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This book has been revised and expanded to include new material on decentralization, further incident reporting, and post-control activities, estate homes, New Millennium multiple dwellings, storage occupancies, strategic considerations of renovation and more."--Jacket. Teaches students about classical and nonclassical adaptive systems within one pair of covers Helps tutors with time-saving course plans, ready-made practical assignments and examination guidance The recently developed "practical sub-space adaptive filter" allows the reader to combine any set of classical and/or non-classical adaptive systems to form a powerful technology for solving complex nonlinear problems Significantly extended from the first edition and published in response to the new international standard ISO55000, this book on physical asset management (2nd Ed.) presents a systematic approach to the management of physical assets from concept to disposal. It introduces the general principles of physical asset management and covers all stages of the asset management process, including initial business appraisal, identification of fixed asset needs, capability gap analysis, financial evaluation, logistic support analysis, life cycle costing, management of in-service assets, maintenance strategy, outsourcing, cost-benefit analysis, disposal and renewal. Physical asset management is the management of fixed assets such as equipment, plant, buildings and infrastructure. Features include: *Suitable for university courses and builds on first edition to provide further analytical material *Aligned with the international asset management standard ISO55000 *Provides a basis for the establishment of physical asset management as a professional discipline *Presents case studies, analytical techniques and numerical examples with solutions Written for practitioners and students in asset management, this textbook provides an essential foundation to the topic. It is

suitable for an advanced undergraduate or postgraduate course in asset management, and also offers an ideal reference text for engineers and managers specializing in asset management, reliability, maintenance, logistics or systems engineering. The use of digital surveillance technology is rapidly growing as it becomes significantly cheaper for live and remote monitoring. The second edition of Digital Video Surveillance and Security provides the most current and complete reference for security professionals and consultants as they plan, design, and implement surveillance systems to secure their places of business. By providing the necessary explanations of terms, concepts, and technological capabilities, this revised edition addresses the newest technologies and solutions available on the market today. With clear descriptions and detailed illustrations, Digital Video Surveillance and Security is the only book that shows the need for an overall understanding of the digital video surveillance (DVS) ecosystem. Highly visual with easy-to-read diagrams, schematics, tables, troubleshooting charts, and graphs Includes design and implementation case studies and best practices Uses vendor-neutral comparisons of the latest camera equipment and recording options First published in 1998, this volume of readings provides an overview of the development of the study of Management Control theory over the past 35 years. The period encompasses the publication of a major and seminal text by Anthony and Dearden in 1965, which acted as a touchstone in defining the range and scope of management control systems. This laid management control's foundations in accounting-based mechanisms of control, an element which has been seen as both a strength and a constraint. A good deal of work has followed, providing both a development of the tradition as well as a critique. In this volume we attempt to provide a range of readings which will illustrate the variety of possibilities that are available to researchers, scholars and practitioners in the area. The readings illustrate the view that sees control as goal directed and integrative. They go on to explore the idea of control as adaption, consider its relationship with social structure and survey the effects of the interplay between the organisation and the environment. The essays included are not intended to lead the reader through a well-ordered argument which concludes with a well reasoned view of how management control should be. Instead it seeks to illustrate the many questions which have been posed but not answered and to open up agendas for future research. How to Innovate and Execute Leaders already know that innovation calls for a different set of activities, skills, methods, metrics, mind-sets, and leadership approaches. And it is well understood that creating a new business and optimizing an already existing one are two fundamentally different management challenges. The real problem for leaders is doing both, simultaneously. How do you meet the performance requirements of the existing business—one that is still thriving—while dramatically reinventing it? How do you envision a change in your current business model before a crisis forces you to abandon it? Innovation guru Vijay Govindarajan expands the leader's innovation tool kit with a simple and proven method for allocating the organization's energy, time, and resources—in balanced measure—across what he calls “the three boxes”:

- Box 1: The present—Manage the core business at peak profitability
- Box 2: The past—Abandon ideas, practices, and attitudes that could inhibit innovation
- Box 3: The future—Convert breakthrough ideas into new products and businesses

The three-box framework makes leading innovation easier because it gives leaders a simple vocabulary and set of tools for managing and measuring these different sets of behaviors and activities across all levels of the organization. Supported with rich company examples—GE, Mahindra & Mahindra, Hasbro, IBM, United Rentals, and Tata Consultancy Services—and testimonies of leaders who have successfully used this framework, this book solves once and for all the practical dilemma of how to align an organization on the critical but competing demands of innovation. Challenging the generally accepted belief that the introduction of racial slavery to America was an unplanned consequence of a scarce labor market, Anthony Parent, Jr., contends that during a brief period spanning the late seventeenth and early eighteenth centuries a small but powerful planter class, acting to further its emerging economic interests, intentionally brought racial slavery to Virginia. Parent bases his argument on three historical developments: the expropriation of Powhatan lands, the switch from indentured to slave labor, and the burgeoning tobacco trade. He argues that these were the result of calculated moves on the part of an emerging great planter class seeking to consolidate power through large landholdings and the labor to make them productive. To preserve their economic and social gains, this planter class inscribed racial slavery into law. The ensuing racial and class tensions led elite planters to mythologize their position as gentlemen of pastoral virtue immune to competition and corruption. To further this benevolent image, they implemented a plan to Christianize slaves and thereby render them submissive. According to Parent, by the 1720s the Virginia gentry projected a distinctive cultural ethos that buffered them from their uncertain hold on authority, threatened both by rising imperial control and by black resistance, which exploded in the Chesapeake Rebellion of 1730. *Interstellar* awaits an unlikely hero when he's recruited to save the galaxy in this thrilling space opera from the bestselling author. *Mute* is science fantasy of mutation and psi: special mental powers. The protagonist, Knot, is a double mutant: He has a physical deformity, and the psi power to make others forget him. He's satisfied with his life—until the lovely Finesse walks into his life to recruit him for a dangerous galactic mission. She is aided by two small animal mutants: a telepathic weasel and a clairvoyant crab. Knot tries to resist, aided by his psi, but the woman's beauty and the animals' powers doom him to a phenomenal adventure. The prior edition was cut; this is the complete version. This succinct textbook takes students through the key stages of strategic management: analysis, formulation, and implementation, with an emphasis on providing students with the essential tools of analysis. First published in 1998, this volume of readings provides an overview of the development of the study of Management Control theory over the past 35 years. The period encompasses the publication of a major and seminal text by Anthony and Dearden in 1965, which acted as a touchstone in defining the range and scope of management control systems. This laid management control's foundations in accounting-based mechanisms of control, an element which has been seen as both a strength and a constraint. A good deal of work has followed, providing both a development of the tradition as well as a critique. In this volume we attempt to provide a range of readings which will illustrate the variety of possibilities that are available to researchers, scholars and practitioners in the area. The readings illustrate the view that sees control as goal directed and integrative. They go on to explore the idea of control as adaption, consider its relationship with social structure and survey the effects of the interplay between the organisation and the environment. The essays included are not intended to lead the reader through a well-ordered argument which concludes with a well reasoned view of how management control should be. Instead it seeks to illustrate the many questions which have been posed but not answered and to open up agendas for future research. *Management Control Systems, 11/e* builds on strengths from prior editions, by offering a rich diversity of cases balanced with current material. The primary market for *Management Control Systems* is an MBA level elective in control systems. The text may also be appropriate for advanced managerial accounting courses and/or MBA-level cost accounting courses, with an emphasis on management control. *Management Control Systems, 11/e* is organized to develop insights and analytical skills related to how managers go about designing, implementing, and using planning and control systems to implement strategies. Devising optimal strategy for maintaining industrial plant can be a difficult task of daunting complexity. This book aims to provide the plant engineer with a comprehensive approach for tackling this problem, that is, for deciding maintenance objectives, formulating equipment life plans and plant maintenance schedules, and others. It is with great pleasure that I offer my reflections on Professor Anthony N. Michel's retirement from the University of Notre Dame. I have known Tony since 1984 when he joined the University of Notre Dame's faculty as Chair of the Department of Electrical Engineering. Tony has had a long and outstanding career. As a researcher, he has made important contributions in several areas of systems theory and control theory, especially stability analysis of large-scale dynamical systems. The numerous awards he received from the professional societies, particularly the Institute of Electrical and Electronics Engineers (IEEE), are a testament to his accomplishments in research. He received the IEEE Control Systems Society's Best Transactions Paper Award (1978), and the IEEE Circuits and Systems Society's Guillemin-Cauer Prize Paper Award (1984) and Myril B. Reed Outstanding Paper Award (1993), among others. In addition, he was a Fulbright Scholar (1992) and received the Alexander von Humboldt Forschungspreis (Alexander von Humboldt Research Award for Senior U.S. Scientists) from the German government (1997). To date, he has written eight books and published over 150 archival journal papers. Tony is also an effective administrator who inspires high academic standards. *Management Control Systems* helps students to develop the insight and analytical skills required of today's managers. Students uncover how real-world managers design, implement and use planning and control systems to implement business strategies. The first European edition is specifically aimed at an international audience and it has been thoroughly updated to include the latest developments in the field. Follows four young dreamers and outcasts through time and space, from 1453 Constantinople to the future, as they discover

resourcefulness and hope amidst peril. TV's most popular pitchman reveals the secrets of pitching to get what you want in virtually any situation. Anthony "Sully" Sullivan went from selling car washers in rainy Welsh street markets to selling to audiences of millions around the world as the face of OxiClean. How did he do it? Convincing people to give you what you want is an art form that takes charisma and confidence. But no great pitchman achieves success based on those qualities alone. The good ones make themselves great with practice and discipline, mastering a series of skills that Sullivan dubs the ten "Pitch Powers." These are essential techniques he's learned in more than twenty-five years "on the joint" (that's pitchman-speak for the area where you're selling). For the first time ever, Sullivan reveals the secrets behind his seemingly superhuman ability to persuade others—even if they start out regarding you with suspicion or even hostility. Do it right and you'll change minds, open doors, get opportunities, turn adversaries into allies, make more money, and gain the kind of confidence that makes other people want to know you. From the first Pitch Power ("Know Your Acceptable Outcomes") to the last ("Finish with Confidence")—with invaluable strategies along the way on using your flubs to get a laugh, how to deal with push-back, and more—Sullivan reveals that pitching is all about engaging a person face-to-face and eye-to-eye so they feel like you're speaking directly to them, even if there are fifty other people in the room. It's turning a crowd of strangers with their arms folded into a legion of fans ready to say "yes" enthusiastically to whatever you propose, what Anthony Sullivan calls fierce agreement. It's the power to get the job, get the girl (or guy), get the part, make money, get better service, advance your career—do just about anything you want to do. How to build low-cost, royalty-free embedded solutions with eCos, covers eCos architecture, installation, configuration, coding, debugging, bootstrapping, porting, and more, includes open source tools on CD-ROM for a complete embedded software development environment with eCos as the core. The first ever playbook for B2B salespeople on how to win clients and customers who are already being serviced by your competition, from the author of *The Only Sales Guide You'll Ever Need* and *The Lost Art of Closing*. Like it or not, sales is often a zero-sum game: Your win is someone else's loss. Most salespeople work in mature, overcrowded industries, your offerings perceived (often unfairly) as commodities. Growth requires taking market share from your competitors, while they try to do the same to you. How else can you grow 12 percent a year in an industry that's only growing by 3 percent? It's not easy for any salesperson to execute a competitive displacement—or, in other words, "eat their lunch." You might think this requires a bloodthirsty "whatever it takes" attitude, but that's the opposite of what works. If you act like a Mafia don, you only make yourself difficult to trust and impossible to see as a long-term partner. Instead, this book shows you how to find and maintain a long-term competitive advantage by taking steps like: ranking prospective new clients not by their size or convenience to you, but by who stands to gain the most from your solution. understanding the different priorities for everyone in your prospect's organization, from the CEO to the accountants, and addressing their various concerns. developing a systematic contact plan for all those different stakeholders so you can win over the right people at the organization in the optimal sequence. Your competitors may be tough, but with the strategies you'll discover in this book, you'll soon be eating their lunch. *Management Control Systems* helps students to develop the insight and analytical skills required of today's managers. Students uncover how real-world managers design, implement, and use planning and control systems to implement business strategies. The 12th edition builds on the strengths of prior editions by offering a rich diversity of cases balanced with current content and research. *ACCOUNTING: Text and Cases, 10/E* is a 28 chapter book. Chapters 1-14 cover financial accounting, while Chapters 15-21 cover management accounting, and Chapters 22-28 focus on broader issues of control and corporate strategy. The approximately 120 cases that largely make up the end-of-chapter material are a combination of classic Harvard style cases, as well as extended problems. New to this edition is the inclusion of 2-3 problems per chapter. These problems, while not as involved as the case material, allow the students to exercise the concepts demonstrated in each chapter. The goal of the problem material is to provide a transition to the case material, which is a response to customer requests. *EBOOK: Management Control Systems, 2e* "The fully updated, second edition of *Management Control Systems* supports students to develop an investigative approach to implementing planning and control systems for strategic success. With strong links between theory and modern real-world practices, the new edition reflects developments in global management and business, plus contemporary design and use of management control systems. Students have access to a wealth of diverse analytical cases, balanced with current content and international examples."—Publisher's description. Anthony and Young's *MANAGEMENT CONTROL IN NONPROFIT ORGANIZATIONS, 7e* includes an abundance of cases that apply to a variety of nonprofit organizations. *MANAGEMENT CONTROL IN NONPROFIT ORGANIZATIONS, 7e* provides faculty with contemporary management control theory combined with classic and contemporary cases that can be used to augment the learning process. The cases vary in length so that faculty may use this text in a beginning or advanced class. "Enthralling . . . [an] exquisitely moral mystery of how we struggle to accept and love the people we call family."—The New York Times Book Review (Editor's Choice) *NAMED ONE OF THE BEST BOOKS OF THE YEAR BY* The New York Times Book Review • Esquire • BookPage A gripping novel with the pace of a thriller but the nuanced characterization and deep empathy of some of the literary canon's most beloved novels, *Remember Me Like This* introduces Bret Anthony Johnston as one of the most gifted storytellers writing today. With his sophisticated and emotionally taut plot and his shimmering prose, Johnston reveals that only in caring for one another can we save ourselves. Four years have passed since Justin Campbell's disappearance, a tragedy that rocked the small town of Southport, Texas. Did he run away? Was he kidnapped? Did he drown in the bay? As the Campbells search for answers, they struggle to hold what's left of their family together. Then, one afternoon, the impossible happens. The police call to report that Justin has been found only miles away, in the neighboring town, and, most important, he appears to be fine. Though the reunion is a miracle, Justin's homecoming exposes the deep rifts that have diminished his family, the wounds they all carry that may never fully heal. Trying to return to normal, his parents do their best to ease Justin back into his old life. But as thick summer heat takes hold, violent storms churn in the Gulf and in the Campbells' hearts. When a reversal of fortune lays bare the family's greatest fears—and offers perhaps the only hope for recovery—each of them must fight to keep the ties that bind them from permanently tearing apart. Praise for *Remember Me Like This* "An achingly beautiful and psychologically insightful portrait of a family . . . [a] fully immersive novel in which the language is luminous and the delivery almost flawless."—The Boston Globe "Riveting . . . flows like it was plotted by Dennis Lehane but feels like it was written by Jonathan Franzen."—Esquire "Tremendously moving . . . There's real humanity in Johnston's writing, and it's heartening to spend time with these folks as they relearn how to be a family."—Ron Charles, The Washington Post "Deeply empathetic and masterfully constructed . . . a novel that has both the feel of a great epic and the focused intensity of standing on a highwire."—Salon *Agroforestry* refers to land use systems in which trees or shrubs are grown in association with agricultural crops, or pastures and livestock. From its inception, it has contained a strong element of soil management. Well-designed and managed agroforestry systems have the potential to control run-off and erosion, maintain soil organic matter and physical properties, and promote nutrient cycling. By these means, agroforestry can make a major contribution to sustainable land use. The previous edition of this book, entitled *Agroforestry for Soil Conservation* (1989), was based on indirect evidence from agriculture, forestry and soil science. The present work provides a new synthesis, drawing on over 700 published sources dating largely from the 1990s. These include both results of field trials of agronomy systems, and research into the plant-soil processes which take place within them. Soil conservation in its narrower sense, the control of erosion, is treated alongside other equally important aspects of soil management, such as nutrient cycling. The new edition summarizes the present state of knowledge and indicates needs for research. It is essential reading for all concerned with agroforestry, whether as students, research scientists, or for practical purposes of development. It is also of interest to soil scientists, agronomists and foresters. Anthony Young was for nine years a Principal Scientist with the International Centre for Research in Agroforestry (ICRAF), Nairobi, Kenya. He was previously Professor of Environmental Sciences at the University of East Anglia, Norwich, UK, from which he received the degree of Doctor of Science. He was a joint author of the FAO standard texts on land evaluation and land use planning. Besides these, his other books include *Soil Survey and Land Evaluation* (1981) and *Land Resources: Now and for the Future* (1998). He is now Honorary Research Fellow in Environmental Sciences at the University of East Anglia. A critical investigation into the use of psychotropic drugs to pacify and control inmates and other captives in the vast U.S. prison, military, and welfare systems For at least four decades, U.S. prisons and jails have aggressively turned to psychotropic drugs—antidepressants, antipsychotics, sedatives, and tranquilizers—to silence inmates, whether or not they have been diagnosed with mental illnesses. In *Silent Cells*,

Anthony Ryan Hatch demonstrates that the pervasive use of psychotropic drugs has not only defined and enabled mass incarceration but has also become central to other forms of captivity, including foster homes, military and immigrant detention centers, and nursing homes. *Silent Cells* shows how, in shockingly large numbers, federal, state, and local governments and government-authorized private agencies pacify people with drugs, uncovering patterns of institutional violence that threaten basic human and civil rights. Drawing on publicly available records, Hatch unearths the coercive ways that psychotropics serve to manufacture compliance and docility, practices hidden behind layers of state secrecy, medical complicity, and corporate profiteering. Psychotropics, Hatch shows, are integral to “technocorrectional” policies devised to minimize public costs and increase the private profitability of mass captivity while guaranteeing public safety and national security. This broad indictment of psychotropics is therefore animated by a radical counterfactual question: would incarceration on the scale practiced in the United States even be possible without psychotropics?

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