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Adam Harrell

Olivia Ian Falconer, 2011-03-03 The heart-warming tale of a sweet little pig with a whole heap of energy.

Ogilvy on Advertising David Ogilvy, 2023-02-02 David Ogilvy is 'The Father of Advertising' and in this new format of his seminal classic, he teaches you how to sell anything. 'The most sought-after wizard in the advertising business.' Times Magazine From the most successful advertising executive of all time comes the definitive guide to the art of any sale. Everything from writing successful copy to finding innovative ways to engage people and from identifying with your audience to the various ways to sell a lifestyle, *Ogilvy on Advertising* looks at what sells, what doesn't and why. And, in doing so, he teaches what you can do to sell the most brilliant item of all... yourself. From a titan of not just the advertising industry, but the business world, this book is David Ogilvy's final word on what you're doing wrong in any pitch and how you can finally fix it.

Love from the Crayons Drew Daywalt, 2019-12-24 Ring in Valentine's Day—and love—with the New York Times Best-Selling Crayons! This charming title featuring everyone's favorite coloring crew is the perfect gift for that special someone on Valentine's Day—or any day of the year. Love is yellow and orange. Because love is sunny and warm. Love is purple. Because it's okay to love outside the lines. This special gift book, featuring all the The Crayons from *The Day the Crayons Quit*, explores the bright colors and subtle shades of love. This is a must-have for fans of The Crayons, and the perfect gift for that special someone.

Lightning Protection Guide Dehn + Söhne (Neumarkt i.d. OPf.), 2014

If You Give a Mouse a Brownie Laura Numeroff, 2022-06-14 Mouse is back in this ninth picture book in the beloved #1 New York Times bestselling *If You Give...* series! If you give a mouse a brownie, he's going to ask for some ice cream to go with it. When you give him the ice cream, he'll probably ask you for a spoon. He'll start drumming on the table. Drumming will get him so excited he'll want to start a band. . . . Mouse makes his long-anticipated return to the spotlight in this winning picture book from the acclaimed team of Laura Numeroff and Felicia Bond. Fans of *If You Give a Mouse a Cookie* won't want to miss this!

Relationship Marketing Thorsten Hennig-Thurau, Ursula Hansen, 2013-06-29 Relationship Marketing provides a comprehensive overview of the fundamentals and important recent developments in this fast-growing field. This book makes

a landmark contribution in assembling some of the best contemporary thinking about relationship marketing illustrated with concrete descriptions of companies in the automobile industry, consumer electronics, public utilities and so on, which are implementing relationship marketing. I highly recommend this to all companies who want to see what their future success will require. PROF. PHILIP KOTLER, NORTHWESTERN UNIVERSITY, ILLINOIS

The Road to Results Linda G. Morra-Imas, Linda G. Morra, Ray C. Rist, 2009 'The Road to Results: Designing and Conducting Effective Development Evaluations' presents concepts and procedures for evaluation in a development context. It provides procedures and examples on how to set up a monitoring and evaluation system, how to conduct participatory evaluations and do social mapping, and how to construct a rigorous quasi-experimental design to answer an impact question. The text begins with the context of development evaluation and how it arrived where it is today. It then discusses current issues driving development evaluation, such as the Millennium Development Goals and the move from simple project evaluations to the broader understandings of complex evaluations. The topics of implementing 'Results-based Measurement and Evaluation' and constructing a 'Theory of Change' are emphasized throughout the text. Next, the authors take the reader down 'the road to results,' presenting procedures for evaluating projects, programs, and policies by using a 'Design Matrix' to help map the process. This road includes: determining the overall approach, formulating questions, selecting designs, developing data collection instruments, choosing a sampling strategy, and planning data analysis for qualitative, quantitative, and mixed method evaluations. The book also includes discussions on conducting complex evaluations, how to manage evaluations, how to present results, and ethical behavior--including principles, standards, and guidelines. The final chapter discusses the future of development evaluation. This comprehensive text is an essential tool for those involved in development evaluation.

The Great Controversy Ellen G. White, 2022-05-29 The Great Controversy is a work by Ellen G. White, a founder of the Seventh-day Adventist Church, considered a prophetess or messenger of God among Seventh-day Adventist members. The book tells about the ever-persistent controversy between the good and the bad, represented by the opposition of Christ and Satan and the forces of angels that accompany them.

Cumulated Index Medicus, 1985

Sprint (Republsh) Jake Knapp, 2018-07-19 Anda mungkin beruntung memiliki pekerjaan atau proyek mendatang dengan visi yang cemerlang. Namun, upaya mewujudkan visi ini sering kali tak mudah. Setiap hari Anda gampang sekali terjebak dalam berbagai hal: surel yang seolah tiada habisnya, tenggat yang molor, rapat-rapat sehabian yang menyita waktu, dan proyek jangka panjang yang hanya berdasarkan asumsi. Sudah waktunya Anda mencoba Sprint, sebuah metode untuk memecahkan masalah dan menguji ide-ide baru, menyelesaikan lebih banyak hal dengan efisien. Buku ini ditulis Jake Knapp, mantan Design Partner Google Ventures, untuk menuntun Anda merasakan pengalaman menerapkan metode yang telah

mendunia ini. Sprint mewujudkan pengeksekusian ide besar hanya dalam lima hari. Menuntun tim Anda dengan checklist lengkap, mulai dari Senin hingga Jumat. Menjawab segala pertanyaan penting yang sering kali hanya disimpan di benak mereka yang sedang menguji ide/konsep/produk. Sprint juga membantu Anda lebih menikmati setiap proses. Anda bisa mengamati dan bergabung dengan ratusan dari pelaku Sprint di seluruh dunia melalui tagar #sprintweek di Twitter. Sebuah proyek besar terjadi pada 2009. Seorang insinyur Gmail bernama Peter Balsiger mencetuskan ide mengenai surel yang bisa teratur secara otomatis. Saya sangat tertarik dengan idenya—yang disebut “Kotak Masuk Prioritas”—dan merekrut insinyur lain, Annie Chen, untuk bergabung bersama kami. Annie setuju, tetapi dia hanya punya waktu sebulan untuk mengerjakannya. Kalau kami tidak bisa membuktikan bahwa ide itu bisa diterapkan dalam jangka waktu tersebut, Annie akan beralih ke proyek lainnya. Saya yakin waktunya tidak akan cukup, tetapi Annie adalah insinyur yang luar biasa. Jadi, saya memutuskan untuk menjalaninya saja. Kami membagi waktu sebulan itu ke dalam empat bagian yang masing-masing lamanya seminggu. Setiap pekan, kami menggarap desain baru. Annie dan Peter membuat purwarupa, lalu pada akhir minggu, kami menguji desain ini bersama beberapa ratus orang lainnya. Pada akhir bulan, kami menemukan solusi yang bisa dipahami dan diinginkan orang-orang. Annie tetap menjadi pemimpin untuk tim Kotak Masuk Prioritas. Dan entah bagaimana caranya, kami berhasil menyelesaikan tugas desainnya dalam waktu yang lebih singkat dari biasanya. Beberapa bulan kemudian, saya mengunjungi Serge Lachapelle dan Mikael Drugge, dua orang karyawan Google di Stockholm. Kami bertiga ingin menguji ide perangkat lunak untuk konferensi video yang bisa dijalankan lewat peramban. Karena saya berada di kota tersebut hanya selama beberapa hari, kami bekerja secepat mungkin. Pada penghujung kunjungan saya, kami berhasil menyelesaikan purwarupanya. Kami mengirimkannya ke rekan kerja kami lewat surel dan mulai menggunakannya dalam rapat. Dalam beberapa bulan, seluruh perusahaan sudah bisa menggunakannya. (Selanjutnya, versi yang sudah dipoles dan disempurnakan dari aplikasi berbasis web tersebut dikenal sebagai Google Hangouts.) Dalam kedua kasus tersebut, saya menyadari bahwa saya bekerja jauh lebih efektif ketimbang rutinitas kerja harian saya atau ketika mengikuti lokakarya diskusi sumbang saran. Apa yang membedakannya? Saya menimbang kembali lokakarya tim yang saya gagas sebelumnya. Bagaimana kalau saya memasukkan elemen ajaib lainnya—fokus pada kerja individu, waktu untuk membuat purwarupa, dan tenggat yang tak bisa ditawar? Saya lalu menyebutkan, “sprint” desain. Saya membuat jadwal kasar untuk sprint pertama saya: satu hari untuk berbagi informasi dan mereka ide, diikuti dengan empat hari pembuatan purwarupa. Sekali lagi, tim Google menyambut baik eksperimen ini. Saya memimpin sprint untuk mendesain Chrome, Google Search, Gmail, dan proyek-proyek lainnya. Ini sangat menarik. Sprint ini berhasil. Ide-ide diuji, dibangun, diluncurkan, dan yang terbaik, kebanyakan dari ide-ide ini berhasil diterapkan dalam dunia nyata. Proses sprint menyebar di seisi Google dari satu tim ke tim lain, dari satu kantor ke kantor lain. Seorang desainer dari Google X tertarik dengan metode ini, jadi dia menjalankan sprint untuk sebuah tim di Google Ads. Anggota tim dalam sprint di Ads kemudian menyampaikannya kepada

kolega mereka, dan begitu seterusnya. Dalam waktu singkat saya mendengar penerapan sprint dari orang-orang yang tidak saya kenal. Dalam perjalanannya, saya membuat beberapa kesalahan. Sprint pertama saya melibatkan empat puluh orang—jumlah yang sangat besar dan justru hampir menghambat sprint tersebut, bahkan sebelum dimulai. Saya menyesuaikan waktu yang diperlukan untuk mengembangkan ide dan pembuatan purwarupa. Saya jadi memahami mana yang terlalu cepat, terlalu lambat, hingga akhirnya menemukan yang waktu paling sesuai. Beberapa tahun kemudian, saya bertemu Bill Maris untuk membicarakan sprint. Bill adalah CEO Google Ventures, perusahaan modal ventura yang didirikan Google untuk berinvestasi pada startup-startup potensial. Dia adalah salah satu orang berpengaruh di Silicon Valley. Namun, Anda tidak akan menyangkanya dari pembawaannya yang santai. Pada sore itu, dia mengenakan pakaian khasnya, yaitu topi bisbol dan kaus dengan tulisan tentang Vermont. Bill tertarik untuk menjalankan sprint dengan startup dalam portofolio GV. Startup biasanya hanya memiliki satu kesempatan emas untuk mendesain sebuah produk yang sukses, sebelum akhirnya kehabisan dana. Sprint bisa membantu mencari tahu apakah startup-startup ini berada di jalur yang tepat sebelum akhirnya mereka bisa berkecimpung dalam tahapan yang lebih berisiko untuk membangun dan meluncurkan produk mereka. Dengan menjalankan sprint, mereka bisa mendapatkan sekaligus menghemat uang. Namun agar berhasil, saya harus menyesuaikan proses sprint ini. Saya sudah berpikir mengenai produktivitas individu dan tim selama beberapa tahun. Namun, saya hampir tidak tahu apa-apa mengenai startup dan kebutuhan bisnis mereka. Tetap saja, antusiasme Bill meyakinkan saya bahwa Google Ventures adalah tempat yang tepat untuk menerapkan sprint—sekaligus tempat yang tepat bagi saya. “Ini misi kita,” ujarnya, “untuk bisa menemukan entrepreneur terbaik di muka bumi dan membantu mereka membuat dunia ini menjadi tempat yang lebih baik.” Saya tentu tak bisa menolaknya. Di GV, saya bergabung dengan tiga rekan lain: Braden Kowitz, John Zeratsky, dan Michael Margolis. Bersama, kami mulai menjalankan sprint dengan startup-startup, bereksperimen dengan prosesnya, dan menguji hasilnya agar bisa menemukan cara untuk memperbaikinya. Ide-ide dalam buku ini lahir dari semua anggota tim kami. Braden Kowitz memasukkan desain berbasis cerita dalam proses sprint, sebuah pendekatan tak biasa yang berfokus pada pengalaman konsumen alih-alih komponen individu atau teknologi. John Zeratsky membantu kami memulai dari akhir sehingga tiap sprint bisa membantu menjawab berbagai pertanyaan bisnis paling penting. Braden dan John memiliki pengalaman dalam bisnis dan startup, hal yang tidak saya miliki, dan mereka menyesuaikan prosesnya untuk menciptakan fokus yang lebih baik dan keputusan yang lebih cerdas di tiap sprint. Michael Margolis mendorong kami untuk mengakhiri tiap sprint dengan pengujian di dunia nyata. Dia menjalankan riset konsumen, yang perencanaan dan pelaksanaannya bisa menghabiskan waktu berminggu-minggu, dan menemukan cara untuk mendapatkan hasil yang jelas hanya dalam sehari. Ini benar-benar sebuah keajaiban. Kami tidak perlu lagi menebak-nebak apakah solusi kami bagus atau tidak karena di akhir tiap sprint, kami mendapatkan jawabannya. Kemudian ada Daniel Burka, seorang entrepreneur yang mendirikan dua startup sebelum menjual salah satunya ke Google dan bergabung dengan GV. Saat kali pertama menjelaskan

proses sprint kepadanya, dia skeptis. Baginya, sprint terdengar seperti serangkaian proses manajemen yang rumit. Namun, dia sepakat untuk mencoba salah satunya. “Dalam sprint pertama itu, kami memangkas prosesnya dan menciptakan sesuatu yang ambisius hanya dalam sepekan. Saya benar-benar jatuh hati.” Setelah kami berhasil meyakinkannya, pengalaman langsung Daniel sebagai seorang pendiri startup dan sikapnya yang tidak menoleransi omong kosong membantu kami menyempurnakan prosesnya. Sejak sprint pertama di GV pada 2012, kami telah beradaptasi dan bereksperimen. Mulanya kami mengira pembuatan purwarupa dan riset yang cepat hanya akan berhasil untuk produk berskala besar. Mampukah kami bergerak sama cepatnya jika konsumen kami adalah para ahli di berbagai bidang seperti kesehatan dan keuangan? Tanpa disangka, proses lima hari ini bisa bertahan. Proses ini sesuai untuk semua jenis konsumen, mulai dari investor sampai petani, dari onkolog sampai pemilik bisnis skala kecil. Juga bagi situs web, aplikasi iPhone, laporan medis, hingga perangkat keras berteknologi tinggi. Tidak hanya untuk mengembangkan produk, kami juga menggunakan sprint untuk menentukan prioritas, strategi pemasaran, bahkan menamai perusahaan. Proses ini berulang-ulang menyatukan tim dan menjadikan ide-ide menjadi nyata. Selama beberapa tahun belakangan, tim kami mendapatkan beragam kesempatan untuk bereksperimen dan memvalidasi ide kami mengenai proses kerja. Kami menjalankan lebih dari seratus sprint bersama dengan startup-startup dalam portofolio GV. Kami bekerja bersama, sekaligus belajar dari para entrepreneur brilian seperti Anne Wojcicki (pendiri 23andMe), Ev Williams (pendiri Twitter, Blogger, dan Medium), serta Chad Hurley dan Steve Chen (pendiri YouTube). Pada awalnya, saya hanya ingin membuat hari-hari kerja saya efisien dan berkualitas. Saya ingin berfokus pada apa yang benar-benar penting dan menjadikan waktu saya berharga—bagi saya, tim, dan konsumen kami. Kini, lebih dari satu dekade kemudian, proses sprint secara konsisten telah membantu saya meraih mimpi tersebut. Dan saya sangat senang berbagi mengenai hal tersebut dengan Anda dalam buku ini. Dengan keberuntungan, Anda bisa memilih pekerjaan Anda karena visi yang tajam. Anda ingin berbagi visi tersebut kepada dunia, baik yang berupa pesan, layanan, maupun pengalaman, dengan perangkat lunak maupun keras, atau bahkan—sebagaimana dicontohkan dalam buku ini—sebuah cerita atau ide. Namun, mewujudkan visi ini tak mudah. Gampang sekali terjebak dalam berbagai hal: surel yang seolah tiada habisnya, tenggat yang molor, rapat-rapat seharian yang menyita waktu Anda, dan proyek jangka panjang yang hanya berdasarkan asumsi. Prosesnya tidak harus selalu seperti ini. Sprint menawarkan jalur untuk memecahkan masalah-masalah besar, menguji ide-ide baru, menyelesaikan lebih banyak hal, dan melakukan semuanya dengan lebih cepat. Sprint juga membantu Anda lebih menikmati prosesnya. Dengan kata lain, Anda benar-benar harus mencobanya sendiri. Ayo kita mulai. —Jake Knapp San Francisco, Februari 2016 [Mizan, Bentang Pustaka, Manajemen, Ide, Kreatif, Inovasi, Motivasi, Dewasa, Indonesia] spesial seri bentang bisnis & startup

White Fox in the Forest Chen Jiatong, 2022-12-06 The second novel in the Chinese bestselling White Fox series, translated by Jennifer Feeley and with illustrations by Viola Wang. The quest continues as white fox Dilah and his friends follow the

moonstone's guiding light, hearts set on transforming into humans. Along the way, they discover hostile terrain, new friends, fearsome enemies and legendary magic -- including a mythical enchanted forest which may be the answer to all their prayers... but can they pass the ultimate test and prove they have what it takes to be human? An epic tale of friendship, bravery and sacrifice awaits...

Clean Code Robert C. Martin, 2008-08-01 Even bad code can function. But if code isn't clean, it can bring a development organization to its knees. Every year, countless hours and significant resources are lost because of poorly written code. But it doesn't have to be that way. Noted software expert Robert C. Martin presents a revolutionary paradigm with Clean Code: A Handbook of Agile Software Craftsmanship. Martin has teamed up with his colleagues from Object Mentor to distill their best agile practice of cleaning code "on the fly" into a book that will instill within you the values of a software craftsman and make you a better programmer—but only if you work at it. What kind of work will you be doing? You'll be reading code—lots of code. And you will be challenged to think about what's right about that code, and what's wrong with it. More importantly, you will be challenged to reassess your professional values and your commitment to your craft. Clean Code is divided into three parts. The first describes the principles, patterns, and practices of writing clean code. The second part consists of several case studies of increasing complexity. Each case study is an exercise in cleaning up code—of transforming a code base that has some problems into one that is sound and efficient. The third part is the payoff: a single chapter containing a list of heuristics and "smells" gathered while creating the case studies. The result is a knowledge base that describes the way we think when we write, read, and clean code. Readers will come away from this book understanding How to tell the difference between good and bad code How to write good code and how to transform bad code into good code How to create good names, good functions, good objects, and good classes How to format code for maximum readability How to implement complete error handling without obscuring code logic How to unit test and practice test-driven development This book is a must for any developer, software engineer, project manager, team lead, or systems analyst with an interest in producing better code.

Handbook of Models for Human Aging P. Michael Conn, 2011-04-28 The Handbook of Models for Human Aging is designed as the only comprehensive work available that covers the diversity of aging models currently available. For each animal model, it presents key aspects of biology, nutrition, factors affecting life span, methods of age determination, use in research, and disadvantages/advantages of use. Chapters on comparative models take a broad sweep of age-related diseases, from Alzheimer's to joint disease, cataracts, cancer, and obesity. In addition, there is an historical overview and discussion of model availability, key methods, and ethical issues. Utilizes a multidisciplinary approach Shows tricks and approaches not available in primary publications First volume of its kind to combine both methods of study for human aging and animal models Over 200 illustrations

Ask a Manager Alison Green, 2018-05-01 'I'm a HUGE fan of Alison Green's Ask a Manager column. This book is even

better' Robert Sutton, author of *The No Asshole Rule* and *The Asshole Survival Guide* 'Ask A Manager is the book I wish I'd had in my desk drawer when I was starting out (or even, let's be honest, fifteen years in)' - Sarah Knight, New York Times bestselling author of *The Life-Changing Magic of Not Giving a F*ck* A witty, practical guide to navigating 200 difficult professional conversations Ten years as a workplace advice columnist has taught Alison Green that people avoid awkward conversations in the office because they don't know what to say. Thankfully, Alison does. In this incredibly helpful book, she takes on the tough discussions you may need to have during your career. You'll learn what to say when: · colleagues push their work on you - then take credit for it · you accidentally trash-talk someone in an email and hit 'reply all' · you're being micromanaged - or not being managed at all · your boss seems unhappy with your work · you got too drunk at the Christmas party With sharp, sage advice and candid letters from real-life readers, *Ask a Manager* will help you successfully navigate the stormy seas of office life.

White Fox: Dilah and the Moon Stone Chen Jiatong, 2020-10-06 The first modern Chinese middle grade series to be translated and brought to the English-speaking market, from bestselling author Chen Jiatong. A young white fox dreams of being human. When his parents are taken from him, long-held secrets and a legend about a miraculous treasure rise to the surface in this perilous quest for self-discovery. When a young white fox named Dilah discovers a human family, he begins to dream of being human himself. But when his parents are assassinated, long-held secrets and a legend about a miraculous treasure rise to the surface. A treasure with the power to make animals human... The clues to its location are contained in a moonstone buried beneath their den. But evil blue foxes seek the treasure too and Dilah must race to find it first. Along the way, he meets all sorts of other creatures: a friendly seal, an ancient tortoise, and a fierce leopard -- but can he stay one step ahead?

Creative Direction in a Digital World Adam Harrell, 2017-06-26 *Creative Direction in a Digital World* provides designers the tools they need to craft compelling digital experiences across screens, devices and platforms. Readers will learn how to take a multi-disciplinary, human-centered approach to digital creative direction that will help them uncover target audience insights, concept more creative campaigns, change consumer behavior, and create more user friendly digital experiences. Divided into ten chapters. Each focuses on a different key aspect of the creative director's job from start to finish. Learn how to understand the client's biggest challenges and distill insights about the audience into creative strategies. Develop the skills needed to communicate your ideas to a skeptical client. Learn how to more effectively manage your creative team. And most importantly craft digital experiences that get results.

Happy Easter, Mouse! Laura Numeroff, 2010-01-26 Join Mouse from *If You Give a Mouse a Cookie* as he tries to figure out who's leaving Easter eggs all over his house!

Fri Alert Elsa Caron, 1974 The voyage of the protest yacht, *Fri*, into the French bomb test zone, 1973.

The Sustainable Chef Stefan Gössling, C. Michael Hall, 2021-12-09 This book provides the first systematic and accessible text for students of hospitality and the culinary arts that directly addresses how more sustainable restaurants and commercial food services can be achieved. Food systems receive growing attention because they link various sustainability dimensions. Restaurants are at the heart of these developments, and their decisions to purchase regional foods, or to prepare menus that are healthier and less environmentally problematic, have great influence on food production processes. This book is systematically designed around understanding the inputs and outputs of the commercial kitchen as well as what happens in the restaurant from the perspective of operators, staff and the consumer. The book considers different management approaches and further looks at the role of restaurants, chefs and staff in the wider community and the positive contributions that commercial kitchens can make to promoting sustainable food ways. Case studies from all over the world illustrate the tools and techniques helping to meet environmental and economic bottom lines. This will be essential reading for all students of hospitality and the culinary arts.

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