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True or false? In selling high-value products or services: 'closing' increases your chance of success; it is essential to describe the benefits of your product or service to the customer; objection handling is an important skill; open questions are more effective than closed questions. All false, says this provocative book. Neil Rackham and his team studied more than 35,000 sales calls made by 10,000 sales people in 23 countries over 12 years. Their findings revealed that many of the methods developed for selling low-value goods just don't work for major sales. Rackham went on to introduce his SPIN-Selling method. SPIN describes the whole selling process: Situation questions Problem questions Implication questions Need-payoff questions SPIN-Selling provides you with a set of simple and practical techniques which have been tried in many of today's leading companies with dramatic improvements to their sales performance.

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The Second Edition of Johnny Saldaña's international bestseller provides an in-depth guide to the multiple approaches available for coding qualitative data.

Fully up to date, it includes new chapters, more coding techniques and an additional glossary. Clear, practical and authoritative, the book: -describes how coding initiates qualitative data analysis -demonstrates the writing of analytic memos -discusses available analytic software -suggests how best to use The Coding Manual for Qualitative Researchers for particular studies. In total, 32 coding methods are profiled that can be applied to a range of research genres from grounded theory to phenomenology to narrative inquiry. For each approach, Saldaña discusses the method's origins, a description of the method, practical applications, and a clearly illustrated example with analytic follow-up.

A unique and invaluable reference for students, teachers, and practitioners of qualitative inquiry, this book is essential reading across the social sciences.

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An inspiring exploration of teacher-learning communities that provides a useful framework for reflection, cooperation, and collaboration.

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A number of national level examinations like IAS Mains, State PCS, IES, IFS, etc. check the English language aptitude of candidates with a compulsory English language paper. This book has been designed for such examinations which assess the English language abilities in detail. The present book covering English Language in descriptive nature has been divided into four parts namely Writing Skills, Comprehension Skills, Grammar Skills & Verbal Skills. Part A has been further divided into Essay Writing, Expansion Writing, Report Writing, Precis Writing and Letter Writing. The Verbal Skills section covers Paronyms & Homonyms, One Word Substitutions, Synonyms & Antonyms, Phrasal Verbs, etc. whereas the Grammar Skills section covers The Function of Tenses, Voice, Narration, Synthesis, Prepositions, etc. Each chapter in the book contains detailed theory including a number of sample examples in a simple & easier way to understand the topics well. Workbook Exercises have been provided in between the chapters for Part B, C & D to help aspirants practice the concepts discussed in each chapter. Answers for all the questions have been given at the end of the section. As the book covers varied aspects of English language, it for sure will help aspirants score high in the upcoming national and state level competitive and recruitment examinations.

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The "dazzling" and essential portrayal of 1960s America from the author of *South and West* and *The Year of Magical Thinking* (The New York Times). Capturing the tumultuous landscape of the United States, and in particular California, during a pivotal era of social change, the first work of nonfiction from one of American literature's most distinctive prose stylists is a modern classic. In twenty razor-sharp essays that redefined the art of journalism, National Book Award-winning author Joan Didion reports on a society gripped by a deep generational divide, from the "misplaced children" dropping acid in San Francisco's Haight-Ashbury district to Hollywood legend John Wayne filming his first picture after a bout with cancer. She paints indelible portraits of reclusive billionaire Howard Hughes and folk singer Joan Baez, "a personality before she was entirely a person," and takes readers on eye-opening journeys to Death Valley, Hawaii, and Las Vegas, "the most extreme and allegorical of American settlements." First published in 1968, *Slouching Towards Bethlehem* has been heralded by the New York Times Book Review as "a rare display of some of the best prose written today in this country" and named to Time magazine's list of the one hundred best and most influential nonfiction books. It is the definitive account of a terrifying and transformative decade in American history whose discordant reverberations continue to sound a half-century later.

The Principles of Scientific Management Pembroke Publishers Limited

The culmination of more than a decade of research, this compelling volume offers a fresh approach for applying functional linguistics to assess student performance, to inform the teaching and learning of Chinese and to design curriculum and teaching materials. Documenting authentic systemic functional linguistics (SFL) studies in researching and teaching Chinese as a first or second language, this research is set in the multilingual

settings of Hong Kong and Australia. The experiences of SFL and genre teaching in English have been well demonstrated as valid, viable and practical in different contexts; however this volume covers the relatively new domain of research into the applications of SFL to the teaching of Chinese. Using SFL as the research framework, the authors cover three major areas in Chinese language education: effective pedagogies, curriculum and material design, and text analysis. Covering major local curriculum reforms and the rapid growth of International Baccalaureate programmes worldwide, this book will be of interest to linguists, language teachers and teacher educators and those involved in the teaching and learning of Chinese around the world.

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In William Golding: Some Critical Considerations, fourteen scholars assess various aspects of the Nobel Prize-winning author's writings. Their essays include criticism of individual works, discussion of major themes and technical considerations, and bibliographical studies. Separately, the essays help us understand the intricacies and impact of Golding's art; together they show the breadth of his purpose.

Resources in Education Disha Publications

Life in the Iron Hell "In the neighboring furnace-buildings lay great heaps of the refuse from the ore after the pig-metal is run. Korl we call it here: a light, porous substance, of a delicate, waxen, flesh-colored tinge. Out of the blocks of this korl, Wolfe, in his off-hours from the furnace, had a habit of chipping and moulding figures,—hideous, fantastic enough, but sometimes strangely beautiful: even the mill-men saw that, while they jeered at him. It was a curious fancy in the man, almost a

passion." - Rebecca Harding Davis, *Life in the Iron Mills* Life in the Iron Mills is one of the first American novels that depicts the precarious state of the impoverished working class. 'Molly Wolfe' is a member of this class working 12 hours a day, six days a week to earn a living. Because of his condition, he cannot develop his innate artistic talent. His cousin, Deborah tries to help him but the consequences are devastating. Xist Publishing is a digital-first publisher. Xist Publishing creates books for the touchscreen generation and is dedicated to helping everyone develop a lifetime love of reading, no matter what form it takes