

1. Record Nr.	UNINA9910153076503321
Autore	Townsend Heather
Titolo	The financial times guide to business networking : how to use the power of online and offline networking for business success / / Heather Townsend
Pubbl/distr/stampa	Harlow, England ; ; New York, United States : , : Pearson, , [2014] Â©2014
ISBN	1-292-00520-3 1-292-00521-1
Edizione	[Second edition.]
Descrizione fisica	1 online resource (273 pages) : illustrations
Collana	Always learning
Disciplina	650.13
Soggetti	Business networks
Lingua di pubblicazione	Inglese
Formato	Materiale a stampa
Livello bibliografico	Monografia
Nota di bibliografia	Includes bibliographical references (235-240) and index.
Nota di contenuto	Why network? -- How to create opportunities via networking -- Behave like a great networker -- Face-to-face options -- Online networking options -- Blogging -- An introduction to the fittertm process for successful networking -- Making the right first impression -- How to keep the conversation going -- How to work a room -- How to ask for referrals and introductions -- How to build your own community -- International networking -- Building your own successful joined-up networking strategy -- Writing your joined-up networking plan -- How to fit it all in -- A final word about networking.
Sommario/riassunto	'A great, practical guide to all aspects of networking – stuffed with lots of quick and easy tips to help you leverage the power of your network.' Ivan Misner, NY Times bestselling author and founder of BNI and Referral Institute 'This practical and easy-to-read book will quickly get you the results you need from your network.' Charlie Lawson, BNI UK and Ireland national director 'A "must read" for anyone wanting to use the power of face-to-face AND online networking to generate career and business success.' Andy Lopata, author of Recommended and And Death Came Third Up to 80 per cent of opportunities come from people who already know you, so the more people you know, the more chance you have of winning the new business or career you want. The

Financial Times Guide to Business Networking is your definitive introduction to a joined-up networking strategy that really works. This award-winning book has now been fully updated to include new chapters on generating referrals and boosting your confidence when networking, as well as the latest advice on social networking sites. Successfully combine online and offline networking techniques Develop the best networking approaches and behaviours Make a great first impression, build rapport and generate strong business relationships Talk to the right people, have productive conversations and effectively work a room

2. Record Nr.	UNINA9910254189503321
Autore	Hobbacher A. F
Titolo	Recommendations for Fatigue Design of Welded Joints and Components / / by A. F. Hobbacher
Pubbl/distr/stampa	Cham : , : Springer International Publishing : , : Imprint : Springer, , 2016
ISBN	3-319-23757-8
Edizione	[2nd ed. 2016.]
Descrizione fisica	1 online resource (150 p.)
Collana	IIW Collection, , 2365-435X
Disciplina	671.52042
Soggetti	Manufactures Metals Mechanics Mechanics, Applied Manufacturing, Machines, Tools, Processes Metallic Materials Solid Mechanics
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.
Nota di contenuto	General -- Fatigue Actions (Loading) -- Fatigue Resistance -- Fatigue Assessment -- Safety Considerations -- Appendices.
Sommario/riassunto	This book provides a basis for the design and analysis of welded components that are subjected to fluctuating forces, to avoid failure by

fatigue. It is also a valuable resource for those on boards or commissions who are establishing fatigue design codes. For maximum benefit, readers should already have a working knowledge of the basics of fatigue and fracture mechanics. The purpose of designing a structure taking into consideration the limit state for fatigue damage is to ensure that the performance is satisfactory during the design life and that the survival probability is acceptable. The latter is achieved by the use of appropriate partial safety factors. This document has been prepared as the result of an initiative by Commissions XIII and XV of the International Institute of Welding (IIW).
