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MODERN APPLIED SELLING

Allan L. Reid



Modern Applied Selling

Ying-Ying Zheng



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University,1922 Modern Salesmanagement Justus George Frederick,1919 Modern China Edwin E. Moise,2013-08-21 The past hundred years in China have seen almost continuous transformation and upheaval From Confucianist monarchy to warlordism from fanatically doctrinaire socialist tyranny to almost doctrineless social capitalism China has experienced political cultural and economic disintegration reunion and revolution on an unprecedented scale Beginning with the overthrow of the Emperor in 1911 Moise guides us through a century of ever unfolding drama with characteristic clarity and balance Examining the effects of the communist revolution he argues that in the early days Mao Zedong established the most effective government China had ever known and that even during the bizarre excesses and blood letting of the Cultural Revolution there were still issues that were dealt with in a rational and effective manner Moving on to the developments since the death of Mao in 1976 in a section fully revised and updated for this new edition Moise gives a nuanced account of the two sides of China its spectacularly successful programme of capitalist economic development and its continuing dictatorship He contends that dictatorship is now much less total than it was until the mid 70s although dissenters are still persecuted their very existence is evidence of a significant loosening of repression However there is a heavy price being paid for the Chinese economic miracle The environmental effects of this boom already stretch well beyond the borders of China Modern Chinasends us a clear message the rapid and fundamental change that has framed the last century has not slowed or stalled but acts as a pointer to the near certainty of significant further change To understand Chinas future we must understand its past Edwin E Moise is Professor of History at Clemson University South Carolina and a specialist in the history of China and Vietnam His previous works include Land Reform in China and North Vietnam 1983 and Tonkin Gulf and the Escalation of the Vietnam War 1996 **Book Trade Catalogues in Early Modern Europe** Arthur der Weduwen,Andrew Pettegree,Graeme Kemp,2021-07-19 This edited collection offers in seventeen chapters the latest scholarship on book catalogues in early modern Europe Contributors discuss the role that these catalogues played in

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



















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