

1. Record Nr.	UNINA9911020225603321
Autore	Anderson Bradford A
Titolo	Hosea, Joel, and Obadiah Through the Centuries
Pubbl/distr/stampa	Newark : , : John Wiley & Sons, Incorporated, , 2024 ©2024
ISBN	9781394239696 1394239696 9781394239702 139423970X 9781394239689 1394239688
Edizione	[1st ed.]
Descrizione fisica	1 online resource (355 pages)
Collana	Wiley Blackwell Bible Commentaries Series
Disciplina	224.07
Soggetti	Prophets D document (Biblical criticism)
Lingua di pubblicazione	Inglese
Formato	Materiale a stampa
Livello bibliografico	Monografia
Sommario/riassunto	This book is a scholarly examination of the biblical texts of Hosea, Joel, and Obadiah. It is part of the Blackwell Bible Commentaries Series, which provides detailed commentary and historical context for various books of the Bible. The work aims to analyze the texts through historical, literary, and theological lenses, making it suitable for students, scholars, and those interested in deepening their understanding of these minor prophets. The volume includes introductions, overviews, and commentary on each chapter of the biblical books, supported by various historical and artistic illustrations.

2. Record Nr.	UNINA9910972321603321
Autore	Seltzer Richard A. <1951->
Titolo	Getting a cut : a contextual understanding of commission systems // Richard Seltzer and Holona LeAnne Ochs
Pubbl/distr/stampa	Lanham, MD, : Lexington Books, c2010
ISBN	979-82-16-34599-2 1-282-82009-5 9786612820090 0-7391-4441-3
Edizione	[1st ed.]
Descrizione fisica	1 online resource (165 p.)
Altri autori (Persone)	OchsHolona LeAnne
Disciplina	331.2/164
Soggetti	Wage payment systems Bonuses (Employee fringe benefits) Commission merchants
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 and index.
Nota di contenuto	Contents; Preface; Introduction; Chapter 01. Travel; Chapter 02. Financial Services; Chapter 03. Realty; Chapter 04. Agents; Chapter 05. Direct Marketing; Chapter 06. Clothes, Jewelry, and Cosmetics; Chapter 07. Electronics; Chapter 08. Auto Parts, Sales, and Service; Chapter 09. Miscellaneous; Conclusions; References; Index; About the Authors
Sommario/riassunto	Getting a Cut provides a perspective on nonstandard compensation that demonstrates the process by which commissions impact the experiences of workers. Understanding this under-researched perspective reveals a great deal about the process by which the interaction of structure, culture, and craft that define management practices shape the experiences of the sales force and have the potential to enhance organizational performance.