

Mastering Technical Sales The Sales Engineers Handbook

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earthquakes are nearly unique among natural phenomena they affect virtually everything within a region from massive buildings and bridges down to the furnishings within a home successful earthquake engineering therefore requires a broad background in subjects ranging from the geologic causes and effects of earthquakes to understanding the impact of these effects on foundations buildings structures the infrastructure and even their social and economic impact the earthquake engineering handbook is a comprehensive resource that covers the spectrum of topics relevant to designing for and mitigating earthquakes in it international experts present engineering practices research and developments in north america europe and the pacific rim countries the emphasis is on professional applications with discussion ranging from basic dynamics and geoscience to new technologies intended to avoid rather than resist the forces of earthquakes covering both traditional and innovative practices the earthquake engineering handbook is the first professional reference that brings together all of earthquake engineering s many facets formulas tables and illustrations give immediate answers to questions arising in practice and summaries of the essential elements of each topic paint a global picture from which readers can develop understanding and the ability to think beyond the results presented

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