

1. Record Nr.	UNISA990000253050203316
Autore	Horowitz, Ellis
Titolo	Fundamentals of data structures in C++ / Ellis Horowitz, Sartaj Sahni, Dinesh Mehta
Pubbl/distr/stampa	New York : Computer Science Press, copyr. 1995
ISBN	0-7167-8292-8
Descrizione fisica	XX, 653 p. : ill. ; 24 cm
Disciplina	005133
Collocazione	005.133 HOR
Lingua di pubblicazione	Inglese
Formato	Materiale a stampa
Livello bibliografico	Monografia
2. Record Nr.	UNISA996214184703316
Autore	Ford Gary <1946->
Titolo	Life is sales [[electronic resource] /] / Gary L. Ford and Connie Bird
Pubbl/distr/stampa	Toronto [Ont.], : Insomniac Press, c2008
ISBN	1-282-04685-3 9786612046858 1-897178-74-3
Descrizione fisica	1 online resource (329 p.)
Altri autori (Persone)	BirdConnie
Disciplina	650.1
Soggetti	Persuasion (Psychology) Persistence Motivation (Psychology) Assertiveness (Psychology) Success in business - Psychological aspects
Lingua di pubblicazione	Inglese
Formato	Materiale a stampa
Livello bibliografico	Monografia
Note generali	Issued as part of the Canadian Electronic Library. Canadian publishers collection.

"Change your life-- be more persuasive and get what you want"--
Cover.

Nota di bibliografia

Includes bibliographical references.

Nota di contenuto

Life Is Sales -- I Like You, You Like Me -- Reciprocity: It's Better to Give Than to Receive -- Powerful Requests: Get What You Want -- Do As I Say: The Power of Authority -- How to Get to "Yes" -- Monkey See, Monkey Do -- We Want What We Cannot Have -- Rejection: How to Handle "No" -- Sales Conversations -- The Final Word.

3. Record Nr.

UNINA9910788012103321

Titolo

The SBL handbook of style / / Billie Jean Collins, project director ; Bob Buller, publishing director ; John F. Kutsko, executive director

Pubbl/distr/stampa

Atlanta : , : SBL Press, , [2014]

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Edizione

[Second edition.]

Descrizione fisica

1 online resource (366 p.)

Disciplina

808/.027

Soggetti

Church history - Authorship

History, Ancient - Authorship

Middle East History Authorship Style manuals

Middle East Civilization To 622 Historiography Handbooks, manuals, etc

Lingua di pubblicazione

Inglese

Formato

Materiale a stampa

Livello bibliografico

Monografia

Note generali

Includes index.