

1. Record Nr.	UNINA9910793278403321
Autore	Darch Colin
Titolo	Historical dictionary of Mozambique / / Colin Darch
Pubbl/distr/stampa	Lanham, Maryland : , : Rowman & Littlefield, , 2018
ISBN	1-5381-1135-7
Edizione	[New edition.]
Descrizione fisica	1 online resource (xliv, 587 pages)
Collana	Historical dictionaries of Africa
Disciplina	967.9003
Soggetti	Mozambique History Dictionaries
Lingua di pubblicazione	Inglese
Formato	Materiale a stampa
Livello bibliografico	Monografia
Nota di bibliografia	Includes bibliographical references.
Nota di contenuto	Preface and acknowledgements -- Note for readers -- Acronyms and abbreviations -- Map -- Chronology -- Introduction -- The dictionary -- Appendix 1: List of governors and heads of state -- Appendix 2: Note on statistical sources -- Bibliography.

2. Record Nr.	UNINA9910911294103321
Titolo	Epigenetic Mechanisms in Breast Cancer Therapy and Resistance // edited by Sanchita Bhatnagar
Pubbl/distr/stampa	Cham : , : Springer Nature Switzerland : , : Imprint : Springer, , 2024
ISBN	9783031666865 3031666860
Edizione	[1st ed. 2024.]
Descrizione fisica	1 online resource (108 pages)
Collana	Advances in Experimental Medicine and Biology, , 2214-8019 ; ; 1465
Disciplina	616.99449042
Soggetti	Cancer - Genetic aspects Epigenetics Cancer - Treatment Medical microbiology Cancer Genetics and Genomics Cancer Therapy Medical Microbiology
Lingua di pubblicazione	Inglese
Formato	Materiale a stampa
Livello bibliografico	Monografia
Nota di bibliografia	Includes bibliographical references and index.
Nota di contenuto	Chapter 1 - MDIG in breast cancer progression and metastasis -- Chapter 2 - Tumor Microenvironment and Epigenetic Implications in Breast Cancer Progression -- Chapter 3 - The Epigenetic Landscape of Breast Cancer, Metabolism, and Obesity -- Chapter 4 - Epigenetic Modulations by Microbiome in Breast Cancer -- Chapter 5 - Facilitates chromatin transcription in breast and other cancers -- Chapter 6 - Advances in epigenetic therapeutics for breast cancer -- Chapter 7 - Detection methods for epigenetic mechanisms in breast cancer.
Sommario/riassunto	Epigenetic mechanisms are essential for normal mammalian development and maintenance of gene expression patterns. Disruption of epigenetic processes can lead to altered transcriptional regulation, gene levels, and malignant cellular transformation. Global alterations of the epigenetic landscape are a hallmark of tumorigenesis and metastasis. Conventionally, cancer was thought to be a genetic disease, but recent advancement in the field identified an abundance of epigenetic abnormalities along with genetic alterations. The extensive

reprogramming of epigenetic machinery in cancer includes DNA methylation, histone modifications, nucleosome positioning and non-coding RNAs, specifically microRNA expression. Additionally, the reversible nature of epigenetic aberrations has led to the emergence of the promising field of epigenetic therapy, and recent FDA approval of epigenetic drugs for cancer treatment. This book focuses on the epigenetic mechanisms in breast cancertherapy and resistance. It is organized into three sections, including epigenetic mechanisms in breast cancer, targeting epigenetic mechanisms for new therapies, and new and emerging methodologies to study epigenetic alterations in breast cancer. Chapters highlight various epigenetic regulations that prevent breast cancer growth and progression, as well as epigenetic alterations that contribute to breast cancer progression. This text is a useful methodology book for researchers and students interested in epigenetics in breast cancer and the fundamentals of cancer biology.

3. Record Nr.	UNINA9911015861603321
Autore	Kramer Andreas
Titolo	Customer Value-centered Management : Understanding and Leveraging Value-to-Value, Pricing, Big Data, and Controlling // by Andreas Krämer, Thomas Burgartz, Christina Muzzu
Pubbl/distr/stampa	Cham : , : Springer Nature Switzerland : , : Imprint : Springer, , 2025
ISBN	3-031-90497-4
Edizione	[1st ed. 2025.]
Descrizione fisica	1 online resource (441 pages)
Collana	Future of Business and Finance, , 2662-2475
Altri autori (Persone)	BurgartzThomas MuzzuChristina
Disciplina	658.812
Soggetti	Customer relations - Management Strategic planning Leadership Business information services Consumer behavior Customer Relationship Management Business Strategy and Leadership IT in Business Consumer Behavior
Lingua di pubblicazione	Inglese
Formato	Materiale a stampa

## Livello bibliografico

### Nota di contenuto

## Monografia

Part I: Introduction and General Conditions -- 1. The Changed Perspective: eagle eye instead of tunnel vision -- 2. Management after the coronavirus crisis: focus on a holistic approach -- 3. A better understanding of big data: what can What Big Data can and cannot do? -- Part II: The cornerstones of customer value-centered management: benefits, price and costs -- 4. Core function Customer benefits: What are the actual customer needs? -- 5. Core function pricing: What is the optimal price and how can it be determined -- 6. Core function costs: Which costs are relevant to the decision? -- Part III: The value-to-value perspective (networked value perspectives) -- 7. Customer value: Between ABC analysis and Customer Lifetime Value (CLV) -- 8. Customer centricity: Customer needs and requirements. Focus on the customer contact points -- 9. The combination of value perspectives: Value-to-value segmentation in practical use -- Part IV Customer value-centered management: Management and controlling of the interfaces between benefit, price and costs -- 10. Price-benefit perspective: interactions or Change of effect - signal prices and value pricing -- 11. Price-cost perspective: impact effects and patterns of the top-down and bottom-up approach -- 12. Cost-benefit perspective: the conflicting priorities between transparent pricing and target pricing -- Part V Outlook: Customer value-centered management in a VUCA world -- 13. The path to a customer value-centered company -- 14. What you can learn from the most successful companies can - and what not -- 15. The challenge: The increasingly uncertain Getting a grip on environmental conditions.

### Sommario/riassunto

This book explores Customer Value-centered Management as a modern corporate approach, emphasizing its dual nature: data-driven yet comprehensive. Facing heightened time pressure and uncertainty, management grapples with decision-making challenges amidst VUCA conditions. While complexity rises, tools like big data and AI offer decision-making solutions. Customer centricity, epitomized by Amazon's success, emerges as pivotal, with customer value serving as the linchpin in relationship marketing. Authors advocate an integrated "value-to-value segmentation" approach, reconciling customer and company perspectives. They caution against simplistic interpretations of value-based pricing, stressing the need for holistic consideration of customer benefit, pricing, and costs.