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The Making of a Modern Japanese Architecture John Wiley & Sons

One of Asia's cultural capitals, Seoul is the perfect blend of traditional and modern, and is both fashion hub and food lover's paradise. Your DK Eyewitness Top 10 travel guide ensures you'll find your way around this dynamic city with absolute ease. Our regularly updated Top 10 travel guide breaks down the best of Seoul into helpful lists of ten - from our own selected highlights to the best museums and galleries, and the most authentic restaurants, tearooms, bars, shops and markets. You'll discover: - Seven easy-to-follow itineraries, perfect for a day trip, a weekend, or a week - Detailed Top 10 lists of Seoul's must-sees, including comprehensive descriptions of the Gyeongbok, Changdeok and Changgyeong palaces, the fascinating neighbourhoods of Insadong, Dongdaemun and Buamdong; the National Museum of Korea, Nam Mountain, Bukhansan National Park, Bukchon Hanok Village, and the nearby city of Gwacheon - Seoul's most interesting areas, with the best places for shopping, going out and sightseeing - Inspiration for different things to enjoy during your trip - including culinary highlights, festivals and celebrations, hidden gems off the beaten track, and great things to do for free - Streetsmart advice: get ready, get around, and stay safe

Kinship Matters HarperCollins UK

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 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.

Paramedic Field Guide Houghton Mifflin

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 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.

Study and Solutions Guide Routledge

Your Guide to the 10 Best of Everything in Seoul Discover the best of everything South Korea's capital city has to offer with the essential, pocket-sized DK Eyewitness Top 10 Travel Guide Seoul with pull-out map. Top 10 lists showcase the best places to visit in Seoul, from Dongdaemun market to the grand royal palace of Gyeongbokgung. Seven easy-to-follow itineraries explore the city's most interesting areas - from the arty district of Insadong to Bukhansan National Park - while reviews of the best hotels, shops and restaurants in Seoul will help you plan your perfect trip.

Cases in Compensation Penguin

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.

The Beano Annual 2014 Cengage Learning

Erotic memoir

Invisible John Wiley & Sons

You could say that my railroad, the Madham Line, is almost the most important thing in my life. Next to Andy Morrow, my best friend. Lots of people think Doug Hanson is a freak -- he gets beat up after school, and the girl of his dreams calls him a worm. Doug's only refuge is creating an elaborate bridge for the model railroad in his basement and hanging out with his best friend, Andy Morrow, a popular football star who could date any girl in school. Doug and Andy talk about everything -- except what happened at the Tuttle place a few years back. It does not matter to Andy that we live in completely different realities. I'm Andy's best friend. It does not matter to Andy that we hardly ever actually do anything together. As Doug retreats deeper and deeper into his own reality, long-buried secrets threaten to destroy both Doug and Andy -- and everything else in Doug's fragile world.

Hospitality Financial Accounting Jones & Bartlett Learning

"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.

Electromagnetics John Wiley and Sons

Updated with the latest developments in the accounting and hospitality fields, Hospitality Financial Accounting, Second Edition covers the basics of financial accounting and then walks you through analyzing financial statements and dealing with the daily issues you'll face on the job. In this Second Edition, the authors have provided engaging new coverage and features that includes new case studies, an expanded section on ethics, new "Accounting in Action" vignettes, applied exercises, and new coverage of casinos, spas, and purveyors.

Eyewitness Top 10 Travel Guide - Seoul Brooks Cole

This book is the fifth in the Cambridge Socio-Legal Group series and it concerns the evolving notions and practices of kinship in contemporary Britain and the interrelationship of kinship, law and social policy. Assembling contributions from scholars in a range of disciplines, it examines social, legal, cultural and psychological questions related to kinship. Rising rates of divorce and of alternative modes of partnership have raised questions about the care and well-being of children, while increasing longevity and mobility, together with lower birth rates and changes in our economic circumstances, have led to a reconsideration of duties and responsibilities towards the care of elderly people. In addition, globalisation trends and international flows of migrants and refugees have confronted us with alternative constructions of kinship and with the challenges of maintaining kinship ties transnationally. Finally, new developments in genetics research and the growing use of assisted reproductive technologies may raise questions about our notions of kinship and of kin rights and responsibilities. The book explores these changes from various perspectives and draws on theoretical and empirical data to describe practices of kinship in contemporary Britain.

The Sainsbury Book of Food Processor Cooking Annie's Wholesale

"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.

Keepsake Crimes Createspace Independent Publishing Platform

Now you can choose between thread and yarn!Not everyone enjoys crocheting with thread. This book includes 101 doilies crocheted using size 10 crochet cotton thread or Omega Emilia worsted-weight yarn. The thread creates a small doily, perfect for coasters for glassware, to grace the table under a bud vase or candlestick and more. The doilies made using worsted-weight yarn create a larger doily to be used on tables and dressers. Size: Small - range in diameter from 3 1 / 2" to 6" Large - range in diameter from 7 1 / 2" to 14". Skill Level: Easy.

101 Doilies MIT Press

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

Loose-leaf Version for Macroeconomics: Canadian Edition Pearson Education India

Follow two abolitionists who fought one of the most shockingly persistent evils of the world: human trafficking and sexual exploitation of slaves. Told in alternating chapters from perspectives spanning more than a century apart, read the riveting 19th century first-hand account of Harriet Jacobs and the modern-day eyewitness account of Timothy Ballard. Harriet Jacobs was an African-American, born into slavery in North Carolina in 1813. She thwarted the sexual advances of her master for years until she escaped and hid in the attic crawl space of her grandmother's house for seven years before escaping north to freedom. She published an autobiography of her life, Incidents in the Life of a Slave Girl, which was one of the first open discussions about sexual abuse endured by slave women. She was an active abolitionist, associated with Frederick Douglass, and, during the Civil War, used her celebrity to raise money for black refugees. After the war, she worked to improve the conditions of newly-freed slaves. As a former Special Agent for the Department of Homeland Security who has seen the horrors and carnage of war, Timothy Ballard founded a modern-day "underground railroad" which has rescued hundreds of children from being fully enslaved, abused, or trafficked in third-world countries. His story includes the rescue and his eventual adoption of two young siblings--Mia and Marky, who were born in Haiti. Section 2 features the lives of five abolitionists, a mix of heroes from past to present, who call us to action and teach us life lessons based on their own experiences: Harriet Tubman--The "Conductor"; Abraham Lincoln--the "Great Emancipator"; Little Mia--the sister who saved her little brother; Guesno Mardy--the Haitian father who lost his son to slave traders; and Harriet Jacobs--a teacher for us all.

Study Guide for Stewart's Single Variable Calculus: Early Transcendentals, 7th Cleis Press

Britain's best-selling comic, 'The Beano' celebrates its 75th birthday this year Join Dennis the Menace, The Bash Street Kids, Roger the Dodger and Minnie the Minx for 112 pages of mischief, mayhem and menacing

Anatomy for Hip Openers and Forward Bends Simon and Schuster

From the author of the popular Tea Shop Mysteries comes the first in a cozy crafting mystery series! New Orleans scrapbooking shop owner Carmela Bertrand delights her customers with her stunning arrangements of their scrapbooks. But among her clients' keepsakes she finds a tip of her own--about a murder... Business is booming and life is cozy for Carmela at her scrapbooking shop, Memory Mine. But when one of the city's elite dies during Mardi Gras, the police name Carmela's estranged husband as their number one suspect. Although Carmela hasn't forgotten how he scrapped their marriage, she doesn't think he is cut out to be a killer. And if Shamus is being framed, Carmela might be the only one who can find the pattern and solve the case in time...

Global Logistics For Dummies McGraw Hill Professional

They may ride off into the sunset, but cowboys never go out of style. These manly men embody the fiercely independent, earthy alpha male and hero who isn't afraid to show the gentle, nurturing side of his complex nature when faced with a woman in need. Even when he's coated with dust from riding behind a herd of cattle or up to his knees in mud freeing a calf from a wallow, this stud still generates a lot of Cowboy Heat. Delilah Devlin's Cowboy Lust was a sensation, hitting the top ten of romance books and generating a river of praise. Award-winning Devlin is back on the ranch with stories of rugged romantics, rough riders, and rope wranglers sure to satisfy any reader who craves the idea of that gruff, romantic hero, a man of few words but many moves. Cowboy Heat sits tall in the saddle, winning hearts and spurring readers to new heights of happiness.

Introduction to Politics Simon & Schuster Books For Young Readers

This text explores the rise of modern architecture in Japan since 1868 and the interaction between tradition and innovation, East and West.

Bader Reading and Language Inventory MacMillan

For each section of Stewart's Single Variable text, the Study Guide provides a brief introduction, a short list of concepts to master, as well as summary and focus questions with explained answers. It also contains

Technology Plus questions, as well as multiple-choice On Your Own exam-style questions.

Test of Reasoning Bloomsbury Publishing

This special edition of Greg Mankiw's intermediate macroeconomics text takes the same approach that made the parent text a bestseller, with coverage shaped to address fiscal policy, monetary and exchange-rate policy, deficit reduction, and other critical economic issues from the uniquely Canadian perspective. Like Mankiw's Macroeconomics, the Canadian edition teaches fundamentals with exceptional clarity by relating theoretical concepts to vital issues and policy debates, while illustrating those ideas with examples, cases, and research from Canada and Canadian researchers. The new edition is significantly updated, with a streamlined version of Greg's hallmark approach and powerful new digital learning options.