

1. Record Nr.	UNINA9910461607003321
Autore	Fernandez Phil <1960->
Titolo	Revenue disruption [[electronic resource] ] : game-changing sales and marketing strategies to accelerate growth // Phil Fernandez
Pubbl/distr/stampa	Hoboken, N.J., : Wiley, c2012
ISBN	1-280-59272-9 9786613622556 1-118-33189-3 1-118-33412-4
Edizione	[1st edition]
Descrizione fisica	1 online resource (242 p.)
Disciplina	658.8 658.8/02 658.802
Soggetti	Marketing Purchasing Electronic books.
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	It's the buyer, stupid -- The selling cry of the lonely hunter -- Before and after mad men : a brief history of marketing -- Demand generation emerges.
Sommario/riassunto	Strategies for any company to transform its sales and marketing efforts in a way that truly accelerates revenue growth Revenue Disruption delivers bold new strategies to transform corporate revenue performance and ignite outsized revenue growth. Today's predominant sales and marketing model is at best obsolete and at worst totally dysfunctional. This book offers a completely new operating methodology based on a sales and marketing approach that recognizes the global technological, cultural, and media changes that have forever transformed the process of buying and selling. The dysfunct

2. Record Nr.	UNINA9910780290203321
Titolo	Calvinism and religious toleration in the Dutch Golden Age // edited by R. Po-chia Hsia and Henk van Nierop [[electronic resource]]
Pubbl/distr/stampa	Cambridge : , : Cambridge University Press, , 2002
ISBN	1-107-13130-8 0-521-17319-1 0-511-32573-8 1-280-15495-0 0-511-04433-X 0-511-14789-9 0-511-49676-1 0-511-11979-8
Descrizione fisica	1 online resource (viii, 187 pages) : digital, PDF file(s)
Disciplina	261.7/2/09492
Soggetti	Calvinism - Netherlands - History Netherlands Church history
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. 177-179) and index.
Nota di contenuto	Introduction / Ronnie Po-Chia Hsia -- 'Dutch' religious tolerance : celebration and revision / Benjamin J. Kaplan -- Religious toleration in the United Provinces : from 'case' to 'model' / Willem Frijhoff -- The bond of Christian piety : the individual practice of tolerance and intolerance in the Dutch Republic / Judith Pollmann -- Religious policies in the seventeenth-century Dutch Republic / Joke Spaans -- Paying off the sheriff : strategies of Catholic toleration in Golden Age Holland / Christine Kooi. Sewing the bailiff in a blanket : Catholics and the law in Holland / Henk Van Nierop -- Anabaptism and tolerance : possibilities and limitations / Samme Zijlstra -- Jews and religious toleration in the Dutch Republic / Peter Van Rooden -- Religious toleration and radical philosophy in the later Dutch Golden Age (1668-1710) / Jonathan Israel -- The politics of intolerance : citizenship and religion in the Dutch Republic (seventeenth to eighteenth centuries) / Maarten Prak.

## Sommario/riassunto

Dutch society has enjoyed a reputation, or notoriety, for permissiveness from the sixteenth century to present times. The Dutch Republic in the Golden Age was the only society that tolerated religious dissenters of all persuasions in early modern Europe, despite being committed to a strictly Calvinist public Church. Professors R. Po-chia Hsia and Henk van Nierop have brought together a group of leading historians from the US, the UK and the Netherlands to probe the history and myth of this Dutch tradition of religious tolerance. This 2002 collection of outstanding essays reconsiders and revises contemporary views of Dutch tolerance. Taken as a whole, the volume's innovative scholarship offers unexpected insights into this important topic in religious and cultural history.

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