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Reminiscences of a
Ranger
AmazonCrossing
This volume provides,
for the first time, a pan-
European view of the
development of

written languages at a key time in their history: that of the 16th century. The major cultural and intellectual upheavals that affected Europe at the time - Humanism, the Reformation and the emergence of modern nation-states - were not isolated phenomena, and the evolution of the orthographical systems of European languages shows a large number of convergences, due to the mobility of scholars, ideas and technological innovations throughout the period.

Sacred Men
Grasset
The
comprehensive

6-stage selling program from Sandler Training-- "Top 20 Sales Training Company" by Selling Power Magazine Competitively pursuing large, complex accounts is perhaps the greatest challenge for selling teams. To keep treasured clients and gain new ones, you need a system to win business with profitable enterprise clients, serve them effectively and

grow the relationships over time. You start with Sandler Enterprise Selling. The only enterprise selling system based on the proprietary Sandler Selling System methodology created by David H. Sandler This practical, step-by-step book is designed specifically for selling teams committed to high achievement in the enterprise environment. The program 's

powerful six stages will guide you to: 1. Set a baseline for success for each territory and account 2. Identify opportunities with the highest probability of success 3. Engage with buyers to qualify enterprise opportunities 4. Craft solutions that directly address your client ' s needs 5. Propose your solution and achieve advancement 6. Serve and satisfy your

client, earning the right to grow the business. Each of the stages represents a key piece of the puzzle in the proactive, team-oriented Sandler Enterprise Selling (SES) process. With the proven training techniques in this book, you ' ll be able to use SES to win, grow and serve enterprise clients. You ' ll learn how to master 13 selling tools integral to your

SES success—like the KARE Account Planning Tool, Growth Account Booster Tool, LinkedIn Levers Tool, and Client-Centric Satisfaction Tool. You ' ll discover practical solutions to the vastly complex challenges in enterprise organizations - extended sales cycles, wide buyer networks, or significant investments in pursuits.

Overcoming these unique challenges presents great opportunities for selling teams. Sandler Enterprise Selling provides the framework needed to succeed in the enterprise arena, winning, growing and keeping major accounts. Note: These are the same training principles that are taught to tens of thousands of sales executives and managers every year at

more than 200 Sandler Training companies around the world. If you want to stay competitive in the enterprise selling arena, you need to train, study, and read Sandler Enterprise Selling.

Paper Cadavers
Duke University Press

Most business leaders report that they are seeing success, yet often struggle because they are: •
Uncertain regarding their own capabilities •
Overwhelmed, and suffering from

“imposter syndrome” •
Anxious regarding the speed and trajectory of the business •
Frustrated with an unhealthy work/life balance •
Disappointed they’re not yet the leader that, deep down, they know they need to be
Sound familiar? Whether you are a leader of a multibillion-dollar company, top-level executive of a small business, or senior manager looking to discover the secrets of elite leadership, My Daily Leadership will reveal and strengthen your own unique and powerful leadership style and forever transform the way you think, behave,

and lead. Competitive advantage comes from implementing the five Core Elements of Exceptional Leadership as well as the twenty Critical Performance Competencies designed to futureproof yourself, your people, and your business. Learn the daily leadership habits, mindsets, and strategies that will unlock your full leadership potential to create a meaningful and lasting legacy of high performance and extraordinary success. My Daily Leadership—Creating the world’s best leaders one day at a time.

DISCOVER**Questions (tm)****Get You****Connected**

Grasset &

Fasquelle

In 1803 in the

colonial South

American city

of La Plata,

Doña Martina

Vilvado y

Balverde

presented

herself to

church and

crown

officials to

denounce her

husband of

more than four

years, Don

Antonio Yta,

as a "woman in

disguise."

Forced to

submit to a

medical

inspection

that revealed

a woman's

body, Don

Antonio

confessed to

having been

María Yta, but

continued to

assert his

maleness and

claimed to have

a functional

"member" that

appeared, he

said, when

necessary.

Passing to

América is at

once a

historical

biography and

an in-depth

examination of

the sex/gender

complex in an

era before

"gender" had

been divorced

from "sex." The

book presents

readers with

the original

court docket,

including Don

Antonio's

extended

confession, in

which he tells

his life story,

and the equally

extraordinary

biographical

sketch offered

by Felipa

Ybañez of her

"son María,"

both in English

translation and

the original

Spanish. Thomas

A.

Abercrombie's

analysis not

only grapples

with how to

understand the

sex/gender

system within

the Spanish

Atlantic empire

at the turn of

the nineteenth

century but

also explores

what

Antonio/María

and

contemporaries

can teach us

about the

complexities of construction the relationship between sex and gender today. Passing to América brings to light a previously obscure case of gender transgression and puts Don Antonio's life into its social and historical context in order to explore the meaning of "trans" identity in Spain and its American colonies. This accessible and intriguing study provides new insight into historical and contemporary gender complexities of construction that will interest students and scholars of gender studies and colonial Spanish literature and history. This book is freely available in an open access edition thanks to TOME (Toward an Open Monograph Ecosystem)—a collaboration of the Association of American Universities, the Association of University Presses and the Association of Research Libraries—and the generous support of New York University.

Learn more at the TOME website: openmonographs.org. *Asking Questions the Sandler Way* Cambridge University Press High altitude physiology and medicine has again become important. The exceptional achievements of mountaineers who have climbed nearly all peaks over 8,000 m without breathing equipment raise the question of maximal adaptation capacity of man to low oxygen pressures. More importantly, the increase in tourism in the Andes and the Himalayas brings over 10,000 people to sites at

altitudes above 4,000 and 5,000 m each year. At such heights several kinds of high altitude diseases are likely to occur, and these complications require detailed medical investigations. Medical authorities need to inform both mountaineers and tourists as to how great a physical burden can be taken in the mountain environment without risk to health. Physicians need to know what kind of prophylaxis is to be employed at high altitudes to prevent the development of diseases and what therapeutic measures should be

used once high altitude diseases have occurred. Moreover, the physical condition of the indigenous population living at higher altitudes such as the Andes and the Himalayas, who are exposed continuously to the stress of high altitude, requires our attention. We have become familiar with symptoms characteristic of chronic high-altitude disease: under special conditions this population has a tendency to develop pulmonary hypertension, which is associated with pulmonary edema, pulmonary congestion, and

right heart failure.

Sandler Enterprise Selling: Winning, Growing, and Retaining Major Accounts Springer
With new readings of ancient texts, *Ancient Maya Politics* unlocks the long-enigmatic political system of the Classic Maya.

The Nasrid Kingdom of Granada between East and West
BRILL
Quels secrets mortels peuvent se cacher dans un simple bouquet de fleurs ?

Après un drame personnel, Rick Hunter, ancien botaniste pour la Compagnie des Indes orientales, survit comme chasseur de primes. À la veille de l'Exposition universelle de 1851, le sombre désir de

vengeance qui l'anime le mène jusque chez Passion d'Orient. Sa propriétaire, experte du langage des fleurs, a su gagner la faveur des puissants. Mais Rick est persuadé que ses bouquets recèlent bien plus que d'anodins messages érotiques. Son enquête va bientôt lui faire croiser la route de personnages énigmatiques : une jeune mathématicienne, un aristocrate philanthrope, et l'inquiétant consul d'Allemagne... Lorsque les assassinats se multiplient dans un Londres en pleine effervescence, Rick se demande, d'alliances en trahisons, s'il n'est pas tombé au beau milieu d'une gigantesque conspiration...

The Diary of Heinrich Witt (10 vols.) Walter de Gruyter
Inspiré d'un personnage réel, Le lecteur de cadavres nous plonge dans la Chine Impériale du XIIIe siècle et nous relate l'extraordinaire histoire de Ci Song, un jeune d'origine modeste, sur lequel, le destin semble s'acharner. Après la mort de ses parents, l'incendie de sa maison et l'arrestation de son frère, il est contraint de fuir son village avec sa petite soeur malade. Tels deux

fugitifs, ils parcourent cette Chine ancestrale : un long et périlleux voyage qui les conduit à Lin'an, la capitale de l'Empire où il sera l'un des fossoyeurs des "Champs de la mort". Son habileté à examiner les corps pour expliquer les causes d'un décès lui permet d'étudier, à la prestigieuse Académie Ming, la profession de lecteur de cadavres. Grâce à ses qualités inégalables, son formidable talent et son flair surprenant, il

devient bientôt l'élève le plus brillant de l'école. L'écho de ses exploits arrive aux oreilles de l'empereur, qui le convoquera pour enquêter sur une série d'assassinats qui menace la paix impériale. S'il réussit, il gagnera l'estime de l'Empereur et entrera au sein du Conseil du Châtiment, s'il échoue c'est la mort. C'est ainsi que Ci Song devint le premier médecin légiste de tous les temps. Roman d'amour, d'histoire, d'aventures et d'apprentissage, envoûtant et

palpitant, il nous fait vivre dans le Moyen Age chinois grâce à sa reconstruction parfaitement documentée comprenant entre autres les techniques médicales pratiquées à l'époque. (4e de couv.)
Le lecteur de cadavres
Amazon Crossing
In the nineteenth century, Latin America was home to the majority of the world's democratic republics. Many historians have dismissed these political

experiments as corrupt pantomimes of governments of Western Europe and the United States. Challenging that perspective, James E. Sanders contends that Latin America in this period was a site of genuine political innovation and popular debate reflecting Latin Americans' visions of modernity. Drawing on archival sources in Mexico, Colombia, and Uruguay, Sanders traces the circulation of political discourse and democratic

practice among urban elites, rural peasants, European immigrants, slaves, and freed blacks to show how and why ideas of liberty, democracy, and universalism gained widespread purchase across the region, mobilizing political consciousness and solidarity among diverse constituencies. In doing so, Sanders reframes the locus and meaning of political and cultural modernity. *The Vanguard of the Atlantic World* Univ of California Press After decades of civil war and instability, the African country

of Angola is experiencing a spectacular economic boom thanks to its most valuable natural resource: oil. Focusing on the everyday realities of people living in the extraction zones, Reed explores the exclusion, degradation, and violence that are the fruits of petrocapi-talism in Angola. Orthographies in Early Modern Europe Post Hill Press Between 1944 and 1949 the United States Navy held a war crimes tribunal that tried Japanese nationals and members of Guam's indigenous Chamorro population who had worked for Japan's military government. In *Sacred Men* Keith L. Camacho traces

the tribunal's legacy and its role in shaping contemporary domestic and international laws regarding combatants, jurisdiction, and property. Drawing on Giorgio Agamben's notions of bare life and Chamorro concepts of retribution, Camacho demonstrates how the U.S. tribunal used and justified the imprisonment, torture, murder, and exiling of accused Japanese and Chamorro war criminals in order to institute a new American political order. This U.S. disciplinary logic in Guam, Camacho argues, continues to directly inform the ideology used to justify the Guantánamo Bay detention center, the torture and enhanced

interrogation of enemy combatants, and the American carceral state.

The Dictator's Seduction BRILL

After his grandfather dies, avid scholar and budding forensic investigator Cí Song begrudgingly gives up his studies to help his family. But when another tragedy strikes, he's forced to run and also deemed a fugitive.

Dishonored, he has no choice but to accept work as a lowly gravedigger, a position that allows him to sharpen his corpse-reading skills. Soon, he can deduce whether a person killed himself--or was murdered. His prowess earns him notoriety, and Cí receives orders to unearth the perpetrator of a

horrific series of mutilations and deaths at the Imperial Court. Cí's gruesome investigation quickly grows complicated thanks to old loyalties and the presence of an alluring, enigmatic woman. But he remains driven by his passion for truth--especially once the killings threaten to take down the Emperor himself. Inspired by Song Cí, considered to be the founding father of CSI-style forensic science, this harrowing novel set during the thirteenth-century Tsong Dynasty draws readers into a multilayered, ingenious plot as disturbing as it is fascinating. The *Corpse Reader* received the Zaragoza International Prize for

best historical novel published in Spain (Premio Internacional de Novela Histórica Ciudad de Zaragoza). Antonio's previous novel, *La Escriba*, was published in 2008.

The Sandler Rules
Presses de la Cité

It has become widely accepted among musicologists that medieval music is most profitably studied from interdisciplinary perspectives that situate it within broad cultural contexts. The origins of this consensus lie in a decisive reorientation of the field that began

approximately four that proved decades ago. For particularly much of the significant: the twentieth century, liturgy, sources research on (musical and medieval music archival), and had focused on the musical discovery and symbolism. In so evaluation of doing, these essays musical and not only theoretical sources. acknowledge past The 1970s and achievements but 1980s, by contrast, also illustrate how witnessed calls for this broad, broader interdisciplinary methodologies and approach remains more fully a source for contextual scholarly approaches that in innovation. turn anticipated the Ancient Maya emergence of the Politics Presses de la so-called 'New Cité The development of Musicology'. The fifteen essays in the present collection explore three interrelated areas of inquiry

economic power for the coastal populations of the Hispanic Monarchy. The establishment of new permanent squadrons, endowed with very broad jurisdictional powers, was the cause of many conflicts with the local authorities and had a direct influence on the economic and production activities of the region. Manuel Lomas analyzes the progressive consolidation of these institutions in the sixteenth and seventeenth centuries, their influence on the mechanisms of justice and commerce, and how they contributed to the reconfiguration of the jurisdictional system that governed the maritime trade in the Mediterranean.

Le Jardin des

énigmes Penn State Press
To escape a lifetime of poverty, mercenary Sir Benedict Palmer agrees to one final, lucrative job: help King Henry II's knights seize the traitor Archbishop Thomas Becket at Canterbury Cathedral. But what begins as a clandestine arrest ends in cold-blooded murder. And when Fitzurse, the knights' ringleader, kidnaps Theodosia, a beautiful young nun who witnessed the crime, Palmer can sit silently by no longer. For not only is Theodosia's virtue at stake, so too is the secret she

unknowingly carries--a secret he knows Fitzurse will torture out of her. Now Palmer and Theodosia are on the run, strangers from different worlds forced to rely only on each other as they race to uncover the hidden motive behind Becket's grisly murder--and the shocking truth that could destroy a kingdom.

21st Century Prospecting
Greenleaf Book Group
Knowledge of the pragmatici sheds new light on pragmatic normative literature (mainly from the religious sphere), a genre crucial for the formation of normative orders in

early modern Ibero-America. Long underrated by legal historical scholarship, these media – manuals for confessors, catechisms, and moral theological literature – selected and localised normative knowledge for the colonial worlds and thus shaped the language of normativity. The eleven chapters of this book explore the circulation and the uses of pragmatic normative texts in the Iberian peninsula, in New Spain, Peru, New Granada and Brazil. The book reveals the functions and intellectual achievements of pragmatic literature, which condensed normative knowledge, drawing on medieval scholarly practices of ‘epitomisation’, and

links the genre with early modern legal culture. Contributors are: Manuela Bragagnolo, Agustín Casagrande, Otto Danwerth, Thomas Duve, José Luis Egío, Renzo Honores, Gustavo César Machado Cabral, Pilar Mejía, Christoph H. F. Meyer, Osvaldo Moutin, and David Rex Galindo.

The Corpse Reader Grasset

The dictatorship of Rafael Trujillo, who ruled the Dominican Republic from 1930 until his assassination in 1961, was one of the longest and bloodiest in Latin American history. *The Dictator's Seduction* is a

cultural history of the Trujillo regime as it was experienced in the capital city of Santo Domingo. Focusing on everyday forms of state domination, Lauren Derby describes how the regime infiltrated civil society by fashioning a “vernacular politics” based on popular idioms of masculinity and fantasies of race and class mobility. Derby argues that the most pernicious aspect of the dictatorship was how it appropriated quotidian practices such as gossip and

gift exchange, leaving almost no place for Dominicans to hide or resist. Drawing on previously untapped documents in the Trujillo National Archives and interviews with Dominicans who recall life under the dictator, Derby emphasizes the role that public ritual played in Trujillo’s exercise of power. His regime included the people in affairs of state on a massive scale as never before. Derby pays particular attention to how events and

projects were received by the public as she analyzes parades and rallies, the rebuilding of Santo Domingo following a major hurricane, and the staging of a year-long celebration marking the twenty-fifth year of Trujillo's regime. She looks at representations of Trujillo, exploring how claims that he embodied the popular barrio antihero the tiguere (tiger) stoked a fantasy of upward mobility and how a rumor that he had a personal guardian

angel suggested he was uniquely protected from his enemies. The Dictator's Seduction sheds new light on the cultural contrivances of autocratic power. **Le dernier paradis** BRILL Alejandro de la Fuente and George Reid Andrews offer the first systematic, book-length survey of humanities and social science scholarship on the exciting field of Afro-Latin American studies. Organized by topic, these essays synthesize and present the current state of knowledge on a broad variety of topics, including Afro-Latin American music, religions,

literature, art history, political thought, social movements, legal history, environmental history, and ideologies of racial inclusion. This volume connects the region's long history of slavery to the major political, social, cultural, and economic developments of the last two centuries. Written by leading scholars in each of those topics, the volume provides an introduction to the field of Afro-Latin American studies that is not available from any other source and reflects the disciplinary and thematic richness of this emerging field. *From Where We Stand* Cambridge University Press Franconie, an 799,

à la veille du sacre de Charlemagne. Fille d'un célèbre scribe byzantin, Theresa est apprentie parcheminière. Contrairement aux jeunes femmes de son âge, dont le rêve est de fonder une famille, elle n'aspire qu'à une chose : vivre parmi les livres. Mais un drame l'oblige à quitter sa ville et à se réfugier dans la cité abbatiale de Fulda. Là, elle devient la scribe du moine Alcuin d'York, véritable Sherlock Holmes en robe de bure. Alors que Theresa l'assiste dans ses enquêtes, elle

découvre que, dans sa fuite, elle a emporté à son insu un précieux parchemin qui pourrait bien sceller l'avenir de la chrétienté... A travers les aventures de Theresa, jeune femme hors norme et attachante, La Scribe évoque une page décisive du christianisme au Moyen Age. Coups de théâtre, érudition et étonnants personnages fictifs ou réels sont les ingrédients de ce roman historique au rythme trépidant. *Passing to América* Duke University

Press
The year is 799, and King Charlemagne awaits coronation as the Holy Roman emperor. But in the town of Würzburg, the young, willful Theresa dreams only of following in the footsteps of her scholarly father--a quiet man who taught her the forbidden pleasures of reading and writing. Though it was unthinkable for a medieval woman to pursue a career as a craftsperson, headstrong Theresa convinces the parchment-makers' guild to test her. If she passes, it means access to her beloved manuscripts and nothing less than

true independence. changed. But the
But as she treats the biggest secret lies
skins before an between
audience of jeering Charlemagne and
workmen, her father. Theresa
unimaginable moves ever closer to
tragedy the truth, bent on
strikes--tearing apart reuniting with her
Theresa's family and beloved father, only
setting in motion a to discover that her
cascade of mysteries family's troubles are
that Theresa must inextricably
solve if she hopes to entwined with
stay alive and save nothing less than the
her family. A fate of an empire.
fugitive in the
wilderness, Theresa
is forced to rely on
her bravery, her
uncommon
education, and the
compassion of
strangers. When she
encounters Alcuin
of York, a wise and
influential monk
with close ties to
Charlemagne, she
believes her luck
might have finally