# Chapter 1 A Framework For Interpersonal Skill Development

Under IFRS, U.S. GAAP, and the SEC rules and regulations,business enterprises must recognise measure and discloseinformation regarding equity items on the face of the statement offinancial position, other specific statements, or in the notes tothe financial statements. However, under both IFRS and U.S. GAAPthere is no all-inclusive general standard on stockholders'equity. This book clarifies the process of reporting stockholders'equity in a manner which can be reconciled under all the relevantstandards. "Not only has the author addressed the informationalneeds of the players in the accounting industry, he has also drawn,based on his vast experience, practical implications of reportingunder both standards." —Noraini Mohd Nasir,Journal of Financial Reporting and Accounting

This book is a collection of articles, written by both academics and practitioners as an evidence base for citizen engagement through information and communication technologies (ICTs). In it, the authors ask: how do ICTs empower through participation, transparency and accountability? Specifically, the authors examine two principal questions: Are technologies an accelerator to closing the "accountability gap" – the space between the supply (governments, service providers) and demand (citizens, communities, civil society organizations or CSOs) that requires bridging for open and collaborative governance? And under what conditions does this occur? The introductory chapters lay the theoretical groundwork for understanding the potential of technologies to achieving intended goals. Chapter 1 takes us through the theoretical linkages between empowerment, participation, transparency and accountability. In Chapter 2, the authors devise an informational capability framework, relating human abilities and well-being to the use of ICTs. The chapters to follow highlight practical examples that operationalize ICT-led initiatives. Chapter 3 reviews a sample of projects targeting the goals of transparency and accountability in governance to make preliminary conclusions around what evidence exists to date, and where to go from here. In chapter 4, the author reviews the process of interactive community mapping (ICM) with examples that support general local development and others that mitigate natural disasters. Chapter 5 examines crowdsourcing in fragile states to track aid flows, report on incitement or organize grassroots movements. In chapter 6, the author reviews Check My School (CMS), a community monitoring project in the Philippines designed to track the provision of services in public schools. Chapter 7 introduces four key ICT-led, citizen-governance initiatives in primary health care in Karnataka, India. Chapter 8 analyzes the World Bank Institute's use of ICTs in expanding citizen project input to understand the extent to which technologies can either engender a new "feedback loop" or ameliorate a "broken loop". The authors' analysis of the evidence signals ICTs as an accelerator to closing the "accountability gap". In Chapter 9, the authors conclude with the Loch Ness model to illustrate how technologies contribute to shrinking the gap, why the gap remains open in many cases, and what can be done to help close it. This collection is a critical addition to existing literature on ICTs and citizen engagement for two main reasons: first, it is expansive, covering initiatives that leverage a wide range of technology tools, from mobile phone reporting to crowdsourcing to interactive mapping; second, it is the first of its kind to offer

concrete recommendations on how to close feedback loops.

Offers practitioners, researchers, and academicians with fundamental principles of cooperative communication. This book provides readers diverse findings and exposes underlying issues in the analysis, design, and optimization of wireless systems.

A comprehensive introduction to ocean ecology and a new way of thinking about ocean life Marine ecology is more interdisciplinary, broader in scope, and more intimately linked to human activities than ever before. Ocean Ecology provides advanced undergraduates, graduate students, and practitioners with an integrated approach to marine ecology that reflects these new scientific realities, and prepares students for the challenges of studying and managing the ocean as a complex adaptive system. This authoritative and accessible textbook advances a framework based on interactions among four major features of marine ecosystems—geomorphology, the abiotic environment, biodiversity, and biogeochemistry—and shows how life is a driver of environmental conditions and dynamics. Ocean Ecology explains the ecological processes that link organismal to ecosystem scales and that shape the major types of ocean ecosystems, historically and in today's Anthropocene world. Provides an integrated new approach to understanding and managing the ocean Shows how biological diversity is the heart of functioning ecosystems Spans genes to earth systems, surface to seafloor, and estuary to ocean gyre Links species composition, trait distribution, and other ecological structures to the functioning of ecosystems Explains how fishing, fossil fuel combustion, industrial fertilizer use, and other human impacts are transforming the Anthropocene ocean An essential textbook for students and an invaluable resource for practitioners

This chapter is from The Handbook of Program Management, which provides you with a solid framework for implementing a project management culture that will allow your company to maintain a pattern of repeatable success. You will learn how process--when integrated with technology and personnel--is the real key to delivering improved products and services for the long-term.

Action leadership is a creative, innovative, collaborative and self-developed way to lead. It eschews the hierarchical structure usually associated with leadership and is based instead on the democratic values of freedom, equality, inclusion and self-realization. It take responsibility for, not control over, people through networking and orchestrating human energy towards a holistic outcome that benefits the common interest. Action leaders are passionate people who abide by the motto that "Learning does not mean to fill a barrel but rather to ignite a flame" in others. And in this time of rapid economic, political, technological, social and ecological changes, action leadership and action leaders are precisely what's needed to improve how people and organizations engage constructively to address the myriad complex issues challenging society at all levels. Action Leadership: Towards a Participatory Paradigm explains and illustrates how action leadership can be developed through participatory action learning and action research (PALAR). It addresses real-life issues by people who choose to work collaboratively towards shared goals while developing their learning, insights, knowledge, people skills and personal relationships through involvement in a PALAR project. The book provides a conceptual framework for action leadership and for the integrative, practical theory of PALAR; and examples

of applications in higher education, management education for organization development, and community development. Readers are encouraged to adopt, adapt and further develop the evolving concepts of action leadership and PALAR in a participatory paradigm of learning, research and development.

An Improved Conceptual Framework for Financial ReportingChapter 1 the Objective of Financial Reporting: Chapter 2 Qualitative Characteristics and Constraints of Decision-Useful Financial Reporting Information: Exposure Draft: Comments to Be Received by 29 September 2008Exposure Draft of an Improved Conceptual Framework for Financial ReportingChapter 1: A Theoretical Framework for Social Work with FamiliesComputational Frameworks for the Fast Fourier TransformSIAM

Jan Brinckmann analyzes how competencies of founders of new technology-based firms affect the development of their ventures. The research is grounded in competence-related literature and combines insights from entrepreneurship and management research.

The first English translation of a classic treatise on how the Tibetan practice of Dzogchen, or Great Perfection, is in fact the culmination of the path of Mahayana Buddhism. Rongzom Chökyi Zangpo wrote this treatise in the eleventh century during the renaissance of Buddhism in Tibet that was spurred by the influx of new translations of Indian Buddhist texts, tantras, and esoteric transmissions from India. For political and religious reasons, adherents of the "new schools" of Tibetan Buddhism fostered by these new translations cast the older tradition of lineages and transmissions as impure and decadent. Rongzompa composed the work translated here in order to clearly and definitively articulate how Dzogchen was very much in line with the wide variety of sutric and tantric teachings espoused by all the Tibetan schools. Using the kinds of philosophic and linguistic analyses favored by the new schools, he demonstrates that the Great Perfection is indeed the culmination and maturation of the Mah?y?na, the Great Vehicle. The central topic of the work is the notion of illusory appearance, for when one realizes deeply that all appearances are illusory, one realizes also that all appearances are in that respect equal. The realization of the equality of all phenomena is said to be the Great Perfection approach to the path, which frees one from both grasping at, and rejecting, appearances. However, for those unable to remain effortlessly within the natural state, in the final chapter Rongzompa also describes how paths with effort are included in the Great Perfection approach.

The Programme for the International Assessment of Adult Competencies (PIAAC) is an international assessment of adult skills. The assessment framework provides an agreed definition of what should be measured and guide the construction and interpretation of tasks included in the assessment.

. The report reviews NARSTO's recent report on atmospheric science issues associated with management of airborne particulate matter (PM) to achieve air quality standards. NARSTO is a public-private partnership with members from

government, utilities, industry, and academe in Canada, Mexico and the United States that coordinates ozone-related atmospheric science research and assessment.

This book offers a legal perspective of settlement of China's territorial and boundary disputes against the new background of China's increasingly integrating itself into global economic, political and legal systems.

The report takes stock of progress made by Mongolia in the management of its environment since 1987. It covers legal and policy frameworks, compliance assurance, greening the economy, environmental monitoring, public participation and education for sustainable development. It addresses issues specific to the country related to air protection, biodiversity conservation, as well as water, waste and land management. It also examines the efforts of Mongolia to integrate environmental considerations in its policies in the forestry and health sectors.

The most comprehensive treatment of FFTs to date. Van Loan captures the interplay between mathematics and the design of effective numerical algorithms--a critical connection as more advanced machines become available. A stylized Matlab notation, which is familiar to those engaged in high-performance computing, is used. The Fast Fourier Transform (FFT) family of algorithms has revolutionized many areas of scientific computation. The FFT is one of the most widely used algorithms in science and engineering, with applications in almost every discipline. This volume is essential for professionals interested in linear algebra as well as those working with numerical methods. The FFT is also a great vehicle for teaching key aspects of scientific computing.

The Open Group Architecture Framework (TOGAF) is a framework a detailed method and a set of supporting tools for developing an enterprise architecture, developed by members of The Open Group Architecture Forum (www.opengroup.org/architecture).As a comprehensive, open method for enterprise architecture, TOGAF Version 9 complements, and can be used in conjunction with, other frameworks that are more focused on specific aspects of architecture or for vertical sectors such as Government, Defense, and Finance.TOGAF may be used freely by any organization wishing to develop an enterprise architecture for use within that organization (subject to the Conditions of Use).This book is divided into seven main parts :PART I (Introduction) This part provides a high-level introduction to the key concepts of enterprise architecture and in particular the TOGAF approach. It contains the definitions of terms used throughout TOGAF and release notes detailing the changes between this version and the previous version of TOGAF.PART II (Architecture Development Method) This is the core of TOGAF. It describes the TOGAF Architecture Development Method (ADM) a step-by-step approach to developing an enterprise architecture.PART III (ADM Guidelines & Techniques) This part contains a collection of guidelines and techniques available for use in applying TOGAF and the TOGAF ADM.PART IV (Architecture Content Framework) This part describes the TOGAF content framework, including a structured metamodel for architectural artifacts, the use of re-usable architecture building blocks, and an overview of typical architecture deliverables.PART V (Enterprise Continuum & Tools) This part discusses appropriate taxonomies and tools to categorize and store the outputs of architecture activity within an enterprise.PART VI (TOGAF Reference Models) This part provides a selection of architectural reference models, which includes the TOGAF Foundation Architecture, and the Integrated Information Infrastructure

Reference Model (III-RM).PART VII (Architecture Capability Framework) This part discusses the organization, processes, skills, roles, and responsibilities required to establish and operate an architecture function within an enterprise.

In this study of electronic systems in government, case studies are used to compare e-government across 21 countries. The goal of the research to see if there is a global convergence in the way governments use electronic information—and the findings suggest that most countries have much in common. In particular, concepts regarding service delivery, internal and external efficiency, and government networking were found to be similar across the sample governments.

This book is an introductory text on design science, intended to support both graduate students and researchers in structuring, undertaking and presenting design science work. It builds on established design science methods as well as recent work on presenting design science studies and ethical principles for design science, and also offers novel instruments for visualizing the results, both in the form of process diagrams and through a canvas format. While the book does not presume any prior knowledge of design science, it provides readers with a thorough understanding of the subject and enables them to delve into much deeper detail, thanks to extensive sections on further reading. Design science in information systems and technology aims to create novel artifacts in the form of models, methods, and systems that support people in developing, using and maintaining IT solutions. This work focuses on design science as applied to information systems and technology, but it also includes examples from, and perspectives of, other fields of human practice. Chapter 1 provides an overview of design science and outlines its ties with empirical research. Chapter 2 discusses the various types and forms of knowledge that can be used and produced by design science research, while Chapter 3 presents a brief overview of common empirical research strategies and methods. Chapter 4 introduces a methodological framework for supporting researchers in doing design science research as well as in presenting their results. This framework includes five core activities, which are described in detail in Chapters 5 to 9. Chapter 10 discusses how to communicate design science results, while Chapter 11 compares the proposed methodological framework with methods for systems development and shows how they can be combined. Chapter 12 discusses how design science relates to research paradigms, in particular to positivism and interpretivism. Lastly, Chapter 13 discusses ethical issues and principles for design science research.

Health Technology Literacy: A Transdisciplinary Framework for Consumer-Oriented Practice examines the wide range of resources used by health consumers to inform and support their decisions around their own health care. Today's health consumer is self-monitoring, building supportive social networks online or via cell phone, and engaging in treatment using interactive programs online, on CD or related media. Using evidence-based practice and relevant theories, this unique text analyzes the trend for health care systems to be reactive, while consumers are proactively seeking the health care information they feel they deserve.

Harness the full power of the behavioral data in your company by learning tools specifically designed for behavioral data analysis. Common data science algorithms and predictive analytics tools treat customer behavioral data, such as clicks on a website or purchases in a supermarket, the same as any other data. Instead, this practical guide introduces powerful methods specifically tailored for behavioral data analysis. Advanced experimental design helps you get the most out of your A/B tests, while causal diagrams allow you to tease out the causes of behaviors even when you can't run experiments. Written in an accessible style for data scientists, business analysts, and behavioral scientists, thispractical book provides complete examples and exercises in R and Python to help you gain more insight from your data--immediately. Understand the specifics of behavioral data Explore the differences between measurement and prediction Learn how to clean and prepare behavioral data Design and analyze experiments to drive optimal business decisions Use behavioral data to understand

and measure cause and effect Segment customers in a transparent and insightful way

Quickly and productively develop complex Spring applications and microservices out of the box, with minimal concern over things like configurations. This revised book will show you how to fully leverage the Spring Boot 2 technology and how to apply it to create enterprise ready applications that just work. It will also cover what's been added to the new Spring Boot 2 release, including Spring Framework 5 features like WebFlux, Security, Actuator and the new way to expose Metrics through Micrometer framework, and more. This book is your authoritative hands-on practical guide for increasing your enterprise Java and cloud application productivity while decreasing development time. It's a no nonsense guide with case studies of increasing complexity throughout the book. The author, a senior solutions architect and Principal Technical instructor with Pivotal, the company behind the Spring Framework, shares his experience, insights and first-hand knowledge about how Spring Boot technology works and best practices. Pro Spring Boot 2 is an essential book for your Spring learning and reference library. What You Will Learn Configure and use Spring Boot Use non-functional requirements with Spring Boot Actuator Carry out web development with Spring Boot Persistence with JDBC, JPA and NoSQL Databases Messaging with JMS, RabbitMQ and WebSockets Test and deploy with Spring Boot A quick look at the Spring Cloud projects Microservices and deployment to the Cloud Extend Spring Boot by creating your own Spring Boot Starter and @Enable feature Who This Book Is For Experienced Spring and Java developers seeking increased productivity gains and decreased complexity and development time in their applications and software services.

The chapters form the core of the book and represent the key areas of product, distribution, promotion and price.... The integration of concepts and applications in a student-friendly manner is the focus of this book. Marketing concepts are introduced in a process approach in which marketing is described as a series of processes, market segmentation, new-product development, promotional decisions, and so forth. -Pref.

How can language learning in the formal context of the classroom contribute to the learners' communicative competence, whilst at the same time enhancing their general learning skills and preparing them for life long learning? Such a challenge is complex, as is catering to the needs of individual students in a group learning context. This book explores ways in wich a traditional task-based approach to language teaching, can be extended to help students not only to become more skilful language users, but to become more skillful learners in the process.

This report presents the main findings and policy recommendations developed by the OECD Steering Group on Evaluation and Teacher Incentive Policies, consisting of international experts.

Now in a fully revised and updated 5th edition, Sports Marketing: A Strategic Perspective is the most authoritative, comprehensive and engaging introduction to sports marketing currently available. It is the only introductory textbook to adopt a strategic approach, explaining clearly how every element of the marketing process should be designed and managed, from goal-setting and planning to implementation and control. Covering all the key topics in the sports marketing curriculum, including consumer behavior, market research, promotions, products, pricing, sponsorship, business ethics, technology and e-marketing, the book introduces core theory and concepts, explains best practice, and surveys the rapidly-changing, international sports business environment. Every chapter contains extensive real-world case studies and biographies of key industry figures and challenging review exercises which encourage the reader to reflect critically on their own knowledge and professional practice. The book's companion website offers additional resources for instructors and students, including an instructors' guide, test bank, presentation slides and useful weblinks. Sports Marketing: A Strategic Perspective is an essential foundation for any sports marketing or sports business course, and an invaluable reference for any sports marketing practitioner looking to improve their professional

practice.

The Report investigates a legal framework that supports open access to Australian academic and research outputs such as datasets, articles and electronic theses and dissertations. The Report explains that with the rise of networked digital technologies our knowledge landscape and innovation system is increasingly reliant on best practice copyright management strategies.

Delineating a comprehensive theory, Advanced Vibration Analysis provides the bedrock for building a general mathematical framework for the analysis of a model of a physical system undergoing vibration. The book illustrates how the physics of a problem is used to develop a more specific framework for the analysis of that problem. The author elucidates a general theory applicable to both discrete and continuous systems and includes proofs of important results, especially proofs that are themselves instructive for a thorough understanding of the result. The book begins with a discussion of the physics of dynamic systems comprised of particles, rigid bodies, and deformable bodies and the physics and mathematics for the analysis of a system with a single-degree-of-freedom. It develops mathematical models using energy methods and presents the mathematical foundation for the framework. The author illustrates the development and analysis of linear operators used in various problems and the formulation of the differential equations governing the response of a conservative linear system in terms of self-adjoint linear operators, the inertia operator, and the stiffness operator. The author focuses on the free response of linear conservative systems and the free response of non-self-adjoint systems. He explores three method for determining the forced response and approximate methods of solution for continuous systems. The use of the mathematical foundation and the application of the physics to build a framework for the modeling and development of the response is emphasized throughout the book. The presence of the framework becomes more important as the complexity of the system increases. The text builds the foundation, formalizes it, and uses it in a consistent fashion including application to contemporary research using linear vibrations.

Jennifer Nedelsky claims that we must rethink our notion of autonomy, rejecting the usual vocabulary of control, boundaries and individual rights. If we understand that we are fundamentally in relation to others, she argues, we will recognize that we become autonomous with others.

The First XI identifies 11 of Australia's long-term top-preforming organisations and provides a comprehensive analysis of their winning framework. Taking its lead from the US bestseller Built to Last, The First XI uncovers the common elements that set Australian winning organisations apart. It also looks at how winning is different in Australia. Professor Graham Hubbard, Delyth Samuel, Graeme Cocks and Simon Heap, a team of respected business practitioners and academics, spent three years researching and analysing the organisations, following the rigorous methodologies used for Built to Last. Surveying 1000 CEOs and assessing identified organisations over a 20-year period using a variety of perspectives, they selected a final group of -long-term winning organisations - the First XI. In this second edition the authors also take a look at what has happened to the First XI in the years since their original study ended to answer a number of burning questions: Are the First XI still winning organisations? What does the strategic cycle in Australian organisations look like? What can you do to put your organisation on the path to being a winner? The winning framework identified in this book provides managers with a rigorous, comprehensive, challenging, but practical framework to improve their own organisation practice and performance. Will your organisation be selected for this book in 10 years' time?

This new updated edition of Introduction to Geopolitics presents the overarching themes of geopolitical structures and agents in an

engaging and accessible manner, which requires no previous knowledge of theory or current affairs. Using new pertinent case studies and guided exercises the title explains the contemporary global power of the United States and the challenges it is facing, the persistence of nationalist conflicts, migration, cyberwar, terrorism, and environmental geopolitics. Case studies of the rise of the so-called Islamic State, the South China Sea disputes, the Syrian civil war, the Korean conflict, and Israel-Palestine emphasize the multi-faceted nature of conflict. The book raises questions by incorporating international and long term historical perspectives and introduces readers to different theoretical viewpoints, including feminist contributions. The new edition features expanded sections on network geopolitics and non-state actors, a new section on geopolitics of transnational business, cyberwar, an interpretation of ISIS within historical geopolitical trends, as well as expanded discussion of the relevance of Boserup and neo-Malthusians to environmental geopolitics. Introduction to Geopolitics will provide its readers with a set of critical analytical tools for understanding the actions of states as well as non-state actors acting in competition over resources and power. Both students and general readers will find this book an essential stepping-stone to a deeper and critical understanding of contemporary conflicts. This volume is part of the ongoing collaboration between the RMC series and the Socio-Economic Institute for Firms and Organizations (ISEOR), a French intervention-research think tank co-directed by Henri Savall and Véronique Zardet. Building on an earlier collaboration on the ISEOR approach – Socio-Economic Intervention in Organizations: The Intervener-Researcher and the SEAM Approach to Organizational Analysis (IAP, 2007) – Buono and Savall bring together over 30 talented intervener-researchers to explore and examine the ongoing evolution of the Socio-Economic Approach to Management (SEAM). This volume revisits the application of SEAM in the context of intervention challenges in the wake of the recent economic crisis and the disruptive change that has taken hold across the world. The basic foundation of SEAM – built on the idea of strategic patience, the need to undertake holistic intervention in organizations, and the challenge to get organizational members to listen to themselves (through what they refer to as the mirror effect) – has remained the same. In response to economic and organizational pressures in the current environment, however, there has been a concomitant emphasis on helping client organizations achieve short-term results while still maintaining focus on the long term. Many ideas that have become part of the current discourse within ISEOR today were not as explicitly addressed in the initial volume – from the destructive effect of the Taylorism-Fayolism-Weberism (TFW) virus, to the need to focus on ways to ensure the sustainability of a SEAM intervention, the growing importance of collaborative interactions between external and internal consultants, and the growing importance of cocreating knowledge with client firms and organizations.
"This book introduces the fundamentals of software contracts and illustrates how Design by Contract contributes to the optimal use of design patterns in a quality-oriented software engineering process. The Design by Contract approach to software construction provides a methodological guideline for building systems that are robust, modular, and simple." "Readers will find value in the book's overview of the Object Constraint Language, a precise modeling language that allows Design by Contract to be used with the industry standard Unified Modeling Language (UML). Although written in Eiffel, this book makes an excellent companion for

developers who are using languages such as Java and UML. Throughout the book the authors discuss specific implementation issues and provide complete, ready-to-be-compiled examples of the use of each pattern." "They introduce design patterns and Design by Contract in the context of software engineering, and show how these tools are used to guide and document system design."--BOOK JACKET.Title Summary field provided by Blackwell North America, Inc. All Rights Reserved Invasive species are among the greatest challenges to environmental sustainability and agricultural productivity in the world. One of the most promising approaches to managing invasive species is voluntary citizen stewardship. However, in order for control measures to be effective, private citizens often need to make sustained and sometimes burdensome commitments. Community-Based Control of Invasive Species is based on five years of research by leading scholars in natural resource and human behavioural sciences, which involved government and citizen groups in Australia and the United States. It examines questions including, 'how can citizens be engaged in voluntarily managing invasive species?', 'what communication strategies will ensure good motivation and coordination?' and 'how can governing bodies support citizens in their efforts?'. With chapters on institutional frameworks, changing governance, systems thinking, organisational learning, engagement, communication and behavioural change, this book will be a valuable reference for researchers and practitioners involved in natural resources management. Develop and implement an effective content strategy tailored to your business's needs Inbound Content is a step-by-step manual for attracting the right people, turning them into leads, and closing them into customers. Today, everyone knows that content is king. It's how we engage, how we inform, and how we pass the time; content is everywhere, and if you're not leveraging its power to promote your business, you've already been left behind. Having a website and social media is not enough; if you truly want to take advantage of unprecedented levels of connectedness, you have to create content that draws customers in. It's not about blindly expanding reach, it's about reaching out to the right audience. Today's marketplace is no longer about chasing the sale—with the right approach to content, your customers will come to you. Your content must be valuable, relevant, and consistent—but how should it be implemented at the actual content-creation level? This book shows you how to develop a unified strategy, create compelling content tailored to your needs, and utilize that content to its greatest advantage in order to build your brand. Discover the power of storytelling and generate effective content ideas Plan a long-term content strategy and a content creation framework Create great content, promote it, measure it, and analyze its performance Extend your content's value, become a more effective writer, and develop a growth mentality Effective content is worth its weight in marketing gold. It stands out from the noise, and to the customer, looks like an oasis in a desert of clickbait and paid reviews. Inbound Content shows you how to plan, build, and implement your content strategy for unprecedented engagement and sales. This book provides an analytical framework and toolkit for anyone involved — theoretically or practically — with the economic, social, ecological or cultural development of a territory. This work provides an overview of the various territorial development processes, inclusive of both individual and collective actions. In pursuance of its objectives, the book re-examines the classical concepts of governance and regulation in order to position them in an integrative model of the initiatives which contribute dynamically to

territorial development. According to this model, the concepts of governance and regulation become two axes, revealing four main reference situations which differentiate between the local initiatives (ground-up) and public actions (top-down) that coexist in a territory. The model emphasizes the need to consider the place of territorial stakeholders in regulatory processes. The book enriches this concept, familiar in a legislative context, and describes it as an area of influence of and negotiation with shareholders. It contributes to a territorial governance system which encourages development offers. It reveals the inseparable link between influence and development processes that lead to value creation. The logic of governance specifies the various sources of value creation, while the logic of regulation seeks to maximize the acceptability of such value creation by making it into an attractive proposition for stakeholders.