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Autore	Lopata Andy
Titolo	Recommended : how to sell through networking and referrals // Andy Lopata
Pubbl/distr/stampa	Harlow, England : , : Financial Times : , : Prentice Hall, , [2011] ©2011
ISBN	0-273-75846-2 1-283-33410-0 9786613334107 0-273-75845-4
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Soggetti	Word-of-mouth advertising Business referrals Business networks Marketing
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Livello bibliografico	Monografia
Note generali	Formerly CIP.
Nota di bibliografia	Includes bibliographical references (pages 267-270) and index.
Nota di contenuto	Acknowledgements Preface Introduction Part One - Why you need to get recommended Chapter One What is a referral? Chapter Two The role of networking Chapter Three - Current approaches don't work Chapter Four You can't just throw mud at a wall Part Two The foundation of the ultimate referrals strategy Chapter Five The role of trust in a referrals strategy Chapter Six Do people understand how to refer you? Chapter Seven Who has the best opportunity to refer you? Part Three How your network can help you generate referrals Chapter Eight- The six degrees of separation and how they influence your referrals strategy Chapter Nine Where will your referrals come from? Chapter Ten Referrals within an organisation Chapter Eleven How to select the right networks for you Part Four How to get your network to refer you Chapter Twelve Inspiring people to refer you Chapter Thirteen When to ask for referrals Chapter Fourteen Referring others with confidence Part Five Tools you can use Chapter Fifteen LinkedIn as a referral tool Chapter Sixteen The Referral Book Chapter Seventeen -

Results you can rely on In a nutshell: Ten steps to an effective referrals strategy Further resources Index

Sommario/riassunto

Referrals and recommendations are the most effective drivers of new business. This book will show you how to make your business thrive by generating referrals and sales from your own networks cheaply, effectively and quickly.

2. Record Nr.

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Titolo

Against the wall [[electronic resource]] : poor, young, Black, and male / / edited by Elijah Anderson

Pubbl/distr/stampa

Philadelphia, : University of Pennsylvania Press, c2008

ISBN

1-283-89657-5
0-8122-0695-9

Descrizione fisica

1 online resource (314 p.)

Collana

The city in the 21st century

Altri autori (Persone)

AndersonElijah

Disciplina

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Soggetti

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African American men - Social conditions
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Nota di contenuto

Front matter -- Contents -- Foreword: Strong Men Keep A - Comin On / West, Cornel -- Part I. Facing the Situation of Young Black Men in Inner Cities -- Chapter 1. Against the Wall: Poor, Young, Black, and Male / Anderson, Elijah -- Chapter 2. David's Story: From Promise to Despair / Gunn, Raymond -- Chapter 3. Young, Black, and Male: The Life History of an American Drug Dealer Facing Death Row / Duck, Waverly -- Part II. Structural Analyses of Joblessness Among Black Youth -- Chapter 4. The Economic Plight of Inner - City Black Males / Wilson, William Julius -- Chapter 5. Blacklisted: Hiring Discrimination in an Era of Mass Incarceration / Pager, Devah -- Chapter 6. The Effects of Immigration on the Economic Position of Young Black Males / Jaynes,

Gerald D. -- Chapter 7. Immigration and Equal Opportunity / Massey, Douglas S. -- Part III. Engaging Urban Youth in Social Institutions -- Chapter 8. Youth Entrepreneurship Training in the Inner City: Overcoming Disadvantage, Engaging Youth in School / Anderson, Luke -- Chapter 9. Black Male Students and Reflections on Learning and Teaching / Dance, L. Janelle -- Chapter 10. Fighting like a Ballplayer: Basketball as a Strategy Against Social Disorganization / Brooks, Scott N. -- Chapter 11. "Tell us how it feels to be a problem": Hip Hop Longings and Poor Young Black Men / Perry, Imani -- Part IV. Social Policy Matters -- Chapter 12. Social Issues Lurking in the Over-Representation of Young African American Men in the Expanding DNA Databases / Duster, Troy -- Chapter 13. "You can take me outta the 'hood, but you can't take the 'hood outta me": Youth Incarceration and Reentry / Fader, Jamie J. -- Chapter 14. Suicide Patterns Among Black Males / Joe, Sean -- Chapter 15. Why Are Handguns So Accessible on Urban Streets? / Kairys, David -- Chapter 16. What Do We Do Now? Toward a Brighter Future for African American Men / Edelman, Peter -- Notes -- Contributors -- Index -- Acknowledgments

Sommario/riassunto

Selected by Choice magazine as an Outstanding Academic Title

Typically residing in areas of concentrated urban poverty, too many young black men are trapped in a horrific cycle that includes active discrimination, unemployment, violence, crime, prison, and early death. This toxic mixture has given rise to wider stereotypes that limit the social capital of all young black males. Edited and with an introductory chapter by sociologist Elijah Anderson, the essays in *Against the Wall* describe how the young black man has come to be identified publicly with crime and violence. In reaction to his sense of rejection, he may place an exaggerated emphasis on the integrity of his self-expression in clothing and demeanor by adopting the fashions of the "street." To those deeply invested in and associated with the dominant culture, his attitude is perceived as profoundly oppositional. His presence in public gathering places becomes disturbing to others, and the stereotype of the dangerous young black male is perpetuated and strengthened. To understand the origin of the problem and the prospects of the black inner-city male, it is essential to distinguish his experience from that of his pre-Civil Rights Movement forebears. In the 1950's, as militant black people increasingly emerged to challenge the system, the figure of the black male became more ambiguous and fearsome. And while this activism did have the positive effect of creating opportunities for the black middle class who fled from the ghettos, those who remained faced an increasingly desperate climate. Featuring a foreword by Cornel West and sixteen original essays by contributors including William Julius Wilson, Gerald D. Jaynes, Douglas S. Massey, and Peter Edelman, *Against the Wall* illustrates how social distance increases as alienation and marginalization within the black male underclass persist, thereby deepening the country's racial divide.

3. Record Nr.	UNINA9910524652303321
Autore	Kresky Jeffrey <1948->
Titolo	Tonal Music : Twelve Analytic Studies // Jeffrey Kresky
Pubbl/distr/stampa	Indiana University Press, 1977 Bloomington : , : Indiana University Press, , 1977 ©1977
ISBN	0-253-05104-5
Descrizione fisica	1 online resource (1 online resource xiii, 167 pages) : : illustrations
Soggetti	Musikalische Analyse Muzikale analyse Musical analysis Analyse musicale Electronic books.
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Formato	Materiale a stampa
Livello bibliografico	Monografia
Nota di contenuto	Analysis of a typical tonal progression -- Analysis of a theme from a Haydn symphony -- Analysis of a complete melody by Corelli -- Analysis of Chopin : Prelude in E minor, opus 28, no. 4 -- Analysis of Bach : Two-part invention in D minor -- Analysis of a Schubert song -- Analysis of Chopin : Mazurka in F, opus 68, no. 3 (Posth.) -- Analysis of Beethoven : Piano sonata in C minor, opus 13 ("Pathetique"), second movement -- Analysis of Mozart : Piano sonata in G, K. 283, first movement -- Analysis of Brahms : Intermezzo, opus 76, no. 7 for piano -- A study of the end of Act I of Wagner's Die Walkure -- Analysis of Debussy : Prelude VIII for piano (Book I).
Sommario/riassunto	A frequent approach to musical analysis is to consider one term or concept at a time, illustrating it with fragments of several compositions. But the format of this original and lucidly written book features entire tonal compositions, one per chapter, analyzed on several levels simultaneously. The author builds up from very simple musical forms, skillfully leading the reader through a measure-by-measure, indeed often beat-by-beat or note-by-note, analysis. The pieces span the period from Corelli to Debussy and hence illus-trate

both the flexibility and the historical development of the tonal system. A concluding essay projects this development into the twentieth century, with implications for the analysis of nontonal music. The music discussed in five of the twelve chapters is supplied; the rest of the compositions are standard works.
