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The Art and Science of Converting Prospects to Customers

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Khalid Saleh & Ayat Shukairy

Conversion Optimization The Art And Science Of Converting Prospects To Customers

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Software Business Andrey Maglyas,Anna-Lena Lamprecht,2016-06-06 This book contains the refereed proceedings of the 7th International Conference on Software Business ICSOB 2016 held in Ljubljana Slovenia in June 2016 Software business refers to commercial activities in and around the software industry aimed at generating income from the delivery of software products and services The theme of the event was Software as a New Way of Providing Cutting edge Solutions The 10 full and 5 short papers for ICSOB were selected from 38 submissions The papers span a wide range of issues related to contemporary software business ranging from strategic aspects to operational challenges The strong presence of software ecosystem papers confirms the importance of this topic and influence on software business In addition a short abstract of the key note by Peter Lick and Hans Bernd Kittlaus is also included

Digital Humanities and Material Religion Emily Suzanne Clark,Rachel McBride Lindsey,2022-04-04 Building from a range of essays representing multiple fields of expertise and traversing multiple religious traditions this important text provides analytic rigor to a question now pressing the academic study of religion what is the relationship between the material and the digital Its chapters address a range of processes of mediation between the digital and the material from a variety of perspectives and sub disciplines within the field of religion in order to theorize the implications of these two turns in scholarship offer case studies in methodology and reflect on various tools and processes Authors attend to religious practices and the internet digital archives of religion decolonization embodiment digitization of religious artefacts and objects and the ways in which varied relationships between the digital and the material shape religious life Collectively the volume demonstrates opportunities and challenges at the intersection of digital humanities and material religion Rather than defining the bounds of a new field of inquiry the essays make a

compelling case collectively and on their own for the interpretive scrutiny required of the humanities in the digital age

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