Red Book Solutions Blog | f6b26af67b16f0ba1c511855710ae327

SPIN® -SellingSolutions and Other ProblemsElements of StyleBlood SolutionsOne Thousand GiftsWeb Development SolutionsThink Like a MonkOnline Business SourcebookACT Prep Red Book - 320 Math Problems with SolutionsHow to Avoid a Climate DisasterQuotations from Chairman Mao TsetungThe Five Dysfunctions of a TeamVisual Design SolutionsAutomating InequalityDonnelley's Red BookThe Big Red Book - Bite Sized - eServicesBusiness BoutiqueThe Real ACT, 3rd EditionEuclidean Geometry in Mathematical OlympiadsMillionaire Service AdvisorThe Challenger SaleThe Big Book of Parenting SolutionsRed Book 2010Functional Programming in ScalaSeeing Red CarsBayesian Data Analysis, Third EditionBeing Black, Living in the RedSolutions and Other ProblemsThe Official ACT Prep Guide 2021-2022, (Book + 6 Practice Tests + Bonus Online Content)How to Become a RainmakerFit for GrowthSmall Apartment HacksSolution Protocols to Festering Island DisputesThe Little Book of ThinIBM PowerVM Virtualization Introduction and ConfigurationThe 4-hour WorkweekInnovative Security Solutions for Information Technology and CommunicationsVaccine Science and Immunization GuidelineLearning IBM BluemixThe Restaurant Manager's Handbook

SPIN® -Selling

The new "2010 Red Book" contains extensive updates and additions and provides the latest pricing and product information on more than 100,000 prescription and OTC items.

Solutions and Other Problems

This IBM® Redbooks® publication provides an introduction to PowerVMTM virtualization technologies on Power System servers. PowerVM is a combination of hardware, firmware, and software that provides CPU, network, and disk virtualization. These are the main virtualization technologies: POWER7, POWER6, and POWER5 hardware POWER Hypervisor Virtual I/O Server Though the PowerVM brand includes partitioning, management software, and other offerings, this publication focuses on the virtualization technologies that are part of the PowerVM Standard and Enterprise Editions. This publication is also designed to be an introduction guide for system administrators, providing instructions for these tasks: Configuration and creation of partitions and resources on the HMC Installation and configuration of the Virtual I/O Server Creation and installation of virtualized partitions Examples using AIX, IBM i, and Linux This edition has been updated with the latest updates available and an improved content organization.

Elements of Style

Rainmakers are not born. They are made. And Jeffrey Fox's powerful How to Become a Rainmaker will get you there. Now Updated and with New Success Tips! Filled with smart tips given in the Fox signature style, counter-intuitive, controversial, and practiced, this hard-hitting collection of sales advice shows readers how to woo, pursue, and finally win any customer. In witty, succinct chapters, Fox offers surprising, daring, and totally practical wisdom that will help readers rise above the competition in any company in any field. A terrific resource for CEOs, as well as anyone looking to distinguish themselves in sales--be it books, cars, or real estate--How to Become a Rainmaker offers the opportunity to rise above the competition in any company, in any field.

Blood Solutions

MORE THAN ONE MILLION COPIES SOLD New York Times bestselling author Ann Voskamp invites you to embrace everyday blessings and embark on the transformative spiritual discipline of chronicling God's gifts. Just like you, Ann Voskamp hungers to live her one life well. Forget the bucket lists that have us escaping our everyday lives for exotic experiences. "How," Ann wondered, "do we find joy in the midst of deadlines, debt, drama, and daily duties? What does the Christ-life really look like when your days are gritty, long - and sometimes even dark? How is God even here?" In One Thousand Gifts, Ann invites you to discover a way of seeing that opens your eyes to ordinary amazing grace, a way of living that is fully alive, and a way of becoming present to God that brings you deep and lasting joy. It's only in the expression of gratitude for the life we already have, we discover the life we've always wanted . . . a life we can take, give thanks for, and break for others. We come to feel and know the impossible right down in our bones: we are wildly loved - by God. Let Ann's beautiful, heart-aching stories of the everyday give you a way of seeing that opens your eyes to ordinary amazing grace, a way of being present to God that makes you deeply happy, and a way of living that is finally fully alive. Come live the best dare of all! For extended study into the One Thousand Gifts message, Ann has also created the One Thousand Gifts video study and study guide, a One Thousand Gifts devotional, and a special gift edition. This title is also available in Spanish, Millar de Obsequios.

One Thousand Gifts

As a web user, you'll no doubt have noticed some of the breathtaking applications available in today's modern web, such as Google Maps and Flickrdesktop applications than the old style web sites you are used to. You've probably also wished that you could create such things, and then thought "nahhh, I'd need to know a lot of complicated code to be able to even start creating sites like these." Well, think again. There is a lot of complicated code involved in cutting-edge "Ajax-style" web applications, but a lot of the hard work is already done for you, and available on the Web. JavaScript libraries exist to provide most of that Ajax/DOM Scripting functionality out of the box. Application programming interfaces (APIs) exist to allow you to transplant complicated applications such as Google Maps and Flickr right into your own web sites. And hosting services such as Flickr and YouTube provide all you need to store and retrieve your media (be it images, video, or whatever) at your leisure, without having to worry about bandwidth issues and file naming nightmares. All you need to know is enough to successfully wire together all this functionality successfully and responsibly, and this book shows you how. It starts from the very beginning of your journey, showing you what's available, what you need, and how to set up an effective development environment. After a solid base has been built, it shows you how to build up each aspect of your site, including storing, retrieving, and displaying content, adding images and video to your site, building effective site navigation and laying it all out beautifully using CSS, promoting your content so you will attract visitors to your site, and adding special effects to enhance usability and design astheticsall with ready-made functionality available on the Web! Life as a web developer has never been easier.

Web Development Solutions

Think Like a Monk

Online Business Sourcebook is the only evaluative guide to electronic business database products and services. The arrangement of products and services within the Sourcebook is by thematic chapter, to make it easy to review all products on a specific topic: Online hosts and aggregators; The Internet; Company directories; Company financials; Investment analysis; Shareholder analysis; Credit; Mergers and acquisitions; Business and financial news; Business opportunities; Grants, advice and source of finance; Legislation and regulations; Prices; Market data; Industries; Economics and finance; International trade; Business management literature; Trademarks, trade names and brands; Recent highlights. Within most chapters, products are arranged by geographic coverage. Incorporated are three indexes: names; country/regions and subjects.

Online Business Sourcebook

Demystify application development on cloud platform by leveraging the power of IBM Bluemix About This Book The first book in the market that discusses the power of IBM Bluemix Shows developers how to develop and deploy applications on the cloud platform using IBM Bluemix A comprehensive guide to help you get started with IBM Bluemix also featuring samples applications Who This Book Is For This book is aimed at developers seeking to learn application development and deployment methods on IBM Bluemix. A basic knowledge of Java and Node.js is assumed. What You Will Learn Discover IBM Bluemix as a PaaS platform and learn about its three delivery models Develop and deploy a "Hello World" application on IBM Bluemix using the Cloud Foundry command line utility and the Bluemix console Extend your application by using the API or services provided by IBM Bluemix Understand microservices architecture and learn how to develop a sample application based on microservices architecture, using IBM Bluemix Learn how to leverage on-premise software and build an application on IBM Bluemix Scale and monitor an application on IBM Bluemix Explore the compute options on IBM Bluemix and work with each of them Build a mobile client application using Mobile services on IBM Bluemix In Detail IBM Bluemix is an open standard platform for building, running, and managing applications on the cloud. With Bluemix, developers can build innovative applications using various compute options and value added services , developers can also manage the application lifecycle using the platform provided DevOps services. Learning IBM Bluemix will take you on a journey from the basics of IBM Bluemix to working with the platform to developing and deploying modern applications. The sample application use cases employed in the book will introduce you to the transformative nexus of cloud, mobile, and security, all enabled through capabilities provided out-of-the-box by IBM Bluemix. By the end of the book, you will have understood the benefits and use cases for IBM Bluemix, and will possess the skills to further explore the platform and thus develop, deploy, and secure your own innovative, new-age applications. Style and approach This comprehensive, step-by-step guide to learning IBM Bluemix will cover everything that is required to build, deploy, manage, and secure an application on the cloud.

ACT Prep Red Book - 320 Math Problems with Solutions

Today show's Michele Borba's cures for difficult childhood behaviors In this down-to-earth guide, parenting expert Michele Borba offers advice for dealing with children's difficult behavior and hot button issues including biting, temper tantrums, cheating, bad friends, inappropriate clothing, sex, drugs, peer pressure, and much more. Written for parents of kids age 3-13, this book offers easy-to-implement advice for the most important challenges parents face with kids from toddlers to tweens. Includes immediate solutions to the most common childhood problems and challenges Written by Today Show's resident parenting expert Michele Borba Offers clear step-by-step guidance for solving difficult childhood behaviors and family conflicts Contains a wealth of advice that is easy-to-follow and gets quick results Author has written outstanding parenting books including Building Moral Intelligence, No More Misbehavin', Don't Give Me that Attitude, and more Each of the 101 issues includes clear questions, specific step-by-step solutions, and advice that is age appropriate.

How to Avoid a Climate Disaster

There is a movement of women stepping into their God-given gifts to make money doing what they love. If you're ready to join them, this is your handbook that will take the ideas in your head and the dream in your heart and turn them into action. *Help you create a step-by-step, customized plan to start and grow your business. *Show you how to manage your time so you can have a business- and life- that you love. *Explain overwhelming business stuff like pricing, taxes, and budgeting in simple terms. *Teach you how to use marketing to reach the right people in the right way.

Quotations from Chairman Mao Tsetung

INSTANT #1 NEW YORK TIMES BESTSELLER For the first time in seven years, Allie Brosh—beloved author and artist of the extraordinary #1 New York Times bestseller Hyperbole and a Half—returns with a new collection of comedic, autobiographical, and illustrated essays. Solutions and Other Problems includes humorous stories from Allie Brosh's childhood; the adventures of her very bad animals; merciless dissection of her own character flaws; incisive essays on grief, loneliness, and powerlessness; as well as reflections on the absurdity of modern life. This full-color, beautifully illustrated edition features all-new material with more than 1,600 pieces of art. Solutions and Other Problems marks the return of a beloved American humorist who has "the observational skills of a scientist, the creativity of an artist, and the wit of a comedian" (Bill Gates). Praise for Allie Brosh's Hyperbole and a Half: "Imagine if David Sedaris could draw….Enchanting." —People "One of the best things I've ever read in my life." —Marc Maron "Will make you laugh until you sob, even when Brosh describes her struggle

with depression." —Entertainment Weekly "I would gladly pay to sit in a room full of people reading this book, merely to share the laughter." —The Philadelphia Inquirer "In a culture that encourages people to carry mental illness as a secret burden….Brosh's bracing honesty is a gift." —Chicago Tribune

The Five Dysfunctions of a Team

The multiple award-winning Restaurant Manager's Handbook is the best-selling book on running a successful food service. Now in the fourth completely revised edition, nine new chapters detail restaurant layout, new equipment, principles for creating a safer work environment, and new effective techniques to interview, hire, train, and manage employees. We provide a new chapter on tips and IRS regulations as well as guidance for improved management, new methods to increase your bottom line by expanding the restaurant to include on- and off-premise catering operations. We ve added new chapters offering food nutrition guidelines and proper employee training. The Fourth Edition of the Restaurant Manager s Handbook is an invaluable asset to any existing restaurant owner or manager as well as anyone considering a career in restaurant management or ownership. All existing chapters have new and updated information. This includes extensive material on how to prepare a restaurant for a potential sale. There is even an expanded section on franchising. You will find many additional tips to help restaurant owners and managers learn to handle labor and operational expenses, rework menus, earn more from better bar management, and introduce up-scale wines and specialties for profit. You will discover an expanded section on restaurant marketing and promotion plus revised accounting and budgeting tips. This new edition includes photos and information from leading food service manufacturers to enhance the text. This new, comprehensive 800-page book will show you step-by-step how to set up, operate, and manage a financially successful food service operation. The author has taken the risk out of running a restaurant business. Operators in the non-commercial segment as well as caterers and really anyone in the food service industry will rely on this book in everyday operations. Its 28 chapters cover the entire process of a restaurant start-up and ongoing management in an easy-to-understand way, pointing out methods to increase your chances of success and showing how to avoid the many mistakes arising from being uninformed and inexperienced that can doom a restaurateur s start-up. The new companion CD-ROM contains all the forms demonstrated in the book for easy use in a PDF format. While providing detailed instruction and examples, the author leads you through finding a location that will bring success, learning how to draw up a winning business plan, how to buy and sell a restaurant, how to franchise, and how to set up basic cost-control systems. You will have at your fingertips profitable menu planning, sample restaurant floor plans and diagrams, successful kitchen management, equipment layout and planning, food safety, Hazardous and Critical Control Point (HACCP) information, and successful beverage management. Learn how to set up computer systems to save time and money and get brand new IRS tip-reporting requirements, accounting and bookkeeping procedures, auditing, successful budgeting and profit planning development. You will be able to generate high profile public relations and publicity, initiate low cost internal marketing ideas, and low- and no-cost ways to satisfy customers and build sales. You will learn how to keep bringing customers back, how to hire and keep a qualified professional staff, manage and train employees as well as accessing thousands of great tips and useful guidelines. This Restaurant Manager s Handbook covers everything that many consultants charge thousands of dollars to provide. The extensive resource guide details more than 7,000 suppliers to the industry virtually a separate book on its own. This reference book is essential for professionals in the hospitality field as well as newcomers who may be looking for answers to cost-containment and training issues.

Visual Design Solutions

An edition expanded with more than 100 pages of new content offers a blueprint for a better life, whether one's dream is escaping the rat race, experiencing high-end world travel, earning a monthly five-figure income with zero management or just living more and working less.

Automating Inequality

Offers strategies, tips and advice to help avoid the diet pitfalls and speedbumps that often sidetrack even the most dedicated dieters, including having a high protein breakfast, "closing" the kitchen after dinner and what steps to take to survive the "Witching Hour." Original.

Donnelley's Red Book

A Comprehensive Introductory Guide to the Genesys© Platform and the eServices Solutions, including Social Media for General, System, IT and Senior Managers.

The Big Red Book - Bite Sized - eServices

INSTANT #1 NEW YORK TIMES BESTSELLER For the first time in seven years, Allie Brosh—beloved author and artist of the extraordinary #1 New York Times bestseller Hyperbole and a Half—returns with a new collection of comedic, autobiographical, and illustrated essays. Solutions and Other Problems includes humorous stories from Allie Brosh's childhood; the adventures of her very bad animals; merciless dissection of her own character flaws; incisive essays on grief, loneliness, and powerlessness; as well as reflections on the absurdity of modern life. This full-color, beautifully illustrated edition features all-new material with more than 1,600 pieces of art. Solutions and Other Problems marks the return of a beloved American humorist who has "the observational skills of a scientist, the creativity of an artist, and the wit of a comedian" (Bill Gates). Praise for Allie Brosh's Hyperbole and a Half: "Imagine if David Sedaris could draw….Enchanting." —People "One of the best things I've ever read in my life." —Marc Maron "Will make you laugh until you sob, even when Brosh describes her struggle with depression." —Entertainment Weekly "I would gladly pay to sit in a room full of people reading this book, merely to share the laughter." —The Philadelphia Inquirer "In a culture that encourages people to carry mental illness as a secret burden….Brosh's bracing honesty is a gift." —Chicago Tribune

Business Boutique

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.

The Real ACT, 3rd Edition

Summary Functional Programming in Scala is a serious tutorial for programmers looking to learn FP and apply it to the everyday business of coding. The book guides readers from basic techniques to advanced topics in a logical, concise, and clear progression. In it, you'll find concrete examples and exercises that open up the world of functional programming. Purchase of the print book includes a free eBook in PDF, Kindle, and ePub formats from Manning Publications. About the Technology Functional programming (FP) is a style of software development emphasizing functions that don't depend on program state. Functional code is easier to test and reuse, simpler to parallelize, and less prone to bugs than other code. Scala is an emerging JVM language that offers strong support for FP. Its familiar syntax and transparent interoperability with Java make Scala a great place to start learning FP. About the Book Functional Programming in Scala is a serious tutorial for programmers looking to learn FP and apply it to their everyday work. The book guides readers from basic techniques to advanced topics in a logical, concise, and clear progression. In it, you'll find concrete examples and exercises that open up the world of functional programming. This book assumes no prior experience with functional programming. Some prior exposure to Scala or Java is helpful. What's Inside Functional programming concepts The whys and hows of FP How to write multicore programs Exercises and checks for understanding About the Authors Paul Chiusano and Rúnar Bjarnason are recognized experts in functional programming with Scala and are core contributors to the Scalaz library. Table of Contents PART 1 INTRODUCTION TO FUNCTIONAL PROGRAMMING What is functional programming? Getting started with functional programming in Scala Functional data structures Handling errors without exceptions Strictness and laziness Purely functional state PART 2 FUNCTIONAL DESIGN AND COMBINATOR LIBRARIES Purely functional parallelism Property-based testing Parser combinators PART 3 COMMON STRUCTURES IN FUNCTIONAL DESIGN Monoids Monads Applicative and traversable functors PART 4 EFFECTS AND I/O External effects and I/O Local effects and mutable state Stream processing and incremental I/O

Euclidean Geometry in Mathematical Olympiads

Surely you've experienced something like this: you buy a red car, and suddenly red cars appear everywhere. Why? Because you're focusing on red cars—and you get more of whatever you focus on. But much of the time, consciously and unconsciously, we dwell on what we don't want, and that's what we get. Drawing on the latest scientific research, Laura Goodrich shows you how to stop fixating on negatives and rewire your brain to focus on positive outcomes. Unique and practical exercises—including a free online toolkit—and dozens of enlightening real-life stories help you identify what you truly want so that it drives everything you do. And Goodrich shows how Seeing Red Cars can build organizational cultures in which employees are playing to their passions and strengths, focusing on what they want, and achieving breakthrough results.

Millionaire Service Advisor

Now in its third edition, this classic book is widely considered the leading text on Bayesian methods, lauded for its accessible, practical approach to analyzing data and solving research problems. Bayesian Data Analysis, Third Edition continues to take an applied approach to analysis using up-to-date Bayesian methods. The authors—all leaders in the statistics community—introduce basic concepts from a data-analytic perspective before presenting advanced methods. Throughout the text, numerous worked examples drawn from real applications and research emphasize the use of Bayesian inference in practice. New to the Third Edition Four new chapters on nonparametric modeling Coverage of weakly informative priors and boundary-avoiding priors Updated discussion of cross-validation and predictive information criteria Improved convergence monitoring and effective sample size calculations for iterative simulation Presentations of Hamiltonian Monte Carlo, variational Bayes, and expectation propagation New and revised software code The book can be used in three different ways. For undergraduate students, it introduces Bayesian inference starting from first principles. For graduate students, the text presents effective current approaches to Bayesian modeling and computation in statistics and related fields. For researchers, it provides an assortment of Bayesian methods in applied statistics. Additional materials, including data sets used in the examples, solutions to selected exercises, and software instructions, are available on the book's web page.

The Challenger Sale

The Real ACT is the only book with insider test-taking tips and strategy, practice tests, and insight from the makers of the ACT. This comprehensive guide has everything one needs to know about the ACT-test content, structure, and format info! The only guide that includes 5 previously administered, full-length ACT tests written by the actual test maker (including 2 NEW practice tests) ACT content and procedures you'll follow when actually taking the test Valuable information about tuition payment plans All the question types you can expect to find on the ACT Suggestions on how you might approach the questions and Peterson's tried-and-true test-taking strategies and tips

The Big Book of Parenting Solutions

Don't let your competitors race ahead of you. Get The Official ACT Prep Guide today! The Official ACT Prep Guide 2021-2022 is created by the same people who crafted the ACT. With inside knowledge of the ACT test, the writers of this book packed the guide with practical and useful info to help you ace the test. You'll learn how to approach each question type on the test and how to read and retain info quickly. In the book, you'll find answer keys to all the provided sample questions. Unlike other ACT prep guides, this book includes official information from the people who wrote the ACT test. It includes information regarding ACT super scores and more. Gain an edge with six practice tests designed to whip you into peak ACT shape. Don't waste any more time with guides written by outsiders. The Official ACT Prep Guide 2021-2022 contains all the inside info you need about new additions to the ACT test. The only book with 6(!) official practice tests written by the makers of the ACT Full of advice and suggestions to increase your studying speed Detailed explanations for every answer in the book Includes 400 flashcards online This guide will allow you to do your absolute best on the test of your life. Do not miss out!

Red Book 2010

A practical approach to business transformation Fit for Growth* is a unique approach to business transformation that explicitly connects growth strategy with cost management and organization restructuring. Drawing on 70-plus years of strategy consulting experience and in-depth research, the experts at PwC's Strategy& lay out a winning framework that helps CEOs and senior executives transform their organizations for sustainable, profitable growth. This approach gives structure to strategy while promoting lasting change. Examples from Strategy&'s hundreds of clients illustrate successful transformation on the ground, and illuminate how senior and middle managers are able to take ownership and even thrive during difficult periods of transition. Throughout the Fit for Growth process, the focus is on maintaining consistent high-value performance while enabling fundamental change. Strategy& has helped major clients around the globe achieve significant and sustained results with its research-backed approach to restructuring and cost reduction. This book provides practical guidance for leveraging that expertise to make the choices that allow companies to: Achieve growth while reducing costs Manage transformation and transition productively Create lasting competitive advantage Deliver reliable, high-value performance Sustainable success is founded on efficiency and high performance. Companies are always looking to do more with less, but their efforts often work against them in the long run. Total business transformation requires total buy-in, and it entails a series of decisions that must not be made lightly. The Fit for Growth approach provides a clear strategy and practical framework for growth-oriented change, with expert guidance on getting it right. *Fit for Growth is a registered service mark of PwC Strategy& Inc. in the United States

Functional Programming in Scala

Detective Sgt. Edward "Red" Shaw had seen a lot of nasty business in his three decades with Des Moines PD, but the grisly slashing of an old man who was just trying to find his cat one night was among the nastiest. He knew right away that something was different, that this case would be like nothing else he'd worked before. It didn't help that his longtime partner was laid up with a bum leg, that Sally wasn't around, that he'd gotten drunk a few hours before being called to the crime scene, and that he showed up with a bad case of the queasies. Hung over was no way to start a hunt. Shaw knew and detested the assistant county attorney who caught the case, but he didn't know about Ana Talarico or Randy Frye, so he couldn't have imagined where the gruesome evidence might lead him. And then there was Tina

Seeing Red Cars

"Heed Jenna Mahoney's advice. In her new book, Small Apartment Hacks, she dishes out genius ideas for optimizing tiny spaces." —DailyCandy.com LIVE LARGE • Hang hobby clutter like guitars or bikes on the wall as decoration • Mount side tables on wheels for easy rolling from bedside to sofa ORGANIZE SMART • Upcycle empty wine crates into stylish, stackable shoe cubbies • Line a room with high bookshelves for a ceiling-top library ENTERTAIN IN STYLE • Utilize kitchen space to make an impressive entrée—go potluck on the sides • Stash plants, lamps and coffee tables in the bathtub to open up party space

Bayesian Data Analysis, Third Edition

Service Advisors in the Automotive industry create, arguably, more gross profit than any other employee in the dealership and receive the least amount of training. On top of that, they also have the most influence on customer retention and future new car purchases. The facts are, according to NADA, regular service customers are 17 times more likely to buy their next vehicle from their servicing dealership. And an increase in customer retention rates of just 5% improves dealership profits by 35%. Millionaire Service Advisor is a roadmap on how to do just that, focused on the caring and collecting of customers. Includes an 11 step process on how to implement our Circle of Trust System.

Being Black, Living in the Red

Since the coming into force of the United Nations Law of the Sea, states have been targeting outlying islands to expand their exclusive economic zones, simultaneously stirring up strident nationalism when such plans clash with those of neighbouring states. No such actions have brought the world closer to the brink of war than the ongoing face-off between China and Japan over the Diaoyu/Senkaku islands, an uninhabited archipelago in the East China Sea. In this timely and original book, Godfrey Baldacchino provides a detailed exploration of seven tried and tested solution protocols that have led to innovative 'win-win' solutions to island disputes over the last four centuries. A closer look at the circumstances and processes that brought contending regional powers to an honourable, even mutually advantageous, settlement over islands provides a convincing and original argument as to why the conflict over the Diaoyu/Senkaku islands need not conclude in a 'zero-sum' or 'winner takes all' solution, as is the likely outcome of both open conflict and international arbitration. The book will be of interest to scholars and practitioners concerned with the festering Diaoyu/Senkaku dispute, as well as students, scholars and policy specialists in geography, geopolitics, international relations, conflict studies, island studies, Asian studies and history.

Solutions and Other Problems

This is a challenging problem-solving book in Euclidean geometry, assuming nothing of the reader other than a good deal of courage. Topics covered included cyclic quadrilaterals, power of a point, homothety, triangle centers; along the way the reader will meet such classical gems as the nine-point circle, the Simson line, the symmedian and the mixtilinear incircle, as well as the theorems of Euler, Ceva, Menelaus, and Pascal. Another part is dedicated to the use of complex numbers and barycentric coordinates, granting the reader both a traditional and computational viewpoint of the material. The final part consists of some more advanced topics, such as inversion in the plane, the cross ratio and projective transformations, and the theory of the complete quadrilateral. The exposition is friendly and relaxed, and accompanied by over 300 beautifully drawn figures. The emphasis of this book is placed squarely on the problems. Each chapter contains carefully chosen worked examples, which explain not only the solutions to the problems but also describe in close detail how one would invent the solution to begin with. The text contains a selection of 300 practice problems of varying difficulty from contests around the world, with extensive hints and selected solutions. This book is especially suitable for students preparing for national or international mathematical olympiads or for teachers looking for a text for an honor class.

The Official ACT Prep Guide 2021-2022, (Book + 6 Practice Tests + Bonus Online Content)

"Being Black, Living in the Red is an important book. In Conley's persuasive analysis the locus of current racial inequality resides in class and property relations, not in the labor market. This carefully written and meticulous book not only provides a compelling explanation of the black-white wealth differential, it also represents the best contribution to the race-class debate in the past two decades."—William Julius Wilson, author of When Work Disappears: The World of the New Urban Poor "In Being Black, Living in the Red, Dalton Conley has taken the discussion of race and inequality into important new territory. Even as income inequality is shrinking, Conley shows, the wealth gap endures. That gap, he argues lucidly, explains much of the persisting 'two societies' phenomenon—it contributes significantly to inequalities in education, work, even family structure. Those concerned about equity in America will find this book indispensable reading."—David Kirp, author of Our Town: Race, Housing, and the Soul of America "With methodological sophistication Dalton Conley's well written book makes a significant contribution to our understanding of the precarious social and economic predicament that African Americans continue to experience."—Martin Sanchez-Jankowski, author of City Bound: Urban Life and Political Attitudes Among Chicano Youth "Picking up where Oliver and Shapiro (Black Wealth, White Wealth) left off, Conley details how and why facets of net worth cascade into long-term inequalities. All sides will be impressed with Conley's thorough scholarship and richly detailed analysis."—Troy Duster, co-editor of Cultural Perspectives on Biological Knowledge "Being Black, Living in the Red is the most convincing analysis yet of the importance of wealth for the life chances of African Americans. Thanks to Conley's stunning data and adroit theoretical discussions, social scientists and policymakers can no longer ignore wealth as they attempt to deal with the thorny issue of racial inequality. A must read!"—Melvin L. Oliver, author of Black Wealth, White Wealth: A New Perspective on Racial Inequality

How to Become a Rainmaker

What's the secret to sales success? If you're like most business leaders, you'd say it's fundamentally about relationships-and you'd be wrong. The best salespeople don't just build relationships with customers. They challenge them. The need to understand what top-performing reps are doing that their average performing colleagues are not drove Matthew Dixon, Brent Adamson, and their colleagues at Corporate Executive Board to investigate the skills, behaviors, knowledge, and attitudes that matter most for high performance. And what they discovered may be the biggest shock to conventional sales wisdom in decades. Based on an exhaustive study of thousands of sales reps across multiple industries and geographies, The Challenger Sale argues that classic relationship building is a losing approach, especially when it comes to selling complex, large-scale business-to-business solutions. The authors' study found that every sales rep in the world falls into one of five distinct profiles, and while all of these types of reps can deliver average sales performance, only one-the Challenger- delivers consistently high performance. Instead of bludgeoning customers with endless facts and features about their company and products, Challengers approach customers with unique insights about how they can save or make money. They tailor their sales message to the customer's specific needs and objectives. Rather than acquiescing to the customer's every demand or objection, they are assertive, pushing back when necessary and taking control of the sale. The things that make Challengers unique are replicable and teachable to the average sales rep. Once you understand how to identify the Challengers in your organization, you can model their approach and embed it throughout your sales force. The authors explain how almost any average-performing rep, once equipped with the right tools, can successfully reframe customers' expectations and deliver a distinctive purchase experience that drives higher levels of customer loyalty and, ultimately, greater growth.

Fit for Growth

This book constitutes the thoroughly refereed post-conference proceedings of the 12th International Conference on Security for Information Technology and Communications, SecITC 2019, held in Bucharest, Romania, in November 2019. The 14 revised full papers presented together with 4 invited talks were carefully reviewed and selected from 34 submissions. The papers present a wide range from cryptographic algorithms, to digital forensic and cyber security.

Small Apartment Hacks

This book is a comprehensive resource on vaccines and immunizations for primary care physicians, advanced practice providers, and trainees. We are now seeing a rise in measles and the potential for rises in other previously rare infectious diseases, significantly due to public and physician misconceptions and misinformation about vaccines. The text addresses this issue by consolidating historical and current advances in vaccine science from how vaccines are developed to CDC recommendations on how and when to administer them. Expert authors also address barriers to improving vaccination rates in the U.S. and offer evidence-based recommendations on overcoming those barriers. This is an essential guide for primary care physicians, family physicians, pediatricians, internists, residents, medical students, mid-level providers, and learners for understanding vaccines and improving preventative care for their patients.

Solution Protocols to Festering Island Disputes

WINNER: The 2018 McGannon Center Book Prize and shortlisted for the Goddard Riverside Stephan Russo Book Prize for Social Justice The New York Times Book Review: "Riveting." Naomi Klein: "This book is downright scary." Ethan Zuckerman, MIT: "Should be required reading." Dorothy Roberts, author of Killing the Black Body: "A must-read." Astra Taylor, author of The People's Platform: "The single most important book about technology you will read this year." Cory Doctorow: "Indispensable." A powerful investigative look at data-based discrimination—and how technology affects civil and human rights and economic equity The State of Indiana denies one million applications for healthcare, foodstamps and cash benefits in three years—because a new computer system interprets any mistake as "failure to cooperate." In Los Angeles, an algorithm calculates the comparative vulnerability of tens of thousands of homeless people in order to prioritize them for an inadequate pool of housing resources. In Pittsburgh, a child welfare agency uses a statistical model to try to predict which children might be future victims of abuse or neglect. Since the dawn of the digital age, decision-making in finance, employment, politics, health and human services has undergone revolutionary change. Today, automated systems—rather than humans—control which neighborhoods get policed, which families attain needed resources, and who is investigated for fraud. While we all live under this new regime of data, the most invasive and punitive systems are aimed at the poor. In Automating Inequality, Virginia Eubanks systematically investigates the impacts of data mining, policy algorithms, and predictive risk models on poor and working-class people in America. The book is full of heart-wrenching and eye-opening stories, from a woman in Indiana whose benefits are literally cut off as she lays dying to a family in Pennsylvania in daily fear of losing their daughter because they fit a certain statistical profile. The U.S. has always used its most cutting-edge science and technology to contain, investigate, discipline and punish the destitute. Like the county poorhouse and scientific charity before them, digital tracking and automated decision-making hide poverty from the middle-class public and give the nation the ethical distance it needs to make inhumane choices: which families get food and which starve, who has housing and who remains homeless, and which families are broken up by the state. In the process, they weaken democracy and betray our most cherished national values. This deeply researched and passionate book could not be more timely.

The Little Book of Thin

In The Five Dysfunctions of a Team Patrick Lencioni once again offers a leadership fable that is as enthralling and instructive as his first two best-selling books, The Five Temptations of a CEO and The Four Obsessions of an Extraordinary Executive. This time, he turns his keen intellect and storytelling power to the fascinating, complex world of teams. Kathryn Petersen, Decision Tech's CEO, faces the ultimate leadership crisis: Uniting a team in such disarray that it threatens to bring down the entire company. Will she succeed? Will she be fired? Will the company fail? Lencioni's utterly gripping tale serves as a timeless reminder that leadership requires as much courage as it does insight. Throughout the story, Lencioni reveals the five dysfunctions which go to the very heart of why teams even the best ones-often struggle. He outlines a powerful model and actionable steps that can be used to overcome these common hurdles and build a cohesive, effective team. Just as with his other books, Lencioni has written a compelling fable with a powerful yet deceptively simple message for all those who strive to be exceptional team leaders.

IBM PowerVM Virtualization Introduction and Configuration

The 4-hour Workweek

A study guide for the mathematical portion of the ACT.

Innovative Security Solutions for Information Technology and Communications

From the rising-star designer and author of the hit blog, Elements of Style, a full-color, fully illustrated book packed with honest advice, inspiration, ideas, and lessons learned about designing a home that reflects your personality and style. Elements of Style is a uniquely personal and practical decorating guide that shows how designing a home can be an outlet of personal expression and an exercise in self-discovery. Drawing on her ten years of experience in the interior design industry, Erin combines honest design advice and gorgeous professional photographs and illustrations with personal essays about the lessons she has learned while designing her own home and her own life—the first being: none of our homes or lives is perfect. Like a funny best friend, she reveals the disasters she confronted in her own kitchen renovation, her struggles with anorexia, her epic fight with her husband over a Lucite table, and her secrets for starting a successful blog. Organized by rooms in the house, Elements of Style invites readers into Erin's own home as well as homes she has designed for clients. Fresh, modern, and colorful, it is brimming glamour and style as well as advice on practical matters from choosing kitchen counter materials to dressing a bed with pillows, picking a sofa, and decorating a nursery without cartoon characters. You'll also find a charming foreword by Erin's husband, Andrew, and an extensive Resource and Shopping Guide that provides an indispensable a roadmap for anyone embarking on their first serious home decorating adventure. With Erin's help, you can finally make your house your home.

Vaccine Science and Immunization Guideline

Enhance learners' interest and understanding with visual designfor instructional and information products No matter what medium you use to deliver content, if the visualdesign fails, the experience falls flat. Meaningful graphics and acompelling visual design supercharge instruction, training, andpresentations, but this isn't easy to accomplish. Now you canconquer your design fears and knowledge gaps with Visual DesignSolutions: a resource for learning professionals seeking toraise the bar on their graphics and visual design skills. Thisinformal and friendly book guides you through the process andprinciples used by professional graphic designers. It also presentscreative solutions and examples that you can start using rightaway. Anyone who envisions, designs, or creates instructional orinformational graphics will benefit from the design strategies laidout in this comprehensive resource. Written by Connie Malamed, an art educator and instructionaldesigner, this book will help you tap into your creativity, designwith intention, and produce polished work. Whereas most graphicdesign books focus on logos, packaging, and brochures, VisualDesign Solutions focuses on eLearning, presentations, andperformance support. Visual Design Solutions includespractical guidelines for making smart design choices, ways tocreate professional-looking products, and principles for successfulgraphics that facilitate learning. Ideal for instructionaldesigners, trainers, presenters, and professors who want to advancefrom haphazard to intentional design, this book will help themrealize their design potential. Gain the knowledge and confidence to design impressive,effective visuals for learning Increase learner comprehension and retention with visualstrategies offered by an expert author Serves as a reference and a resource, with a wealth of examplesfor inspiration and ideas Addresses an intimidating topic in an informal, friendlystyle In four parts, the book provides a thorough overview of thedesign process and design concepts; explores space, image, andtypography; and presents workable solutions for your mostpersistent and puzzling design problems. Get started and begincreating captivating graphics for your learners.

Learning IBM Bluemix

Jay Shetty, social media superstar and host of the #1 podcast On Purpose, distills the timeless wisdom he learned as a monk into practical steps anyone can take every day to live a less anxious, more meaningful life. When you think like a monk, you'll understand: -How to overcome negativity -How to stop overthinking -Why comparison kills love -How to use your fear -Why you can't find happiness by looking for it -How to learn from everyone you meet -Why you are not your thoughts -How to find your purpose -Why kindness is crucial to success -And much more Shetty grew up in a family where you could become one of three things—a doctor, a lawyer, or a failure. His family was convinced he had chosen option three: instead of attending his college graduation ceremony, he headed to India to become a monk, to meditate every day for four to eight hours, and devote his life to helping others. After three years, one of his teachers told him that he would have more impact on the world if he left the monk's path to share his experience and wisdom with others. Heavily in debt, and with no recognizable skills on his résumé, he moved back home in north London with his parents. Shetty reconnected with old school friends—many working for some of the world's largest corporations—who were experiencing tremendous stress, pressure, and unhappiness, and they invited Shetty to coach them on well-being, purpose, and mindfulness. Since then, Shetty has become one of the world's most popular influencers. In 2017, he was named in the Forbes magazine 30-under-30 for being a game-changer in the world of media. In 2018, he had the #1 video on Facebook with over 360 million views. His social media following totals over 38 million, he has produced over 400 viral videos which have amassed more than 8 billion views, and his podcast, On Purpose, is consistently ranked the world's #1 Health and Wellness podcast. In this inspiring, empowering book, Shetty draws on his time as a monk to show us how we can clear the roadblocks to our potential and power. Combining ancient wisdom and his own rich experiences in the ashram, Think Like a Monk reveals how to overcome negative thoughts and habits, and access the calm and purpose that lie within all of us. He transforms abstract lessons into advice and exercises we can all apply to reduce stress, improve relationships, and give the gifts we find in ourselves to the world. Shetty proves that everyone can—and should—think like a monk.

The Restaurant Manager's Handbook

#1 NEW YORK TIMES BEST SELLER • In this urgent, authoritative book, Bill Gates sets out a wide-ranging, practical—and accessible—plan for how the world can get to zero greenhouse gas emissions in time to avoid a climate catastrophe. Bill Gates has spent a decade investigating the causes and effects of climate change. With the help of experts in the fields of physics, chemistry, biology, engineering, political science, and finance, he has focused on what must be done in order to stop the planet's slide to certain environmental disaster. In this book, he not only explains why we need to work toward net-zero emissions of greenhouse gases, but also details what we need to do to achieve this profoundly important goal. He gives us a clear-eyed description of the challenges we face. Drawing on his understanding of innovation and what it takes to get new ideas into the market, he describes the areas in which technology is already helping to reduce emissions, where and how the current technology can be made to function more effectively, where breakthrough technologies are needed, and who is working on these essential innovations. Finally, he lays out a concrete, practical plan for achieving the goal of zero emissions—suggesting not only policies that governments should adopt, but what we as individuals can do to keep our government, our employers, and ourselves accountable in this crucial enterprise. As Bill Gates makes clear, achieving zero emissions will not be simple or easy to do, but if we follow the plan he sets out here, it is a goal firmly within our reach.