

1. Record Nr.	UNINA9910450385803321
Autore	Eckstein Susan <1942-, >
Titolo	Back from the future : Cuba under Castro // Susan Eva Eckstein
Pubbl/distr/stampa	New York, N.Y. : , : Routledge, , 2003
ISBN	1-135-93606-4 0-415-94793-6 1-280-05286-4 0-203-49167-X
Edizione	[2nd ed.]
Descrizione fisica	1 online resource (350 p.)
Disciplina	338.97291
Soggetti	Communism - Cuba Electronic books. Cuba Social policy Cuba Economic policy Cuba Politics and government 1959-1990
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 (p. [261]-311) and index.
Nota di contenuto	Book Cover; Title; Contents; LIST OF TABLES; PREFACE TO THE SECOND EDITION; PREFACE TO THE FIRST EDITION; ABBREVIATIONS; The Limits and Possibilities of Socialism; The ~Push for Communism~ and the ~Retreat to Socialism~: 1959 to 1985; The Late 1980s Campaign to ~Rectify Errors and Negative Tendencies~ Socialist Renegade or Retrograde in the Era of Perestroika?; From Communist Solidarity to Communist Solitary: The 1990s ~Special Period in Peacetime~; The Irony of Success: Social Accomplishments and Their Unintended Consequences ~A Maximum of Ruralism, a Minimum of Urbanism~: From Idealism to RealismInternationalism; The Relevance of the Revolution; Epilogue: Dollarization and its Discontents in the Post-Soviet Era; TABLES; NOTES; INDEX;
Sommario/riassunto	This updated, second edition contains a new epilogue by the author that covers the last decade, including such newsworthy events as the Elian Gonzalez controversy and the growing immigrant community of

2. Record Nr.	UNINA9910792455703321
Autore	McLeod Doug
Titolo	The zero-turnover sales force [[electronic resource] ] : how to maximize revenue by keeping your sales team intact / / Doug McLeod
Pubbl/distr/stampa	New York, : American Management Association, c2010
ISBN	1-282-49257-8 9786612492570 0-8144-1561-X
Descrizione fisica	1 online resource (257 p.)
Disciplina	658.8/102
Soggetti	Sales force management Sales management
Lingua di pubblicazione	Inglese
Formato	Materiale a stampa
Livello bibliografico	Monografia
Note generali	Includes index.
Nota di contenuto	CONTENTS; INTRODUCTION: A Sales Force That Can Make Your Career; PART 1 REINVENTING THE SALES FORCE; PART 2 ELIMINATING THE 12 ASSASSINS OF SALES FORCE STABILITY; PART 3 NAVIGATING THE COURSE AHEAD; INDEX
Sommario/riassunto	No company's sales force should be a revolving door.