

1. Record Nr.	UNINA9910795489603321
Autore	Rashid Rushdi
Titolo	Menelaus' Spherics : : early translation and al-Mahani, al-Harawi's version / / by Roshdi Rashed and Athanase Papadopoulos
Pubbl/distr/stampa	Berlin, [Germany] ; ; Boston, [Massachusetts] : , : De Gruyter, , 2017 ©2017
ISBN	3-11-056987-6 3-11-057142-0
Descrizione fisica	1 online resource (888 pages) : illustrations
Collana	Scientia Graeco-Arabica, , 1868-7172 ; ; Band 21
Disciplina	516.362
Soggetti	Geodesics (Mathematics) Sphere Geometry, Differential Curves on surfaces - Mathematical models Surfaces - Mathematical models
Lingua di pubblicazione	Inglese
Formato	Materiale a stampa
Livello bibliografico	Monografia
Nota di bibliografia	Includes bibliographical references and index.
Nota di contenuto	Frontmatter -- FOREWORD -- TABLE OF CONTENTS -- INTRODUCTION -- CHAPTER 1: MENELAUS AND HIS WRITINGS -- CHAPTER 2: THE REDACTION OF THE SPHERICS BY AL-MHN AND AL-HARAW -- CHAPTER 3: AN ELEVENTH-CENTURY WITNESS OF THE TRANSLATIONS OF THE SPHERICS: IBN HD -- EDITION AND TRANSLATION OF MENELAUS' PROPOSITIONS QUOTED IN IBN HD'S ENCYCLOPEDIA -- CHAPTER 1: THE MATHEMATICAL CONTENT OF THE SPHERICS -- CHAPTER 2: THE PROPOSITIONS -- CHAPTER 1: THE SPHERICS: A FRAGMENT OF AN ANCIENT TRANSLATION -- TEXT AND TRANSLATION -- CHAPTER 2. THE SPHERICS: THE VERSION OF AL-MHN AND AL-HARAW -- TEXT AND TRANSLATION -- POSTFACE: SPHERICAL GEOMETRY: A FEW MARKERS -- BIBLIOGRAPHY -- ARABIC-ENGLISH GLOSSARY -- INDEX OF NAMES -- INDEX OF WORKS -- INDEX OF MANUSCRIPTS
Sommario/riassunto	Despite its importance in the history of Ancient science, Menelaus' Spherics is still by and large unknown. This treatise, which lies at the foundation of spherical geometry, is lost in Greek but has been

preserved in its Arabic versions. The reader will find here, for the first time edited and translated into English, the essentials of this tradition, namely: a fragment of an early Arabic translation and the first Arabic redaction of the Spherics composed by al-Mhn /al-Haraw, together with a historical and mathematical study of Menelaus' treatise. With this book, a new and important part of the Greek and Arabic legacy to the history of mathematics comes to light. This book will be an indispensable acquisition for any reader interested in the history of Ancient geometry and science and, more generally, in Greek and Arabic science and culture.

2. Record Nr.	UNINA9910827671503321
Autore	Sobel Andrew
Titolo	Power questions to win the sale : overcoming nine critical sales challenges // Andrew Sobel
Pubbl/distr/stampa	Hoboken, N.J., : Wiley, 2013 Hoboken, New Jersey : , : Wiley, , 2013
ISBN	1-118-65105-7 1-118-65110-3
Descrizione fisica	1 online resource (v, 33 pages) : illustrations
Collana	Gale eBooks
Disciplina	658.85
Soggetti	Selling Direct selling Business communication
Lingua di pubblicazione	Inglese
Formato	Materiale a stampa
Livello bibliografico	Monografia
Note generali	Description based upon print version of record.
Nota di contenuto	Cover; Title Page; Copyright; Contents; Chapter 1 The Right Question Really Can Win the Sale; Chapter 2 Clients Have Changed-Are You Keeping Up?; Chapter 3 Challenge One: Plan a Great Meeting; Chapter 4 Challenge Two: Sequence Your Questions; Scenario One: You Asked a Prospect for a Meeting; Scenario Two: You Asked a Current Client for a Meeting; Scenario Three: A Prospect Calls You and Asks to Meet; Scenario Four: A Current Client Calls You and Asks to Meet; Chapter 5

Challenge Three: Build Rapport; Questions to Build Rapport; Chapter 6  
Challenge Four: Establish Your Credibility  
Questions to Build Your Credibility Chapter 7 Challenge Five:  
Understand Their Issues; Questions to Help You Understand a Client's  
Issues; Chapter 8 Challenge Six: Develop a Need; Questions to Explore  
an Identified Need; Chapter 9 Challenge Seven: Create a Next Step;  
Questions to Create a Next Step; Chapter 10 Challenge Eight: Position  
Your Proposal to Win; Chapter 11 Challenge Nine: Unblock a Sale That  
Is Stalled; Precondition One: There Must Be a Significant Problem or  
Opportunity; Questions; Precondition Two: The Executive Must Own the  
Problem; Questions  
Precondition Three: There Is Dissatisfaction with the Rate of  
Improvement or Change Questions; Precondition Four: The Client  
Believes That You Are the Most Trusted, Highest-Value Alternative;  
Questions; Precondition Five: The Buyer Believes That Key Stakeholders  
Are Aligned to Move Forward; Questions; Chapter 12 Conclusion;  
Additional Resources; Excerpt from Power Questions; 1. Good  
Questions Trump Easy Answers; 2. If You Don't Want to Hit Bottom,  
Stop Digging the Hole; 3. The Four Words; About the Author; Other  
Wiley Books by Andrew Sobel

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### Sommario/riassunto

Use the power of questions to accelerate your sales process and gain client commitment. Skillfully build rapport. Establish your credibility. Uncover a client's issues. Determine if your prospect is really ready to buy. Get commitment to a next step. Power Questions to Win the Sale provides specific strategies and techniques to help you successfully manage the most common challenges in sales. For each step in the sales process, it gives you a series of thoughtful questions that will help you rapidly turn a contact into a client. Drawing on the author's bestselling

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