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|----|-------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| 1. | Record Nr.              | UNINA990002759770403321                                                                                                                                                                                                                                                                                                                                                                                                                                    |
|    | Autore                  | Livingston, J.S.                                                                                                                                                                                                                                                                                                                                                                                                                                           |
|    | Titolo                  | Cases in Sales Management / Livingston J.S. and Davis T.R.                                                                                                                                                                                                                                                                                                                                                                                                 |
|    | Pubbl/distr/stampa      | Homewood : Richard D.Irwin, 1962                                                                                                                                                                                                                                                                                                                                                                                                                           |
|    | Descrizione fisica      | 722 p. : ill. ; 24 cm                                                                                                                                                                                                                                                                                                                                                                                                                                      |
|    | Altri autori (Persone)  | Davis, Robert Tyrrell                                                                                                                                                                                                                                                                                                                                                                                                                                      |
|    | Locazione               | ECA                                                                                                                                                                                                                                                                                                                                                                                                                                                        |
|    | Collocazione            | 4-7-36                                                                                                                                                                                                                                                                                                                                                                                                                                                     |
|    | Lingua di pubblicazione | Inglese                                                                                                                                                                                                                                                                                                                                                                                                                                                    |
|    | Formato                 | Materiale a stampa                                                                                                                                                                                                                                                                                                                                                                                                                                         |
|    | Livello bibliografico   | Monografia                                                                                                                                                                                                                                                                                                                                                                                                                                                 |
| 2. | Record Nr.              | UNINA9910711463903321                                                                                                                                                                                                                                                                                                                                                                                                                                      |
|    | Autore                  | Kroll Ian                                                                                                                                                                                                                                                                                                                                                                                                                                                  |
|    | Titolo                  | Analysis of OAR transition of research and development (2014-2017) /<br>/ Ian Kroll [and 3 others]                                                                                                                                                                                                                                                                                                                                                         |
|    | Pubbl/distr/stampa      | Silver Spring, Maryland : , : NOAA/Laboratories and Cooperative<br>Institutes, United States Department of Commerce, National Oceanic<br>and Atmospheric Administration, Office of Oceanic and Atmospheric<br>Research, , 2018                                                                                                                                                                                                                             |
|    | Descrizione fisica      | 1 online resource (vii, 55 pages) : color illustrations                                                                                                                                                                                                                                                                                                                                                                                                    |
|    | Collana                 | NOAA technical memorandum OAR LCI ; ; 001                                                                                                                                                                                                                                                                                                                                                                                                                  |
|    | Soggetti                | Research - United States - Management<br>Research - United States - Measurement<br>Government accountability - United States - Measurement<br>Research and development projects - United States - Evaluation<br>Environmental sciences - Research - United States - Measurement<br>Research - Data processing - Evaluation<br>Project management - United States - Evaluation<br>Project management - Evaluation<br>Research - Management<br>United States |

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| Lingua di pubblicazione | Inglese                                        |
| Formato                 | Materiale a stampa                             |
| Livello bibliografico   | Monografia                                     |
| Note generali           | "April 2018."                                  |
| Nota di bibliografia    | Includes bibliographical references (page 19). |