

Powerpoint 2010 Praxisbuch Effektiv Prasentieren

Wirkungsvolle Präsentationen von und in Projekten Justus Engelfried, Sebastian Zahn. 2012-12-11 Das Buch zeigt welche Rolle Präsentationen in Projekten einnehmen und welche Elemente eine erfolgreiche Präsentation kennzeichnen. Kenntnisse über die Aufnahme, Verarbeitung und Speicherung von Informationen, Denkstile, Aspekte der Wahrnehmung und die Art und Weise, wie der Mensch Informationen verarbeitet und lernt, werden erläutert. Die Präsentationsvorbereitung, die Präsentationshilfsmittel, der persönliche Auftritt und die Visualisierung der Kernbotschaften einer Präsentation, mit Praxisbeispielen, stehen im Vordergrund. So gelingt es Ihnen, wirkungsvoll zu präsentieren und Ihre (Projekt)Ziele zu erreichen.

Handbuch Gesprächsrhetorik Ernest W.B. Hess-Lüttich. 2020-11-09 Das Handbuch Gesprächsrhetorik repräsentiert den Forschungsstand zu rhetorischen Verfahren sprachlichen Gemeinschaftshandelns zum Zwecke der Verständigung im Dialog. Im Unterschied zu rein orator-bezogenen Konzeptionen der Rhetorik ist die Gesprächsrhetorik interessiert an allen Modalitäten mutueeller Beeinflussung und Problemlösung in sozio-kommunikativen Prozessen der (sprachlichen) Zeichenverwendung. Im Zentrum stehen die Formen, Strukturen und Funktionen von Gesprächen in ihren jeweiligen (historischen, kulturellen, situativen) Einbettungskontexten als Gegenstand theoretischer Reflexion und empirischer Beobachtung. Die Gliederung des Bandes orientiert sich an der wissenschaftsgeschichtlichen Entwicklung der Thematisierung dieses Gegenstandsbereichs sowie an dessen systematischer Bearbeitung verschiedenster Gesprächstypen bzw. -formen unter dem durchweg leitenden Aspekt der Dialogizität sprachlichen Handelns und rhetorischer Praxis. Historisch-genetische, theoretische und systematische, empirische und angewandte Aspekte ergänzen einander.

Body Language For Dummies Elizabeth Kuhnke. 2015-06-29 The complete guide to mastering the art of effective body language Body Language For Dummies is your ideal guide to understanding other people, and helping them understand you. Body language is a critical component of good communication, and often conveys a bigger message than the words you say. This book teaches you how to interpret what people really mean by observing their posture, gestures, eye movements, and more, and holds up a mirror to give you a clear idea of how you're being interpreted yourself. This updated third edition includes new coverage of virtual meetings, multicultural outsourcing environments, devices, and boardroom behaviours for women, as well as insight into Harvard professor Amy Cuddy's research into how body language affects testosterone and cortisol, as published in the Harvard Business Review.. Body language is a fascinating topic that reveals how the human mind works. Image and presentation are crucial to successful communication, both in business and in your personal life. This book is your guide to decoding body language, and adjusting your own habits to improve your interactions with others. Become a better communicator without saying a word Make a better first (and second, and third...) impression Learn what other people's signals really mean Transform your personal and professional relationships Realising what kind of impression you give is a valuable thing, and learning how to make a more positive impact is an incredibly useful skill. Whether you want to improve your prospects in job seeking, dating, or climbing the corporate ladder, Body Language For Dummies helps you translate the unspoken and get your message across.

Human Communication Sherwyn P. Morreale, Brian H. Spitzberg, J. Kevin Barge. 2007 HUMAN COMMUNICATION: MOTIVATION, KNOWLEDGE AND SKILLS, Second Edition, features the collaborative work of recognized experts in the fields of communication and offers a unified approach to

the basic processes of human communication backed by skill assessment. Beginning with the premise that all forms of communication have the potential to be viewed as competent depending on the context or situation, the text helps readers develop a framework for choosing among communication messages that will allow them to act competently. The theoretically based and skills-oriented framework emphasizes the basic themes of motivation, knowledge and skills across interpersonal communication, electronically mediated communication, small group communication, public speaking, and-new to the Second Edition-mass communication to help students become competent communicators in their own lives.

Communication Competence Annegret F. Hannawa, Brian H. Spitzberg. 2015-10-16 Almost everything that matters to humans is derived from and through communication. Just because people communicate every day, however, does not mean that they are communicating competently. In fact, evidence indicates that there is a substantial need for better interpersonal skills among a significant proportion of the populace. Furthermore, dark side experiences in everyday life abound, and features of modern society pose new challenges that make the concept of communication competence increasingly complex. The Handbook of Communication Competence brings together scholars from across the globe to examine these various facets of communication competence, including its history, its essential components, and its applications in interpersonal, group, institutional, and societal contexts. The book provides a state-of-the-art review for scholars and graduate students, as well as practitioners in counseling, developmental, health care, educational, intercultural, and human resource management contexts, illustrating that communication competence is vital to health, relationships, and all collective human endeavors.

Excel Formulas and Functions For Dummies Ken Bluttman, Peter G. Aitken. 2010-04-15 Put the power of Excel formulas and functions to work for you! Excel is a complex program. Mastering the use of formulas and functions lets you use Excel to compute useful day-to-day information, such as calculating the true cost of credit card purchases or comparing 15-year and 30-year mortgage costs. This fun and friendly book demystifies Excel's built-in functions so you can put them to work. You'll find step-by-step instructions on 150 of Excel's most useful functions, how they work within formulas, and how to use them to make your life easier. See how to use 150 of Excel's most useful functions, with real-world examples showing how each function is used within a formula Learn to calculate the costs of leasing versus buying a car, compute classroom grades, create an amortization table, or evaluate investment performance Fully updated for Excel 2010, but the principles will work with earlier versions of Excel as well Includes essential coverage of an additional 85 functions In the ever-popular, non-threatening For Dummies style, Excel Formulas and Functions For Dummies, 2nd Edition makes Excel's power accessible to you.

Schema Therapy for Borderline Personality Disorder Arnoud Arntz, Hannie van Genderen. 2020-12-14 This is the second edition of the book that sparked the current wave of interest in schema therapy. Although schema therapy was originally developed by Jeff Young in the USA, it was not until unprecedented outcome data was published from pioneering Dutch clinical trials with BPD patients that the clinical CBT community took serious notice. Schema therapy has now become one of the most popular forms of contemporary CBT. It has parallels to the 'third wave' of contextual behavioural science in that it develops traditional CBT in new directions, but while contextual behavioural science prioritises behavioural techniques based on acceptance and mindfulness, schema therapy is more cognitive and draws on elements of experiential learning, object relations and psychodynamic therapy in addition to traditional CBT. The first edition of this book has sold more than 3,000 copies at a steady rate of around 500 units per year since 2009.

EAPC Carlos Centeno, European Association for Palliative Care. 2013

International Handbook of Research in Professional and Practice-based Learning Stephen Billett, Christian Harteis, Hans Gruber. 2014-07-15 The International Handbook of Research in Professional and Practice-based Learning discusses what constitutes professionalism, examines the

concepts and practices of professional and practice-based learning, including associated research traditions and educational provisions. It also explores professional learning in institutions of higher and vocational education as well the practice settings where professionals work and learn, focusing on both initial and ongoing development and how that learning is assessed. The Handbook features research from expert contributors in education, studies of the professions, and accounts of research methodologies from a range of informing disciplines. It is organized in two parts. The first part sets out conceptions of professionalism at work, how professions, work and learning can be understood, and examines the kinds of institutional practices organized for developing occupational capacities. The second part focuses on procedural issues associated with learning for and through professional practice, and how assessment of professional capacities might progress. The key premise of this Handbook is that during both initial and ongoing professional development, individual learning processes are influenced and shaped through their professional environment and practices. Moreover, in turn, the practice and processes of learning through practice are shaped by their development, all of which are required to be understood through a range of research orientations, methods and findings. This Handbook will appeal to academics working in fields of professional practice, including those who are concerned about developing these capacities in their students. In addition, students and research students will also find this Handbook a key reference resource to the field.

PowerPoint 2010 Maria Hoeren, Birgit Wedemeyer. 2010 PowerPoint ist das Standard-Präsentationsprogramm für Windows, kein Weg führt daran vorbei. Dieses Buch hilft Ihnen, komplexe Sachverhalte in anschaulichen Grafiken zu visualisieren, Zahlen in aussagekräftigen Diagrammen darzustellen und Ihre Aussagen auf ansprechenden Textfolien zu formulieren. In der aktuellen Version 2010 stehen Ihnen hierfür viele neue Funktionen im grafischen und multimedialen Bereich sowie bei der Animation Ihrer Präsentationsfolien zur Verfügung. Mit diesem kompetenten und kompakten Ratgeber können Sie Ihre nächste Präsentation entspannt angehen - ohne Lampenfieber! - Erste Schritte in PowerPoint In diesem Kapitel machen Sie einen ersten Rundgang durch das Programm, um sich mit den unterschiedlichen Ansichten und Symbolleisten von PowerPoint vertraut zu machen. - Grundlegende Arbeitstechniken von PowerPoint Die Autoren laden Sie ein, die Arbeitstechniken von PowerPoint richtig anwenden zu lernen, damit Sie in Zukunft Zeit und Aufwand minimieren und Arbeitsergebnisse optimieren. Je besser Sie das Werkzeug beherrschen, desto mehr Zeit bleibt für die Kreativität! - Mit Bildern Aufmerksamkeit wecken Bilder haben eine große Anziehungskraft, nutzen Sie sie in Ihrer Präsentation! Eine gute Visualisierung ist wie eine Eselsbrücke, sie gibt dem Betrachter eine Erinnerungshilfe, die er mit der Aussage verknüpfen kann. - Mit Diagrammen arbeiten Stellen Sie Ihre Zahlen in übersichtlichen Diagrammen dar! Machen Sie deutlich, was sich hinter einer Zahlen-Arie verbirgt. Die Autoren zeigen Ihnen sehr gute Möglichkeiten, schnell und bequem umfassendes Zahlenmaterial in aussagekräftigen Grafiken bildlich darzustellen. - Folien aufpeppen mit Multimedia-Elementen Die Königsdisziplin: Lernen Sie in diesem Kapitel, wie Sie Ihren Präsentationen mit beeindruckenden Multimedia-Elementen, Folienübergängen und Animationen einen professionellen Schliff geben. Workshops im Buch: - Eine Präsentation erstellen - Grundlegende Arbeitstechniken von PowerPoint - Beispielvorgaben verwenden - Texte ansprechend gestalten - Grundlegende Änderungen für alle Folien - Mit Bildern Aufmerksamkeit wecken - Formen mit PowerPoint zeichnen - Mit Tabellen die Übersicht erleichtern - Diagramme erstellen - Diagramme von Excel übernehmen - SmartArts selbst erstellen - Die Vorlagen in PowerPoint - Videos in die Präsentation einbauen - Als die Folien laufen lernen - Folien aufpeppen mit Multimedia-Elementen - Folien mit mehreren Präsentationen verwenden - Das Ziel: die eigentliche Präsentation - Eine Präsentation drucken - Neue 3-D-Effekte nutzen - Ein Fotoalbum erstellen - Grundlagen der Diagrammerstellung - So funktionieren SmartArts - Eigene Designs erstellen

How to Write a Thesis Umberto Eco. 2015-02-27 Umberto Eco's wise and witty guide to researching and writing a thesis, published in English for the first time. By the time Umberto Eco published his best-selling novel *The Name of the Rose*, he was one of Italy's most celebrated intellectuals, a

distinguished academic and the author of influential works on semiotics. Some years before that, in 1977, Eco published a little book for his students, *How to Write a Thesis*, in which he offered useful advice on all the steps involved in researching and writing a thesis—from choosing a topic to organizing a work schedule to writing the final draft. Now in its twenty-third edition in Italy and translated into seventeen languages, *How to Write a Thesis* has become a classic. Remarkably, this is its first, long overdue publication in English. Eco's approach is anything but dry and academic. He not only offers practical advice but also considers larger questions about the value of the thesis-writing exercise. *How to Write a Thesis* is unlike any other writing manual. It reads like a novel. It is opinionated. It is frequently irreverent, sometimes polemical, and often hilarious. Eco advises students how to avoid “thesis neurosis” and he answers the important question “Must You Read Books?” He reminds students “You are not Proust” and “Write everything that comes into your head, but only in the first draft.” Of course, there was no Internet in 1977, but Eco's index card research system offers important lessons about critical thinking and information curating for students of today who may be burdened by Big Data. *How to Write a Thesis* belongs on the bookshelves of students, teachers, writers, and Eco fans everywhere. Already a classic, it would fit nicely between two other classics: Strunk and White and *The Name of the Rose*. Contents The Definition and Purpose of a Thesis • Choosing the Topic • Conducting Research • The Work Plan and the Index Cards • Writing the Thesis • The Final Draft

Web 2.0 Miltiadis D. Lytras, Ernesto Damiani, Patricia Ordóñez de Pablos. 2008-10-20 While the web itself is about twenty years old, businesses are still implementing the technology into the fabric of the business model. The background section will focus on defining the building blocks for the framework including defining the basic components of Web 1.0 which focused on the presence and business transaction. The Web 2.0 section will focus on defining the basic building blocks of customer interactions, while the final section will focus on a review of the wine industry. 2.1 Web 1.0: Presence and Electronic Commerce The term Web 1.0 emerged from the research around the development of Web 2.0. Prior to this, researchers commonly referred to Web 1.0 as Electronic Commerce or E-Business. Whereas, web 1.0 focused on a read-only web interface, Web 2.0 focuses on a read-write interface where value emerges from the contribution of a large volume of users. The Internet initially focused on the command and control of the information itself. Information was controlled by a relative small number of resources but distributed to a large number which spawned the massive growth of the web itself. Like television before it, the web allowed for the broadcasting of information to a large number of users. Initial web sites were built simply to communicate presence or provide information on the business itself. This component includes information like marketing materials, investor relations, employment opportunities, and product information.

Excel für technische Berufe Harald Nahrstedt. 2014-08-07 Es werden alle Methoden in Excel beschrieben, die keiner Programmierung bedürfen. Anhand von Praxisbeispielen aus vielen Bereichen der Technik z. B. Elektronik oder technische Chemie wird der effektive Einsatz der Methoden unter Excel beschrieben. Dieses Arbeitsbuch ist eine Ergänzung zum bestehenden Buch *Excel + VBA* desselben Autors.

Learning Factories Eberhard Abele, Joachim Metternich, Michael Tisch. 2018-10-10 This book presents the state of the art of learning factories. It outlines the motivations, historic background, and the didactic foundations of learning factories. Definitions of the term learning factory and a corresponding morphological model are provided as well as a detailed overview of existing learning factory approaches in industry and academia, showing the broad range of different applications and varying contents. Learning factory best-practice examples are presented in detailed and structured manner. The state of the art of learning factories curricula design and their use to enhance learning and research as well as potentials and limitations are presented. Further research priorities and innovative learning factory concepts to overcome current barriers are offered. While today numerous learning factories have been built in industry (big automotive companies, pharma companies, etc.) and academia in the last decades, a comprehensive handbook for the scientific community and practitioners alike is still missing. The book addresses therefore both researchers in

production-related areas, that want to conduct industry-relevant research and education, as well as managers and engineers in industry, who are searching for an effective way to train their employees. In addition to this, the learning factory concept is also regarded as an innovative learning concept in the field of didactics.

Agency Perception and Moral Values Related to Autonomous Weapons Ilse Verdiesen.2021-10-18 The deployment of Autonomous Weapons gives rise to ongoing debate in society and at the United Nations, in the context of the Convention on Certain Conventional Weapons. Yet there little empirical research has been done on this topic. This volume fills that gap by offering an empirical study based on military personnel and civilians working at the Dutch Ministry of Defence. It yields insight into how Autonomous Weapons are perceived by the military and general public; and which moral values are considered important in relation to their deployment. The research approach used is the Value-Sensitive Design (VSD) method that allows for the consideration of human values throughout the design process of technology. The outcome indicates that military personnel and civilians attribute more agency (the capacity to think and plan) to an Autonomous Weapon than to a Human Operated Drone. In addition, it is clear that common ground exists between military and societal groups in their perception of the values of human dignity and anxiety. These two values arise often in the discourse, and addressing them is essential when considering the ethics of the deployment of Autonomous Weapons. The text of this volume is also offered in parallel French and German translation.

Cultures of Infancy Heidi Keller.2013-05-13 Cultures of Infancy presents the first systematic analysis of culturally informed developmental pathways, synthesizing evolutionary and cultural psychological perspectives for a broader understanding of human development. In this compelling book, author Heidi Keller utilizes ethnographic reports, as well as quantitative and qualitative analyses, to illustrate how humans resolve universal developmental tasks in particular sociodemographic contexts. These contexts are represented in cultural models, and three distinct models are addressed throughout the text: the model of independence with autonomy as developmental organizer; the model of interdependence with relatedness as the developmental organizer; and the model of autonomous relatedness representing particular mixtures of autonomy and relatedness. The book offers an empirical examination of the first integrative developmental task-relationship formation during the early months of life. Keller shows that early parenting experiences shape the basic foundation of the self within particular models of parenting that are influenced by culturally informed socialization goals. With distinct patterns of results the studies have revealed, Cultures of Infancy will help redefine developmental psychology as part of a culturally informed science based on evolutionary ground work. Scholars interested in a broad perspective on human development and culture will benefit from this pioneering volume.

Office 365 .2021

Factory Planning Manual Michael Schenk,Siegfried Wirth,Egon Müller.2009-10-29 The central purpose of this book is to impart knowledge, skills and practical - plementation methods for the planning and operation of adaptable production - cilities and factories. It addresses planning methods and procedures for various types of production facility up to and including entire factories, and is aimed at practicing factory planners and students alike. The book provides facts and demonstrates practical processes using case studies for the purposes of illustration, so that ultimately skills can be acquired that make independent practical implementation and app- cation possible. It is based on up-to-the-minute practical experience and univ- sally applicable knowledge of the planning and technological design of adaptable production facilities (manufacturing and assembly) and factories. In comparison to existing, thematically-similar reference books, what is in- vative about this manual is that it provides the impulse for a more flexible pl- ning approach for the efficient design of adaptable production facilities using - sponsive, unconventional planning and organizational solutions. The book aims to provide a way of integrating systematic and situation-driven planning methods in a meaningful way. Situation-driven planning is

becoming increasingly important to production facilities in these fast-moving times of change, in particular in terms of resource and energy efficiency. Existing technical and organizational course of action in terms of resources (both human and technical) need to be selected for the specific case at hand, and changes (to workshops, products, processes and equipment) need to be managed.

Internationalising Learning in Higher Education María Luisa Carrió-Pastor.2019-08-12 This edited book examines the use of English as a Medium of Instruction (EMI) in a variety of international higher education contexts. The internationalization of education - indicated by increasing mobility of students, staff and ideas, as well as by policies and programmes put in place to facilitate educational exchange - has led to increasing adoption of English as a Lingua Franca (ELF) for educational purposes. In this book, the authors present the results of empirical research into the implementation, assessment, development and use of EMI programmes in different settings, presenting the case for more structured training of teachers and staff. It will be of interest to second/foreign language teaching and administrative staff, as well as anyone else involved in teaching in English at higher education level.

Handbook of Technological Pedagogical Content Knowledge (TPACK) for Educators Mary C. Herring,Matthew J. Koehler,Punya Mishra.2016-01-29 The 2nd edition of the Handbook of Technological Pedagogical Content Knowledge (TPACK) for Educators addresses the concept and implementation of technological pedagogical content knowledge—the knowledge and skills that teachers need in order to integrate technology meaningfully into instruction in specific content areas. Driven by the growing influence of TPACK on research and practice in both K-12 and higher education, the 2nd edition updates current thinking about theory, research, and practice. Offering a series of chapters by scholars in different content areas who apply the technological pedagogical content knowledge framework to their individual content areas, the volume is structured around three themes: Current thoughts on TPACK Theory Research on Technological Pedagogical Content Knowledge in Specific Subject Areas Integrating Technological Pedagogical Content Knowledge into Teacher Education and Professional Development The Handbook of Technological Pedagogical Content Knowledge (TPACK) for Educators is simultaneously a mandate and a manifesto on the engagement of technology in classrooms.

PowerPoint 2010 Praxisbuch Maria Hoeren,Birgit Wedemeyer.2012-05-04 PowerPoint ist das Standard-Präsentationsprogramm für Windows, kein Weg führt daran vorbei. Dieses Buch hilft Ihnen, komplexe Sachverhalte in anschaulichen Grafiken zu visualisieren, Zahlen in aussagekräftigen Diagrammen darzustellen und Ihre Aussagen auf ansprechenden Textfolien zu formulieren. In der aktuellen Version 2010 stehen Ihnen hierfür viele neue Funktionen im grafischen und multimedialen Bereich sowie bei der Animation Ihrer Präsentationsfolien zur Verfügung. Mit diesem kompetenten und kompakten Ratgeber können Sie Ihre nächste Präsentation entspannt angehen - ohne Lampenfieber!

English as a Medium of Instruction in Higher Education Wenli Tsou,Shin-Mei Kao.2017-06-13 This book presents the multiple facets of English as a Medium of Instruction (EMI) in higher education across various academic disciplines, an area that is expected to grow constantly in response to the competitive global higher education market. The studies presented were conducted in various EMI classrooms, with data collected from observing and documenting the teaching activities, and from interviewing or surveying EMI participants. Through data analysis and synthesis, cases across disciplines - from engineering, science, technology, business, social science, medical science, design and arts, to tourism and leisure service sectors - are used to illustrate the various EMI curriculum designs and classroom practices. Although the cases described are limited to Taiwanese institutions, the book bridges the gap between planning and executing EMI programs across academic domains for policy makers, administrators, content teachers, and teacher trainers throughout Asia.

Safety and Ethics in Healthcare: A Guide to Getting it Right Professor Alan Merry,Professor Merylyn Walton,Professor Bill Runciman.2012-10-01 A single coherent source of information on the various interlinking domains of patient safety, litigation and ethical behaviour, based on accounts of

real-life situations and intended for all healthcare students, specialists and administrators.

Competing Knowledges - Wissen im Widerstreit Anna Margaretha Horatschek.2020-06-22 Whatever societies accept as 'knowledge' is embedded in epistemological, institutional, political, and economic power relations. How is knowledge produced under such circumstances? What is the difference between general knowledge and the sciences? Can there be science without universal truth claims? Questions like these are discussed in eleven essays from the perspective of Sociology, Law, Cultural Studies, and the Humanities.

HR Reporting with SAP Hans-Jürgen Figaj, Richard Haßmann, Anja Junold.2007-11 The reporting requirements in HR are manyfold, as are the available solutions. This comprehensive book describes how you can use the powerful reporting tools of the SAP system efficiently and in a goal-oriented manner. You will first get to know the details of the reporting tools, Standard SAP Report, Query, SAP NetWeaver BI, and Customer Report: How can they be used and which options do they provide? What are their strengths and weaknesses? What do you need to know when using them? After this introductory part, the book describes various real-life examples in order to demonstrate how you can use the tools in the different HCM modules in the best-possible way. You will get to know selected standard reports as well as the SAP NetWeaver BI Standard Content for each module. In addition, you will learn how you can make the reports available to users. The book describes the area menu, the Human Resource Information System, the Manager's Desktop, and the SAP NetWeaver Portal in great detail. It also discusses the requirements of reporting in an international context and how you can resolve problems related to authorization. The book is based on SAP ERP 6.0 and can be used with Release R/3 Enterprise or higher. Topic Highlights: Process-Oriented Reporting Concept Basics of Reporting in SAP ERP HCM Reporting Tools: Standard SAP Report, Queries, SAP NetWeaver BI, Customer Report Reporting in the Different HCM Modules: Personnel Administration, Organizational Management, Recruiting, Payroll Accounting, Time Management, Personnel Development, Event Management, Cost Planning Presentation of Reports: Area Menu, HR Information System (HIS), Manager's Desktop, SAP NetWeaver Portal

Jell-O Carolyn Wyman.2001 Offers a close-up look at the history of this popular fruit-flavored dessert, describing its marketing and sales strategies, detailing such offbeat uses for the product as JELL-O shots and JELL-O wrestling, and presenting a variety of common and unusual recipes.

Buy-In John P. Kotter, Lorne Whitehead.2010-10-06 You've got a good idea. You know it could make a crucial difference for you, your organization, your community. You present it to the group, but get confounding questions, inane comments, and verbal bullets in return. Before you know what's happened, your idea is dead, shot down. You're furious. Everyone has lost: Those who would have benefited from your proposal. You. Your company. Perhaps even the country. It doesn't have to be this way, maintain John Kotter and Lorne Whitehead. In *Buy-In*, they reveal how to win the support your idea needs to deliver valuable results. The key? Understand the generic attack strategies that naysayers and obfuscators deploy time and time again. Then engage these adversaries with tactics tailored to each strategy. By inviting in the lions to critique your idea--and being prepared for them--you'll capture busy people's attention, help them grasp your proposal's value, and secure their commitment to implementing the solution. The book presents a fresh and amusing fictional narrative showing attack strategies in action. It then provides several specific counterstrategies for each basic category the authors have defined--including: · Death-by-delay: Your enemies push discussion of your idea so far into the future it's forgotten. · Confusion: They present so much data that confidence in your proposal dies. · Fearmongering: Critics catalyze irrational anxieties about your idea. · Character assassination: They slam your reputation and credibility. Smart, practical, and filled with useful advice, *Buy-In* equips you to anticipate and combat attacks--so your good idea makes it through to make a positive change.

Neuropsychotherapy Klaus Grawe.2017-09-25 Neuropsychotherapy is intended to inspire further development and continual empirical updating of consistency theory. It is essential for psychotherapists, psychotherapy researchers, clinical psychologists, psychiatrists, neuroscientists, and mental-

health professionals. Profoundly important and innovative, this volume provides necessary know-how for professionals as it connects the findings of modern neuroscience to the insights of psychotherapy. Throughout the book, a new picture unfolds of the empirical grounds of effective psychotherapeutic work. Author Klaus Grawe articulates a comprehensive model of psychological functioning-consistency theory-and bridges the gap between the neurosciences and the understanding of psychological disorders and their treatment. Neuropsychotherapy illustrates that psychotherapy can be even more effective when it is grounded in a neuroscientific approach. Cutting across disciplines that are characteristically disparate, the book identifies the neural foundations of various disorders, suggests specific psychotherapeutic conclusions, and makes neuroscientific knowledge more accessible to psychotherapists. The book's discussion of consistency theory reveals the model is firmly connected to other psychological theoretical approaches, from control theory to cognitive-behavioral models to basic need theories.

JavaScript Pocket Reference David Flanagan.2002-10-29 JavaScript--the powerful, object-based scripting language that can be embedded directly into HTML pages--has earned its place in the web developer's toolkit, to the extent that it's now considered required knowledge for web developers. You can use JavaScript to create dynamic, interactive applications that run completely within a web browser. JavaScript is also the language of choice for developing Dynamic HTML content. Because its syntax is based on the popular programming languages C, C++, and Java, JavaScript is familiar and easy to learn for experienced programmers. At the same time, it's an interpreted scripting language, providing a flexible, forgiving programming environment for new programmers. The JavaScript Pocket Reference, 2nd Edition, provides a complete overview of the core JavaScript language and client-side scripting environment, as well as quick-reference material on core and client-side objects, methods, and properties. The new edition has been revised to cover JavaScript 1.5, and is particularly useful for developers working with the standards-compliant web browsers, such as Internet Explorer 6, Netscape 7, and Mozilla. Ideal as an introduction for beginners and a quick reference for advanced developers, this pocket-sized book is easy to take anywhere and serves as the perfect companion volume to the bestselling JavaScript: The Definitive Guide, 4th Edition. O'Reilly's Pocket References have become a favorite among developers everywhere. By providing a wealth of important details in a concise, well-organized format, these handy books deliver just what you need to complete the task at hand. When you've reached a sticking point and need to get to the answer quickly, the new JavaScript Pocket Reference is the book you'll want close at hand.

Smart Bioenergy Daniela Thrän.2015-04-20 Biomass is a vital source of renewable energy, because it offers a wide range of established and potential methods for energy generation. It is also an important facet of the progression toward a sustainable energy future. The need for further development in the provision of bioenergy is underlined by challenges affecting the biomass resource base, including rising demand for biomass for food, feed, materials and fuel. This is underlined by significant concerns over factors relating to land, such as soil, nutrients and biodiversity. This book examines and analyzes Germany's decade-long initiative toward implementation of an active policy for the transition of the energy system to make greater use of renewable energy sources, which has resulted in a significant increase in the amount of biomass used for electricity, heat and transport fuel. The book begins with a review of market and resource base issues and moves on to analyze the technical options for a more integrated bioenergy use. The analysis spans the entire bioenergy provision chain including solid, liquid and gaseous biofuels. A case study offers a detailed model of the effects of smart biomass energy on the German energy system. The book closes with a view of the most promising fields and an appraisal of needed elements for a successful transition.

Presentations For Dummies Malcolm Kushner.2011-04-27 Whether you're dealing with one person or one thousand, the ability to transmit ideas in a coherent and compelling fashion is one of the most important skills you can ever develop. Want to impress your colleagues? Convince your clients? Prove your point? The key to success is what you say. To get what you want in life, you have to present yourself forcefully, credibly, and convincingly.

If you need to land that big consulting job or launch a new initiative at the office, knowing how to present your case is half the battle. Luckily, *Presentations For Dummies* shows you the way. It gives you all the tools and tips you need to make your presentations flawless and effective, including proven advice on: Relating to your audience Overcoming stage fright Adding flare with personal stories Using humor to loosen up the crowd Making your point with visual aids From getting prepared to dealing with unexpected problems while you're the focus of attention, this handy guide covers everything you need to make all your presentations flawless. You'll learn how to create fantastic, effective visual aids that make your point with passion, and a whole lot more: Gathering sources and compiling data Organizing your ideas Improving your timing for maximum impact Using your pre-presentation nerves as an asset Choosing the perfect word in every instance Crafting an introduction, conclusion, and transitions Using PowerPoint to make your point Understanding what body language says about you Simple tricks for every situation Written by consultant, humorist, and professional speaker Malcolm Kushner, *Presentations For Dummies* tells you everything you need to know — and do — to get it right from the start. But be careful, this powerful resource could make your presentations so good that you might have to give more of them.

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Leading Open Innovation Anne Sigismund Huff,Kathrin M. Moslein,Ralf Reichwald.2013-01-25 Learning from broad experience with open innovation: how it works, who contributes to it, and arenas for innovation from manufacturing to education. In today's competitive globalized market, firms are increasingly reaching beyond conventional internal methods of research and development to use ideas developed through processes of open innovation (OI). Organizations including Siemens, Nokia, Wikipedia, Hyve, and innosabi may launch elaborate OI initiatives, actively seeking partners to help them innovate in specific areas. Individuals affiliated by common interests rather than institutional ties use OI to develop new products, services, and solutions to meet unmet needs. This volume describes the ways that OI expands the space for innovation, describing a range of OI practices, participants, and trends. The contributors come from practice and academe, and reflect international, cross-sector, and transdisciplinary perspectives. They report on a variety of OI initiatives, offer theoretical frameworks, and consider new arenas for OI from manufacturing to education. Contributors Nizar Abdelkafi, John Bessant, Yves Doz, Johann Füller, Lynda Gratton, Rudolf Gröger, Julia Hautz, Anne Sigismund Huff, Katja Hutter, Christoph Ihl, Thomas Lackner, Karim R. Lakhani, Kathrin M. Möslein, Anne-Katrin Neyer, Frank Piller, Ralf Reichwald, Mitchell M. Tseng, Catharina van Delden, Eric von Hippel, Bettina von Stamm, Andrei Villarroel, Nancy Wunderlich

Marketing Research, 9Th Ed David A. Aaker,V. Kumar,George S. Day.2008-08-20 This new edition brings to the forefront the relevance of marketing intelligence and the power of the Internet in marketing research applications. The book focuses on the recent trends in marketing intelligence and explains how its various functions are linked to each other in a way that ensures efficient management of the customer-firm relationship. Readers will then learn how to apply the research to business strategies in order to win the customers' share of purchases.· The Nature and Scope of Marketing

Research · Data Collection · Data Analysis · Special Topics in Data Analysis · Applications of Marketing Intelligence

Remaking the Concept of Aptitude Lyn Corno, Lee J. Cronbach, Haggai Kupermintz, David F. Lohman, Ellen B. Mandinach, Ann W. Porteus, Joan E. Talbert. 2001-09-01 The unique perspective of Richard E. Snow, in recent years one of the most distinguished educational psychologists, integrates psychology of individual differences, cognitive psychology, and motivational psychology. This capstone book pulls together the findings of his own 35 years of research on aptitudes and those from (especially) European scholars, of which he had exceptional knowledge. A panel of experts and former associates completed this book after his death in 1997, expanding his notes on implications of the theory for instructional design and teaching practice. The panel developed Snow's ideas on where the field should go next, emphasizing promising research strategies. Viewing intelligence as education's most important product, as well as its most important raw material, Snow stressed the need to consider both cognitive skills and affective-motivational characteristics. In this book, previously unconnected research and scattered theoretical ideas are integrated into a dynamic model of aptitude. Understanding the transaction between person and situation was Snow's primary concern. This volume draws from diverse resources to construct a theoretical model of aptitude as a complex process of unfolding person-situation dynamics. *Remaking the Concept of Aptitude: Extending the Legacy of Richard E. Snow*: *presents historical and contemporary discussion of aptitude theory, illuminating recent ideas by pointing to their historic antecedents; *provides evidence of how sound research can have practical ramifications in classroom settings; *discusses the strengths and weaknesses of prominent research programs, including Gardner's multiple intelligence, meta-analysis, ATI experiments, and information processing; *describes in detail specific research that has developed important concepts—for example, Csikszentmihalyi on flow; Lambrechts on success in stressful training; Sternberg on componential analysis; and Gibson on tailoring affordances to match motivations; and *keeps statistical complexities to a minimum, and includes a simply written Appendix that explains the interpretation of key technical concepts. By characterizing sound research in the field, this volume is useful for psychologists and educational researchers. It will also be instructive for teachers seeking to deepen their knowledge of the whole child and for parents of children facing standardized testing.

Flat Army Dan Pontefract. 2018-06-08 Your people are your most valuable asset, and if you want them to excel (and your profits to soar), you'll need to abandon your traditional command-and-control management style and adopt a collaborative, open leadership approach—one that engages and empowers your people. While this isn't a particularly new idea, many leaders, while they may pay lip service to it, don't really understand what it means. And most of those who do get it lack the skills for putting it into practice. In *Flat Army* you'll find powerful leadership models and tools that help you challenge yourself and overcome your personal obstacles to change, while pushing the boundaries of organizational change to create a culture of collaboration. • Develops an integrated framework incorporating collaboration, open leadership, technologies, and connected learning • Shows you how to flatten the organizational pyramid and engage with your peoples in more collaborative and productive ways—without undermining your authority • Explains how to deploy a Connected Leader mindset, a Participative Leader Framework, and a Collaborative Leader Action Model • Arms you with powerful tools for becoming a more visible leader who demonstrates the qualities and capabilities needed to become an agent of positive change

[A House Full of Music](#) Ralf Beil, Peter Kraut, John Cage, Institut Mathildenhöhe (Stadtmuseum Darmstadt). 2012 Before John Cage (1912-1992), there was hardly anyone as consistent as he was in questioning the boundaries of music and its connections to other fields of art and the everyday world. Along with Erik Satie, Marcel Duchamp, Nam June Paik, and Joseph Beuys, Cage is one of the greatest strategists and pioneers of twentieth-century music and art. Starting with these key figures, this publication examines twelve fundamental strategies of art and music since 1900: recording, collage, silence, destruction, calculation, coincidence, feeling, thought, belief, furnishing, repetition, and playing. Interdisciplinary essays by art and

music theorists as well as exemplary works and original sources by artists, musicians, and composers are featured alongside visual documentation, showing the impressive diversity of parallel and overlapping activities between music and art from Laurie Anderson and Robert Filliou to Anri Sala and Iannis Xenakis.0Exhibition: Institut Mathildenhöhe Darmstadt, Germany (13.5.-9.9.2012).

500 Tips on Assessment Philip Race, Sally Brown, Brenda Smith. 2005 An invaluable dip-in aid for hard-pressed lecturers and teachers in further and higher education. It should be read, enjoyed and seriously considered by all those concerned about the quality and appropriateness of their assessment methods.

International Handbook of Research on Conceptual Change Stella Vosniadou. 2013-07-18 Conceptual change research investigates the processes through which learners substantially revise prior knowledge and acquire new concepts. Tracing its heritage to paradigms and paradigm shifts made famous by Thomas Kuhn, conceptual change research focuses on understanding and explaining learning of the most the most difficult and counter-intuitive concepts. Now in its second edition, the International Handbook of Research on Conceptual Change provides a comprehensive review of the conceptual change movement and of the impressive research it has spawned on students' difficulties in learning. In thirty-one new and updated chapters, organized thematically and introduced by Stella Vosniadou, this volume brings together detailed discussions of key theoretical and methodological issues, the roots of conceptual change research, and mechanisms of conceptual change and learner characteristics. Combined with chapters that describe conceptual change research in the fields of physics, astronomy, biology, medicine and health, and history, this handbook presents writings on interdisciplinary topics written for researchers and students across fields.

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