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| 1. Record Nr. | UNINA9910793028803321 |
| Autore | Jolles Robert L. <1957-> |
| Titolo | Why people don't believe you : building credibility from the inside out / / Rob Jolles |
| Pubbl/distr/stampa | Oakland, CA : , : Berrett-Koehler Publishers, , [2018] ©2018 |
| ISBN | 1-5230-9591-1 |
| Edizione | [First edition.] |
| Descrizione fisica | 1 online resource (1 volume) : illustrations |
| Classificazione | BUS007000 |
| Disciplina | 650.1/3 |
| Soggetti | Business communication Interpersonal communication |
| Lingua di pubblicazione | Inglese |
| Formato | Materiale a stampa |
| Livello bibliografico | Monografia |
| Nota di bibliografia | Includes bibliographical references and index. |
| Sommario/riassunto | For some, projecting confidence and credibility is second nature. For others, it seems like a foreign language they'll never learn – until now. Rob Jolles delivers down-to-earth solutions for anyone looking to enhance the most basic need of all; to be believed. He leverages his over 30 years of experience to equip readers with empowering and practical tools for achieving business and social success. Jolles argues that credibility is as much about attitude as it is about aptitude. So-called “soft skills” like pitch, pace, and tone of voice, are actually some of the most crucial factors in determining how people perceive us. As he puts it, “it's not the words, it's the tune” that really makes us memorable and credible. This book is about finding the necessary magic to help others believe you. It requires an unshakable belief in yourself, so Jolles starts there. With that as a solid foundation, you can move on to the specific tactics and practices that will make you credible and convincing. But these can be tough to practice in the face of the inevitable setbacks we all face, so he also offers advice on maintaining courage and confidence when doubt naturally creeps in. And he concludes with a discussion of sustaining your newfound credibility for the long haul. There isn't a soul on earth who hasn't questioned themselves at some point. And most of us are just one or two brutal |

rejections away from questioning all that we are. Why People Don't Believe You helps readers cultivate a robust mental framework and a set of what Jolles calls “performance skills” to tackle these doubts. You are good enough –and after reading this stirring book, you'll be ready to make the world believe that as well.

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| 2. Record Nr. | UNINA9910337845803321 |
| Titolo | Computer Vision – ACCV 2018 : 14th Asian Conference on Computer Vision, Perth, Australia, December 2–6, 2018, Revised Selected Papers, Part IV // edited by C.V. Jawahar, Hongdong Li, Greg Mori, Konrad Schindler |
| Pubbl/distr/stampa | Cham : , : Springer International Publishing : , : Imprint : Springer, , 2019 |
| ISBN | 3-030-20870-2 |
| Edizione | [1st ed. 2019.] |
| Descrizione fisica | 1 online resource (XX, 749 p. 491 illus., 249 illus. in color.) |
| Collana | Image Processing, Computer Vision, Pattern Recognition, and Graphics ; ; 11364 |
| Disciplina | 006.37 006.6 |
| Soggetti | Optical data processing Artificial intelligence Computers Computer organization Image Processing and Computer Vision Artificial Intelligence Information Systems and Communication Service Computer Systems Organization and Communication Networks |
| Lingua di pubblicazione | Inglese |
| Formato | Materiale a stampa |
| Livello bibliografico | Monografia |
| Sommario/riassunto | The six volume set LNCS 11361-11366 constitutes the proceedings of the 14th Asian Conference on Computer Vision, ACCV 2018, held in Perth, Australia, in December 2018. The total of 274 contributions was |

carefully reviewed and selected from 979 submissions during two rounds of reviewing and improvement. The papers focus on motion and tracking, segmentation and grouping, image-based modeling, deep learning, object recognition object recognition, object detection and categorization, vision and language, video analysis and event recognition, face and gesture analysis, statistical methods and learning, performance evaluation, medical image analysis, document analysis, optimization methods, RGBD and depth camera processing, robotic vision, applications of computer vision.
