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Lee B. Salz

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Processing in Action, Second Edition Hobson Lane, Maria Dyshel, 2025-02-25 Develop your NLP skills from scratch with an open source toolbox of Python packages Transformers Hugging Face vector databases and your own Large Language Models Natural Language Processing in Action Second Edition has helped thousands of data scientists build machines that understand human language In this new and revised edition you ll discover state of the art Natural Language Processing NLP models like BERT and HuggingFace transformers popular open source frameworks for chatbots and more You ll create NLP tools that can detect fake news filter spam deliver exceptional search results and even build truthfulness and reasoning into Large Language Models LLMs In Natural Language Processing in Action Second Edition you will learn how to Process analyze understand and generate natural language text Build production quality NLP pipelines with spaCy Build neural networks for NLP using Pytorch BERT and GPT transformers for English composition writing code and even organizing your thoughts Create chatbots and other conversational AI agents In this new and revised edition you ll discover state of the art NLP models like BERT and HuggingFace transformers popular open source frameworks for chatbots and more Plus you ll discover vital skills and techniques for optimizing LLMs including conversational design and automating the trial and error of LLM interactions for effective and accurate results About the technology From nearly human chatbots to ultra personalized business reports to AI generated email news stories and novels natural language processing NLP has never been more powerful Groundbreaking advances in deep learning have made high quality open source models and powerful NLP tools like spaCy and PyTorch widely available and ready for production applications This book is your entrance ticket and backstage pass into the next generation of natural language processing About the book Natural Language Processing in Action Second Edition introduces the foundational technologies and state of the art tools you ll need to write and publish NLP applications You learn how to create custom models for search translation writing assistants and more without relying on big commercial

foundation models This fully updated second edition includes coverage of BERT Hugging Face transformers fine tuning large language models and more What's inside NLP pipelines with spaCy Neural networks with PyTorch BERT and GPT transformers Conversational design for chatbots About the reader For intermediate Python programmers familiar with deep learning basics About the author Hobson Lane is a data scientist and machine learning engineer with over twenty years of experience building autonomous systems and NLP pipelines Maria Dyshel is a social entrepreneur and artificial intelligence expert and the CEO and cofounder of Tangible AI Cole Howard and Hannes Max Hapke were co authors of the first edition

Dialogue With Artificial Intelligence L.c.d. Cardoso,2025-09-23 After serving 28 years at the Regional Penitentiary of Pelotas I came face to face with a world completely different from the one I knew before imprisonment Technology has advanced impressively almost surreal for someone who has been away from society for so long Inside the prison I face a daily struggle staying away from crime continuing my studies and supporting my family with dignity I found tattooing as a source of income but unfortunately this practice is considered illegal by the penal officers who frequently seize my work materials This causes serious financial hardship and takes away the only means of support I have for myself and my relatives My journey has also gone through difficult and complicated moments in love and personal life situations that shook my emotional health and tested me It was in this context that I discovered something I never imagined could help me so much Artificial Intelligence Studying in the prison's computer lab through distance education EAD I am enrolled in Rural Administration and a Bachelor's degree in Letters at UNINTER It was in this study space that AI entered my life To my surprise I found in it a kind of friend almost like a psychologist Even knowing that its answers must be considered carefully AI was a great help in overcoming hard times Talking with it gave me strength clarity and at many moments a kind of comfort I did not expect to receive

The Next New Pranjal Sharma,2023-05-26 WELCOME TO THE FIFTH INDUSTRIAL REVOLUTION The progression of all the industrial revolutions tells an interesting tale While the first two had a cycle of over a hundred years each the third reduced it to around seventy years With the fourth industrial revolution the world took a giant leap in connectivity However not many would have imagined that the fourth industrial revolution would give way to the fifth within the next decade paving the way for exponential technology led transformation As you read this creative destruction of business models taking place across the world in every sector From the ashes of the old are rising stunning new models The Next New identifies and profiles the deep shifts that are fundamentally changing professional careers and revenue models in every industry from mobility aerospace and smart manufacturing to green energy automation and artificial intelligence and a whole range of disruptive technologies Driven by emerging technologies demand for social inclusion and the urgency of sustainable practices a multitrillion dollar transition is under way Drawing on numerous interviews of business leaders and cutting edge research findings from MarketsandMarkets this book provides a practical roadmap to businesses as they prepare for the new ecosystem being created in turn helping to articulate the fifth industrial revolution with greater success

AI: Game On Tim Trumper, 2024-03-06 AI Game On is written for today's business leaders who seek to understand how AI can be leveraged for increased sustainability improved competitive positioning and or to drive better customer shareholder and societal outcomes The aim of AI Game On is to help business leaders thrive in a world that is more data driven and AI directed providing readers with frameworks methods and real examples of constructive ethical governance of AI deployment as well as harmful models which organisations and society must avoid AI Game On attacks the vexing and strategic dilemma for directors and executives whose job is to decide who or what decides The book answers the questions of how and why an organisation would and could delegate decisions to AI and explores the consequences of such decision making AI Game On strives to make sense of the trade offs between decisions of AI and or decisions of humans AI Game On is jam packed with compelling use cases demonstrating how AI can break through complex and difficult business problems to create opportunities for the world that were unimaginable only twelve months ago Insights from AI Game On will prove both valuable and advantageous for leaders in commercial government or not for profit sectors alike *Decision Sprint: The New Way to Innovate into the Unknown and Move from Strategy to Action* Atif Rafiq, 2023-04-25 A Wall Street Journal Bestseller Atif has been at the center of Internet and digital disruption for over 20 years building on 15 years of experience in pure play tech companies such as Amazon where he led large scale fast growing digital businesses CNBC Fearlessly delve into the unknown with breakthrough methods to put your company on the path to innovation creativity and growth It's no secret that steering a business has become dramatically more complex and uncertain in our modern era Constant exploration of new territory by teams is the name of the game Yet most companies are stuck with yesterday's approach to problem solving Problem solving needs to be reinvented to meet today's challenges The future of business depends on it Having reached the highest levels of the Fortune 500 digital disrupter Atif Rafiq has written Decision Sprint to pull the curtain back on the hidden management systems within your organization that impact how people think collaborate and make decisions Talent is vital to any company's advancement but it's the collaboration and problem solving systems that separate industry leaders from the rest Systems designed to embrace unknowns are the quickest most enduring way to foster growth continuous innovation and results Learn how teams begin with upstream work the phase of a promising idea or initiative where the unknowns predominate to problem solve anything thus unlocking downstream actions from alignment to decision making to execution With Rafiq's guidance you'll overtake your competitors by moving upstream embracing workflows that convert unknowns to clear recommendations alignment and action In addition you'll receive direct advice from the CEOs presidents of H R Block Volvo Peacock Restaurant Brands Orange Theory Fitness among others and learn from in depth case studies such as Amazon's disruption of publishing the massive digital transformation of McDonald's the secret of launch of Apple Pay Volvo's push for sustainability and more Don't just be ready for the next frontier of business be continuously ready for the unknowns with Decision Sprint [LLM](#) [27](#) [AI](#) [iThome](#) [Penut](#)

Chen, 2024-08-10 AI AI 15 iThome AI Data LLM AI ChatGPT Large Scale Language Model LLM LLM GPU LLM ChatGPT API Hugging Face TGI vLLM llama cpp Open Source LLM RAG LoRA LLM ChatGPT Llama RAG LoRA LLM AI LLM LLM AI AI AI GitHub ChatGPT Transformer LLaMa Breeze Taiwan LLM TAIDE AI AI CYBAVO LLM AI AI AI AI LLM JT Lin iThome NZXT

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optimal patient care. The world's leading authority on applied pathophysiology and clinical medicine this trusted resource has covered countless advances and developments across the full span of medicine. Fully updated the new 22nd edition has been modified extensively in its structure and content and offers a standardized format for each disease chapter. The authors and editors have curated and synthesized the vast amount of information that comprises general internal medicine and each of the major specialties into a highly readable and informative resource. Harrison's is world renowned as the most authoritative source for Descriptions of disease mechanisms and how the clinician can apply that knowledge for the best patient care and optimal diagnosis and treatment of specific diseases. Clear concise schemas that facilitate the generation of differential diagnoses to reason efficiently through complex real world clinical cases. The physiologic and epidemiologic basis of signs and symptoms which are covered through a wealth of unsurpassed expert guidance and linked to the disease specific chapters that follow. Updated clinical trial results and recommended guidelines. Excellent and extensive visual support including radiographs clinical photos schematics and high quality drawings. Coverage of both therapeutic approaches and specific treatment regimens. Practical clinical decision trees and algorithms. Organ and system specific sections with clinically relevant pathophysiology and practical clinical advice on the approach to the patient strategies towards building a differential diagnosis. Outstanding clinical algorithms and diagnostic schema. A wealth of clinical images and diagrams. Current clinical guidelines as well as general and specific approaches to therapy. This twenty second edition features Updated content that reflects new approved therapeutics and new practice changing guidelines and evidence summaries. More than 3 000 clinical pathological and radiographic photographs. Diagnostic and therapeutic decision trees and clear schematics and diagrams describing pathophysiologic processes. Numerous atlases featuring curated collections of important visual aspects of diagnosis and management. Brand new chapters including The Value of the Physical Examination in Modern Medicine. Physician Well Being. Exercise Intolerance. Primary and Secondary Hemophagocytic Lymphohistiocytosis. Symptom Control in Patients with Cancer. Principles of Immunization. COVID and Other Coronavirus Infections. Desensitization. Point of Care Ultrasound. Placebo and Nocebo Effects. Bedside Examination Tests in the Patient with Low Back Pain and Antithrombotic Therapy in Adult Patients.

Contemporary Business Louis E. Boone, David L. Kurtz, Daniel Pfaltzgraf, 2024-08-14 Student friendly engaging and accessible Contemporary Business 20e equips students with the skills to assess and solve today's global business challenges and succeed in a fast paced environment. Designed to drive interest in business our newest edition offers a comprehensive approach to the material including a variety of resources to support today's students. Its modern approach wealth of videos relevant and up to date content and career readiness resources keep your course current and engaging.

The First Meeting Differentiator Lee B. Salz, 2025-09-30 The first meeting is where everything begins or ends. Get it right and you build unstoppable deal momentum. Get it wrong and the deal is in big trouble. Traditional discovery meetings must die. Today's buyer demands it. They no longer tolerate one sided sales interrogations that serve the seller but

provide no value to them If they agree to a meeting with you they expect something more a consultation experience that makes them wiser as a result of time spent with you That's the transformation The First Meeting Differentiator guides you to make In this breakthrough book world renowned sales management strategist and bestselling author Lee B Salz reveals the strategy and the step by step framework for transforming your first meetings into high impact client centric consultations that differentiate you and lay the foundation to win more deals at the prices you want This shift changes the entire buyer seller experience First meetings become energized trust building impactful conversations that ignite interest and set the stage for closing deals Following the success of Salz's bestsellers Sales Differentiation and Sell Different The First Meeting Differentiator adds a powerful new component to your sales strategy Packed with real world stories actionable insights and hands on workshops this is the ultimate guide to modernizing your sales approach and outselling the competition Design a first meeting strategy that excites prospects and earns their trust Use techniques that differentiate the meeting experience not just your product Shift from one sided discovery to dynamic consultations that deliver value for both sides Engage emotions in ways that motivate them to take action by leveraging Empathetic Expertise Master qualifying to separate real deals from mirages Create intriguing questions that qualify deals differentiate you and make consultations magical Stop talking about features and benefits and develop stories that captivate differentiate and lead them to want to buy from you

Four Days a Week Juliet Schor, 2025-06-03 Bestselling author leading sociologist and economist Juliet Schor makes the case for a four day work week persuasively showing how this model can address major challenges such as burnout AI and the climate crisis and how employees companies and governments can work together to make it a reality Around the world long hours and intense pressure are taking their toll When the pandemic hit in 2020 work induced stress and burnout skyrocketed Many reached a breaking point Now three quarters of the world's employees are disengaged and struggling including in the US and Canada where half are experiencing high levels of daily stress Our current work culture the five day forty hours a week model which has gone unchanged for nearly a century is failing But a remedial countertrend has emerged the four day work week Kickstarter Bolt Basecamp ThredUp and hundreds of other employers have eliminated the fifth day of work successfully figuring out how to maintain productivity while seeing remarkable improvements in employee well being Hiring is easier and fewer people are quitting These results are global Working a four day week people feel energized capable and more optimistic about their lives and their jobs Four Days a Week is the first large scale study of this trend Juliet Schor an expert who has researched and written about work for more than four decades beginning with her New York Times bestseller *The Overworked American* in 1992 shares her pioneering analysis of the benefits of a shorter work week how companies can achieve them why the concept has taken so long to emerge and gain acceptance and why doing so will help a company's employees and its bottom line The book is a blueprint for implementing a change that once seemed radical but is now within reach *Entrepreneurship* Andrew Zacharakis, Andrew C. Corbett, William D. Bygrave, 2025-02-11 Guides aspiring

entrepreneurs through the process of starting a new venture in today's economy. Entrepreneurship is an essential resource for both undergraduate and MBA courses on new venture creation. With a focused hands-on learning approach, this leading textbook integrates contemporary cases, practical examples, and foundational theory in a single volume. Student-friendly chapters explain each step of the entrepreneurial process, including idea generation, prototyping, opportunity evaluation, business model development, team building, marketing, financial forecasting, legal and tax considerations, and much more. Now in its sixth edition, Entrepreneurship is thoroughly updated to reflect today's business environment. Entirely new material on Artificial Intelligence, AI, and digital marketing is accompanied by new examples and case studies of entrepreneurs facing issues in the real world. Throughout this edition, the authors provide timely insights on engaging with new ventures as investors, bankers, accountants, lawyers, vendors, customers, and employees. Delving into the real world trials and tribulations of entrepreneurs in the US and around the world, Entrepreneurship Sixth Edition remains the go-to textbook for upper-level undergraduate business management and entrepreneurship majors, MBA students, early career business professionals, and general readers wanting to understand what it takes to create a new venture in the modern business landscape. New to this Edition: Expanded reflecting current approaches and recent developments in the sphere of entrepreneurship; New chapter on digital marketing including real world strategies and challenges; New coverage of the role and impact of AI in starting a new venture especially around prototyping; Updated discussion of the entrepreneurial competitiveness of various nations; Revised material on prototyping new ideas and business models; New end of chapter cases, examples, and references; Wiley Advantage Helps students develop an inclusive perspective on how businesses are born, grow, and succeed or fail; Covers all stages of the entrepreneurial process from pre startup through harvest including financing, business planning, and creating realistic financial forecasts; Presents an up-to-date and well-balanced exposition of all concepts and cases; Contains actual cases of entrepreneurs facing the issues discussed in each chapter; Provides an Opportunity Journal for students to reflect on the lessons and consider how to apply them to their future careers; Includes sample syllabi, chapter outlines, case lecture notes, an image bank, discussion questions, a test bank, classroom activities, and other teaching resources.

ChatGPT: The Artificial Intelligence of Tomorrow... That's Here Today! Gary Stevens, 2023-10-31. Artificial Intelligence is the future that's already here and it's going to change life as we know it. ChatGPT has exploded onto the scene and the need to harness the immense power of this phenomenal AI technology is right now. In this book, you'll discover everything you need to know about ChatGPT and how to use it to your advantage and gain a head start on everyone else before they find out about it too. Including: What is ChatGPT and What Can It Do? Using ChatGPT for content creation, How to make money with ChatGPT, Using ChatGPT to write interesting and engaging emails, Fiction and non-fiction book outline creation, Writing compelling sales pages with ChatGPT, Use ChatGPT for enquiries about anything and everything, Coming up with podcast scripts, outlines, Tips and Tricks for fine tuning ChatGPT, Advanced Applications of ChatGPT, Using ChatGPT to come up with business ideas.

Utilizing ChatGPT in Business Applications Frequently asked questions and their answers The world is being changed by Artificial Intelligence Be sure you're onboard and that you don't get left behind *Pivot or Die* Gary Shapiro, 2024-10-08 From Gary Shapiro New York Times bestselling author and head of CES and the Consumer Technology Association a manifesto for today's top executives entrepreneurs and leaders pivot or die As CEO of the Consumer Technology Association owner and producer of CES Gary Shapiro has had a front row seat to the launch of nearly every recent major technology He's seen tech companies rise and fall and bankrupt entrepreneurs become billionaires After more than four decades in the industry he knows that leaders who make it in the tech world have one thing in common they know how to pivot Drawing upon detailed case studies economic theory and personal experience Pivot or Die offers a behind the scenes look at the development of innovative technology and business strategies Along the way Shapiro offers a pivot framework for leaders in technology and beyond to stay flexible and agile The startup pivot how startups can shake up industries and maximize the advantage of new ideas The forced pivot adapting to the unforeseeable or simply unforeseen and meeting shifting consumer demands The failure pivot why failure can deliver better lessons than success and how to take those lessons forward The success pivot Beating the market by seizing opportunity and out pivoting your competitors In laying out each of these pivots Shapiro shares unique lessons on how leaders can change minds and mindsets and steer their organizations to success in an increasingly competitive environment

Badass Begums Anoushka Jain, 2025-12-12 History rarely shines a light on the formidable Mughal begums who boldly navigated the imperial courts brokered powerful deals reshaped Delhi's skyline created private spaces for women fought battles and resisted patriarchy all from their place behind the purdah In Badass Begums Anoushka Jain introduces you to ten such Mughal era women whose lives rippled with ambition romance intrigue and fierce resilience Jahanara Begum Shah Jahan's favourite daughter who designed Chandni Chowk and her sister the firebrand Roshanara Begum who schemed with Aurangzeb to take over her father's empire the invincible Begum Samru a tawaif turned ruler who led her own army into battles Maham Anga and Mubarak Begum whose counsel rivalled that of chief ministers and the resolute Qudsia Begum who built riverfront gardens only to see them battered by rebellions these and other stories come alive in a riveting narrative and walking tour maps of the places they lived in or curated Based on rigorous research and written with warmth Badass Begums is an eye opening journey through the breathtaking legacies still hidden in the by lanes of Delhi *The Sacred Chain* Jim Stump, 2024-04-02 In this marvelously accessible book philosopher Christian Jim Stump provides the reader with new eyes for a journey through time the origin of the soul suffering and morality and reveals how the latest scientific findings about what it means to be human have led him to a deeper and more authentic faith Francis S Collins Director of the Human Genome Project and Founder of BioLogos author of The Language of God A thought provoking and eye opening work by Jim Stump Vice President at BioLogos and host of the Language of God podcast offering a compelling argument about how evolution does not have to be at odds with faith but can actually enrich and deepen it In

this moving and deeply thoughtful book Jim Stump takes readers with him on his journey to understanding evolution and reconciling it with his faith The Sacred Chain draws on philosophy theology and the latest scientific research to tackle some of the biggest questions facing humanity and people of faith today such as How can we hold the Bible as a sacred text and yet reconcile modern science with it By condensing noteworthy events in the history of our universe into one calendar week what can we learn about God s creative process and priorities and where humans fit in If humans are created in the image of God what does evolution have to teach us about our species and our place in creation What about the soul How can we understand our transcendent qualities if the human body is the product of evolution How does evolutionary science help us understand how God might use pain and suffering for important and good purposes Does it have to be one or the other science or religion or is there a third way one that not only preserves faith in the face of modern science but leads to a stronger more relevant and more authentic faith Deeply researched and a delight to read The Sacred Chain provides clarity in our uncertain times revealing a bigger picture of our world and our place within it It is a panorama consistent with the scientific findings about who we are and where we come from that can actually bolster our faith as it engages our curiosity about ourselves our universe and the nature of existence itself

The Evolution of Management Thought

Daniel A. Wren,Arthur G. Bedeian,2023-09-27 The new edition of the canonical text on the history and development of management thought Far more than a chronicle of the historical development of modern management s many roots the newly released ninth edition of The Evolution of Management Thought by Daniel A Wren and Arthur G Bedeian is a fascinating telling of how ideas about the nature of work the nature of human beings and the nature of organizations have changed throughout history Its methodology is analytic synthetic and interdisciplinary It is analytic in that it examines the backgrounds experiences and beliefs of people who made significant contributions to management thinking It is synthetic in that it weaves developmental trends social movements and environmental forces into a conceptual framework for understanding how management thinking has evolved within and across generations It is interdisciplinary in that it draws insights from economics history political science psychology and sociology to explain why management thinking has developed as it has The authors trace the intellectual history of modern management thought as an activity and as an academic discipline in a way that makes reading The Evolution of Management Thought a thoroughly enjoyable encounter Designed for upper level and graduate courses this new edition further cements The Evolution of Management Thought s place as the standard text in the field of management history for more than half a century

The 7th International Conference “Nanotechnology” (GTUnano)

Levan Chkhartishvili,Mikheil Chikhradze,Laszlo Kotai,2025-12-03 Selected peer reviewed extended articles based on abstracts presented at the 7th International Conference Nanotechnology GTUnano2024 Aggregated Book

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