1. Record Nr. UNINA9910459882703321

Autore	Selart Anti
Titolo	Livonia, Rus' and the Baltic Crusades in the thirteenth century / / Anti Selart ; translated by Fiona Robb
Pubbl/distr/stampa	Leiden, Netherlands ; ; Boston, [Massachusetts] : , : Brill, , 2015 ©2015
ISBN	90-04-28475-3
Descrizione fisica	1 online resource (397 pages)
Collana	East Central and Eastern Europe in the Middle Ages, 450-1450, , 1872-8103 ; ; Volume 29
Disciplina	947.98/02
Soggetti	Crusades Church history - Middle Ages, 600-1500 Electronic books. Livonia History Russia History 1237-1480
Lingua di pubblicazione	Inglese
Formato	Materiale a stampa
Livello bibliografico	Monografia
Note generali	"Originally published in German by Bohlau in 2007: Livland und die Rus' im 13. Jahrhunder."
Nota di bibliografia	Includes bibliographical references and index.
Nota di contenuto	Preliminary Material -- Introduction -- 1 The Religious Frontier in Eastern Europe in the Twelfth Century -- 2 The Beginning of the Crusades in Livonia and their Impact on Rus' -- 3 Livonia and Rus' in the 1230s and 1240s -- 4 Rus' in the Catholic Sources from the First Half of the Thirteenth Century -- 5 Relations between Rus' and Livonia under Archbishop Albert Suerbeer (1245–73) -- 6 Livonia and Rus', 1260–1330 -- 7 Russian Principalities in the Eastern European Sources, 1250–1350 -- Conclusion -- Appendix -- Bibliography -- Index.
Sommario/riassunto	This monograph by Anti Selart is the first comprehensive study available in English on the relations between northern crusaders and Rus'. Selart re-examines the central issues of this crucial period of establishing the medieval relations of the Catholic and Orthodox worlds like the Battle on the Ice (1242) and the role of Alexander Nevsky using the relevant source material of both “sides”. He also considers the wide context of the history of crusading and the whole Eastern and Northern Europe from Hungary and Poland to Denmark, Finland, and Sweden in

		1180-1330. This monograph contests the existence of the constitutive religious conflict and extensive aggressive strategies in the region – the ideas which had played a central role in modern historiography and ideology.
2.	Record Nr.	UNINA9911009294403321
	Autore	Ramanujan Madhu
	Titolo	Salesforce CPQ implementation handbook : configure salesforce CPQ products to close more deals and generate higher revenue for your business / / Madhu Ramanujan
	Pubbl/distr/stampa	Birmingham : , : Packt Publishing, Limited, , 2022 ©2022
	ISBN	9781801075749 1801075743
	Edizione	[1st ed.]
	Descrizione fisica	1 online resource (316 pages)
	Disciplina	658.8/12
	Soggetti	Salesforce (Online service) Pricing Financial quotations
	Lingua di pubblicazione	Inglese
	Formato	Materiale a stampa
	Livello bibliografico	Monografia
	Note generali	Includes index.
	Nota di contenuto	Cover -- Title page -- Copyright and Credits -- Contributors -- About Reviewers -- Table of Contents -- Preface -- Section 1: Getting Started with Salesforce CPQ Implementation -- Chapter 1: Getting Started with Salesforce CPQ Implementation -- The relationship between the sales process and cloud computing -- Understanding the quote-to-cash process -- Introducing Salesforce CPQ -- Configure -- Price -- Quote -- CPQ high-level object flow -- Salesforce CPQ advantages -- Salesforce CPQ versus Industries CPQ -- Installing Salesforce CPQ -- Summary -- Chapter 2: Configuring Opportunities and Quotes -- Salesforce opportunities, quotes, and products -- Opportunities -- Quotes -- Products -- Introducing CPQ quotes -- Enabling CPQ permission set licenses -- Creating a quote -- The Quote

Line Editor -- Field sets -- Quote line drawers -- Sorting QLE line columns -- Default buttons on the QLE -- Custom buttons in the QLE -- Cloning a quote line -- Customizing the QLE column width -- CPQ approvals -- Standard approvals -- Advanced Approvals -- AA objects -- Advantages of creating orders from a quote -- Enabling orders -- Summary -- Chapter 3: Configuring CPQ Products -- Products overview -- Types of products -- Configuring products -- Creating custom actions and search filters -- Creating custom actions -- Creating a search filter -- Verifying custom actions in the QLE -- Creating dynamic search filters -- Configuring product bundles -- Creating a product bundle in a Salesforce instance -- Creating a product option in a Salesforce instance -- Creating a product feature in a Salesforce instance -- Adding a bundle to the QLE -- Creating product rules -- Creating a validation product rule -- Creating a summary variable and an error condition -- Associating a product rule with a product bundle -- Testing the validation product rule in the QLE.
Creating an alert product rule -- Creating an alert product rule error condition -- Testing the validation product rule in the QLE -- Creating a selection product rule -- Creating a selection product rule error condition -- Creating an alert product rule action -- Testing the validation product rule in the QLE -- Creating a filter product rule -- Creating twin fields -- Summary -- Chapter 4: Configuring CPQ Pricing -- CPQ pricing -- Learning about pricing methods -- Setting a list price -- Creating the cost price -- Creating the block price -- Adding a block price product to a quote -- Creating a percentage of the total price -- Creating Multi-Dimensional Quoting (MDQ) -- Understanding the pricing structure -- Discounting in CPQ -- Discount schedules -- Associating the discount schedule with a product -- Creating price rules -- Enabling the advanced calculator -- Creating a sample price rule -- Creating a price condition -- Creating a price action -- Testing a price rule in the QLE -- Creating a price rule using a lookup object -- Creating a lookup query for the price rule -- Creating a price action for the lookup query price rule -- Summary -- Chapter 5: Generating and Configuring Quote Templates -- Generating PDF quotes using quote templates -- Generating a quote document -- Creating quote templates and template content -- Attaching additional documents -- Creating template content and linking quote templates -- The types of content -- Creating HTML content -- Linking the HTML content to a quote template -- Creating line item content -- Linking the line item content to a quote template -- Creating quote terms content -- Linking quote terms to a template -- Integrating DocuSign for eSignatures -- Summary -- Section 2: The Next Stage of the CPQ Journey -- Chapter 6: Configuring Guided Selling -- Guided selling and its advantages.
Configuring guided selling in Salesforce CPQ -- Creating picklist values on the Process Input object -- Linking the API values to the Process Input object fields -- Creating dynamic process input -- Testing guided selling in QLE -- Summary -- Chapter 7: Creating Contracts, Amendments, and Renewals -- Contracts overview -- Creating a contract from an opportunity -- Creating a contract from an order -- Service Cloud for Salesforce CPQ -- Creating amendments -- When do customers need amendments? -- Cancel and replace -- Amendment fields on a contract -- Creating a sample amendment -- Amending MDQ products -- Creating renewals -- Contract-based renewal process -- Asset-based renewal process -- Renewal pricing -- Renewal fields on a contract -- Creating a sample renewal -- Early renewals -- Contracted pricing -- Summary -- Chapter 8: Configuring CPQ Package Settings -- Configuring the CPQ package -- The Documents tab -- The

Groups tab -- The Line Editor tab -- The Plugins tab -- The Pricing and Calculation tab -- The Subscriptions and Renewals tab -- Prorate multiplier -- The Quote tab -- The Order tab -- Additional settings -- Summary -- Section 3: Advancing with Salesforce CPQ -- Chapter 9: The CPQ Data Model and Migration Concepts -- Understanding the CPQ implementation strategy -- Deploying CPQ changes -- Understanding the CPQ data model -- Exporting a Salesforce object model -- Exporting Salesforce objects to Lucidchart -- Legacy data migration -- Data migration tools -- The data migration sequence -- CPQ localizations -- Summary -- Chapter 10: Salesforce Billing -- Salesforce Billing overview -- Configuring products for Salesforce Billing -- Advantages of Salesforce Billing -- Installing Salesforce Billing -- Creating invoices -- Creating a sample invoice -- Configuring an Invoice Scheduler -- Creating payments.
Understanding the revenue recognition process -- Creating GL accounts -- Summary -- Chapter 11: Understanding Industries CPQ -- Industries CPQ overview -- Comparing Salesforce CPQ and Industries CPQ -- Key features of Industries CPQ -- Industries CPQ test environment -- Enterprise Product Catalog -- Creating products -- Industries CPQ's UI -- Industries CPQ's cart -- Industries OM -- Industries CPQ OmniScripts -- Digital commerce -- Summary -- Chapter 12: CPQ Implementation Best Practices -- The best practices for improving CPQ performance -- The best practices for CPQ implementation -- Summary -- Further reading -- Index -- Other Books You May Enjoy.

Sommario/riassunto

An end-to-end practical guide to implementing Salesforce CPQ solutions, shortening your sales cycle, and generating a higher ROI Key Features Maximize sales by reducing turnaround time and providing a quick analysis of profits and losses Get up to speed with Salesforce CPQ concepts, best practices, and tips when choosing the right CPQ implementation strategy Implement CPQ configurations and automations for B2B and B2C business scenarios Book Description Salesforce CPQ is innovative software that enables you create better quotes, improve quoting accuracy, and maximize sales and deals. It also provides a quick analysis of profits and losses, helping you improve the overall execution of sales processes, and allows a great deal of flexibility for your prospects, customers, and business partners. The book starts with the Quote-2-Cash business process in Salesforce and shows you how to assess when a business needs to implement CPQ. You'll then progress to configuring opportunities, quotes, and CPQ products. As you advance, you'll understand how to define and configure price books, price rules for CPQ quote automation, multidimensional quoting, and more. Next, you'll look at how to configure CPQ guided selling and create package configurations, contracts, and amendments. Later chapters will demonstrate how to perform data migration from a legacy system and the order in which the objects are to be migrated. You'll also explore CPQ billing and its advantages with the help of different use cases before learning about Industries CPQ and how it is different from standard Salesforce CPQ. Finally, you'll discover best practices for achieving optimal CPQ performance and avoiding performance bottlenecks. By the end of this Salesforce book, you'll be able to implement Salesforce CPQ for any business. What you will learn Understand Quote-2-Cash business processes and configure opportunities and quotes Create custom CPQ actions and use custom filters for automating business needs Discover how to configure products and product rules Understand the CPQ pricing structure and methods, rules, multidimensional quoting, and quote automation Explore the CPQ data model and use the Salesforce

	Schema Builder to view and configure object relationships Configure contracts, amendments, and renewals in Salesforce Focus on CPQ billing and its advantages Gain comprehensive insights into Industries CPQ Who this book is for This book is for Salesforce administrators, business analysts, functional consultants, sales managers, Salesforce architects, and those looking to gain Salesforce CPQ certification. Working knowledge of the Salesforce ecosystem is recommended to get the most out of this book.

3.

Record Nr.	UNINA9910963071803321
Autore	Roth Dominique Jacques
Titolo	Economie et psychanalyse : le progrès en question
Pubbl/distr/stampa	[Place of publication not identified], : Harmattan, 2011
Descrizione fisica	1 online resource (310 pages)
Collana	Questions contemporaines Economie et psychanalyse
Soggetti	Progress - Psychological aspects Progress - Social aspects Social change Civilization, Modern Social sciences and psychoanalysis Sociology & Social History Social Sciences Social Change
Lingua di pubblicazione	Francese
Formato	Materiale a stampa
Livello bibliografico	Monografia
Note generali	Bibliographic Level Mode of Issuance: Monograph