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Your guide to the most up-to-date selling strategies and techniques No matter your skill level, this new edition of *Selling For Dummies* helps you lay the foundation for sales success with the latest information on how to research your prospects, break down the steps of the sales process, follow up with customers, and so much more. Selling, when done right, is more than a job—it's an art. With the help of *Selling For Dummies*, you'll discover how to stand head-and-shoulders above the crowd by knowing your clients, and approaching selling with passion and a positive attitude. The book covers making killer sales pitches and presentations, using the latest technologies to your advantage, establishing goals and planning your time efficiently, partnering with others, addressing clients' concerns, and closing more sales. Includes expert tips for harnessing the power of the Internet to increase sales Covers the latest selling strategies and techniques in the Digital Age Explains how mastering selling skills can benefit all areas of your life Explores the newest prospecting and qualification strategies If you're brand new to the sales scene or a seasoned salesperson looking to win more clients and close more sales, *Selling For Dummies* sets you up for success. This book provides you with all the tools you need to write an excellent academic article and get it published. Section-I: Solid State Physics| Section-II Electronics | Section-III: Nuclear And Particle Physics This book identifies the skills and strategies which make for success as a postgraduate research student and offers practical advice which can be readily adapted to meet individual needs. How to be a Researcher provides a strategic guide to the conduct of a successful research career within a university environment. Based on the author's extensive personal experience, it offers down-to-earth advice, philosophical guidance, and discussions of the political context of academic research. This is not a research methods book, and the topics it covers are rarely discussed elsewhere. The bulk of the book provides practical advice on the development of essential skills and strategic approaches, covering questions such as: how to decide which topics to work on how to read and review literature how to develop theory how to integrate research and teaching activity how to approach research design how to obtain and manage research funding how to collaborate and supervise effectively how to write up your research, and how to secure the best sources of publication. The final part of the book considers the philosophy and psychology of research work and includes an exploration of the cognitive biases which may affect researchers. How to be a Researcher will be particularly useful for masters and doctoral students in the behavioral and social sciences, and also for early career academics developing research within a university career. Quaint volume from 1900 offers tips on palmistry, handwriting analysis, astrology, using a deck of cards to forecast the future, lucky and unlucky omens, interpretation of dreams, and much more. *Success Guide for Real Estate Sales Thriving in Tough Times* gives new perspectives on classic approaches to real estate sales. Written from the vantage point of the end of the Great Recession this manual provides practical advice to get real estate agents productive and profitable even in a difficult market. You will learn: * How the right attitude will take you farther * The essential elements of a winning business plan * Practical tips on using technology and systems to manage your business * Effective customer service strategies * How to price properties to sell * Making the open house effective * Common transaction problems and how to deal with them * How to work on short sales and foreclosure properties * How to generate referrals for long term success National 5 Computing Success Guide provides easy-to-use and value-for-money revision for all abilities and learning styles. Guidance on how the new National 5 course and assessments are structured is included. All the popular features of this tried and trusted series are retained in the new National 5 Guides. * Colourful double-page spreads aid both comprehensive and revision planning * Topics are broken down into small, easily managed sections, complemented with lots of diagrams and illustrations to aid retention * Quick Tests and Top Tips help keep students focused on the exam's precise demands * Revision checklists help students to manage and track their progress in the lead up to the exam * A glossary presents all of the key terms and definitions essential for the exam "From the inner city of Patterson, New Jersey to real estate mogul and real husband of New Jersey, Joe Gorga has learned how to build an empire from the ground up. In *The Gorga* guide to success, Gorga shows how to succeed in business, in marriage, and in life by following timeless, old school rules to living with passion, remaining humble, and never giving up." --Page 4 of cover. Lecturers, request your electronic inspection copy here This is a refreshing and inspiring book, of equal value to both the anxious and the ambitious student" - Lucinda Becker, Department of English Literature, University of Reading In the second edition of this best-selling guide, Nicholas Walliman provides expert, step-by-step advice on managing and developing a successful undergraduate project. This book takes you through each stage of your dissertation, answering questions including: How do I choose an appropriate topic for my dissertation? How do I write a research proposal? What's a literature review, how do I conduct it and how do I write it up? How can I ensure I'm an ethical researcher? What methods of data collection are appropriate for my research question? Once I have collected my data, what do I do? What's the best structure for my dissertation? Full of examples from real student projects, interdisciplinary case studies and illustrated with cartoons to make you smile along the way, this book will tell you all you need to know to write a brilliant dissertation. The Student Success series are essential guides for students of all levels. From how to think critically and write great essays to planning your dream career, the Student Success series helps you study smarter and get the best from your time at university. Visit the SAGE Study Skills hub for tips and resources for study success! An enlightening and entertaining look at how to use your inner psychopath to get the most out of LIFE. What is a good psychopath? And how can thinking like one help you to be the best that you can be? Professor Kevin Dutton has spent a lifetime studying psychopaths. He first met SAS hero Andy McNab during a research project. What he found surprised him. McNab is a diagnosed psychopath but he is a GOOD PSYCHOPATH. Unlike a BAD PSYCHOPATH, he is able to dial up or down qualities such as ruthlessness, fearlessness, conscience and empathy to get the very best out of himself -- and others -- in a wide range of situations. Drawing on the combination of Andy McNab's wild and various experiences and Professor Kevin Dutton's expertise in analysing them, together they have explored the ways in which a good psychopath thinks differently and what that could mean for you. What do you really want from life, and how can you develop and use qualities such as charm, coolness under pressure, self-confidence and courage to get it? *The Good Psychopath's Guide to Success* gives you a unique and entertaining road-map to self-fulfillment both in your personal life and your career. Exam Board: SQA Level: National 5 Subject: English First Teaching: 2013, First Exam: 2014 National 5 English Success Guide provides easy-to-use and value-for-money revision for all abilities and learning styles. * Colourful double-page spreads aid both comprehensive and revision planning * Topics are broken down into small, easily managed sections, complemented with lots of diagrams and illustrations to aid retention * Quick Tests and Top Tips help keep students focused on the exam's precise demands * Revision checklists help students to manage and track their progress in the lead up to the exam * A glossary presents all of the key terms and definitions essential for the exam Guidance on how the new National 5 course and assessments are structured is included. All the popular features of this tried and trusted series are retained in the new National 5 Guides. Exam Board: SQA Level: Higher Subject: History First Teaching: 2014, First Exam: 2015 CfE Higher History Success Guide provides easy-to-use and value-for-money revision for all abilities and learning styles and includes guidance on the CfE Higher course and assessments structure. Prepare to excel in your Higher History examination with this Success Guide - the first choice for successful Scottish students! Success Guides really work because: * Six of the most popular topics covered in short, user-friendly sections will help you plan your revision in bite-sized chunks. Topics included are Migration and Empire; The Impact of the Great War; The Making of Modern Britain; Germany; USA and Appeasement and the Road to War * Vocab, essential knowledge, theme and essay questions will refresh your knowledge and help you practise all the skills needed for the exam * 'Traffic light' checks build your confidence and help measure your revision progress * Detailed exam and Assignment guidance will ensure that you know exactly what you need to do in your assessments * Detailed timelines provide a great overview of each topic, helping you to contextualise events Success Guides are the number one revision brand in Scotland and all the popular features of this tried and trusted series are retained here. dence and help measure your revision progress * Detailed exam and Assignment guidance will ensure that you know exactly what you need to do in your assessments * Detailed timelines provide a great overview of each topic, helping you to contextualise events Success Guides are the number one revision brand in Scotland and all the popular features of this tried and trusted series are retained here. dence and help measure your revision progress * Detailed exam and Assignment guidance will ensure that you know exactly what you need to do in your assessments * Detailed timelines provide a great overview of each topic, helping you to contextualise events Success Guides are the number one revision brand in Scotland and all the popular features of this tried and trusted series are retained here. Exam Board: SQALevel: National 5Subject: MathematicsFirst Teaching: 2013, First Exam: 2014 National 5 Mathematics Success Guide provides easy-to-use and value-for-money revision for all abilities and learning styles. * Colourful double-page spreads aid both comprehensive and revision planning* Topics are broken down into small, easily managed sections, complemented with lots of diagrams and illustrations to aid retention* Quick Tests and Top Tips help keep students focused on the exam's precise demands* Revision checklists help students to manage and track their progress in the lead up to the exam* A glossary present all of the key terms and definitions essential for the exam Guidance on how the new National 5 course and assessments are structured is included. All the popular features of this tried and trusted series are retained in the new National 5 Guides. A complete how-to guide with ALL you need to know to open and run a successful

restaurant. Each month, countless new restaurants open their doors as others fail. Despite continuing industry growth, many new restaurants struggle to succeed. Even established restaurants are challenged to stay open. These businesses may have great food and amazing service, yet some still face uncertain futures. Now, help has arrived for restaurant owners and managers! Food and Beverage Magazine's Guide to Restaurant Success is written by an industry expert who has opened numerous restaurants and provided valuable restaurateur guidance in the role of a trusted consultant. This restaurant success guide provides vital information on how to protect the significant investment—sometimes ranging from \$250,000 to \$425,000—that's required to open a restaurant and keep it running during the first six months. Author Michael Politz started his career with an ice cream business and went on to found a number of restaurants, a frozen food distribution business, a restaurant consulting service, and a respected online magazine for the food and beverage industry. Politz shares his extensive knowledge gained through both success and failure. With his indispensable guide, you can easily double-check to make sure you're doing things right. Get guidance from a restaurant owner's handbook of what to do and not do. Refer to handy tips and checklists that help you launch your business. Discover insight into the triumphs of Wolfgang Puck, Bobby Flay, Emeril Lagasse, and more. Gain food industry knowledge with a comprehensive restaurant how-to guide. Whether you want to open a burger joint or a fine dining restaurant, this advice-filled resource will help you cover all the details that make a difference. You'll be better prepared before, during, and after your restaurant launch! Set your establishment up for rave reviews with Food and Beverage Magazine's Guide to Restaurant Success. The MiamiMillions Success Guide: Your Invitation to Making Profits The opportunities to build massive wealth are available to everyone. Entrepreneurs have helped shape the past and the present of our global economy and they will continue to forge a healthy economy for the future. The eBook The MiamiMillions Success Guide imparts the information necessary to learning how financial independence is achieved through Internet marketing. Any new endeavor can cause paralysis by analysis. Learning how to generate massive and passive funnels of income is a worthy endeavor. MiamiMillions shares informative and actionable marketing precepts and expresses how to create a very lucrative business. Many entrepreneurs earn respectable revenue and many more entrepreneurs experience explosive incomes relative to following the steps that are presented in this book. MiamiMillions is a personal invitation to making profits by replacing the limitations on earning income with measurable actions that can build on-going financial wealth. Read each chapter thoroughly. Take a few days and become familiar with the ideas, precepts, and suggestions that are shared and then come back and reread the entire book again. There are two reasons for doing this. One, is to allow you to become accustomed to the information shared. Reading too much information at one time can overwhelm and delay putting the knowledge that is learned into action. The second reason is to share information that is immediately actionable. Practice is how skills are developed. The information in this book is designed to fine tune your mind into an attraction-source of money-generating ideas that will shift your thinking from passive to wealth-attracting action-taker. However, none of the wealth-building principles in this book will work unless they are applied and modified into a personal wealth-generating strategy, tailored by the individual who will benefit most from its use — you. Many of the tools described in these pages are accessible on the Web with as little personal investment as a computing device and a connection to the Internet. Purchasing this book is a pivotal investment for a wealthy future. Read the principles outlined in this book and use them with confidence. The principles described work when they are followed diligently. Please be aware any information in this book is for educational purposes solely and you should always consult with a fiduciary professional for any implicit guidance that may fall outside of the suggestions in this book. Unless the reader is an aforementioned professional, the items in this book should never pertain to personal investment practice without professional consultation. The strategies included herein are suggestions to building an income from wealth generating opportunities already in practice. Express diligence and research before embarking upon any financial endeavor is encouraged and is highly recommended. Welcome to the MiamiMillions Success Guide: Your Invitation to Making Profits. Exam Board: SQALevel: HigherSubject: MathsFirst Teaching: 2014, First Exam: 2015 Prepare to excel in your CfE Higher SQA exam with this Success Guide - the first choice for Scottish students! Prepare to excel in your CfE Higher Maths SQA examination with this Success Guide - the first choice for successful Scottish students!Success Guides really work because:* Topics in user-friendly sections help you plan your revision in bite-sized chunks* Quick Tests provide the practice that experts say is essential for effective recall* Top tips throughout ensure you know what the examiner will be looking for* Detailed guidance on the exam and Assignment will ensure that you know exactly what you need to do in the assessments Proven leadership strategies that will impact your career and your company Having the right CFO is a critical component for every company's success. Guide to CFO Success provides CFOs and those in the making with a strategic blueprint to benefit their companies and their careers. This book reveals how to build a strong, successful career plan with guidance on team building and management of the multiple relationships that CFOs face on a daily basis, plus how to balance one's work and personal life. Offers strategic guidance for leadership growth for CFOs Presents essential information for every CFO who wants to play a tactical role in their organization Includes best practices for building and developing the most effective Finance Team Features practical career advice for future Chief Financial Officers From balancing one's work and personal life to dealing with the CEO, Guide to CFO Success has the answers you need to plan for a strong and successful career. Exam Board: SQALevel: HigherSubject: EnglishFirst Teaching: 2014, First Exam: 2015 Prepare to excel in your CfE Higher English SQA exam with this Success Guide - the first choice for Scottish students! Prepare to excel in your CfE Higher English SQA examination with this Success Guide - the first choice for successful Scottish students!Success Guides really work because:* Topics in user-friendly sections help you plan your revision in bite-sized chunks* Exam-style reading for UAE passages and questions provide the practice that experts say is essential for effective recall* Top tips throughout ensure you know what the examiner will be looking for* Scottish text extracts and critical essay examples help you to develop all of the skills needed for the Critical Reading exam* Detailed guidance on the exam and portfolio will ensure that you know exactly what you need to do in the assessments* Includes Scottish text extracts and critical essay examples Whether taking classes in school, college or university, or in a corporate training setting, it is likely that learners will be expected to do at least part of their studies via the computer. This book provides realistic guidelines to ensure their success in the virtual learning environment. From detailing tools such as WebCT and Blackboard, to overcoming personal barriers to success in distance learning, this handy text deals with issues that readers of any age, stage or situation are likely to encounter by: * demystifying terms and concepts common to online learning * addressing issues of online ethics such as netiquette, plagiarism and software piracy * offering practical advice on interacting effectively online, submitting assignments and doing research * furnishing numerous links to Web pages and other resources for further study and research. The author offers serious and humorous anecdotes to help readers avoid the pitfalls and capitalize on opportunities that will help them become a successful online student. Current and prospective online learners will greatly benefit from this practical book filled with clear, detailed assistance for learning online. Exam Board: SQALevel: National 5Subject: PhysicsFirst Teaching: 2013, First Exam: 2014 National 5 Physics Success Guide provides easy-to-use and value-for-money revision for all abilities and learning styles. * Colourful double-page spreads aid both comprehensive and revision planning* Topics are broken down into small, easily managed sections, complemented with lots of diagrams and illustrations to aid retention* Quick Tests and Top Tips help keep students focused on the exam's precise demands* Revision checklists help students to manage and track their progress in the lead up to the exam* A glossary presents all of the key terms and definitions essential for the exam Guidance on how the new National 5 course and assessments are structured is included. All the popular features of this tried and trusted series are retained in the new National 5 Guides. This hands-on book introduces students to the demands of university study in a clear and accessible way and helps them to understand what is expected of them. It helps students to develop the core skills they need to succeed at university, and gives guidance on the key forms of academic writing, including essays, reports, reflective assignments and exam papers. It shows students how to recognise opinions, positions and bias in academic texts from a range of genres, develop their own 'voice' and refer to others' ideas in an appropriate way. It also features authentic examples of academic texts and engaging activities throughout to aid understanding. Packed with practical guidance and self-study activities, this book will be an essential resource for all students new to university-level study. The 'Insider Guides to Success in Academia' offers support and practical advice to doctoral students and early-career researchers. Covering the topics that really matter, but which often get overlooked, this indispensable series provides practical and realistic guidance to address many of the needs and challenges of trying to operate, and remain, in academia. These neat pocket guides fill specific and significant gaps in current literature. Each book offers insider perspectives on the often implicit rules of the game -- the things you need to know but usually aren't told by institutional postgraduate support, researcher development units, or supervisors -- and will address a practical topic that is key to career progression. They are essential reading for doctoral students, early-career researchers, supervisors, mentors, or anyone looking to launch or maintain their career in academia. This book is a toolbox for PhD students to plan and prepare for the PhD defence regardless of their scientific discipline or location. The authors discuss various defence formats that are used internationally and identify the main differences and similarities. With international examples, practical strategies, and tips from former PhD students and supervisors, this book unpacks the principles and unwritten rules underpinning the defence. Addressing planning and preparing for the doctoral defence, and what to do afterwards, this book covers topics such as: understanding your defence format preparing for committee questions preparing mentally and dealing with anxiety dealing with corrections, finalizing your graduation requirements and marking the end of your PhD trajectory. This book is crucial reading for students across the world looking to defend their PhD thesis, and also for their supervisors and examiners. Tools for Dossier Success demystifies the dossier process from start to finish. Written for faculty members at different points in their academic trajectory, this is a practical, step-by-step guide to planning, creating, and polishing the best possible representation of accumulated evidence and accomplishments in teaching, research, and service. The "how to" information offered here is essential for those seeking tenure or promotion from associate professor to professor, senior faculty serving as mentors, and graduate students planning an entrance into academia. Key features include: Relevant and useful information for faculty in diverse disciplines and settings A comprehensive six-step model to ensure the best representation of one's work Tips and suggestions to help avoid common pitfalls Best practice examples from successful tenured faculty Steps for seeking out assistance from other faculty, mentors, and peers A balanced review of the "ups and downs" of the tenure process "...{The first edition of Professor Cryer's book was} absolutely outstanding, in four main respects. First, it is comprehensive in its scope, covering everything from applying to undertaking a research degree. Second, it is applicable to PhDs across the board. Third, the book is exceptionally well written and highly readable. Finally, at each stage Pat Cryer has included questions and exercises to enable readers to reflect on their practice, check out whether they are on track and, if not, discover how they might return themselves to it. Overall, Pat Cryer has made a major contribution to the field and produced a quite exceptional book. It ought to be compulsory reading for intending or actual postgraduates and for academic staff teaching research training programmes." Assessment & Evaluation in Higher Education "...the Research Student's Guide to Success certainly does what it promises on the cover and every research student should find it a very valuable companion." Journal of Graduate Education The second edition of this Open University set book is, like the first edition, for postgraduate research students wherever the language of instruction is English. Irrespective of their field of study, it will make their research programmes and day-to-day lives more productive and enjoyable. The book is easy to dip into and is in conversational style. Interest and realism are added through anecdotes, extracts from the literature and pithy quotations. The second edition is a complete revision of the original. New emphases include: the needs of the growing

number of part time postgraduates; a wider understanding of the term 'research student' to embrace all postgraduate students undertaking research, whether for traditional PhDs and MPhils or within programmes such as professional doctorates, 'taught' masters degrees, diplomas and certificates; information technology as a day-to-day tool. There are also two new chapters: one on options for postgraduate study and research and the other on skills development and employment issues. There is a foreword by Professor Sir Martin Harris, Chair of the National UK Review of Postgraduate Education. Are you looking to start or grow a customer success team? Customer success is no longer just for companies with large teams and resources. It's a company mindset that can unlock the biggest opportunities in business. Customer success can help streamline experiences, grow product engagement and loyalty, and more importantly - retain business. In The Startup's Guide to Customer Success, Jennifer Chiang presents a guide on how to plan, execute, and grow your own customer success team and the actionable steps that you can take to champion the customer at your company. Learn insights such as: * The four attributes Shreesha Ramdas, CEO and Co-Founder of Strikedeck, says are must-haves when hiring your first customer success team* How Jamey Jeff, Managing Director of Customer Success Solutions at Coastal Cloud, reevaluated QBRs to derive more value for his customers with less work* How Maranda Dziekonski, VP of Customer Success at Pared, manages her time wisely to not only get everything done, but fight fires and plan ahead This book is for everyone from new customer success leaders, CEOs and VPs who want their company to be more customer-centric, to start-ups who are starting their own customer success teams Individuals pursue success as a goal. Success is a condition based on the outcome of your movement from your point of origin to your chosen finishing line. This obviously varies by individual and situation. In business, success is commonly measured in goal achievement, dollars and/or recognition. As a guide, it is always useful to look at philosophies that successful leaders propose to move you towards your goal of success. In fact, that's what makes this book so valuable. Here are Celebrity Experts(r) who have achieved success. They discuss their accomplishments for your guidance. There is nothing like being coached to climb the mountain by someone who has made the trip already. Here are three quotes that present different facets of success by well-known business people who have enjoyed the satisfaction of success: You see, in life, lots of people know what to do, but few people actually do what they know. Knowing is not enough! You must take action. Anthony Robbins Give me a stock clerk with a goal and I'll give you a man who will make history. Give me a man with no goals and I'll give you a stock clerk. J.C. Penney Obstacles are those frightful things you see when you take your eyes off the goal. Henry Ford For coaching and guidance by successful Celebrity Experts(r), read on in this Ultimate Success Guid National 5 French Success Guide provides students with easy-to-use revision. Guidance on the new course and assessments is included. Success Guides are the number one revision brand in Scotland and are also used by teachers. All the popular features of this tried and trusted series are retained in the new National 5 Guides. THE CONSTRUCTION PROJECT MANAGEMENT SUCCESS GUIDE 2ND EDITION: Everything You Need To Know About Construction Contracts, Estimating, Planning And Scheduling, Skills To Manage Trades And Home Renovations You're about to discover how to the re-emergence of the real estate market sparked renewed optimism in construction. Across different states in the country, residential construction jobs are being undertaken in order to satisfy the demands in housing. Since residential construction projects are still a business (except when you want to build your own home), the idea is to build enough living spaces and to offer them to prospective clients or leasers at an affordable price. Of course the success of such a goal still lies on income and the general economic outlook, but one thing is for certain: now that the housing crisis is over, more people will look forward getting a place to call their home. Turn Your Great Idea into a Thriving Business! "A guide that sets first-time entrepreneurs' feet in the right direction." Geoffrey Moore, author, Crossing the Chasm "There are many books on entrepreneurship, but this is one of the few that will convert individuals to entrepreneurs." Desh Deshpande, founder, Deshpande Center for Technological Innovation, MIT; chairman, A123 Systems; cochair, National Council for Innovation and Entrepreneurship About the Book: Are you among the many Americans who dream of starting a business but think you don't know how? Help has arrived. . . . For generations, Dartmouth College and the Tuck School of Business have influenced and driven global entrepreneurship. Dartmouth firsts include the world petroleum industry, technological breakthroughs like artificial intelligence and BASIC computer language, as well as popular products, such as the Nerf football and the game Crainium. Today a key resource for the Dartmouth Community is the Dartmouth Entrepreneurial Network (DEN), which helps anyone from undergraduates to faculty to alumni get their ideas off the ground and into the marketplace. In From Idea to Success, entrepreneur, professor, and DEN founder Gregg Fairbrothers takes you step by proven step through the DEN approach, showing you how to apply the same principles to make your vision a reality. If you have an idea—any idea—from major technology innovations, to consumer products or services, to social enterprises, From Idea to Success shows you how to bring it to fruition. This A to Z guide based on the startup experiences of literally hundreds of entrepreneurs makes the process simple as possible by breaking it down into three distinct parts: Step 1: Focusing and Refining Your Idea Define your goals, pinpoint your market, protect your idea, manage the risks in your undertaking Step 2: Business Planning Best Practices Create a business plan, build your team, learn about the competition, raise finances, get the important legal issues right the first time Step 3: Managing Your Company Build your negotiating, selling, and decision-making skills; manage your finances; correct your course; manage the transition to a healthy, growing business Building a vibrant company based on your own creativity and hard work is one of the most fulfilling human enterprises there is. With this book and your own experience you can think and act like a successful entrepreneur from the very start. Exam Board: SQA Level: Higher Subject: Chemistry First Teaching: 2014, First Exam: 2015 Prepare to excel in your CfE Higher SQA exam with this Success Guide - the first choice for Scottish students! Prepare to excel in your CfE Higher Chemistry SQA examination with this Success Guide - the first choice for successful Scottish students! Success Guides really work because: * Topics in user-friendly sections help you plan your revision in bite-sized chunks * Quick Tests provide the practice that experts say is essential for effective recall * Top tips throughout ensure you know what the examiner will be looking for * Detailed guidance on the exam and Assignment will ensure that you know exactly what you need to do in the assessments * Examples throughout explain new ideas clearly Packed full of tips, quizzes, and self-assessment exercises, this guide offers invaluable and practical advice to 15-18 year old students trying to attain the top grades so they can move on to the university course of their choice. National 5 Modern Studies Success Guide provides students with easy-to-use and value-for-money revision for all abilities and learning styles. Guidance on how the new course and assessments are structured is included. Success Guides are the number one revision brand in Scotland and are also used and trusted by teachers in Scotland Shows readers how we can all help solve the climate crisis by focusing on a few key, achievable actions. Despite all of the information that exists to encourage students to attend and do well in college, this is the first research-based guide that directly advises first- and second-year college students. With a focus on the needs and interests of students who are underrepresented in the academy (African American, Latinx, low-income, and first-generation students), this book will help all students take full advantage of the academic resources that the university setting has to offer. The authors introduce students to different types of research across the disciplines, showing them how to work with professors to build a course of study, how to integrate research work into coursework, and how to write and present research. This timely volume will also assist faculty, staff, and parents in providing the needed tools to promote student success. Book Features: Prepares students for the transition from high school to college with a focus on writing, time management, and research skills. Addresses the challenges that face high-achieving, underrepresented students. Empowers students to seek out resources and research opportunities to achieve their full academic potential. Includes models, approaches, student voices, and vignettes from the authors' successful undergraduate research program. "A must read for every college student. This practical guide provides a roadmap for success as a researcher, a scholar, and a learner." —Tia Brown McNair, Association of American Colleges & Universities "Faculty mentors and administrative leaders who aspire to be effective sponsors and supporters of students from diverse backgrounds should definitely acquire this resource." —Elizabeth L. Ambos, Council on Undergraduate Research "What I love about this book is the broader, humanistic conversation about how pursuing research becomes a window into how one becomes a supremely informed and critical citizen." —Armando Bengochea, director, Mellon-Mays Undergraduate Fellowship Program

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