

1. Record Nr.	UNINA9910783852603321
Autore	Mandel Daniel <1964, >
Titolo	H.V. Evatt and the establishment of Israel : the undercover Zionist // Daniel Mandel
Pubbl/distr/stampa	London ; ; Portland : , : Frank Cass, , 2004
ISBN	1-135-75580-9 1-135-75581-7 1-280-07705-0 0-203-32358-0
Descrizione fisica	1 online resource (341 p.)
Collana	Cass series--Israeli history, politics, and society, , 1368-4795 ; ; 36
Disciplina	327.94
Soggetti	Statesmen - Australia Zionism Australia Foreign relations 1945- Israel History 1948-1967 Palestine History 1929-1948
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. [287]-309) and index.
Nota di contenuto	Book Cover; Title; Contents; Acknowledgements; List of Illustrations; List of Abbreviations; 'A Wild Colonial Boy'; 'A Rigorous System of Suppression'; 'Questions of Colour and Groups of Nations'; 'Explain the Whole Thing to Evatt'; 'A Test of Our Powers, and Our Independence'; 'A Narrow Line'; 'Gravest Challenge Yet to Nations'; 'What Would You Do About Palestine?'; 'Naturally, I Am Taking a Purely Objective View'; 'Intrigues Directed Against the Jewish People'; 'The Use of Force Would Not be Actively Opposed'; 'Position is Being Watched Sympathetically'; 'As Inevitable as it is Just' 'It is a Matter of Degree' "More Pious than Pius"; Conclusion; Epilogue; Select Bibliography; Index;
Sommario/riassunto	This book provides a valuable study of Evatt the Zionist, as well as illuminating a fascinating political figure.

2. Record Nr.	UNINA9910830183503321
Autore	Pigues D. Keith
Titolo	Winning with customers [[electronic resource]] : a playbook for B2B / / D. Keith Pigues, Jerry Alderman
Pubbl/distr/stampa	Hoboken, NJ, : Wiley, c2010
ISBN	0-470-76851-7 1-119-20502-6 1-282-72887-3 9786612728877 0-470-76849-5
Edizione	[1st edition]
Descrizione fisica	1 online resource (486 p.)
Classificazione	85.40
Altri autori (Persone)	AldermanJerry D
Disciplina	658.8 658.8/04
Soggetti	Customer relations - Management Consumer satisfaction Customer services - Management
Lingua di pubblicazione	Inglese
Formato	Materiale a stampa
Livello bibliografico	Monografia
Note generali	Includes index.
Nota di contenuto	Winning with Customers: A Playbook for B2B; Contents; Foreword by Karel Czanderna; Preface; Acknowledgments; Introduction by Glenn Dalhart; Chapter 1: Why We Lose; Chapter 2: Define Winning; Chapter 3: The Playbook; Chapter 4: Winning Metrics; Chapter 5: What Does Your Customer Think?; Chapter 6: Informing Decisions; Chapter 7: Executing Value Creation and Value Capture; Chapter 8: The Scoreboard; Chapter 9: Getting Started; Chapter 10: Sustaining and Scaling; Afterword; About the Authors; About the Contributors; Index; Appendix A: Our Approach to Certification and Building Capability Appendix B: A Little More Background on Outside-In
Sommario/riassunto	Do Your Customers Make More Money Doing Business With You? Knowing the answer can help you build measurable and valuable customer relationships, outperform the competition, and unlock profitable growth. Companies are blind to opportunities for profitable customer relationships without a deep understanding of how they

create customer value relative to competitors. With a rigorous and measurable understanding of how customers make more money today and in the future with you, combined with supporting plans and tools to align the entire organization for success, a company can win
