

1. Record Nr.	UNINA9910794958303321
Autore	Ries Daniel
Titolo	Tap the Sky - untersuchung eines bautrockners auf seine eignung zur wassergewinnung fur die menschliche nutzung / / Daniel Ries
Pubbl/distr/stampa	Gottingen, [Germany] : , : Cuvillier Verlag, , 2015 ©2015
ISBN	3-7369-8043-4
Edizione	[1. Auflage.]
Descrizione fisica	1 online resource (106 pages) : illustrations, tables
Disciplina	363.73940218771
Soggetti	Water quality - Standards Drinking water - Testing - Standards
Lingua di pubblicazione	Tedesco
Formato	Materiale a stampa
Livello bibliografico	Monografia
Nota di bibliografia	Includes bibliographical references.

2. Record Nr.	UNINA9910958338003321
Autore	Taylor Jim <1947->
Titolo	Selling to the new elite : discover the secret to winning over your wealthiest prospects / / Jim Taylor, Stephen Kraus, and Doug Harrison
Pubbl/distr/stampa	New York, : AMA, 2011
ISBN	9786613023421 9781283023429 1283023423 9780814416549 0814416543
Edizione	[1st edition]
Descrizione fisica	1 online resource (272 p.)
Altri autori (Persone)	HarrisonDoug <1965-> KrausStephen
Disciplina	658.85
Soggetti	Affluent consumers Customer relations Selling Electronic books.
Lingua di pubblicazione	Inglese
Formato	Materiale a stampa
Livello bibliografico	Monografia
Note generali	Includes index.
Nota di bibliografia	Includes bibliographical references and index.
Nota di contenuto	Contents; List of Figures; List of Tables; Acknowledgments; Introduction; CHAPTER ONE: The Desire to Acquire; CHAPTER TWO: The Passion of the Salesperson; CHAPTER THREE: The Passion of the Prospect; CHAPTER FOUR: The Passion of the Product; CHAPTER FIVE: Theory into Practice: Thirteen Expressions of Passion in Selling; CHAPTER SIX: From Passion to Execution; APPENDIX: Our Methodologies for Studying the Affluent and Wealthy; Notes; Index; About the Authors
Sommario/riassunto	The New Elite exposed the lives and minds of America's richest people. Now, the authors reveal what and how these titans of wealth buy...and how to sell to them.