

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] ©2014
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.