

Persuasystem Il Sistema Per Chiudere 9 Contratti Su 10 Anche A Freddo

Poems of displacement and uncertainty, moving continent to continent, giving voice to Palestinians of the diaspora.

Filled with bright and lively illustrations, this charming story explores the cyclical nature of borrowing library books and emphasizes the many joys of reading as Kevin, a young boy, describes his experiences at the library.

Persuasystem. Il sistema per chiudere 9 contratti su 10, anche a freddo
How to Bullet Plan
Everything You Need to Know About Journaling with Bullet Points
Pan Macmillan

'A compulsive whodunnit set in Kenya, where tribal politics can get you killed' Ian Rankin
Death is a fact of life in Africa's sprawling megacity - and life is cheap. Power and wealth are in the hands of a small elite. Riven by ethnic tension, Nairobi is a tinderbox. And the looming presidential elections have set sparks flying . . . When the brutalised body of a Maasai woman turns up in a park, the overworked police write her off as another dead prostitute. But Mollel - a good cop in a corrupt system - senses there is more to the case. When riots sweep

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through the city, Mollel puts his job and his family on the line. But this time he may have got too close . . .

One morning in 1949, Fan Fanych, alias Etcetera, is summoned from his Moscow apartment to KGB headquarters, where he is informed that he will be charged with a crime more heinous than any mere man could ever devise. Comrade Etcetera will be tried for "the vicious rape and murder of an aged kangaroo in the Moscow Zoo on a night between July 14, 1789, and January 9, 1905." Every moment in the nightmarish and hilarious account that follows lives up to the absurdity of this accusation. A seductive KGB agent attempts to convince Fan Fanych that he is a kangaroo; he finds himself in the dock at a spectacular show trial; is sent to a camp full of dedicated old Bolsheviks pathetically attempting to maintain their beliefs in the face of every new atrocity; encounters Hitler in Berlin and Churchill, Roosevelt, and Stalin at Yalta, where he is privileged to witness the famous conference as it was really conducted. Kangaroo is a savage, cleansing satire in which Yuz Aleshkovsky confronts the hypocrisy, the cruelty, and the tragic failure of the Soviet regime. His phantasmagoria is faithful to reality, for--as Dostoevsky knew--it is impossible for "realism" to portray a society whose corruption is literally fantastic. It started with a beautiful woman and a challenge. As a gift for her husband,

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Alyssa Bradford approaches Eric Shaw to make a documentary about her father-in-law, Campbell Bradford, a 95-year-old billionaire whose past is wrapped in mystery. Eric grabs the job even though there are few clues to the man's past--just the name of his hometown and an antique water bottle he's kept his entire life. In Bradford's hometown, Eric discovers an extraordinary history--a glorious domed hotel where movie stars, presidents, athletes, and mobsters once mingled, and hot springs whose miraculous mineral water cured everything from insomnia to malaria. Neglected for years, the resort has been restored to its former grandeur just in time for Eric's stay. Just hours after his arrival, Eric experiences a frighteningly vivid vision. As the days pass, the frequency and intensity of his hallucinations increase and draw Eric deeper into the town's dark history. He discovers that something besides the hotel has been restored--a long-forgotten evil that will stop at nothing to regain its lost glory. Brilliantly imagined and terrifyingly real, *So Cold the River* is a tale of irresistible suspense with a racing, unstoppable current.

The history of civilisations and places conveys the importance of the role the culture of sport and a cultivated management of leisure play in the definition of the identity of peoples and communities. Elevating such realms to the status of cultural assets to be shared and enhanced by analysing the dynamics of

transformation of the city and territory related to them is a sensible, necessary and ethically correct action. The context of European architecture shows an increasing number of plans that both transform existing facilities and create new ones with a defining and strategic role in the development of urban and landscape fabrics. Activating a basic and permanent theoretical discussion is a fundamental and strategic action for the credibility and professional values of a sector that powerfully conveys the need to update and retrain its technical, executive and managerial personnel through a renewed cultural approach. The goal of this book is promoting awareness about the design enhancement of sport infrastructures as collective assets capable of developing identity and citizenship, through the analysis of both physical and immaterial factors and of the personnel charged with their conception, construction and management. Within contemporary architecture, the design of facilities for sport practice provides an extraordinary opportunity for the adaptation and strategic re-evaluation of the environment and its paradigmatic places. At the same time, sport infrastructures provide a crucial opportunity for architectural, design and technological experimentation – exploring their core features and enhance their potential is the main goal of this book.

There is ample evidence as to how the modern masters, in their shared pursuit of

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formal inventions and constructional inventions, variously referred to past examples they had freely chosen as guides that could inspire and support them in their strenuous pursuit of new things. The buildings shaped like soft clouds and gelatinous bowels, or the spiked bravura pieces designed by today's fashionable architects have no relation with either construction or history. Louis Kahn, instead, kept form, structure and history paradigmatically together. The book systematically reviews the intense structural experimentation that, in terms not just of building engineering but of spatial and representational potential, marked Kahn's work since the beginning and would eventually lead him, after a long apprenticeship, to an almost constant adoption of 'hollow' structural forms. By reviewing this long and intense journey of research, the book underlines how Louis Kahn, in each work and based on a constant dialogue between structural innovation, building tradition and figural evocation, succeeded in awakening our interest in a new 'fascinating' structure and at the same time our emotion for a deeply meaningful, universal and timeless form.

A must-have volume for all Beatles fans-a career-spanning selection of writings about the Fab Four There are, of course, many books on the Beatles, but this is the only one available that is a comprehensive, career-spanning collection of journalism about the legendary band, before and after the breakup. Consisting of

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more than fifty articles, essays, interviews, record and movie reviews, poems, and book excerpts-many of them rare and hard to find-Read the Beatles is an unprecedented compilation that follows the arc of the Fab Four's iconic and idiosyncratic career, from their early days in Liverpool through their tragic and triumphant histories after the group's split. The book also includes original essays from noted musicians and journalists about the Beatles' lasting influence and why they still matter today.

EXIT MUSIC: THE RADIOHEAD STORY

When Groupie was first published in 1969 it caused a sensation. The Swingin' Sixties capacity to outrage may have been starting to decline, but this novel managed to shock all over again. A thinly fictionalised chronicle of Jenny Fabian's adventures with underground rock heroes of her day, Groupie caused a furore for all kinds of reasons...it had the scent of danger that accompanies an authentic original, it ruffled feathers with its matter of fact descriptions of drug taking and sexual high jinks, it prompted guessing games about teh true identities of its principal characters, most of all, it was highly explicit about a phenomenon that had never before been documented. Almost three decades later, this book is still extraordinarily fresh and playing the celebrity guessing game is still fun. Groupie is also the genuine article - no reconstruction of Sixties underground

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rock culture has ever captured the Zeitgeist as well as this novel.

Dreams and Stones is a small masterpiece, one of the most extraordinary works of literature to come out of Central and Eastern Europe since the fall of communism. In sculpted, poetic prose reminiscent of Bruno Schulz, it tells the story of the emergence of a great city. In Tulli's hands myth, metaphor, history, and narrative are combined to magical effect. Dreams and Stones is about the growth of a city, and also about all cities; at the same time it is not about cities at all, but about how worlds are created, transformed, and lost through words alone. A stunning debut by one of Europe's finest new writers.

Corporate Finance: The Basics is a concise introduction to the inner workings of finance at the company level. It aims to take the fear out of corporate finance and add the fun in, presenting the subject in a way that is simple to grasp and easy to digest. Its aim is to explain – and demystify – the essential ideas of corporate finance, avoiding the heavy use of maths and formulae. The calculations and figures in the book are purely to illustrate fundamental concepts, appealing to readers' common sense, rather than stretch their ability to do "number-crunching". Topics covered include: Financial statements through the corporate finance lens How to make investment decisions Cash versus profit Net working capital management How to determine the value of a business Through the use

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of a subject map, this book explains how the key components of the subject are connected with each other, strengthening the reader's understanding. This book is the ideal introduction for anyone looking for a short yet scholarly overview of corporate finance.

A novel with echoes of timeless classics such as *THE LION, THE WITCH AND THE WARDROBE*, *THE BORROWERS* and *ALICE IN WONDERLAND*, Garry Kilworth's *ATTICA* reveals a twilight world of forgotten wonders, and extraordinary adventures - all happening just above our heads. Join Jordy, Alex and Chloe as they cross the portal from our world to a strange and wonderful other place, accessible for just a moment in time through the trap-door of the attic in their family home. From hat-stand forests, to towering hills of old musical instruments, deserts of old books and a great water-tank lake, the vast continent they stumble upon is one of limitless surprises - and that's before they meet the inhabitants: strange clans of small and lumpen people who live in homes constructed from all manner of found things and drive vehicles powered by old sewing-machine parts. It is against this remarkable backdrop that the three children will embark on a spellbinding adventure to recover a prized possession, save a life, and - somehow - find a way back home.

The Pulitzer Prize-winning author of *The Stone Diaries* gives us a love story for

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the ages: the tale of two polar opposites on a rocky road to romance He's a thrice-divorced late-night talk-show host. She's an unmarried folklorist obsessed with mermaids. He lives for the present. She lives in the past. Both are leery of commitment. Neither has ever known lasting love. But when Tom Avery and Fay McLeod meet, it's love—or at least lust—at first sight. And then fate starts to throw them curveballs. Shifting between Tom and Fay's stories—from their complicated histories through their present-day angst—*The Republic of Love* features delightful secondary characters in the lovers' friends and families, including Fay's seemingly happily married parents and her beloved godmother, Onion. As Tom and Fay forge bravely ahead into a romantic minefield, they make startling discoveries about each other and themselves. With her trademark wit and irony, and a deep compassion for her hero and heroine, Carol Shields gives us a celebration of love in all its guises.

Updated to include details of the group's recent concerts under the direction of Ralf Hutter. David Buckley examines the cult enigma that is Kraftwerk, including their beginnings in the avant-garde musical terrain of late-Sixties Germany and their Anglo-American breakthrough with *Autobahn* in 1975, as well as their astonishingly prescient work, which drew the musical template for techno, ambient, dance and all manner of electronic pop. Includes an interview with

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former member Wolfgang Flur. The inner workings of this most secretive of bands are revealed through interviews with friends and close associates, whilst the story of their incredible impact on modern music is traced up to the present day using interviews with a host of musicians, from original electro pioneers such as Gary Numan, the Human League, OMD and John Foxx, to contemporary acts still in awe of the original Man Machines.

Books in the Anna series use colorful illustrations to chronicle a toddler's everyday adventures and teach children about a variety of life experiences, such as learning to brush teeth at the end of a busy day.

Aldo Rossi is one of the acknowledged masters of architecture of the second half of the 20th century; the interest in his work has remained constant since the 1960s, as is demonstrated by the events organised recently for the 20th anniversary of his death. The three essays gathered together in this small volume present a different view of the Italian architect and make a highly valuable contribution to the copious amounts of literature already available on his work. The idea of dedicating a Festschrift to honor Professor Frédéric Manns on the happy occasion of his 70th birthday came to mind in the autumn of 2011 and work on this project had been continuing ever since. Felicitously achieving this goal, the Faculty of Biblical Sciences and Archaeology (Studium Biblicum

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Franciscanum) and the Franciscan Custody of the Holy Land present this volume to Father Manns with gratitude for his profound scholarship and a lifetime service in the Holy Land. Perusing through Father Manns' writings, it is easy to see a prominent and distinctive place devoted to the Gospel of John. It seemed therefore suitable to focus on this subject in the Festschrift honoring him: the title, *Rediscovering John*, relates to Manns' significant contribution towards the better understanding of the Fourth Gospel. The volume comprises 21 studies authored by renowned scholars from various parts of the world, from different institutions and denominations. While the first half of the studies examines general issues (history of interpretation, textual transmission, intertextuality, theological themes, archaeology), the second half treats literary, narrative and exegetical approaches to particular texts of the Fourth Gospel. We augur that this rich collection will help to stimulate further discussion and reflection on the Gospel of John, as well as constitute an incentive to an already distinguished scholar to continue writing challenging and thought-provoking essays and books. (from the Foreword by the Editor)

"...tells the story of the Mysteries [e.g. Mystery religions]--their rise, fall and eventual rebirth in the New World, where rhythms and melodies from the West African and the Celtic diasporas collided with the sound of popular music

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forever."--P. 4 of cover.

Wildly imaginative and endlessly entertaining, Georgi Gospodinov's short stories provide a hint of the narrative complexity of Borges and a whiff of the gritty realism of pre- and post-Communist life in Eastern Europe. These stories within stories and contemporary fables--whether a tongue-in-cheek crime story or the Christmas tale of a pig, a language game leading to an unexpected epiphany or to an inward-looking tale built on the complexity of a puzzle box--come together in unique and surprising ways, offering readers a kaleidoscopic experience from one of Bulgaria's most critically acclaimed authors.

In 1917, Barcelona's infamous Raval district is alive with outlandish rumours. A monster is abducting and murdering young children. The police are either powerless to prevent his terrible crimes, or indifferent to them, since they concern only the sons and daughters of prostitutes. But Inspector Moisès Corvo is determined to stop the outrages, and punish their perpetrator. His inquiries take him on a tour of the Catalan capital, through slum, high-class brothel and casino, and end in a stomach-turning revelation.

Gershon Shaked's history of modern Hebrew fiction traces the emergence and development of a literature 'against all odds' - from its European roots in the 1880s, when it had neither a country nor a spoken language, to the flowering of a literary culture on Israeli soil.

Ten years after the publication of *The Business of Books*, his groundbreaking critique of conglomeration in the book industry, André Schiffrin turns his attention to the broader crisis in

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the media. Just as corporatization and the lowest-common-denominator pursuit of the bottom line have had a parlous effect on publishing, media consolidation has contributed to the ongoing demise of serious journalism in newspapers, magazines, serious broadcast news, and online journalism. Schiffrin compares the media crisis in the United States to the situation in Europe and across the globe, and he demonstrates how the American corporate model has extended its reach. But he also describes and considers a range of alternative policies culled from many countries that, if pursued, could help to save journalism and the media in the US. This is a superlative essay that will make everyone seriously interested in the media and publishing think again.

The book is a collection of 100 posters designed between 1967 and 2017 by world-renowned Italian graphic designer, Armando Milani.

One of the most ambitious and wildly inventive novels to have come out of Russia in years, this short novel embraces the Brezhnev years, the USSR's disintegration, and capitalist shock therapy in the post-Soviet bloc. The eponymous hero, part of a brood of bored science students, helps concoct a strategy game set in different eras where each "ruler" of his territory competes in Orwellian permanent war. But the KGB uncovers highly plausible and suspicious military plans and a long penance for each "combatant" ensues. All too late, Istemi is the first to realize the mysterious and disturbingly prophetic nature of a seemingly innocent invention. He is powerless as events long foretold for each unfold, including a hellish tour of duty in Afghanistan, incarceration in an asylum, and mindless bureaucratic drudgery—but what fate awaits Istemi as communist absurdist reality turns into postcapitalism nightmare?

Teodora has always longed to visit Venice, and at last she has her chance. But strange and

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sinister things are afoot in the beautiful floating city. Teo is quickly subsumed into a secret world in which salty-tongued mermaids run subversive printing presses, ghosts good and bad patrol the streets, statues speak, rats read, and librarians fluidly turn into cats. And where a book, *The Key to the Secret City*, leads Teo straight into the heart of the danger that threatens to destroy the city to which she feels she belongs. An ancient proverb seems to unite Teo with a Venetian boy, Renzo, and with the Traitor who has returned from the dark past to wreak revenge. . . . But who is the Undrowned Child destined to save Venice?

This exotic mystery involving the pursuit of a murderer across Tibet and into China is written by a Tibetan monk and a nineteenth-century adventuress

Crocodile is hungry! What can he eat? The turtle? No, it is too hard. A hedgehog? No, it is too prickly. The other animals aren't ready-to-eat either. But then Crocodile sees a little boy ... A funny picture book for children ages 4 and up, with colorful, mouth-watering illustrations. Aurlia Higuert was awarded the Key Colours Illustrator's Award 2014 for this story with exceptional pictures.

The book is a collection of 100 logos designed between 1965 and 2017 by one of the world renowned italian graphic designer, Armando Milani. Foreword by Roger Remington and Massimo Vignelli

Mary O'Hara is a sharp and cheeky 12-year-old Dublin schoolgirl who is bravely facing the fact that her beloved Granny is dying. But Granny can't let go of life, and when a mysterious young woman turns up in Mary's street with a message for her Granny, Mary gets pulled into an unlikely adventure. The woman is the ghost of Granny's own

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mother, who has come to help her daughter say good-bye to her loved ones and guide her safely out of this world. She needs the help of Mary and her mother, Scarlett, who embark on a road trip to the past. Four generations of women travel on a midnight car journey. One of them is dead, one of them is dying, one of them is driving, and one of them is just starting out. Praise for *A Greyhound of a Girl* STARRED REVIEW "A warm, witty, exquisitely nuanced multigenerational story." –Kirkus Reviews, starred review STARRED REVIEW "This elegantly constructed yet beautifully simple story, set in Ireland and spun with affection by Booker Prize–winner Doyle, will be something different for YA readers. These four lilting voices will linger long after the book is closed." –Booklist, starred review STARRED REVIEW "Written mostly in dialogue, at which Doyle excels, and populated with a charming foursome of Irish women, this lovely tale is as much about overcoming the fear of death as it is about death itself." –Publishers Weekly, starred review "In this moving and artfully structured ghost tale, four generations of Irish women come together. A big part of the pleasure here is the rhythm of the language and the contrasting voices of the generations. Any opportunity to read it aloud would be a treat." –Horn Book "For children grieving the death of a parent or grandparent, this book provides comfort." –Library Media Connection Award: Capitol Choices 2013 - Noteworthy Titles for Children and Teens Cooperative Children's Book Center (CCBC) Choices 2013 list - Young Adult Fiction USBBY Outstanding International Books List 2013

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We Think the World of You combines acute social realism and dark fantasy, and was described by J.R. Ackerley as “a fairy tale for adults.” Frank, the narrator, is a middle-aged civil servant, intelligent, acerbic, self-righteous, angry. He is in love with Johnny, a young, married, working-class man with a sweetly easygoing nature. When Johnny is sent to prison for committing a petty theft, Frank gets caught up in a struggle with Johnny’s wife and parents for access to him. Their struggle finds a strange focus in Johnny’s dog—a beautiful but neglected German shepherd named Evie. And it is she, in the end, who becomes the improbable and undeniable guardian of Frank’s inner world.

From the sizzling sharpness of freshly cut garlic to the cool tang of a father's aftershave; the heady intoxication of a fumbled first kiss to the anodyne void of disinfectant and death, this is a decadently original olfactory memoir. In sixty-three elusive episodes we roam freely across the countryside of Lorraine, North-East France, from kitchen to farm to a lover's bed. Recognising the bittersweet nostalgia of a scent that slips away on the summer breeze, Claudel demonstrates again his impeccable grasp of the personal and the universal, interweaved with a rare, self-deprecating charm. This is an evocative patchwork at once earthy and ethereal, erotic and heart-breaking. Claudel permits us a glimpse of moments that have driven him to delight or despair, creating through the fading aromas of the past fragments of humour, insight and quite intangible beauty.

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So what is a bullet journal? It's a planner, to-do list and diary that will help you get your life together! This fun, practical guide shows you how to start and keep a bullet journal: a single notebook in which you write down all the things that you want to remember, or need to do, or you've already done – from every aspect of your life: work, home, relationships and hobbies. With colourful illustrations and easy tips to get you started, early adopter Rachel Wilkerson Miller explains how to make a bullet journal work for you – whether you want to create something simple or elaborate. Ideas for content include: - Lists of your to-dos and to-don'ts - Symbols that will make your lists efficient and effective - Calendars to plan your day, week, month or year - Trackers for your habits and goals (think health, money, travel) - Stationery such as washi tape, book darts and more! The phenomenon that is bullet journaling has led to thousands of journalers sharing their work on Pinterest, Instagram and Facebook. In How To Bullet Plan, BuzzFeed editor Rachel Wilkerson Miller tells you everything you need to know to start your own.

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