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arcane art of short selling to beware of manias, and they taught us fear. But, even in the worst of times, the curiosity and pleasure of detecting the truth kept some of us idly punching our calculators, watching inventories and cash flow, reading an occasional prospectus. "What's the point?" we were asked, particularly by the money managers who had sworn off shorting. The point is that the

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Nina Poulsen np.int@cbs.dk Presenting empirical material from the making of the exhibition This is Not Fiction at the

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7 The Psychology of Selling Developing a Powerful Sales Personality Session Two SELF-ASSESSMENT 1. Do I have high levels of self-confidence, self-esteem, ambition and determination to succeed?

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For five years, Beautiful, the Tony and Grammy Award-winning musical, has thrilled Broadway with the inspiring true story of Carole King's journey from teenage songwriter to the Rock & Roll Hall

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