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Following up Robert
Traina's classic
Methodical Bible Study,
this book introduces the
practice of inductive
Bible study to a new
generation of students,
pastors, and church
leaders. The authors,
two seasoned educators
with over sixty
combined years of
experience in the
classroom, offer

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guidance on adopting an inductive posture and provide step-by-step instructions on how to do inductive Bible study. They engage in conversation with current hermeneutical issues, setting forth well-grounded principles and processes for biblical interpretation and appropriation. The process they present

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incorporates various Tr

methods of biblical
study to help readers

hear the message of the
Bible on its own terms.

Come join the adventure
in Symbaroum, the
acclaimed Swedish
roleplaying game!

Explore the vast Forest
of Davokar in the hunt
for treasure, lost
wisdom and eternal

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fame. Visit the

barbarian clans to trade
or to plunder their

treasuries. Establish a

base of power among

princes, guilds or

rebellious refugees in

the capital city of

Yndaros. Or survive

encounters with Arch

Trolls, dark-minded

Blight Beasts and

undead warlords. But

whatever you do, never

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ignore the warnings
spoken by the wardens
of the forest: tread
carefully and do not
disturb the ruins of old,
for the dark deep of
Davokar is about to
awaken. Made in
Sweden

American business is
dysfunctional.
Companies of all sizes
follow the mistaken

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belief that their products and services are best sold through mega-customers with pervasive market reach, such as Amazon and Walmart. Far too many business leaders fail to realize—until it is too late—that the relentless pursuit of volume at all cost is not the key to long-term profits and success. The Customer

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Trap: How to Avoid the
Biggest Mistake in
Business is Thomas and
Wilkinson's sequel to
The Distribution Trap:
Keeping Your
Innovations from
Becoming
Commodities, which
won the Berry-
American Marketing
Association Prize for the
best marketing book of
2010. The Distribution

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cracking the big-box
channel is not

necessarily the Holy

Grail that many

marketers assume it is.

The Customer Trap

takes this thesis to the

next level by arguing

that all companies,

regardless of the

industry there are in,

should maintain control

over their sales and

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distribution channels.

Volume forgone by
avoiding the mass

market is more than

offset by higher margins

and stronger brand

equity. The Customer

Trap shows that giving

power to a customer

who violates "the ten

percent rule" sets a

company up for ruin.

Yet, when presented

with the opportunity to

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push more sales through large customers, most decision-makers jump at the chance. As a result, marketing has come to resemble a relentless quest for efficiency and scale. Demands from mega-customers in the form of discounts, deals, and incentives erode the integrity of the brand and what it originally stood for. Lower

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Margins become the

norm and cost-saving
compromises on quality

take over. In time, the

brand suffers and, in

some cases, fails

outright. Stark examples

from Oreck Vacuum

Cleaners, Rubbermaid,

Goodyear, Levi's, and

others illustrate the

perils of falling into the

"customer trap." This

book demonstrates in

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vivid detail how to

thrive by controlling
your sales and

distribution. The authors

show how many firms,

such as STIHL Inc.,

etailz, Apple, Red Ant

Pants, and Columbia

Paints & Coatings, have

prospered by avoiding

the "customer trap"—and

how your company can

have similar success.

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Tells how clutches & transmissions work - gear, friction, & hydrostatic. Gives basics of service & repair of major types of drives, transmission, transaxles, & clutches used in compact equipment. Includes troubleshooting guides. It provides the reader with a list of skills & knowledge that should

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be learned with each
chapter. CONTENTS:
Basic principles,
clutches, mechanical
transmissions,
hydrostatic
transmissions, belt &
chain drives,
differentials, final
drives, power take-offs,
service & maintenance
& troubleshooting.

By studying the work of
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hundreds of the most

original and effective

business minds, the

authors present a

common architecture

that illuminates

exceptional analysis and

creative performance. 2

x 2 Thinking is

characterized by a

fundamental

appreciation for the

dynamic and complex

nature of business. The

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best strategists go out of their way to tackle dilemmas rather than merely solve problems. They use opposition, creative tension, iteration and transcendence to get to the heart of issues and involve critical others in finding the best solutions. The authors demonstrate how to apply the 2 x 2 approach

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to a wide range of
important business
challenges.

This book "illuminates
the history of the many
people who together
have called this region
home, and their
relationships with the
park landscapes, waters,
and natural resources
that continue to set the
Columbia-Pacific region

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