

1.	Record Nr.	UNINA990008410770403321
	Autore	Airaldi, Gabriella <1942- >
	Titolo	Jacopo da Varagine : tra santi e mercanti / Gabriella Airaldi
	Pubbl/distr/stampa	Milano : Camunia, !
	ISBN	88-776-7012-6
	Descrizione fisica	161 p. : ill ; 23 cm
	Collana	Storia & storie
	Disciplina	271.2024
	Locazione	SDI
	Collocazione	SDI-KD 389
	Lingua di pubblicazione	Italiano
	Formato	Materiale a stampa
	Livello bibliografico	Monografia
2.	Record Nr.	UNINA9910481164603321
	Autore	Pico della Mirandola Giovanni Francesco <1470-1533.>
	Titolo	Io. Francisci Pici Mirandulae ... Dialogus in tres libros diuisus: titulus est Strix, siue de ludificatione daemonum. Eiusdem ad Leonem 10. & conc. lat. De reformandis moribus oratio. Eiusdem Pro asserendis a calumnia libris Dionysii Aeropagitae. Epistola. Eiusdem ad excitandum genus humanum a uitae huius sommo ad futurae uigiliam carmen [[electronic resource]]
	Pubbl/distr/stampa	Italy, : [s.n.], 1523
	Descrizione fisica	Online resource ([48] c., 4°)
	Lingua di pubblicazione	Greco antico
	Formato	Materiale a stampa
	Livello bibliografico	Monografia
	Note generali	Reproduction of original in Biblioteca Nazionale Centrale di Firenze.

3.	Record Nr.	UNINA9910712265003321
	Titolo	Business meeting : meeting before the Committee on Environment and Public Works, United States Senate, One Hundred Fifteenth Congress, second session, September 18, 2018
	Pubbl/distr/stampa	U.S. Government Publishing Office Washington
	Lingua di pubblicazione	Inglese
	Formato	Materiale a stampa
	Livello bibliografico	Monografia
4.	Record Nr.	UNINA9910713582603321
	Autore	McClymonds N. E.
	Titolo	Potential effects of surface coal mining on the hydrology of the upper Otter Creek-Pasture Creek area, Moorhead coal field, southeastern Montana / / by Neal E. McClymonds and Joe A. Moreland
	Pubbl/distr/stampa	Helena, Montana : , : U.S. Geological Survey, , 1988
	Descrizione fisica	1 online resource (v, 87 pages) : illustrations + + 2 plates
	Collana	Water-resources investigations report ; ; 88-4187
	Soggetti	Coal mines and mining - Environmental aspects - Montana Coal mines and mining - Environmental aspects - Montana - Powder River County Hydrology - Montana Coal mines and mining - Environmental aspects
	Lingua di pubblicazione	Inglese
	Formato	Materiale a stampa
	Livello bibliografico	Monografia
	Note generali	"December 1988." "Prepared in cooperation with the U.S. Bureau of Land Management."
	Nota di bibliografia	Includes bibliographical references (pages 35-38).

5. Record Nr.	UNINA9910716245003321
Titolo	Bridge across the Southern Branch of the Elizabeth River, Va. February 25, 1926. -- Referred to the House Calendar and ordered to be printed
Pubbl/distr/stampa	[Washington, D.C.] : , : [U.S. Government Printing Office], , 1926
Descrizione fisica	1 online resource (3 pages)
Collana	House report / 69th Congress, 1st session. House ; ; no. 387 [United States congressional serial set] ; ; [serial no. 8532]
Altri autori (Persone)	DenisonEdward Everett <1873-1953> (Republican (IL))
Soggetti	Bridge construction industry Bridges - Design and construction Bridges Legislative amendments Legislative materials.
Lingua di pubblicazione	Inglese
Formato	Materiale a stampa
Livello bibliografico	Monografia
Note generali	Batch processed record: Metadata reviewed, not verified. Some fields updated by batch processes. FDLP item number not assigned.

6. Record Nr.	UNINA9910672447303321
Autore	Rainsberger Livia
Titolo	The Modern Customer - the PHANTOM : Customers on the Run : How Sales must Respond to Radically New Buying Behavior / / Livia Rainsberger
Pubbl/distr/stampa	Wiesbaden, Germany : , : Springer, , [2023] ©2023
ISBN	9783658391966 9783658391959
Edizione	[1st ed. 2023.]
Descrizione fisica	1 online resource (277 pages)
Disciplina	658.8342
Soggetti	Consumer behavior Sales management Conducta dels consumidors Gestió de vendes Llibres electrònics
Lingua di pubblicazione	Inglese
Formato	Materiale a stampa
Livello bibliografico	Monografia
Nota di bibliografia	Includes bibliographical references.
Nota di contenuto	The 3E world: enthusiasm, rush, simplicity -- The 3I person: incognito, informed, independent -- The new B2B customer, the PHANTOM: passionate, highly informed, autonomous, benefit-oriented, terrorised, opportune, mobile -- The (un)conscious motives of the new B2B customer: Characteristics, behaviour, needs and expectations -- Realigning sales to the modern customer: Positioning and offering, sales models and processes, customer approach and acquisition.
Sommario/riassunto	This book shows how companies can – and must – adapt their sales strategies and processes to changing customer expectations in times of digital transformation and markets volatility. How can sales address, win and retain the modern customer, an intangible PHANTOM in the digital space? The digital world is characterized by eagerness, ease and enthusiasm. Nowadays, people have unlimited and instant access to manifold information and thus they believe to be knowledgeable, autonomous and independent. As customers, they actively elude traditional sales and marketing on their way to a buying decision – in

B2C and B2B alike. To reach these modern customers, companies must synchronize their sales approaches with their customers' decision-making processes and rethink selling. In this context, the author offers a wealth of suggestions with examples and provocative theses. A stirring and inspiring book for anyone interested in state-of-the-art sales and marketing: sales management and staff or entrepreneurs and start-ups. Content insights: What shapes our world and economy today How the modern customer behaves and what he expects How to reach the PHANTOM customer How the buying decision process evolves in a digital world What the new sales process must ensure The author Livia Rainsberger, founder of the sales consulting company WISSENCE, is helping companies to master the digital transformation of their sales organizations, both at national and international level, in B2B and B2C alike. Her books "AI – the new intelligence in sales" (2021) and "Digital transformation in sales" (2021) have also been published by Springer Gabler.

7. Record Nr.	UNINA9911006792003321
Autore	Smith Ralph C. <1960->
Titolo	Smart material systems : model development / / Ralph C. Smith
Pubbl/distr/stampa	Philadelphia, Pa., : Society for Industrial and Applied Mathematics (SIAM, 3600 Market Street, Floor 6, Philadelphia, PA 19104), 2005
ISBN	1-62870-858-1 0-89871-747-7
Descrizione fisica	1 electronic text (xxvii, 501 p. : bill.) : digital file
Collana	Frontiers in applied mathematics ; ; 32
Disciplina	620.1/1
Soggetti	Smart materials - Mathematical models Smart structures - Mathematical models
Lingua di pubblicazione	Inglese
Formato	Materiale a stampa
Livello bibliografico	Monografia
Note generali	Bibliographic Level Mode of Issuance: Monograph
Nota di bibliografia	Includes bibliographical references (p. 449-487) and index.
Nota di contenuto	Foreword -- Preface -- Notation -- Elements and compounds -- Abbreviations for units -- Chapter 1. Smart material applications -- Chapter 2. Model development for ferroelectric compounds -- Chapter 3. Model development for Relaxor ferroelectric compounds -- Chapter

4. Model development for ferromagnetic compounds -- Chapter 5. Model development for shape memory alloys -- Chapter 6. Unified modeling frameworks for ferroic compounds -- Chapter 7. Rod, beam, plate and shell models -- Chapter 8. Numerical techniques -- Appendix A. Glossary of terms -- Appendix B. Mathematical theory -- Appendix C. Legendre transforms, calculus of variations, mechanics principles -- Appendix D. Inversion algorithm -- Bibliography -- Index.

8. Record Nr.	UNINA9910893216303321
Titolo	DuB : Materialien zu Dialog und Bildung / Hrsg.: Stiftung Dialog und Bildung
Pubbl/distr/stampa	Berlin, : Stiftung Dialog und Bildung, 2014-
Descrizione fisica	Online-Ressource
Disciplina	370 200
Soggetti	Zeitschrift
Lingua di pubblicazione	Tedesco
Formato	Materiale a stampa
Livello bibliografico	Periodico
Note generali	Gesehen am 28.10.15