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KEY=TE - HAILIE LARSON

Debris-control Structures Value Proposition Design How to Create Products and Services Customers Want *John Wiley & Sons* The authors of the international bestseller *Business Model Generation* explain how to create value propositions customers can't resist Value Proposition Design helps you tackle the core challenge of every business — creating compelling products and services customers want to buy. This highly practical book, paired with its online companion, will teach you the processes and tools you need to create products that sell. Using the same stunning visual format as the authors' global bestseller, *Business Model Generation*, this sequel explains how to use the "Value Proposition Canvas" to design, test, create, and manage products and services customers actually want. Value Proposition Design is for anyone who has been frustrated by new product meetings based on hunches and intuitions; it's for anyone who has watched an expensive new product launch fail in the market. The book will help you understand the patterns of great value propositions, get closer to customers, and avoid wasting time with ideas that won't work. You'll learn the simple process of designing and testing value propositions, that perfectly match customers' needs and desires. In addition the book gives you exclusive access to an online companion on Strategyzer.com. You will be able to assess your work, learn from peers, and download pdfs, checklists, and more. Value Proposition Design is an essential companion to the "Business Model Canvas" from *Business Model Generation*, a tool embraced globally by startups and large corporations such as MasterCard, 3M, Coca Cola, GE, Fujitsu, LEGO, Colgate-Palmolive, and many more. Value Proposition Design gives you a proven methodology for success, with value propositions that sell, embedded in profitable business models." **The Transmission of Epidemic Influenza** *Springer Science & Business Media* THE PLAGUE YEARS Mankind has always been fascinated by "origins," and biologists are no exception. Darwin is our most famous example. What is the origin of mankind, of species, of infectious diseases? In the last few years we have seen the emergence and spread of some apparently "new" viruses, such as HIV -1 and the virus causing bovine spongiform encephalomyelopathy. But are these, in fact, entirely new agents, or mutated forms of "old" viruses that have evolved along with us for eons? Edgar Hope-Simpson could not have written this book at a more opportune moment. He is a firm believer in gradual evolution, rather than the sudden arrival of new agents. I suspect that he would also have a naturalist's Darwinian approach for the origin of AIDS. It has been a source of some amazement to me over the years how even the most innovative scientists conform to a current hypothesis. Pioneer thinking comes more easily to persons outside the scientific mainstream. Edgar Hope Simpson has always struck me as a modern-day naturalist of the classic style, observant and perhaps a little maverick in line of thought. Certainly, the central hypothesis propounded in this book will be controversial to many scientists. From his unique citadel, the Epidemiological Research Unit in Cirencester, he has carefully reexamined mortality data from old records as well as new. **Building Adaptation** *Routledge* As existing buildings age, nearly half of all construction activity in Britain is related to maintenance, refurbishment and conversions. Building adaptation is an activity that continues to make a significant contribution to the workload of the construction industry. Given its importance to sustainable construction, the proportion of adaptation works in relation to new build is likely to remain substantial for the foreseeable future, especially in the developed parts of the world. Building Adaptation, Second Edition is intended as a primer on the physical changes that can affect older properties. It demonstrates the general principles, techniques, and processes needed when existing buildings must undergo alteration, conversion, extension, improvement, or refurbishment. The publication of the first edition of Building Adaptation reflected the upsurge in refurbishment work. The book quickly established itself as one of the core texts for building surveying students and others on undergraduate and postgraduate built environment courses. This new edition continues to provide a comprehensive introduction to all the key issues relating to the adaptation of buildings. It deals with any work to a building over and above maintenance to change its capacity, function or performance. **Nondestructive Testing of Materials and Structures** *Springer Science & Business Media* Condition assessment and characterization of materials and structures by means of nondestructive testing (NDT) methods is a priority need around the world to meet the challenges associated with the durability, maintenance, rehabilitation, retrofitting, renewal and health monitoring of new and existing infrastructures including historic monuments. Numerous NDT methods that make use of certain components of the electromagnetic and acoustic spectrum are currently in use to this effect with various levels of success and there is an intensive worldwide research effort aimed at improving the existing methods and developing new ones. The knowledge and information compiled in this book captures the current state of the art in NDT methods and their application to civil and other engineering materials and structures. Critical reviews and advanced interdisciplinary discussions by world-renowned researchers point to the capabilities and limitations of the currently used NDT methods and shed light on current and future research directions to overcome the challenges

in their development and practical use. In this respect, the contents of this book will equally benefit practicing engineers and researchers who take part in characterization, assessment and health monitoring of materials and structures. **Steel Designers' Manual Fifth Edition: The Steel Construction Institute** *Wiley-Blackwell* This classic manual for structural steelwork design was first published in 1956. Since then, it has sold many thousands of copies worldwide. The fifth edition is the first major revision for 20 years and is the first edition to be fully based on limit state design, now used as the primary design method, and on the UK code of practice, BS 5950. It provides, in a single volume, all you need to know about structural steel design. **Business Model Generation A Handbook for Visionaries, Game Changers, and Challengers** *John Wiley & Sons* Business Model Generation is a handbook for visionaries, game changers, and challengers striving to defy outmoded business models and design tomorrow's enterprises. If your organization needs to adapt to harsh new realities, but you don't yet have a strategy that will get you out in front of your competitors, you need Business Model Generation. Co-created by 470 "Business Model Canvas" practitioners from 45 countries, the book features a beautiful, highly visual, 4-color design that takes powerful strategic ideas and tools, and makes them easy to implement in your organization. It explains the most common Business Model patterns, based on concepts from leading business thinkers, and helps you reinterpret them for your own context. You will learn how to systematically understand, design, and implement a game-changing business model--or analyze and renovate an old one. Along the way, you'll understand at a much deeper level your customers, distribution channels, partners, revenue streams, costs, and your core value proposition. Business Model Generation features practical innovation techniques used today by leading consultants and companies worldwide, including 3M, Ericsson, Capgemini, Deloitte, and others. Designed for doers, it is for those ready to abandon outmoded thinking and embrace new models of value creation: for executives, consultants, entrepreneurs, and leaders of all organizations. If you're ready to change the rules, you belong to "the business model generation!" **Guide to Concrete Repair** Discusses the Bureau of Reclamation's methodology for concrete repair. Addresses the more common causes of damage to concrete. Identifies the methods and materials most successful in repairing concrete damage. **Masterpieces of Swiss Entrepreneurship Swiss SMEs Competing in Global Markets** *Springer Nature* This open access book focuses on Switzerland-based medium-sized companies with a longstanding export tradition and a proven dominance in global niche markets. Based upon in-depth documentation and analysis of 36 Swiss companies over their entire history, an expert team of authors presents several parallels in the pathways and success factors which allowed these firms to become dominant and operate from a high-cost location such as Switzerland. The book enhances these insights by providing detailed company profiles documenting the company history, development, and how their relevant global niche positions were reached. Readers will benefit from these profiles as they compile a diverse selection of industries, mainly active within the B2B sector, with mostly mature companies (60 years to older than 100 years since founding) and different types of ownership structures including family firms. 'Masterpieces of Swiss Entrepreneurship' brings unique learning opportunities to owners and leaders of SMEs in Switzerland and elsewhere. Findings are based on detailed bottom-up research of 36 companies -- without any preconceived notions. The book is both conceptual and practical. It fosters understanding for different choices in development pathways and management practices. Matti Alahuhta, Chairman DevCo Partners, ex-CEO Kone, Board member of several global listed companies, Helsinki, Finland Start-up entrepreneurs need proven models from industry which demonstrate the various paths to success. "Masterpieces of Swiss Entrepreneurship" provides deep insights highlighting these models and the important trade-offs entrepreneurial teams must consider when choosing the path of high growth or of maximum control, as they are often mutually exclusive. Gina Domanig, Managing Partner, Emerald Technology Ventures, Zurich **Minefill 2020-2021 Proceedings of the 13th International Symposium on Mining with Backfill, 25-28 May 2021, Katowice, Poland** *CRC Press* The series of International Symposia on Mining with Backfill explores both the theoretical and practical aspects of the application of mine fill, with many case studies from both underground and open-pit mines. Minefill attendees and the Proceedings book audience include mining practitioners, engineering students, operating and regulatory professionals, consultants, academics, researchers, and interested individuals and groups. The papers presented at Minefill symposia regularly offer the novelties and most modern technical solutions in technology, equipment, and research. In that way, the papers submitted for the Minefill Symposia represent the highest quality and level in the conference domain. For the 2020-2021 edition organizers hope that the papers presented in this publication will also be received with interest by readers around the world, providing inspiration and valuable examples for industry and R&D research. **Briefe Aus Der Schweiz** *Createspace Independent Publishing Platform* Briefe aus der Schweiz by Johann Wolfgang von Goethe **Manual of First and Second Fixing Carpentry** *Routledge* Beginning with the fundamentals of carpentry work within a domestic construction setting, this book outlines which tools are required, and examines their care and proper use before covering the interpretation of technical drawings It goes on to explain a wide range of first-fixing operations prior to plastering, and second-fixing operations after plastering. Each chapter covers the subject in great detail, with step-by-step illustrations and text to provide the reader with a complete picture of the sequence of work required to carry out each job. Goring's Manual of First and Second Fixing Carpentry has been updated to take recent developments in the building trades into account, and is also fully up to date with current industry best practice. Printed in full colour throughout, new chapter has been incorporated to address the sharpening of traditional saws. The breadth of coverage and easily accessible 'how-to' approach makes this book an ideal resource for apprentices taking NVQs and those following Construction Awards within the Wood Occupations from City & Guilds/Construction Skills The technical detail and practical focus ensures that this book will be a vital purchase for all students, and an essential reference for any experienced carpenter or joiner. **X-Ray Protection Repair and Rehabilitation of Dams Case Studies** *Washington, D.C. : U.S. Army Corps of Engineers, Engineer Research and Development Center* This study was conducted to identify methods that have been used in the repair and rehabilitation of concrete dams. Information was obtained through literary searches, discussions with project personnel, and visits to project sites. Each case history includes a background of the project, the deficiency that necessitated repair or rehabilitation, and descriptions of materials and methods used in the repair or rehabilitation. When available, the cost of the repair project and the performance of the repair to date have been included. Case histories included in this report cover a range of deficiencies in concrete structures, including cracking, spalling, erosion, leakage, inadequate PMF capacity, expansion resulting from alkali-aggregate reaction, instability, and insufficient storage capacity. **Strategies for e-Business Concepts and Cases on Value Creation and Digital Business Transformation** *Springer Nature* This is

the fourth edition of a unique textbook that provides extensive coverage of the evolution, the current state, and the practice of e-business strategies. It provides a solid introduction to understanding e-business and e-commerce by combining fundamental concepts and application models with practice-based case studies. An ideal classroom companion for business schools, the authors use their extensive knowledge to show how corporate strategy can imbibe and thrive by adopting vibrant e-business frameworks with proper tools. Students will gain a thorough knowledge of developing electronic and mobile commerce strategies and the methods to deal with these issues and challenges. **Architecting the Internet of Things** Springer Science & Business Media Many of the initial developments towards the Internet of Things have focused on the combination of Auto-ID and networked infrastructures in business-to-business logistics and product lifecycle applications. However, the Internet of Things is more than a business tool for managing business processes more efficiently and more effectively – it will also enable a more convenient way of life. Since the term Internet of Things first came to attention when the Auto-ID Center launched their initial vision for the EPC network for automatically identifying and tracing the flow of goods within supply-chains, increasing numbers of researchers and practitioners have further developed this vision. The authors in this book provide a research perspective on current and future developments in the Internet of Things. The different chapters cover a broad range of topics from system design aspects and core architectural approaches to end-user participation, business perspectives and applications. **Benefits Management How to Increase the Business Value of Your IT Projects** John Wiley & Sons The second edition of Benefits Management has been updated with current examples, further insights from experience and recent research. It shows how the enduring challenges achieving business value from information systems and technology projects can be addressed successfully. The approach, which is synthesized from best practices, sound theories and proven techniques from a range of management disciplines, is exemplified from the authors' extensive experience of working with a wide range of organizations. The book includes examples from a wide variety of projects including non-IT projects. The book is written in an accessible style, ideal for practicing managers, and includes check lists and templates for using the processes, tools and techniques and real-life case studies of their application and impacts. The book now also includes: International survey results that reinforce the importance of the topic, the key management issues and evidence of how the more successful organizations' practices are closely aligned with those described in the book. A Benefits Management Maturity diagnostic which enables organizations to understand the reasons for their current investment success levels and then how to increase them. Discussion of the role and contribution Project Management Offices (PMOs): how they can improve the delivery of value IT projects. Further practical advice and guidance on Program and Portfolio Management, including findings from the authors' recent research in several large organizations. **Body Disownership in Complex Posttraumatic Stress Disorder** Springer This book explores the long-term outcomes of severe and ongoing trauma—particularly complex posttraumatic stress disorder (C-PTSD)—from phenomenological and cognitive perspectives. For example, C-PTSD can result in impairments at the body-schema level. In order to survive, trauma victims may conduct their lives at the body-image level, thus producing a mismatch between body schema and body image. In turn, as in the case of somatoparaphrenia and body integrity identity disorder, this incongruity can result in body disownership, which will affect long-term outcomes of severe and ongoing trauma. **Smart Services Summit Digital as an Enabler for Smart Service Business Development** Springer Nature This book offers state-of-the-art descriptions of intelligent service innovations in industry, supported by novel scientific approaches. It gathers findings presented at the 3rd Intelligent Services Summit, which took place in Zurich in September 2020, and chiefly focused on the design and application of Digital Twin as an enabler for business development in the field of smart services. Divided into three parts, the book addresses the challenges involved in the successful development and implementation of smart services for industry and science, ranging from data management to product design and lifecycle management. The four main aspects covered are industrial challenges, value system design (how to integrate resources into service ecosystems to create value), value creation through value proposition (how to create value for ecosystem actors), and value capture (how to create value for ecosystem businesses). Given its scope, the book offers an essential guide for practitioners and advanced students alike. **Corrosion of Steel in Concrete Understanding, investigation and repair** CRC Press The corrosion of reinforcing steel in concrete is a major problem facing civil engineers and surveyors throughout the world today. There will always be a need to build structures in corrosive environments and it is therefore essential to address the problems that result. Corrosion of Steel in Concrete provides information on corrosion of steel in at **Supply Chain Management Based on SAP Systems Architecture and Planning Processes** Springer Science & Business Media Since SAP is emphasizing recent developments in operations management in its SCM initiative, this book describes the methodological background from the viewpoint of a company using SAP systems. It describes order processing both in an intra- and interorganizational perspective, as well as future developments and system enhancements. **Guide to Concrete Repair** The Minerva Group, Inc. This manual was prepared for the Bureau of Reclamation of the United States Department of the Interior. It discusses the Bureau of Reclamation's methodology for concrete repair, addresses the more common causes of damage to concrete, and identifies the methods and materials most successful in repairing concrete damage. This guide contains the expertise of numerous individuals who have directly assisted the author on many concrete repair projects or freely shared their concrete repair knowledge whenever requested. **Maintenance of Airport Visual Aid Facilities Sub-Saharan Africa From Crisis to Sustainable Growth : a Long-term Perspective Study 3. Investing in people. Roadside Design Guide Knowledge Management Concepts and Best Practices** Springer Science & Business Media The Fraunhofer Competence Center Knowledge Management presents in this second edition its up-dated and extended research results. In doing so it describes best practices in knowledge management from leading companies and shows how to integrate such activities into the daily business tasks and processes, how to motivate people and which capabilities and skills are required. It concludes with an overview of the leading knowledge management projects in several European countries. **High-speed Networks TCP/IP and ATM Design Principles** Bestselling author William Stallings presents comprehensive, up-to-date coverage of TCP performance design issues. A high-level overview of cutting-edge network and Intranet design, this book focuses on high-speed technologies like routing for multimedia, how to manage traffic flow, and compression techniques for maximizing throughput. **Fertilizer Manual** Springer Science & Business Media This Fertilizer Manual was prepared by the International Fertilizer Development Center (IFDC) as a joint project with the United Nations Industrial Development Organization (UNIDO). It is designed to replace the UN Fertilizer Manual published in 1967 and intended to be a reference source on

fertilizer production technology and economics and fertilizer industry planning for developing countries. The aim of the new manual is to describe in clear, simple language all major fertilizer processes, their requirements, advantages and disadvantages and to show illustrative examples of economic evaluations. The manual is organized in five parts. Part I deals with the history of fertilizers, world outlook, the role of fertilizers in agriculture, and raw materials and includes a glossary of fertilizer-related terms. Part II covers the production and transportation of ammonia and all important nitrogen fertilizers-liquids and solids. Part III deals with the characteristics of phosphate rock, production of sulfuric and phosphoric acid, and all important phosphate fertilizers, including nitrophosphates and ammonium phosphates. Part IV deals with potash fertilizers-ore mining and refining and chemical manufacture; compound fertilizers; secondary and micronutrients; controlled-release fertilizers; and physical properties of fertilizers. Part V includes chapters on planning a fertilizer industry, pollution control, the economics of production of major fertilizer products and intermediates, and problems facing the world fertilizer industry.

Information Systems and Neuroscience NeuroIS Retreat 2021 Springer Nature

Restarting Delayed Nuclear Power Plant Projects The restarting of nuclear power plant projects with delays of several years in respect of the original scheduled commercial operation date presents particular management issues. These are beyond the normal management tasks for projects implemented within original planned schedules. Some practical experience from restarted delayed projects were reviewed and included in the present publication, which addresses specific management issues to be considered for a delayed project in the period after the decision for restarting is adopted. The publication covers those management issues not considered within the normal processes described in other IAEA publications. The practical experience collected from delayed projects that were successfully restarted, completed and brought to commercial operation can provide useful assistance to the management of similar projects considering resumption of work. Intended users are senior managers and engineers of nuclear utilities, and suppliers of equipment, services and technical support for construction and commissioning.

Heroes of the Valley Random House YA. Adventure fiction. Fantasy fiction. Listen then, and I'll tell you again of the Battle of the Rock. But none of your usual wriggling, or I'll stop before I've begun . . . Halli loves the old stories from when the valley was a wild and dangerous place - when the twelve legendary heroes stood together to defeat the ancient enemy, the bloodthirsty Trows. Halli longs for adventure but these days the most dangerous thing in the valley is boredom. He tries to liven things up by playing practical jokes. But when one of his jokes goes too far, he reawakens an old blood feud and finds himself on a hero's quest after all. Along the way he meets a ruthless thief, a murderous rival, and a girl who may just be as fearless as he is. Jonathan Stroud has created an epic saga with a funny, unique spin, and an unforgettable anti-hero.

Connections in Steel Structures Behaviour, strength and design CRC Press This book is the Proceedings of a State-of-the-Art Workshop on Connections and the Behaviour, Strength and Design of Steel Structures held at Laboratoire de Mecanique et Technologie, Ecole Normale, Cachan France from 25th to 27th May 1987. It contains the papers presented at the above proceedings and is split into eight main sections covering: Local Analysis of Joints, Mathematical Models, Classification, Frame Analysis, Frame Stability and Simplified Methods, Design Requirements, Data Base Organisation, Research and Development Needs. With papers from 50 international contributors this text will provide essential reading for all those involved with steel structures.

Haynes Manual on Welding Step-By-Step Illustrated Procedures and Practical Projects Provides an overall introduction to the welding process, illustrating most of the common equipment and work techniques for both the home and shop welding.

Cold-formed Steel Design AISI Manual

Maths on Target Year 5 Regulations and other legislation Manual for the Design of Concrete Building Structures to Eurocode 2 Approved Document B

Electrical Maintenance Manual

Información comercial española boletín semanal