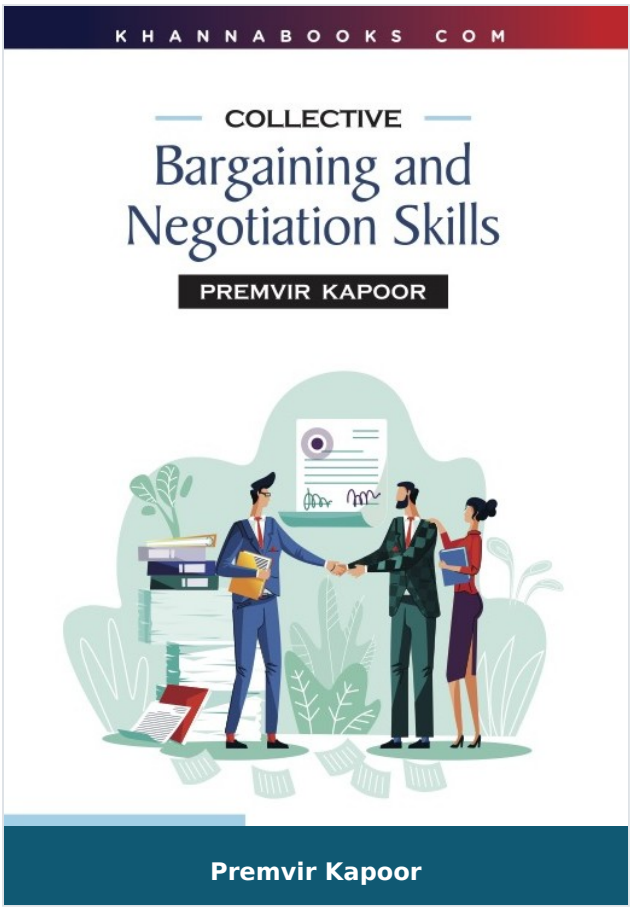



# Collective Bargaining And Negotiation Skills

| | |
|---|---|
| **Author :** | Premvir Kapoor |
| **ISBN 13 :** | 978-93-74540-88-6 |
| **ISBN 10 :** | 9374540886 |
| **E-ISBN 13 :** | 978-93-74540-88-6 |
| **Edition :** | First |
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| **Type of book :** | Physical |
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| **Publisher :** | Khanna Publishing House |
| **M.R.P :** | Rs 298.00 |
| **Categories :** | New Arrivals, Management Books, Bookstore |
| **Condition Type :** | New |
| **Country Origin :** | India |

## Product Description

### Collective Bargaining And Negotiation Skills

Collective Bargaining and Negotiation Skills has globally become a much discussed issue with economic conditions continuing to be uncertain complexity of business increasing many bold, competitive pressures mounting organizations becoming flatter by each passing day, managers have a tough balancing act to do one side they have a challenge of managing the needs, aspirations and emotions of their people, on the other side they have to negotiate from every stakeholder , the very best for their organization collective bargaining and negotiate are two very important and much needed skills for todays managers. the book test provides the readers a unique resource for continuing self-development. The book aims to fulfill the need of management students and also for the practitioners as a reference manual to help them upgrade their knowledge and skills with the right attitude. Both students in an academic setting as well as management practitioners will benefit from the text.

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- Preface
- An Overview of Collective Bargaining
- Consideration in Collective Bargaining
- Conflict Management
- Issues and Trends in Collective Bargaining
- Negotiation Skills
- Negotiating A Contract
- Developing Negotiation Strategies
- Bibliography


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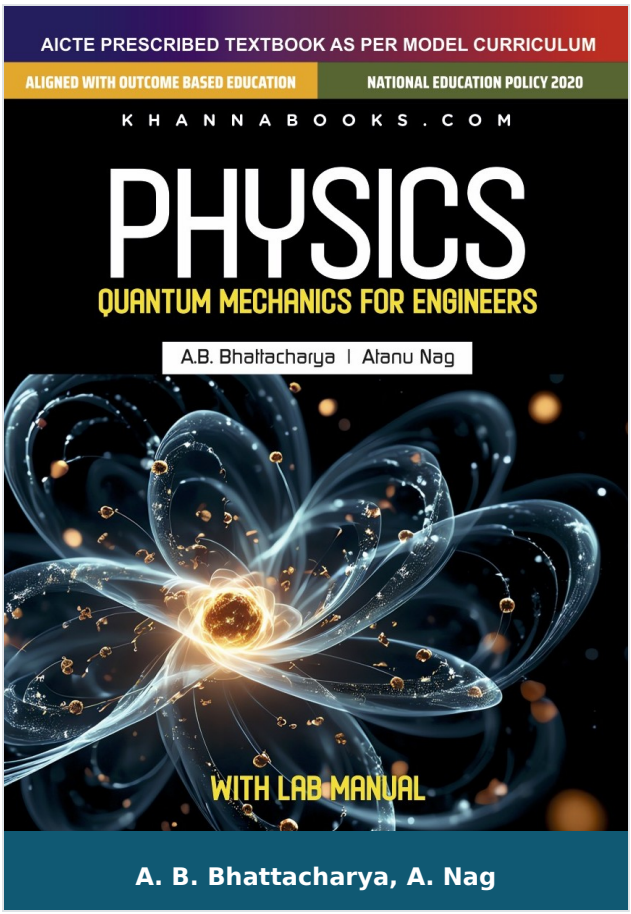
**Premvir Kapoor**

Dr. Premvir Kapoor BBM(BHU), MBA(Podar Institute of Management), LLB Delhi, Ph.D(Meerut University), Diploma in Training and Development, ISTD New Delhi, Diploma in Corporate Laws and Secretarial Practice(Indian Law institute New Delhi). He has worked s Director in Sri Ram Institute of Management and IIMT Institute of Management, Greater Noida and Professor of Human Resource Management at IMS Ghaziabad and Lingaya University Faridabad. He has been associated with some of the leading Institutes of Company Secretaries of India, Institute of Marketing management, Western U.P Productional Council. He is a member of Indian Law Institute, New Delhi. He has been visiting faculty at various prestigious business schools.

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# Physics (Quantum Mechanics for Engineers) With Lab Manual

| | |
|---|---|
| **Author :** | A. B. Bhattacharya, A. Nag |
| **ISBN 13 :** | 978-93-91505-25-7 |
| **ISBN 10 :** | 9391505252 |
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For the implementation of an outcome based education the first requirement is to develop an outcome based curriculum and incorporate an outcome based assessment in the education system. By going through outcome based assessments evaluators will be able to evaluate whether the students have achieved the outlined standard, specific and measurable outcomes. With the proper incorporation of outcome based education there will be a definite commitment to achieve a minimum standard for all learners without giving up at any level. At the end of the Programme running with the aid of outcome based education, a student will be able to arrive at the following outcomes:

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- Basic Formalism of Quantum Mechanics
- Mathematical Preliminaries for quantum mechanics
- Applications of Schrodinger equation
- Introduction to Molecular Bonding
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- Appendices
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- CO and PO Attainment Table


## Author

**A. B. Bhattacharya**

Prof. A. B. Bhattacharya did his MSc and PhD degree from the University of Calcutta in Physics and Post-doc from the Massachusetts Institute of Technology (MIT), Cambridge, USA. He worked in close collaboration with the leading laboratories like Lincoln Laboratory; Milestone Hill Observatory; Earth, Atmospheric and Planetary Sciences division of MIT and many other well recognized laboratories in India and abroad. He served as Professor & Head of the Department of Physics, University of Kalyani; Dean of Research and Head of the ECE Department, Techno India University; Pro Vice Chancellor of JIS University and Director of Brainware University. He has published 32 text books for Science and Engineering students, two popular books for general readers and over 400 research articles in reputed International Journals. Under his supervision 24 scholars received their doctoral degree. He is a fellow of the Institute of Electronics and Telecommunication Engineers and member of many scientific organizations. India

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International Friendship Society awarded him the prestigious "Shiksha Ratna Award" and Certificate of Excellence for meritorious services, outstanding performance and significant contribution to education. The International Institute of Success Awareness hon0red him with their globally recognized "Glory of India Gold Medal" for his outstanding contribution to the national stature of India. A few words from the certificate issued by Prof. Williams of MIT may be quoted "Our collaborative effort was directed at the wavelength dependence of radar echoes observations with the Millstone Hill UHF radar in Westford. He made use of the Charles River Data System computer in the Weather Radar Laboratory for these calculations. His results help to make a convincing case that the volume reflectivity associated with lighting is a diminishing function of radar wavelength, contrary to contemporary thinking". Dr.

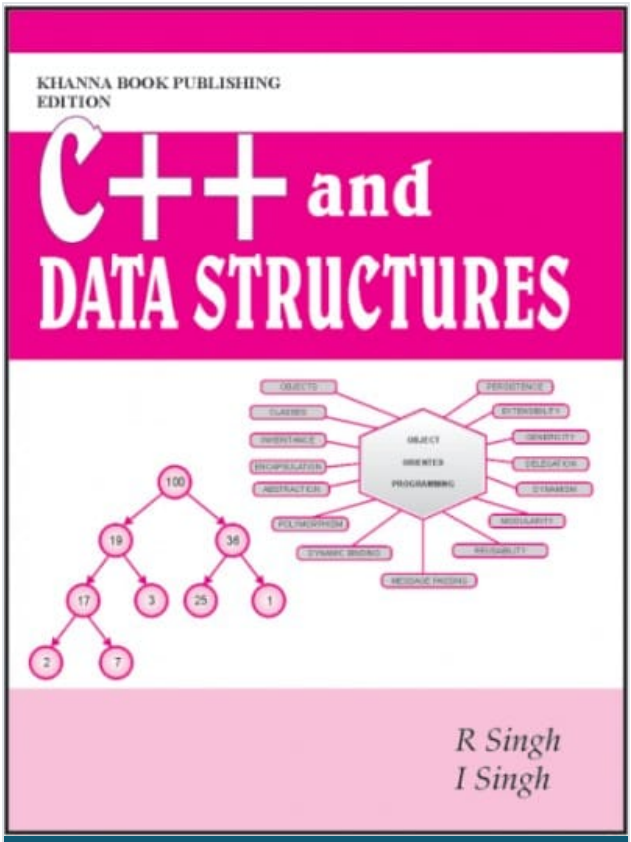
**A. Nag**

A. Nag Dr. Atanu Nag did his M. Sc. in 2007 and Ph. D. in 2013 from the University of Kalyani. He has published over 50 Journal papers and 5 books for Science & Engineering students. Presently he is the Head and Associate Professor in the Department of Physics, Modern Institute of Engineering & Technology, Hooghly, West Bengal.

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R. Singh

# C++ and Data Structures

| | |
|---|---|
| **Author :** | R. Singh |
| **ISBN 13 :** | 978-93-80016-79-5 |
| **ISBN 10 :** | 9380016794 |
| **E-ISBN 13 :** | 978-93-80016-79-5 |
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| **M.R.P :** | Rs 495.00 |
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Written with the beginner in mind, this book provides an exceptionally clear and precise detail of C++ and data structures. Its approach is explanatory and language is lucid and communicable. Each and every concept described with the help of its pictorial representation, examples, and solved programming to have clear ideas. Each chapter contains programming problems, objective type questions, and exercises.

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- Algorithm Design and Complexity
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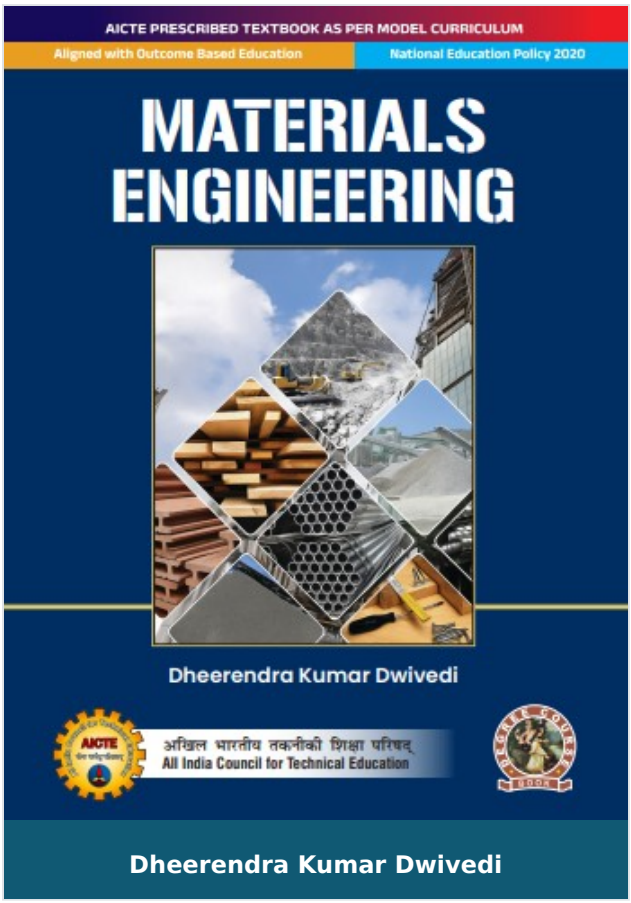
**R. Singh**

R. Singh "R Singh, MCA is equipped with an extraordinary calibre and appreciable academic potency. He has teaching experience of nearly twenty years. He has authored ten books on various complex topics of computer science. He has already submitted his Ph.D. thesis in the field of system simulation. His other areas of interest include Software Engineering, Data Structures and Information Systems. "

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# Materials Engineering

| | |
|---|---|
| **Author :** | Dheerendra Kumar Dwivedi |
| **ISBN 13 :** | 978-93-55389-88-6 |
| **ISBN 10 :** | 9355389884 |
| **E-ISBN 13 :** | 978-93-55389-88-6 |
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## Product Description

### Materials Engineering

Materials play very important in development of efficient and reliable products, and systems leading to the improved life of society. Material affects the design and manufacturing of products and systems significantly. Therefore, it is extremely important for mechanical, production, manufacturing and material engineers to have a systematic understanding on fundamental of material science affecting microstructure and mechanical properties coupled techniques and approaches available to modify and improve properties as per need of application. The book entitled “Materials Engineering” developed as per model curriculum of AICTE for 4th semester student of subject Materials Engineering

### Salient Features:

- Content of the book aligned with the mapping of Course Outcomes, Programs Outcomes and Unit Outcomes.
- In start of eads unit learning outcomes are listed to make the student understand what is expected out of him/her after completing that unit.
- Book provides lots of recent information, interesting facts, QR Code for E resources, QR Code for use of ICT, projects, group discussion etc.
- Student and teacher centric subject materials included in book with balanced and chronological manner.
- Figures, tables, and software screen shots are inserted to improve clarity of the topics.
- Apart from essential information a 'Know More' section is also provided in each unit to extend the learning beyond syllabus.

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- Short questions, objective questions and long answer exercises are given for practice of students after every chapter.
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- Theories of Failures Under Static Loading and Fatigue Behaviour
- Phase Diagram and Metallurgical Transformation
- Hear Treatment of Steel
- Common Engineering Metals: Mechanical Properties and Manufacturing
- Unit Summary
- Exercises
- Practical
- Know More
- References and Suggested Readings


## Author

**Dheerendra Kumar Dwivedi**

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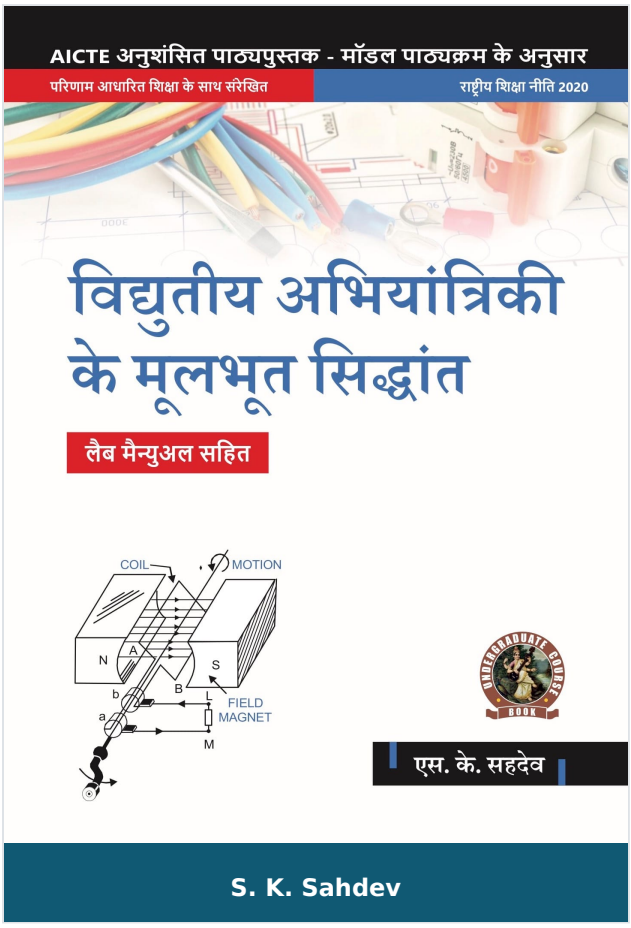
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Dr. Dheerendra Kumar Dwivedi Professor, Department of Mechanical and Industrial Engineering Indian Institute of Technology Roorkee

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# Basic Electrical Engineering (with Lab Manual)

| | |
|---|---|
| **Author :** | S. K. Sahdev |
| **ISBN 13 :** | 978-93-55381-15-6 |
| **ISBN 10 :** | 9355381158 |
| **E-ISBN 13 :** | 978-93-55381-15-6 |
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## Product Description

This textbook “Basic Electrical Engineering” is based on the latest syllabus of the Universities AICTE and Educational Institutes. In this edition, some material of the book has been rewritten to make the presentation easily comprehensible. More illustrative examples mainly from IAS, IES and GATE and other competitive examinations have been added. Various problems with answers have been added to support the text. For quick revision, summary/ highlights are given at the end of each chapter.

Salient Features:

1. DC Circuits.
2. AC Circuits.
3. Transformers.
4. Electrical Machines.
5. Power Converters.
6. Electrical Installations.

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- Transformers
- Electrical Machines
- Power Converters
- Electrical Installations


## Author


**S. K. Sahdev**

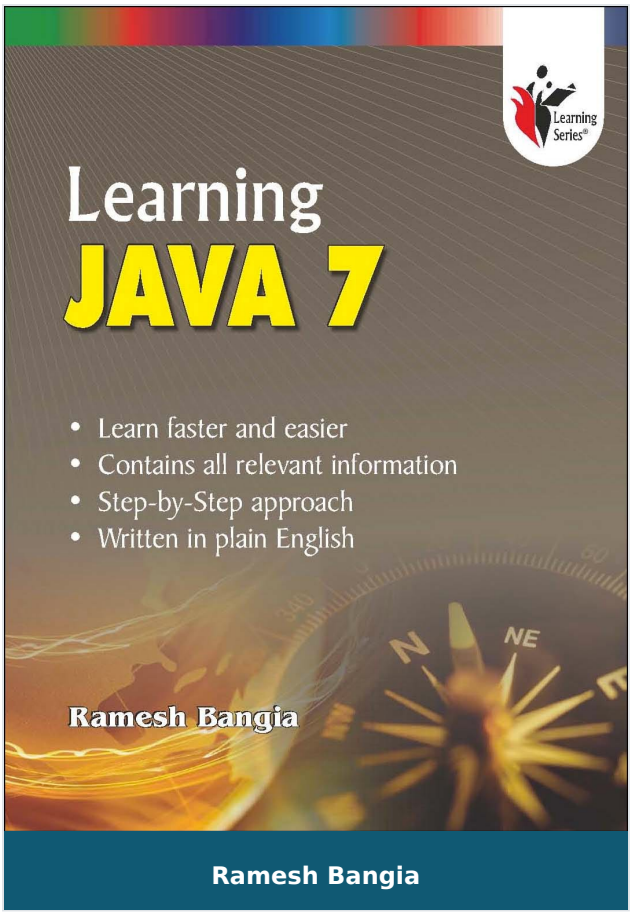
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# Learning JAVA 7

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|---|---|
| **Author :** | Ramesh Bangia |
| **ISBN 13 :** | 978-93-81068-22-9 |
| **ISBN 10 :** | 9381068224 |
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## Product Description

The complete Learning Series has been designed in a very systematic and logical manner. Each topic has been developed from the basic concepts. Practically every major point in the text is illustrated with suitable examples and screen shots. This will help the students in understanding the basic theory and train them in solving every problem systematically, and confidently. A large number of unsolved as well as solved exercises have also been included in the book.

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- Introduction to JAVA
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- Interacting with Filesystems
- JAVA 7 and Web Services
- JAVA 7 and Android
- Questions


## Author

**Ramesh Bangia**

Ramesh Bangia, has been writing computer books on various topics. He has written books for Schools. Training Institutes, Technical Universities, Distance Education Programs, Colleges and General. His tally of books exceeds 500 in number. Trained both in India and Abroad and having studied at IIT Delhi, he becomes automatic choice for most of the publishers in India. Though based in Delhi, his books are popular all over India and are even exported to Middle Ease and African countries.

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# Introduction to Web Technology

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The Internet provides new opportunities for any individual or organization in the world. It represents a low cost opportunity for business to promote their products and services world wide. The internet is a global data communications system. It is a hardware and software infrastructure that provides connectivity between computers. The web is one of the services communicated via the internet. web applications are using web technologies such as web browsers and web servers. Java allow you to play online games, chat with people around the world. It is also integral to the intranet applications and other e-business solutions that are the foundation of corporate computing. Web Technologies definitely has a future in teaching and research, as well as web development. The objective of this book is to promote that future by spreading the use of the web technologies as widely as possible.

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- Graphics Programming
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- Swing Programming
- Java Servlets
- Java Server Pages
- Working with Database
- Developing Java Beans in JSP Page
- Introduction to Struts Frameworks


## Author

**Tanweer Alam**

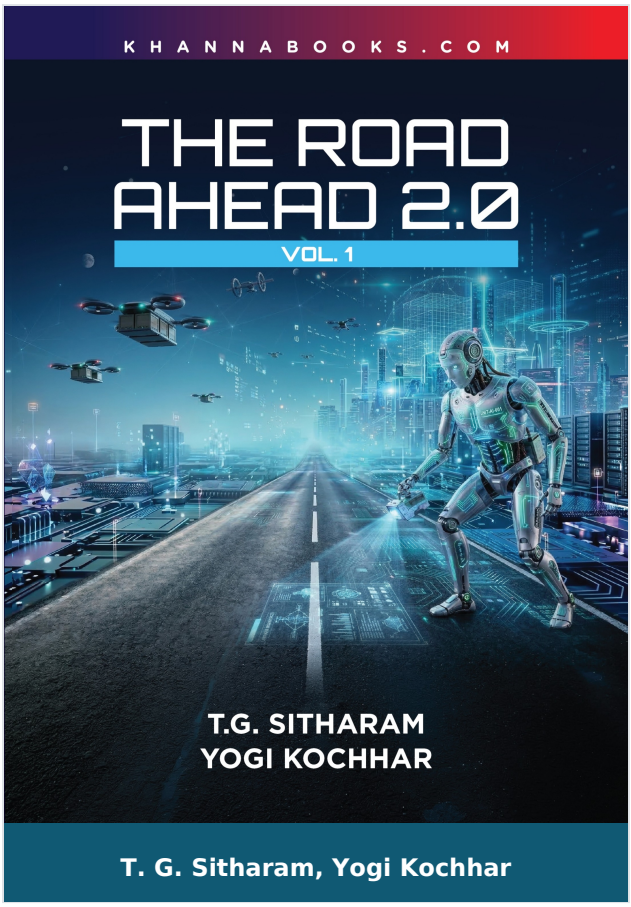
Tanweer Alam has an experience of more than seven years in the Teaching field. Currently, He is working at MCA Department, Meerut Institute of Engineering and Technology, Meerut. He has got his MCA Degree in 2003 from UP Technical University, Lucknow, UP. He has got his Master Degree in Mathematics in 2000 from CCS University,

Meerut, UP. He has got his MPhil Degree in Computer science in 2007 from MKU, Madurai. He is also MTech in IT and currently, He is doing PhD in Computer Science & Engineering. He presents more than thirty research papers in various reputed national/international Conferences/Journal.

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# The Road Ahead 2.0 Volume-1 (Colour Edition)

| | |
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| **Author :** | T. G. Sitharam, Yogi Kochhar |
| **ISBN 13 :** | 978-93-74545-65-2 |
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## Product Description

The world stands at the edge of monumental change. Like the dinosaurs, we too tread the path of history, unaware of what's next. AI is here, and it's poised to transform how we live, work, and play.

This book draws inspiration from Bill Gates' The Road Ahead, Marconi's pioneering spirit, and Santiago's journey in Paulo Coelho's The Alchemist. As you explore the Preface and beyond, you'll find sparks of imagination—just as Gates did decades ago—igniting a revolution.

The book distills global activity through the lens of AI across 70+ concise chapters. Santiago embarks on a metaphorical quest through this "crystal ball," uncovering how AI will shape the future. Guided by engaging stories and analogies, you'll navigate a forest of ideas, including Santiago's imagined meeting with Harry Potter.

We've kept the chapters paper thin, allowing you to "eavesdrop" on conversations exploring whether AI is a bane or a boon. Along the way, we challenge you to reflect on critical truths: Practice precedes policy. Policies codify practices, but AI's rapid pace will always outstrip them. Like football played before rule books, generative AI will sprint light-years ahead of regulation.

Think of it as a modern Tom and Jerry—the policy-maker cat chasing an ever-moving laser pointer.

This journey is a call to action: adapt or adopt, for the times demand it. Otherwise, like footprints in the sand, we risk fading into obscurity.

For those seeking change, this book offers a different sauce. It's a salute to imagination, catalyzing transformation akin to Who Moved My Cheese?—an ode to Dr. Spencer Johnson. We carry him in a parody inside.

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Clue: Adapt, adopt, and lead. The AI revolution is here to stay.

Endorsements

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“This book is an almanac that brings a purposeful exactitude to planet, people, and profit in that order where AI becomes a partner in achieving our shared goals.”— Prof. Phoebe Koundouri, Chair: Climate Change, UN SDSN.

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- AI-Socio-Eco-Political- Finance, Governance & Crypto
- Education Management
- Education Streams


## Author

**T. G. Sitharam**

T. G. Sitharam is a civil engineer, professor at IISc Bangalore, former director at IIT Guwahati. Currently, he is serving as Chairman of the All India Council for Technical Education, (AICTE) from 1 December 2002 onwards. He is known for his works in the fields of rock mechanics, rock engineering geotechnical earthquake engineering. He is an elected fellow of Indian Geotechnical Society, Institution of Engineers (India) and American Society of Civil Engineers.

**Yogi Kochhar**

Yogi Kochhar : - Yogi, an AI FUTURIST, works across sectors in US, UK and India to operationalize AI adoption at scale: his ability to simplify complex ideas and translate them into implementable constructs gives this book its unique clarity and force. Author, Poet Golfer, Trekker. Their collaboration results in a seminal work that charts not just

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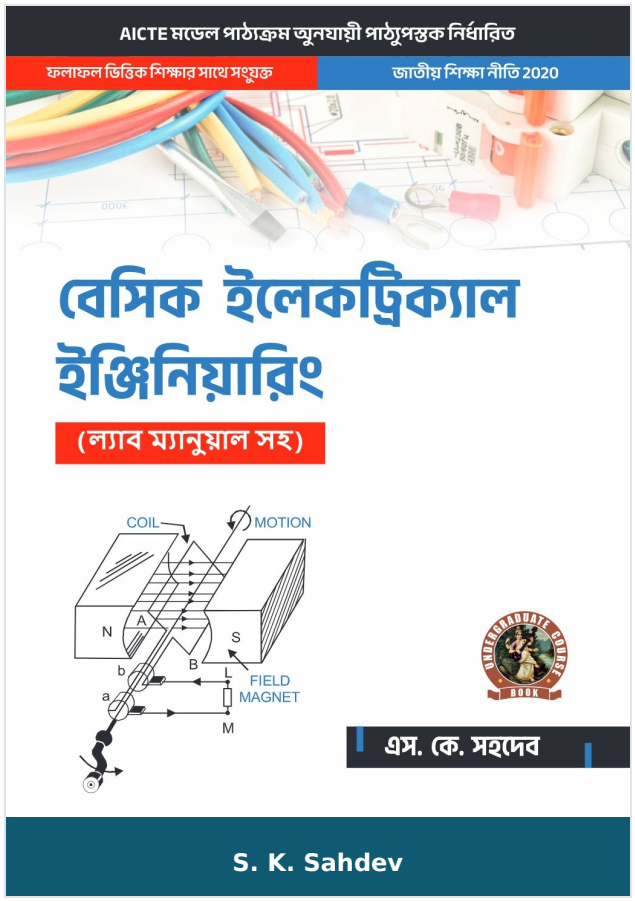
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what AI can do, but what it must do; strengthen institutions, empower citizens, and prepare societies for an era of profound transformation.

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# Basic Electrical Engineering (with Lab Manual)

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## Product Description

This textbook “Basic Electrical Engineering” is based on the latest syllabus of the Universities AICTE and Educational Institutes. In this edition, some material of the book has been rewritten to make the presentation easily comprehensible. More illustrative examples mainly from IAS, IES and GATE and other competitive examinations have been added. Various problems with answers have been added to support the text. For quick revision, summary/ highlights are given at the end of each chapter.

Salient Features:

1. DC Circuits
2. AC Circuits
3. Transformers
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- Guidelines for Teacher
- Guidelines for Students
- DC Circuits.
- AC Circuits.
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## Author


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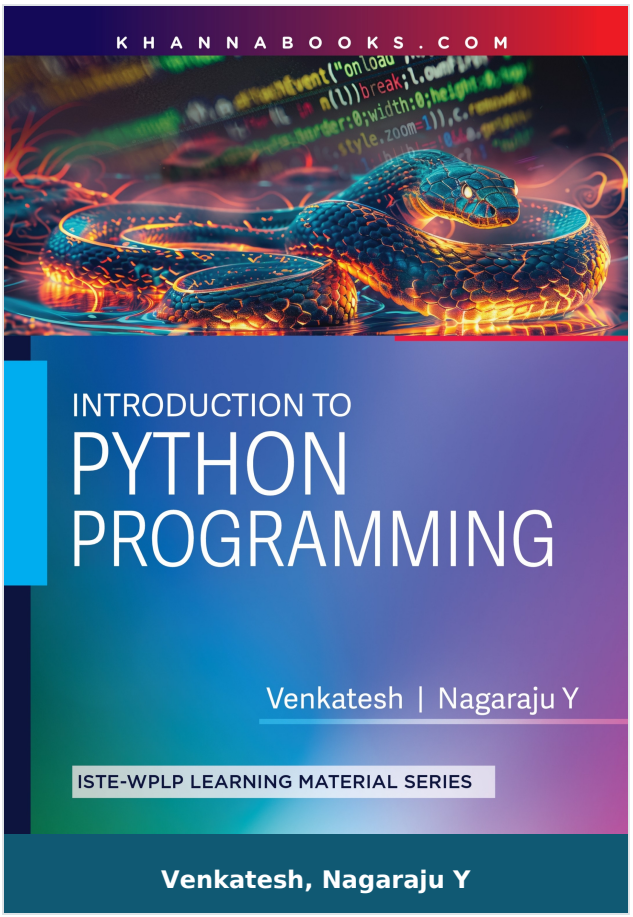
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# Introduction to Python Programming


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The educational objective of this textbook is an Introduction to Python Programming, computer application development using python. This book serves two purpose in general. First, it serves as a text book in a college-level introductory to Python Programming subject. Second, the book is a broad introduction to the python concepts, libraries and tools essential for application development. Learning python has become a prerequisite for computer science graduates because, python has powerful software libraries that make complex tasks simple. The motivation behind writing this book is for the ease of learning Python and the ease of using its libraries in application development.

The textbook's pedagogical approach is to introduce Python programming concepts, Python programming in a easy and understanding manner. The approach followed in this book is more akin to learning a mother tongue, starting from small general-purpose words and then forming sentences and paragraphs.

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- Web Programming Using Python
- Database and Data Processing in Python


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