

1.	Record Nr.	UNISA990002209140203316
	Titolo	Grundsatzurteile zur kriegsdienstverweigerung / erläutert und kommentiert von Dr. Jur. Ulrich Daum
	Pubbl/distr/stampa	Munchen : Verlag Siegm. Bauer, 1981
	Edizione	[2. vollig neubearbeitete auflage]
	Descrizione fisica	208 p. ; 21 cm
	Disciplina	343.01
	Soggetti	Obiezione di coscienza - Legislazione
	Collocazione	XXIV.1.D 54 (IG XV 319)
	Lingua di pubblicazione	Tedesco
	Formato	Materiale a stampa
	Livello bibliografico	Monografia
2.	Record Nr.	UNINA9910150515803321
	Autore	Ashton Robert
	Titolo	Brilliant checklists for entrepreneurs : your shortcut to success // Robert Ashton
	Pubbl/distr/stampa	Harlow, England : , : Prentice Hall, is an imprint of Pearson, , 2010
	ISBN	1-282-98373-3 9786612983733 0-273-74081-4
	Edizione	[Third edition.]
	Descrizione fisica	1 online resource (234 pages)
	Collana	Brilliant
	Disciplina	658.421
	Soggetti	Entrepreneurship New business enterprises
	Lingua di pubblicazione	Inglese
	Formato	Materiale a stampa
	Livello bibliografico	Monografia
	Note generali	Bibliographic Level Mode of Issuance: Monograph
	Nota di contenuto	Intro -- Brilliant Checklists for Entrepreneurs -- About the Author -- Contents -- Introduction -- Chapter 1: Be Ambitious: Set Your Sights

At the Right Level -- 10 Ways to Think of Your Business Idea -- 10 Proven Tips on Creative Thinking -- 10 Things You Need to Be Honest With Yourself About -- 10 Things to Check Before Chucking in Your Job -- Chapter 2: Goals: Making Sure Your Enterprise Fits Your Ethos -- 10 Ways to Help Your Family Share Your Dream -- 10 Common Self-Doubts and How to Conquer Them -- 10 Ways to Work Out How Big You Want to Grow -- 10 Questions to Help You Match Your Business to Your Lifestyle -- Chapter 3: Do Research: Easy Ways to Check Your Business Idea -- 10 Quick and Simple Ways to Measure Potential -- 10 Free Ways to Research Your Idea on the Internet -- 10 Good Questions and Where to Ask Them -- 10 Ways to Test Your New Idea -- 10 People Who Might Do Your Research for Free -- Chapter 4: Write Your Plan: How to Make a Convincing Case -- 10 Things Every Business Plan Should Contain -- 10 Important Figures and How to Calculate Them -- 10 Things Your Bank Managers Like to See -- 10 Shortcuts to An Accurate Cash Flow Forecast -- 10 Points to Consider When Choosing a Business Structure -- Chapter 5: Get Advice: Find People Able to Help You -- 10 People Who Can Offer You the Best Advice -- 10 Things to Check When Choosing a Business Adviser -- 10 Ways to Find a Mentor and Why it's Important -- 10 Things Advisers Can Always Do Better Than You -- Chapter 6: Find the Cash: How to Fund Start-Up and Growth -- 10 Places to Look First to Finance Your Business -- 10 Less Obvious Places to Look for Funding -- 10 Ways to Reduce the Amount You Need, Maybe to Zero! -- 10 Demands Investors Sometimes Make -- 10 Things About Overdrafts You Need to Know -- Chapter 7: Be Profitable: Ways to Manage Your Margins. 10 Steps to Improve Your Trading Margins -- 10 Things That Erode Your Profits and How to Avoid Them -- 10 Things About Trading Terms it's Good to Bear in Mind -- 10 Quick Ways to Increase Your Profitability -- Chapter 8: Manage Cash Flow: Keeping the Business Going -- 10 Simple Tips for a Healthy Cash Flow -- 10 Situations Where You Need to Focus Harder on Cash Flow -- 10 Ways to Deal With Running Out of Cash -- 10 Ways to Ask for Overdue Payment -- Chapter 9: Control Costs: How to Earn More By Spending Less -- 10 Reasons Why it's Smart to Manage Your Costs -- 10 Tips to Help You Work Better With Your Suppliers -- 10 Tips for Managing What You Spend on Customers -- 10 Types of Tax You Need to Know About -- Chapter 10: Go to Work: How to Find Premises, or Work Successfully At Home -- 10 Good Reasons Not to Pay for An Office -- 10 Ways to Look Bigger Than a One-Man Band -- 10 Things to Look Out for Before Renting or Leasing -- 10 Workspace Ideas You Might Not Have Considered -- Chapter 11: Market Yourself: Understand Why People Buy -- 10 Things Your Customers Will Look for -- 10 Ways to Make Your Business More Memorable -- 10 Design Tips to Bring What You Do to Life -- 10 Top Marketing Tips That Experts Rarely Share -- Chapter 12: Succeed Online: Make More From Your Website -- 10 Things the Best Websites Have in Common -- 10 Top Search Engine Optimisation Tips -- 10 Things to Know Before You Sell Online -- 10 Ways to Build An Audience -- Chapter 13: Meet People: Network on and Offline -- 10 Top Networking Tips -- 10 Places to Meet New People -- 10 Ways to Network Online -- 10 Tips for Twitter and Facebook -- Chapter 14: Get Sales: How to Win and Keep Customers -- 10 Ways to Sell -- 10 Top Tips on Closing More Sales -- 10 Benefits of Selling Through Others -- 10 Benefits of Selling Direct -- 10 Common Sales Pitfalls and How to Avoid Them. Chapter 15: Build a Team: Recruit and Manage People -- 10 Questions to Ask When Recruiting -- 10 Positive Ways to Deal With Employment Legislation -- 10 Things That Will Make You a Better Boss -- 10 Ways

to Delegate and Share the Work -- Chapter 16: Be Motivating: Get the Best From Yourself and Others -- 10 Ways to Motivate Yourself -- 10 Things to Do That Will Make You More Motivating -- 10 Training Opportunities Most Overlooked -- 10 Common People Problems and How to Solve Them -- 10 Ways to Manage Stress in Yourself and Others -- Chapter 17: Avoid Surprises: Predict and Overcome Those Unexpected Hurdles -- 10 Staff Surprises -- 10 Customer Surprises -- 10 Supplier Surprises -- 10 Unlikely But Possible Surprises -- Chapter 18: Be Generous: How to Help Yourself By Helping Others -- 10 Ways to Build Your Business By Helping Others -- 10 Ways to Entertain Your Customers for Free -- 10 Lessons You Can Learn From Social Entrepreneurs -- 10 Benefits of Making a Philanthropic Gesture -- Chapter 19: Sell Your Business: How to Realise the Value -- 10 Ways to Decide That it's Time to Move on -- 10 Things That Add Value to Your Business -- 10 Ways to Find a Buyer -- 10 Reasons to Merge Your Business With Another -- 10 Things You'll Do Differently the Second Time Around -- Useful Document Templates: Shortcuts for You to Copy, Adapt and Use -- Sales Letters -- Follow-Up Letters -- Getting-Paid Letters -- The Business Plan -- Confidentiality and Intellectual Property.

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### Sommario/riassunto

The indispensable handbook that every project manager needs, Brilliant Checklists for Project Managers is packed with hundreds of easy to follow, detailed lists that tell you everything you need to know, everything you need to think about, and everything you need to do to when managing any project. The fast, focussed guidance in this practical and user-friendly book covers all aspects of project management right from initiating a project, managing multiple projects at once right through to delivering the goods and winding things up. Brilliant Checklists for Project Managers could be the only book you'll ever need and is the definitive guide to helping you set up and run a project successfully, smoothly, on time and on budget.

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3. Record Nr.	UNISALENTO991000941019707536
Autore	Convegno internazionale <1990 ; Siena>
Titolo	Teoria e critica letteraria oggi : atti del convegno internazionale : 1960-1990 : la teoria letteraria, le metodologie critiche, il conflitto delle poetiche : Siena, 10-12 maggio 1990 / a cura di Romano Luperini
Pubbl/distr/stampa	Milano : F. Angeli, 1991
ISBN	8820468174
Descrizione fisica	346 p. ; 22 cm
Altri autori (Persone)	Luperini, Romano
Disciplina	801
Soggetti	Critica letteraria - Congressi
Lingua di pubblicazione	Italiano
Formato	Materiale a stampa
Livello bibliografico	Monografia

4. Record Nr.	UNISALENTO991001849809707536
Autore	Workshop on Quantum Affine Lie Algebras, Extended Affine Lie algebras, and Applications <2008 : Banff International Research Station>
Titolo	Quantum affine algebras, extended affine Lie algebras, and their applications : Quantum Affine Algebras, Extended Affine Lie Algebras, and Applications, March 2-7, 2008, Banff International Research Station, Banff, Canada / Yun Gao ... [et al.], editors
Pubbl/distr/stampa	Providence, R. I. : American Mathematical Society, c2010
ISBN	9780821845073
Descrizione fisica	x, 302 p. : ill. ; 26 cm
Collana	Contemporary mathematics, 0271-4132 ; 506
Classificazione	AMS 17B10 AMS 17B37 LC QA564.W67
Altri autori (Persone)	Gao, Yunauthor
Disciplina	516.4
Soggetti	Geometry, Algebraic - Congresses Geometry, Affine - Congresses
Lingua di pubblicazione	Inglese
Formato	Materiale a stampa
Livello bibliografico	Monografia
Nota di bibliografia	Includes bibliographical references