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*Build a championship sales team that prepares, practices, and plays in sync—and closes every deal Gone are the days of meeting a client for lunch, chatting about your product, and closing the sale over dessert. Buyers today look very differently from those of the past. They make networked purchasing decisions by committee, with diverse roles, interests and backgrounds. With access to more information and a greater ability to share it, they demand value, access and alignment from their counterparties. Sales is now a team sport, and to win you have to build and manage selling squads that work in complete*

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*alignment—not just during client meetings, but before and after, as well. In *Sell Like a Team*, Michael Dalis, a senior consultant at the legendary sales training firm, The Richardson Company, guides you through the process of creating and managing selling squads that execute and win in every sales meeting or pitch. Winning selling squads are fueled by trust. There is an effective leader and every member knows his or her role. They plan, practice and make adjustments together. During customer meetings, they execute as a unit. And afterward, they debrief together so they can advance the sale, replicate the high points and eliminate the low ones in future meetings. In today's competitive market, the difference between the*

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*winner and all the others is a lean at the tape. There's a world of difference between teams that are qualified and those that win. This groundbreaking guide provides everything you need to create and organize selling squads that win more and win big.*

*This two-volume set (CCIS 915 and CCIS 916) constitutes the refereed proceedings of the 5th Workshop on Engineering Applications, WEA 2018, held in Medellín, Colombia, in October 2018. The 41 revised full papers presented in this volume were carefully reviewed and selected from 101 submissions. The papers are organized in topical sections such as green logistics and optimization, Internet of Things (IoT), digital signal processing (DSP), network applications,*

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*miscellaneous applications.*

*"A dazzlingly erudite synthesis of history, philosophy, anthropology, genetics, sociology, economics, epidemiology, statistics, and more" (Frank Bruni, The New York Times), Blueprint shows why evolution has placed us on a humane path -- and how we are united by our common humanity. For too long, scientists have focused on the dark side of our biological heritage: our capacity for aggression, cruelty, prejudice, and self-interest. But natural selection has given us a suite of beneficial social features, including our capacity for love, friendship, cooperation, and learning. Beneath all of our inventions -- our tools, farms, machines, cities, nations -- we carry with us innate*

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*proclivities to make a good society. In Blueprint, Nicholas A. Christakis introduces the compelling idea that our genes affect not only our bodies and behaviors, but also the ways in which we make societies, ones that are surprisingly similar worldwide. With many vivid examples -- including diverse historical and contemporary cultures, communities formed in the wake of shipwrecks, commune dwellers seeking utopia, online groups thrown together by design or involving artificially intelligent bots, and even the tender and complex social arrangements of elephants and dolphins that so resemble our own -- Christakis shows that, despite a human history replete with violence, we cannot escape our social blueprint for*

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*goodness. In a world of increasing political and economic polarization, it's tempting to ignore the positive role of our evolutionary past. But by exploring the ancient roots of goodness in civilization, Blueprint shows that our genes have shaped societies for our welfare and that, in a feedback loop stretching back many thousands of years, societies are still shaping our genes today.*

*Sell Like a Team: The Blueprint for Building Teams that Win Big at High-Stakes Meetings*

*A Weekly Journal of the Stove, Roofing, Cornice, Tin, Plumbing and Heating Trades*

*International Conference on Education and Management Science (ICEMS2014)*

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*The English Premier League*

*The Evolutionary Origins of a Good  
Society*

*Languages in the Malaysian Education  
System*

*A Guide to Sign Language Grammar  
Writing*

The Handbook of International Perspectives on Early Childhood Education provides a groundbreaking compilation of research from an interdisciplinary group of distinguished experts in early childhood education (ECE), child development, cultural and cross-cultural research in the psychological sciences, etc. The chapters provide current overviews of ECE in Latin America and the Caribbean, the Middle East, Asia, Australia, Africa, Europe, the US, and Canada, and convey how ECE is multi-sectorial, multi-cultural, and multi-

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disciplinary, undergirded by such disciplines as neuroscience, psychological anthropology, cross-cultural human development, childhood studies, and political science.

The Routledge Handbook of Asian Law is a cutting-edge and comprehensive resource which surveys the interdisciplinary field of Asian Law.

Written by an international team of experts, the chapters within cover issues as diverse as family law and Islamic courts, decentralisation and the revival of traditional forms of law, discourses on the rule of law, human rights, corporate governance and environmental protection

The volume is divided into five parts covering: Asia in Law, and the Humanities and Social Sciences; The Political Economy of Law in Asia - Law in the Context of Asian Development; Asian traditions and their transformations; Law,

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the environment, and access to land and natural resources; People in Asia and their rights. Offering an overview of the full spectrum of Law in Asia, the Handbook is an invaluable resource for academics, researchers, lawyers, graduate and undergraduate students studying this ever-evolving field.

"Report of the Dominion fishery commission on the fisheries of the province of Ontario, 1893", issued as vol. 26, no. 7, supplement.

Sessional Papers of the Dominion of  
Canada

Polk's Michigan State Gazetteer and  
Business Directory

Economic Outlook for Southeast Asia,  
China and India 2016 Enhancing  
Regional Ties

Supreme Court Volume IV

OECD Economic Surveys: Malaysia 2016  
Economic Assessment

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The Metal Worker

ECKM2014

Tens of millions of Americans are at risk from sea level rise, increased tidal flooding, and intensifying storms. A Blueprint for Coastal Adaptation identifies a bold new research and policy agenda and provides implementable options for coastal communities responding to these threats. In this book, coastal adaptation experts present a range of climate adaptation policies that could protect coastal communities against increasing risk, including concrete financing recommendations. Coastal adaptation will not be easy, but it is achievable using varied approaches.

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A Blueprint for Coastal Adaptation will inspire innovative and cross-disciplinary thinking about coastal policy at the state and local level while providing actionable, realistic policy and planning options for adaptation professionals and policymakers.

2014 International Conference on Education and Management Science (ICEMS2014) will be held in Beijing, China on August 19–20, 2014. The main purpose of this conference is to provide a common forum for researchers, scientists, and students from all over the world to present their recent findings, ideas, developments and application in the border areas of Education and

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Management Science. It will also report progress and development of methodologies, technologies, planning and implementation, tools and standards in information systems. Education is an internal topic. It is a process of delivering knowledge in a basic meaning.

Humans are hard to define the actual definition of education. But it is the key point for our society to step forward. Management science is the discipline that adapts the scientific approach for problem solving to help managers making informed decisions. The goal of management science is to recommend the course of action that is expected to yield the best outcome with what is available.

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The current approach to resolving sovereign debt crises does not work: sovereign debt restructurings come too late and address too little.

Though unresolved debt crises impose enormous costs on societies, many recent restructurings have not been deep enough to provide the conditions for economic recovery (as illustrated by the Greek debt restructuring of 2012). And if the debtor decides not to accept the terms demanded by the creditors, finalizing a restructuring can be slowed by legal challenges (as illustrated by the recent case of Argentina, deemed as "the trial of the century"). A fresh start for distressed debtors is a basic

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principle of a well-functioning market economy, yet there is no international bankruptcy framework for sovereign debts. While this problem is not new, the United Nations and the global community are now willing to do something about it. Providing guidance for those who intend to take up reform, this book assesses the relative merits of various debt-restructuring proposals, especially in relation to the main deficiencies of the current nonsystem. With contributions by leading academics and practitioners, *Too Little, Too Late* reflects the overwhelming consensus among specialists on the need to find workable solutions.

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Uniting Design, Economics, and  
Policy

Blueprint for America

5th Workshop on Engineering  
Applications, WEA 2018, Medellín,  
Colombia, October 17-19, 2018,  
Proceedings, Part II

The Blueprint in Contemporary  
Practice

The Blueprint

Building Better Communities

Conservative Parties and their  
Impact on Canadian Politics

*Through the emerging  
lens of social*

*enterprise, this book  
examines how the global  
construction industry  
can engage more*

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*effectively with the communities in which it builds, addressing disadvantage and environmental degradation to leave a positive legacy for future generations. Combining insights from leading research and real-life case studies of social enterprise in the construction sector, the result is a practical framework which will help social enterprises, clients, consultants and construction firms work*

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*collectively to build a thriving social enterprise sector. Readers of this timely book will learn to embrace social enterprise and an important new sector in the global construction industry. They will learn to see community involvement as an opportunity rather than a risk, and fully understand the broader role they can play in building a fairer and more sustainable society.*

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*This book provides an overview of language education in Malaysia, covering topics such as the evolution of the education system from pre-independence days to the present time, to the typology of schools, and the public philosophy behind every policy made in the teaching of languages. The book consists of chapters devoted to the teaching of languages that form separate strands but are at the same time connected to each other*

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*within the education system. These chapters discuss: Implementing the national language policy in education institutions English in language education policies and planning in Malaysia Chinese and Tamil language education in Malaysia Teaching of indigenous Malaysian languages The role of translation in education in Malaysia It also discusses the development of language which enables the national language,*

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*Malay, to fulfil its role as the main medium of education up to the tertiary level. This book will be of interest to researchers studying language planning, teacher education and the sociology of education, particularly, within the Malaysian context.*

*Russia has deployed cyber operations to interfere in foreign elections, launch disinformation campaigns, and cripple neighboring states—all*

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*while maintaining a thin veneer of deniability and avoiding strikes that cross the line into acts of war. How should a targeted nation respond? In Russian Cyber Operations, Scott Jasper dives into the legal and technical maneuvers of Russian cyber strategies, proposing that nations develop solutions for resilience to withstand future attacks. Jasper examines the place of cyber operations within Russia's asymmetric*

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*arsenal and its use of hybrid and information warfare, considering examples from recent French and US presidential elections and the 2017 NotPetya mock ransomware attack, among others. Jasper shows the international effort to counter these operations through sanctions and indictments has done little to alter Moscow's behavior and instead proposes that nations use data correlation technologies in an*

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*integrated security platform to establish a more resilient defense. Russian Cyber Operations provides a critical framework for determining whether Russian cyber campaigns and incidents rise to the level of armed conflict or operate at a lower level as a component of competition. Jasper's work offers the national security community a robust plan of action critical to effectively mounting a durable*

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*defense against Russian  
cyber campaigns.*

*Blockchain and  
Applications*

*Social Enterprise in the  
Construction Industry*

*The Responsibility Trap*

*A Blueprint for Treating  
the Alcoholic Family*

*Blueprint*

*Applied Computer*

*Sciences in Engineering*

*6th International*

*Conference, HCIBGO 2019,*

*Held as Part of the 21st*

*HCI International*

*Conference, HCII 2019,*

*Orlando, FL, USA, July*

*26-31, 2019,*

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### *Proceedings, Part I*

"It is common for grammars to include an introductory chapter that offers a general introduction to the language under investigation as well as its users. We encourage the grammar writer to include this type of information for the sign language to be described. If a certain variant of the sign language is described, this should be made clear at the outset. The structure of this part is fairly flexible. As can be seen from the table of contents, we suggest including information about (i) the history of the sign language, (ii) characteristics of the Deaf community, (iii) the status of the sign language, and (iv) previous linguistic work on the sign

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language. The last section in particular will have an impact on the content of subsequent parts, as we encourage the grammar writer to include findings from previous studies in the grammatical description of the sign language. Clearly, alternative structures are possible. The overview of previous linguistic work, for instance, could be provided under the "History" header, and Deaf culture and/or Deaf education could be discussed under dedicated first-level headers - to give just two examples. Also, depending on the available information, sub-headers could be added. Note that we adopt the convention of writing Deaf with a capital D

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when it refers to issues related to a community that is characterized by the use of a sign language. In contrast, deaf with a small d refers to the medical condition of not being able to hear. It is up to the grammar writer to decide whether to stick to this convention in the grammar"--

The world economy in which we are living poses challenges that lead to a realization that 'more of the same' will be difficult to sustain. This provides an illustration that, in order to create new or modified knowledge practices, strengthen customer relationships and thus positively influence customer satisfaction, organizations must be flexible in configuring

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(combining) knowledge and knowledge structures in a way that is appropriate for delivering value to the customer. It must simultaneously develop effective strategies for updating the knowledge of its staff members necessary for underpinning the creation and delivery of appropriate knowledge services. Thus, unlearning (forgetting) becomes a critical means for organizational success. The ECKM community of scholars has already initiated dialogue that links its particular strengths to innovation issues. This conference aims to further that dialogue by attracting leading edge work that leverages the ECKM community's in-depth understanding of learning and

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unlearning to better understand knowledge management. Our aim is to stimulate breakthrough research streams linking learning, unlearning and knowledge management. How can organizations tailor, use, and extend techniques and tools from knowledge management for improving their business practices and processes? Building upon existing work on knowledge management (KM) and organizational learning, the conference will promote interdisciplinary approaches from computer science and information systems, business, management and organization science as well as cognitive science. Emphasis will be put on systematic learning from

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experience, KM tools and KM success factors. A special interest belongs to knowledge management initiatives which are lightweight (i.e., do not place considerable additional burden on users and KM experts), allow an incremental adoption (i.e., do not require large up-front investment before any return of investment is at least visible), and are flexible regarding frequent changes in experts and topics. Continuing the success of the ECKM conference series since 2000, the 2015 conference will provide an international communication forum bringing together academia and industry for discussing the progress made and addressing the challenges faced by continuous learning in

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knowledge-intensive organizations.

This book gathers the refereed proceedings of the 1st International Congress on Blockchain and Applications 2019, BLOCKCHAIN'19, held in Ávila, Spain, in June 2019. Among the scientific community, blockchain and artificial intelligence are broadly considered to offer a promising combination that could transform the production and manufacturing industry, media, finance, insurance, e-government, etc. Nevertheless, there is no generally accepted approach, nor established best practices, for combining blockchain and artificial intelligence. The 21 papers

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presented here were carefully reviewed and selected from over 40 submissions. They highlight the latest advances in blockchain, artificial intelligence and their application domains, exploring innovative ideas, guidelines, theories, models, technologies, and tools, and identifying critical issues and challenges that researchers and practitioners will face in the near future. We wish to thank the sponsors: IEEE Systems Man and Cybernetics Society, Spain Section Chapter, and the IEEE Spain Section (Technical Co-Sponsor), IBM, Indra, Viewnext, Global Exchange, AEPIA, APPIA and AIR institute.

Patterson's American Educational Directory

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Economic Assessment  
Monolingual strands in  
multilingual settings

Too Little, Too Late

Journal of the American Institute  
of Architects

Enhancing Regional Ties

*Cyanotype: The Blueprint in Contemporary Practice is a two part book on the much admired blue print process. Part One is a comprehensive how-to on the cyanotype process for both beginner and advanced practitioners, with lots of photographs and clear, step-by-step directions and formulas. Part Two highlights contemporary artists who are using cyanotype, making work that ranges from the photographic to the abstract, from the traditional to the conceptual, with tips on their personal cyanotype methods*

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*alongside their work. These artists illustrate cyanotype's widespread use in contemporary photography today, probably the most of any alternative process. Book features include: A brief discussion of the practice of the process with some key historical points How to set up the cyanotype room The most extensive discussion of suitable papers to date, with data from 100+ papers Step-by-step digital negative methods for monochrome and duotone negatives Chapters on classic, new, and other cyanotype formulas Toning to create colors from yellow to brown to violet Printing cyanotype over palladium, for those who want to temper cyanotype's blue nature Printing cyanotype on alternate surfaces such as fabric, glass, and wood More creative practice ideas for cyanotype*

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*such as handcoloring and gold leafing Troubleshooting cyanotype, photographically illustrated Finishing, framing, and storing cyanotype Contemporary artists' advice, techniques, and works Cyanotype is backed with research from 120 books, journals, and magazine articles from 1843 to the present day. It is richly illustrated with 400 photographs from close to 80 artists from 14 countries. It is a guide for the practitioner, from novice to expert, providing inspiration and proof of cyanotype's original and increasing place in historical and contemporary photography.*

*This book investigates the role of banking interest groups and lobbying in the making of the European Banking Union. Facing the politicization of financial regulation in*

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*the wake of the crisis, core players of the European banking industry managed to adapt and re-orient their lobbying resources and strategies to influence the reform process. This work advances an original Critical IPE approach, which combines structural power, the collective agency of key socio-economic groups and the issue salience as critical determinants to explain corporate influence in policy-making. The explanatory framework is applied to a comprehensive analysis, tracing the Banking Union's development within the broader context of the EU post-crisis banking regulation. An in-depth scrutiny of the interest groups' preferences, coalitions and attainments is thus provided on the pillars of the Banking Union, covering banking supervision, resolution, deposit insurance, as well*

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*as the reform of the banks' prudential requirements and the failed project of an EU banking structural reform.*

*This two-volume set LNCS 11588 and 11589 constitutes the refereed proceedings of the 6th International Conference on Business, Government, and Organizations, HCIBGO 2019, held in July 2019 as part of HCI International 2019 in Orlando, FL, USA. HCII 2019 received a total of 5029 submissions, of which 1275 papers and 209 posters were accepted for publication after a careful reviewing process. The 63 papers presented in these two volumes are organized in topical sections named: Electronic, Mobile and Ubiquitous Commerce, eBanking and Digital Money, Consumer Behaviour, Business Information Systems, Dashboards and*

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*Visualization, Social Media and Big  
Data Analytics in B  
Proceedings*

*The American Gas Light Journal  
Publications ...*

*Book Blueprint*

*Coding the Boundaries of Conflict  
Cyanotype*

*Trade Foundations Based on  
Producing Industries*

The American ability to inspire—which we call exceptionalism—is not automatic. It takes continued efforts to be realized in a changing world. In this book, scholars at the Hoover Institution—professors, thinkers, and practitioners of global renown in their respective fields—offer a series of accessible policy ideas for civic, economic, and security architecture

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that would shore up the long-term foundations of American strengths. Blueprint for America takes a beyond-the-Beltway look at the basic policies that should be prioritized by the next president and Congress. Economists Michael Boskin, John Cogan, John Cochrane, and John Taylor address questions of entitlement reform, deficits, monetary reform, national debt, and regulatory and tax reform. Scott Atlas draws on his experience in the practice of medicine to tackle the Affordable Care Act and propose incentive-based health care reforms. Cochrane returns to reframe the hot-button political discourses on immigration and international trade. Eric Hanushek

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addresses the current performance--and reform--of K–12 education. Retired admiral James Ellis, retired general Jim Mattis, and Kori Schake offer their visions of how to restore America's national security through proactive and realistic agenda setting. Ellis follows with a rethink of energy security strategy in an era of abundance and James Goodby expounds on the country's practice of diplomacy in a time of turbulent transition. George Shultz draws from his experiences in government, industry, and academia to lead off each section with a range of clear-eyed observations on spending, human resources, foreign policy, and, in

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conclusion, the art of governance. The spirit of Blueprint for America is positive and grounded in first principles, offering ideas, diagnoses, solutions, and road maps for the long view. Uniquely relating social media communication research to its computer-mediated communication foundation, as well as digital and emerging media trends, this handbook is an indispensable resource whether you're a graduate student or a seasoned practitioner. With the availability of self-publishing services and the rise of the entrepreneur as a thought leader, writing a book is becoming more appealing to an increasing number of small business owners.

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The problem? Most small business owners aren't writers, have never written a book before, are time poor and don't know where to start.

While many want to write a book, they worry about investing months of their time and thousands of their dollars to write something that isn't any good, or to not even finish.

Book Blueprint gives a step-by-step framework that any entrepreneur can follow to write a great book quickly, even if they're not a writer.

Serial set (no.3501-4000)

ECKM2014-Proceedings of the  
15th European conference on  
Knowledge Management

The Quest to Resolve Sovereign  
Debt Crises

The Emerald Handbook of

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Computer-Mediated  
Communication and Social Media  
A Blueprint for Coastal Adaptation  
Routledge Handbook of Asian Law  
Russian Cyber Operations

*The case for taking design seriously in privacy law -- Why design is (almost) everything -- Privacy law's design gap -- Privacy values in design -- Setting boundaries for design -- A toolkit for privacy design -- Social media -- Hide and seek technologies -- The internet of things*  
*This 2016 OECD Economic Survey of Malaysia examines recent economic developments, policies and prospects. The special chapters cover: Productivity and Inclusive Growth.*

*The English Premier League (EPL) is one of the world's most valuable and high-profile sports leagues, with millions of fans around the globe. The 2016/17*

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*season marked the 25th anniversary of the EPL, providing a unique opportunity to reflect on how it has contributed, both positively and negatively, to key developments in football – and in sport and culture more broadly – at local, national and global levels. Drawing on central themes in the social scientific study of sport, such as globalisation, celebrity, fandom, commercialisation, gender, sexuality and race, this book is the first to assess the historical development and current significance of the EPL. With original contributions from several of the world's leading football scholars, it provides in-depth case studies of the multifaceted role of the EPL in the contemporary world of sport, as well as offering thought-provoking predications for the future challenges that it will face. The English Premier League: A Socio-Cultural Analysis is a fascinating read*

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*for any sport studies student or scholar  
with a particular interest in football and  
the sociology of sport.*

*Handbook of International Perspectives  
on Early Childhood Education*

*Annual Report of the Public Schools*

*The Mexican Mining Journal*

*Ceiling Price Regulation*

*The Battle to Control the Design of New  
Technologies*

*Bulletin*

*Competing Interest Groups and Lobbying  
in the Construction of the European  
Banking Union*

In this collection, J.P. Lewis and Joanna Everitt bring together a group of up-and coming-political scientists as well as senior scholars to explore the recent history of the Conservative Party of Canada, covering the pre-

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merger period (1993–2003) and both the minority and majority governments under Prime Minister Stephen Harper. The contributors provide nuanced accounts about the experience of conservatives in Canada which reflect the contemporary evolution of Canadian politics in both policy and practice. They challenge the assumption that Harper's government was built upon traditional "toryism" and reveal the extent to which the agenda of the CPC was shaped by its roots to the Reform and Canadian Alliance Parties. Organized thematically, the volume delves into such topics as interest advocacy, ethno-

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cultural minorities, gender, the media, foreign policy, and more. The Blueprint showcases the renewed vigour in political studies in Canada while revealing the contradictory story of the modern Conservative Party.

The annual Economic Outlook for Southeast Asia, China and India examines Asia's regional economic growth, development and regional integration process. How Any Entrepreneur Can Write an Awesome Book  
International Congress  
HCI in Business, Government and Organizations. eCommerce and Consumer Behavior  
SignGram Blueprint

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## Privacy's Blueprint A Socio-Cultural Analysis