

1. Record Nr.	UNINA9910149170403321
Autore	Flannery Pearce
Titolo	Ask for the order! / / Pearce Flannery
Pubbl/distr/stampa	Cork, Ireland : , : NuBooks, , 2011 ©2011
ISBN	1-84621-038-0
Descrizione fisica	1 online resource (36 p.)
Disciplina	658.85
Soggetti	Selling Marketing
Lingua di pubblicazione	Inglese
Formato	Materiale a stampa
Livello bibliografico	Monografia
Note generali	Description based upon print version of record.
Nota di contenuto	INTRODUCTION; DEVELOPING A WINNING ATTITUDE; Developing a Positive Attitude; Setting Goals; Believe in Yourself; Understanding Personal Motivation; DEVELOPING EFFECTIVE SELLING SKILLS; Salesmanship: Art or Science?; Sources of Sales; Understand the Buying Motives of a Prospect; Sales Prospecting; Cold Calling; Qualifying the Customer; Making a Sales Presentation; Overcoming Objections; Closing the Sale; ABOUT THE AUTHOR
Sommario/riassunto	In business, nothing happens until a sale happens. Delivered to acclaim for many years, the ASK (Attitude + Skills + Knowledge) sales process is easy to understand and gives you the competitive advantage you need in business. ASK for the Order! is a useful refresher or introduction to the sales process.

2. Record Nr.	UNINA9910557561003321
Autore	Aguera Zaida
Titolo	Advances in Eating Disorders
Pubbl/distr/stampa	Basel, Switzerland, : MDPI - Multidisciplinary Digital Publishing Institute, 2021
Descrizione fisica	1 online resource (348 p.)
Soggetti	Humanities Social interaction
Lingua di pubblicazione	Inglese
Formato	Materiale a stampa
Livello bibliografico	Monografia
Sommario/riassunto	<p>Eating disorders (ED) are a group of mental disorders characterized by an altered food intake and the presence of inappropriate behaviors and thoughts about weight and shape. All EDs lead to physical and psychosocial functioning impairments in the patients which, in turn, may contribute to the persistence of the disease. The severity of EDs has been highlighted by their chronicity, medical complications, comorbidity, and high rates of mortality. Therefore, to address this important health issue, the current Special Issue collected 21 articles (i.e., three reviews and 18 research articles) focusing on the most recent and relevant scientific findings regarding advances in ED, such as genetic and epigenetic factors, biomarkers, comorbidity, clinical phenotypes, neurocognition, treatment predictors, and treatment models and therapeutic targets. Altogether, we believe that the articles contained in this Special Issue have largely achieved the initial objective of providing increased knowledge about the pathogenesis, the risk factors, the maintenance factors, and the most appropriate treatments tools for ED.</p>