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Nota di contenuto	Cover; Title Page; Copyright; Contents; About This Book; Acknowledgments; Part I Exercising Influence; Chapter 1 What We've Got Here Is a Failure to Influence: Dealing with Life 101; The Value of Influence Skills; Chapter 2 What Is Influence, and Why Do We Want to Have It? The Upside and the Downside; Influence and Power; Influence and Leadership; Your Sphere of Influence; Empowerment: Buzzword or Reality?; Benefits and Costs of Exercising Influence; Where Should We Exercise Influence?; Developing and Improving Influence Fitness Chapter 3 A Model for Exercising Influence: Building Relationships and Getting ResultsA Framework for Influence; What Is the Issue?; Chapter 4 Expressive Influence: Sending Ideas and Generating Energy; The Purpose of Expressive Influence; The Expressive Behaviors; Using Expressive Influence at Work; Using Expressive Influence at Home; Using Expressive Influence in Your Community; When to Use Expressive Behaviors; Chapter 5 Receptive Influence: Inviting Ideas and Stimulating Action; The Purpose of Receptive Influence; The Receptive Behaviors;

How Receptive Behaviors Work

Using Receptive Influence at Work Using Receptive Influence at Home; Using Receptive Influence in Your Community; When to Use Receptive Behaviors; Chapter 6 Influencing in Action: A World of Possibilities; Responding to Opportunities; Creating Opportunities; Managing Influence Situations; Part II Planning for Influence; Chapter 7 Developing an Influence Plan: Design Thinking for Influence Opportunities; Why Design an Influence Approach?; The Pros and Cons of Planning; Phase One: Mapping the Territory; Phase Two: Charting the Course; Phase Three: Troubleshooting Chapter 8 Establishing Influence Objectives: What Will Success Look Like? If You Don't Know Where You're Going; Developing a Challenging Influence Objective; The Value of Persistence; Chapter 9 Focus on the Relationship: Influence Works Both Ways; You, Me, and Us; The Importance of Balance; Studying History versus Being Condemned to Repeat It; Creating Your Influence Future; Chapter 10 Focus on the Context: The Individual; Influence Happens in the Other Person; Understanding Values, Needs, and Aspirations; Working with Personality, Interests, and Preferences; Examining Your Assumptions Difficult People or Difficult Situations? Chapter 11 Focus on the Context: System, Organization, Culture, and Timing; Influencing in an Open System; Organizations, Teams, and Families; Culture Is Context; Timing Is Everything-Almost; Chapter 12 Focus on the Context: Yourself; Wants versus Needs; Strengths and Limitations; Style and Blind Spots; Keeping It Light; Readiness, Reluctance, and Risk; Chapter 13 Focus on the Issues: What's at Stake?; Doing Your Homework; Framing the Issue; Confidence Is Power Chapter 14 Choosing and Using Influence Behaviors to Achieve Your Objective: How to Create Your Approach

Sommario/riassunto

Change minds, guide opinions, and shape emotions with the power of effective influence Exercising Influence is your guide to accomplishing more with less effort. Demystifying the process of influencing others, this book shows you how to develop effective influence behaviors, plan an influence approach, set goals, resolve problems, and build better relationships. Revised and expanded to provide more actionable advice across industries and sectors, this third edition has updated examples and resources and features all-new chapters on influencing through social media, influencing your team, and

2. Record Nr.	UNINA9911027262703321
Autore	Longoria Raul G.
Titolo	Modeling of Physical Systems
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ISBN	1118387619 1118387643 1118387635
Edizione	[First edition.]
Descrizione fisica	1 online resource
Altri autori (Persone)	Joseph J. Beaman
Soggetti	Systems engineering - Mathematical models Mechanics Electronic books
Lingua di pubblicazione	Inglese
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Livello bibliografico	Monografia
Nota di contenuto	Introduction -- Kirchhoff systems -- Physical modeling with bond graphs -- System model formulation and evaluation -- Linear system modeling and analysis -- Frequency response and impedance-based modeling -- Modeling feedback control systems -- Multiport modeling and energy methods -- Thermodynamic systems.
Sommario/riassunto	"Introductory text on nonlinear and continuous-time dynamic systems using bond graph methodology to enable readers to develop and apply physical system models Through an integrated and uniform approach to system modeling, analysis, and control, Modeling of Physical Systems uses realistic examples to link empirical, analytical, and numerical approaches and provide readers with the essential foundation needed to move towards more advanced topics in systems engineering. Rather than use only a linear modeling methodology, this book also incorporates nonlinear modeling approaches. The authors approach the topic using bond graph methodology, a well-known and highly effective method for the modeling and analysis of multi-energy domain systems at the physical level. With a strong focus on fundamentals, this book begins by reviewing core topics which engineering students will have been exposed to in their first two years

of study. It then expands into introducing systematic model development using a bond graph approach. Later chapters expand on the fundamental understanding of systems, with insights regarding how to make decisions on what to model and how much complexity is needed for a particular problem. Written by two professors with nearly a century of combined research and industry experience, *Modeling of Physical Systems* explores topics including: Basic Kirchoff systems, covering mechanical translation and rotation, electrical, hydraulic, and thermal systems, and ideal couplers A complete introduction to bond graph methods and their application to practical engineering system modeling Computer-based analysis and simulation, covering algebraic analysis of system equation and semi-analytical analysis for linear system response Multiport fields, distributed systems and transmission elements, covering heat and magnetism power lines and wave propagation modeling with W- and H-Lines Signal and power in measurement and control, covering derivative control and effect of feedback *Modeling of Physical Systems* is an essential learning resource for mechanical, mechatronics, and aerospace engineering students at the graduate and senior graduate level. The text is also valuable for professional engineers and researchers, controls engineers, and computer scientists seeking an understanding of engineering system modeling." -- Publisher's description.
