

1. Record Nr.	UNINA9910457812703321
Autore	Al-Rasheed Madawi
Titolo	Contesting the Saudi state : Islamic voices from a new generation // Madawi Al-Rasheed [[electronic resource]]
Pubbl/distr/stampa	Cambridge : , : Cambridge University Press, , 2007
ISBN	1-107-16696-9 1-280-75050-2 0-511-26959-5 0-511-26865-3 0-511-27015-1 0-511-31942-8 0-511-49218-9 0-511-26867-X
Descrizione fisica	1 online resource (xxi, 308 pages) : digital, PDF file(s)
Collana	Cambridge Middle East studies ; ; 25
Disciplina	320.9538
Soggetti	Dissenters - Saudi Arabia Political culture - Saudi Arabia Islam and politics - Saudi Arabia Saudi Arabia Intellectual life 20th century Saudi Arabia Intellectual life 21st century Saudi Arabia Politics and government 21st century
Lingua di pubblicazione	Inglese
Formato	Materiale a stampa
Livello bibliografico	Monografia
Note generali	Title from publisher's bibliographic system (viewed on 05 Oct 2015).
Nota di bibliografia	Includes bibliographical references (p. 263-302) and indexes.
Nota di contenuto	Introduction: debating religion and politics in the twenty-first century -- Consenting subjects: official Wahhabi religio-political discourse -- Re-enchanting politics: Sahwis from contestation to co-optation -- Struggling in the way of God abroad: from localism to transnationalism -- Struggling in the way of God at home: the politics and poetics of jihad -- Debating Salafis: Lewis Atiyat Allah and the jihad obligation -- Searching for the unmediated word of God.
Sommario/riassunto	The terms Wahhabi or Salafi are seen as interchangeable and frequently misunderstood by outsiders. However, as Madawi al-Rasheed explains in a fascinating exploration of Saudi Arabia in the twenty-first century,

even Saudis do not agree on their meaning. Under the influence of mass education, printing, new communication technology, and global media, they are forming their own conclusions and debating religion and politics in traditional and novel venues, often violating official taboos and the conservative values of the Saudi society. Drawing on classical religious sources, contemporary readings and interviews, Al-Rasheed presents an ethnography of consent and contest, exploring the fluidity of the boundaries between the religious and political. Bridging the gap between text and context, the author also examines how states and citizens manipulate religious discourse for purely political ends, and how this manipulation generates unpredictable reactions whose control escapes those who initiated them.

2. Record Nr.	UNINA9910453420503321
Autore	Donnolo Mark
Titolo	The innovative sale / / Mark Donnolo
Pubbl/distr/stampa	New York : , : American Management Association, , [2014] ©2014
ISBN	0-8144-3348-0
Edizione	[1st edition]
Descrizione fisica	1 online resource (304 p.)
Disciplina	658.8/1
Soggetti	Sales management Creative ability in business Customer relations - Management Selling Electronic books.
Lingua di pubblicazione	Inglese
Formato	Materiale a stampa
Livello bibliografico	Monografia
Note generali	Includes index.
Nota di contenuto	Cover; Contents; Acknowledgments; Introduction; CHAPTER 1 The Sales Innovation Dilemma; The Dilemma of Perception; The Dilemma of Constraints; The Dilemma of Personality; How Sales and Innovation Work Together; CHAPTER 2 The Innovative Sale Principles; Principle One: Pattern; Principle Two: Variety; Principle Three: Unity; Principle

Four: Contrast; Principle Five: Movement; Principle Six: Harmony; CHAPTER 3 What's Your Problem? Laying the Foundation and Gathering Insight; The Innovative Sale Process: An Overview; Step 1: Define the Challenge and Constraints; Step 2: Gather Insight
CHAPTER 4 Breaking Down BarriersBreaking Down Brainstorming; Step 3: Create Initial Approaches; Step 4: Destroy False Constraints; CHAPTER 5: Where Are All the New Ideas?; Step 5: Combine Parallels; Step 6: Explore Horizontally; CHAPTER 6: The Attraction of Rejection; Step 7: Develop Vertically; Step 8: Implement and Communicate; CHAPTER 7: The Innovative Sale in Practice: Delivering a Better Value Proposition; Working Through the Innovative Sale Process; CHAPTER 8: The Innovative Sale in Practice: Designing Your Sales Process and Customer Experience
Working Through the Innovative Sale ProcessCHAPTER 9: The Innovative Sale in Practice: Coaching Your Team; The Innovative Sale Assessment: Understanding Your Sales Team's Creative Quotient for Sales; Putting It into Action; CHAPTER 10: What's Your Creative Quotient for Sales?; Get Your Creative Quotient for Sales; Building Your Innovative Sale Muscles; APPENDIX: Your Revenue Roadmap: A Powerful Left- Brained Approach for Connecting the Sales Effectiveness Disciplines; Index; A; B; C; D; E; F; G; H; I; J; K; L; M; N; O; P; Q; R; S; T; U; V; W; X; Y; About the Author
Free Sample Chapter from *New Sales. Simplified.*

Sommario/riassunto

In this groundbreaking book on sales creativity, readers will learn how to integrate the right-brain aptitude for innovation with the left-brain affinity for logic and process. The result is a fresh, dynamic approach that addresses customers' needs while expanding the salesperson's entire way of thinking. Packed with real-life examples and powerful principles.

3. Record Nr.	UNISA996390912703316
Autore	Calver Edward <fl. 1649.>
Titolo	Englands sad posture [[electronic resource]] : Or, A true description of the present estate of poore distressed England, and of the lamentable condition of these distracted times, since the beginning of this civil, and unnaturall warr. Presented to the Right Honourable, pious, and valiant, Edward, Earle of Manchester
Pubbl/distr/stampa	London, : Printed by Bernard Alsop, and are to be sold by Richard Harper, in Smithfield, at the Signe of the Bible, [1644]
Descrizione fisica	[8], 39, [1] p
Soggetti	Great Britain History Civil War, 1642-1649 Poetry Early works to 1800
Lingua di pubblicazione	Inglese
Formato	Materiale a stampa
Livello bibliografico	Monografia
Note generali	In verse. Dedication signed: Edvard Calver. Publication date from Wing. Annotation on Thomason copy: "July 12th. 1644". Reproduction of the original in the British Library.
Sommario/riassunto	eebo-0018