granted. Although countries worldwide have taken up the cause, the United States has fallen short on research and institutions to study the field. Dr. Snyder's book helps fill in some of

those gaps. "For decades, Joel Snyder has combined his astonishing command of language with his keen attention to detail to create word pictures that stir the mind's eye, especially for patrons of the arts whose physical eyes cannot see. [...] His book has been long-awaited, and no doubt will become the standard for prospective audio describers around the world." -Kelsey Marshall, Founding Director of Accessibility, The John F. Kennedy Center for the Performing Arts, Washington, DC Dr. Joel Snyder is known internationally as one of the world's first "audio describers," a pioneer in the field of audio description, making theater events, museum exhibitions, and media accessible to people who are blind or have low vision. Since 1981, he has introduced audio description techniques in 36 states and D.C. and in 35 countries. He holds a PhD in accessibility audio description from the Universitat Autònoma de Barcelona. Dr. Snyder's company, Audio Description Associates, LLC ([www.audiodescribe.com](http://www.audiodescribe.com)) uses audio description to enhance a wide range of arts projects including video and film, museum exhibitions, and live events. As Director of Described Media for the National Captioning Institute, he supervised the production of descriptions for Sesame Street and dozens of feature films and nationally broadcast television; his descriptions can be heard at Smithsonian Institution exhibits, the Getty Museum, the Albright-Knox Gallery, and throughout the country at National Park Service visitor centers. As Director of the American Council of the Blind's Audio Description Project ([www.acb.org/adp](http://www.acb.org/adp)), Dr. Snyder voiced description for network coverage of President Obama's inauguration in 2009 and 2013, and recently produced the first-ever audio-described tour of The White House. The ADP website is the nation's principal provider of information and resources on audio description. Don't put the dog before the cart...until he is trained! Many people love the idea of being able to hitch their dogs to a cart and have them pull the kids around the yard or in a parade. Or they have a breed of dog that has been bred to work as a draft dog and are interested in participating in competitions held by clubs around the country that test both dog and handler's skill pulling a cart. While this may seem simple, training a dog to willingly and safely do the work to pull a cart actually involves a lot of learning and effort on the part of both the dog and the handler. In this new book, author Laura Waldbaum will teach you what you and your dog need to know to help develop a "happy draft dog." This book provides unique information to prepare graduates and newly hired corporate and investment banking professionals for a career in the global markets environment of large universal and

international investment banks. It shows the interrelationship between the three specific business functions of sales, trading, and research, as well as the interaction with corporate and institutional clients. The book fills a gap in the available literature by linking financial market theory to the practical aspects of day-to-day operations on a trading floor and offers a taxonomy of the current banking business, providing an in-depth analysis of the main market participants in the global markets ecosystem. Engaging the reader with case studies, anecdotes, and industry color, the book addresses the risks and opportunities of the global markets business in today's global financial markets both from a theoretical and from a practitioner's perspective and focuses on the most important fixed-income financial instruments from a pricing, risk-management, and client-marketing perspective. The record of each copyright registration listed in the Catalog includes a description of the work copyrighted and data relating to the copyright claim (the name of the copyright claimant as given in the application for registration, the copyright date, the copyright registration number, etc.). As they came nearer, the black-clad body came into view, lying on its side in the shallows... One cold spring morning in County Cork, two fishermen find a body floating in the Blackwater River: the mutilated corpse of a retired music teacher. His hands and feet are bound, and his neck bears the mark of a garrotting wire. The Garda want to wrap this case up before the press get hold of it. But when a second man is found murdered, the body bears all the same marks as the first. And Detective Superintendent Katie Maguire fears this case carries the hallmark of a serial murderer... Includes Part 1, Number 1 & 2: Books and Pamphlets, Including Serials and Contributions to Periodicals (January - December) ... lists publications cataloged by Teachers College, Columbia University, supplemented by ... The Research Libraries of The New York Public Library.

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