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On the Move to Meaningful Internet Systems: OTM 2009

Workshops Robert Meersman, Pilar Herrero, Tharam Dillon, 2009-11-06 Internet based information systems the second covering the large scale integration of heterogeneous computing systems and data resources with the aim of providing a global computing space Each of these four conferences encourages researchers to treat their respective topics within a framework that incorporates jointly a theory b conceptual design and development and c applications in particular case studies and industrial solutions Following and expanding the model created in 2003 we again solicited and selected quality workshop proposals to complement the more archival nature of the main conferences with research results in a number of selected and more avant garde areas related to the general topic of Web based distributed computing For instance the so called Semantic Web has given rise to several novel research areas combining linguistics information systems technology and artificial intelligence such as the modeling of legal regulatory systems and the ubiquitous nature of their usage We were glad to see that ten of our earlier successful workshops ADI CAMS EI2N SWWS ORM OnToContent MONET SEMELS COMBEK IWSSA re appeared in 2008 with a second third or even fourth edition sometimes by alliance with other newly emerging workshops and that no fewer than three brand new independent workshops could be selected from proposals and hosted ISDE ODIS and Beyond SAWSDL Workshop diences productively mingled with each other and with those of the main conferences and there was considerable overlap in authors

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and your product begin to make its impression known in the business world By learning how to combine time tested sales processes with cutting edge social media strategies Sales expert and author Tony J Hughes details today s new breed of chief executive buyers the channels they use the value narratives that they find appealing and the mix of methods that will grab their attention In Combo Prospecting you will learn how to Locate leverage points that matter Secure decision maker meetings Build a knockout online brand that distinguishes you from the pack Build a constantly growing list of profitable referrals And much more Old school prospecting tactics are growing increasingly irrelevant in today s tech savvy online business world However new school techniques alone have proven to not be able to provide the answers The key to your success is to learn how to unleash a killer combination of old and new sales strategies Connexions fortes = clients fidèles

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