

1. Record Nr.	UNINA9910254753103321
Autore	Bell Charles
Titolo	MySQL for the Internet of Things // by Charles Bell
Pubbl/distr/stampa	Berkeley, CA : , : Apress : , : Imprint : Apress, , 2016
ISBN	9781484212936 1484212932
Edizione	[1st ed. 2016.]
Descrizione fisica	1 online resource (329 p.)
Collana	The expert's voice in big data
Disciplina	004
Soggetti	Database management Database Management
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 and index.
Nota di contenuto	1. The Internet of Things and Data -- 2. How IOT Data is Stored -- 3. Hardware for IOT Devices and Data Collection -- 4. Data Transformation -- 5. MySQL Primer -- 6. Building Low-Cost MySQL Database Nodes -- 7. High Availability IOT Solutions -- 8. Demonstration of Techniques.
Sommario/riassunto	This book introduces the problems facing Internet of Things developers and explores current technologies and techniques to help you manage, mine, and make sense of the data being collected through the use of the world's most popular database on the Internet - MySQL. The IoT is poised to change how we interact with and perceive the world around us, and the possibilities are nearly boundless. As more and more connected devices generate data, we will need to solve the problem of how to collect, store, and make sense of IoT data by leveraging the power of database systems. The book begins with an introduction of the MySQL database system and storage of sensor data. Detailed instructions and examples are provided to show how to add database nodes to IoT solutions including how to leverage MySQL high availability, including examples of how to protect data from node outages using advanced features of MySQL. The book closes with a comparison of raw and transformed data showing how transformed data can improve understandability and help you cut through a clutter of superfluous data toward the goal of mining nuggets of useful

knowledge. In this book, you'll learn to: Understand the crisis of vast volumes of data from connected devices Transform data to improve reporting and reduce storage volume Store and aggregate your IoT data across multiple database servers Build localized, low-cost MySQL database servers using small and inexpensive computers Connect Arduino boards and other devices directly to MySQL database servers Build high availability MySQL solutions among low-power computing devices.

2. Record Nr.	UNINA9910650880903321
Autore	Zoltners Andris A
Titolo	Building a winning sales force : powerful strategies for driving high performance // Andris A. Zoltners, Prabhakant Sinha, Sally E. Lorimer
Pubbl/distr/stampa	New York, : AMACOM, c2009
ISBN	9786612032639 9781282032637 1282032631 9780814410424 0814410421
Edizione	[1st ed.]
Descrizione fisica	1 online resource (497 p.)
Altri autori (Persone)	LorimerSally E SinhaPrabhakant
Disciplina	658.8 658.8/102 658.8102
Soggetti	Sales management Sales personnel
Lingua di pubblicazione	Inglese
Formato	Materiale a stampa
Livello bibliografico	Monografia
Note generali	Includes index.
Nota di contenuto	Contents; PART 1 A Blueprint for Sales Force Excellence; PART 2 Improving the Top Sales Effectiveness Drivers; PART 3 Addressing Common and Challenging Sales Management Issues; Index
Sommario/riassunto	Sales force effectiveness drives every company's success, but keeping a sales organization at the top of its game is a constant challenge. As

experts in the field, Andy Zoltners and Prabha Sinha have helped sales leaders around the world perfect their sales strategy, operations, and execution. Combining strategic insight with pragmatic advice, Building a Winning Sales Force provides current and aspiring sales leaders with innovative yet practical solutions to many of the most common issues faced by today's sales organizations. The book shows readers how to:
assess how good their sales force
