The Maverick Selling Method Simplifing The Complex Sale

The Maverick Selling Method Discrete-continuum Coupling Method to Simulate Highly Dynamic Multi-scale Problems **Simplify Your Life** *Chemical Abstracts Enterprise, Business-Process and Information Systems Modeling* **Boolean Algebra and Its Applications The Logic of Software. A Tasting Menu of Formal Methods** *Simplified Methods for Determining Needs* **Advances in Combinatorial Mathematics** *The Seismoelectric Method* **Computational Methods in Reactor Shielding Indirect Methods for Estimating the Hydraulic Properties of Unsaturated Soils** In Silico Technologies in Drug Target Identification and Validation **Formal Description Techniques and Protocol Specification, Testing and Verification** *Machinery Machinery* Automated Deduction - CADE-19 **Formal Methods for Discrete-Time Dynamical Systems Unifying Electrical Engineering and Electronics Engineering Formal Methods and Software Engineering Essentials of Business Research Methods** *SQL Server Database Programming with Visual Basic.NET* **Quantitative Techniques in Landscape Planning Topological Methods in Algebraic Transformation Groups** *Design Theory and Methods using CAD/CAE* **Numerical Methods for Conservation Laws Intermediate Algebra 2e Research Anthology on Machine Learning Techniques, Methods, and Applications** *Machinery* Precalculus with Limits *Oracle Database Programming with Visual Basic.NET* Agent-Oriented Software Engineering II **Research Methods for Education, second edition** *Unmanned Driving Systems for Smart Trains ECRM 2018 17th European Conference on Research Methods in Business and Management* **RF Modelling and Characterization of Tyre Pressure Sensors and Vehicle Access Systems** Quantitative Methods in Transportation **Modern Methods of Speech Processing** *Management and Cost Accounting Applied Computational Aerodynamics*

Eventually, you will completely discover a additional experience and talent by spending more cash. nevertheless when? reach you allow that you require to acquire those every needs later than having significantly cash? Why dont you attempt to acquire something basic in the beginning? Thats something that will lead you to understand even more in relation to the globe, experience, some places, considering history, amusement, and a lot more?

It is your unconditionally own mature to take effect reviewing habit. in the course of guides you could enjoy now is **The Maverick Selling Method Simplifing The Complex Sale** below.

Machinery Jun 06 2020

SQL Server Database Programming with Visual Basic.NET Jan 14 2021 A guide to the practical issues and applications in database programming with updated Visual Basic.NET SQL Server Database Programming with Visual Basic.NET offers a guide to the fundamental knowledge and practical techniques for the design and creation of professional database programs that can be used for real-world commercial and industrial applications. The author—a noted expert on the topic—uses the most current version of Visual Basic.NET, Visual Basic.NET 2017 with Visual Studio.NET 2017. In addition, he introduces the updated SQL Server database and Microsoft SQL Server 2017 Express. All sample program projects can be run in the most updated version, Visual Basic.NET 2019 with Visual Studio.NET 2019. Written in an accessible, down-to-earth style, the author explains how to build a sample database using the SQL Server management system and Microsoft SQL Server Management Studio 2018. The latest version of ASP.NET, ASP.NET 4.7, is also discussed to provide the most up-to-date Web database programming technologies. This important book: Offers illustrative practical examples and detailed descriptions to aid in comprehension of the material presented Includes both fundamental and advanced database programming techniques Integrates images into associated database tables using a DevExpress UI tools -WindowsUI Written for graduate and senior undergraduate students studying database implementations and programming courses, SQL Server Database Programming with Visual Basic.NET shows how to develop professional and practical database programs in Visual Basic.NET 2017/Visual Basic.NET 2019.

In Silico Technologies in Drug Target Identification and Validation Oct 23 2021 The pharmaceutical industry relies on numerous well-designed experiments involving high-throughput techniques and in silico approaches to analyze potential drug targets. These in silico methods are often predictive, yielding faster and less expensive analyses than traditional in vivo or in vitro procedures. In Silico Technologies in Drug Target Identification and Validation addresses the challenge of testing a growing number of new potential targets and reviews currently available in silico approaches for identifying and validating these targets. The book emphasizes computational tools, public and commercial databases, mathematical methods, and software for interpreting complex experimental data. The book describes how these tools are used to visualize a target structure, identify binding sites, and predict behavior. World-renowned researchers cover many topics not typically found in most informatics books, including functional annotation, siRNA design, pathways, text mining, ontologies, systems biology, database management, data pipelining, and pharmacogenomics. Covering issues that range from prescreening target selection to genetic modeling and valuable data integration, In Silico Technologies in Drug Target Identification and Validation is a self-contained and practical guide to the various computational tools that can accelerate the identification and validation stages of drug target discovery and determine the biological functionality of potential targets more effectively. Daniel E. Levy, editor of the Drug Discovery Series, is the founder of DEL BioPharma, a consulting service for drug discovery programs. He also maintains a blog that explores organic chemistry.

Automated Deduction - CADE-19 Jun 18 2021 The refereed proceedings of the 19th International Conference on Automated Deduction, CADE 2003, held in Miami Beach, FL, USA in July 2003. The 29 revised full papers and 7 system description papers presented together with an invited paper and 3 abstracts of invited talks were carefully reviewed and selected from 83 submissions. All current aspects of automated deduction are discussed, ranging from theoretical and methodological issues to the presentation of new theorem provers and systems.

Unmanned Driving Systems for Smart Trains Jan 02 2020 Unmanned Driving Systems for Smart Trains explores the core technologies involved in unmanned driving systems for smart railways and trains, from foundational theory to the latest advances. The volume introduces the key technologies, research results and frontiers of the field. Each chapter includes practical cases to ground theory in practice. Seven chapters cover key aspects of unmanned driving systems for smart trains, including performance evaluation, algorithm-based reasoning and learning strategy, main control parameters, data mining and processing, energy saving optimization and control, and intelligent algorithm simulation platforms. This book will help researchers find solutions in developing better unmanned driving systems. Responds to the expansion of smart railways and the adoption of unmanned global systems Covers core technologies of unmanned driving systems for smart trains Details a large number of case studies and experimental designs for unmanned railway systems Adopts a multidisciplinary view where disciplines intersect at key points Gives both foundational theory and the latest theoretical and practical advances for unmanned railways

Intermediate Algebra 2e Aug 09 2020

Applied Computational Aerodynamics Jun 26 2019 This book covers the application of computational fluid dynamics from low-speed to high-speed flows, especially for use in aerospace applications.

Agent-Oriented Software Engineering II Mar 04 2020 Since the 1980s, software agents and multi-agent systems have grown into what is now one of the most active areas of research and development activity in computing generally. One of the most important reasons for the current intensity of interest in the agent-based computing paradigm certainly is that the concept of an agent as an autonomous system, capable of interacting with other agents in order to satisfy its design objectives, is a natural one for software designers. This recognition has led to the growth of interest in agents as a new paradigm for software engineering. This book reflects the state of the art in the field by presenting 14 revised full papers accepted for the second workshop on this topic, AOSE 2001, together with five invited survey articles. The book offers topical sections on societies and organizations, protocols and interaction frameworks, UML and agent systems, agent-oriented requirements capture and specification, and analysis and design.

Quantitative Methods in Transportation Sep 29 2019 Quantitative Methods in Transportation provides the most useful, simple, and advanced quantitative techniques for solving real-life transportation engineering problems. It aims to help transportation engineers and analysts to predict travel and freight demand, plan new transportation networks, and develop various traffic control strategies that are safer, more cost effective, and greener. Transportation networks can be exceptionally large, and this makes many transportation problems combinatorial, and the challenges are compounded by the stochastic and independent nature of trip-planners decision making. Methods outlined in this book range from linear programming, multi-attribute decision making, data envelopment analysis, probability theory, and simulation to computer techniques such as genetic algorithms, simulated annealing, tabu search, ant colony optimization, and bee colony optimization. The book is supported with problems and has a solutions manual to aid course instructors.

Topological Methods in Algebraic Transformation Groups Nov 11 2020 In recent years, there has been increasing interest and activity in the area of group actions on affine and projective algebraic varieties. Tech niques from various branches of mathematics have been important for this study, especially those coming from the well-developed theory of smooth compact transformation groups. It was timely to have an interdisciplinary meeting on these topics. We organized the conference "Topological Methods in Alg~braic Transformation Groups," which was held at Rutgers University, 4-8 April, 1988. Our aim was to facilitate an exchange of ideas and techniques among mathematicians studying compact smooth transformation groups, alge braic transformation groups and related issues in algebraic and analytic geometry. The meeting was well attended, and these Proceedings offer a larger audience the opportunity to benefit from the excellent survey and specialized talks presented. The main topics concerned various as pects of group actions, algebraic quotients, homogeneous spaces and their compactifications. The meeting was made possible by support from Rutgers University and the National Science Foundation. We express our deep appreciation for this support. We also thank Annette Neuen for her assistance with the technical preparation of these Proceedings.

The Logic of Software. A Tasting Menu of Formal Methods Apr 28 2022 This Festschrift, dedicated to Reiner Hähnle on the occasion of his 60th birthday, contains papers written by many of his closest collaborators. After positions at Karlsruhe Institute of Technology and Chalmers University of Technology, since 2011 Reiner has been the chaired professor of Software Engineering at Technische Universität Darmstadt, where his team focuses on the formal verification of object-oriented software, the formal modeling and specification of highly adaptive software systems, and formal modeling and analysis in domains such as biological systems and railroad operations. His work is characterized by achievements in theory and in practical implementations, significant collaborations include the KeY project and the development of the ABS language. He has served as chair and editor of important related academic conferences, and coauthored almost 200 academic publications. The contributions in this volume reflect Reiner's main research focus: formal methods, in particular applied to software verification.

Numerical Methods for Conservation Laws Sep 09 2020 These notes were developed for a graduate-level course on the theory and numerical solution of nonlinear hyperbolic systems of conservation laws. Part I deals with the basic mathematical theory of the equations: the notion of weak solutions, entropy conditions, and a detailed description of the wave structure of solutions to the Riemann problem. The emphasis is on tools and techniques that are indispensable in developing good numerical methods for discontinuous solutions. Part II is devoted to the development of high resolution shock-capturing methods, including the theory of total variation diminishing (TVD) methods and the use of limiter functions. The book is intended for a wide audience, and will be of use both to numerical analysts and to computational researchers in a variety of applications.

Boolean Algebra and Its Applications May 30 2022 Introductory treatment begins with set theory and fundamentals of Boolean algebra, proceeding to concise accounts of applications to symbolic logic, switching circuits, relay circuits, binary arithmetic, and probability theory. 1961 edition.

Unifying Electrical Engineering and Electronics Engineering Apr 16 2021 Unifying Electrical Engineering and Electronics Engineering is based on the Proceedings of the 2012 International Conference on Electrical and Electronics Engineering (ICEE 2012). This book collects the peer reviewed papers presented at the conference. The aim of the conference is to unify the two areas of Electrical and Electronics Engineering. The book examines trends and techniques in the field as well as theories and applications. The editors have chosen to include the following topics; biotechnology, power engineering, superconductivity circuits, antennas technology, system architectures and telecommunication.

Machinery Jul 20 2021

Oracle Database Programming with Visual Basic.NET Apr 04 2020 Oracle Database Programming with Visual Basic.NET Discover a detailed treatment of the practical considerations and applications of Oracle database programming with Visual Basic 2019 Oracle Database Programming with Visual Basic.NET: Concepts, Designs, and Implementations delivers a comprehensive exploration of the foundations of Oracle database programming using Visual Basic.NET. Using Visual Basic.NET 2019, Visual Studio.NET 2019, and Oracle 18c XE, the book introduces the Oracle database development system, Oracle SQL Developer and Modeler, and teaches readers how to implement a sample database solution. The distinguished author also demonstrates the use of dotConnect for Oracle to show readers how to create an effective connection to an Oracle 18c XE database. The current versions of the .NET framework, ASP.NET, and ASP.NET 4.7 are also explored and used to offer readers the most up to date web database programming techniques available today. The book provides practical example projects and detailed, line-by-line descriptions throughout to assist readers in the development of their database

programming skill. Students will also benefit from the inclusion of: A thorough introduction to databases, including definitions, examples, descriptions of keys and relationships, and some database components in popular databases, like Access, SQL, and Oracle An exploration of ADO.NET, including its architecture and components, like the DataReader class, DataSet component, DataTable component, and the command and parameter classes A discussion of Language Integrated Query (LINQ), including its architecture and components, its relationship to objects, DataSet, Oracle, and Entities An explanation of how to access data in ASP.NET and ASP.NET Web Services with multiple real project examples. Perfect for college and university students taking courses related to database programming and applications, Oracle Database Programming with Visual Basic.NET will also earn a place in the libraries of programmers and software engineers seeking a comprehensive reference for database coding in Visual Basic.NET.

Indirect Methods for Estimating the Hydraulic Properties of Unsaturated Soils Nov 23 2021

Essentials of Business Research Methods Feb 12 2021 In an era of big data and data analytics, how can managers make decisions based on almost unlimited information, not to mention hiring and retaining individuals with the required data analytics skills? The new fourth edition of Essentials of Business Research Methods explains research methods and analytical techniques for individuals who aren't data scientists. The authors offer a straightforward, hands-on approach to the vital managerial process of gathering and using data to make relevant and timely business decisions. They include critical topics, such as the increasing role of online research, ethical issues, privacy matters, data analytics, customer relationship management, how to conduct information-gathering activities more effectively in a rapidly changing business environment, and more. This is also the only text that includes a chapter on qualitative data analysis, and the coverage of quantitative data analysis is more extensive as well as much easier to understand than in other texts. A realistic continuing case used throughout the book, applied research examples, and ethical dilemma mini cases enable upper-level undergraduate and postgraduate students to see how business research information is used in the real world. This comprehensive textbook is supported by a range of online resources, including instructors' manuals, PowerPoint slides, and test banks.

Design Theory and Methods using CAD/CAE Oct 11 2020 The fourth book of a four-part series, Design Theory and Methods using CAD/CAE integrates discussion of modern engineering design principles, advanced design tools, and industrial design practices throughout the design process. This is the first book to integrate discussion of computer design tools throughout the design process. Through this book series, the reader will: Understand basic design principles and all digital modern engineering design paradigms Understand CAD/CAE/CAM tools available for various design related tasks Understand how to put an integrated system together to conduct All Digital Design (ADD) product design using the paradigms and tools Understand industrial practices in employing ADD virtual engineering design and tools for product development The first book to integrate discussion of computer design tools throughout the design process Demonstrates how to define a meaningful design problem and conduct systematic design using computer-based tools that will lead to a better, improved design Fosters confidence and competency to compete in industry, especially in high-tech companies and design departments

Formal Methods for Discrete-Time Dynamical Systems May 18 2021 This book bridges fundamental gaps between control theory and formal methods. Although it focuses on discrete-time linear and piecewise affine systems, it also provides general frameworks for abstraction, analysis, and control of more general models. The book is self-contained, and while some mathematical knowledge is necessary, readers are not expected to have a background in formal methods or control theory. It rigorously defines concepts from formal methods, such as transition systems, temporal logics, model checking and synthesis. It then links these to the infinite state dynamical systems through abstractions that are intuitive and only require basic convex-analysis and control-theory terminology, which is provided in the appendix. Several examples and illustrations help readers understand and visualize the concepts introduced throughout the book.

The Seismoelectric Method Jan 26 2022 The seismoelectric method consists of measuring electromagnetic signals associated with the propagation of seismic waves or seismic sources in porous media. This method is useful in an increasing number of applications, for example to characterize aquifers, contaminant plumes or the vadose zone. This book provides the first full overview of the fundamental concepts of this method. It begins with a historical perspective, provides a full explanation of the fundamental mechanisms, laboratory investigations, and the formulation of the forward and inverse problems. It provides a recent extension of the theory to two-phase flow conditions, and a new approach called seismoelectric beamforming. It concludes with a chapter presenting a perspective on the method. This book is a key reference for academic researchers in geophysics, environmental geosciences, geohydrology, environmental engineering and geotechnical engineering. It will also be valuable reading for graduate courses dealing with seismic wave propagation and related electromagnetic effects.

Machinery Aug 21 2021

Advances in Combinatorial Mathematics Feb 24 2022 The Second Waterloo Workshop on Computer Algebra was dedicated to the 70th birthday of combinatorics pioneer Georgy Egorychev. This book of formally-refereed papers submitted after that workshop covers topics closely related to Egorychev's influential works.

Quantitative Techniques in Landscape Planning Dec 13 2020 Quantitative Techniques in Landscape Planning covers all aspects of landscape planning, from the initial stages of the study to the final stage of processing data and obtaining a classification of the study area. It describes the process of conducting an inventory and the methods for integrating information from the inventory into the analysis. It also discusses the application of optimization techniques for assigning significance to points in the study area according to planning objectives. Consisting of four comprehensive sections, Quantitative Techniques in Landscape Planning includes discussions on the choice of variables relevant to a particular study, and the processes, risks, methodologies, and statistical techniques of performing a landscape planning study. Systems and classifications for planning purposes, developed in the United States and abroad, are discussed and analyzed.

ECRM 2018 17th European Conference on Research Methods in Business and Management Dec 01 2019 These proceedings represent the work of researchers participating in the 17th European Conference on Research Methodology for Business and Management Studies (ECRM) which is being hosted this year by Università Roma TRE, Rome, Italy on 12-13 July 2018.

Formal Methods and Software Engineering Mar 16 2021 This book constitutes the refereed proceedings of the 19th International Conference on Formal Engineering Methods, ICFEM 2017, held in Xi'an, China, in November 2017. The 28 revised full papers presented together with one invited talk and two abstracts of invited talks were carefully reviewed and selected from 80 submissions. The conference focuses on all areas related to formal engineering methods, such as verification and validation, software engineering, formal specification and modeling, software security, and software reliability.

Simplified Methods for Determining Needs Mar 28 2022

Computational Methods in Reactor Shielding Dec 25 2021 Computational Methods in Reactor Shielding deals with the mathematical processes involved in how to effectively control the dangerous effect of nuclear radiation. Reactor shielding is considered an important aspect in the operation of reactor systems to ensure the safety of personnel and others that can be directly or indirectly affected. Composed of seven chapters, the book discusses ionizing radiation and how it aids in the control and containment of radioactive substances that are considered harmful to all living things. The text also outlines the necessary radiation quantities and units that are needed for a systemic control of shielding and presents an examination of the main sources of nuclear radiation. A discussion of the gamma photon cross sections and an introduction to BMIX, a computer program used in illustrating a technique in identifying the gamma ray build-up factor for a reactor shield, are added. The selection also discusses various mathematical representations and areas of shielding theory that are being used in radiation shielding. The book is of great value to those involved in the development and implementation of systems to minimize and control the dangerous and lethal effect of radiation.

Modern Methods of Speech Processing Aug 28 2019 The term speech processing refers to the scientific discipline concerned with the analysis and processing of speech signals for getting the best benefit in various practical scenarios. These different practical scenarios correspond to a large variety of applications of speech processing research. Examples of some applications include enhancement, coding, synthesis, recognition and speaker recognition. A very rapid growth, particularly during the past ten years, has resulted due to the efforts of many leading scientists. The ideal aim is to develop algorithms for a certain task that maximize performance, are computationally feasible and are robust to a wide class of conditions. The purpose of this book is to provide a cohesive collection of articles that describe recent advances in various branches of speech processing. The main focus is in describing specific research directions through a detailed analysis and review of both the theoretical and practical settings. The intended audience includes graduate students who are embarking on speech research as well as the experienced researcher already working in the field. For graduate students taking a course, this book serves as a supplement to the course material. As the student focuses on a particular topic, the corresponding set of articles in this book will serve as an initiation through exposure to research issues and by providing an extensive reference list to commence a literature survey. Expe rienced researchers can utilize this book as a reference guide and can expand their horizons in this rather broad area.

The Maverick Selling Method Nov 04 2022 The Maverick Method is a powerful and unique selling method that provides the complete picture of how complex sales work. The Method has been researched, developed and practiced over a twenty-year period. We have studied and modeled over one hundred of the most successful salespeople. Unlike other selling methods the Maverick Method has been proven by salespeople on the front lines of the most difficult selling environments imaginable. The Mavericks that we have modeled have been able to create new markets, dominate their market segments and marginalize their competitors. What you will learn from the Maverick Selling Method: How a complex sale really works How to control the buying process How to customize your selling process for your unique product How to set and change the rules that will justify the buying decision How to marginalize any competitor How to close the deal in a predictable manner before your competitor even knows they have lost What Mavericks do differently How you can become a Maverick

Precalculus with Limits May 06 2020 With the same design and feature sets as the market leading Precalculus, 8/e, this addition to the Larson Precalculus series provides both students and instructors with sound, consistently structured explanations of the mathematical concepts. Designed for a two-term course, this text contains the features that have made Precalculus a complete solution for both students and instructors: interesting applications, cutting-edge design, and innovative technology combined with an abundance of carefully written exercises. In addition to a brief algebra review and the core precalculus topics, PRECALCULUS WITH LIMITS covers analytic geometry in three dimensions and introduces concepts covered in calculus. Important Notice: Media content referenced within the product description or the product text may not be available in the ebook version.

Discrete-continuum Coupling Method to Simulate Highly Dynamic Multi-scale Problems Oct 03 2022 Complex behavior models (plasticity, crack, visco-elasticity) are facing several theoretical difficulties in determining the behavior law at the continuous (macroscopic) scale. When homogenization fails to give the right behavior law, a solution is to simulate the material at a mesoscale using the discrete element model (DEM) in order to directly simulate a set of discrete properties that are responsible for the macroscopic behavior. Originally, the discrete element model was developed for granular material. This book, the second in the Discrete Element Model and Simulation of Continuous Materials Behavior set of books, shows how to choose the adequate coupling parameters to avoid spurious wave reflection and to allow the passage of all the dynamic information both from the fine to the coarse model and vice versa. The authors demonstrate the coupling method to simulate a highly nonlinear dynamical problem: the laser shock processing of silica glass.

Research Anthology on Machine Learning Techniques, Methods, and Applications Jul 08 2020 Machine learning continues to have myriad applications across industries and fields. To ensure this technology is utilized appropriately and to its full potential, organizations must better understand exactly how and where it can be adapted. Further study on the applications of machine learning is required to discover its best practices, challenges, and strategies. The Research Anthology on Machine Learning Techniques, Methods, and Applications provides a thorough consideration of the innovative and emerging research within the area of machine learning. The book discusses how the technology has been used in the past as well as potential ways it can be used in the future to ensure industries continue to develop and grow. Covering a range of topics such as artificial intelligence, deep learning, cybersecurity, and robotics, this major reference work is ideal for computer scientists, managers, researchers, scholars, practitioners, academicians, instructors, and students.

Research Methods for Education, second edition Feb 01 2020 Research Methods for Education, Second Edition takes the student by the hand and guides them through the complex subject of research methods in an engaging, witty and clear way. The book covers the philosophical approaches and epistemology, as well as the practical aspects of research, such as designing questionnaires and presenting conclusions. Each chapter is split into 'Context' and 'Practice' and both sections are packed with exercises, examples and comparative international material from other educational contexts, Peter Newby's book is the student-friendly text which demystifies the research process with clarity and verve. Key features: -written in a clear and friendly manner to help students feel more confident dealing with the complexities of research and particularly useful for those new to research or less confident with numbers -a mixed methods approach, which doesn't simply prioritise quantitative or qualitative methods, allowing for greatest possible coverage contains guidance on analytic procedures that require more advanced tools such as SPSS and Minitab -many excellent international examples and case studies specifically from education, which breaks away from a parochial focus on UK education system.

Enterprise, Business-Process and Information Systems Modeling Jun 30 2022 This book contains the refereed proceedings of the 12th International Conference on Business Process Modeling, Development and Support (BPMDS 2011) and the 16th International Conference on Exploring Modeling Methods for Systems Analysis and Design (EMMSAD 2011), held together with the 23rd International Conference on Advanced Information Systems Engineering (CAiSE 2011) in London, UK, in June 2011. The 22 papers accepted for BPMDS were selected from 61 submissions and cover a wide spectrum of issues related to business processes development, modeling, and support. They are grouped into sections on BPMDS in practice, business process improvement, business process flexibility, declarative process models, variety of modeling paradigms, business process modeling and support systems development, and interoperability and mobility. The 16 papers accepted for EMMSAD were chosen from 31 submissions and focus on exploring, evaluating, and enhancing current information modeling methods and methodologies. They are grouped in sections on workflow and process modeling extensions, requirements analysis and information systems development, requirements evolution and information systems evolution, data modeling languages and business rules, conceptual modeling practice, and enterprise architecture.

Chemical Abstracts Aug 01 2022

RF Modelling and Characterization of Tyre Pressure Sensors and Vehicle Access Systems Oct 30 2019

Formal Description Techniques and Protocol Specification, Testing and Verification Sep 21 2021 Formal Description Techniques and Protocol Specification, Testing and Verification addresses formal description techniques (FDTs) applicable to distributed systems and communication protocols. It aims to present the state of the art in theory, application, tools and industrialization of FDTs. Among the important features presented are: FDT-based system and protocol engineering; FDT-application to distributed systems; Protocol engineering; Practical experience and case studies. Formal Description Techniques and Protocol Specification, Testing and Verification comprises the proceedings of the Joint International Conference on Formal Description Techniques for Distributed Systems and Communication Protocols and Protocol Specification, Testing and Verification, sponsored by the International Federation for Information Processing, held in November 1998, Paris, France. Formal Description Techniques and Protocol Specification, Testing and Verification is suitable as a secondary text for a graduate-level course on Distributed Systems or Communications, and as a reference for researchers and practitioners in industry.

Simplify Your Life Sep 02 2022 Is it really possible to simplify your life? The answer is a resounding "yes," if you know the necessary steps to unclutter your life and lifestyle. Get the inside scoop from professional organizer Marcia Ramsland and begin to solve your life management issues like a pro. With fast-paced, step-by-step instructions, Marcia walks you through refreshing new ways to manage your daily schedule, your life at home and at work, and special seasons of your life such as parenting, the holidays, and transitions. Simplify Your Life reveals do-able tips and practical systems using Marcia's trademark "PuSH" Sequence?an acronym for Project, you (the key component), System, Habit?which not only gets you organized but help you stay that way. Tips include how to: Create the illusion of a clean home in just minutes each day Predict a pending time crunch . . . and sail through it Dissolve any paper pile by answering three key questions Power through projects you never get around to Learn how to put things back together when everything falls apart Offering practical solutions designed to change your life immediately, this simplified style of living gives you and your loved ones more time to do the things you really enjoy?starting today.

Management and Cost Accounting Jul 28 2019 Management and cost accounting has been the basic toolbox in business administration for decades. Today it is an integral part of all curricula in business education and no student can afford not to be familiar with its basic concepts and instruments. At the same time, business in general, and management accounting in particular, is becoming more and more international. English clearly has evolved as the "lingua franca" of international business. Academics, students as well as practitioners exchange their views and ideas, discuss concepts and communicate with each other in English. This is certainly also true for cost accounting and management accounting. Management Accounting is becoming increasingly international. "Management and Cost Accounting" is a new English language textbook covering concepts and instruments of cost and management accounting at an introductory level (Bachelor, but also suited for MBA courses due to strong focus on practical applications and cases). This textbook covers all topics that are relevant in management accounting in business organizations and that are typically covered in German and Central European Bachelor classes on cost accounting and management accounting. After an introduction to the topic, including major differences between the German approach and the purely Anglo-Saxon approach of management accounting, the book describes different cost terms and concepts applied in German cost accounting, The book is much more specific here compared to US-American standard textbooks. Based on different cost concepts, the topic of cost behavior is discussed, including the determination of cost functions. The heart of the book guides the reader through the general structure of a fully developed cost accounting system following the German and Central European standard: It starts with cost type accounting, moves on to cost center accounting and finally deals with cost unit accounting, assigning cost to goods and services offered in the market. The remaining parts of the book deal with decision making and how management and cost accounting data can support managers in this task. A comparison of absorption costing and variable costing introduces the reader to management decisions such as product portfolio and outsourcing decisions. Additionally, cost-volume-profit analysis (break-even-analysis) is covered. The book closes with a comprehensive treatment of cost planning and variance analysis.