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Selling and Sales Management - David Jobber 2019

This new edition comes fully updated with new case studies, using working businesses to connect sales theory to the practical implications of selling in a modern environment. It also contains the results from cutting-edge research that differentiates it from most of its competitors. The book continues to place emphasis on global aspects of selling and sales management. Topics covered include technological applications of selling and sales management, ethics of selling and sales management, systems selling and a comprehensive coverage of key account management.

Mathematics for Machine Learning - Marc Peter Deisenroth 2020-04-23

The fundamental mathematical tools needed to understand machine learning include linear algebra, analytic geometry, matrix decompositions, vector calculus, optimization, probability and statistics. These topics are traditionally taught in disparate courses, making it hard for data science or computer science students, or professionals, to efficiently learn the mathematics. This self-contained textbook bridges the gap between mathematical and machine learning texts, introducing the mathematical concepts with a

minimum of prerequisites. It uses these concepts to derive four central machine learning methods: linear regression, principal component analysis, Gaussian mixture models and support vector machines. For students and others with a mathematical background, these derivations provide a starting point to machine learning texts. For those learning the mathematics for the first time, the methods help build intuition and practical experience with applying mathematical concepts. Every chapter includes worked examples and exercises to test understanding. Programming tutorials are offered on the book's web site.

Legal and Ethical Issues for Health Professionals - George D. Pozgar 2019-01-07

Legal and Ethical Issues for Health Professionals, Fifth Edition is a concise and practical guide to legal and ethical dilemmas facing healthcare professionals in the real-world today. Thoroughly updated and featuring new case studies, this dynamic text will help students to better understand the issues they will face on the job and the implications in the legal arena. With contemporary topics, real-world examples, and accessible language, this comprehensive text offers

students an applied perspective and the opportunity to develop critical thinking skills. Legal and Ethical Issues for Health Professionals provides an effective transition from the classroom to the reality of a clinical environment.

Business Law I Essentials - MIRANDE, DE ASSIS VALBRUNE (RENEE, CARDELL, SUZANNE.) 2019-09-27

A less-expensive grayscale paperback version is available. Search for ISBN 9781680923018. Business Law I Essentials is a brief introductory textbook designed to meet the scope and sequence requirements of courses on Business Law or the Legal Environment of Business. The concepts are presented in a streamlined manner, and cover the key concepts necessary to establish a strong foundation in the subject. The textbook follows a traditional approach to the study of business law. Each chapter contains learning objectives, explanatory narrative and concepts, references for further reading, and end-of-chapter questions. Business Law I Essentials may need to be supplemented with additional content, cases, or related materials, and is offered as a foundational resource that focuses on the baseline concepts, issues, and approaches.

Study Guide for Business Law - Henry R. Cheeseman 2012-05-05

Contemporary Business and Online Commerce Law - Henry R. Cheeseman 2011-03-15

Go beyond rote memorization. "Contemporary Business and Online Commerce Law" presents business law, ethics, and the legal environment in a way that will spur readers to ask questions and go beyond rote memorization. The seventh edition emphasizes coverage of online law and e-commerce as key parts of the legal environment as well as today's social, ethical, and international issues that are important to the study of business law.

Business Law and the Legal Environment - Jethro K. Lieberman 1993-04

Business Law - Henry R. Cheeseman

2007

For one on two semester undergraduate and graduate Business Law courses. This exceptionally comprehensive text, which has been praised for its writing style and accessibility offering longer edited cases with more of the actual language of the court renderings has been updated and now features new chapters to address the many recent changes in Bankruptcy Laws. There is also a new chapter on Family Law. It includes numerous business-oriented features that make the course relevant to future managers and integrates ethics and social responsibility, international, contemporary business issues, and e-commerce in every morsel of the text.

Managing Human Resources - Luis R. Gomez-Mejia 1995

This book centers on business decision-making and managerial problem-solving, consistent with today's best practices' Human Resource Management Practice and Research. Real-life cases and a global focus will hold readers' interest as this book imparts valuable information about the dynamic field of human resources. Expanded coverage of international human resource issues governs this edition of the popular book; it also covers the management of work flows, job analysis, equal opportunity and the legal environment, diversity, recruitment and selection of employees, downsizing and outplacement, performance management and appraisal, workforce training, career development, compensation management, rewards and performance, employee benefits, employee relations, employee rights and discipline, organized labor, and workplace safety and health. The reference resource for human resource directors, managers, and small business owners, as well as others in leadership positions.

Cheeseman - Henry R. Cheeseman 2013-11-01

For undergraduate courses in the Legal Environment of Business. The single most up-to-date text available for the Legal Environment course. The Legal Environment of Business and Online Commerce examines how the

current legal environment, government regulation, and e-commerce environment impact today's business decisions. The cases in this text are cutting-edge, exciting, and engaging, and the reasoning of each case is presented in the language of the court. The seventh edition includes many new cases, statutes, and features.

Business Law - Henry R. Cheeseman 2017

Economic Behavior, Game Theory, and Technology in Emerging Markets - Christiansen, Bryan 2013-11-30

"This book explores game theory and its deep impact in developmental economics, specifically the manner in which it provides a way of formalizing institutions"--Provided by publisher.

The Law of Self Defense, 2nd Edition

- Andrew F. Branca 2013-02-01

You arm yourself so you're hard to kill. Know the law so you're hard to convict. Let's face it, the world isn't always nice. That's why you take steps to protect yourself and your family. Whether it be that shotgun in the corner, the sidearm on your hip, or the pepper spray you gave your daughter, you meet that fundamental responsibility. But if you're like most people, your preparations still lack a critical element. You still need to know how to survive the critical fight that looms after any defensive encounter: the legal battle. The Law of Self Defense provides precisely that critical, missing knowledge. This book includes not just the laws of all fifty states, but how the courts apply those laws. It's a plain-talk analysis that makes the law easy to understand for anyone, not just lawyers. Bestselling author, Andrew F. Branca, is not only a lawyer and internationally recognized legal consultant, but also a life-long member of the gun community--more than 20 years as an NRA Life Member and Instructor, an IDPA Master-class competitor, and a 2nd Amendment absolutist. Learn how to make fast, effective decisions and confidently handle life-and-death situations both tactically and legally. Read This

Book And Learn the Powerful Legal Truth That Can Save Your Life, Wealth And Personal Freedom

The Legal and Ethical Environment of Business - Terence Lau 2019

E-Discovery: An Introduction to Digital Evidence - Amelia Phillips 2013-08-09

Essential for anyone who works with technology in the field, E-DISCOVERY is a hands-on, how-to training guide that provides students with comprehensive coverage of the technology used in e-discovery in civil and criminal cases. From discovery identification to collection, processing, review, production, and trial presentation, this practical text covers everything your students need to know about e-discovery, including the Federal Rules of Civil Procedure, Federal Rules of Criminal Procedure, and Federal Rules of Evidence. Throughout the text, students will have the opportunity to work with e-discovery tools such as Discovery Attender, computer forensics tools such as AccessData's Forensics ToolKit, as well as popular processing and review platforms such as iConect, Concordance, and iPro. An interactive courtroom tutorial and use of Trial Director are included to complete the litigation cycle. Multiple tools are discussed for each phase, giving your students a good selection of potential resources for each task. Finally, real-life examples are woven throughout the text, revealing little talked-about potential pitfalls, as well as best practice and cost management suggestions. Important Notice: Media content referenced within the product description or the product text may not be available in the ebook version.

The Book of Detroiters - Albert Nelson Marquis 1914

Quantitative Analysis for Decision Makers, 7th Edition (Formally known as Quantitative Methods for Decision Makers) - Mik Wisniewski 2019-05-12
Were you looking for the book with access to MyLab Math Global? This product is the book alone and does

NOT come with access to MyLab Math Global. Students, if MyLab Math Global is a recommended/mandatory component of the course, please ask your instructor for the correct ISBN and course ID. MyLab Math Global should only be purchased when required by an instructor. Instructors, contact your Pearson representative for more information. There's no doubt that a manager's job is getting tougher. Do it better, do it faster, do it cheaper are the pressures every manager faces. And at the heart of every manager's job is decision-making: deciding what to do and how to do it. This well-respected text looks at how quantitative analysis techniques can be used effectively to support such decision making. As a manager, developing a good understanding of the quantitative analysis techniques at your disposal is crucial. Knowing how, and when, to use them and what their results really mean can be the difference between making a good or bad decision and, ultimately, between business success and failure. Appealing both to students on introductory-level courses and to MBA and postgraduate students, this internationally successful text provides an accessible introduction to a subject area that students often find difficult. Quantitative Analysis for Decision Makers (formerly known as Quantitative Methods for Decision Makers) helps students to understand the relevance of quantitative methods of analysis to management decision-making by relating techniques directly to real-life business decisions in public and private sector organisations and focuses on developing appropriate skills and understanding of how the techniques fit into the wider management process. Key features: The use of real data sets to show how analytical techniques are used in practice "QADM in Action" case studies illustrating how organisations benefit from the use of analytical techniques Articles from the Financial Times illustrating the use of such techniques in a variety of business settings Fully worked examples and exercises supported by Excel data sets Student

Progress Check activities in each chapter with solutions A 300+ page Tutors Solutions Manual

Cengage Advantage Books: Fundamentals of Business Law Today: Summarized Cases

- Roger LeRoy Miller 2015-01-01 Packed with 2013 and 2014 cases, FUNDAMENTALS OF BUSINESS LAW TODAY: SUMMARIZED CASES, 10e covers core business law topics like contracts and sales in a concise paperback. Summarized cases integrated throughout the text illustrate key points of law without unnecessary detail. Intended for the one-term course focused primarily on contracts and sales, the text condenses the latest legal topics--including cyberlaw, health-care, financial reform, and more--for quick comprehension. An entire chapter is devoted to Internet Law, Social Media, and Privacy. Current, abbreviated, and affordable, FUNDAMENTALS OF BUSINESS LAW TODAY: SUMMARIZED CASES, 10e provides an easy-to-understand alternative to traditional Business Law texts. Important Notice: Media content referenced within the product description or the product text may not be available in the ebook version.

The Legal Environment of Business and Online Commerce - Henry R. Cheeseman 2010

The Legal Environment of Business and Online Commerce, 6e examines how the current legal environment, government regulation, and e-commerce environment impact today's business decisions. Legal Heritage and the Information Age; Business Ethics and Social Responsibility; Court Systems and Administrative Law; Alternative, Judicial, and E-Dispute Resolution; Constitutional Law for Business and E-Commerce; Torts and Strict Liability; Criminal Law and Cyber Crimes; International and World Trade Law; Formation of Traditional and E-Contracts; Performance of Traditional and E-Contracts; Cyber Law and E-Commerce; Sales, Leases, and Warranties; Credit, Secured Transactions, and Bankruptcy; Entrepreneurship and Small Businesses; LLCs, LLPs, and Global Forms of Business; Corporations and

Sarbanes-Oxley Act; Investor Protection and E-Securities Transactions; Agency Law; Equal Opportunity in Employment; Employment Compensation and Worker Protection Laws; Immigration and Labor Laws; Intellectual Property and Cyber Piracy; Antitrust Law and Unfair Trade Practices; Consumer Protection and Global Product Safety; Environmental Protection and Global Warming; Estates, Leaseholds, and Regulation of Property MARKET: For readers interested in a current and cutting-edge understanding of the legal environment of business and online commerce.

The World Economy - Frederick P. Stutz 2013

: This comprehensive text explores contemporary geographic topics and perspectives relating to the world economy. The authors provide a strong theoretical and practical foundation for understanding the global economy in an era of shifting borders, restructuring economies, and regional realignments. Economic theory is combined with geography to address critical problems of growth, distribution, and development, along with their impact on international business. Recent geopolitical changes are vividly portrayed in a series of superb full-color maps and striking photographs. The Sixth Edition includes updated tables and data, color maps, 2009 economic statistics, a detailed analysis of the global shift in world trade and development, eleven new Case Studies, and a new Premium Website with videos, weblinks, RSS feeds, and quizzes.
Books in Print - 1991

Human Rights and Ethics: Concepts, Methodologies, Tools, and Applications - Management Association, Information Resources 2014-09-30

In today's increasingly interconnected and global society, the protection of basic liberties is an important consideration in public policy and international relations. Profitable social interactions can begin only when a foundation of trust has been laid between two parties. Human Rights and Ethics: Concepts,

Methodologies, Tools, and Applications considers some of the most important issues in the ethics of human interaction, whether in business, politics, or science and technology. Covering issues such as cybercrime, bioethics, medical care, and corporate leadership, this four-volume reference work will serve as a crucial resource for leaders, innovators, educators, and other personnel living and working in the modern world.

Food and Beverage Management - Bernard Davis 2013-01-11

This introductory textbook provides a thorough guide to the management of food and beverage outlets, from their day-to-day running through to the wider concerns of the hospitality industry. It explores the broad range of subject areas that encompass the food and beverage market and its five main sectors - fast food and popular catering, hotels and quality restaurants and functional, industrial, and welfare catering. New to this edition are case studies covering the latest industry developments, and coverage of contemporary environmental concerns, such as sourcing, sustainability and responsible farming. It is illustrated in full colour and contains end-of-chapter summaries and revision questions to test your knowledge as you progress. Written by authors with many years of industry practice and teaching experience, this book is the ideal guide to the subject for hospitality students and industry practitioners alike.

The Legal Environment of Business - Nancy K. Kubasek 2009

This is the only textbook that helps students develop a thorough understanding of the legal environment of business and enhances their ability to engage in critical thinking and ethical analysis. The legal environment of business is thoroughly treated in an extremely reader-friendly manner; various topics include: the American legal system, dispute resolution, constitutional principles, cyberlaw, white-collar crime, contracts, sales, product and service liability, the law of property, agency law, labor-

management relations, environmental law, securities trading and issuance, antitrust laws, and debtor-creditor relations. An excellent desk reference for the legal departments of any business, this book also provides an interesting read for anyone interested in business and ethics.

School Law and the Public Schools - Nathan L. Essex 2012

School Law and the Public Schools is a practical, easy to read, comprehensive guide to the legal issues facing public schools in the U.S. today. An essential reference for all teachers, educational leaders, and policymakers at all levels, the book is organized and written in a style that is accessible to all, even those with little or no knowledge of the legal issues in education.

Corporate Citizenship and Higher Education - Morgan R. Clevenger 2019-05-21

A finalist for the 2020 SIM Best Book Award, this book examines corporate citizenship through the inter-organizational relationships between a public American doctoral research university and six of its corporate partners. The author discusses why US corporations engage as corporate citizens in relationships with higher education institutions and gauges the ethical concerns that may arise from such relationships. As governments continue to cut funding, support from individuals and corporations becomes continually more important. This research contributes to the corporate citizenship literature by providing a broad, holistic discussion to understand the range of motives and ROI expectations of corporate engagement in the American society as evidenced by inter-organizational relationships with higher education. This book is useful to provide both researchers and practitioners in corporations and higher education with insights to better design and manage inter-organizational relationships.

Legal Terminology - Gordon W. Brown 2004

For Legal Secretarial, Paralegal, Legal Assistant, Business Science,

Criminal Justice, and Court Reporting programs; also appropriate undergraduate college-level courses in Business Law, Legal Transcription, Law Office Procedures, Introduction to Paralegal, Legal Research, Legal Writing, Legal Systems, Government and the Law, Legal Environment of Business, Computers and the Law, and Legal Word Processing. Structured into short, easily digested chapters, Legal Terminology presents the fundamentals of the principal areas of the law, intermingling legal terms with their definitions and pronunciations. This text/workbook includes numerous student activities that assist instructors in teaching students to work with legal terminology; attention-getting motivational devices (including cartoons, graphics from the Library of Congress, and the "Word Wise," "Web Wise," and "Constitutional Wise" features) help to provide clear, concise explanations of the law. *Contemporary Business and E-Commerce Law the Legal Global Digital and Ethical Environment S/G* - Cheeseman 2002-05-06

Business Law Today - Roger LeRoy Miller 2017

Contract Law for Paralegals - Kathleen Reed 2019-03-15

For courses in contract law for paralegals. A hands-on guide to contract development Contract Law for Paralegals introduces future paralegals to all facets of contract preparation, including ethical, practical, and professional issues. Updated for current case law, the text combines a strong foundation in essential principles with actionable insight into researching, creating, and interpreting contracts. Along the way, students practice drafting contracts for equipment, real estate, and business sales, while completing critical thinking assignments involving attorney briefings and legal cases. The 3rd edition includes new and revised contract examples, contract law cases, and exercises that build skills, provide drafting practice, and generate samples for a paralegal portfolio.

The Legal Environment of Business and Online Commerce 7th Ed - Henry Cheeseman 2013

The Legal Environment of Business and Online Commerce - Henry R. Cheeseman 2013-10-03

For undergraduate courses in the Legal Environment of Business. The single most up-to-date text available for the Legal Environment course. The Legal Environment of Business and Online Commerce examines how the current legal environment, government regulation, and e-commerce environment impact today's business decisions. The cases in this text are cutting-edge, exciting, and engaging, and the reasoning of each case is presented in the language of the court. The seventh edition includes many new cases, statutes, and features.

Contemporary Business and Online Commerce Law - Henry R. Cheeseman 2011-11-21

This is the eBook of the printed book and may not include any media, website access codes, or print supplements that may come packaged with the bound book. Go beyond rote memorization. Contemporary Business and Online Commerce Law presents business law, ethics, and the legal environment in a way that will spur readers to ask questions and go beyond rote memorization. The seventh edition emphasizes coverage of online law and e-commerce as key parts of the legal environment as well as today's social, ethical, and international issues that are important to the study of business law.

Structural change, fundamentals, and growth : a framework and case studies - McMillan, Margaret 2017-05-11

Guide to Reference in Business and Economics - Steven W. Sowards 2014
Focusing on print and electronic sources that are key to business and economics reference, this work is a must-have for every reference desk. Readers will find sources of information on such topics as Business law E-commerce International business Management of information systems Occupations and careers Market

researchGuide to Reference is used internationally as the "source of first resort" for identifying information and training reference professionals, and this book will help connect librarians and researchers to the most relevant sources of information on business and economics.

Tort Law - Hillary Michaud 2013-01-29
For courses in Torts, Tort Law, and Personal Injury Law. Tort Law Concepts and Applications, 2e provides the most comprehensive coverage of substantive American tort law available. This edition features two chapters devoted to intentional torts, two chapters devoted to negligence, and references to the latest cases and statutes. To help students develop in-demand paralegal skills, there are extensive end-of-chapter exercises, online video cases, and an entire chapter devoted to tort practice and applications.
Administrative Law - Daniel E. Hall 2015

This textbook examines administrative law in the context of accountability and preventing governmental abuse of power. The author looks at the authorities held by administrative agencies, how agencies are kept accountable, and the existing and potential constraints on agency authority, both constitutional and otherwise. In analyzing case excerpts, readers learn to think critically about the issues and controversies of administrative law, while gaining practical insight they can apply as professionals. This edition includes new laws and cases, and addresses contemporary challenges confronting the administrative state.

Criminal Law - William Wilson 2014-06-02

Were you looking for the book with access to MyLawChamber? This product is the book alone, and does NOT come with access to MyLawChamber. Buy Criminal Law, 5e by William Wilson with MyLawChamber access card 5e (ISBN 9781292002019) if you need access to the MyLab as well, and save money on this brilliant resource. Trusted by generations of students, the Longman Law Series is guaranteed to spark your academic curiosity and

provide you with the best possible basis for your legal study. Using a range of problematic case scenarios this text provides a Coherent and theoretical analysis of Criminal Law. MyLab and Mastering from Pearson improve results for students and educators. Used by over ten million students, they effectively engage learners at every stage. For educator access, contact your Pearson Account Manager. To find out who your Account Manager is, visit www.pearsoned.co.uk/relocator
The Legal Environment of Business and Online Commerce - Henry R. Cheeseman 2013

The single most up-to-date text available for the Legal Environment course. The Legal Environment of Business and Online Commerce examines how the current legal environment, government regulation, and e-commerce

environment impact today's business decisions. The cases in this text are cutting-edge, exciting, and engaging, and the reasoning of each case is presented in the language of the court.

Contemporary Business and Online Commerce Law - Henry R. Cheeseman 2013-07-17

For one of two semester undergraduate courses in Business Law. Go beyond rote memorization. Contemporary Business and Online Commerce Law presents business law, ethics, and the legal environment in a way that will spur students to ask questions and go beyond rote memorization. The seventh edition emphasizes coverage of online law and e-commerce as key parts of the legal environment as well as today's social, ethical, and international issues that are important to the study of business law.