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"Selling Today: Creating Customer Value, one of the most popular sales information books on the market, offers readers a blend of time-proven fundamentals and new practices needed to succeed in today's information economy. It emphasizes the need for salespeople to be guided by the new principle of personal selling: establishing partnerships that are maintained by customer value, created by the salesperson. This edition stresses the need for sales professionals to cope with new forces shaping the world of sales and marketing, and emphasizes the strategies for long-term success. It provides comprehensive coverage of consultative selling, strategic selling, partnering, and value-added selling. Sales force automation is also a major theme. For sales and marketing professionals."--Product description.

AROUND THE WORLD IN A TEACUP Did you know that tea is the most widely consumed beverage on the planet after water? Or that all of the world’s tea originates from only three varieties of a single plant? While a cup of tea may be a simple pleasure for most of us, there are a dizzying number of tastes from which to choose. And every tea, whether a delicately sweet green tea from Japan or a bracing, brisk Darjeeling black, tells a story in the cup about the land that nurtured it and the tea-making skills that transformed it. In this authoritative guide, veteran tea professionals Mary Lou and Robert J. Heiss provide decades of expertise on understanding tea and its origins, the many ways to buy tea, and how to explore and enjoy the six classes of tea (green, yellow, white, oolong, black, and Pu-erh). Additional advice on steeping the perfect cup and storing tea at home, alongside a gallery of more than thirty-fi ve individual teas with tasting notes and descriptions make The Tea Enthusiast’s Handbook a singular source of both practical information and rich detail about this fascinating beverage.

The lifeblood of every developed nation is entrepreneurs, people who set out to build their own destiny and achieve fame and fortune. Yet 30% of all new businesses in Australia fail before their first year is finished; in the US 44% of enterprises have closed their doors by the 3rd year. Why do some entrepreneurs succeed while others struggle to realise their dream? Phillip Di Bella began Di Bella Coffee in 2002 with \$5000 in his pocket. Within 4 years the company had made BRW's Top 100 Fastest Growing list, with Phillip named among the top 100 young rich. Phillip has turned his knowledge of coffee into a multi-million dollar business, yet his ambitions and dreams were no different than the thousands who dream of an empire and embark on their own journey every year to achieve success. This book is about the formula that drove his success; the same formula which we believe drives the success of every great entrepreneur. That formula is simply called entrepreneurial intelligence. It is required reading for any entrepreneur who wants to survive the cut, and prosper.

Tracy Bonham is one of the new breed of female alternative rockers in the Alanis Morissette vein. This features 12 songs from her album.

From Ancient Sumer to Modern Iraq

A Guide to Sourcing Green Coffee

containing all the Latin prose necessary for entering college ; with references to Kühner's and Andrews and Stoddard's Latin grammars; notes critical and explanatory; a vocabulary and a geographical and historical index

Sticky Facts: Construction

Creating Customer Value

Best Practices

The Tea Enthusiast's Handbook

**** Offers timely material, and is anticipated that over 80% of Fortune 1000 companies will incorporate mobile devices and wireless applications into their existing systems over the next two-five years. * Authors utilize XML and related technologies such as XSL and XSLT as well as Web services for server-sided application construction. * Details how to build a complete enterprise application using all of the technologies discussed in the book. * Web site updates the example application built as well as additional wireless Java links and software.***

Essays by leading specialists on a central issue of European history: the transition to farming.

The Bible which places all events in the order in which they actually occurredThe Authorized King James VersionEndorsed by Christian leaders of many denominations

A totally new idea in sticker books, combining the joy of learning with the joy of stickers. It's an innovative, kid-friendly approach to beloved topics for ages 6 and up, featuring a cutting-edge sticker sheet design that allows for text and color images to appear underneath the sticker. Here's how it works: Read a question, then peel off the corresponding sticker to reveal the answer underneath. The fun doesn't stop there—place the sticker on the facing activity page to create a book of facts and images that can be enjoyed again and again. Once all the stickers are peeled, kids are left with a beautifully designed, information-rich book full of diagrams, facts, and personalized pages to read again and again. Sticky Facts: Construction features dozens of stickers of sky-high cranes and earth-scraping excavators, monster trucks, and clattering power tools. It shows how to create a construction site—and lets kids learn all about the special tools and vehicles we use to build.

The Training

A Guide to Buying, Brewing & Enjoying

Entrepreneurial Intelligence

Radar Instruction Manual

Containing Selections from Ovid, Virgil, and Horace, with Notes and Grammatical References

More Than 65 Delicious & Healthy Recipes

How to Program

Presents a collection of recipes for a variety of hot and cold coffee beverages, baked goods, and desserts.

A young boy is worried about what will happen to his body when he hears such expressions as "I'm tongue-tied," "don't give me any of your lip," and "I put my foot in my mouth."

Artifacts linked to projectile technologies traditionally have provided the foundations for time-space systematics and cultural-historic frameworks in archaeological research having to do with foragers. With the shift in archae ological research objectives to processual interpretations, projectile technolo gies continue to receive marked attention, but with an emphasis on the implications of variability in such areas as design, function, and material as they relate to the broader questions of human adaptation. The reason that this particular domain of foraging technology persists as an important focus of research, I think, comes in three parts. A projectile technology was a crucial part of most foragers' strategies for survival, it was functionally spe cific, and it generally was fabricated from durable materials likely to be detected archaeologically. Being fundamental to meat acquisition and the principal source of calo ries, projectile technologies were typically afforded greater time-investment, formal modification, and elaboration of attributes than others. Moreover, such technologies tend to display greater standardization because of con straints on size, morphology, and weight that are inherent to the delivery system. The elaboration of attributes and standardization of form gives pro jectile technologies time-and space-sensitivity that is greater than most other foraging technologies. And such sensitivity is immensely valuable in archae ological research.

Developers who want to access USB devices from their embedded systems will find a helpful resource in USB Embedded Hosts: The Developer’s Guide. This new book from the author of USB Complete shows how small systems can take advantage of the same wealth of USB devices available to conventional PCs. The book begins with a review of USB host communication protocols. Readers then learn which USB host requirements are relaxed for embedded systems and what new requirements some embedded systems must meet. To help in selecting a development platform, the book explores available hardware and software for USB host communications in small systems. The heart of the book focuses on communicating with USB devices. The topics (with example code) include USB drives, keyboards, virtual serial ports, network bridges, mics, speakers, video cameras, and printers, plus devices that don’t fit defined USB classes. Also discussed are systems that support both USB host and device functions. The example code is written for the BeagleBoard-xM open development board using a distribution of Linux targeted to small systems. Also covered is how to use Linux commands and utilities to learn about, monitor, and debug communications with USB devices.

Coffee

A Universal History of the Destruction of Books

Radioactive Investigations of Oil and Gas Wells

Selling Today

A Quick and Easy Guide

Where the Wild Coffee Grows

The Complete Guide to Coffee Cuisine

Growing up disabled and gay in the 1950s, circumstances force John Cromer from an early age to develop an intense and vivid internal world. As his character develops, this ability to transcend external circumstance through his own strength of character proves invaluable.

This ultimate inspiration for coffee lovers everywhere, offers a wonderful selection of treats to serve with a steaming mug of coffee.

Radioactive Investigations of Oil and Gas Wells: A Textbook focuses on the radioactive methods used in the investigations of oil and gas wells, including radioactivity, nuclear reactions, and tracer method. The book first offers information on physical principles of the radiometry of wells and radioactive properties of rocks. Discussions focus on artificial transformation of elements and nuclear reactions; radioactivity and the law of radioactive disintegration; natural radioactivity; and induced radioactivity of rocks. The text then ponders on the methods of well geometry and radiometric apparatus. The publication examines the interpretation of results of measurements by the natural radioactivity method and working technique and interpretation of diagrams of the tracer method. Topics include selection of the radioactive isotope and technology of preparation of activated fluid and determination of absorbing strata and of communication between the strata outside the tubing in production wells and pressurized wells. The text is a dependable reference for readers interested in the radioactive methods used in the investigations of oil and gas wells.

A guide to buying, brewing, & enjoying.

Witch Blood

Parkland Speaks

Survivors from Marjory Stoneman Douglas Share Their Stories

Its Physiology, History, and Cultivation

Platinum Poems

Dear Coffee Buyer

Coffee Roasting

Examines the many reasons and motivations for the destruction of books throughout history, citing specific acts from the smashing of ancient Sumerian tablets to the looting of libraries in post-war Iraq.

This is a reproduction of a book published before 1923. This book may have occasional imperfections such as missing or blurred pages, poor pictures, errant marks, etc. that were either part of the original artifact, or were introduced by the scanning process. We believe this work is culturally important, and despite the imperfections, have elected to bring it back into print as part of our continuing commitment to the preservation of printed works worldwide. We appreciate your understanding of the imperfections in the preservation process, and hope you enjoy this valuable book. +++++ The below data was compiled from various identification fields in the bibliographic record of this title. This data is provided as an additional tool in helping to ensure edition identification:

+++++ Coffee: Its Physiology, History, And Cultivation: Adapted As A Work Of Reference For Ceylon, Wynaad, Coorg And The Neilgherries Edmund C. P. Hull Gantz Brothers, 1865 Coffee

Coffee: A Comprehensive Guide to the Bean, the Beverage, and the Industry offers a definitive guide to the many rich dimensions of the bean and the beverage around the world. Leading experts from business and academia consider coffee’s history, global spread, cultivation, preparation, marketing, and the environmental and social issues surrounding it today. They discuss, for example, the impact of globalization; the many definitions of organic, direct trade, and fair trade; the health of female farmers; the relationships among shade, birds, and coffee; roasting as an art and a science; and where profits are made in the commodity chain. Drawing on interviews and the lives of people working in the business—from pickers and roasters to coffee bar owners and consumers—this book brings a compelling human side to the story. The authors avoid romanticizing or demonizing any group in the business. They consider basic but widely misunderstood issues such as who adds value to the bean, the constraints of peasant life, and the impact of climate change. Moving beyond simple answers, they represent various participants in the supply chain and a range of opinions about problems and suggested solutions in the industry. Coffee offers a multidimensional examination of a deceptively everyday but extremely complex commodity that remains at the center of many millions of lives. Tracing coffee’s journey from field to cup, this handbook to one of the world’s favorite beverages is an essential guide for professionals, coffee lovers, and students alike. Contributions by: Sarah Allen, Jonathan D. Baker, Peter S. Baker, Jonathan Wesley Bell, Clare Benfield, H. C. "Skip" Bittenbender, Connie Blumhardt, Willem Boot, Carlos H. J. Brando, August Burns, Luis Alberto Cuéllar, Olga Cuellar, Kenneth Davids, Jim Fadden, Elijah K. Gichuru, Jeremy Haggar, Andrew Hetzel, George Howell, Juliana Jaramillo, Phyllis Johnson, Lawrence W. Jones, Alf Kramer, Ted Lingle, Stuart McCook, Michelle Craig McDonald, Sunalini Menon, Jonathan Morris, Joan Obra, Price Peterson, Rick Peyser, Sergii Reminny, Paul Rice, Robert Rice, Carlos Saenz, Vincenzo Sandalj, Jinap Selamat, Colin Smith, Shawn Steiman, Robert W. Thurston, Steven Topik, Tatsushi Ueshima, Camilla C. Valeur, Geoff Watts, and Britta Zeitemann This work has been selected by scholars as being culturally important and is part of the knowledge base of civilization as we know it. This work is in the public domain in the United States of America, and possibly other nations. Within the United States, you may freely copy and distribute this work, as no entity (individual or corporate) has a copyright on the body of the work. Scholars believe, and we concur, that this work is important enough to be preserved, reproduced, and made generally available to the public. To ensure a quality reading experience, this work has been proofread and republished using a format that seamlessly blends the original graphical elements with text in an easy-to-read typeface. We appreciate your support of the preservation process, and thank you for being an important part of keeping this knowledge alive and relevant.

Coffee Indulgences

Wireless Java Programming for Enterprise Applications

The Developer’s Guide

A Guide to the World’s Best Teas

Projectile Technology

Inspired by the philosophies of coffee entrepreneur Phillip Di Bella

Me: a Compendium

A guide to coffee covers its history, including the evolution of coffehouses and other aspects of coffee culture, along with recipes for different kinds of coffee and desserts.

Featuring art and writing from the students of the Parkland tragedy, this is a raw look at the events of February 14, and a poignant representation of grief, healing, and hope. The students of Marjory Stoneman Douglas High School share their emotional journeys that began on February 14, 2018, and continue today. This revealing and unfiltered look at teens living in the wake of tragedy is a poignant representation of grief, anger, determination, healing, and hope. The intimate collection includes poetry, eyewitness accounts, letters, speeches, journal entries, drawings, and photographs from the events of February 14 and its aftermath. Full of heartbreaking loss, a rally cry for change, and hope for a safe future, these artistic pieces will inspire readers to reflect on their own lives and the importance of valuing and protecting the ones you love.

If Sophie Sinora survives tonight, she's sure to be grounded for life. But that's the least of her problems. She's thousands of miles from home, people are not who they seem, and she doesn't know friend from foe. She needs to keep her hot witch boyfriend, with an even hotter temper, from losing his cool before the incubus finds them and steals their souls. And she'd thought she was having a bad week when she sprouted that ginormous pimple on her nose. If only her life was that simple.

Poetry anthology

The Reese Chronological Bible

The Ampleforth Journal

An Old English Parish

Confessions of a Coffee Bean

Coffee: Its Physiology, History, and Cultivation: Adapted as a Work of Reference for Ceylon, Wynaad, Coorg and the Neilgherrie

Idioms from Head to Toe

After her nightmarish recovery from a serious car accident, Faye gets horrible news from her doctor, and it hits her hard like a rock: she can’t bear children. In extreme shock, she breaks off her engagement, leaves her job and confines herself in her family home. One day, she meets her brother’s best friend , and her soul makes a first step to healing.

Appropriate for all basic-to-intermediate level courses in Visual Basic 2008 programming. Created by world-renowned programming instructors Paul and Harvey Deitel, Visual Basic 2008 How to Program, Fourth Edition introduces all facets of the Visual Basic 2008 language hands-on, through hundreds of working programs. This book has been thoroughly updated to reflect the major innovations Microsoft has incorporated in Visual Basic 2008 and .NET 3.5; all discussions and sample code have been carefully audited against the newest Visual Basic language specification. The many new platform features covered in depth in this edition include: LINQ data queries, Windows Presentation Foundation (WPF), ASP.NET Ajax and the Microsoft Ajax Library, Silverlight-based rich Internet application development, and creating Web services with Windows Communication Foundation (WCF). New language features introduced in this edition: object anonymous types, object initializers, implicitly typed local variables and arrays, delegates, lambda expressions, and extension methods. Students begin by getting comfortable with the free Visual Basic Express 2008 IDE and basic VB syntax included on the CD. Next, they build their skills one step at a time, mastering control structures, classes, objects, methods, variables, arrays, and the core techniques of object-oriented programming. With this strong foundation in place, the Deitels introduce more sophisticated techniques, including inheritance, polymorphism, exception handling, strings, GUT’s, data structures, generics, and collections. Throughout, the authors show developers how to make the most of Microsoft’s Visual Studio tools. A series of appendices provide essential programming reference material on topics ranging from number systems to the Visual Studio Debugger, UML 2 to Unicode and ASCII.

This volume explores the relationship between archaeology, politics and society in Germany from the later 19th to the end of the 20th century. The contributions discuss key aspects of this relationship in their historical context, beginning with the triumph of national archaeology over universalist anthropology, continuing with the exploitation of archaeology by the Nazi and Communist regimes, the widespread collaboration by archaeologists, and the political and intellectual aftermath of these two episodes. Other contributions raise no less important questions about the role of archaeology in democratic society, by exploring issues such as university teaching, public attitudes, gender, and research abroad. Contributors from outside Germany put this experience into a contemporary, European and international context.

Inventive, hilarious and joyously colorful, this fill-in journal was designed to help kids capture nearly everything that’s uniquely rad about them. With design-savvy, yet completely kid-friendly illustrations, they’re asked to draw or write about a bunch of interesting things -- like what their hair looks like, what their band name would be, what they’d bring to outer space, and how they feel about lightning, lizards and pickles. There may or may not be a place for super-secret stuff inside the book jacket. Whether kids complete their entire compendium on a rainy day, or finish it over a year, it’ll become a treasure to look back on and smile. Ideal for the holidays, rainy days and happy occasions of all kinds, this is an imagination-building gift will engage kids for hours on end

USB Embedded Hosts

A SECRET SORROW

Everything But Espresso

Preparatory Latin prose-book

A Textbook

Europe’s First Farmers

Even More Parts

TEA BASICS Your complete guide to the perfect cup Civilized, soothing, delicious, and relaxing . . . tea offers an ideal refuge from the fast pace and stressful demands of life today. But with the astonishing array of teas currently available, how do you find a cup you can really call your own? Start with Tea Basics. This handy reference covers all of the essentials of tea buying, brewing, and tasting, and explores the comforts of ritual and healing that tea has provided through the centuries. As you sip and savor the wonderful flavors of black teas, green teas, oolongs, and scented/herbal teas, you’ll understand why tea is consumed by more people worldwide than any other drink except water. So put the kettle on, put your feet up, and immerse yourself in Tea Basics! Inside you'll find:
* Tea facts: its origins, history, and many varieties
* Guidance on selection, blending, brewing, tasting, and storage
* Tips on tea etiquette
* A tea-tasting glossary
* Select sources of tea and related equipment

In this enticing read from New York Times bestselling author Tara Sue Me’s Submissive Series, the submissive and her dominant explore just how long they can make the pleasure last... It started with a hidden desire. Millionaire CEO Nathaniel West has always played by his own strict set of rules, ones he expects everyone to follow—especially the women he’s dominated in his bedroom. But his newest lover is breaking down all his boundaries and rewriting his rule book. Abby King never imagined that she would capture the heart of Nathaniel West, one of New York City’s most eligible bachelors—and its most desirable dominant. What began as a weekend arrangement of pleasure has become a passionate romance with a man who knows every inch of her body and her soul—yet remains an enigmatic lover. Though he is tender and caring, his painful past remains a wall between them. Abby knows the only way to truly earn his trust is to submit to him fully and let go of all of her lingering inhibitions. Because to lead Nathaniel on a path to greater intimacy, she must first let him deeper into her world than anyone has ever gone before...

CoffeeA Guide to Buying, Brewing & EnjoyingOne Hundred One Productions

Since 1958 the Maritime Administration has continuously conducted instructions in use of collision avoidance radar for qualified U.S. seafaring personnel and representatives of interested Federal and State Agencies.Beginning in 1963, to facilitate the expansion of training capabilities and at the same time to provide the most modern techniques in training methods, radar simulators were installed in Maritime Administration's three region schools.It soon became apparent that to properly instruct the trainees, even with the advanced equipment, a standardize up-to-date instruction manual was needed. The first manual was later revised to serve both as a classroom textbook and as an onboard reference handbook.This newly updated manual, the fourth revision, in keeping with Maritime Administration policy, has been restructured to include improved and more effective methods of plotting techniques for use in Ocean, Great Lakes, Coastwise and Inland Waters navigation.Robert J. BlackwellAssistant Secretary for Maritime Affairs

The German Experience

Harlequin Comics

A Comprehensive Guide to the Bean, the Beverage, and the Industry

Mobile Devices Go Corporate

Tea Basics

Professional Coffee Brewing Techniques

Manual for Stenographers and Typists

"Enchanting . . . An absorbing narrative of politics, ecology, and economics."--New York Times Book Review (Editor's Choice) Located between the Great Rift Valley and the Nile, the cloud forests in southwestern Ethiopia are the original home of Arabica, the most prevalent and superior of the two main species of coffee being cultivated today. Virtually unknown to European explorers, the Kafa region was essentially off-limits to foreigners well into the twentieth century, which allowed the world's original coffee culture to develop in virtual isolation in the forests where the Kafa people continue to forage for wild coffee berries. Deftly blending in the long, fascinating history of our favorite drink, award-winning author Jeff Koehler takes readers from these forest beginnings along the spectacular journey of its spread around the globe. With cafés on virtually every corner of every town in the world, coffee has never been so popular--nor tasted so good. Yet diseases and climate change are battering production in Latin America, where 85 percent of Arabica grows. As the industry tries to safeguard the species' future, breeders are returning to the original coffee forests, which are under threat and swiftly shrinking. "The forests around Kafa are not important just because they are the origin of a drink that means so much to so many," writes Koehler. "They are important because deep in their shady understory lies a key to saving the faltering coffee industry. They hold not just the past but also the future of coffee." "A must-read for coffee enthusiasts."--Smithsonian (Best of the Year) "Reads like an engaging multimystery detective novel."--Wall Street Journal "Fascinating . . . How a local crop transformed into a global commodity."--Real Simple (Best of the Month) Coffee is one of the largest and most valuable commodities in the world. This is the story of its origins, its history, and the threat to its future, by the IACP Award-winning author of Darjeeling.

Archaeology, Ideology and Society

Pilcrow Exp

The Burdens of Being Upright

The Untold Story of Coffee from the Cloud Forests of Ethiopia to Your Cup

A Fill-In Journal for Kids

Visual Basic 2008

A Handbook of Latin Poetry