

# **Sixtyseconds To Yes A Powerful Method For Sales And Influence Ebook Don Spini**

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this practical handbook reviews helpful approaches and exercises when  
working with older learners it offers practical applications including using  
discussion incorporating technology and becoming critically reflective it tackles  
some of the major challenges you may face such as addressing inequality and  
diversity and dealing with resistance

this book gathers outstanding papers presented at the 5th international  
conference on data science and applications icdsa 2024 organized by soft  
computing research society scrs and malaviya national institute of technology  
jaipur india from 17 to 19 july 2024 the book is divided into four volumes and it  
covers theoretical and empirical developments in various areas of big data  
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wireless sensor networking bioinformatics and systems artificial neural networks  
deep learning genetic algorithms data mining fuzzy logic optimization  
algorithms image processing computational intelligence in civil engineering  
and creative computing

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arti cial intelligence has attracted a renewed interest from distinguished sci tists  
and has again raised new more realistic this time expectations for future

advances regarding the development of theories models and techniques and the use of them in applications pervading many areas of our daily life the borders of human level intelligence are still very far away and possibly unknown nevertheless recent scientific work inspires us to work even harder in our exploration of the unknown lands of intelligence this volume contains papers selected for presentation at the 3rd hellenic conference on artificial intelligence setn 2004 the official meeting of the hellenic society for artificial intelligence the first meeting was held in the university of piraeus 1996 and the second in the aristotle university of thessaloniki auth 2002 setn conferences play an important role in the dissemination of the innovative and high quality scientific results in artificial intelligence which are being produced mainly by greek scientists in institutes all over the world however the most important effect of setn conferences is that they provide the context in which people meet and get to know each other as well as a very good opportunity for students to get closer to the results of innovative artificial intelligence research

transactions involving intellectual property play an increasingly significant role in economic activity at every level from global to local with particular challenges for taxation and revenue authorities moreover the manifold complexities associated with identifying valuing and transferring intangibles make this an issue requiring a creative review of existing transfer pricing methodologies and techniques in this ground breaking new study michelle markham offers an in depth examination of attitudes at the forefront of this rapidly evolving area of taxation law focusing her work on a comparative analysis of the us oecd and australian perspectives on the transfer pricing of intangible assets the transfer pricing of intangibles not only highlights the current problems encountered in inter affiliate transactions of intangible property but also attempts to offer a variety of solutions to these problems among the issues explored are the following how the tax treatment of intangible in the context of transfer pricing has become a major international tax concern

definitional issues which are vital to an understanding of transfer pricing application of the arm's length principle to intangible asset transactions determination of legal and economic ownership of group intangible assets intangible asset valuation and transfer transfer pricing methodologies global formulary apportionment transfer pricing documentation requirements penalties for non compliance resolution of transfer pricing disputes and advance pricing agreements revenue authorities multinational enterprise executives and tax practitioners around the world will greatly appreciate the recommendations and solutions proposed in this knowledgeable and thoughtful book its acute sense of the opportunities and pitfalls of an ever more complex area of economic activity place it in a category of its own of inestimable benefit to interested parties

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cutting edge machine learning principles practices and applications this comprehensive textbook explores the theoretical underpinnings of learning and equips readers with the knowledge needed to apply powerful machine learning techniques to solve challenging real world problems applied machine learning shows step by step how to conceptualize problems accurately represent data select and tune algorithms interpret and analyze results and make informed strategic decisions presented in a non rigorous mathematical style the book covers a broad array of machine learning topics with special emphasis on methods that have been profitably employed coverage includes supervised learning statistical learning learning with support vector machines svm learning with neural networks nn fuzzy inference systems data clustering data transformations decision tree learning business intelligence data mining and much more

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