

The Deal Dilemma Epub

Consolato M. Sergi

FT Essential Guide to Negotiations ePub eBook Geof Cox,2013-07-25 A practical and clear guide showing you how to lead and secure a win: win outcome in all your business deals. This book will take you through the steps, actions and communications skills necessary to ensure successful business negotiations. Introducing a four-phase process that underpins successful negotiations and sharing the practices and actions of highly effective negotiators in a straightforward and practical manner, this detailed, step by step guide will help you go into negotiations fully equipped with the key tools that you need to secure a win: win outcome.

Key Marketing Metrics 2e ePub eBook Paul Farris,Neil Bendle,Phillip Pfeifer,David Reibstein,2017-10-03 Marketers know that they must use metrics. The key--which this book addresses superbly--is which metrics to use and how to use them. Erv Shames, Chairman, Western Connecticut Health Network; former President and CEO of Borden, Inc. and Stride Rite Corporation "50+ metrics crackles like new money...this is the best marketing book of the year." Updated version of Strategy + Business "2006 Best Books in Marketing award winner" WHAT TO MEASURE AND HOW TO MEASURE IT TO GET THE MOST OUT OF YOUR MARKETING As the old adage goes, "If you can't measure it, you can't manage it." Key Marketing Metrics is the definitive guide to today's most valuable marketing metrics to measure the results of your marketing. In this thoroughly updated and significantly expanded book, you will understand the pros, the cons and the nuances of more than 50 of the most important metrics and know exactly how to choose the right metrics for every challenge. Key Marketing Metrics gives you a portfolio, or dashboard, of the most valuable metrics for your business to maximise the return on your marketing investment and identify the best new opportunities for profit. Discover high-value metrics for every facet of marketing: promotional strategy, advertising, and distribution; customer perceptions; market share; competitors' power; margins and pricing; products and portfolios; customer profitability; sales forces and channels; and more. This edition includes the latest web, online, social, and email metrics, plus new insights into measuring marketing ROI and brand equity, as well as practical advice for managing complex issues such as advertising elasticity and "double jeopardy."

Tabbner's Nursing Care 2 Vol Set - E-Book Epub Gabrielle Koutoukidis,Kate Stainton,2024-11-19 Must-have resource for all future Enrolled NursesTabbner's Nursing Care is the main resource for Diploma of Nursing students and instructors. This well-established and highly respected book provides the knowledge and skills learners need to qualify as Enrolled Nurses.

Written by a highly qualified team of editors and contributors, the book equips the learner to provide safe, competent and person-centred care. It teaches and prepares learners to apply critical and reflective thinking to decision-making, use healthcare technology and work as part of a healthcare team in a variety of settings. Complete with an accompanying workbook and a host of features to support and facilitate teaching and learning, Tabbner's Nursing Care is the ideal contemporary, evidenced-based resource to develop competent and safe Enrolled Nurses of the future. - Reflects the current context and scope of practice for Enrolled Nurses - Takes a person-centred care approach and supports learners to become safe and competent Enrolled Nurses - Builds clinical reasoning, critical thinking and problem-solving skills - Full-colour content to support teaching and learning - Includes Nursing Care Plans, Critical Thinking Exercises, Case Studies, Progress Notes, Decision-Making Framework Exercises, Clinical Skills with rationales and Review Exercises New to this edition - New skills covering: - Removal of a drain tube - Urinary catheterisation (male) - Focused pain assessment - Care of the person after death - Content covering health informatics and technology, LGBTQIA+ representation and COVID-19 - New chapter on readiness for practice Instructor resources on Evolve: - Answer guides for Case Studies, Critical Thinking Exercises, Decision-Making Framework Exercises, Review Questions - Clinical Cases case studies - Clinical Skills videos - Image collection - PowerPoint slides - Test bank - Weblinks Learner and instructor resources on Evolve: - Answer guides for Case Studies, Critical Thinking Exercises, Decision-Making Framework Exercises, Review Questions - Clinical Cases case studies - Clinical Skills videos - Weblinks

ePub - Proceedings of the 4th European Conference on on Intellectual Capital ,2012

Imaging in Management of Breast Diseases Ekta Dhamija, S. V. S. Deo, 2025-04-17 This two-volume book covers the multimodality approach to various breast pathologies with special emphasis on the role of imaging in the diagnostic and management algorithm. The book provides a stepwise clinico-radiological approach while highlighting the crucial role of imaging at each step of patient evaluation. It has been divided into two volumes. The first volume focuses on a basic overview of clinico-radiological concerns in the field of breast imaging and the second volume provides a precise disease-based approach in various clinical scenarios. This volume describes epidemiology of breast diseases; indications and utility of various imaging modalities, breast interventions; pathological, surgical and medical aspects of breast carcinoma in diagnostic population. It includes dedicated chapters on advances in breast imaging modalities like contrast enhanced mammography and the update on artificial intelligence in the present era. Pathological assessment is an integral component for evaluation of breast diseases, and it is important to understand the role and impact of rad-path correlation in the treatment protocol of the patients. This book provides insight into not only pathological aspects; but also introduces the surgical, medical and palliative facets of patient management. The book is beneficial for practitioners, residents and fellows in radiology, pathology, surgical and medical oncology disciplines.

Biochemical Techniques for Analyzing Protein-Lipid Interactions Ayyub Patel, 2024-11-18 The book reviews cutting-edge advancements and their implications across various domains of molecular diagnostics. It covers foundational topics like protein-ligand interactions, lipid-protein interactions within biological membranes, and the application of NMR spectroscopy in understanding membrane structures. The book also explores advanced techniques such as X-ray crystallography, liposome microarray assays, and protein-lipid interaction studies. By integrating experimental and computational methods, it provides a comprehensive guide to understanding the complexities of molecular diagnostics, from basic principles to innovative approaches in drug discovery and therapeutic development. Each chapter offers detailed discussions on specific topics, supported by experimental data and methodological insights, making it an invaluable resource for researchers, clinicians, and students seeking to enhance their knowledge and expertise in molecular diagnostics.

Geriatric Emergency Medicine Christian Nickel, Abdelouahab Bellou, Simon Conroy, 2017-12-11 This book discusses all important aspects of emergency medicine in older people, identifying the particular care needs of this population, which all too often remain unmet. The up-to-date and in-depth coverage will assist emergency physicians in identifying patients at risk for adverse outcomes, in conducting appropriate assessment, and in providing timely and adequate care. Particular attention is paid to the common pitfalls in emergency management and means of avoiding them. Between 1980 and 2013, the number of older patients in emergency departments worldwide doubled. Compared with younger patients, older people suffer from more comorbidities, a higher mortality rate, require more complex assessment and diagnostic testing, and tend to stay longer in the emergency department. This book, written by internationally recognized experts in emergency medicine and geriatrics, not only presents the state of the art in the care of this population but also underlines the increasing need for adequate training and development in the field.

Autoimmune Disease Diagnosis Yehuda Shoenfeld, Ricard Cervera, Gerard Espinosa, M. Eric Gershwin, 2024
Zusammenfassung: This book contains the essential information required by physicians and bench scientists to understand the definition of a given autoimmune disease and its diagnostic criteria and treatment. Autoimmune diseases are a family of more than one hundred chronic, and often disabling, illnesses that develop when underlying defects in the immune system lead the body to attack its own organs, tissues, and cells. In *Autoimmune Disease Diagnosis: Systemic and Organ-specific Diseases*, the editors have gathered a critical review by renowned experts of more than 120 autoimmune diseases. A contemporary overview of these conditions with special emphasis on diagnosis is presented. This edition of *Autoimmune Disease Diagnosis* is divided into two parts, the first covering systemic autoimmune diseases, and the second covering organ-specific autoimmune diseases. They cover all the newly approved classification criteria, such as those for systemic lupus erythematosus, antiphospholipid syndrome, several systemic vasculitis, etc. This edition also reviews newly described systemic autoimmune conditions: immune-mediated necrotizing myopathy, VEXAS, immunoglobulin G4-associated

autoimmune disease, autoimmune/autoinflammatory syndrome induced by adjuvants (ASIA), and autoimmune manifestations induced by immune-therapies. Several organ-specific diseases have been added, including autoimmune alopecia and other immune-mediated dermatosis, autoimmune encephalitis, and autoimmune dysautonomia, among others. This is an essential guide to the diagnosis of autoimmune diseases for internists, rheumatologists, clinical immunologists, primary care physicians, and bench scientists

Grieve's Modern Musculoskeletal Physiotherapy Gwendolen Jull, Ann Moore, Deborah Falla, Jeremy Lewis, Christopher McCarthy, Michele Sterling, 2015-05-11 Since the third edition of Grieve's Modern Manual Therapy was published in 2005, the original concepts of manipulative therapy have grown to embrace new research-generated knowledge. Expansions in practice have adopted new evidence which include consideration of psychological or social moderators. The original manual therapy or manipulative therapy approaches have transformed into musculoskeletal physiotherapy and this is recognized by the change in title for the new edition - Grieve's Modern Musculoskeletal Physiotherapy. Grieve's Modern Musculoskeletal Physiotherapy continues to bring together the latest state-of-the-art research, from both clinical practice and the related basic sciences, which is most relevant to practitioners. The topics addressed and the contributing authors reflect the best and most clinically relevant contemporary work within the field of musculoskeletal physiotherapy. With this as its foundation and a new six-strong editorial team at its helm, the fourth edition now expands its focus from the vertebral column to the entire musculoskeletal system. For the first time both the spine and extremities are covered, capturing the key advances in science and practices relevant to musculoskeletal physiotherapy. The book is divided into five parts containing multiple sections and chapters. The first part looks at advances in the sciences underpinning musculoskeletal physiotherapy practice. Here there is commentary on topics such as movement, the interaction between pain and motor control as well as neuromuscular adaptations to exercise. Applied anatomical structure is covered in addition to the challenges of lifestyle and ageing. A new section highlights the important area of measurement and presents the scope of current and emerging measurements for investigating central and peripheral aspects relating to pain, function and morphological change. Another section discusses some contemporary research approaches such as quantitative and qualitative methods as well as translational research. Part III contains sections on the principles of and broader aspects of management which are applicable to musculoskeletal disorders of both the spine and periphery. Topics include models for management prescription, communication and pain management and contemporary principles of management for the articular, nervous and sensorimotor systems. In recognition of the patient centred and inclusive nature of contemporary musculoskeletal practice, there is also discussion about how physiotherapists may use cognitive behavioural therapies when treating people with chronic musculoskeletal disorders. The final part of the book focuses on selected contemporary issues in clinical practice for a particular region, condition or the most topical approaches to the diagnosis and management of a region. A critical review of the evidence (or

developing evidence) for approaches is given and areas for future work are highlighted. - Presents state-of-the-art manual therapy research from the last 10 years - Multidisciplinary authorship presents the viewpoints of different professions crucial to the ongoing back pain management debate - Highly illustrated and fully referenced

Essentials of Blood Product Management in Anesthesia Practice Corey S. Scher, Alan David Kaye, Henry Liu, Seth Perelman, Sarah Leavitt, 2021-03-12 This comprehensive book is written to inform and improve outcomes of patients in need of blood management during surgical procedures. Information is presented in an accessible format, allowing for immediate use in clinical practice. Beginning with an overview of the history of blood transfusions, early chapters present the foundational information needed to comprehend information in later chapters. Nuanced procedures, drugs, and techniques are covered, including new biologicals to assist clotting and blood substitutes. Further discussions focus on potential complications seen in blood transfusions, such as diseases of the coagulation system, pathogen transmissions, and acute lung injuries. Chapters also examine the complexities of treating specific demographics, of which include the geriatric patient and patients suffering from substance abuse. *Essentials of Blood Product Management in Anesthesia Practice* is an invaluable guide for anesthesiologists, surgeons, trauma physicians, and solid organ transplant providers.

Pathology of Childhood and Adolescence Consolato M. Sergi, 2020-10-28 This book covers the full range of pathologic conditions encountered during childhood and youth, including tumors and tumor-like conditions of all organ systems, with direct links to developmental biology pathways and genetics. It provides a user-friendly road map to the main diagnostic criteria and combines an organ-related approach with an explanation of the diagnostic approaches to various specific diseases and syndromes, including sequential segmental analysis of congenital heart disease. More than 500 new full-color macro- and microphotographs using more than 500 multi-photographic panels are included to provide a realistic basis for comparison macroscopically and under the lens, and summarizing tables highlight key information in the concise form required for at-a-glance review. Pathologists will find the book very helpful when signing out complex and challenging cases, and it will also prove invaluable for exam preparation and continuing medical education.

Responding to the Prescription Drug Epidemic United States. Congress. Senate. Committee on the Judiciary. Subcommittee on Crime and Terrorism, 2012

Retinopathy of Prematurity Andrés Kychenthal B., Paola Dorta S., 2017-04-06 This clinically oriented book is devoted to the diagnosis and treatment of retinopathy of prematurity (ROP), a leading cause of childhood blindness. World-renowned experts in the field discuss epidemiologic and pathogenic aspects of the disease. The staging and classification of ROP are explained in detail, and guidance is provided on appropriate anesthesia. The state of the art in imaging of ROP is described and illustrated, with coverage of the advances in ophthalmic imaging technology and telemedicine that have revolutionized pediatric retinal examinations and contributed significantly in elucidating the pathophysiology of ROP and improving

diagnosis and treatment. Treatment indications and therapeutic alternatives, including the use of antiproliferative drugs, are addressed in separate chapters, supplying the reader with the most up-to-date knowledge in the field.

Textbook of Oral Medicine, Oral Diagnosis and Oral Radiology E-book Ravikiran Ongole, Praveen B N, 2021-04-13 Targeted mainly at undergraduate students of dentistry, Textbook of Oral Medicine, Oral Diagnosis and Oral Radiology is a comprehensive text on oral medicine, diagnosis and radiological aspects of various orofacial diseases and oral manifestations of systemic disorders. It would also cater to the needs of PG students and dental practitioners as a useful reference book. SALIENT FEATURES • Content fully aligned with DCI curriculum • A multi-authored book with more than 60 authors from various dental colleges all over India and from countries like USA, England, Canada, Mexico, Brazil and Nigeria New to This Edition • Topics on: - PET-CT in the Management of Oral Cancer - Dental Consideration in Systemic Disorders - Multiplanar Landmarks in Cone Beam Computed Tomography (CBCT) - Oral Manifestations of COVID-19 • Key Facts added at the end of each chapter for easy recapitulation of read concepts • Digital Resources on www.medenact.com: - ABC of Drugs Used in Dentistry - Syndromes of the Head and Neck - Laboratory Diagnostic Procedures - References (chapter wise) - 14 Procedural videos with 7 each on oral medicine and oral radiology • Topics on: - PET-CT in the Management of Oral Cancer - Dental Consideration in Systemic Disorders - Multiplanar Landmarks in Cone Beam Computed Tomography (CBCT) - Oral Manifestations of COVID-19 • Key Facts added at the end of each chapter for easy recapitulation of read concepts • Digital Resources on www.medenact.com: - ABC of Drugs Used in Dentistry - Syndromes of the Head and Neck - Laboratory Diagnostic Procedures - References (chapter wise) - 14 Procedural videos with 7 each on oral medicine and oral radiology

Regulation of Cancer Immune Checkpoints Jie Xu, 2020-03-17 This book systematically reviews the most important findings on cancer immune checkpoints, sharing essential insights into this rapidly evolving yet largely unexplored research topic. The past decade has seen major advances in cancer immune checkpoint therapy, which has demonstrated impressive clinical benefits. The family of checkpoints for mediating cancer immune evasion now includes CTLA-4, PD-1/PD-L1, CD27/CD70, FGL-1/LAG-3, Siglec-15, VISTA (PD-1L)/VSIG3, CD47/SIRPA, APOE/LILRB4, TIGIT, and many others. Despite these strides, most patients do not show lasting remission, and some cancers have been completely resistant to the therapy. The potentially lethal adverse effects of checkpoint blockade represent another major challenge, the mechanisms of which remain poorly understood. Compared to the cancer signaling pathways, such as p53 and Ras, mechanistic studies on immune checkpoint pathways are still in their infancy. To improve the responses to checkpoint blockade therapy and limit the adverse effects, it is essential to understand the molecular regulation of checkpoint molecules in both malignant and healthy cells/tissues. This book begins with an introduction to immune checkpoint therapy and its challenges, and subsequently describes the regulation of checkpoints at different levels. In closing, it discusses recent therapeutic developments based on mechanistic findings, and outlines goals for future translational studies. The book offers a valuable resource for researchers

in the cancer immunotherapy field, helping to form a roadmap for checkpoint regulation and develop safer and more effective immunotherapies.

Kryger's Principles and Practice of Sleep Medicine - E-Book Meir H. Kryger, Thomas Roth, Cathy A Goldstein, 2021-12-16 Offering today's most authoritative, comprehensive coverage of sleep disorders, Kryger's Principles and Practice of Sleep Medicine, 7th Edition, is a must-have resource for sleep medicine specialists, fellows, trainees, and technicians, as well as pulmonologists, neurologists, and other clinicians who see patients with sleep-related issues. It provides a solid understanding of underlying basic science as well as complete coverage of emerging advances in management and treatment for a widely diverse patient population. Evidence-based content, hundreds of full-color illustrations, and a wealth of additional resources online help you make well-informed clinical decisions and offer your patients the best possible care. - Contains new chapters on sleep in intersex and transgender individuals; sleep telemedicine and remote PAP adherence monitoring; and sleep and the menstrual cycle, as well as increased coverage of treatment and management of pediatric patients. - Includes expanded sections on pharmacology, sleep in individuals with other medical disorders, and methodology. - Discusses updated treatments for sleep apnea and advancements in CPAP therapy. - Offers access to 95 video clips online, including expert interviews and sleep study footage of various sleep disorders. - Meets the needs of practicing clinicians as well as those preparing for the sleep medicine fellowship examination or recertification exams, with more than 950 self-assessment questions, answers, and rationales online. - Enhanced eBook version included with purchase. Your enhanced eBook allows you to access all of the text, figures, and references from the book on a variety of devices.

The Transfer of Power Between Presidential Administrations Nicole L. Anslover, 2022-12-29 The Transfer of Power Between Presidential Administrations examines the problems that can occur when a new president enters office, with a focus on historical case studies. The transition between presidents—especially when changing parties—is a wildcard in U.S. foreign policy that often confuses or concerns nations engaged with the United States. Though there are systems in place to ensure information gets passed from one administration to another, ideas and their execution can change dramatically when a new president takes office. Using case studies of six different incoming administrations during the Cold War and 21st century, this book will explore how the successes and failures in presidential transitions have had long-term effects on U.S. foreign policy, grand strategy, and international position. Looking at transitions involving multiple presidents, this book offers a fresh perspective on how foreign policy is formulated and carried out. The book ends with an analysis of 21st-century transitions, making this work timely and important. This book will be of interest to students of modern American history, American politics and the modern presidency, and international relations.

We Are Martians E. R. Dee, 2014-01-04 This hard science fiction novel from author E. R. Dee covers a span of nearly twenty years in the lives of the Martian colonial founders and their children as they make the very rocky transition from a

privatized establishment to one under control of the five major space nations on Earth who have to answer to bureaucrats, voters and taxpayers. This leads to revolt and eventually armed conflict as Earthers send forces to liberate Mars from the armed colonial terrorists who have taken over and hold planet hostage. The author has been in print since 1967 in a variety of publications.

Intrapartum Ultrasonography for Labor Management Antonio Malvasi, 2021-01-04 This updated book is a practical guide to intrapartum ultrasonography to help practitioners improve labor and delivery, and to limit, where possible, complications. Presenting the authors' experiences, the book summarizes the state of the art in normal and abnormal labor. It clearly documents the use of intrapartum ultrasonography to evaluate the first and second stages of labor and diagnose the occiput posterior and transverse positions. Each situation is analyzed with the help of numerous informative images and invaluable tips and tricks showing how fetal head engagement and progression can be documented objectively. The importance of ultrasound in obstetrics risk management is also addressed. Explaining how intrapartum ultrasonography can be used to assess whether a safe natural delivery is likely or whether operative procedures are required, the book is a valuable resource for all professionals - physicians and midwives alike - caring for women in labor.

E-Readers vs Tablets Isaac Berners-Lee, AI, 2025-01-17 E-Readers vs Tablets presents a comprehensive analysis of digital reading technologies, exploring the distinct characteristics and capabilities of these devices that have revolutionized how we consume digital content. The book takes readers through a systematic comparison, starting with the historical evolution of digital reading devices since 1998, before diving into the technical and practical aspects that differentiate these technologies. Through three main sections, the book examines crucial aspects of both devices: display technology (comparing e-ink with LCD/LED screens), functionality (contrasting dedicated reading devices with multipurpose tablets), and user experience (analyzing reading comprehension and satisfaction). The analysis is supported by laboratory studies, user surveys, and technical specifications from major manufacturers, making complex technical concepts accessible through practical examples and clear illustrations. What sets this book apart is its data-driven, unbiased approach to helping readers make informed decisions based on their specific needs. Rather than advocating for one technology over another, it emphasizes understanding the strengths and limitations of each platform, considering factors like eye strain, power consumption, and reading efficiency. The book connects these insights to broader discussions about digital literacy and screen time management, while providing specific recommendations for different user groups, from students to professionals and recreational readers.

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