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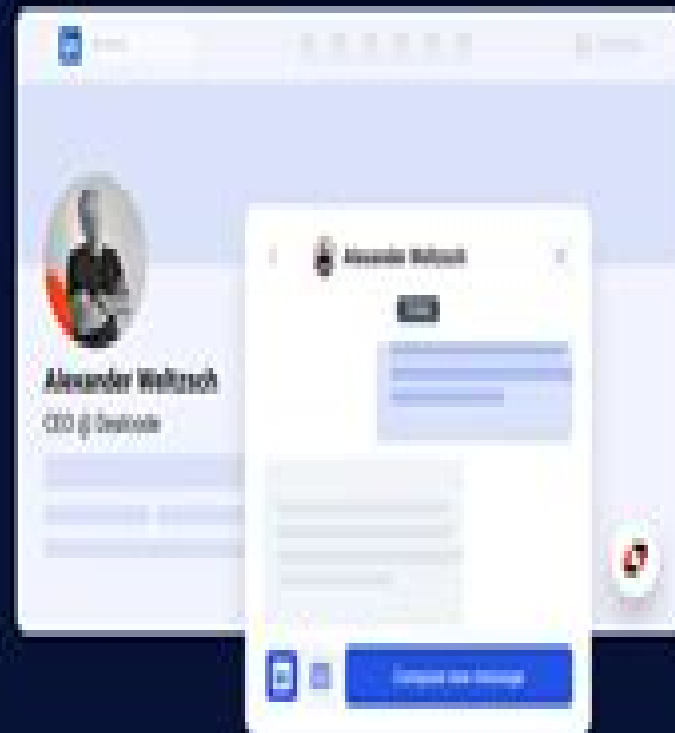
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Pasquale De Marco

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Dealing with your Boss Simone Janson, 2025-11-17 Also in the 8th revised and improved edition published by a government funded publisher involved in EU programs and a partner of the Federal Ministry of Education you receive the concentrated expertise of renowned experts overview in the book preview embedded in an integrated knowledge system with premium content and 75% advantage At the same time you do good and support sustainable projects Because a choleric narcissistic or leadership weak boss can make life hell for employees This book gives insights into the psychology of such superiors and reveals rhetoric tips for conflicts and arguments It also shows how you can influence organizational cultures in your favor and convince others with your arguments even without an official superior function and thus make life easier for yourself in stressful situations Knowledge that makes a difference With its Information on Demand concept the publisher was not only involved in an EU funded program but also received several awards So when you buy the book you are also doing good The publisher is financially and personally committed to socially relevant projects such as tree planting campaigns scholarship foundations sustainable living and many other innovative ideas The goal of providing you with the best possible content on topics such as career finance management recruiting or psychology goes far beyond the static nature of traditional books The interactive book not only imparts expert knowledge but also allows you to ask individual questions and receive personal advice In doing so expertise and technical innovation go hand in hand as we take the responsibility of delivering well researched and reliable content as well as the trust you place in us very seriously Therefore all texts are written by experts in their field Only for better accessibility of information do we rely on AI supported research results to a limited extent to make information easier to find which assists you in your search for knowledge You also gain extensive premium services Each book includes detailed explanations and examples making it easier for you to successfully use the consultation services freeky available only to book buyers Additionally you can download e courses work with workbooks or engage with an active community This way you gain valuable resources that enhance your knowledge stimulate creativity and make your personal and professional goals achievable and successes tangible That s why as part of the reader community you have the unique opportunity to make your journey to personal success even more unforgettable with travel deals of up to 75% off Because we know that true success is not just a matter of the mind but is primarily the result of personal impressions and experiences Publisher and editor Simone Janson is also a best selling author was a columnist for WELT and Wirtschaftswoche and according to ZEIT one of Germany s most bloggers on success find out more about her on Wikipedia [Critical Pedagogies and Artificial Intelligence: Teaching, Curriculum, and Sustainable Education](#) Nitin Liladhar Rane, Reshma Amol Chaudhari, Jayesh Rane, 2025-07-10 Over the past few years artificial intelligence has emerged at an extremely high pace and it has transformed all the fields of knowledge that are being digitalized Education traditionally the foundation block of progress and development in society is now experiencing one of its most dramatic paradigm shifts ever

Machine learning deep learning data driven pedagogies and intelligent learning environments have led to the new area where the personalization the sustainability and the globality converge It is against this critical backdrop that this book has come into being where the author has provided a holistic and evidence based discussion of how AI can transform the education sector in line with the Sustainable Development Goals SDGs and the changing demands of the higher learning institutions The chapters aggregated in this book indicate an interdisciplinary and futuristic attempt to curb both the possibilities as the challenges involved in integrating AI into modern curricula A survey of intelligent tutoring systems and ChatGPT mediated discourse analysis an IoT enabled learning ecosystem and adaptive sustainability oriented frameworks are some of the approaches to the growth of teaching assessment and design educational processes which each of the chapters presents a distinct perspective on how artificial intelligence can facilitate the design teaching and assessment process They all indicate that AI is not a frivolous technology it is an extraordinary disruptor that can substantially change the kind of knowledge learner acquire the types of learning experiences that teachers create and how schools can become innovative fair and be aware of the world Identifying AI enhanced education as more than an efficiency mechanism and a philosophical and pedagogical change is one of the recurrent themes in this book Educators are able to operate within the intelligent systems instead of the traditional sporadic one size fits all teaching They facilitate the adaptive learning course which reacts dynamically to student performance learning expectations cultural orientations as well as emotional prompts In conjunction with sustainability focused curricula the capabilities have a direct contribution to the development of competencies of environmental stewardship and social responsibility systems thinking and ethical technological citizenship The other value that can be made in this book is its attention to accessibility and inclusion As the chapters demonstrate multilingual translation systems the use of assistive technologies based on the principles of machine learning and AI mediated collaborative tools can overcome the obstacles that have previously alienated marginalized learners With AI diverse learning environments can be created by providing culturally responsive material custom guidance and instant feedback which represent the crucial aspect of the SDG 4 Quality Education goal Meanwhile this book cannot be seen as romanticizing technology Numerous of its chapters contain critical analysis of the privacy of data bias in algorithms quality assurance ethical design and the possibility to increase disparities when there is no proper governance of AI systems use These evaluations support the concept that the technological innovation should be thoroughly human centered Artificial intelligence must not exist on the expense of human training but enhance it by adding complexity and multiplying the abilities of an instructor Between the excitement and the caution these chapters bring to educational practice are the practical information about the formation of responsible solutions in AI that would respect the principles of academic integrity autonomy as a learner and social justice Another main line running through the text is the issue of sustainability Regardless of it being resource optimization literature our curriculum design or mass education training workforce the book places AI within the

context of the overall task of future education preparing students to face the complexity of an ever evolving world The systems and models mentioned here are not only technologically advancing but are also environmental friendly with the aim of minimizing wastages enhancing scalability and developing long term flexibility within the various institutions of learning Methodological connectivity is also abundant in this volume as it relies heavily on the systematic literature reviews empirical case studies conceptual frameworks and the cross disciplinary approaches to research The application of strict PRISMA based methodologies shows the commitment of the authors to the task of basing each observation on viable evidence Consequently the readers will discover a healthy dose of theoretical richness analytical acumen and practical advice However the book will appeal to a broad audience scholars attempting to learn more about AI enhanced pedagogy educators interested in adopting sophisticated technologies in teaching policymakers interested in the issues of equity and governance and technologists interested in figuring out how to develop systems that will make a meaningful contribution to sustainable development It is also addressed to the students the very people that will contribute to the future of the learning with the use of AI Since the development of artificial intelligence is a mighty beast that should not be underestimated the methods of comprehending education should also evolve These chapters are thought provoking reflective and open to the imagination of the future where technology and humanity can be seen collaborating to create more resilient inclusive and sustainable learning systems I sincerely hope that the book will be read and viewed as the source of fresh research inter sector cooperation and power of readers to generate the transformative potential of AI not only to innovate education but also to improve the lives of people everywhere

Proceedings of the International Conference on Marching Beyond the Libraries (ICMBL): Leadership, Creativity, and Innovation (ICMBL 2024) Bijayalaxmi Rautaray,Dillip K.

Swain,Chandrakant Swain,2025-06-16 This is an open access book The International Conference theme Marching Beyond the Libraries Leadership Creativity and Innovation encapsulates the dynamic evolution of libraries as crucial hubs of knowledge in the contemporary global landscape This thought provoking theme reflects the imperative for libraries to transcend traditional roles embrace transformative leadership foster creativity and drive innovation in order to remain relevant and impactful in an ever changing world *The Impact of Digitalization on Current Marketing Strategies* Luis

Matosas-López,2024-03-14 Digitalization completely has transformed marketing It has changed consumption habits consumer behaviour and purchasing processes In addition it has modified marketing strategies tactics and processes offering a wide range of mechanisms that allow companies of all types and sizes to enhance their commercial actions *Proceedings of the Second Conference on Psychology and Flourishing Humanity (PFH 2023)* Yusuf Ratu Agung,Muchamad Adam Basori,Fina Hidayati,Ermita Zakiyah,2023-12-28 This is an open access book This Flourishing Humanity conference is hosted annually in September and provides a number of research results in relation to the leading scholarly topics on social science and humanities The conference seeks leading themes of a variety of interdisciplinary specialties which bridges scholars

discussions to present their papers and converse on the theme of flourishing humanity This event of flourishing humanity is designed in the focus on life satisfaction prosperity wholeness adaptiveness authenticity life measurement and autonomy The conference was held in 21 June 2023 in Malang Indonesia in the form of hybrid which presents keynote speakers plenary sessions and invited lecturers in parallel sessions All participants will have a virtual access to join the conference and all authors will have opportunities to present their work either the virtual or on site mode

Artificial Intelligence for DevOps and Site Reliability Engineering: Theories, Applications, and Future Directions Swarup Panda, 2025-08-07 This book offers an in depth examination of the transformative impact Artificial Intelligence AI and Machine Learning ML have on DevOps and Site Reliability Engineering SRE It sits at the intersection of the cutting edge in AI and at how actual operations can use smart technology to refine your CI CD pipeline tell when incidents are rolling your way help to automate resolution and improve the eyes on monitoring Readers will learn complete details on AI driven observability finding anomalies performance tuning and capacity planning helping organizations to predict failures improve up times and accelerate software with a rock solid foundation With clear and detailed explanations bolstered by case studies with leaders from the industry and actionable frameworks to implementation DevOps engineers SRE professionals and IT executives will learn how to effectively operationalize AI within their environments It also includes critical content on AI ethics transparency and governance a must for today s high stakes production environments Readers will walk away fully prepared to use AI to automate the repetitive and time consuming tasks based on data and to make data informed decisions that strengthen their infrastructure and deliver operational excellence

Artificial Intelligence and Human Agency in Education: Volume One Michael Agyemang Adarkwah, Samuel Amponsah, Ronghuai Huang, Michael Thomas, 2025-10-01 This book investigates how artificial intelligence AI will impact the educational cognitive social and psychological processes of teaching and learning in diverse ways across different educational levels It focuses on a variety of key areas of enquiry such as Learner motivation engagement self esteem self efficacy self regulation critical and reflective thinking and learning outcomes The psychological impact of AI on teachers e g changes in job roles professional identity work motivation job satisfaction and work life balance The ethical considerations of using AI in education e g issues of privacy bias and safety Emotional intelligence in AI based teaching and learning The impact of human computer interaction on cognition memory and mental health Cognitive and self directed learning in adult lifelong and inclusive education Humanization of AI in education Technology fatigue and technostress in education This book serves as a reference for various stakeholders in the field of education and assists them in understanding the impact of AI on both teachers and learners Readers who wish to learn more about this topic can refer to *Artificial Intelligence and Human Agency in Education Volume Two*

[Artificial Intelligence Is Here to Stay, You Better Learn It Now!](#) Patience Fuzane, Artificial Intelligence AI is no longer just a futuristic concept it is here and it is transforming the way we live work and interact If you are not actively harnessing the power of AI you risk being left behind in an

increasingly competitive and fast paced world Just like the calculator revolutionized the way we perform basic arithmetic AI is now stepping in to revolutionize a wide array of fields academic business and social When the calculator was first introduced many feared it would take away jobs and diminish mental faculties But over time we have come to view it as an indispensable tool one that saves us time and allows us to focus on more complex tasks In much the same way AI is poised to become an essential part of our daily lives yet its potential goes far beyond what a calculator ever offered From automating mundane tasks to solving complex problems AI has the power to revolutionize virtually every aspect of our existence As we move forward it is crucial to embrace these technological advancements and learn how to effectively incorporate them into our routines This book is a comprehensive guide to understanding and utilizing some of the most widely used AI tools available today Across the following chapters I will take you on a deep dive into AI solutions across various categories including generative AI productivity tools coding assistants design tools data analysis and more Whether you re a student a business owner or simply someone curious about how AI can improve your life this book is designed to help you navigate and leverage these powerful technologies to meet your academic professional and social needs

Artificial Intelligence for Cloud-Native Software Engineering Chelliah, Pethuru Raj,Venkatesh, Ramamurthy,Natraj, N.A.,Jeyaraj, Rathinaraja,2025-05-07 Artificial intelligence is transforming software engineering by automating development testing deployment and security processes leading to more efficient and high quality software solutions AI powered tools enhance scalability reliability and real time analytics enabling businesses to optimize operations and improve decision making As cloud native architectures gain traction AI driven innovations are reshaping the way software is designed maintained and evolved driving a new era of intelligent and adaptive technology solutions Artificial Intelligence for Cloud Native Software Engineering explores the transformative impact of AI on the software engineering lifecycle highlighting its role in automating and enhancing various stages of software development It provides a comprehensive overview of how AI technologies can assist software architects and engineers in creating high quality enterprise grade software efficiently Covering topics such as source code creation data security and multiparameter optimization this book is an excellent resource for software engineers computer scientists professionals researchers scholars academicians and more

International Conference on Artificial Intelligence for Smart Community Rosdiazli Ibrahim,K. Porkumaran,Ramani Kannan,Nursyarizal Mohd Nor,S. Prabakar,2022-11-13 This conference proceeding gather a selection of peer reviewed papers presented at the 1st International Conference on Artificial Intelligence for Smart Community AISC 2020 held as a virtual conference on 17 18 December 2020 with the theme Re imagining Artificial Intelligence AI for Smart Community to apply computational intelligence for biomedical instruments automation control and smart community to develop suitable solution for various real world application The conference virtually brought together researchers scientists engineers industrial professionals and students presenting important results in the related field of healthcare technology soft computing technologies IoT

evolutionary computations automation and control smart manufacturing and smart cities Researchers and scientist working in the allied domain of Artificial Intelligence and others will find the book useful as it will contain some latest computational intelligence methodologies and applications

Dealing with the Urgent Educational Challenge Walter S. Polka, John E. McKenna, Monica J. VanHusen, 2024-07-23 Dealing with the Urgent Educational Challenge Promoting Social Emotional Well Being among Teachers Students and Families provides readers with key research based and pragmatically tested approaches and processes to deal with the unprecedented mental health issues prevalent in today s schools families and communities Practicing educators and researchers representing various backgrounds leadership roles and learning contexts provide insights about appropriate and effective personal professional and organizational programs projects and activities that may be implemented to address the social emotional learning needs of people within school communities

Artificial Intelligence and Accounting Manjit Kour, Daniel P. Schutte, 2025-08-08 In the dynamic field of accounting where accuracy and productivity are critical artificial intelligence AI integration has become a game changer and AI is set to affect every industry With the speed at which technology is developing a thorough manual that helps readers understand the complex world of AI in accounting is desperately needed By offering a sophisticated grasp of how AI is changing the core ideas of accounting and financial management this book bridges this knowledge gap It explores the relationship between AI technology and accounting processes revealing the significant influence and unrealised potential outside of traditional bookkeeping This book delves into how AI is revolutionising accounting procedures It explores the newest AI technologies and their uses in financial data processing auditing compliance and forecasting ranging from machine learning to predictive analytics It ensures responsible AI integration by addressing biases accountability and transparency while emphasising ethical considerations This book provides case studies practical advice and examples from the real world guaranteeing that readers not only understand the theoretical foundations of AI in accounting but also get the knowledge necessary to apply and maximise these technologies within their professional domains by connecting theory and application It offers a road map for traversing the accounting industry s AI frontier from using predictive analytics to make well informed decisions to automating repetitive activities This book will enable accountants auditors and financial analysts to prosper in the emerging AI driven world

5G IoT and Edge Computing for Smart Healthcare Akash Kumar Bhoi, Victor Hugo Costa de Albuquerque, Samarendra Nath Sur, Paolo Barsocchi, 2022-03-29 5G IoT and Edge Computing for Smart Healthcare addresses the importance of a 5G IoT and Edge Cognitive Computing based system for the successful implementation and realization of a smart healthcare system The book provides insights on 5G technologies along with intelligent processing algorithms processors that have been adopted for processing the medical data that would assist in addressing the challenges in computer aided diagnosis and clinical risk analysis on a real time basis Each chapter is self sufficient solving real time problems through novel approaches that help the audience acquire the right knowledge With the progressive development of

medical and communication computer technologies the healthcare system has seen a tremendous opportunity to support the demand of today's new requirements Focuses on the advancement of 5G in terms of its security and privacy aspects which is very important in health care systems Address advancements in signal processing and more specifically the cognitive computing algorithm to make the system more real time Gives insights into various information processing models and the architecture of layers to realize a 5G based smart health care system **Advances in Representation** Andrea

Giordano,Michele Russo,Roberta Spallone,2024-08-05 This book presents contributions which discuss the impact of eXtended Reality XR and Artificial Intelligence AI technologies considered jointly in the fields of Cultural Heritage and Innovative Design The rapid development of technologies tools and devices requires a controlled expansion of the theoretical content and application areas as well as careful monitoring of the disciplines that can be involved starting with the AI XR pair XR an acronym for extended reality has emerged in recent years as a concept encompassing AR VR virtual reality and MR mixed reality offering new ways of interacting with the real In this sense the fields of application open to the worlds of tangible and intangible cultural heritage architectural environmental infrastructural and product design and education as a place for advanced training and as a tool for educational enhancement **AI's coding Revolution - April 2025** Dineskumar

Ponnusamy,2025-04-25 This book discusses the transformative impact of artificial intelligence AI and vibe coding on the progression of software development as of April 2025 Education 5.0: Artificial Intelligence and the Next Wave of Learning Dr. Emmanuel Ande Ivorgba,Prof. (Dr.) Lubhawani Tripathi,Dr. Pranay Pandey,Dr. Ifra Aman,2025-10-10

Mastering Sales: 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

Charting the AI Transition in Education and Business Environments James Hutson,TJ Rains,2024-11-18 This book delineates a comprehensive framework designed to ultimately assist organizations as they navigate the critical juncture often termed the inflection point in adopting generative Artificial Intelligence AI Addressing the exigent shift in organizational strategy mandated by Industry 4 0 and urging a transition from mere digital transformation to what is being progressively understood as generative transformation it fills a conspicuous lacuna in both academic and practical discourses by presenting a timely synthesis of research empirical studies and case analyses The authors utilize an interdisciplinary methodology bridging the epistemological divide between the technological intricacies of generative AI and its effective implementation within institutional frameworks Reorienting the focus of organizational leaders from a simplistic replacement paradigm to one of technological human augmentation it works toward a prescriptive blueprint for enabling organizations to adopt generative AI without compromising their most valuable asset human intellectual and emotional capital Fostering interdisciplinary dialog among academics industry professionals and policymakers it fills a critical gap in current discourses and serves as a catalyst for future research and collaboration

Agile Processes in Software Engineering and Extreme Programming - Workshops Lodovica Marchesi,Alfredo Goldman,Maria Ilaria Lunesu,Adam Przybyłek,Ademar Aguiar,Lorraine Morgan,Xiaofeng Wang,Andrea Pinna,2025-01-10 This open access book constitutes revised selected papers from the workshops held at the 25th International Conference on Agile Software Development XP 2024 which took place in Bozen Bolzano Italy during June 04 07 2024 XP is the premier agile software development conference combining research and practice It is a unique forum where agile researchers practitioners thought leaders coaches and trainers get together to present and discuss their most recent innovations research results experiences concerns challenges and trends XP conferences provide an informal environment to learn and trigger discussions and welcome both people new to agile and seasoned agile practitioners This year s conference was held with the theme Reflect Adapt Envision The 29 papers included in this volume were carefully reviewed and selected from 58 submissions to the following tracks International Workshop on Advances in Software Intensive Startups Workshop on AI for Agile Software Engineering AI4ASE 2nd International Workshop on Global and Hybrid Work in Software Engineering GoHyb 11th International Workshop on Large Scale Agile Development Workshop on the AI Scrum Master Incorporating AI Into Your Agile Practices and Processes Agile Training and Education Track PhD Symposium Track Posters Track

Cyber Security Using Modern Technologies Om Pal,Vinod Kumar,Rijwan Khan,Bashir Alam,Mansaf Alam,2023-08-02 The main

objective of this book is to introduce cyber security using modern technologies such as Artificial Intelligence Quantum Cryptography and Blockchain This book provides in depth coverage of important concepts related to cyber security Beginning with an introduction to Quantum Computing Post Quantum Digital Signatures and Artificial Intelligence for cyber security of modern networks and covering various cyber attacks and the defense measures strategies and techniques that need to be followed to combat them this book goes on to explore several crucial topics such as security of advanced metering infrastructure in smart grids key management protocols network forensics intrusion detection using machine learning cloud computing security risk assessment models and frameworks cyber physical energy systems security a biometric random key generator using deep neural network and encrypted network traffic classification In addition this book provides new techniques to handle modern threats with more intelligence It also includes some modern techniques for cyber security such as blockchain for modern security quantum cryptography and forensic tools Also it provides a comprehensive survey of cutting edge research on the cyber security of modern networks giving the reader a general overview of the field It also provides interdisciplinary solutions to protect modern networks from any type of attack or manipulation The new protocols discussed in this book thoroughly examine the constraints of networks including computation communication and storage cost constraints and verifies the protocols both theoretically and experimentally Written in a clear and comprehensive manner this book would prove extremely helpful to readers This unique and comprehensive solution for the cyber security of modern networks will greatly benefit researchers graduate students and engineers in the fields of cryptography and network security

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