

1.	Record Nr.	UNINA990009279130403321
	Autore	Calliano, Carlo
	Titolo	Assistenza agli infermi : nell'ospedale ed in famiglia / Carlo Calliano
	Pubbl/distr/stampa	Milano : Ulrico Hoepli, 1892
	Edizione	[2. ed.]
	Descrizione fisica	448 p. : ill. ; 12 cm
	Collana	Manuali Hoepli
	Locazione	FMEBC
	Collocazione	90 CCH MEDICINA 59
	Lingua di pubblicazione	Italiano
	Formato	Materiale a stampa
	Livello bibliografico	Monografia
2.	Record Nr.	UNINA9910452982203321
	Autore	Cole Brandon <1982->
	Titolo	Lean-six sigma for the public sector : leveraging continuous process improvement to build better governments / / Brandon Cole
	Pubbl/distr/stampa	Milwaukee, Wisconsin : , : ASQ Quality Press, , 2011
	ISBN	600-00-4921-8
	Descrizione fisica	1 online resource (190 p.)
	Disciplina	352.3/4
	Soggetti	Total quality management in government - United States Process control Electronic books.
	Lingua di pubblicazione	Inglese
	Formato	Materiale a stampa
	Livello bibliografico	Monografia
	Note generali	Includes index.

3. Record Nr.	UNINA9910785418303321
Autore	Seltzer Richard, Ph. D.
Titolo	Getting a cut [[electronic resource]] : a contextual understanding of commission systems / / Richard Seltzer and Holona LeAnne Ochs
Pubbl/distr/stampa	Lanham, MD, : Lexington Books, c2010
ISBN	1-282-82009-5 9786612820090 0-7391-4441-3
Descrizione fisica	1 online resource (165 p.)
Altri autori (Persone)	OchsHolona LeAnne
Disciplina	331.2/164
Soggetti	Wage payment systems Bonus system Commission merchants
Lingua di pubblicazione	Inglese
Formato	Materiale a stampa
Livello bibliografico	Monografia
Note generali	Description based upon print version of record.
Nota di bibliografia	Includes bibliographical references and index.
Nota di contenuto	Contents; Preface; Introduction; Chapter 01. Travel; Chapter 02. Financial Services; Chapter 03. Realty; Chapter 04. Agents; Chapter 05. Direct Marketing; Chapter 06. Clothes, Jewelry, and Cosmetics; Chapter 07. Electronics; Chapter 08. Auto Parts, Sales, and Service; Chapter 09. Miscellaneous; Conclusions; References; Index; About the Authors
Sommario/riassunto	Getting a Cut provides a perspective on nonstandard compensation that demonstrates the process by which commissions impact the experiences of workers. Understanding this under-researched perspective reveals a great deal about the process by which the interaction of structure, culture, and craft that define management practices shape the experiences of the sales force and have the potential to enhance organizational performance.