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Handbook Uts Insearch

The Routledge Handbook
of Reenactment Studies
provides the first

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overview of significant concepts within reenactment studies. The volume includes a co-authored critical introduction and a comprehensive

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compilation of key term entries contributed by leading reenactment scholars from Europe, North America, and Australia. Well into the future, this wide-

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ranging reference work
will inform and shape
the thinking of
researchers, teachers,
and students of history
and heritage and memory
studies, as well as

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cultural studies, film,
theater and performance
studies, dance, art
history, museum studies,
literary criticism,
musicology, and
anthropology.

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This book A Beginner's Guide to Learning Analytics is designed to meet modern educational trends' needs. It is addressed to readers who have no prior knowledge

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of learning analytics
and functions as an
introductory text to
learning analytics for
those who want to do
more with
evaluation/assessment in

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their organizations. The book is useful to all who need to evaluate their learning and teaching strategies. It aims to bring greater efficiency and deeper

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engagement to individual students, learning communities, and educators. Covered here are the key concepts linked to learning analytics for

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researchers and practitioners interested in learning analytics. This book helps those who want to apply analytics to learning and development programs

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and helps educational institutions to identify learners who require support and provide a more personalized learning experience. Like chapters show

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diverse uses of learning analytics to enhance student and faculty performance. It presents a coherent framework for the effective translation of learning

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analytics research for
educational practice to
its practical
application in different
educational domains.
This book provides
educators and

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researchers with the tools and frameworks to effectively make sense of and use data and analytics in their everyday practice. This book will be a valuable

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addition to researchers'
bookshelves.

Recent advances in
molecular technology
have provided new
microbial imaging tools,
not only complementing

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more classical methods,
but in many cases
significantly enhancing
the sensitivity and
efficiency in which
studies may be
conducted. These

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technologies are applicable to a wide range of problems in contemporary microbiology, including strain selection, understanding microbial

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structure, function and pathophysiology, as well as in the development of anti-microbial agents and vaccines. This volume emphasizes detailed methodology,

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provides a theoretical background and lists potential applications of specific imaging tools. * Edited by two experts in the field *
Applicable to a broad

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Microbiology readership

* Highly illustrated *

Provides in-depth
accounts from scientists
working with cutting
edge technologies *

Facilitates researchers

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who involve Microbial
Imaging in their work
Krakauer's page-turning
bestseller explores a
famed missing person
mystery while unraveling
the larger riddles it

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holds: the profound pull
of the American
wilderness on our
imagination; the allure
of high-risk activities
to young men of a
certain cast of mind;

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the complex, charged
bond between fathers and
sons. "Terrifying...
Eloquent... A heart-
rending drama of human
yearning." —New York
Times In April 1992 a

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young man from a well-to-do family hitchhiked to Alaska and walked alone into the wilderness north of Mt. McKinley. He had given \$25,000 in savings to charity,

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abandoned his car and most of his possessions, burned all the cash in his wallet, and invented a new life for himself. Four months later, his decomposed body was

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found by a moose hunter.
How Christopher Johnson
McCandless came to die
is the unforgettable
story of Into the Wild.
Immediately after
graduating from college

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in 1991, McCandless had roamed through the West and Southwest on a vision quest like those made by his heroes Jack London and John Muir. In the Mojave Desert he

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abandoned his car,
stripped it of its
license plates, and
burned all of his cash.
He would give himself a
new name, Alexander
Supertramp, and,

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unencumbered by money and belongings, he would be free to wallow in the raw, unfiltered experiences that nature presented. Craving a blank spot on the map,

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McCandless simply threw the maps away. Leaving behind his desperate parents and sister, he vanished into the wild. Jon Krakauer constructs a clarifying prism

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through which he reassembles the disquieting facts of McCandless's short life. Admitting an interest that borders on obsession, he searches

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for the clues to the drives and desires that propelled McCandless. When McCandless's innocent mistakes turn out to be irreversible and fatal, he becomes

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the stuff of tabloid headlines and is dismissed for his naiveté, pretensions, and hubris. He is said to have had a death wish but wanting to die is a

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very different thing
from being compelled to
look over the edge.

Krakauer brings
McCandless's
uncompromising
pilgrimage out of the

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shadows, and the peril,
adversity, and
renunciation sought by
this enigmatic young man
are illuminated with a
rare understanding--and
not an ounce of

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sentimentality.

Mesmerizing,

heartbreaking, Into the

Wild is a tour de force.

The power and luminosity

of Jon Krakauer's

stoytelling blaze

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through every page.
Second Edition

Advanced English 1
A Handbook of Theories
on Designing Alignment
Between People and the

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Office Environment
Handbook of Research on
Active Learning and the
Flipped Classroom Model
in the Digital Age
Microbial Imaging

The integration of new

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**technology and global
collaboration has
undoubtedly transformed
learning in higher
education from the
traditional classroom
setting into a domain of**

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support services, academic programs, and educational products which are made available to learners. The Handbook of Research on Transnational Higher Education is a unique

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compilation of the most recent research done by higher education professionals in the areas of policy, governance, technology, marketing, and leadership development.

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This publication succeeds in highlighting the most important strategies and policies for professionals, policymakers, administrators, and researchers interested in

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**higher education
management.**

**The Trotula was the most
influential compendium on
women's medicine in
medieval Europe. Scholarly
debate has long focused on**

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the traditional attribution of the work to the mysterious Trotula, said to have been the first female professor of medicine in eleventh- or twelfth-century Salerno, just south of

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Naples, then the leading center of medical learning in Europe. Yet as Monica H. Green reveals in her introduction to this first edition of the Latin text since the sixteenth century,

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and the first English translation of the book ever based upon a medieval form of the text, the Trotula is not a single treatise but an ensemble of three independent works, each by

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a different author. To varying degrees, these three works reflect the synthesis of indigenous practices of southern Italians with the new theories, practices, and

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medicinal substances coming out of the Arabic world. Arguing that these texts can be understood only within the intellectual and social context that produced them, Green

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analyzes them against the background of historical gynecological literature as well as current knowledge about women's lives in twelfth-century southern Italy. She examines the

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history and composition of the three works and introduces the reader to the medical culture of medieval Salerno from which they emerged. Among her findings is that the second

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of the three texts, "On the Treatments for Women," does derive from the work of a Salernitan woman healer named Trota. However, the other two texts—"On the Conditions of

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**Women" and "On Women's
Cosmetics"—are probably of
male authorship, a fact
indicating the complex
gender relations
surrounding the production
and use of knowledge about**

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the female body. Through an exhaustive study of the extant manuscripts of the Trotula, Green presents a critical edition of the so-called standardized Trotula ensemble, a composite form

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of the texts that was produced in the mid-thirteenth century and circulated widely in learned circles. The facing-page complete English translation makes the work

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accessible to a broad audience of readers interested in medieval history, women's studies, and premodern systems of medical thought and practice.

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In 2007, 144 UN member states voted to adopt a Declaration on the Rights of Indigenous Peoples. Australia, Canada, New Zealand and the US were the only members to vote

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against it. Each eventually changed its position. This book explains why and examines what the Declaration could mean for sovereignty, citizenship and democracy in liberal

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societies such as these. It takes Canadian Chief Justice Lamer's remark that 'we are all here to stay' to mean that indigenous peoples are 'here to stay' as indigenous. The book

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examines indigenous and state critiques of the Declaration but argues that, ultimately, it is an instrument of significant transformative potential showing how state

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sovereignty need not be a power that is exercised over and above indigenous peoples. Nor is it reasonably a power that displaces indigenous nations' authority over their

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own affairs. The Declaration shows how and why, and this book argues that in doing so, it supports more inclusive ways of thinking about how citizenship and democracy

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may work better. The book draws on the Declaration to imagine what non-colonial political relationships could look like in liberal societies. Work-related learning (WRL) is a topic of steadily

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increasing interest to today's vocational education institutions as well as organizations in business and industry. This book derives from an international HRD

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conference held at the University of Twente, The Netherlands. Key papers from the conference have been combined with other high-standard contributions. Together

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they offer an international collection of leading edge research. The book brings together contributors from various parts of the EU and the USA and includes examples of good practice

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**and recent research on
work-related learning.
Work-related learning can
be broadly seen to be
concerned with all forms of
education and training
closely related to the daily**

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work of (new) employees, and is increasingly playing a central role in the lives of individuals, groups or teams and the agenda's of organizations. However, as this area of study becomes

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more prominent, debates have opened about the nature of the field, as well as about its configurations and effects. For example, some authors have a broad definition of WRL and

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define it as learning for work, at work and through work, ranging from formal, through semi-structured to informal learning. Others prefer to use the concept of WRL mainly in connection

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to informal, incidental learning processes during work, leading to competent workplace learners. Formal and informal learning are distinguished from each other with respect to the

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level of intention (implicit/non-intentional/incidental versus deliberative/intentional/structured). Another point of discussion originates from the different 'theoretical

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backgrounds' of the authors: the 'learning theorists' versus the 'organizational theorists'. The first group is mainly interested in the question of how learning comes

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about; the second group is predominantly interested in the search for factors affecting learning. This book is essential reading for practitioners, researchers, teachers and

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students in the HRM and HRD field as well as in the field of VET.

**Practical Handbook on
Image Processing for
Scientific and Technical
Applications**

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**Work-Related Learning
The Handbook of Advanced
Materials
Policy and Practice
Routledge Handbook of
Chinese Culture and Society
Contemporary Applications**

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of Markowitz Techniques

This book addresses the gap in the literature concerned with global case studies of successful Digital, Mobile and Open Education. The book shares experiences from international teaching and learning projects at all levels of Education, and provides

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advice for future policy and investment in digital teaching and learning and Open Education projects. It also provides an expectation on the future capacity and sustainability of Open Education.

8 starred reviews · Goodreads Choice Awards Best of the Best · William C.

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Morris Award Winner · National Book
Award Longlist · Printz Honor Book ·
Coretta Scott King Honor Book · #1
New York Times Bestseller!

"Absolutely riveting!" —Jason

Reynolds "Stunning." —John Green

"This story is necessary. This story is
important." —Kirkus (starred review)

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"Heartbreakingly topical." —Publishers Weekly (starred review) "A marvel of verisimilitude." —Booklist (starred review) "A powerful, in-your-face novel." —Horn Book (starred review) Sixteen-year-old Starr Carter moves between two worlds: the poor neighborhood where she lives and the

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fancy suburban prep school she attends. The uneasy balance between these worlds is shattered when Starr witnesses the fatal shooting of her childhood best friend Khalil at the hands of a police officer. Khalil was unarmed. Soon afterward, his death is a national headline. Some are calling

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him a thug, maybe even a drug dealer and a gangbanger. Protesters are taking to the streets in Khalil's name. Some cops and the local drug lord try to intimidate Starr and her family. What everyone wants to know is: what really went down that night? And the only person alive who can answer that

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is Starr. But what Starr does—or does not—say could upend her community. It could also endanger her life. Want more of Garden Heights? Catch Maverick and Seven's story in Concrete Rose, Angie Thomas's powerful prequel to *The Hate U Give*.
Action Research in Teaching and

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Learning A Practical Guide to
Conducting Pedagogical Research in
Universities Routledge

A Guide to Kernel Exploitation:
Attacking the Core discusses the
theoretical techniques and approaches
needed to develop reliable and
effective kernel-level exploits, and

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applies them to different operating systems, namely, UNIX derivatives, Mac OS X, and Windows. Concepts and tactics are presented categorically so that even when a specifically detailed vulnerability has been patched, the foundational information provided will help hackers in writing a

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newer, better attack; or help pen testers, auditors, and the like develop a more concrete design and defensive structure. The book is organized into four parts. Part I introduces the kernel and sets out the theoretical basis on which to build the rest of the book. Part II focuses on different operating

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systems and describes exploits for them that target various bug classes. Part III on remote kernel exploitation analyzes the effects of the remote scenario and presents new techniques to target remote issues. It includes a step-by-step analysis of the development of a reliable, one-shot,

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remote exploit for a real vulnerability
bug affecting the SCTP subsystem
found in the Linux kernel. Finally, Part
IV wraps up the analysis on kernel
exploitation and looks at what the
future may hold. Covers a range of
operating system families — UNIX
derivatives, Mac OS X, Windows

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Details common scenarios such as generic memory corruption (stack overflow, heap overflow, etc.) issues, logical bugs and race conditions
Delivers the reader from user-land exploitation to the world of kernel-land (OS) exploits/attacks, with a particular focus on the steps that lead to the

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creation of successful techniques, in order to give to the reader something more than just a set of tricks

Handbook for Online Learning

Contexts: Digital, Mobile and Open

Accounting Business and Society

Urban Sketching and Concept

Drawing for Designers

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Into the Wild

Advanced English 2

Action Research in Teaching and
Learning

*A graphical model is a
statistical model that is
represented by a graph.*

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*The factorization
properties underlying
graphical models
facilitate tractable
computation with
multivariate
distributions, making the*

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*models a valuable tool
with a plethora of
applications. Furthermore,
directed graphical models
allow intuitive causal
interpretations and have
become a cornerstone for*

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causal inference. While there exist a number of excellent books on graphical models, the field has grown so much that individual authors can hardly cover its

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*entire scope. Moreover,
the field is
interdisciplinary by
nature. Through chapters
by leading researchers
from different areas, this
handbook provides a broad*

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*and accessible overview of
the state of the art. Key
features: * Contributions
by leading researchers
from a range of
disciplines * Structured
in five parts, covering*

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*foundations, computational
aspects, statistical
inference, causal
inference, and
applications * Balanced
coverage of concepts,
theory, methods, examples,*

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*and applications **

*Chapters can be read
mostly independently,
while cross-references
highlight connections The
handbook is targeted at a
wide audience, including*

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graduate students, applied researchers, and experts in graphical models.

Practical and down-to-earth, the second edition of Action Research in Teaching and Learning is

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an ideal introduction to the subject, offering a distinctive blend of the theoretical and the practical, grounded firmly in the global higher education landscape.

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Written in an accessible style to build confidence, it provides easily adaptable, practical frameworks, guidelines and advice on research practice within a higher

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education context. The reader is guided through each stage of the action research process, from engaging with the critical theory, to the practical applications with the

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*ultimate goal of providing
a research study which is
publishable. Supplemented
by useful pedagogical
research tools and
exemplars of both
qualitative and*

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*quantitative action
research studies, this new
edition features chapters
engaging with teaching
excellence and analysing
qualitative and
quantitative research,*

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additions to the resources section and a new preface focusing more explicitly on the ever-growing number of part-time academics.

Action Research in Teaching and Learning

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combines a theoretical understanding of the scholarly literature with practical applications and is an essential, critical read for any individual teaching or undertaking

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action research.

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skills by themselves in a fun and intelligent way. The material is appropriate only to advanced students. The series will be divided into 3 parts and all of

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*them will contain
activities to enhance your
listening, writing,
reading and even speaking.
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contains 10 complete
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*who thinks out of the box?
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made for you and we assure
you'll have benefited a
lot by the end of the
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*leading scholars and
researchers in the
emerging field of sound
studies, The Oxford
Handbook of Sound Studies
offers new and fully
engaging perspectives on*

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*the significance of sound
in its material and
cultural forms. The book
considers sounds and music
as experienced in such
diverse settings as shop
floors, laboratories,*

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*clinics, design studios,
homes, and clubs, across
an impressively broad
range of historical
periods and national and
cultural contexts. Science
has traditionally been*

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understood as a visual matter, a study which has historically been undertaken with optical technologies such as slides, graphs, and telescopes. This book

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*questions that notion
powerfully by showing how
listening has contributed
to scientific practice.
Sounds have always been a
part of human experience,
shaping and transforming*

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the world in which we live in ways that often go unnoticed. Sounds and music, the authors argue, are embedded in the fabric of everyday life, art, commerce, and politics in

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*ways which impact our
perception of the world.
Through an extraordinarily
diverse set of case
studies, authors
illustrate how sounds --
from the sounds of*

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industrialization, to the sounds of automobiles, to sounds in underwater music and hip-hop, to the sounds of nanotechnology -- give rise to new forms listening practices. In

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addition, the book discusses the rise of new public problems such as noise pollution, hearing loss, and the "end" of the amateur musician that stem from the spread and

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appropriation of new sound- and music-related technologies, analog and digital, in many domains of life. Rich in vivid and detailed examples and compelling case studies,

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and featuring a companion website of listening samples, this remarkable volume boldly challenges readers to rethink the way they hear and understand the world.

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*In Search of a
Multidisciplinary,
Innovative and Integrated
Approach
The Book of Perfumes
E-Business and Distributed
Systems Handbook*

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*A Beginner's Guide to
Learning Analytics
The Challenger Customer
Selling to the Hidden
Influencer Who Can
Multiply Your Results*
Features access to video tutorials!

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Designed to help architects, planners, and landscape architects use freehand sketching to quickly and creatively generate design concepts, *Freehand Drawing and Discovery* uses an array of cross-disciplinary examples to help readers develop their drawing skills. Taking a "both/and" approach, this

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book provides step-by-step guidance on drawing tools and techniques and offers practical suggestions on how to use these skills in conjunction with digital tools on real-world projects. Illustrated with nearly 300 full color drawings, the book includes a series of video demonstrations that reinforces the

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sketching techniques.

Written to educate readers about recent advances in the area of new materials used in making products. Materials and their properties usually limit the component designer. * Presents information about all of these advanced materials that enable products to be

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designed in a new way * Provides a cost effective way for the design engineer to become acquainted with new materials
*** The material expert benefits by being aware of the latest development in all these areas so he/she can focus on further improvements**

The Handbook of Distance Education,

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4th Edition is a comprehensive compendium of research in the field of distance education. The volume is divided into four sections covering the historical and theoretical foundations of distance education, attributes of teaching and learning using technology, management and administration, and

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different audiences and providers. Throughout, leading scholars address future research needs and directions based on current research, established practices, and recent changes to implementation, pedagogy, and policy. This Handbook strives to enhance knowledge and application within

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sustainability in management education (SiME) across different academic programs, geographic regions and personal/professional contexts. Cross-disciplinary and boundary-spanning, this book focuses on specific themes and is therefore split into four distinct sections: one on theory and practice,

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**one on transformational interventions
in business programs, one on the role of
external agents and the last on
innovative approaches in SiME.
Methods in Educational Research
Handbook of Distance Education
Tools for Managing Project Costs
From Theory to Practice**

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Handbook of Sustainability in Management Education Migration and Refugee Law in Australia

***This handbook provides an
original, comprehensive and
unparalleled overview of feminist
scholarship in sport, leisure and***

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physical education. It captures the complexities of past, current and future developments in feminism while highlighting its theoretical, methodological and empirical applications. It also critically engages with policy and practice issues for women and

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girls taking part in sport and leisure pursuits and in physical education provision. The Palgrave Handbook of Feminism and Sport, Leisure and Physical Education is international in scope and includes the work of established and emerging

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feminist scholars. It will be of interest to students and scholars across a range of disciplines, including sociology, gender studies, sport sciences, and sports business and management. We are very proud to present you our new series of booklets for

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advanced learners. This series was designed to help students improve their language skills by themselves in a fun and intelligent way. The material is appropriate only to advanced students. The series will be divided into 3 parts and all of

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them will contain activities to enhance your listening, writing, reading and even speaking. Advanced English 2 contains 10 complete classes and a final exam. Plus, the student will have 5 hours of online classes (Skype or Microsoft Teams) in order to

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correct the activities and discuss some content. Are you the kind of person who thinks out of the box? If so, this course was made for you and we assure you'll have benefited a lot by the end of the whole series. Enjoy. Although workplace design and

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management are gaining more and more attention from modern organizations, workplace research is still very fragmented and spread across multiple disciplines in academia. There are several books on the market related to workplaces, facility

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management (FM), and corporate real estate management (CREM) disciplines, but few open up a theoretical and practical discussion across multiple theories from different fields of studies. Therefore, workplace researchers are not aware of all

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the angles from which workplace management and effects of workplace design on employees has been or could be studied. A lot of knowledge is lost between disciplines, and sadly, many insights do not reach workplace managers in practice. Therefore,

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***this new book series is started by
associate professor Rianne Appel-
Meulenbroek (Eindhoven
University of Technology, the
Netherlands) and postdoc
researcher Vitalija Danivska
(Aalto University, Finland) as
editors, published by Routledge.***

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It is titled 'Transdisciplinary Workplace Research and Management' because it bundles important research insights from different disciplinary fields and shows its relevance for both academic workplace research and workplace management in

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practice. The books will address the complexity of the transdisciplinary angle necessary to solve ongoing workplace-related issues in practice, such as knowledge worker productivity, office use, and more strategic workplace management. In

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addition, the editors work towards further collaboration and integration of the necessary disciplines for further development of the workplace field in research and in practice. This book series is relevant for workplace experts both in

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academia and industry. This first book in the series focuses on the employee as a user of the work environment. The 21 theories discussed and applied to workplace design in this book address people's ability to do their job and thrive in relation to

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the office workplace. Some focus more on explaining why people behave the way they do (the psychosocial environment), while others take the physical and/or digital workplace quality as a starting point to explain employee outcomes such as

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health, satisfaction, and performance. They all explain different aspects for achieving employee-workplace alignment (EWA) and thereby ensuring employee thriving. The final chapter describes a first step towards integrating these

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theories into an overall interdisciplinary framework for eventually developing a grand EWA theory. The Open Access version of this book, available at <http://www.taylorfrancis.com/books/e/9781003128830>, has been made available under a Creative

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***DIVUnique collection spans over
400 years (1488-1902) of haiku
by greatest masters: Basho, Issa,
Shiki, many more. Translated by
top-flight scholars. Foreword and***

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many informative notes to the poems. /div

*Citizenship, Sovereignty and the
UN Declaration on the Rights of
Indigenous Peoples*

The Way Forward

'We Are All Here to Stay'

Freehand Drawing and Discovery

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***Handbook of Graphical Models
The Classic Tradition of Haiku
This module of the handbook
presents e-Business Models and
Applications. Topics include e-
Business evolution into Next
Generation Real-time Enterprises,***

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strategic issues, the role of eMarkets, ERPs, CRMs, ASPs, eProcurement, supply chains, portals, mobile applications, data warehouses and data mining to address strategic issues, and a planning methodology.

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Methods in Educational Research
Methods in Educational Research is designed to prepare students for the real world of educational research. It focuses on scientifically-based methods, school accountability, and the professional demands of the

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twenty-first century, empowering researchers to take an active role in conducting research in their classrooms, districts, and the greater educational community. Like the first edition, this edition helps students, educators, and

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researchers develop a broad and deep understanding of research methodologies. It includes substantial new content on the impact of No Child Left Behind legislation, school reform, quantitative and qualitative

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methodologies, logic modeling, action research, and other areas. Special features to assist the teaching and learning processes include vignettes illustrating research tied to practice, suggested readings at the end of each chapter,

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education has seen the focus shift in recent years towards its defining element, the curriculum. As the point of connection between broader institutional strategies and the student experience, the curriculum plays a key role in the

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success or failure of the internationalization agenda. Yet despite much debate, the role and power of curriculum internationalization is often unappreciated. This has meant that critical questions, including what it

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means and how it can be achieved in different disciplines, have not been consistently or strategically addressed. This volume breaks new ground in connecting theory and practice in internationalizing the curriculum in different

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disciplinary and institutional contexts. An extensive literature review, case studies and action research projects provide valuable insights into the concept of internationalization of the curriculum. Best practice in

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curriculum design, teaching and learning in higher education are applied specifically to the process of internationalizing the curriculum. Examples from different disciplines and a range of practical resources and ideas are

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*provided. Topics covered include:
why internationalize the
curriculum?; designing
internationalized learning
outcomes; using student diversity to
internationalize the curriculum;
blockers and enablers to*

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internationalization of the curriculum; assessment in an internationalized curriculum; connecting internationalization of the curriculum with institutional goals and student learning.

Internationalizing the Curriculum

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provides invaluable guidance to university managers, academic staff, professional development lecturers and support staff as well as students and scholars interested in advancing theory and practice in this important area.

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*estimating methodology and the
estimation of engineering,
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Cases and Commentary

Dr. Greg Zacharias, former Chief Scientist of the United States Air Force (2015-18), explores next steps in autonomous systems (AS) development, fielding, and training. Rapid advances

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in AS development and artificial intelligence (AI) research will change how we think about machines, whether they are individual vehicle platforms or networked enterprises. The payoff will be considerable,

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affording the US military significant protection for aviators, greater effectiveness in employment, and unlimited opportunities for novel and disruptive concepts of operations.

Autonomous Horizons: The Way

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Forward identifies issues and makes recommendations for the Air Force to take full advantage of this transformational technology. Image processing is fast becoming a valuable tool for analyzing multidimensional

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data in all areas of natural science. Since the publication of the best-selling first edition of this handbook, the field of image processing has matured in many of its aspects from ad hoc, empirical approaches

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and services across the organization. It turns out that's the last person you need. Most marketing and sales teams go after low-hanging fruit: buyers who are eager and have clearly articulated needs. That's

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research-based on data from thousands of B2B marketers, sellers, and buyers around the world—the highest-performing teams focus their time on potential customers who are far more skeptical, far less interested in

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meeting, and ultimately agnostic as to who wins the deal. How could this be? The authors of The Challenger Customer reveal that high-performing B2B teams grasp something that their average-performing peers don't: Now

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that big, complex deals increasingly require consensus among a wide range of players across the organization, the limiting factor is rarely the salesperson's inability to get an individual

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stakeholder to agree to a solution. More often it's that the stakeholders inside the company can't even agree with one another about what the problem is. It turns out only a very specific type of customer stakeholder has the

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credibility, persuasive skill, and will to effectively challenge his or her colleagues to pursue anything more ambitious than the status quo. These customers get deals to the finish line far more often

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than friendlier stakeholders who seem so receptive at first. In other words, Challenger sellers do best when they target Challenger customers. The Challenger Customer unveils research-based tools that will help

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benefits of efficient diversification by
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generating the "efficient frontier" to summarize optimal trade-offs between expected return and risk. The Markowitz framework continues to be used as a basis for both practical portfolio construction and emerging research in financial economics. Such concepts as the Capital Asset Pricing Model (CAPM) and the

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Arbitrage Pricing Theory (APT), for example, provide the foundation for setting benchmarks, for predicting returns and risk, and for performance measurement. This volume showcases original essays by some of today's most prominent academics and practitioners in the field on the contemporary application

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of Markowitz techniques. Covering a wide spectrum of topics, including portfolio selection, data mining tests, and multi-factor risk models, the book presents a comprehensive approach to portfolio construction tools, models, frameworks, and analyses, with both practical and theoretical implications.

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