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derived from the renowned multi volume international encyclopaedia of laws this book provides ready access to how the legal dimension of prevention against harm and loss allocation is treated in portugal this traditional branch of law not only tackles questions which concern every lawyer whatever his legal expertise but also concerns each person s most fundamental rights on a worldwide scale following a general introduction that probes the distinction between tort and crime and the relationship between tort and contract the monograph describes how the concepts of fault and unlawfulness and of duty of care and negligence are dealt with in both the legislature and the courts the book then proceeds to cover specific cases of liability such as professional liability liability of public bodies abuse of rights injury to reputation and privacy vicarious liability liability of parents and teachers liability for handicapped persons product liability environmental liability and liability connected with road and traffic accidents principles of causation grounds of justification limitations on recovery assessment of damages and compensation and the role of private insurance and social security are all closely considered its succinct yet scholarly nature as well as the practical quality of the information it provides make this book a valuable resource for lawyers in portugal academics and researchers will also welcome this very useful guide and will appreciate its value not only as a contribution to comparative law but also as a stimulus to harmonization of the rules on tort

com uma vasta experiência de mais de 30 anos empreendendo márcio espadas desenvolveu a partir de podcasts que criava um livro com dicas incríveis para qualquer pessoa entender o verdadeiro processo de vendas são conteúdos que o autor estudou e experimentou nesses anos todos como empresário e especialista em vendas 365 dicas de vendas melhore suas vendas dia a dia dica a dica lançado pela literare books international foi desenvolvido com o intuito de apoiar vendedores e empresários que querem melhorar suas metas com o slogan o crescimento se dá pelo conhecimento márcio acredita que o livro é um apoio e preferiu dividir seu domínio em conselhos que precisam de apenas um minuto de dedicação por dia e de preferência ao acordar por isso o empresário escolheu esse formato lembrando da vida corrida de cada trabalhador segundo márcio vender é tarefa difícil quando o vendedor olha apenas para suas próprias necessidades mas é muito fácil quando focamos nas necessidades desejos e sonhos dos clientes e entendemos o processo de venda É uma via de mão dupla fundamentada nos dez capítulos do livro o que é venda motivação e autoconfiança para vender o meu produto o processo da venda prospecção investigação demonstração conclusão da venda pós venda e o vendedor a venda acredita o autor é um processo compreendido e valorizado quando há o entendimento do que se tem e a solução que se pode entregar olhando sempre a necessidade do outro e como pode satisfazê la nos capítulos o leitor também pode encontrar alguns textos com explicações mais detalhadas do conteúdo além disso as dicas podem ser ouvidas em formato de podcast um arquivo digital de áudio transmitido pela internet no entanto o autor ressalta a importância de se ouvir ou ler apenas uma dica por dia para absorver melhor essa transformação uma forma excepcional de aprender sobre qual é o melhor caminho para negociar

this collection of photographs is not a pictorial history of the colony of natal it is essentially an entertainment glimpses of the activities and events in the daily lives of ordinary people while this book does not claim to be a pictorial history photographs from the past are part of the historical record and while some pictures are complete in what they depict others need some background historical knowledge to be fully appreciated therefore the book provides a brief outline of some of the more important events in the history of the colony they have been given at intervals in the book and it is hoped that they will serve to remind readers of the events of the period covered by the photographs secondly where possible a caption has been used against each photograph and a quotation by a contemporary or authoritative author

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