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in negotiation The streets were my Ivy League teaching me more about the human psyche and persuasive moves than any traditional classroom ever could In this book I reveal how the art of the hustle from setting up poker games to guaranteeing wins in pool by sheer negotiation prowess sculpted me into a sales titan But this isn t just about my glory days on the streets It s about translating that raw unfiltered skill into a sales methodology so potent that today I m recognized as one of the nation's premier sales trainers molding elite sales teams and advising the behemoths of the corporate world While many said I was just a gambler they didn t see the strategist within My stories of perseverance grit and the raw energy of someone who s played against the house and walked away with the jackpot will prove to you that the world of sales isn t just about transactions it s about strategy audacity and setting the stage for the win Let s turn the tables on convention and beat the odds together Accounting Information Systems Arline A. Savage, Danielle Brannock, Alicja Arnold, 2025-10-21 Written by an author team uniquely composed of educators and practitioners Accounting Information Systems 2nd Edition offers a modern approach that helps students understand how course concepts are applied in the workforce and why developing these skills are so important By incorporating their own experience and showcasing real world applications through features like Sample LinkedIn Job Posts and Featured Professional spotlights the authors connect course concepts to industry allowing for greater understanding while helping students see the different opportunities a career in AIS can provide Accounting Information Systems also focuses on teaching students how to make informed business decisions through case based learning and data analysis applications Students work through Julia s Cookies a flexible running case with data sets and questions in Tableau and Excel that helps them understand how various systems come together to support a business and how those systems evolve Integrated analysis questions that take a tool agnostic approach are also available to promote critical thinking and communication skills With a practical perspective and high quality bank of assessments and practice opportunities this text has been written to help inspire and prepare the next generation of accounting professionals

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