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Mike P. O'Brien

A red circular graphic with a gradient, appearing as a stylized arrow or a partial circle, located to the right of the name bar.

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Popular Mechanics ,1999-05 Popular Mechanics inspires instructs and influences readers to help them master the modern world Whether it s practical DIY home improvement tips gadgets and digital technology information on the newest cars or the latest breakthroughs in science PM is the ultimate guide to our high tech lifestyle Conquer the Sale: Proven Strategies for Closing More Deals and Winning Customers Pasquale De Marco,2025-07-26 In today s competitive sales landscape customers are more informed demanding and have access to more choices than ever before To succeed in this challenging environment sales professionals need to adopt a new approach one that emphasizes building trust understanding customer needs and providing exceptional service Conquer the Sale Proven Strategies for Closing More Deals and Winning Customers introduces the concept of low profile selling a customer centric approach that focuses on building relationships and providing value rather than pushing products or services This book is your ultimate guide to mastering the art of low profile selling and transforming your sales performance Through engaging storytelling real world examples and proven strategies Pasquale De Marco provides a practical roadmap for sales professionals looking to achieve success in today s market You ll learn how to Master the art of active listening and understand customer needs and concerns Build strong relationships with customers based on trust and rapport Qualify prospects effectively and identify those who are genuinely interested in your offerings Set clear goals develop a sales plan and track your progress towards achieving your targets Overcome objections and address customer concerns with confidence and professionalism Close deals successfully and build a loyal customer base Continuously improve your sales skills and stay updated on industry trends and best practices With Pasquale De Marco s expert guidance you ll discover how to transform yourself from a product pusher into a trusted advisor building lasting relationships with customers and driving consistent sales growth Embrace the low profile selling approach and watch your sales soar Whether you re a seasoned sales professional looking to refine your skills or a newcomer to the field seeking a solid foundation Conquer the Sale Proven Strategies for Closing More Deals and Winning Customers is the ultimate resource for mastering low profile selling and taking your sales career to the next level Invest in this book today and unlock the secrets to becoming a top performing sales professional in the 21st century If you like this book write a review

FINE PRINT Rolando Asisten,2025-08-27 *FINE PRINT* A Novel by Rolando Asisten Jr Genre Math and AI Mystery Family Drama Legal Thriller Most people don t read the fine print until their heart is in it Retired NASA engineer Bob Cadence thought the hardest part of his life was over until his daughter s sudden death left him raising his precocious five year old granddaughter Amy But when he starts encountering bizarre legal obstacles tied to Amy s inheritance Bob discovers something even more overwhelming the fine print buried in everyday life Insurance loopholes Warranty traps Subscription tricks And one final voicemail from his late wife Ella a former programmer who may have hidden the truth inside a maze of forgotten clauses and legal jargon With the help of Jerry an undocumented math genius forced to work as a caregiver Bob

begins a journey through paperwork contracts and heartbreak As each document reveals a deeper twist Bob uncovers not just a trail of deception but a path to redemption truth and legacy A gripping emotional and unexpectedly human mystery Think A Man Called Ove meets The Firm with a calculator Perfect for readers who love Family dramas with heart and humor Legal thrillers with real world relevance Mystery novels driven by emotional stakes Characters who are flawed brilliant and unforgettable Don't sign anything until you've read this book Grab your copy of Fine Print today [InfoWorld](#) ,1986-05-19 InfoWorld is targeted to Senior IT professionals Content is segmented into Channels and Topic Centers InfoWorld also celebrates people companies and projects

Trade Deals and Their Impact on Global Commerce Pasquale De Marco,2025-04-07 In the dynamic realm of global commerce trade deals stand as intricate agreements that govern the flow of goods services and ideas across borders shaping the economic landscape of nations This comprehensive volume delves into the intricacies of trade deals offering a profound understanding of their historical evolution institutional frameworks and far reaching implications At the heart of this exploration lies the World Trade Organization WTO the multilateral institution that serves as the cornerstone of global trade governance Established in 1995 the WTO brought together nations from around the world to negotiate and enforce a set of rules governing international trade This book unravels the complexities of the WTO shedding light on its mission to promote free trade reduce trade barriers and foster economic cooperation among member countries Beyond the WTO trade deals encompass a vast array of issues that impact economies and societies worldwide Tariffs non tariff barriers intellectual property rights and environmental considerations are just a few of the multifaceted elements that shape the landscape of trade agreements This book delves into each of these aspects providing a comprehensive analysis of their significance and the challenges they pose in the ever changing global economy The impact of trade deals on economic growth job creation and poverty reduction is a topic of ongoing debate This book explores the intricate relationship between trade and economic development examining both the potential benefits and the potential drawbacks of trade agreements It delves into case studies and empirical evidence to provide a balanced perspective on the impact of trade deals on various sectors and economies Furthermore the book explores the role of trade deals in addressing contemporary global challenges It examines how trade agreements can be leveraged to promote sustainable development protect the environment and combat climate change By analyzing the intersection of trade and pressing global issues the book highlights the potential for trade deals to be a force for positive change in the world In an era of globalization understanding the intricacies of trade deals is more crucial than ever before This book serves as an invaluable resource for policymakers business leaders students and anyone seeking to navigate the complex world of international trade With its comprehensive analysis insightful perspectives and thought provoking discussions this book provides a roadmap for understanding the past present and future of trade deals in the global economy If you like this book write a review

Practical AI Style Mike P. O'Brien,2025-06-24 Dear Reader You and I are both here because the rules are changing You

didn't pick up this book to learn about AI. You picked it up because your work is already being reshaped by it. AI touches nearly every interaction. Instead of looking to AI for answers, we need to set our own rules with clarity, confidence, and control. If you've ever turned to *The Elements of Style* for clarity in writing, this book offers a way to approach AI with the same care. We need to learn how to work with AI to understand who it is and what it isn't. *Practical AI Style* isn't a warning or a blind embrace. It is a guide to help AI assist and augment our skills, grounded in clear intent, consistent tone, thoughtful constraints, and alignment with our values. Inside, you will find elements, workbooks, and exercises I have used with teams navigating this terrain, all designed to help you build your own AI Style Guide you can put to immediate use. Along the way, you will meet a few of my favorite cohorts: a race engineer, an art forger, Scheherazade, Juror 8, the Great One, and a Pope. Each offers an authentic perspective that helps shape how we approach AI with tone, judgment, assurance, and trust. Thanks for being part of this work. With Gratitude, Mike P. S. We likely haven't met. I've spent my career where technology meets learning, helping people and teams adapt to change with clarity and care. This book was shaped by years of work with organizations, a curiosity for what comes next, and one vivacious, partially trained golden retriever named Mara who reminds me daily how nascent intelligence does not always look or act the way we expect. I live with my wife and daughter in Hull, Massachusetts, leashed to the future five feet behind Mara. A little more about the book for the curious: AI is transforming business fast, bringing both opportunity and risk. Messaging can become inconsistent, and brand voice diluted. *Practical AI Style* offers your AI Style Guide, a modern *Elements of Style* for AI use. It anchors AI in clarity, consistency, and values, ensuring AI reflects your brand's true purpose. Unlike policies, it focuses on how to use AI responsibly, setting tone, intent, and transparency norms that turn AI into a trusted partner. What is an AI Style Guide? It defines principles for creating and managing AI content, helping teams produce aligned, trustworthy outputs. Inspired by Strunk and White's clarity, this book distills the essentials for effective AI communication. A Practical Workbook: More than theory, it offers exercises and templates to build your guide. You'll learn to: Define your AI's tone and ethics; Train teams to write clear AI prompts; Create a living guide that grows with your needs; Use AI confidently with balance and control. This book empowers you to lead your organization in using AI thoughtfully, protecting your brand in a fast-changing world. Start Your AI Journey. AI's pace is fast, but mastery is possible. *Practical AI Style* gives you the tools to build clarity and control, turning risk into advantage.

Online Shopping 101: A Beginner's Guide to Getting the Best Deals Pasquale De Marco, 2025-07-15 In the vast and ever-expanding world of online shopping, it's easy to feel overwhelmed and confused. With countless retailers, products, and scams to navigate, it can be difficult to know where to start and how to get the best deals. This comprehensive guide to online shopping is here to help. Written by experienced online shoppers, this book covers everything you need to know to find the best deals, choose the right products, and avoid common pitfalls. Whether you're a seasoned online shopper or just getting started, this book has something for you. You'll learn how to: Choose the right online retailer for your needs; Find the best deals on the products you want; Choose the right

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Artificial Intelligence in Business

Abdul Razzak Alshehadeh,Ihab Ali El-Qirem,Ghaleb Awad Elrefae,2025-09-30 This book covers results of the 19th Scientific Annual International Conference for Business SICB Artificial Intelligence in Business This second volume of proceedings from the 19th SICB International Conference presents 32 cutting edge research papers examining the transformative impact of artificial intelligence across multiple business domains As organizations worldwide navigate the complexities of AI implementation this collection offers essential insights for researchers practitioners and policymakers seeking to harness AI s potential while addressing its challenges The volume is organized into five thematic sections that reflect the diverse applications of AI in contemporary business AI in Marketing and Consumer Behavior examines how immersive technologies like AR VR reshape customer engagement strategies and explores the ethical dimensions of AI powered personalization in emerging markets AI in Finance Banking and Accounting

investigates the transformation of financial services with particular emphasis on regional applications in Middle Eastern banking systems and the evolving role of accounting professionals in an increasingly automated landscape AI in Technology Digital Transformation and Security addresses the technical foundations of AI implementation from network intrusion detection systems to property valuation modeling with careful attention to infrastructure requirements for successful digital transformation AI in the Pharmaceutical Industry and Healthcare documents the revolution in drug discovery pharmaceutical modeling and patient care It reveals how machine learning and predictive analytics accelerate innovation while raising important questions about data privacy and ethical implementation AI in Ethics Regulation and Social Implications explores the critical balance between technological innovation and responsible governance offering frameworks for legal protection ethical assessment and human centric AI design This volume distinguishes itself by its methodological diversity and geographic inclusivity It features significant contributions from researchers across Europe Asia the Middle East and beyond This global perspective provides a more nuanced understanding of how cultural economic and regulatory factors influence AI adoption and effectiveness in diverse business environments

[[Masters of Deals: Practical Tactics for Exceptional Performance and Achievements in the Art of Closing Pasquale De Marco, 2025-03-22 In Masters of Deals Practical Tactics for Exceptional Performance and Mastery in the Art of Closing readers will embark on a comprehensive journey through the world of sales This book is a treasure trove of knowledge and actionable insights for salespeople of all levels from those just starting out to seasoned professionals looking to elevate their skills Within these pages you ll discover the secrets of unlocking the psychology of selling building rapport with customers and effectively identifying and fulfilling their needs We ll guide you through the entire sales process from prospecting and qualifying leads to negotiating deals and closing sales Furthermore we ll delve into the art of building high performing sales teams exploring the best practices for recruiting hiring training and motivating salespeople We ll also discuss the role of sales managers in setting goals monitoring performance and providing feedback to drive continuous improvement For those interested in financial sales we provide a comprehensive overview of this specialized field We ll examine the unique challenges and opportunities it presents as well as strategies for selling financial products and services effectively We ll also cover the importance of compliance and how to navigate the regulatory landscape In today s digital age we recognize the impact of technology on sales This book explores how to leverage technology to enhance sales productivity improve customer engagement and gain valuable insights into customer behavior We ll discuss the latest trends and innovations in sales technology and how to use them to gain a competitive edge Throughout the book we ll share real world examples case studies and expert insights to illustrate key concepts and provide actionable advice Whether you re looking to close more deals increase your sales volume or simply become a more effective salesperson Masters of Deals is your ultimate resource for achieving exceptional performance and reaching your sales goals If you like this book write a review

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Techniques for Closing Deals Like a Pro Pasquale De Marco, 2025-04-22 In a cutthroat business world where success hinges on the ability to persuade and convert, *Mastering Sales Techniques for Closing Deals Like a Pro* emerges as an invaluable resource for aspiring and seasoned sales professionals alike. This comprehensive guidebook delves into the intricacies of effective selling, providing a wealth of insights, strategies, and practical tools to help readers elevate their sales performance and achieve remarkable results. Written in a conversational and engaging style, *Mastering Sales* takes readers on a transformative journey, empowering them to transcend the boundaries of ordinary salesmanship and ascend to the ranks of sales mastery. Through real-world examples, case studies, and expert advice, this book provides a roadmap for navigating the complexities of customer interactions, understanding buyer psychology, and crafting compelling sales pitches that resonate with audiences. Beyond mere theory, *Mastering Sales* offers a treasure trove of practical tools and actionable advice that can be immediately applied to real-world sales scenarios. Readers will learn how to identify and cultivate leads, establish rapport with customers, uncover hidden needs and desires, skillfully handle objections, and close deals with confidence. This book is an

indispensable resource for anyone seeking to elevate their sales performance regardless of their experience level or industry Join the ranks of sales mastery and unlock the gateway to success With Mastering Sales as your guide you will gain the skills and confidence to Identify and target your ideal customers Build strong relationships with customers based on trust and understanding Uncover hidden customer needs and desires Craft compelling sales pitches that resonate with your audience Handle objections confidently and effectively Close deals with confidence and professionalism Embrace the principles outlined in this book and you will not only become a master salesperson but also a trusted advisor and an invaluable asset to your organization Mastering Sales is your key to unlocking sales success and leaving an indelible mark on your industry If you like this book write a review on google books

[Navigating Global Deals: Triumphant in International Business Transactions](#) Pasquale De Marco,2025-05-20 In today s interconnected world businesses of all sizes are seeking opportunities beyond their national borders Navigating international business transactions successfully requires a deep understanding of the legal cultural and economic factors that shape global commerce This comprehensive guide provides a roadmap for navigating the intricacies of international business transactions empowering readers with the knowledge and skills necessary to thrive in the global marketplace With expert insights and practical advice this book covers a wide range of topics including The benefits and challenges of international business Identifying and evaluating opportunities in foreign markets Complying with international trade laws and regulations Adapting products and services for global success Building a network of international partners Managing currency risks and exchange rate fluctuations Optimizing global supply chains and logistics Marketing and branding effectively in international markets Attracting and managing a diverse global workforce Mitigating risks and resolving disputes in international business Whether you are an experienced international business professional or an entrepreneur venturing into global markets for the first time this book is an indispensable resource Its comprehensive coverage and practical guidance will equip you to navigate the challenges and seize the opportunities of international business enabling you to expand your reach diversify your revenue streams and achieve lasting success in the global arena This book is essential reading for Business owners and executives seeking to expand their operations internationally Entrepreneurs and startups targeting global markets Professionals involved in international trade finance or logistics Students and researchers studying international business and global economics With its clear explanations real world examples and expert insights this book will empower you to navigate the complexities of international business transactions and achieve success in the global marketplace If you like this book write a review on google books

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The Mastery of the Sale: Gaining Customers, Winning Trust Pasquale De Marco, 2025-04-25 In a competitive business landscape where customers are bombarded with marketing messages and sales pitches it s more important than ever for salespeople to stand out and make a positive impact This book introduces a powerful approach to selling called positive intimidation which combines persuasion empathy and ethical practices to drive sales success Drawing inspiration from real world examples and insights from industry experts this book provides a comprehensive guide to mastering positive intimidation in selling Readers will learn how to cultivate a positive sales mindset understand customer needs and motivations and communicate effectively to persuade and build relationships The book also covers ethical and sustainable sales practices the art of negotiation and the importance of adapting to changing sales environments Whether you are a seasoned salesperson looking to elevate your skills or a newcomer to the profession eager to make a mark this book provides a wealth of practical insights and actionable strategies to help you achieve sales success By embracing the principles of positive intimidation you can positively impact customers lives build lasting relationships and drive exceptional results for your organization Key features of the book include A step by step guide to cultivating a positive sales mindset Techniques for understanding customer needs and motivations Strategies for effective communication and persuasion Ethical and sustainable sales practices The art of negotiation and reaching mutually beneficial agreements Adapting to changing sales environments and emerging trends If you re ready to take your sales career to the next level this book is your essential guide to mastering the art of positive intimidation in selling Unlock your potential earn customer loyalty and propel your career to new heights If you like this book write a review on google books

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are tangible fragments of our past symbols of our passions and windows into the human experience Whether you re a seasoned collector seeking to expand your knowledge or a newcomer eager to delve into the world of toys Treasures Prices is your indispensable companion It will unlock the secrets of the toy collecting hobby empower you to make informed decisions and provide endless hours of enjoyment as you explore the captivating world of collectible treasures If you like this book write a review on google books

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New Frontiers in Artificial Intelligence Sachiyo Arai,Kazuhiro Kojima,Koji Mineshima,Daisuke Bekki,Ken Satoh,Yuiko Ohta,2018-06-29 This book constitutes extended revised and selected papers from the 9th International Symposium of Artificial Intelligence supported by the Japanese Society for Artificial Intelligence JSAI isAI 2017 It was held in November 2017 in Tokyo Japan The 22 papers were carefully selected from 109 submissions and are organized in sections on juris informatics skill science artificial intelligence of and for business logic and engineering of natural language semantics argument for agreement and assurance scientific document analysis knowledge explication for industry

Continuous Auditing with AI in the Public Sector Lourens J. Erasmus,Sezer Bozkus Kahyaoğlu,2024-09-18 The effectiveness of internal audit activities is important for the sustainability of change in the public sector In this sense the tools and techniques used and the level of competencies of public sector auditors are decisive This book deals with the effects of current technological developments in the public sector on auditing and risk management activities Therefore it is a resource for public internal auditors to create a digital audit strategy based on artificial intelligence AI and blockchain based applications Institutionalisation of their structures is important for public sector internal auditors For this basic requirements future expectations and best practices are explained The digital business model is presented to produce value added audit findings and outputs that guide public internal auditors and all digital era stakeholders This book is a pioneering work based on continuous auditing continuous monitoring approaches using various AI and blockchain based tools and techniques There is nothing more valuable to the success of a public internal auditor than a detailed understanding of the business The important lesson in developing business knowledge especially in the new audit universe emerging with digital transformation is that all auditors must understand that they never finish learning about business processes risks and control points in the digital era They must constantly push themselves to

be motivated and learn about the business operations they audit to implement new audit approaches powered by AI In addition to obtaining up to date business information from process owners and stakeholders public auditors responsible for conducting an AI based continuous audit programme should also look inside their departments for a different perspective on business information that impacts continuous audit programme phase details and has the potential to add value It should be noted that the additional source of information begins with your individual audit experience digital skills and qualifications

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