

1. Record Nr.	UNINA9910154781703321
Autore	Molden David
Titolo	Brilliant NLP // David Molden and Pat Hutchinson
Pubbl/distr/stampa	Harlow, England : , : Pearson, , [2015] ©2015
ISBN	1-292-08424-3
Edizione	[Third edition.]
Descrizione fisica	1 online resource (237 pages) : illustrations
Collana	Brilliant
Disciplina	158.9
Soggetti	Neurolinguistic programming
Lingua di pubblicazione	Inglese
Formato	Materiale a stampa
Livello bibliografico	Monografia
Note generali	Includes index.
Sommario/riassunto	NLP is a powerful set of tools for making things happen for you at work and in life. Now Brilliant NLP makes mastering the techniques of NLP easy how it works, and more importantly how to use it to become more effective, efficient, powerful and successful. The potential is already there, inside you. This book shows you how to unleash it on the world! New to the edition: Revisions through-out and more examples, research and statistics Two new chapters: 1. 'Why you buy stuff you don't need' reveals how the big brands such as Coca Cola and Nike use NLP techniques to sell you their products. 2. 'You and your personal reality tunnel' helps the reader consider how their 'personal reality tunnel'. i.e. what we consider right and proper and what we accept from society, acts as a limitation on their life.

2. Record Nr.	UNISALENTO991000832679707536
Autore	Durbin, J.
Titolo	Distribution theory for tests based on the sample distribution function / J. Durbin
Pubbl/distr/stampa	Philadelphia, Pa : SIAM (Society for Industrial and Applied Mathematics), 1973
ISBN	0898710073
Descrizione fisica	vi, 64 p. ; 25 cm.
Collana	CBMS-NSF Regional conference series in applied mathematics ; 9
Classificazione	AMS 62G10
Disciplina	519.14
Soggetti	Hypothesis testing
Lingua di pubblicazione	Inglese
Formato	Materiale a stampa
Livello bibliografico	Monografia