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Cecilia M. Rivas



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Salvadoran Imaginaries Cecilia M. Rivas, 2014-03-31 Ravaged by civil war throughout the 1980s and 1990s El Salvador has now emerged as a study in contradictions It is a country where urban call centers and shopping malls exist alongside rural poverty It is a land now at peace but still grappling with a legacy of violence It is a place marked by deep social divides yet offering a surprising abundance of inclusive spaces Above all it is a nation without borders as widespread emigration during the war has led Salvadorans to develop a truly transnational sense of identity In *Salvadoran Imaginaries* Cecilia M Rivas takes us on a journey through twenty first century El Salvador and to the diverse range of sites where the nation s postwar identity is being forged Combining field ethnography with media research Rivas deftly toggles between the physical spaces where the new El Salvador is starting to emerge and the virtual spaces where Salvadoran identity is being imagined including newspapers literature and digital media This interdisciplinary approach enables her to explore the multitude of ways that Salvadorans negotiate between reality and representation between local neighborhoods and transnational imagined communities between present conditions and dreams for the future Everyday life in El Salvador may seem like a simple matter but Rivas digs deeper across many different layers of society revealing a wealth of complex feelings that the nation s citizens have about power opportunity safety migration and community Filled with first hand interviews and unique archival research *Salvadoran Imaginaries* offers a fresh take on an emerging nation and its people Human Resource and Benefits Almas Sabir, 2019-05-20 This book is essential reading for undergraduate postgraduate and MBA students as well as those studying for their CIPD qualifications With this new energizing and early content in human asset the board moves past a prescriptive way to deal with a comprehensive outline of the job of HRM in its contemporary setting Recognizing and reflecting upon key patterns in HRM the work showcase and the more extensive economy the creator offers basic discourse of the hypothetical and handy issues encompassing HRM **Comprehensive Advisor Training and Development** Karen L. Archambault, Rebecca L. Hapes, 2023-07-03 Co published with NACADA Advisors are focused on the success of their students They do the work of advising not for money or fame but because their meaningful work ensures that students reach their goals In order to do so those who serve students must have the knowledge skills abilities and encouragement to do their work This edited collection provides a practical framework for advisor training and professional development underpinned by the theoretical rationale for those frameworks This text is not focused on the what of advisor training but is instead intentionally focused on the how and the why encouraging those responsible for development and implementation to have a clear means by which to support advisor success Readers of this text will identify the centrality of the NACADA Core Values and Core Competencies to effective training and development but will also gain a practical suite of tools to be used in various higher educational contexts Including but not limited to initial program creation the authors consider complex concerns such as funding technology intercultural competence and self care among others as components of a comprehensive program to

support advising professionals , **Environmental Compliance Guide for Facility Managers and Engineers** Rengasamy Kasinathan,2022-07-29 A practical guide for facility engineers and managers to understand the impact of environmental regulations when applied to operating equipment in any industry or facility It lays out a clear road map on how to learn the essential steps and how to use the proper tools Based on the author s 39 year experience this concise material discusses real life applications and case studies adopted and implemented successfully in many NYC facilities and appropriate for large cities It will help facility engineers comply with various rules and regulations of the jurisdictions of EPA state city and local agencies and properly itemize reporting requirements Features include Guides facility engineers and managers with a clear and logical exposition of topics developments and valuable regulatory frameworks for appropriate preparation and compliance Provides detailed explanations of procedures for emission reduction and improved efficiency and productivity Emphasizes the importance of continuing education in compliance to prevent high penalties for facilities Includes real life applications and case studies on reducing energy baseline and current operating methods providing formulas and calculations Addresses regulatory knowledge for operating systems in cities with a dense population in the US and countries with similar regulatory frameworks This book will benefit professionals engineers facility and project managers building and grounds supervisors code compliance managers and heating ventilation air conditioning HVAC systems contractors and installers in hospitals universities schools and other facilities **Supervision and Management** Marie Keen Shaw,Hali R. Keeler,2018-09-18 Many library support staff LSS who do not have management training will assume supervisory roles in library services during their careers This book is written to help LSS understand support and apply the basic principles of library supervision and management in their work on the topics of regulations and bylaws hiring staff performance expectations leadership and professional learning Readers will learn how to engage in effective decision making and participate in productive library meetings The importance of library policies and procedures are explained through many practical examples The scope of the book addresses many different aspects and examples of library management and how LSS can seek supportive roles to enhance library services and programs Chapters are written on these topics Basic regulations and bylawsPrinciples of managementHiringStaff performance expectationsLeadership professional learningLibrary policies and proceduresThe book also addresses budget fundraising and grants partnerships community demographics marketing goal management customer service conducting meetings and effective decision making This book is aligned with the revised ALA LSSC competency standards for management and supervision and may be used as a textbook by instructors of Library Science programs or as a reference manual for library support staff who are learning on the job about the ever changing environment of working with others **A, B, & Cs of Author Partnering** Joy Don Baker,Terri Goodman,2020-01-22 The award winning book A B Cs of Author Partnering guides you through the process of creating a partnership establishing a productive work environment and producing the work of fiction non fiction or a journal article

Authoring a book or article with a writing partner can take the sting and isolation out of a solo writing project Multi book authors Joy Don Baker and Terri Goodman will guide you through the author partnering process by understanding the following Alignment A is the foundational component that explores the what and why of the partnership and its targeted product Balance B focuses on the need for author partners to respect their work life responsibilities and ensure this critical element is incorporated into their production process The seven Cs include Commitment Contract Communication Conflict Resolution Commerce Creativity and Call to Action The included workbook provides activities to help partners craft their strategies and maximize their collaborative efforts The A B Cs of Author Partnering presents a meaningful sequence of topics that can be read cover to cover or selectively to meet specific needs Working collaboratively brings a diversity of strengths and skills to the project As a team partners provide a broader platform to address the variety of tasks involved in writing publishing and marketing Their commitment to one another and to the project keeps them focused on their work while enjoying the process and celebrating accomplishments throughout the writing journey

Sales Management Thomas N. Ingram,Raymond W. LaForge,Ramon A. Avila,Charles H. Schwepker Jr,Michael R. Williams,2024-01-22 This 11th edition of Sales Management continues the tradition of blending the most recent sales management research with the real life best practices of leading sales organizations and sales professionals Reflecting today s emphasis on analytics and customer experience CX this edition focuses on the importance of employing different data based selling strategies for different customer groups as well as integrating corporate business marketing and sales level strategies and plans Sales Management includes coverage of the current trends and issues in sales management along with real world examples from the contemporary business world that are used throughout the text to illuminate chapter discussions The new 11th edition includes Emphasis on data driven decision making ethics the use of artificial intelligence the customer experience leadership sales enablement technology and new communication technologies Updated end of chapter cases with application questions along with skill building experiential exercises with discovery investigations and focused role plays which place students in the role of sales manager Updated ethical dilemmas for students to practice ethical decision making Revised Sales Management in Action boxes Multiple vignettes embedded in each chapter featuring sales management professionals and well known companies discussing key topics from that chapter This text is core reading for postgraduate MBA and executive education students studying sales management An updated online instructor s manual with solutions to cases and exercises a revised test bank and updated PowerPoints is available to adopters

Cultivating Communication in the Classroom Lisa Johnson,2017-02-23 Building 21st Century communication skills Students are expected to be innovators creative thinkers and problem solvers But what if they can t communicate their ideas persuasively Just because many students are raised communicating through technology doesn t mean they know how to use it effectively Knowing how to share ideas is as crucial as the ideas themselves Unfortunately many students don t get explicit opportunities to hone this skill Cultivating

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The Significance of Chinatown Development to a Multicultural America Zen Tong Chunhua Zheng,Yali Zou,2023-12-07 Amidst the growth challenges encountered by numerous Chinatowns across America this timely work offers insightful perspectives on a sustainable model for urban and community development as demonstrated by the transformative journey of Houston s New Chinatown

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