

1. Record Nr.	UNINA9910519296603321
Autore	Travaglini, Marco <1957- >
Titolo	Bosnia, l'Europa di mezzo : viaggio tra guerra e pace, tra Oriente e Occidente / Marco Travaglini ; prefazione di Gianni Oliva ; introduzione di Donatella Sasso
Pubbl/distr/stampa	Formigine], : Infinito, 2015
ISBN	978-88-6861-090-6
Descrizione fisica	190 p. ; 22 cm
Collana	Orienti ; 42
Disciplina	949.74203
Locazione	FSPBC
Collocazione	COLLEZ. 3034 (42)
Lingua di pubblicazione	Italiano
Formato	Materiale a stampa
Livello bibliografico	Monografia

2. Record Nr.	UNINA9910783444603321
Autore	Miller William <1955->
Titolo	Knock your socks off prospecting [[electronic resource]] : how to cold call, get qualified leads, and make more money / / by William "Skip" Miller & Ron Zemke
Pubbl/distr/stampa	New York, : AMACOM, c2005
ISBN	1-281-12701-9 9786611127015 0-8144-2871-1
Descrizione fisica	1 online resource (175 p.)
Altri autori (Persone)	ZemkeRon
Disciplina	658.8/72
Soggetti	Telephone selling Selling
Lingua di pubblicazione	Inglese
Formato	Materiale a stampa
Livello bibliografico	Monografia
Note generali	Includes index.
Nota di contenuto	Gee, ma, do i hafta? -- Make money easier -- It's all about them -- Turn strangers into customers -- The ole' numbers game -- A winning formula -- Time management I: the proactive sales matrix -- Time management II: the power hour -- Speak the customer's language -- Sell to their values, not yours -- Don't sell stuff, sell solutions -- You sell change -- Execution: the true art of the sale -- Your 30-second speech -- 30-second variations: the opening -- 30-second variations: WIIFM -- Summary and flip -- leaving a message -- Own the process -- Who's driving -- Transfer of ownership: internal and external dragons -- It's about time -- Summary, bridge, pull -- Handling no: which no is that? -- Call #2: second 30-second speech -- Trip-Tik -- Two paths: value vs. solution -- Putting the cart before the horse -- It's all about you.
Sommario/riassunto	Another ""knockout"" in the grand tradition of Knock Your Socks Off Service!

3. Record Nr.	UNINA9910819626803321
Autore	Stewart-Howard Stephanie
Titolo	Barbecue lover's Memphis and Tennessee styles : restaurants, markets, recipes & traditions / / Stephanie Stewart-Howard
Pubbl/distr/stampa	Guilford, Connecticut : , : Globe Pequot, , 2015 ©2015
ISBN	1-4930-1902-3
Descrizione fisica	1 online resource (225 p.)
Disciplina	641.7/60976819
Soggetti	Barbecuing - Tennessee - Memphis Restaurants - Tennessee - Memphis Barbecuing - Tennessee Restaurants - Tennessee
Lingua di pubblicazione	Inglese
Formato	Materiale a stampa
Livello bibliografico	Monografia
Note generali	Includes index.
Nota di contenuto	INTRODUCTION; A LITTLE HISTORY; Our Traditions; Time & Again; Regions & Favorites, From Shoulders to Whole Hog; Memphis; A&R Bar-B-Que; The Bar-B-Q Shop; Big Bill's BBQ; Blues City Cafe; Central Barbecue; Charlie Vergos' Rendezvous; Cozy Corner; Germantown Commissary; Gridley's Bar-B-Q; Jim Neely's Interstate Barbecue; Marlowe's Restaurant and Ribs; Memphis Barbecue Co.; The Original Leonard's Pit Barbecue; Payne's Original Bar-B-Que; Silky O'Sullivan's; Three Little Pigs; Tom's Bar-B-Q & Deli; West Tennessee; Back Yard Bar-Be-Que; Bad Bob's Barbecue; Bozo's Hot Pit Barbecue Dave's Smokehouse GrillHelen's BarBQ; I-40 Exit 87 Barbecue Stand; Joe's Diner Family-Style Restaurant (Joe's Bar-B-Que); Little Porky's Pit Barbecue; Mackenzie's BBQ; Neil's Barbecue and Grill; Old Timers Restaurant; Pappy John's Original Barbecue; Paul Latham's Meat Company and Barbecue; Pig House BBQ; Pig-N-Out; R&B Barbecue and Restaurant; Reggi's Hickory Pit Barbecue and Wings; Scott's-Parker's Barbecue; Smokin' Hot Barbecue Drive In; Middle Tennessee; B&C Market; The Bar-B-Que Place; BB's Bar-B-Q; Bell Buckle Cafe; Big E's Barbecue Restaurant; Black Dog Market; Blue Moon Barbecue Bobby Q'sBubba's Smokehouse; Carl's Perfect Pig Bar-B-Que and Grill;

Center Point; Christie Q Barbecue and Catering; Collins River BBQ;
Corner Pit BBQ; Edley's Bar-B-Que; Edz Wingz; Excell Market and
Barbecue; Fat Boys Bar-B-Q; Grandpa's Tennessee Barbecue; Heavenly
BarB-Que; Hog Heaven; Jack's BarBQue; Jim N' Nick's; John T's BBQ
Smokehouse; Judge Bean's BBQ; Larry's Bar-B-Que; Martin's Bar-B-Que
Joint; Mickey Roos; O'Possum's Pub; Peg Leg Porker; Prater's; Puckett's
Grocery and Restaurant; Rib City; Rock Island Market and Cafe; Slick Pig
BBQ; Slow and Low BBQ Bistro; Smoke Et Al
Timberloft Barbecue and CateringTop Hog BBQ; True's Barbeque; East
Tennessee; Archer's Barbecue; Bone's Smokehouse; Dead End BBQ;
Hickory Pit Bar-B-Que; Hillbilly Willy's Barbecue and Catering Company;
Porker's Bar-B-Cue; Ridgewood Barbecue; Riverview Grill; Shuford's
Smokehouse Barbecue and Catering; Sugar's Ribs; Sweet P's Barbecue
and Soul House; Thatcher's Barbecue & Grille; The Outliers: North
Alabama & Beyond Tennessee's Borders; Big Bob Gibson's; Dreamland
Barbecue; Full Moon BBQ; Saw's BBQ; The Festival Circuit; Wonderful
Small Time: Chester County; Family Fun: Barbecue on the River
High Style: Jack Daniel's Invitational World ChampionshipThe Big
Moment: Memphis in May; Barbecue Festival Guide; So You Want to Be
aBarbecueStar; The Professionals; Barbecue on the River; The
Amateurs-Ordinary Guys; In the Kitchen & Aroundthe Smoker; Meat &
Rub Recipes; Side Dish Recipes; Dessert Recipes; Drink Recipes; Index

4. Record Nr.	UNINA9910813146703321
Autore	Maiers Angela
Titolo	Classroom habitudes : teaching habits and attitudes for 21st century learning / / Angela Maiers
Pubbl/distr/stampa	Bloomington, Ind., : Solution Tree Press, c2012 Bloomington, Indiana : , : Solution Tree Press, , [2012] 2012
ISBN	1-935543-59-8
Edizione	[Rev. ed.]
Descrizione fisica	1 online resource (ix, 149 pages) : illustrations
Collana	Gale eBooks
Disciplina	370.15/4
Soggetti	Motivation in education Classroom environment Effective teaching
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	""Acknowledgments ""; ""Table of Contents ""; ""About the Author ""; ""Introduction: Redefining Success in the 21st Century ""; ""Chapter 1: Nurturing Genius: A Framework for Teaching and Learning the Habitudes ""; ""Chapter 2: Imagination ""; ""Chapter 3: Curiosity ""; ""Chapter 4: Self-Awareness ""; ""Chapter 5: Perseverance ""; ""Chapter 6: Courage ""; ""Chapter 7: Passion ""; ""Chapter 8: Adaptability ""; ""Chapter 9: Closing Thoughts ""; ""Appendix A: The Habitudes Notebook""; ""Appendix B: Habitudes Pre- and Postassessment ""; ""References and Resources ""; ""Index ""
Sommario/riassunto	This book shows teachers how to use the content they already teach to challenge students to think critically, collaborate with others, solve new problems, and adapt to change across new learning contexts.