

Oracle Application Server 10g Administrator39s Guide

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Action Plan for Menopause - Barbara Ann Bushman 2005

Based on the latest research, this exercise-based plan will help you take control of your fitness. You will learn the best and safest exercises for perimenopause, menopause, and postmenopause and how diet, medication, and exercise interact

to affect symptoms.--[book cover].

Laser-Driven Particle Acceleration Towards Radiobiology and Medicine - Antonio Giulietti 2016-05-04

This book deals with the new method of laser-driven acceleration for application to radiation biophysics and medicine. It provides

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multidisciplinary contributions from world leading scientist in order to assess the state of the art of innovative tools for radiation biology research and medical applications of ionizing radiation. The book contains insightful contributions on highly topical aspects of spatio-temporal radiation biophysics, evolving over several orders of magnitude, typically from femtosecond and sub-micrometer scales. Particular attention is devoted to the emerging technology of laser-driven particle accelerators and their application to spatio-temporal radiation biology and medical physics, customization of non-conventional and selective radiotherapy and optimized radioprotection protocols.

Global Logistics For Dummies - SOLE - The International Society of Logistics 2017-12-11
Your one-stop reference for entering the global logistics environment Global Logistics for Dummies is an operational-level reference and overview for those manufacturers, businesses,

product distributors, providers of logistics services, humanitarian and disaster relief responders and logisticians on both ends of a global chain who are considering entry in or have recently embarked on entering the global logistics chain/market. Easy to follow and packed with tons of helpful information, it serves as a springboard to larger texts for more detailed information. Beginning with an introduction to both the “whats” and “whys” of global logistics, the book sheds light on how global logistics demands the involvement of not only all elements of the logistics enterprise - e.g., design, logistics engineering, supply, storage/distribution, maintenance, transportation, returns/re-manufacturing, etc. - but also all elements of the business enterprise. In no time, it'll get you up to speed on the whole-enterprise logistics elements that should be considered in the decision to enter and excel in providing logistics end-items, goods, and services to a global customer. Deliver global

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disaster and relief logistics support Explore global manufacturing and distribution logistics Provide logistics services for foreign customers Adapt domestic logistics to foreign operating environments Written by a team of SOLE - The International Society of Logistics credentialed practitioners and academicians, Global Logistics for Dummies makes it easier than ever to succeed in this ever-growing field.

Electromagnetics - Laud B B 1987

Access Data Analysis Cookbook - Ken Bluttman
2007-05-14

If you have large quantities of data in a Microsoft Access database, and need to study that data in depth, this book is a data cruncher's dream. Access Data Analysis Cookbook offers practical recipes to solve a variety of common problems that users have with extracting Access data and performing calculations on it. Each recipe includes a discussion on how and why the solution works. Whether you use Access 2007 or

an earlier version, this book will teach you new methods to query data, different ways to move data in and out of Access, how to calculate answers to financial and investment issues, and more. Learn how to apply statistics to summarize business information, how to jump beyond SQL by manipulating data with VBA, how to process dates and times, and even how to reach into the Excel data analysis toolkit.

Recipes demonstrate ways to: Develop basic and sophisticated queries Apply aggregate functions, custom functions, regular expressions, and crosstabs Apply queries to perform non-passive activities such as inserting, updating, and deleting data Create and manipulate tables and queries programmatically Manage text-based data, including methods to isolate parts of a string and ways to work with numbers that are stored as text Use arrays, read and write to the Windows registry, encrypt data, and use transaction processing Use the FileSystemObject, use XML with XSLT,

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communicate with SQL Server, and exchange data with other Office products Find answers from time-based data, such as how to add time, count elapsed time, work with leap years, and how to manage time zones in your calculations Deal with business and finance problems, including methods for calculating depreciation, loan paybacks, and Return on Investment (ROI) Explore statistical techniques, such as frequency, variance, kurtosis, linear regression, combinations and permutations Access Data Analysis Cookbook is a one-stop-shop for extracting nuggets of valuable information from your database, and anyone with Access experience will benefit from these tips and techniques, including seasoned developers. If you want to use your data, and not just store it, you'll find this guide indispensable.

Tower in the Sky - Hiwot Teffera 2012

"An eighteen-year old girl sets out to meet a young man whom she had never met before and is swept away by a series of events that

transformed her life in a way she could have never imagined."--Back cover.

Maya Visual Effects - Eric Keller 2007-03-19

Create positively dazzling effects with the unique insights and practical advice in this innovative guide from a working professional Maya artist. Need to create plasmatic energy by lunch? Animate a field of sprouting daisies before tomorrow's meeting? Fashion a force field by Friday? With Maya's flexible toolset and the unique tutorials in this book, you'll learn how to solve real-world problems, improvise, and finish your professional assignments on time and with flair.

Introduction to Politics - Robert Garner

2012-10-19

a
href="http://www.oupcanada.com/ebrochure/garner/index.html"img
src="/images/hed/closer_look_btn.gif"/aNow in a Canadian edition, this truly international introduction to politics offers comprehensive

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coverage of key concepts and ideologies, institutions, and international relations. Balancing theory with a wealth of Canadian and international real world examples, this text equips students with the knowledge required to think critically about the current state of global politics. Intellectually stimulating yet accessible, Introduction to Politics offers students a solid foundation to understanding politics and how it impacts every aspect of our lives.

An Introduction to Zoo Biology and Management

- Paul A. Rees 2011-03-29

This book is intended as an introductory text for students studying a wide range of courses concerned with animal management, zoo biology and wildlife conservation, and should also be useful to zookeepers and other zoo professionals. It is divided into three parts. Part 1 considers the function of zoos, their history, how zoos are managed, ethics, zoo legislation and wildlife conservation law. Part 2 discusses the design of zoos and zoo exhibits, animal

nutrition, reproduction, animal behaviour (including enrichment and training), animal welfare, veterinary care, animal handling and transportation. Finally, Part 3 discusses captive breeding programmes, genetics, population biology, record keeping, and the educational role of zoos, including a consideration of visitor behaviour. It concludes with a discussion of the role of zoos in the conservation of species in the wild and in species reintroductions. This book takes an international perspective and includes a wide range of examples of the operation of zoos and breeding programmes particularly in the UK, Europe, North America and Australasia. Visit www.wiley.com/go/rees/zoo to access the artwork from the book.

Mathematics for Economics - Michael Hoy 2001

This text offers a presentation of the mathematics required to tackle problems in economic analysis. After a review of the fundamentals of sets, numbers, and functions, it

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covers limits and continuity, the calculus of functions of one variable, linear algebra, multivariate calculus, and dynamics.

The Natural Speaker - Randy Fujishin
2021-12-14

The Natural Speaker is a friendly step-by-step guide to public speaking that explores the fundamental skills necessary to present a natural and rewarding speech to any audience. By providing an overview of speech construction, practice, and delivery, this book is designed to enhance and improve upon students' natural strengths. Featuring a warm and humorous writing style, The Natural Speaker illustrates the concepts and skills required for enjoyable public speaking, and Randy Fujishin invites readers to view speaking as a life-long journey. This tenth edition features a new chapter on speaking in online contexts, including leading or participating in online meetings, using digital presentation tools, and guidelines for effective online PowerPoint presentations, as

well as additional focus on intercultural considerations and new Internet student activities at the end of each chapter. This book serves as an accessible core textbook for Public Speaking and Introduction to Communication courses and also provides guidance for individual readers and public speaking workshops. Online resources include an instructor's manual with sample test questions and exercises.

Markets for Schooling - Nick Adnett 2002-01-10
Nick Adnett and Peter Davies develop an economic analysis of schooling markets, emphasizing both the strengths and weaknesses of orthodox analyses. They explain the economic and social contexts that have generated the widespread desire to reform state schooling and develop a systematic analysis of the key policy components examining both theory and international evidence. The authors employ a unique framework based upon economic analysis that is informed by research performed by

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educationalists and other social scientists. Markets for Schooling is designed to be accessible and of interest to all researchers, administrators and policy-makers concerned with education and economics.

Physics - John D. Cutnell 2018-02-15

Physics 11E provides students with the skills that they need to succeed in this course, by focusing on conceptual understanding; problem solving; and providing real-world applications and relevance. Conceptual Examples, Concepts and Calculations problems, and Check Your Understanding questions help students to understand physics principles. Math Skills boxes, multi-concept problems, and Examples with reasoning steps help students to improve their reasoning skills while solving problems. "The Physics Of" boxes show students how physics principles are relevant to their everyday lives. Available/sold separately, WileyPLUS to accompany Physics 11E continues to build on rich multimedia enhancements that encourage

student engagement. ORION, the adaptive study guide, diagnoses student's strengths and weaknesses, leading them to the specific content and media needed to help them effectively learn. All ORION practice problems have hints and feedback. The course includes 259 short lecture videos, one for each course section, that explain the basic concepts and learning objectives. In addition, 150 Chalkboard problem-solving videos and guided online tutorials along with vector drawing questions enrich WileyPLUS. These features are designed to facilitate flipping the classroom, and to encourage students to remain within the WileyPLUS environment, as opposed to pursuing the "pay-for-solutions" websites and searching uncurated web content that short circuits and can confuse their learning process. .

Chemical Engineering Process Design and Economics - Gael D. Ulrich 2004-01-01

Adobe Acrobat X Introduction Quick Reference Guide (Cheat Sheet of

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Instructions, Tips and Shortcuts - Laminated Card) - Beezix, Inc Staff 2011-05-31 Laminated quick reference guide showing step-by-step instructions and shortcuts for how to use Adobe Acrobat XI. Covers BOTH Windows & Mac versions of Acrobat XI. The following topics are covered: Creating a PDF: from within Acrobat; from Internet Web Pages; from Other Programs. Creating a PDF Portfolio Adding Files, Folders or Web Content Formatting a PDF Portfolio Adding a Header to a PDF Portfolio Changing Description and Metadata. Adding a Sticky Note, Creating Watermarks, Using a Stamp, Creating Bookmarks. Finding and Searching, Adding or Touching up Content. Reviewing Documents with Others, Using Comment and Review, Tracking Reviews. Zooming with the Pages Panel, Creating Headers and Footers, Working with Links, Signing a Document Attaching a File, Security, Applying Password Encryption, Optical Character Recognition. Also includes a list of

keyboard shortcuts. This guide is suitable as a training handout, or simply an easy to use reference guide, for any type of user.

Air Conditioning Service Manual - Intertec Publishing Corporation 1985

Calculus for the Life Sciences, Global Edition - Raymond N. Greenwell 2015-03-05 The full text downloaded to your computer With eBooks you can: search for key concepts, words and phrases make highlights and notes as you study share your notes with friends eBooks are downloaded to your computer and accessible either offline through the Bookshelf (available as a free download), available online and also via the iPad and Android apps. Upon purchase, you'll gain instant access to this eBook. Time limit The eBooks products do not have an expiry date. You will continue to access your digital ebook products whilst you have your Bookshelf installed. Calculus for the Life Sciences features interesting, relevant applications that motivate

students and highlight the utility of mathematics for the life sciences. This edition also features new ways to engage students with the material, such as Your Turn exercises.

Cases in Compensation - George T. Milkovich
2003

"This casebook contains background information on FastCat, a fictional company based on several real organizations. Designing a pay system for FastCat will help you understand the concepts and techniques discussed in the Milkovich and Newman textbook *Compensation*"--P. 1.

SCJP Sun Certified Programmer for Java 6 Study Guide - Kathy Sierra 2008-06-14

The Best Fully Integrated Study System Available--Written by the Lead Developers of Exam 310-065 With hundreds of practice questions and hands-on exercises, *SCJP Sun Certified Programmer for Java 6 Study Guide* covers what you need to know--and shows you how to prepare--for this challenging exam. 100% complete coverage of all official objectives for

exam 310-065 Exam Objective Highlights in every chapter point out certification objectives to ensure you're focused on passing the exam Exam Watch sections in every chapter highlight key exam topics covered Simulated exam questions match the format, tone, topics, and difficulty of the real exam Covers all SCJP exam topics, including: Declarations and Access Control · Object Orientation · Assignments · Operators · Flow Control, Exceptions, and Assertions · Strings, I/O, Formatting, and Parsing · Generics and Collections · Inner Classes · Threads · Development CD-ROM includes: Complete MasterExam practice testing engine, featuring: Two full practice exams; Detailed answers with explanations; Score Report performance assessment tool Electronic book for studying on the go Bonus coverage of the SCJD exam included! Bonus downloadable MasterExam practice test with free online registration.

Test of Reasoning - Edgar Thorpe 2021

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Finance Equations and Answers - BarCharts Inc.,
Staff 2009-05-31

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

Understanding Human Anatomy and Physiology - Sylvia S. Mader 2005

Renowned for her effective learning systems, respected author Sylvia Mader has helped thousands of entry-level students understand and enjoy the principles of human anatomy and physiology. Mader expertly weaves up-to-date informative content with effective learning systems, piecing together the facts and fascination of human anatomy and physiology.

With the fifth edition of Understanding Human Anatomy and Physiology, your introductory, one-semester students have the opportunity to experience an effective blend of up-to-date, informational content with several new features and an extensively enhanced multimedia support system.

Study Guide for Campbell Biology, Canadian Edition - Jane B. Reece 2014-04-05

Lonely Planet Colombia - Lonely Planet
2021-11-16

Lonely Planet's Colombia is your passport to the most relevant, up-to-date advice on what to see and skip, and what hidden discoveries await you. Journey to Ciudad Perdida, explore Cartagena's old town, and trek in El Cocuy; all with your trusted travel companion. Get to the heart of Colombia and begin your journey now! Inside Lonely Planet's Colombia Travel Guide: Up-to-date information -all businesses were rechecked

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before publication to ensure they are still open after 2020's COVID-19 outbreak NEW top experiences feature- a visually inspiring collection of Colombia's best experiences and where to have them NEW pull-out, passport-size 'Just Landed' card with wi-fi, ATM and transport info - all you need for a smooth journey from airport to hotel Color maps and images throughout Highlights and itineraries help you tailor your trip to your personal needs and interests Insider tips to save time and money and get around like a local, avoiding crowds and trouble spots Essential info at your fingertips - hours of operation, websites, transit tips, prices Honest reviews for all budgets - eating, sleeping, sightseeing, going out, shopping, hidden gems that most guidebooks miss Cultural insights give you a richer, more rewarding travel experience - history, people, music, landscapes, wildlife, cuisine, politics Over 55 maps Covers Bogota, Boyaca, Santander & Norte de Santander, Caribbean Coast, San Andres & Providencia,

Medellin & Zona Cafetera, Cali & Southwest Colombia, Pacific Coast, Los Llanos, Amazon Basin The Perfect Choice: Lonely Planet's Colombia, our most comprehensive guide to Colombia, is perfect for both exploring top sights and taking roads less traveled. About Lonely Planet: Lonely Planet is a leading travel media company, providing both inspiring and trustworthy information for every kind of traveler since 1973. Over the past four decades, we've printed over 145 million guidebooks and phrasebooks for 120 languages, and grown a dedicated, passionate global community of travelers. You'll also find our content online, and in mobile apps, videos, 14 languages, armchair and lifestyle books, ebooks, and more, enabling you to explore every day. 'Lonely Planet guides are, quite simply, like no other.' - New York Times 'Lonely Planet. It's on everyone's bookshelves; it's in every traveler's hands. It's on mobile phones. It's on the Internet. It's everywhere, and it's telling entire generations of

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people how to travel the world.' " Fairfax Media (Australia)

Manual for Eye Examination and Diagnosis - Mark W. Leitman 2009-04-08

Health professionals and students need look no further than theseventh edition of Leitman's Manual for Eye Examinationand Diagnosis for a concise introduction to eye diagnosisand treatment. Designed to be read cover-to-cover, this short, well illustratedtext summarizes key points needed for understanding basicexamination techniques, use of instruments and major ophthalmicdisorders. It provides a strong foundation of knowledge on which to grow and enjoy this ever-changing speciality. Manual for Eye Examination and Diagnosis is the onlycomplete overview of eyecare available in such an easy-to-readformat, and features: Over 360 full-color illustrations and clinical photographs Coverage of the fundamentals with practical, clinicalpoints Updated information on refractive surgery, glaucoma surgery andneuro-

ophthalmology Latest information on tests such as OCT and optic nerve fiberscanning.

Robert Ludlum's (TM) The Utopia Experiment - Kyle Mills 2013-03-26

With U.S. intelligence agencies wracked by internal power struggles and paralyzed by bureaucracy, the president has been forced to establish his own clandestine group--Covert-One. It's activated only as a last resort, when the threat is on a global scale and time is running out.The Utopia Experiment When Dresner Industries unveils the Merge, a device that is destined to revolutionize the world and make the personal computer and smartphone obsolete, Covert-One operative Colonel Jon Smith is assigned to assess its military potential. He discovers that enhanced vision, real-time battlefield displays, unbreakable security, and near-perfect marksmanship are only the beginning of a technology that will change the face of warfare forever--and one that must be kept out of the hands of America's enemies at all

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costs. Meanwhile, in the mountains of Afghanistan, CIA operative Randi Russell encounters an entire village of murdered Afghans--all equipped with enhanced Merge technology that even the Agency didn't know existed. As Smith and Russell delve into the circumstances surrounding the Afghans' deaths, they're quickly blocked by someone who seems to have access to the highest levels of the military--a person that even the president knows nothing about. Is the Merge really as secure as its creator claims? And what secrets about its development is the Pentagon so desperate to hide? Smith and Russell are determined to learn the truth. But they may pay for it with their lives

. . .

Politics of the Middle East - Michael G. Roskin
2004

For undergraduate Political Science courses in International Relations, World History, World Cultures, Nonwestern History, Third World Countries, Military Science, and Political

Geography, with a focus on the Middle East. An introduction to the Middle East, this text captures the broad sweep of history, geography, cultures, and religions and leads up to the regions twentieth-century (and more current) conflicts, including the 2003 Iraq War. With its emphasis on basic concepts and vocabulary, and its use of illustrative case studies, *Politics of the Middle East* provides an exciting tool for the basic understanding of this very complex region.
Introduction to Pharmaceutics, Vol. I , 3e - Ashok K. Gupta 2007-02-01

The Making of a Modern Japanese Architecture - David B. Stewart 1987

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

Learning-Driven Schools - Barry Beers
2006-06-15

Many teachers are trained to approach their

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work with a set of teaching strategies and lessons that changes little over time. Because they are focused on how they teach, rather than on how their students learn, they use the same techniques day after day, making no adjustments for students' different learning needs. In *Learning-Driven Schools: A Practical Guide for Teachers and Principals*, Barry Beers shows how teachers can plan, teach, and assess for student learning--and how principals can support teachers in their efforts. The book includes * An overview of the research on knowledge retention; * Real-life samples of lesson plans that address state and local standards; * Strategies on accurately assessing student learning; * Advice for teachers on addressing the needs of struggling, intermediate, and advanced students at the same time; and * Advice for administrators on conducting effective classroom observations. A rallying cry and how-to guide rolled into one, this book is an invaluable resource for anyone passionate about

learning. Having served as a veteran teacher and principal himself, Barry Beers brings his own experience and understanding to bear on the essential task of ensuring that student learning remains the clear focus of our schools.

Introduction to Quantum Mechanics - S. M. Blinder 2020-10-16

Introduction to Quantum Mechanics, Second Edition presents an accessible, fully-updated introduction on the principles of quantum mechanics. The book outlines the fundamental concepts of quantum theory, discusses how these arose from classic experiments in chemistry and physics, and presents the quantum-mechanical foundations of many key scientific techniques. Chapters cover an introduction to the key principles underpinning quantum mechanics, differing types of molecular structures, bonds and behaviors, and applications of quantum mechanical theory across a number of important fields, including new chapters on Density Functional Theory,

Statistical Thermodynamics and Quantum Computing. Drawing on the extensive experience of its expert author, this book is a reliable introduction to the principles of quantum mechanics for anyone new to the field, and a useful refresher on fundamental knowledge and latest developments for anyone more experienced in the field. Presents a fully updated accounting that reflects the most recent developments in Quantum Theory and its applications Includes new chapters on Special Functions, Density Functional Theory, Statistical Thermodynamics and Quantum Computers Presents additional problems and exercises to further support learning

Learning iPhone Programming - Alasdair Allan
2010-03-09

Get the hands-on experience you need to program for the iPhone and iPod Touch. With this easy-to-follow guide, you'll build several sample applications by learning how to use Xcode tools, the Objective-C programming

language, and the core frameworks. Before you know it, you'll not only have the skills to develop your own apps, you'll know how to sail through the process of submitting apps to the iTunes App Store. Whether you're a developer new to Mac programming or an experienced Mac developer ready to tackle the iPhone and iPod Touch, Learning iPhone Programming will give you a head start on building market-ready iPhone apps. Start using Xcode right away, and learn how to work with Interface Builder Take advantage of model-view-controller (MVC) architecture with Objective-C Build a data-entry interface, and learn how to parse and store the data you receive Solve typical problems while building a variety of challenging sample apps Understand the demands and details of App Store and ad hoc distribution Use iPhone's accelerometer, proximity sensor, GPS, digital compass, and camera Integrate your app with iPhone's preference pane, media playback, and more

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51 Tips for Strippers - Candy and Fiona

2017-04-08

Want to be a better stripper or just act like one? Then this is the book for you! Candy and Fiona are well-seasoned strippers, and they use their unbeatable amount of know-how, street smarts, and years upon years of experience to help thousands of lost and misguided souls with all manner of problems and dilemmas, from preschool fights to military coups. "51 Tips for Strippers" is a perfect resource tool for strippers, grandmothers, favorite news' anchors, and/or Coast Guard veteran. In this book, Candy and Fiona have tackled the most common mistakes made by strippers, and explain how you can improve your strip-club experience by 230%. This all-inclusive book can also be used at the office, your local voting station, hospital, or on-the-go. You will be amazed at the results! Get your tips of trade right here and start making buckets of ca\$h.

A Friend in Need... - Sol Gordon 2000

Provides advice on being a good friend to those involved in abusive situations, fighting addictions, suffering from depression or suicidal notions, facing illness, or caring for a disabled loved one.

Breakthrough Plus - Carmella Lieske

2014-03-05

A communication-focussed course in American English. This flexible course builds confidence through an emphasis on speaking and listening skills, and enhances learning through the innovative and interactive digibook. The Teacher's Resource Book Pack contains teacher's notes, a test generator CD-ROM and a webcode for the Digibook.

Modern French Course - Dondo Mathurin 1967

Gene Control, Second Edition - David Latchman 2015-02-20

The new edition of Gene Control has been updated to include significant advances in the

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roles of the epigenome and regulatory RNAs in gene regulation. The chapter structure remains the same: the first part consists of pairs of chapters that explain the mechanisms involved and how they regulate gene expression, and the second part deals with specific biological processes (including diseases) and how they are controlled by genes. Coverage of methodology has been strengthened by the inclusion more explanation and diagrams. The significant revision and updating will allow Gene Control to continue to be of value to students, scientists and clinicians interested in the topic of gene control.

The Thing in the Forest (Storycuts) - A S Byatt 2011-11-17

Leaves rustle underfoot in a dark wood: two little girls, extracted from their homes in wartime London, encounter something terrifying in a forest. Later when they meet as grown women, they realise the experience has coloured their lives. A dark tale about the nature of

stories themselves. Part of the Storycuts series, this short story was originally published in the collection Little Black Book of Stories.

Lawn Beauty: the Organic Way - Glenn F. Johns 1970

Sales Closing For Dummies - Tom Hopkins 1998-04-30

Without the close, there is no sale. Pretty obvious, right? Yet, for many salespeople, closing is the most baffling and elusive part of the selling process. All too often, salespeople meet qualified clients and charm them with an eloquent presentation, only to see the sale mysteriously slip from between their fingers in the end. Which is sad when you consider all the hard work - the prospecting, preparation, planning, and practice - done for the sake of a moment of truth that never arrives. Fortunately, closing is an art that can be mastered, and now Sales Closing For Dummies shows you how. Packed with powerful principles that can help

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you become a top-producing salesperson, *Sales Closing For Dummies* is the ultimate guide to mastering that most mysterious part of the selling equation. Tom Hopkins, the legendary sales genius who, by age 30 was the nation's leading real-estate trainer, demystifies closing and shows what it takes to be a champion closer, including how to: Lead a sale without being pushy Read the signs of an interested potential buyer Use questioning methods that close sales, time and again Help clients feel good about their buying decisions Keep your clients' business and build their loyalty Build long-term relationships and watch your sales grow With the help of dozens of real-life examples from a wide cross section of industries, Tom shows why

professional selling is about communication, not coercion. And he shares his considerable insight and experience on: Verbal and visual buying cues and how to recognize them Choosing the best location for closing Addressing concerns and creating a sense of urgency Time-tested tactics and strategies for ending customer procrastination, overcoming their fear, closing from a distance, and more The ten biggest closing mistakes and how to avoid them Add-on selling and other ways of getting your clients to help you to build your business Featuring Tom's Hopkins' trademark "Red Flag" key points and situation scripts, this fun, easy-to-understand guide arms you with the hands-on tools and techniques you'll need to become a world-class closer.