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Hypnotic Writing Joe Vitale, 2006-12-22 Discover the secrets of written persuasion! The principles of hypnosis, when applied to copywriting, add a new spin to selling. Joe Vitale has taken hypnotic words to set the perfect sales environment and then shows us how to use those words to motivate a prospect to take the action you want. This is truly a new and effective approach to copywriting, which I strongly recommend you learn. It's pure genius. -Joseph Sugarman, author of Triggers I've read countless book on persuasion, but none come close to this one in showing you exactly how to put your readers into a buying trance that makes whatever you are offering them irresistible. -David Garfinkel, author of Advertising Headlines That Make You Rich I am a huge fan of Vitale and his books, and Hypnotic Writing (first published more than twenty years ago), is my absolute favorite. Updated with additional text and fresh examples, especially from e-mail writing, Joe's specialty, Hypnotic Writing is the most important book on copywriting (yes, that's really what it is about) to be published in this century. Read it. It will make you a better copywriter, period. -Bob Bly, copywriter and author of The Copywriter's Handbook I couldn't put this book down. It's eye opening and filled with genuinely new stuff about writing and persuading better. And it communicates it brilliantly and teaches it brilliantly-exemplifying the techniques by the writing of the book itself as you go along. -David Deutsch, author of Think Inside the Box, www.thinkinginside.com Hypnotic Writing is packed with so much great information it's hard to know where to start. The insights, strategies, and tactics in the book are easy to apply yet deliver one heck of a punch. And in case there's any question how to apply them, the before-and-after case studies drive the points home like nothing else can. Hypnotic Writing is not just about hypnotic writing. It is hypnotic writing. On the count of three, you're going to love it. Just watch and see. -Blair Warren, author of The Forbidden Keys to Persuasion

Understanding Social Networks Charles

Kadushin,2012-01-19 Understanding Social Networks explains the big ideas that underlie social networks, covering fundamental concepts then discussing networks and their core themes in increasing order of complexity.

The Real World Kerry Ferris, Jill Stein, 2018-06 The most relevant textbook for today's students.

Aramis, or The Love of Technology Bruno

Latour,1996-04-01 Bruno Latour has written a unique and wonderful tale of a technological dream gone wrong. The story of the birth and death of Aramis—the guided-transportation system intended for Paris—is told in this thought-provoking and fictional account by several different parties: an engineer and his professor; company executives and elected officials; a sociologist; and finally Aramis itself, who delivers a passionate plea on behalf of technological innovations that risk being abandoned by their makers. As the young engineer and professor follow Aramis's trail—conducting interviews, analyzing documents, assessing the evidence—perspectives keep shifting: the truth is revealed as multilayered, unascertainable, comprising an array of possibilities

worthy of Rashomon. This charming and profound book, part novel and part sociological study, is Latour at his thought-provoking

Spotify Teardown Maria Eriksson,Rasmus Fleischer,Anna Johansson,Pelle Snickars,Patrick Vonderau,2019-02-19 An innovative investigation of the inner workings of Spotify that traces the transformation of audio files into streamed experience. Spotify provides a streaming service that has been welcomed as disrupting the world of music. Yet such disruption always comes at a price. Spotify Teardown contests the tired claim that digital culture thrives on disruption. Borrowing the notion of "teardown" from reverse-engineering processes, in this book a team of five researchers have playfully disassembled Spotify's product and the way it is commonly understood. Spotify has been hailed as the

best.

solution to illicit downloading, but it began as a partly illicit enterprise that grew out of the Swedish file-sharing community. Spotify was originally praised as an innovative digital platform but increasingly resembles a media company in need of regulation, raising questions about the ways in which such cultural content as songs, books, and films are now typically made available online. Spotify Teardown combines interviews, participant observations, and other analyses of Spotify's "front end" with experimental, covert investigations of its "back end." The authors engaged in a series of interventions, which include establishing a record label for research purposes, intercepting network traffic with packet sniffers, and web-scraping corporate materials. The authors' innovative digital methods earned them a stern letter from Spotify accusing them of violating its terms of use; the company later threatened their research funding. Thus, the book itself became an intervention into the ethics and legal frameworks of corporate behavior.

Qualitative Research Methods for the Social Sciences
Bruce Lawrence Berg, Howard Lune, 2014 Qualitative Research
Methods - collection, organization, and analysis strategies This
text shows novice researchers how to design, collect, and analyze
qualitative data and then present their results to the scientific
community. The book stresses the importance of ethics in
research and taking the time to properly design and think through
any research endeavor.

The Soft Cage Christian Parenti,2007-10-15 On a typical day, you might make a call on a cell phone, withdraw money at an ATM, visit the mall, and make a purchase with a credit card. Each of these routine transactions leaves a digital trail for government agencies and businesses to access. As cutting-edge historian and journalist Christian Parenti points out, these everyday intrusions on privacy, while harmless in themselves, are part of a relentless (and clandestine) expansion of routine surveillance in American life over the last two centuries-from controlling slaves in the old

South to implementing early criminal justice and tracking immigrants. Parenti explores the role computers are playing in creating a whole new world of seemingly benign technologies-such as credit cards, website cookies, and electronic toll collection-that have expanded this trend in the twenty-first century. The Soft Cage offers a compelling, vitally important history lesson for every American concerned about the expansion of surveillance into our public and private lives.

Human-Machine Reconfigurations Lucille Alice Suchman,2007 Publisher description

Foundational Issues in Artificial Intelligence and Cognitive Science M.H. Bickhard, L. Terveen, 1996-10-15 The book focuses on a conceptual flaw in contemporary artificial intelligence and cognitive science. Many people have discovered diverse manifestations and facets of this flaw, but the central conceptual impasse is at best only partially perceived. Its consequences, nevertheless, visit themselves as distortions and failures of multiple research projects - and make impossible the ultimate aspirations of the fields. The impasse concerns a presupposition concerning the nature of representation - that all representation has the nature of encodings: encodingism. Encodings certainly exist, but encodingism is at root logically incoherent; any programmatic research predicted on it is doomed too distortion and ultimate failure. The impasse and its consequences - and steps away from that impasse - are explored in a large number of projects and approaches. These include SOAR, CYC, PDP, situated cognition, subsumption architecture robotics, and the frame problems - a general survey of the current research in Al and Cognitive Science emerges. Interactivism, an alternative model of representation, is proposed and examined.

Democratic Experiments Brice Laurent,2017-05-12 An examination of nanotechnology as a lens through which to study contemporary democracy in both theory and practice. In Democratic Experiments, Brice Laurent discusses the challenges

that emerging technologies create for democracy today. He focuses on nanotechnology and its attendant problems, proposing nanotechnology as a lens through which to understand contemporary democracy in both theory and practice. Arguing that democracy is at stake where nanotechnology is defined as a problem, Laurent examines the sites where nanotechnology is discussed and debated by scientists, policymakers, and citizens. It is at these sites where the joint production of nanotechnology and the democratic order can be observed. Focusing on the United States, France, and Europe, and various international organizations, Laurent analyzes representations of nanotechnology in science museums, collective discussions in participatory settings, the making of categories such as "nanomaterials" or responsible innovation" in standardization and regulatory arenas, and initiatives undertaken by social movements. He contrasts American debates, in which the concern for public objectivity is central, with the French "state experiment," the European goal of harmonization, and the international concern with a global market. In France, public debate proceeded in response to public protest and encountered a radical critique of technological development; the United States experimented with an innovative approach to technology assessment. The European regulatory approach results in lengthy debates over political integration; the United States relies on the adversarial functioning of federal agencies. Because nanotechnology is a domain where concerns over anticipation and participation are pervasive, Laurent argues, nanotechnology—and science and technology studies more generally—provides a relevant focus for a renewed analysis of democracy.

The Pattern On The Stone W. Daniel Hillis,2014-12-09 Most people are baffled by how computers work and assume that they will never understand them. What they don't realize -- and what Daniel Hillis's short book brilliantly demonstrates -- is that computers' seemingly complex operations can be broken down

into a few simple parts that perform the same simple procedures over and over again. Computer wizard Hillis offers an easy-tofollow explanation of how data is processed that makes the operations of a computer seem as straightforward as those of a bicycle. Avoiding technobabble or discussions of advanced hardware, the lucid explanations and colorful anecdotes in The Pattern on the Stone go straight to the heart of what computers really do. Hillis proceeds from an outline of basic logic to clear descriptions of programming languages, algorithms, and memory. He then takes readers in simple steps up to the most exciting developments in computing today -- quantum computing, parallel computing, neural networks, and self-organizing systems. Written clearly and succinctly by one of the world's leading computer scientists, The Pattern on the Stone is an indispensable guide to understanding the workings of that most ubiquitous and important of machines: the computer.

Principles and Practice of Public Health Surveillance Steven M. Teutsch,R. Elliott Churchill,2000 This text presents an organized approach to planning, developing, and implementing public health surveillance systems. It has a broad scope, discussing legal and ethical issues as well as technical problems--Jacket cover.

The Practice of Everyday Life Michel de Certeau,2011-11 Michel de Certeau considers the uses to which social representation and modes of social behavior are put by individuals and groups, describing the tactics available to the common man for reclaiming his own autonomy from the all-pervasive forces of commerce, politics, and culture. In exploring the public meaning of ingeniously defended private meanings, de Certeau draws on an immense theoretical literature in analytic philosophy, linguistics, sociology, semiology, and anthropology--to speak of an apposite use of imaginative literature.

Serious Educational Game Assessment Leonard A. Annetta, Stephen Carl Bronack, 2011 In an increasingly scientific

and technological world the need for a knowledgeable citizenry, individuals who understand the fundamentals of technological ideas and think critically about these issues, has never been greater. There is growing appreciation across the broader education community that educational three dimensional virtual learning environments are part of the daily lives of citizens, not only regularly occurring in schools and in after-school programs, but also in informal settings like museums, science centers, zoos and aquariums, at home with family, in the workplace, during leisure time when children and adults participate in communitybased activities. This blurring of the boundaries of where, when, why, how and with whom people learn, along with better understandings of learning as a personally constructed, life-long process of making meaning and shaping identity, has initiated a growing awareness in the field that the guestions and frameworks guiding assessing these environments should be reconsidered in light of these new realities. The audience for this book will be researchers working in the Serious Games arena along with distance education instructors and administrators and students on the cutting edge of assessment in computer generated environments.

Rethinking Case Study Research Lesley Bartlett, Frances Vavrus, 2016-11-10 Comparative case studies are an effective qualitative tool for researching the impact of policy and practice in various fields of social research, including education. Developed in response to the inadequacy of traditional case study approaches, comparative case studies are highly effective because of their ability to synthesize information across time and space. In Rethinking Case Study Research: A Comparative Approach, the authors describe, explain, and illustrate the horizontal, vertical, and transversal axes of comparative case studies in order to help readers develop their own comparative case study research designs. In six concise chapters, two experts employ geographically distinct case studies—from Tanzania to Guatemala

to the U.S.—to show how this innovative approach applies to the operation of policy and practice across multiple social fields. With examples and activities from anthropology, development studies, and policy studies, this volume is written for researchers, especially graduate students, in the fields of education and the interpretive social sciences.

Personal Networks Bernice Pescosolido, Edward B. Smith, 2021-09-16 Combines classic and cutting-edge scholarship on personal social networks. A must-have resource for both newcomers and seasoned experts.

Ecolinguistics Reader Alwin Fill, Peter

Mühlhäusler,2006-05-01 Thirty years ago a new linguistic paradigm was created when Einar Haugen combined language with ecology. For Haugen, 'the ecology of language' meant the study of the interrelations between languages in the human mind and in the multilingual community. Since then a special branch of linguistics, named Ecolinguistics, has developed in which the connection between language and ecology has been established in a variety of ways and using a multitude of methods and approaches. In addition to the original ecolinguistic topics of language interrelation, language endangerment and language pressure, Ecolinguistics Reader also gives due consideration to the themes of biological and linguistic diversity as well as the ecocritical aspect.

Handbook on Using Administrative Data for Research and Evidence-based Policy Shawn Cole, Iqbal Dhaliwal, Anja Sautmann, 2021 This Handbook intends to inform Data Providers and researchers on how to provide privacy-protected access to, handle, and analyze administrative data, and to link them with existing resources, such as a database of data use agreements (DUA) and templates. Available publicly, the Handbook will provide guidance on data access requirements and procedures, data privacy, data security, property rights, regulations for public data use, data architecture, data use and storage, cost structure and

recovery, ethics and privacy-protection, making data accessible for research, and dissemination for restricted access use. The knowledge base will serve as a resource for all researchers looking to work with administrative data and for Data Providers looking to make such data available.

The Constitution of Algorithms Florian Jaton, 2021-04-27 A laboratory study that investigates how algorithms come into existence. Algorithms--often associated with the terms big data, machine learning, or artificial intelligence--underlie the technologies we use every day, and disputes over the consequences, actual or potential, of new algorithms arise regularly. In this book, Florian Jaton offers a new way to study computerized methods, providing an account of where algorithms come from and how they are constituted, investigating the practical activities by which algorithms are progressively assembled rather than what they may suggest or require once they are assembled.

Patterns, Predictions, and Actions: Foundations of Machine Learning Moritz Hardt, Benjamin Recht, 2022-08-23 An authoritative, up-to-date graduate textbook on machine learning that highlights its historical context and societal impacts Patterns, Predictions, and Actions introduces graduate students to the essentials of machine learning while offering invaluable perspective on its history and social implications. Beginning with the foundations of decision making, Moritz Hardt and Benjamin Recht explain how representation, optimization, and generalization are the constituents of supervised learning. They go on to provide self-contained discussions of causality, the practice of causal inference, sequential decision making, and reinforcement learning, equipping readers with the concepts and tools they need to assess the consequences that may arise from acting on statistical decisions. Provides a modern introduction to machine learning, showing how data patterns support predictions and consequential actions Pays special attention to societal impacts and fairness in

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Challenges

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