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Cyber Risk Leaders Cisco Press

This text provides information on the design of machinery. It presents vector mathematical and matrix solution methods for analysis of both kinetic and dynamic analysis topics, and emphasizes the use of computer-aided engineering as an approach to the design and analysis of engineering problems. The author aims to convey the art of the design process in order to prepare students to successfully tackle genuine engineering problems encountered in

practice. The book also emphasizes the synthesis and design aspects of the subject with analytical synthesis of linkages covered and cam design is given a thorough and practical treatment.

Enhancing the Effectiveness of

Team Science Harper Horizon

Management Information

SystemsPearson Educación

F & S Index United States Annual Business

Expert Press

Discover BIM: A better way to build better buildings Building Information Modeling (BIM) offers a novel approach to design, construction, and facility management in which a digital representation of the building product and process is used to facilitate the exchange and interoperability of information in digital format. BIM is beginning to change the way buildings look, the way they function, and the ways in

which they are designed and built. The BIM Handbook, Third Edition provides an in-depth understanding of BIM technologies, the business and organizational issues associated with its implementation, and the profound advantages that effective use of BIM can provide to all members of a project team. Updates to this edition include: Information on the ways in which professionals should use BIM to gain maximum value New topics such as collaborative working, national and major construction clients, BIM standards and guides A discussion on how various professional roles have expanded through the widespread use and the new avenues of BIM practices and services A wealth of new case studies that clearly illustrate exactly how BIM is applied in a wide variety of conditions Painting a colorful and thorough picture of the state of the art in building information modeling, the BIM Handbook, Third Edition guides readers to

successful implementations, helping them to avoid needless frustration and costs and take full advantage of this paradigm-shifting approach to construct better buildings that consume fewer materials and require less time, labor, and capital resources.

The Fire Eye Kronicles John Wiley & Sons

Most salespeople work hard to become proficient in reaching the frontline managers in their markets. However, a salesperson who wishes to achieve long-lasting success with a client will learn how to also appeal to top-level executives from an "above the line" perspective. Master sales trainer Skip Miller shows how to simultaneously sell to both the frontline manager as well as the executive who is more concerned with profit/loss indicators such as ROI, time saved, risk lowered, and productivity improved - a strategy used by Google, Apple, Cisco WebEx, and other powerhouses. In *Selling Above and Below the Line*, you will learn how to: Create energy by including executives early in the sales process. Ask the right questions and pinpoint big-picture financial

needs. Keep "below the line" managers from feeling bypassed. Uncover value propositions that target each set of decision-makers. Sales that seem locked in will stall or go dark. Customers who have been loyal to you suddenly back out of the relationship due to decisions made above the manager's head. This often could have been avoided had the salesperson been intentional to sell both the technical and financial fit. In *Selling Above and Below the Line*, learn to effectively communicate both, leading to more successful and lucrative deals than ever before.

Take Control of Your Cancer Risk

Lulu Press, Inc

A summary of concepts and topics related to networks and networking at both hardware and software levels covers cabling, workstations, interface cards, operating systems, shells, internetworking software, packages, protocols, and securities. Original. (All Users).

E-learning Methodologies Pearson Educaci ó n

Anyone can have a good idea. Very

few can turn it into a million-dollar one. Until now. It ' s challenging to start and scale a business. Choosing the cloud as your platform for delivery and headquarters presents a whole new set of obstacles. This guide will allow you to leverage the cloud to streamline your processes and maximize your profits. When Jennifer Brazer founded her company, Complete Controller, she disrupted and reinvented client accounting services (CAS), creating an entirely new cloud-based business model. Whether your specialty is accounting, therapy, design, law, or any other field, groundbreaking expert Jennifer Brazer will show you how to

- recruit, train, monitor, motivate, and mentor your staff without ever being in the same room;
- price, package, and present your service so its value is recognized and desired beyond geo constraints;
- build trust and reputation with customers, colleagues, and vendors without in-person interaction;
- develop roles and processes to support your model and measure business performance;
- overcome doubt, naysayers, and traditional model rigidity for your

industry; • keep the faith, even when capital and courage run thin. This book is for entrepreneurs at any point in their journey to the cloud, providing indispensable tools that will set up a cloud-based professional service for maximum success.

Precision: Principles, Practices and Solutions for the Internet of Things
HMH Books For Young Readers

"A fascinating account of human experience at its best." -- Mihály Csízentmihályi, author of Flow
Creativity has long been thought to be an individual gift, best pursued alone; schools, organizations, and whole industries are built on this idea. But what if the most common beliefs about how creativity works are wrong? Group Genius tears down some of the most popular myths about creativity, revealing that creativity is always collaborative -- even when you're alone. Sharing the results of his own acclaimed research on jazz groups, theater ensembles, and conversation analysis, Keith

Sawyer shows us how to be more creative in collaborative group settings, how to change organizational dynamics for the better, and how to tap into our own reserves of creativity.

CMOS Past, Present and Future My Security Media Pty Ltd

Scrappy fifteen-year-old Dallas Marge and his older brother, Logan, strive to live a normal life, in the infamous city of kaspers, Starfall City. However, an unspoken truth between the two siblings leads Dallas to find a mysterious orb imprisoning a malevolent entity called Oryga, the tiger god, that curses him with an unimaginable power. Training under the supervision of the formerly villainous dragon kasper, Singuard, Dallas adapts to his newfound strength. Anxious to test himself, he disregards Singuard's warnings about the dangerously ominous and superpowered criminal underworld and the kasper hunting militia, GAUNTLET, challenging them both as Starfall's first-ever vigilante, Kirikon. However, the novice mask, alongside his friends, struggle to save Starfall from a sinister duo of otherworldly creatures when they target him for reasons unknown. Discover the truth behind the tigris orb as Kirikon blasts his way into

action in this adventurous and gripping chapter of a brand new series, The Fire Eye Kronicles.

Principles of Marketing Management
Information Systems

Revised edition of the authors' Managing business ethics, [2014]
The Four Guardians No Starch Press
More than 100,000 entrepreneurs rely on this book for detailed, step-by-step instructions on building successful, scalable, profitable startups. The National Science Foundation pays hundreds of startup teams each year to follow the process outlined in the book, and it's taught at Stanford, Berkeley, Columbia and more than 100 other leading universities worldwide. Why? The Startup Owner's Manual guides you, step-by-step, as you put the Customer Development process to work. This method was created by renowned Silicon Valley startup expert Steve Blank, co-creator with Eric Ries of the "Lean Startup" movement and tested and refined by him for more than a decade. This 608-page how-to guide includes over 100 charts, graphs, and diagrams, plus 77 valuable checklists that guide you

as you drive your company toward profitability. It will help you:

- Avoid the 9 deadly sins that destroy startups' chances for success
- Use the Customer Development method to bring your business idea to life
- Incorporate the Business Model Canvas as the organizing principle for startup hypotheses
- Identify your customers and determine how to "get, keep and grow" customers profitably
- Compute how you'll drive your startup to repeatable, scalable profits.

The Startup Owner's Manual was originally published by K&S Ranch Publishing Inc. and is now available from Wiley. The cover, design, and content are the same as the prior release and should not be considered a new or updated product.

Android Design Patterns CRC Press

The classic guide to working from home and why we should embrace a virtual office, from the bestselling authors of Rework “A paradigm-smashing, compulsively readable case for a radically remote workplace.” —Susan Cain, New York Times bestselling author of Quiet

Does working from home—or anywhere else but the office—make sense? In Remote, Jason Fried and David Heinemeier Hansson, the founders of Basecamp, bring new insight to the hotly debated argument. While providing a complete overview of remote work 's challenges, Jason and David persuasively argue that, often, the advantages of working “off-site” outweigh the drawbacks. In the past decade, the “under one roof” model of conducting work has been steadily declining, owing to technology that is rapidly creating virtual workspaces. Today the new paradigm is “move work to the workers, rather than workers to the workplace.” Companies see advantages in the way remote work increases their talent pool, reduces turnover, lessens their real estate footprint, and improves their ability to conduct business across multiple time zones. But what about the workers? Jason and David point out that remote work means working at

the best job (not just one that is nearby) and achieving a harmonious work-life balance while increasing productivity. And those are just some of the perks to be gained from leaving the office behind. Remote reveals a multitude of other benefits, along with in-the-trenches tips for easing your way out of the office door where you control how your workday will unfold. Whether you're a manager fretting over how to manage workers who “want out” or a worker who wants to achieve a lifestyle upgrade while still being a top performer professionally, this book is your indispensable guide.

Novell's Complete Encyclopedia of Networking Page Publishing, Inc

This is Cisco's official, comprehensive self-study resource for Cisco's SISE 300-715 exam (Implementing and Configuring Cisco Identity Services Engine), one of the most popular concentration exams required for the Cisco Certified Network Professional (CCNP) Security certification. It will thoroughly prepare network professionals to deploy and use Cisco ISE to simplify delivery of consistent, highly secure

access control across wired, wireless, and VPN connections. Designed for all CCNP Security candidates, CCNP Security Identity Management SISE 300-715 Official Cert Guide covers every SISE #300-715 objective concisely and logically, with extensive teaching features designed to promote retention and understanding. You'll find: Pre-chapter quizzes to assess knowledge upfront and focus your study more efficiently Foundation topics sections that explain concepts and configurations, and link theory to practice Key topics sections calling attention to every figure, table, and list you must know Exam Preparation sections with additional chapter review features Final preparation chapter providing tools and a complete final study plan A customizable practice test library CCNP Security Identity Management SISE 300-715 Official Cert Guide offers comprehensive, up-to-date coverage of all SISE #300-715 Cisco Identity Services Engine topics related to: Architecture and deployment Policy enforcement Web Auth and guest services Profiler BYOD Endpoint compliance Network access device administration

30-Minute Social Media Marketing: Step-by-step Techniques to Spread the Word About Your Business

American Library Association Offers techniques and strategies for increasing income while cutting work time in half, and includes advice for leading a more fulfilling life.

Design of Machinery HarperCollins Leadership "The best book on collaboration ever written!" —Diane Flannery, founding CEO, Juma Ventures And now this classic book is even better—much better. Completely revised and updated, the second edition is loaded with new tools and techniques. Two powerful new chapters on agenda design A full section devoted to reaching closure More than twice as many tools for handling difficult dynamics 70 brand-new pages and over 100 pages significantly improved

People Analytics Basic Books Cloud Computing: Implementation, Management, and Security provides an understanding of what cloud computing really means, explores how disruptive it may become in the future, and examines its advantages and disadvantages. It

gives business executives the knowledge necessary to make informed, educated decisions regarding cloud initiatives. The authors first discuss the evolution of computing from a historical perspective, focusing primarily on advances that led to the development of cloud computing. They then survey some of the critical components that are necessary to make the cloud computing paradigm feasible. They also present various standards based on the use and implementation issues surrounding cloud computing and describe the infrastructure management that is maintained by cloud computing service providers. After addressing significant legal and philosophical issues, the book concludes with a hard look at successful cloud computing vendors. Helping to overcome the lack of understanding currently preventing even faster adoption of cloud computing, this book arms readers with guidance

essential to make smart, strategic decisions on cloud initiatives.

Group Genius National Academies Press

A how-to resource for incorporating social media into training Whether you work in a traditional or virtual classroom, social media can broaden your reach and increase the impact of training. In *Social Media for Trainers*, e-learning and new media expert Jane Bozarth provides an overview of popular tools, including blogs, wikis, Twitter, Facebook, YouTube, SlideShare, Flickr, and others. You'll learn to leverage each medium's unique features and applications to deliver training, facilitate discussions, and extend learning beyond the confines of a training event. This key resource offers a new set of powerful tools for augmenting and enhancing the value of your training. **PRAISE FOR SOCIAL MEDIA FOR TRAINERS** "Clear explanations and practical examples of the use of social media

for learning, make this book essential reading for all workplace trainers." —Jane Hart, founder, Centre for Learning and Performance Technologies, and founding member of the Internet Time Alliance "... a practical, intelligent book teaching trainers how to effectively utilize technology for real learning outcomes." —Karl Kapp, professor of Instructional Technology at Bloomsburg University and author of *Learning in 3D and Gadgets, Games and Gizmos for Learning* "Trainers who want to succeed in the new social learning world should read this book. Jane has made social media easy, practical, and simple to use." —Ray Jimenez, PhD, Chief Learning Architect, *VignettesLearning.com* *Stop Speaking for Free* Woodhead Publishing Master the challenges of Android user interface development with these sample patterns With Android 4, Google brings the full power of its Android OS to both smartphone and

tablet computing. Designing effective user interfaces that work on multiple Android devices is extremely challenging. This book provides more than 75 patterns that you can use to create versatile user interfaces for both smartphones and tablets, saving countless hours of development time. Patterns cover the most common and yet difficult types of user interactions, and each is supported with richly illustrated, step-by-step instructions. Includes sample patterns for welcome and home screens, searches, sorting and filtering, data entry, navigation, images and thumbnails, interacting with the environment and networks, and more Features tablet-specific patterns and patterns for avoiding results you don't want Illustrated, step-by-step instructions describe what the pattern is, how it works, when and why to use it, and related patterns and anti-patterns A companion website offers additional content and a forum for interaction Android Design Patterns: Interaction Design Solutions for Developers provides extremely useful tools for developers who want to take advantage of the booming

Android app development market.
DevNet Associate DEVASC 200-901
Official Certification Guide Crown
BIG PRESENCE isn't just for BIG
COMPANIES anymore! A social media
marketing handbook for small
business owners on the go Social
media has opened the door to anyone
who wants to promote
themselves--including small
businesses. Designed specifically for
busy small business owners, this book
puts you on the fast track to
maximizing your business's visibility
and generating profits—regardless of
the size of your marketing budget or
the time you have to devote to it.
30-Minute Social Media Marketing
provides 22 short chapters packed
with real-world examples, templates,
sample marketing procedures, and
screen shots taking you step-by-step
through the essentials. With little time
and effort, you will master the arts of:
Blogging and microblogging Social
networking and bookmarking Audio
and video E-books and webinars
Direct and indirect marketing Brand
and relationship building Word-of-
mouth marketing Expanding your

reach and establishing your position
Integrating with traditional marketing
Evaluating results By the end of the
book, you will have completed a social-
media marketing plan that produces
real results and created a strategy for
future marketing plans--all in just 30
minutes a day.

Remote John Wiley & Sons
Not all salespeople plan on a career
in sales. Often, sales chooses them
and suddenly they find themselves
in a profession they aren't fully
prepared for. The Accidental
Salesperson is the answer,
providing the advice and inspiration
they need to master the essentials
and hit the ground running. Fully
updated to reflect the changes in
the marketplace, the second edition
provides a much-needed roadmap
anyone can use to excel in sales.
Filled with money-generating
strategies, humorous yet
instructive anecdotes, thought-
provoking axioms, and powerful
tools, the book includes brand new
guidance on: Selling to people who

don't have time to meet
Differentiating between information
seekers and genuine prospects
Using social media, Skype,
GoToMeeting, WebEx, and other
online tools
Building relationships competitors can't steal
Lively, entertaining, and mercifully
free of the dull theories,
manipulative methods, and high-
pressure tactics of most sales
books
the second edition of The
Accidental Salesperson guides
readers through every aspect of
selling to today's customers.
The 4-Hour Work Week Currency
Cisco® Unified Presence offers
companies powerful opportunities to
improve productivity. Building on the
migration to IP telephony and the
deployment of Cisco Unified
Communications environments, it helps
people find each other faster, solve
problems more quickly, pursue
opportunities with more agility, and
increase customer satisfaction. Written
by three leading Cisco experts, Cisco
Unified Presence Fundamentals explains
the concepts behind Unified Presence,
the technologies involved, their

interdependencies, and how to troubleshoot them. The authors support their discussions of concepts and techniques with many sample applications, guiding network professionals to real-world mastery even if they have never used presence technologies. This book will be an indispensable resource for all Cisco partners and system integrators who need to understand Unified Presence and build solutions, and for all IT and networking professionals who must work with or support those solutions. This is the only book that Walks readers step by step through configuring Cisco Unified Presence Presents practical sample applications that encourage readers to explore and innovate in their own organizations Thoroughly covers the technical aspects of deploying Presence and explains how it can be used within key vertical markets Presents troubleshooting techniques from both server- and client-side perspectives Plan, install, configure, support, and profit from Cisco Unified Presence Understand the components of a Cisco Unified Presence solution and how they fit together Gain valuable insight into how Cisco Unified Presence can increase productivity, scheduling capabilities, and interactivity for evolving industries Understand crucial interdependencies that impact Cisco

Unified Presence design, functionality, and behavior Configure Cisco Unified Presence for Federation Understand how to resolve Unified Presence issues with built-in tools and diagnostic utilities This book is part of the Cisco Press® Fundamentals Series. Books in this series introduce networking professionals to new networking technologies, covering network topologies, sample deployment concepts, passwords, and management techniques.