1. Record Nr. UNINA9910451643403321

Autore	Baber Anne <1938->
Titolo	Make your contacts count [[electronic resource]] : networking know-how for business and career success / / Anne Baber, Lynne Waymon
Pubbl/distr/stampa	New York, : AMACOM, c2007
ISBN	1-281-12842-2 9786611128425 0-8144-2976-9
Edizione	[2nd ed.]
Descrizione fisica	1 online resource (272 p.)
Altri autori (Persone)	WaymonLynne
Disciplina	650.1/3
Soggetti	Career development Business networks Social networks Interpersonal relations Business etiquette Success in business Electronic books.
Lingua di pubblicazione	Inglese
Formato	Materiale a stampa
Livello bibliografico	Monografia
Note generali	Includes index.
Nota di contenuto	Preface. Get ready for state-of-the-art networking -- The time is right -- Are you ready? -- The contacts count networking system -- pt. I. Survey your skills and mindset -- 1. Assess your skills -- Instructions -- Observing the "netiquette" -- Assessing your comfort level -- Being strategic -- Meeting people -- Using networking organizations -- Making the most of events -- Achieving bottom-line results -- Following through -- Check your results -- Next steps -- 2. Change your mindset -- Come in from the cold -- The ten biggest misconceptions about networking -- Ten turnoffs in the language of networking -- You say you're shy? -- Catch your critic -- Convert your critic into your coach -- Believe the best about yourself and others -- Bonus : know your style -- pt. II. Set your strategy -- 3. Teach trust -- Move from taking to trusting -- Teach that you can be trusted -- The trust matrix -- Avoid manipulation -- 4. Develop your relationships -- Move through the six

stages -- The next move is up to you -- Rate your relationships -- Have questions about the A's? -- 5. Go with your goals -- Size your project to match your goal -- Check out your choices -- Assess your network -- Plan your strategic positioning project -- Bonus : get off to a good start --
pt. III. Sharpen your skills -- 6. Know the "netiquette" -- Enter enthusiastically -- Brighten up your body language -- ENGAGE your partner -- Tune up your tone of voice -- Consider closeness -- Watch what you put in your mouth -- Treat touching as taboo -- Forego flirting -- Pay your way -- Exchange business cards effectively -- Join groups comfortably -- Bonus : ten tips on the nuances of "netiquette" -- 7. Avoid the top twenty turn-offs -- 8. "Who are you?" -- Why remembering names is hard -- Learn someone's name -- Teach your name -- Try these twenty tips -- Break up bunches of introductions -- Deal skillfully with forgotten names -- Give yourself a tagline -- Yes, mind your manners -- The introduction rule : FIRST IS FOREMOST -- 9. "What do you do?" -- Why most answers bomb -- Make the right things happen -- Give it your BEST -- Be interesting -- Try these tips -- Read these frequently asked questions -- 10. "What are we going to talk about?" -- Listen for your cue -- Use success stories to tell what's new -- Figure out your agenda -- Begin with the right side -- What do you have to give? -- What do you want to get? -- Give and get with ease -- Practice agenda-making -- Go Public with your agenda -- Exchange something -- 11. Make conversation flow -- Listen generously -- Use your EARS -- How listening generously pays off -- Be seriously curious -- Tell success stories -- Construct your story carefully -- Sample these stories -- People want to know... -- 12. End with the future in mind -- Prepare for the next time -- Listen for the bell -- Eight ways to leave -- A ritual for leave-taking -- Do you have questions? -- 13. Follow through -- Focus on follow through -- Figure out your reasons to reconnect -- Face your fears -- Fill in the blanks on your calendar -- The five goals of follow through -- Freshen up your relationships -- Find the way -- Bonus : five more ingenious ways to fit in follow through --
pt. IV. Select your settings -- 14. Network at work -- Got the right word? -- Bank on the benefits -- Ten ways to get on board quickly -- Assess your corporate culture -- How strong is your inside network? -- Map out a plan -- Pair up with peers -- Avoid erroneous assumptions -- Overcome the barriers -- Bonus : after organizational earthquakes, rebuild your network -- 15. Make it rain clients -- What people think -- Professionalize your practice development -- Make conversations count -- What's one conversation worth? -- Create constellations -- Cross-sell your clients -- Make asking for referrals a ritual -- 16. (Net) work from home -- Tune in to the trends -- Conquer the challenges -- Link up your life and your livelihood -- Bonus : create a constellation -- 17. Make the most of your memberships -- Size your network to fit your needs -- Link up one-on-one -- Access anybody -- Join groups -- Choose groups strategically -- Understand the hierarchy -- Know the group before you join -- Orchestrate who knows you -- The twelve biggest mistakes members make -- Jump right in -- 18. Rev up referral groups -- See how they run -- Shop around -- Check it out -- Don't just join, join in -- Start small -- Spice up the meetings -- Start your own -- 19. Connect at conventions -- Expand your expectations -- Get ready, get set : before you go -- Show up at the conference -- Follow up after you get home -- Later on, get re-inspired -- Bonus : plan meetings that get people talking -- 20. Jump-start your job hunt -- Use the contacts count networking system -- Twenty-five tactics to find a job fast -- Bonus : manage your strategy support group.

Sommario/riassunto	The book that makes networking an art, not an accident, now completely revised and expanded!

2. Record Nr. UNINA9910337569803321

Autore	Vince John
Titolo	Calculus for Computer Graphics / / by John Vince
Pubbl/distr/stampa	Cham : , : Springer International Publishing : , : Imprint : Springer, , 2019
ISBN	3-030-11376-0
Edizione	[2nd ed. 2019.]
Descrizione fisica	1 online resource (XVII, 303 p. 179 illus., 178 illus. in color.)
Disciplina	006.60151
Soggetti	Computer graphics Computer science—Mathematics Computer science - Mathematics Computer Graphics Mathematical Applications in Computer Science
Lingua di pubblicazione	Inglese
Formato	Materiale a stampa
Livello bibliografico	Monografia
Nota di contenuto	Introduction -- Functions -- Limits and Derivatives -- Derivatives and Antiderivatives -- Higher Derivatives -- Partial Derivatives -- Integral Calculus -- Area Under a Graph -- Are Length and Parameterisation of Curves -- Surface Area -- Volume -- Vector-Valued Functions -- Tangent and Normal Vectors -- Continuity -- Curvature -- Conclusion. .
Sommario/riassunto	Students studying different branches of computer graphics have to be familiar with geometry, matrices, vectors, rotation transforms, quaternions, curves and surfaces and as computer graphics software becomes increasingly sophisticated, calculus is also being used to resolve its associated problems. In this 2nd edition, the author extends the scope of the original book to include applications of calculus in the areas of arc-length parameterisation of curves, geometric continuity, tangent and normal vectors, and curvature. The author draws upon his experience in teaching mathematics to undergraduates to make

calculus appear no more challenging than any other branch of mathematics. He introduces the subject by examining how functions depend upon their independent variables, and then derives the appropriate mathematical underpinning and definitions. This gives rise to a function’s derivative and its antiderivative, or integral. Using the idea of limits, the reader is introduced to derivatives and integrals of many common functions. Other chapters address higher-order derivatives, partial derivatives, Jacobians, vector-based functions, single, double and triple integrals, with numerous worked examples, and over a hundred and seventy colour illustrations. This book complements the author’s other books on mathematics for computer graphics, and assumes that the reader is familiar with everyday algebra, trigonometry, vectors and determinants. After studying this book, the reader should understand calculus and its application within the world of computer graphics, games and animation.