

Search & Retrieve (1)

The screenshot shows a Windows Internet Explorer browser window with the address bar displaying the URL: <http://site.ebrary.com/lib/igroupdemo/Top?layout=search&id=10146781&nosr=1&p00=Management&f00=text&p01=>. The browser's address bar also contains a search box with the word "Google" and a search icon. The browser's menu bar includes "File", "Edit", "View", "Favorites", "Tools", and "Help". The browser's toolbar includes icons for home, RSS, print, page, tools, and help.

The main content area of the browser displays search results for the query "Management" and "strategic". The search results are displayed in a table format with two columns: "Result" and "Score". The search results are sorted by "Score". The search results are as follows:

Result	Score	Contributors	Publisher	Date	Dewey	LC Call Number	ISBN	Subjects
Result 1	85%	Wind, Jerry; Mahajan, Vijay	John Wiley & Sons	2001	658.8	HF5415.1265.W56 2001eb	0-471-36122-4	Internet marketing., Consumer behavior., Electronic commerce.
Result 2	83%	Kossek, Ellen Ernst; Lambert, Susan J.	Lawrence Erlbaum Associates, Incorporated	2005	306.3/6	HD4904.25.W663 2005eb	0-8058-4616-6	Work and family -- Congresses., Organizational change -- Congresses., Family policy -- Congresses.

The search results are displayed in a table format with two columns: "Result" and "Score". The search results are sorted by "Score". The search results are as follows:

Result 1 Score: 85%

Digital Marketing: Global Strategies from the World's Leading Experts

BOOK - 427 Pages

[View](#)

Contributors: [Wind, Jerry](#); [Mahajan, Vijay](#)

Publisher: [John Wiley & Sons](#)

Date: 2001

Dewey: 658.8

LC Call Number: HF5415.1265.W56 2001eb

ISBN: 0-471-36122-4

Subjects: [Internet marketing.](#), [Consumer behavior.](#), [Electronic commerce.](#)

Result 2 Score: 83%

Work and Life Integration : Organizational, Cultural, and Individual Perspectives

BOOK - 599 Pages

[View](#)

Contributors: [Kossek, Ellen Ernst](#); [Lambert, Susan J.](#)

Publisher: [Lawrence Erlbaum Associates, Incorporated](#)

Date: 2005

Dewey: 306.3/6

LC Call Number: HD4904.25.W663 2005eb

ISBN: 0-8058-4616-6

Subjects: [Work and family -- Congresses.](#), [Organizational change -- Congresses.](#), [Family policy -- Congresses.](#)

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Date: 2001

Dewey: 658.8

LC Call Number: HF5415.1265.W56 2001eb

ISBN: 0-471-36122-4

Subjects: [Internet marketing.](#), [Consumer behavior.](#), [Electronic commerce.](#)

Result 2 Score: 83%

Work and Life Integration : Organizational, Cultural, and Individual Perspectives

BOOK - 599 Pages

[View](#)

Contributors: [Kossek, Ellen Ernst](#); [Lambert, Susan J.](#)

Publisher: [Lawrence Erlbaum Associates, Incorporated](#)

Date: 2005

Dewey: 306.3/6

LC Call Number: HD4904.25.W663 2005eb

ISBN: 0-8058-4616-6

Subjects: [Work and family -- Congresses.](#), [Organizational change -- Congresses.](#), [Family policy -- Congresses.](#)



Search & Retrieve (2)

iGroup - Windows Internet Explorer provided by Yahoo!

http://site.ebrary.com/lib/igroupdemo/Top?layout=search&id=10146781&nosr=1&p00=humanities&f00=text&p01=c: Google

File Edit View Favorites Tools Help

iGroup Demonstration Site

Get ebrary Reader All you need to know about ebrary. Launch Presentation


Search results: 5 documents Sort results by: Score | Title | Contributor | Date

Improve search results with Search Tips...

for humanities in Text and crime violence in Text and political allegory in Text and criticism in Text and university press in Text


More Fewer Reset

Result 1 Score: 91%

 **Book History Reader**
BOOK - 400 Pages
[View](#)

Contributors: [Finkelstein, David](#); [McCleery, Alistair](#)
Publisher: [Routledge](#)
Date: 2001
Dewey: 302.2/244/09
LC Call Number: Z4.B647 2002eb
ISBN: 0-415-22657-0
Subjects: [Books](#) -- [Social aspects](#) -- [History](#), [Books and reading](#) -- [Social aspects](#) -- [History](#), [Authorship](#) -- [Social aspects](#) -- [History](#)

Result 2 Score: 84%

 **Age of Elizabeth in the Age of Johnson**
BOOK - 238 Pages
[View](#)

Contributor: [Lynch, Jack](#)
Publisher: [Cambridge University Press](#)
Date: 2002
Dewey: 942.5/5/072041
LC Call Number: DA355.L96 2003eb
ISBN: 0-521-81907-5
Subjects: [English literature](#) -- [Early modern, 1500-1700](#) -- [History and criticism](#) -- [Theory, etc.](#), [Literature and history](#) -- [Great Britain](#) -- [History](#) -- [18th century](#), [Historiography](#) -- [Great Britain](#) -- [History](#) -- [18th century](#), [Renaissance](#) -- [England](#) -- [Historiography](#), [Influence \(Literary, artistic, etc.\)](#), [Great Britain](#) -- [History](#) -- [Elizabeth, 1558-1603](#) -- [Historiography](#), [Great Britain](#) -- [Intellectual life](#) -- [18th century](#)

Unread Mail - ... 2007-02 ABAC iGroup - Wind... How to use Eb... Document5 - ... 3:37 PM

MeriamWebster Dictionary

The image shows a desktop environment with two Internet Explorer browser windows. The left window is titled "Definition of framework - Merriam-Webster Online Dictionary" and shows the website's interface. The right window is titled "Dialogue to Close Sale - Windows Internet Explorer pro" and displays a document with the text "PART 2 The Six Critical Skills the Dialogue Framework".

Merriam-Webster Online Dictionary Content:

- Merriam-Webster OnLine
- Click here now
- Also Visit: Unabridged Dictionary, Learner's Dictionary, Word Central for Kids, Collegia
- Merriam-Webster OnLine Search: Dictionary (selected), Thesaurus, Spanish/English
- Merriam-Webster's Online Dictionary
- Navigation: Home, Visit Our Sites, Premium Services, Downloads, Word of the Day, Word Games, Open Dictionary, Spelling Bee Hive, Word for the Wise, Online Store, Help, About Us
- framework**
- One entry found for **framework**.
- Main Entry: **frame-work**
- Pronunciation: 'frAm-"w&rk
- Function: *noun*
- 1 a** : a basic conceptional structure (as of ideas) <the *framework* of the United States Constitution> **b** : a skeletal openwork, or structural **frame**
- 2** : **FRAME OF REFERENCE**
- 3** : the larger branches of a tree that determine its shape
- [Learn more about "framework"](#) and related topics at [Britannica.com](#)
- [Find more about "framework"](#) instantly with [Live Search](#)

Document Content:

Page 123 (140 of 285)

PART 2

The Six Critical Skills the Dialogue Framework

The word "Framework" in the document title is highlighted with a black background.

The taskbar at the bottom shows: Unread Mail - ..., 2007-02 ABAC, 3 Internet E..., Skype™ - chu..., Ake (Online) ..., How to use E..., 2:34 PM

Britannica Online

The image shows a desktop environment with two Internet Explorer browser windows. The left window displays the search results for 'critical skills' on the Encyclopædia Britannica website. The search results list several articles, including 'Critical biography', 'Critical response to early avant-garde art', and 'A new Turkish confederacy'. An orange arrow points from the search results to the text in the right window.

The right window shows a document page with the following text:

...used Dialogue to Close Sale - Windows Internet Explorer pro
=smp.x&id=5002157&layout=document&no
Google

Page 124 (141 of 285)

...there is some sequential order to the work (opening comes first; closing at the end; and, ..., needs before product), there is no set sequence of these six dialogue skills. This is because selling is an interactive process. Salespeople are relieved to hear they don't have to "teach steps." Most dread the "step" approach to selling. They wonder that they feel this way, since the steps don't work in real sales calls today. For steps to work, the salesperson would have to be totally reactive or predictable, or she is not, or it would have to be the salesperson who comes to sales training, not the customer.

...er factor to keep in mind is that you will use the six critical skills continuously in every element of your sales process. You will use the six critical skills when you identify your products, ...close, and follow up. And the six critical skills are a skillset. They are not isolated from one

The desktop taskbar at the bottom shows the following icons and text: Unread Mail - ..., 2007-02 ABAC, 4 Internet Ex..., 2 Skype. Th..., How to use Eb..., and the system clock showing 2:37 PM.

Wikipedia Online

The image shows two overlapping Internet Explorer browser windows. The left window displays the Wikipedia page for "Critical skills". The page title is "Critical skills" and the URL is "http://en.wikipedia.org/wiki/Critical_skills". The page content includes a navigation sidebar on the left, a search box, and a main content area. The main content area features a red link for "Critical skills" with the text "From Wikipedia, the free encyclopedia". Below this, a message states: "Wikipedia does not have an article with this exact name. Please search for *Critical skills* in Wikipedia to check for alternative titles or spellings." A list of suggestions follows, including "Start the *Critical skills* article or add a request for it.", "Search for '*Critical skills*' in existing articles.", "Look for '*Critical skills*' in Wiktionary, our sister dictionary project.", "Look for '*Critical skills*' in the Wikimedia Commons, our repository for free images, music, sound, and video.", and "Look for other pages within Wikipedia that link to this title." An orange arrow points from the red link in the left window to the text in the right window.

The right window displays a document page titled "Close Sale - Windows Internet Explorer pro". The page content includes a navigation bar with "Get ebrary Reader" and "Launch Presentation" buttons. The page number is "Page 124 (141 of 285)". The text on the page discusses sales training and critical skills. The text reads: "some sequential order to the... comes first; closing at the end; and, (more product), there is no set sequence of dialogue skills. This is because selling is an interactive process. They are relieved to hear they don't have to dread the 'step' approach to selling. They feel this way, since the steps don't call today. For steps to work, they have to be totally reactive or predictable, not, or it would have to be the... to sales training, not the... keep in mind is that you will use the continuously in every element of your use the six critical skills when you identify six critical skills when you resolve the six critical skills when you acts, ...close, and follow up. And the six skillset. They are not isolated from one".

National Geographic Online

The image is a screenshot of a Windows Internet Explorer browser window. The main window displays a map of Southeast Asia from National Geographic Online. The map shows countries including Myanmar (Burma), Laos, Thailand, Vietnam, Cambodia, and Malaysia. Major cities like Bangkok and Ho Chi Minh City are labeled. The map includes a scale bar (0 to 250 miles and 0 to 402 kilometers) and a copyright notice for ESRI (2005). An orange arrow points from the 'World Road Map' dropdown menu to a puzzle piece icon with the number '2' on it.

Below the map, there are buttons for 'SAVE THIS VIEW', 'E-MAIL THIS MAP', and 'PRINT'. The browser's address bar shows 'http://mapmachir...'. The browser's menu bar includes 'File', 'Edit', 'View', 'Favorites', 'Tools', and 'Help'. The browser's status bar at the bottom shows 'User: peter168' and the system tray with the time '2:48 PM'.

Overlaid on the right side of the browser window is a page from 'National Geographic Online'. The page title is 'The Thai' and the section is 'Language'. The page number is 'Page 11 (11 of 97)'. The page features an illustration of four people in traditional Thai attire. The text on the page reads:

2 The Thai

Language

Like Chinese and Vietnamese, Thai is a tonal language. A single syllable will have a completely different meaning when spoken in a rising, level or falling tone. The word *sua*, for example, can mean *mat*, *shirt* or *tiger*, while *chai* can stand for *fringe*, *man*, *victory*, or a multitude of verbs. Implication and mood also play major roles.

Biography.com

The image shows a screenshot of a Windows Internet Explorer browser with two overlapping windows. The left window is titled "Adolf Hitler Biography - Biography.com" and shows a search result for "Adolf Hitler Biography (1889-1945)". The right window is titled "CHAPTER 1 Escape from Berlin" and contains text about Hitler and Einstein.

Biography.com Search Results:

Adolf Hitler Biography (1889-1945)

popular name *der Führer* ('the Leader')

German dictator, born in Braunau, Upper Austria, the son of a minor customs official, originally called **Schicklgruber**. One of history's most brutal leaders, he converted Germany, a defeated nation, into a fully remilitarized society, and launched World War 2. With anti-Semitism and racism the cornerstone of his ideology and policies, he conquered and dominated most of Europe over five years, and ordered the deaths of millions of Jews and others whom he considered inferior (*Untermenschen*).

He studied at Linz and Steyr, and attended an art school in Munich, but failed to pass into the Vienna Academy. He lived in Vienna (1904-13), doing a variety of menial jobs. In 1913 he emigrated to Munich, where he found employment as a draughtsman. In 1914 he served in a Bavarian regiment, became a corporal, and was wounded in the last stages of the war, twice wounded. In 1918 he joined a small political party which in 1920 he renamed as the National Socialist German Workers' Party (NSDAP).

CHAPTER 1

Escape from Berlin

On January 30, 1933, the day **Hitler** and the Nazis took over the German government, the most famous scientist in the world may also have been the luckiest. Albert Einstein and his wife, *Milva*, were away from their Berlin home, on a visit to Pasadena, California—his third winter there as a guest faculty member at the California Institute of Technology. The Einsteins had planned to return home in the spring, but that was before January 30. Within a few months, the Nazi regime made it clear that Einstein was still alive primarily because he was not in Germany.

Einstein, more than any other scientist, arguably more than any other human being, by his very existence—a genius who

Search WEB : Google, Yahoo

The image shows two overlapping browser windows. The background window is titled "iGroup: View - Einstein on Race and Racism - Windows Internet Explorer provided by Yahoo!". The foreground window is titled "Einstein - Yahoo! Search Results - Windows Internet Explorer provided by Yahoo!".

The foreground window displays the Yahoo! search results for "Einstein". The search bar contains "Einstein" and the search button is labeled "Search". The results list includes:

- 1. [Albert Einstein](#)
Includes biographical profile, quotations, chronology, references to other physics and mathematics articles, and links.
Category: [Albert Einstein \(1879-1955\)](#)
[www-groups.dcs.st-and.ac.uk/history/Mathematicians/Einstein.html](#) - 7k - [Cached](#) - [More from this site](#)
- 2. [Albert Einstein Online](#)
Directory of links to biographies, writings, quotes, and pictures.
Category: [Albert Einstein \(1879-1955\)](#)
[www.westegg.com/einstein](#) - 17k - [Cached](#) - [More from this site](#)
- 3. [Einstein: Image and Impact](#)
Traces Albert Einstein's life through historical accounts, photographs, sound clips, and documents. From the American Institute of Physics.
Category: [Albert Einstein \(1879-1955\)](#)
[www.aip.org/history/einstein](#) - 5k - [Cached](#) - [More from this site](#)
- 4. [Albert Einstein - Wikipedia, the free encyclopedia](#)
Albert **Einstein** () (March 14, 1879 in Ulm, Württemberg, Germany – April 18, 1955 ... **Einstein** was named Time magazine's "Person of the Century. ...
Quick Links: [Biography](#) - [Youth and college](#) - [Works and doctorate](#)
[en.wikipedia.org/wiki/Albert_Einstein](#) - 217k - [Cached](#) - [More from this site](#)

The background window shows a document viewer for "CHAPTER 1 Escape from B...". A context menu is open over the text, listing search engines: "All the Web", "Alta Vista", "Excite", "Go", "Google", and "Yahoo". An orange arrow points from the "Search Web" option in the context menu to the search results in the foreground window.

Web Resources : Wiley

Wiley InterScience: Search Results - Windows Internet Explorer provided by Yahoo!

http://www3.interscience.wiley.com/search/allsearch?mode=quicksearch&WISindexid1=WISall&WISsearch1=Tech

Wiley InterScience

SEARCH

Home / Advanced Search / Search Results

Search Results

Show Results in:
Journals | OnlineBooks | Reference Works | Databases

There are 129376 results for: "Technology in All Fields, in all subjects, in product type Journals" of which the first 500 are returned

View: 1-25 | 26-50 | 51-75 | 76-100 | 101-125 | Next >

Select Article Information Sort by: Match % | Date | Product

- Environmental bioavailability of hydrophobic organochlorines in sediments - A review
Remediation Journal
Volume 14, Issue 2, Date: Spring 2004, Pages: 55-84
Xiujin Qiu, John W. Davis
Abstract | References | Full Text: PDF (206K)
- Current Awareness
Hydrological Processes
Volume 17, Issue 17, Date: 15 December 2003, Pages: 3537-3539
Abstract | References | Full Text: PDF (68K)
- Multivariate statistical process control charts: an overview
Quality and Reliability Engineering International
Early View
S. Bersimis, S. Psarakis, J. Panaretos
Abstract | References | Full Text: PDF (367K)

CHAPTER 1

Escape from

ary 30, 1933, the day Hitler and
government, the most famous
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ia—his th
California
to return
Within a few months, the Naz
stein was still alive primarily
y.
in, more than any other scient
any other human being, by his very ex

Define
Explain
Locate
Translate
Who
Search Document...
Search All Documents...
Search Web
Search Web Resources
Highlight
Add To Bookshelf
Copy Text...
Copy Bookmark
Print...
Print Again
Toggle Automenu
Preferences...
Help...
About ebrary Reader...

User: peter168

3:02 PM

Text HighLighting, Page Bookmark

The screenshot shows a Windows Internet Explorer browser window displaying a document viewer. The address bar shows the URL: <http://site.ebrary.com/lib/igroupdemo/Top?channelName=igroupdemo&cpage=1&d=all&docID=10146781&f00=text&>. The browser title is "iGroup: View - Einstein on Race and Racism - Windows Internet Explorer provided by Yahoo!".

The page content includes a sidebar on the left with the following elements:

- Home, Sign Out, Help
- Search, View, Bookshelf
- [Einstein on Race and Racism](#)
- [View this title](#)
- Contributor: Jerome, Fred(Author)
- Publisher: Rutgers University Press
- Date: 2005
- [Copyrights...](#)
- [How to view titles...](#)
- Language: English
- Go
- ebrary logo

The main content area displays a document titled "Einstein on Race and Racism". The text is highlighted in pink and yellow. The highlighted text reads:

On January 30, 1933, the day Hitler and the Nazis took over the German government, the most famous scientist in the world may also have been the luckiest. Albert Einstein and his wife, Elsa, were away from their Berlin home, on a visit to Pasadena, California—his third winter there as a guest faculty member at the California Institute of Technology. The Einsteins had planned to return home in the spring, but that was before January 30. Within a few months, the Nazi regime made it clear that Einstein was still alive primarily because he was not in Germany.

Einstein, more than any other scientist, arguably more than any other human being, by his very existence—a genius who was also a Jew, a democrat, and, later, a socialist—gave the lie to Hitler's Nazi theories.

Even before the Nazis started calling themselves Nazis (before Hitler's National Socialist party emerged in the mid-1920s), right-wing German nationalists had targeted Einstein for attack:

The sidebar also contains a "Notes" section with a table:

Notes	Page
Tomorrow exam start...	3

Below the table, there is a text input field containing "Tomorrow exam starts chapter 1 to 3, Einstein's life in Berlin & describe how he escape." and buttons for "Delete" and "Revert".

The bottom of the browser window shows the taskbar with several open applications: Unread Mail, 2007-02 ABAC, iGroup: View, and How to use Eb... The system clock shows 3:11 PM.

My Bookshelf

The screenshot shows a Windows Internet Explorer browser window. The address bar contains the URL: <http://site.ebrary.com/lib/igroupdemo/Top?channelName=igroupdemo&cpage=1&d=all&f00=text&f01=text&frm=adv>. The browser title is "iGroup - Windows Internet Explorer provided by Yahoo!".

The website header includes the "iGroup" logo and "Demonstration Site". Navigation links include "Home", "Sign Out", and "Help". A search bar is present with the text "iGroup".

The main content area is titled "Bookshelf for Peter Chung". It features a sidebar with "View your Bookshelf" and "Bookshelf for Peter Chung" sections. The "View your Bookshelf" section includes links for "Update Your Information" and "Change Password". A language selector is set to "English".

The main content area displays "My Selected Titles" under the heading "Bookshelf for Peter Chung". A single title is listed with a checkbox:

- Einstein on Race and Racism**
Page 3: [Tomorrow exam starts chapter 1 to 3, Einstein's life in Berlin & describe how he escape.](#)
Page 3: [Albert Einstein and his wife, Elsa, were away from their Berlin](#)
Page 3: [Within a few months, the Nazi regime made it clear that](#)
Page 3: [Even before the Nazis started calling themselves Nazis \(before Hitler's National](#)
Page 5: [An incident on June 10, 1932, was typical of the strategy.](#)

Metadata for the title: Authors: Jerome, Fred(Author); Added: 2007-03-08 00:06

A button at the bottom of the list reads: "Remove checked titles from bookshelf".

The footer of the page includes the ebrary logo, copyright information: "Copyright ©1999-2007, ebrary", and a link to the "Terms of Service".

The Windows taskbar at the bottom shows several open applications: "Unread Mail", "2007-02 ABAC", "iGroup - Wind...", "How to use Eb...", and "Document5 - ...". The system clock shows "3:19 PM".

CITATION MAKING

Some of these Nationalists took to waiting for Einstein outside his apartment on Haberlandstrasse, or his office in the Prussian Academy of Science, and shouting denunciations of "Jewish science" as soon as the familiar figure appeared. Others filled his mailbox with obscene and threatening letters. On one occasion, a gang of right-wing students disrupted Einstein's lecture at Berlin University and one of them shouted, "I'm going to cut the throat of that dirty Jew."

Jerome, Fred. *Einstein on Race and Racism*. Piscataway, NJ, USA: Rutgers University Press, 2005. p.3. <http://site.ebrary.com/lib/igroupdemo/Doc?id=10146781&ppg=15>

Copyright ? 2005. Rutgers University Press. All rights reserved.

Google

Page Tools

All you need to know about ebrary. » Launch

(15 of 219)

ve the lie to

azis (before mid-1920s), n for attack:

Some of these Nationalists took to waiting for Einstein outside his apartment on Haberlandstrasse, or his office in the Prussian Academy of Science, and shouting denunciations of "Jewish science" as soon as the familiar figure appeared. Others filled his mailbox with obscene and threatening letters. On one occasion, a gang of right-wing students disrupted Einstein's lecture at Berlin University and one of them shouted, "I'm going to cut the throat of that dirty Jew." An anti-Semitic demagogue named Rudolph Leibus

Fred(Author)
Publisher: Rutgers University Press
Date: 2005
[Copyrights...](#)
[to view titles...](#)

English Go

Tomorrow exam starts chapter 1 to 3, Einstein's life in Berlin

