

Team Marlin Equity

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Who Owns Whom Macmillan
 Computerworld Россия – ведущий международный еженедельник, посвященный информационным технологиям. В журнале Вы найдете обзор важнейших событий ИТ-индустрии в России и в мире, материалы о новых технологиях. В номере: Лучшее стратегически Одним из важнейших своих достижений за текущий год в Ассоциации предприятий компьютерных и информационных технологий считают создание доклада «О мерах по развитию отрасли ИТ в Российской Федерации», вкратце именуемого «Стратегия развития ИТ-отрасли». Документ, подготовленный совместно с консалтинговой компанией McKinsey, адресован органам как исполнительной, так и законодательной власти. В нем излагается точка зрения лидеров отечественной ИТ-индустрии относительно того, как государство может помочь развитию отрасли и что оно получит в взамен. Это уже третий, за последний десяток лет, документ, в котором компьютерные компании высказывают общую точку зрения на пути развития индустрии. Страна с предысторией ИТ Форум EMC Forum в Москве прошел под девизом трансформации ИТ, бизнеса и самих себя. Сергей Карпов, генеральный директор представительства EMC, рассказал о трансформации бизнеса компании в нашей стране. Четвертая платформа «Галактики» Корпорация «Галактика» официально анонсировала новые разработки на базе своей четвертой, за 25 лет существования компании, платформы. Пока продуктов два, в следующем году ожидается еще две новинки. Office 2013 доступен в ходе прошедшей в Москве конференции для разработчиков TechEd представители корпорации Microsoft объявили о выпуске на российский рынок Office 2013. От Sun до морских роботов Джеймс Гослинг по-прежнему имеет дело с интеллектуальными системами, полностью построенными на платформе Java. Он полагает, что разработанные им принципы безопасности Java отнюдь не исчерпали себя. Конец «планшета каждому ребенку» Участники проекта One Laptop Per Child отказались от планов выпуска планшетного компьютера XO-3, однако полученные наработки могут быть использованы при создании других продуктов. и многое другое

The End of Accounting and the Path Forward for Investors and Managers Penguin
 Diversity, Equity, and Inclusion in Sport delivers a comprehensive view of DEI issues in sport organizations. Readers will understand

key areas that affect sport administration and will develop the skills to implement best practices and lead an equitable and diverse sport environment.

Brave New Work Bold Type Books

This acclaimed and popular text is the only complete market research guide to the American health care industry—a tool for strategic planning, competitive intelligence, employment searches or financial research. Covers national health expenditures, technologies, patient populations, research, Medicare, Medicaid, managed care. Contains trends, statistical tables and an in-depth glossary. Features in-depth profiles of the 500 major firms in all health industry sectors.

Plunkett's Health Care Industry Almanac

Harriman House Limited
 Harrison's has defined internal medicine for millions of physicians and students worldwide since 1950. This Seventeenth Edition retains its balance of science and patient management and has been massively updated to include an innovative array of new features and content. Beyond the expansion of an illustration program with more than 300 new, additional illustrations. The acclaimed "Approach to the Patient" and "Treatment" features have been redesigned to make referencing the content faster than ever before. Readers will find an expanded focus on global health, including a Global Advisory Board composed of 11 prominent medical experts from around the world and a chapter on Global Considerations in Medicine by Jim Kim and Paul Farmer. Also, the new chapter on the Epidemiology of Cardiovascular Diseases provides a uniquely valuable summary of this emerging global epidemic. A new Global Considerations icon identifies epidemiologic, diagnostic, and therapeutic distinctions between

The Challenger Sale

Litres
 This book explores the advancements and future challenges in biomedical application developments using breakthrough technologies like Artificial Intelligence (AI), Internet of Things (IoT), and Signal Processing. It will also contribute to biosensors and secure systems, and related research. Applied Artificial Intelligence: A Biomedical Perspective begins by detailing recent trends and challenges of applied artificial intelligence in biomedical systems. Part I of the book presents the technological background of the book in terms of applied artificial intelligence in the biomedical domain. Part II demonstrates the recent advancements in automated medical image analysis that have opened ample research opportunities in the applications of deep learning to different diseases. Part III focuses on the use of cyberphysical systems that facilitates computing anywhere by using medical IoT and biosensors and the numerous applications of this technology in the healthcare domain. Part IV describes the different signal processing applications in the healthcare domain.

It also includes the prediction of some human diseases based on the inputs in signal format. Part V highlights the scope and applications of biosensors and security aspects of biomedical images. The book will be beneficial to the researchers, industry persons, faculty, and students working in biomedical applications of computer science and electronics engineering. It will also be a useful resource for teaching courses like AI/ML, medical IoT, signal processing, biomedical engineering, and medical image analysis. [Diversity, Equity, and Inclusion in Sport](#) Investment Research Group Ltd

An independent guide to the top solicitors, barristers, law firms and barristers' chambers in the United Kingdom. [DIRECTORY OF CORPORATE COUNSEL](#). Plunkett Research, Ltd. The sport coaching profession has historically been and continues to be a White male-dominated occupation and this remains a global issue. This imbalance persists despite an improvement in wider social attitudes and legislation towards equality and diversity within many societies, and despite the action by sporting organisations and national governing bodies. Within the research literature, the underrepresentation of women in sport coaching is a well-documented issue with a number of research studies highlighting the experiences and impact of being in the minority for women coaches. The issue of gender inequity in sport coaching is a long-standing one and shows little sign of changing significantly anytime soon. Therefore, a new approach is needed, one that draws on the knowledge and evidence we have to create actionable, sustainable, deep-rooting interventions that challenge the issue of gender equity at its very core. The overall purpose of Improving Gender Equity in Sports Coaching is to take an action or forward-thinking approach about what works, or could work, to improve the recruitment, development, or promotion of women sport coaches. The book brings together a global group of esteemed scholars working in this subject area. In this book, we have brought together not just the insight but also a collection of strategies and recommendations as to how this research could be or has been utilised to make our sport coaching environment places where all coaches feel as though they belong. As such, this ground-breaking book is a must read not just for students and researchers of gender equity in sport but also for policy and decision-makers working in sport.

New Zealand Investment Yearbook

IGI Global
 A ground-breaking rock and roll memoir by one of the founding members of the Grateful Dead
D and B Million Dollar Directory Food & Agriculture Org. [Author] [Author]

"This is the management book of the year. Clear, powerful and urgent, it's a must read for anyone who cares about where they work and how they work." —Seth Godin, author of This is

Marketing “This book is a breath of fresh air. Read it now, and make sure your boss does too.” —Adam Grant, New York Times bestselling author of Give and Take, Originals, and Option B with Sheryl Sandberg When fast-scaling startups and global organizations get stuck, they call Aaron Dignan. In this book, he reveals his proven approach for eliminating red tape, dissolving bureaucracy, and doing the best work of your life. He’s found that nearly everyone, from Wall Street to Silicon Valley, points to the same frustrations: lack of trust, bottlenecks in decision making, siloed functions and teams, meeting and email overload, tiresome budgeting, short-term thinking, and more. Is there any hope for a solution? Haven’t countless business gurus promised the answer, yet changed almost nothing about the way we work? That’s because we fail to recognize that organizations aren’t machines to be predicted and controlled. They’re complex human systems full of potential waiting to be released. Dignan says you can’t fix a team, department, or organization by tinkering around the edges. Over the years, he has helped his clients completely reinvent their operating systems—the fundamental principles and practices that shape their culture—with extraordinary success. Imagine a bank that abandoned traditional budgeting, only to outperform its competition for decades. An appliance manufacturer that divided itself into 2,000 autonomous teams, resulting not in chaos but rapid growth. A healthcare provider with an HQ of just 50 people supporting over 14,000 people in the field—that is named the “best place to work” year after year. And even a team that saved \$3 million per year by cancelling one monthly meeting. Their stories may sound improbable, but in *Brave New Work* you’ll learn exactly how they and other organizations are inventing a smarter, healthier, and more effective way to work. Not through top down mandates, but through a groundswell of autonomy, trust, and transparency. Whether you lead a team of ten or ten thousand, improving your operating system is the single most powerful thing you can do. The only question is, are you ready?

Pratt's Guide to Private Equity & Venture Capital Sources
Routledge

How does a CEO, manager, or entrepreneur begin to sort out what defines and drives a good customer experience and how it can be measured and made actionable? If you know how well the customer experience is satisfying your customers and you know how to increase their satisfaction, you can then increase sales, return visits, recommendations, loyalty, and brand engagement across all channels. More reliable and more useful data leads to better decisions and better results. *Innovating Analytics* is also about the need for a comprehensive measurement ecosystem to accurately assess and improve the other elements of customer experience. This is a time of great change and great opportunity. The companies that use the right tools and make the right assessments of how to satisfy their customers will have the competitive advantage. *Innovating Analytics* introduces an index that measures a customer’s likelihood to recommend and the likelihood to detract. The current concept of the Net Promoter Score (NPS) that has been adopted by many companies during the last decade—is no longer accurate, precise or actionable. This new metric called the Word of Mouth Index (WoMI) has been tested on hundreds of companies and with over 1.5 million consumers over the last two years. Author Larry Freed details the improvement that WoMI provides within what he calls the Measurement Ecosystem. He then goes on to look at three other drivers of customer satisfaction along with word of mouth: customer acquisition, customer loyalty, and customer conversion.
[The Lists](#) CRC Press

The key to success in raising funding, whether for yourself or on behalf of a client, is identifying the areas within the company where funding options could apply, and then providing a comprehensive solution specifically designed to meet those needs. However, many people are unaware of the various options available, and these days there are several out-of-the-box solutions which also move beyond the traditional finance and funding offerings. The information contained in this Directory provides all the insight and information you require to make a

successful application for funding and covers: - Asset Based Lending (ABL), Factoring and Invoice Discounting - Leasing and Asset Finance - Commercial and Corporate Finance - Banking Finance - Property Finance - Trade Finance - Bridging Finance - Equity Funding - Crowd Funding and Business Angels - Mezzanine Finance - Turnaround Funding - Support Organisations - Associations and Professional Bodies The Finance and Funding Directory is your essential guide to the financial resources available in the UK today.

[Dow Jones Private Equity Analyst BoogarLists](#)

A Marine-turned-investment banker applies the Corps' core principles to Wall Street and the world of business.

[Bird Uncaged](#) John Wiley & Sons

The twelfth session of the Scientific Advisory Group (SAG) of the Western Central Atlantic Fishery Commission (WECAFC) was held virtually from 19 to 20 June 2023. The SAG considered the outcomes of the work carried out by various joint working groups between 2022 and 2023 and their recommendations to the 19th Session of WECAFC. A revised version of the Caribbean Regional anchored aFAD Management plan and a revised version of the Guide for improved monitoring of anchored aFAD catches and improved assessment of anchored aFADs impact on stocks first reviewed at the eleventh session of SAG were tabled.

[Harrison's Principles of Internal Medicine](#) BoogarLists

An innovative new valuation framework with truly useful economic indicators The End of Accounting and the Path Forward for Investors and Managers shows how the ubiquitous financial reports have become useless in capital market decisions and lays out an actionable alternative. Based on a comprehensive, large-sample empirical analysis, this book reports financial documents' continuous deterioration in relevance to investors' decisions. An enlightening discussion details the reasons why accounting is losing relevance in today's market, backed by numerous examples with real-world impact. Beyond simply identifying the problem, this report offers a solution—the Value Creation Report—and demonstrates its utility in key industries. New indicators focus on strategy and execution to identify and evaluate a company's true value-creating resources for a more up-to-date approach to critical investment decision-making. While entire industries have come to rely on financial reports for vital information, these documents are flawed and insufficient when it comes to the way investors and lenders work in the current economic climate. This book demonstrates an alternative, giving you a new framework for more informed decision making. Discover a new, comprehensive system of economic indicators Focus on strategic, value-creating resources in company valuation Learn how traditional financial documents are quickly losing their utility Find a path forward with actionable, up-to-date information Major corporate decisions, such as restructuring and M&A, are predicated on financial indicators of profitability and asset/liabilities values. These documents move mountains, so what happens if they're based on faulty indicators that fail to show the true value of the company? The End of Accounting and the Path Forward for Investors and Managers shows you the reality and offers a new blueprint for more accurate valuation.

[BoogarLists | Directory of Venture Capital & Private Equity](#) Human Kinetics

What's the secret to sales success? If you're like most business leaders, you'd say it's fundamentally about relationships-and you'd be wrong. The best salespeople don't just build relationships with customers. They challenge them. The need to understand what top-performing reps are doing that their average performing colleagues are not drove Matthew Dixon, Brent Adamson, and their colleagues at Corporate Executive Board to investigate the skills, behaviors, knowledge, and attitudes that matter most for high performance. And what they discovered may be the biggest shock to conventional sales wisdom in decades. Based on an exhaustive study of thousands of sales reps across multiple industries and geographies, The Challenger Sale argues that classic relationship building is a losing approach, especially when it comes to selling complex, large-scale business-to-business solutions. The authors' study found that every sales rep

in the world falls into one of five distinct profiles, and while all of these types of reps can deliver average sales performance, only one—the Challenger—delivers consistently high performance. Instead of bludgeoning customers with endless facts and features about their company and products, Challengers approach customers with unique insights about how they can save or make money. They tailor their sales message to the customer's specific needs and objectives. Rather than acquiescing to the customer's every demand or objection, they are assertive, pushing back when necessary and taking control of the sale. The things that make Challengers unique are replicable and teachable to the average sales rep. Once you understand how to identify the Challengers in your organization, you can model their approach and embed it throughout your sales force. The authors explain how almost any average-performing rep, once equipped with the right tools, can successfully reframe customers' expectations and deliver a distinctive purchase experience that drives higher levels of customer loyalty and, ultimately, greater growth.

[Federal Register](#) John Wiley & Sons

From a leading prison abolitionist, a moving memoir about coming of age in Brooklyn and surviving incarceration—and a call to break free from all the cages that confine us. Marlon Peterson grew up in 1980s Crown Heights, raised by Trinidadian immigrants. Amid the routine violence that shaped his neighborhood, Marlon became a high-achieving and devout child, the specter of the American dream opening up before him. But in the aftermath of immense trauma, he participated in a robbery that resulted in two murders. At nineteen, Peterson was charged and later convicted. He served ten long years in prison. While incarcerated, Peterson immersed himself in anti-violence activism, education, and prison abolition work. In *Bird Uncaged*, Peterson challenges the typical “redemption” narrative and our assumptions about justice. With vulnerability and insight, he uncovers the many cages—from the daily violence and trauma of poverty, to policing, to enforced masculinity, and the brutality of incarceration—created and maintained by American society. *Bird Uncaged* is a twenty-first-century abolitionist memoir, and a powerful debut that demands a shift from punishment to healing, an end to prisons, and a new vision of justice.

ComputerWorld 31-2012 Routledge

"This book provides insights to better enhance the understanding of technology's widespread intertwinement with human identity within an advancing technological society"--Provided by publisher.

[Nelson Information's Directory of Investment Research](#) Litres

Strategic Communication at Work provides the reader with a practical approach to engaging in all types of communication—one-on-one, small group, and large group—to achieve intended results. The framework presented enables readers to make informed decisions that increase the effectiveness of their communication and enhance their credibility. Lennard presents the IMPACT Paradigm—Intending, Messaging, Presence, Attending, Connecting, and Together—in the first part of the book explaining the benefits of using a single framework for all strategic communication. The second part illustrates how to apply these principles and approach interactions with a purposeful mindset, express ideas congruently, and connect with others. The third part offers curated exercises for practicing communication skills, along with specific ways to integrate the paradigm into everyday communication interactions. The text's clear and practical approach will appeal to graduate students of business communication, as well as instructors and professionals interested in improving their communication skills.

[Corporate Social Responsibility in India](#) Macmillan

The 40th Edition of the IRG Yearbook includes All New Zealand listed companies, The top 76 Australian listed companies and 25 of the top world companies e.g. Louis Vuitton, Apple, Berkshire Hathaway, and more! The IRG Yearbook gives a summary of the companies, their 5 year financials data and a 5 year graph of the performance with analyst consensus on High, Median and Low prices.

[Innovating Analytics](#) Penguin

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