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Stay up to date with the BuzzFeed Daily Newsletter! Sign up for the BuzzFeed Quizzes Newsletter - Binge for the latest quiz questions delivered directly to your inbox with the Quizzes newsletter! I recently ripped some pretty obscure – and some not so obscure – CDs from my collection onto my PC using both iTunes and the current beta of Windows Media Player 11. Along the way, I've uncovered annoying anomalies in both apps as they retrieve information from their respective CD information databases. Over the years, I've gradually ripped off my CD collection. The situation today when it comes to retrieving information about music CDs is much better than the early days of CDDB (now Gracenote.) But it's far from perfect. Now that I have a pretty good setup for transferring digital music around the house, I wanted to make the music more widely available to other family members. That means moving many of the classic music CDs we have to the hard drive because my wife Jan is a great classical music buff. For various reasons, I rip with both iTunes and Windows Media Player, with each player's lossless codec. Both seem to deal with CD data differently. Apple's iTunes uses the Gracenote database above. Microsoft has its own CD information database. There also seems to be breakdowns in both, in certain cases. Take, for example, Gorecki's Symphony No. 3. When you insert the CD for the first time, Windows Media Player 11 does not recognize the content. But if you manually instruct WMP11 to retrieve the CD information, you will receive a complete offer: On the other hand, iTunes immediately recognized the CD and correctly identified the tracks and label. However, it could not deliver album art. If you try to get the album graphic manually, none seems to be available:Ironically, I added the album graphic to iTunes by copying the bitmap that was stored in the Windows Media Player 11 library. Let us become even more opaque. My wife's aunt, Enid Katahn, is a classical pianist who has released a number of CDs from smaller labels. I ripped a CD of Pierre DuBoi's compositions, played by Katahn, into both players. Once again, iTunes correctly identified the CD, artist, and track information — but not a work of art. WMP11 was completely baffled: when I manually tried to add the album information, the service of WMP11 was still unhappy. Then, on a whim, I tried to search for the album info by artist name: So let's click through the Next button and see what we find:Click on the Dubois Music for Piano entry and press next results in what we need:Why couldn't Windows Media Player identify the CD when it was inserted? Questioning minds want to know. I had similar results with less obscure classical CDs. For example, let's look at Telemann: Suites Concerto in D major: But when I searched the database manually, searched, Correct information emerged: Once again iTunes found the right CD, but it lacked the album art: Now let's dig into my checkered musical past. I have a few guilty pleasures, and I admit to the whole world that I have a problem. It's embarrassing, I know, but there it is: I have a CD of Emerson, Lake and Palmer's Works Vol. 1, one of progressive rock's most pompous, exuberant pieces from an era of exuberant, pompous progressive rock. This is definitely a guilty pleasure. Apple's software gets all the tracks directly from both CDs (it's a two-parter), but I had to add the (live) tag to distinguish the additional live tracks from the studio tracks. (The live tracks were not on the original version of Works Vol. 1. Microsoft manages to mangle the CD information in a different way: That's right, we don't have any song data, but the album art is right! Actually, I'm a little unfair here. The Microsoft database recognized CD 1 correctly, but contained all the song information from both CDs, even though I had only ripped CD1. When I plugged in CD2, the screenshot appeared above. I had to manually split the songs that were on CD2 from the CD1 list, which contained all the songs. In fact, I could have simply left in a listing. But the Microsoft database appeared to contain data from an earlier version of Works Vol.1 because the added live tracks were not identified. I had to add them manually. Read more about how to get audiophile sound wirelessly in your home. I can certainly understand the difficulties associated with the type of pattern recognition required to properly idly idate CDs because music CDs do not store metadata information on them. But you'd think the record publishers would actually deliver the right information to Gracenote or Microsoft... but then maybe not. The Curmudgeons at the RIAA probably think this promotes piracy. These are just some of my problems. There was a time when WMP10 ripped a Mark Knopfler CD (Sailing to Philadelphia) and created five or six different entries with one or two songs for each of the different artists working with Knopfler. So if you were looking for Mark Knopfler, you would only find two songs from this album. What is the name of this song again? This week on ExtremeTech!m going on holiday for the next three weeks and going with the family to England and Scotland. So I leave the inmates to carry the asylum while I am away. But we have some great stuff ahead of us. Jeremy Atkinson has spent time with some fine extensions for Photoshop and shares his insights. Jason tries to answer the question: What exactly is DirectX 10? Meanwhile, Victor Loh takes over another NAS storage device. Finally, we'll surely announce the first weekly case mod winner this Friday.Be to watch ExtremeTech's weekly podcast. And when we get from In an asylum, don't forget to see the latest DL.TV, with these nutty guys, Patrick Norton and Robert Heron. Last updated on December 11, 2020 When you hear the word negotiation, your first thought could be high-stakes company deals or the occasional salary discussion with your boss. The truth, however, is that every day offers opportunities to learn how to negotiate, whether you are trying to get a refund for a hotel booking or having it with your spouse, over whose train it is to do the courts. With the Covid-19 pandemic, tensions are particularly high, and you might be confronted with more aggressive counterparts that make finding commonground almost impossible. To help you get started, here are some expert-backed tips on how to negotiate, especially with people who refuse to play nicely. Before the negotiations begin before you ever start talks with the other party, take some time to consider the following. Discover possible solutions One of the most important parts of the negotiation process takes place before it even starts: think through possible solutions so that you can get to the prepared discussion. To go one step further, you should anticipate how the conversation might go and how you want to respond to it. For example, if my boss says it's too early to consider a promotion, I'll highlight my contributions to our team and the value I've created. If you do your homework in advance, you will not only be more confident, but you will also signal to your counterpart that you are invested in the result. Before difficult negotiations, Susan Hackley, executive director of Harvard Law School's Negotiations Program, recommends answering the following questions: What are your hot-button topics? What is important to you? What is unacceptable? What are you likely to hear from your opponent? How will you react? It's like golf: Jack Nicklaus recommends golfers take lessons on the most basic skills such as grip and alignment. Hackley writes: [I]f your setup is solid, there's a decent chance you'll hit a pretty good shot. Make sure you are prepared before you set foot on the golf course. Be a giver It's natural to go into a negotiation that focuses on what you have to win. Negotiation tends to feel adversarial, and we worry about winning or losing. Do you take as much as you can, right? However, research has shown that generosity in negotiations can be a sign of intelligence. In addition, Smarter people, who New York Times contributor Adam Grant calls a giver, also make their colleagues better negotiators. Grant writes: The most successful negotiators cared as much about the success of the other party as they did about their own. Starting from a place of generosity – focusing on how you can meet your counterpart's needs and not just meet your own – it can become contribute to creating stronger, more harmonious long-term relations for both sides of the negotiations, not to mention them. During negotiations As soon as you are in the middle of the process, focus on the following to move it in a positive direction. Ask questions to uncover hidden motivations that go into negotiation, most people focus on their goal and what they will say. However, experts say listening is even more important to find the best solution for both sides. Former F.B.I. negotiator Chris Voss says: We like to say that the key to flexibility isn't as certain as you want, that you don't take anything better. If you focus on the number, you don't see the other possibilities. Suppose you take on additional childcare responsibilities and want to ask your manager for more flexible working hours. At the beginning, your manager refuses. You might assume that it is unfair, but only if you ask questions and listen, you can discover their reasoning and try to find an alternative solution that is satisfactory to both sides. Perhaps she trusts you most in order to take on some responsibility; or perhaps it has had problems in the past with giving employees more flexibility. It might be worth digging a little deeper before throwing your hands up and walking away from the negotiating table, figuratively or IRL. In his book Getting Past No: Negotiating with Difficult People, William Ury, co-founder of Harvard Law School's Negotiations Program, offers a brilliant way to deal with hard bargain hunters. He suggests changing the game from a personal confrontation to a face-to-face problem-solving and restructure the direction of a typical negotiation. Imagine there are two teams working towards the same goal: an agreement. If you are dealing with a hostile negotiator, they will probably reject any original proposal. However, if you offer them options and the opportunity to work together to find a solution, you might be surprised to see them let down their vigilance and participate in the problem-solving process. Suppose you want to convince your boss that your company should change its software, and your goals are about a specific option. If your boss tends to change stone walls, especially if they are proposed by someone else, try to present a few options and work through the argument for everyone. Focus on the bigger picture and emphasize how your proposal will advance the organization's goals. To present a single idea that can be knocked down with a simple no, allow your counterpart to come to a solution yourself – with a gentle nudging towards the one you have chosen before. Keeping aggression in Bay There is a big misunderstanding in the business world, and it is this: you have to be a hard bargain hunter to move forward. If your is aggressive, then you are better even more aggressive. But guess what? Research has shown that aggression does not in fact help either party negotiate. A recent study found that anger – both interpersonal anger (when the other party is angry with you) and intrapersonal anger (angry at the other party) – has led to less profitable outcomes in the negotiation process. In other words, no partisan negotiation negotiates even when a person is angry. Instead, try to keep your peace, or as William Ury describes it: go to the balcony. This means mentally moving to a place where you can objectively look down on the dispute and plan your answer. By removing your emotions from the situation, you can be more productive and hopefully diffuse a situation with high stress. Last Ditch Efforts If nothing seems to work and it seems like everything is lost, use these techniques to get things back on track. Loop in Others Sometimes our negotiator refuses to play nice despite all efforts. Maybe they're a deliberately tough bargain hunter or just stubborn. Then it is time to sneak others into the process. You may be wondering: how will this help? First of all, often, a difficult person is likely to

behave better when held accountable by more than one person. In addition, create whether you are cc: relevant persons (but be careful not to have cc: someone) or invite third parties to the meeting, create a record of your good faith efforts to come to an agreement. Keep the relationship whoever you negotiate, the chances are that they can have an impact on your life – whether it's the course of your career, the success of a business, or simply the hotel room you'll be staying in for the weekend. It is worth completing a negotiation, even an unsuccessful one, by reminding your counterpart of your respect for them. A real sense of appreciation or even a little light-heartedness can go a long way. Former F.B.I. negotiator Chris Voss advises: Never be mean to anyone who can hurt you by doing nothing. If they are good, they will be happy to do whatever they can for you. A playful, pleasant attitude gives you leeway. You can't get the raise or the hotel room, but maybe something else can be done, even if next time it only means a more favorable result. Hopefully, these strategies can help you make your next negotiations more successful and less stressful for both to make. More Tips for NegotiatingFrom Photo Credits: LinkedIn Sales Navigator via unsplash.com unsplash.com unsplash.com

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