



LIAM ANDERSON

Deal Desk Analyst

support@qwikresume.com (123) 456 7890 Los Angeles www.qwikresume.com

PROFESSIONAL SUMMARY

Results-oriented Deal Desk Analyst with 5 years of experience in optimizing deal structures and enhancing sales efficiency. Expertise in analyzing pricing strategies, ensuring compliance, and fostering cross-functional collaboration to drive revenue growth. Committed to delivering actionable insights that empower teams and streamline processes for superior business outcomes.

WORK EXPERIENCE

Deal Desk Analyst

Seaside Innovations

Mar / 2021-Ongoing

Santa Monica, CA

- Conducted thorough compliance assessments to minimize risk exposure on high-value deals.
- Provided actionable recommendations for corrective actions to resolve compliance issues.
- Managed escalations and communications, delivering insights on deal review outcomes.
- Identified process inefficiencies and implemented improvements in deal review workflows.
- Collaborated with policy stakeholders to enhance compliance programs and processes.
- Monitored and maintained system performance for optimal operational efficiency.
- Oversaw the installation and upgrades of software and hardware, ensuring seamless operations.

Deal Desk Analyst

Crescent Moon Design

Mar / 2020-Mar / 2021

Portland, OR

- Managed order administration in a high-paced sales environment.
- Prioritized tasks effectively to align with business objectives.
- Ensured compliance with pricing and discount policies for all quotes and orders.
- Processed daily quote and pricing approvals to support sales initiatives.
- Assisted the sales team in creating accurate order forms for client proposals.
- Ensured accurate CRM data entry for all sales opportunities.

EDUCATION

Bachelor of Business Administration

University of California

Mar / 2019 - Mar / 2020

Phoenix, AZ

Focused on Business Strategy and Operations Management.

SKILLS

Cross-functional Collaboration



Contract Negotiation



Sales Analytics



Performance Metrics



Trend Analysis



Budgeting Skills



INTERESTS

Gaming

Fashion

Film

Technology

STRENGTHS

Fairness

Flexibility

Forward-thinking

Gratitude

LANGUAGES



English



Dutch



Japanese

ACHIEVEMENTS

- Streamlined deal approval process, reducing turnaround time by 30%.
- Developed and implemented compliance frameworks that decreased noncompliance incidents by 25%.
- Enhanced pricing strategies resulting in a 15% increase in deal closure rates.

Resume Template Tok Trending Deal

J Ma



Resume Template Tok Trending Deal:

How to Earn from TikTok : Cashing In on the Trend Economy Anshul Saraf,2025-11-25 Unlock the secrets to getting paid on the world s fastest growing social media platform with How to Earn from TikTok Cashing In on the Trend Economy Are you scrolling through TikTok watching creators go viral and wondering How can I do that Do you want to transform your creativity and passion into a sustainable income stream This all in one guide is your ultimate playbook for building a profitable personal brand and business directly from your smartphone Stop scrolling start earning This step by step masterclass written for the complete beginner and the aspiring influencer alike cuts through the noise and delivers a proven actionable roadmap You will learn how to Crack the TikTok Algorithm Understand exactly how the For You page works and how to make it work for YOU Go Viral Consistently Master the anatomy of a viral video from the unmissable 3 second hook to the powerful call to action Find Your Profitable Niche Discover the intersection of your passion and market demand to build a loyal engaged TikTok Tribe Master All Monetization Channels Unlock revenue through the TikTok Creativity Program brand sponsorships affiliate marketing LIVE gifts and TikTok SERIES Create a Content Engine Develop a sustainable posting strategy that turns viewers into customers and content into cash Build a Business Not Just a Following Learn the legal and financial essentials to protect your income and scale your influence like a true entrepreneur Whether you re an aspiring content creator a small business owner looking to expand your reach or an entrepreneur seeking a powerful new sales channel this book provides the tools and strategies you need to succeed Don t just watch the trend economy dominate it Your future in the creator economy starts now Click Buy Now and start cashing in today TikTok monetization social media marketing how to make money on TikTok influencer marketing content creation personal branding side hustle ideas work from home digital marketing affiliate marketing brand deals viral video strategy TikTok algorithm small business marketing online income creator fund TikTok SEO trend jacking build a following *TikTok Digital Mirror* Paris Ezequiel Bianco,2024-03-04 Title Tiktok Digital Mirror Subtitle Reflections Of A Generation Table of Contents I FUNCTIONALITIES AND STATISTICS 1 Impressive Statistics and Figures 2 Changes to Content Preferences 3 Challenge Other Social Platforms 4 Interaction and Time of Use 5 Electronic Commerce and Monetization 6 Impact on Brands and Companies 7 Strategic Collaborations 8 Integration with Linktree Shopify and Woocommerce 9 Foray into the professional field 10 Tiktokresumes and Their Purpose 11 Added Value For Users II GLOBAL PHENOMENON 12 Overview of Social Networks Today 13 Emergence and Evolution 14 Global Phenomenon 15 Active Users and Regional Presence 16 A Prominent Presence in Asia 17 Case Study In Indonesia 18 Influence and Reach in the United States 19 Market Penetration in Brazil III PROSPECTS AND PROJECTIONS 20 Projections for the year 2024 21 Expected Growth and Outlook 22 Importance for Brands 23 Considerations About Presence 24 Evaluation of the Target Audience 25 Engagement and Content Strategies 26 Marketing and Promotion Strategies 27 Focus on Creativity and Originality 28 Impact on the Music Industry 29 Support for Emerging

Artists and Musicians 30 Potential As A Musical Launchpad IV ADAPTATION AND EVOLUTION 31 Security and Data Protection 32 Legal Aspects and Copyright 33 Regulations and Use Policies 34 Myths and Controversies 35 Challenges and Challenges to Face 36 Future Outlook and Emerging Trends 37 Innovation and Continuous Evolution V SOCIOCULTURAL AND PSYCHOLOGICAL IMPACT 38 Online Community and Belonging 39 Education and Learning on the Platform 40 Effects on the perception of reality 41 Sociocultural Impact and Reflections 42 Influence on Behavior and Culture 43 Psychological and Emotional Aspects 44 The Evolution of Content and Audience 45 Ethical and Social Considerations

Side Hustles 2026: Top Trending Gigs to Make Extra Money Fast Pradeep Maurya ,2025-08-13 Are you struggling to make ends meet or looking to boost your income without sacrificing your day job In today s fast paced economy finding profitable side hustles that fit your lifestyle can feel overwhelming Side Hustles 2026 Top Trending Gigs to Make Extra Money Fast is your ultimate guide to discovering high demand flexible and lucrative side gigs that deliver quick cash in 2026 Whether you re a busy professional a stay at home parent or a student this eBook reveals the best ways to earn extra income fast with minimal startup costs Why This eBook The Problem It Solves Rising costs and stagnant wages make it harder than ever to achieve financial security Many people waste time chasing outdated or low paying gigs leaving them frustrated and stuck This eBook solves that problem by curating the most trending and profitable side hustles for 2026 backed by the latest market research and expert insights You ll learn how to avoid common pitfalls and focus on gigs that align with your skills schedule and income goals helping you make money online or offline with confidence Key Features of Side Hustles 2026 Top Trending Gigs Explore 20 high demand side hustles for 2026 including freelance gigs online side jobs and gig economy opportunities like AI assisted content creation virtual tutoring and eco friendly delivery services Step by Step Strategies Get actionable plans to start each hustle with tips on tools platforms and marketing to maximize your earnings Low Cost Startups Discover passive income ideas and side hustles requiring little to no upfront investment perfect for beginners Time Saving Hacks Learn how to balance your side hustle with your busy life using proven time management techniques Market Insights Stay ahead with data driven trends on making money fast opportunities including remote work and work from home jobs that are booming in 2025 Tax and Legal Tips Navigate the gig economy with advice on taxes contracts and legal considerations to keep more of your earnings Real Success Stories Get inspired by case studies of people who turned side gigs into extra income streams with practical takeaways for your journey Why Choose This eBook Unlike generic guides Side Hustles 2026 is tailored to the current economic landscape focusing on gigs that are trending on platforms like Upwork Fiverr and Etsy as well as emerging opportunities in AI and sustainability This eBook uses conversational user focused content to answer your burning questions How can I make extra money fast What are the best side hustles for 2025 With clear engaging prose and practical advice it s designed to help you start earning today Don t let financial stress hold you back Grab your copy of Side Hustles 2026 Top Trending Gigs to Make Extra Money Fast now and start building your income stream today *Social Media* Amelia

Green, AI, 2025-03-05 In the fast paced world of social media a strategic approach is crucial for building a strong online presence Social Media offers a comprehensive guide to mastering content calendars a vital tool for anyone looking to boost audience engagement and leverage trends The book emphasizes the importance of shifting from traditional mass marketing to personalized engagement highlighting how a well structured content calendar informed by data analytics is the cornerstone of successful social media marketing One interesting insight is the historical evolution of content marketing tracing its roots from traditional advertising to today s data driven strategies The book unfolds logically beginning with the fundamentals of content strategy and audience analysis and then dissecting the anatomy of a content calendar including formats scheduling tools and KPIs It then explores advanced strategies for adapting to algorithm changes Through case studies and industry research the book demonstrates how to create a content ecosystem that aligns with business goals The focus is on actionable insights making it valuable for social media managers marketing professionals and entrepreneurs alike

The Communication Playbook Teri Kwal Gamble, Michael W. Gamble, 2022-09-21 Ideal for hybrid communication courses The Communication Playbook is designed to equip students with the tools they need to develop communicative resilience in their personal and public lives whether face to face or virtually Supported by practical learning activities and exercises along with discussions of timely topics such as events of extremism a global pandemic and the technological and multicultural nature of society bestselling authors Teri Kwal Gamble and Michael W Gamble help students navigate the physical and digital realms of communication enabling them to become clear confident communicators The Second Edition includes updated examples new annotated speeches on up to date topics and greater coverage of how technology and culture influences communication This title is accompanied by a complete teaching and learning package Contact your Sage representative to request a demo Digital Option Courseware Sage Vantage is an intuitive learning platform that integrates quality Sage textbook content with assignable multimedia activities and auto graded assessments to drive student engagement and ensure accountability Unparalleled in its ease of use and built for dynamic teaching and learning Vantage offers customizable LMS integration and best in class support It s a learning platform you and your students will actually love Learn more Assignable Video with Assessment Assignable video available with Sage Vantage is tied to learning objectives and curated exclusively for this text to bring concepts to life Watch a sample video now LMS Cartridge Import this title s instructor resources into your school s learning management system LMS and save time Don t use an LMS You can still access all of the same online resources for this title via the password protected Instructor Resource Site Learn more *General Technical Report INT.*, 1997 Mekeel's Weekly Stamp News I. A. Mekeel, Charles Esterly Severn, Stephen B. Hopkins, 1920 Manufacturing Jeweler, 1924 The Athenaeum, 1889 Pennsylvania Farmer Consolidated with the Pennsylvania Stockman and Farmer, 1922 The Northwestern Miller, 1926 Billboard, 1944-03-25 In its 114th year Billboard remains the world s premier weekly music publication and a diverse digital events brand content and data licensing platform Billboard publishes the most

trusted charts and offers unrivaled reporting about the latest music video gaming media digital and mobile entertainment issues and trends **Popular Photography** ,1994 **The Carrier Pidgin** ,1982 **Summary of World Broadcasts** British Broadcasting Corporation. Monitoring Service,1987 Advertising Age ,1961 Includes articles about advertising campaigns agency appointments and government actions affecting advertising and marketing **Journal** ,1961 Includes the institute s Proceedings Editor & Publisher ,1962 The fourth estate *Tide* ,1947 *The Journal of the Iron and Steel Institute* ,1961 Includes the institute s Proceedings

Discover tales of courage and bravery in Explore Bravery with is empowering ebook, **Resume Template Tok Trending Deal** . In a downloadable PDF format (PDF Size: *), this collection inspires and motivates. Download now to witness the indomitable spirit of those who dared to be brave.

https://socketapi.adit.com/public/browse/Download_PDFS/quilt%20of%20a%20country%20by%20anna%20quindlen%20rocke%20businesslutions.pdf

Table of Contents Resume Template Tok Trending Deal

1. Understanding the eBook Resume Template Tok Trending Deal
 - The Rise of Digital Reading Resume Template Tok Trending Deal
 - Advantages of eBooks Over Traditional Books
2. Identifying Resume Template Tok Trending Deal
 - Exploring Different Genres
 - Considering Fiction vs. Non-Fiction
 - Determining Your Reading Goals
3. Choosing the Right eBook Platform
 - Popular eBook Platforms
 - Features to Look for in an Resume Template Tok Trending Deal
 - User-Friendly Interface
4. Exploring eBook Recommendations from Resume Template Tok Trending Deal
 - Personalized Recommendations
 - Resume Template Tok Trending Deal User Reviews and Ratings
 - Resume Template Tok Trending Deal and Bestseller Lists
5. Accessing Resume Template Tok Trending Deal Free and Paid eBooks
 - Resume Template Tok Trending Deal Public Domain eBooks
 - Resume Template Tok Trending Deal eBook Subscription Services
 - Resume Template Tok Trending Deal Budget-Friendly Options

6. Navigating Resume Template Tok Trending Deal eBook Formats
 - ePub, PDF, MOBI, and More
 - Resume Template Tok Trending Deal Compatibility with Devices
 - Resume Template Tok Trending Deal Enhanced eBook Features
7. Enhancing Your Reading Experience
 - Adjustable Fonts and Text Sizes of Resume Template Tok Trending Deal
 - Highlighting and Note-Taking Resume Template Tok Trending Deal
 - Interactive Elements Resume Template Tok Trending Deal
8. Staying Engaged with Resume Template Tok Trending Deal
 - Joining Online Reading Communities
 - Participating in Virtual Book Clubs
 - Following Authors and Publishers Resume Template Tok Trending Deal
9. Balancing eBooks and Physical Books Resume Template Tok Trending Deal
 - Benefits of a Digital Library
 - Creating a Diverse Reading Collection Resume Template Tok Trending Deal
10. Overcoming Reading Challenges
 - Dealing with Digital Eye Strain
 - Minimizing Distractions
 - Managing Screen Time
11. Cultivating a Reading Routine Resume Template Tok Trending Deal
 - Setting Reading Goals Resume Template Tok Trending Deal
 - Carving Out Dedicated Reading Time
12. Sourcing Reliable Information of Resume Template Tok Trending Deal
 - Fact-Checking eBook Content of Resume Template Tok Trending Deal
 - Distinguishing Credible Sources
13. Promoting Lifelong Learning
 - Utilizing eBooks for Skill Development
 - Exploring Educational eBooks
14. Embracing eBook Trends
 - Integration of Multimedia Elements

- Interactive and Gamified eBooks

Resume Template Tok Trending Deal Introduction

Resume Template Tok Trending Deal Offers over 60,000 free eBooks, including many classics that are in the public domain. Open Library: Provides access to over 1 million free eBooks, including classic literature and contemporary works. Resume Template Tok Trending Deal Offers a vast collection of books, some of which are available for free as PDF downloads, particularly older books in the public domain. Resume Template Tok Trending Deal : This website hosts a vast collection of scientific articles, books, and textbooks. While it operates in a legal gray area due to copyright issues, its a popular resource for finding various publications. Internet Archive for Resume Template Tok Trending Deal : Has an extensive collection of digital content, including books, articles, videos, and more. It has a massive library of free downloadable books. Free-eBooks Resume Template Tok Trending Deal Offers a diverse range of free eBooks across various genres. Resume Template Tok Trending Deal Focuses mainly on educational books, textbooks, and business books. It offers free PDF downloads for educational purposes. Resume Template Tok Trending Deal Provides a large selection of free eBooks in different genres, which are available for download in various formats, including PDF. Finding specific Resume Template Tok Trending Deal, especially related to Resume Template Tok Trending Deal, might be challenging as theyre often artistic creations rather than practical blueprints. However, you can explore the following steps to search for or create your own Online Searches: Look for websites, forums, or blogs dedicated to Resume Template Tok Trending Deal, Sometimes enthusiasts share their designs or concepts in PDF format. Books and Magazines Some Resume Template Tok Trending Deal books or magazines might include. Look for these in online stores or libraries. Remember that while Resume Template Tok Trending Deal, sharing copyrighted material without permission is not legal. Always ensure youre either creating your own or obtaining them from legitimate sources that allow sharing and downloading. Library Check if your local library offers eBook lending services. Many libraries have digital catalogs where you can borrow Resume Template Tok Trending Deal eBooks for free, including popular titles. Online Retailers: Websites like Amazon, Google Books, or Apple Books often sell eBooks. Sometimes, authors or publishers offer promotions or free periods for certain books. Authors Website Occasionally, authors provide excerpts or short stories for free on their websites. While this might not be the Resume Template Tok Trending Deal full book , it can give you a taste of the authors writing style. Subscription Services Platforms like Kindle Unlimited or Scribd offer subscription-based access to a wide range of Resume Template Tok Trending Deal eBooks, including some popular titles.

FAQs About Resume Template Tok Trending Deal Books

What is a Resume Template Tok Trending Deal PDF? A PDF (Portable Document Format) is a file format developed by Adobe that preserves the layout and formatting of a document, regardless of the software, hardware, or operating system used to view or print it. **How do I create a Resume Template Tok Trending Deal PDF?** There are several ways to create a PDF: Use software like Adobe Acrobat, Microsoft Word, or Google Docs, which often have built-in PDF creation tools. Print to PDF: Many applications and operating systems have a "Print to PDF" option that allows you to save a document as a PDF file instead of printing it on paper. Online converters: There are various online tools that can convert different file types to PDF. **How do I edit a Resume Template Tok Trending Deal PDF?** Editing a PDF can be done with software like Adobe Acrobat, which allows direct editing of text, images, and other elements within the PDF. Some free tools, like PDFescape or Smallpdf, also offer basic editing capabilities. **How do I convert a Resume Template Tok Trending Deal PDF to another file format?** There are multiple ways to convert a PDF to another format: Use online converters like Smallpdf, Zamzar, or Adobe Acrobats export feature to convert PDFs to formats like Word, Excel, JPEG, etc. Software like Adobe Acrobat, Microsoft Word, or other PDF editors may have options to export or save PDFs in different formats. **How do I password-protect a Resume Template Tok Trending Deal PDF?** Most PDF editing software allows you to add password protection. In Adobe Acrobat, for instance, you can go to "File" -> "Properties" -> "Security" to set a password to restrict access or editing capabilities. Are there any free alternatives to Adobe Acrobat for working with PDFs? Yes, there are many free alternatives for working with PDFs, such as: LibreOffice: Offers PDF editing features. PDFsam: Allows splitting, merging, and editing PDFs. Foxit Reader: Provides basic PDF viewing and editing capabilities. How do I compress a PDF file? You can use online tools like Smallpdf, ILovePDF, or desktop software like Adobe Acrobat to compress PDF files without significant quality loss. Compression reduces the file size, making it easier to share and download. Can I fill out forms in a PDF file? Yes, most PDF viewers/editors like Adobe Acrobat, Preview (on Mac), or various online tools allow you to fill out forms in PDF files by selecting text fields and entering information. Are there any restrictions when working with PDFs? Some PDFs might have restrictions set by their creator, such as password protection, editing restrictions, or print restrictions. Breaking these restrictions might require specific software or tools, which may or may not be legal depending on the circumstances and local laws.

Find Resume Template Tok Trending Deal :

quilt of a country by anna quindlen rocketbusinesslutions
realidades 2 examen del capitulo 1b pearson answers

proving algorithm correctness people

read paper towns john green

raoul pal the end game business insider

read business statistics sp gupta bkchiro

rehabilitation of concrete structures

race car vehicle dynamics william f milliken

read my hot ass neighbor online

quimica organica 5ta edicion rakoff

r b 2 e 2 n 0009

rediscovering faith understanding the nature of kingdom living

reformed dogmatics volume 1 prolegomena herman bavinck

reflections man mr amari soul

public finance in canada 4th edition rosen

Resume Template Tok Trending Deal :

daycare profit and loss statement template Complete non-shaded fields, only. 9, INCOME. 10, TUITION INCOME. DAYCARE PROFIT AND LOSS STATEMENT TEMPLATE DAYCARE. PROFIT AND LOSS. STATEMENT TEMPLATE. Template begins on page 2. Page 2. ORGANIZATION NAME. START DATE. END DATE. REFERENCE ID. NO. ENROLLED. MONTHLY ... daycare profit and loss statement - PDFfiller A daycare profit and loss statement should include information about total revenue, cost of goods sold, operating expenses, employee wages and benefits, taxes, ... Daycare Profit And Loss Statement Template - Iranianstudy Feb 22, 2023 - Daycare profit and loss statement template - A statement is a created or spoken declaration of fact or opinion. How to Create a Profit/Loss Statement - Tom Copeland Mar 28, 2017 — What is a Profit/Loss Statement and how can a family child care provider make use of one? A Profit/Loss Statement is a financial statement ... Daycare profit and loss template: Fill out & sign online Edit, sign, and share daycare profit and loss statement online. No need to install software, just go to DocHub, and sign up instantly and for free. How to Calculate Profit & Loss for Home Daycare - Sapling A P&L Statement is a list of your income and expenses, broken down into categories that show you where your money is coming from and what type of expenses you ... Daycare Profit and Loss Template Form - Fill Out and Sign ... In Home Daycare Tax Deduction Worksheet. Check out how easy it is to complete and eSign documents online using fillable templates and a powerful editor. DAY CARE INCOME and EXPENSE WORKSHEET AUTO EXPENSE: Keep records of mileage for Day Care meetings, shopping trips for supplies, banking, education, taking children home, to doctor or to events. FOOD. Jung on

Active Imagination The goal of active imagination is to build a functional bridge from consciousness into the unconscious, which Jung terms the "transcendent function." This ... Jung on Active Imagination He termed this therapeutic method "active imagination." This method is based on the natural healing function of the imagination, and its many expressions. Active imagination As developed by Carl Jung between 1913 and 1916, active imagination is a meditation technique wherein the contents of one's unconscious are translated into ... A Guide to Active Imagination Dec 9, 2021 — Active Imagination is a technique that was developed by Carl Jung to access the unconscious in waking life. When we consider engaging the ... Jung on Active Imagination He termed this therapeutic method "active imagination." This method is based on the natural healing function of the imagination, and its many expressions. Jung on Active Imagination Jung learned to develop an ongoing relationship with his lively creative spirit through the power of imagination and fantasies. He termed this therapeutic ... Active Imagination: Confrontation with the Unconscious Active Imagination Active imagination is a method of assimilating unconscious contents (dreams, fantasies, etc.) through some form of self-expression. The object of active ... Active Imagination: Confrontation with the Unconscious May 9, 2022 — Although Jung held dreams in high regard, he considered active imagination to be an even more effective path to the unconscious. The difference ... Jung on active imagination. by CG Jung · 1997 · Cited by 319 — Abstract. This volume introduces Jung's writings on active imagination. For many years, people have had to search throughout the Collected Works and elsewhere, ... Air Pollution Control Solution Manual Author: F C Alley, C David Cooper. 90 solutions available. Frequently asked ... How is Chegg Study better than a printed Air Pollution Control student solution ... Air Pollution Control: A Design Approach (Solutions ... Air Pollution Control: A Design Approach (Solutions Manual) by C. David Cooper; F.C. Alley - ISBN 10: 0881337870 - ISBN 13: 9780881337877 - Waveland Press ... Solutions manual to accompany Air pollution control, a ... Solutions manual to accompany Air pollution control, a design approach. Authors: C. David Cooper, Alley, F.C.. Front cover image for Solutions manual to ... Air Pollution Control: A Design Approach (Solutions Manual) Air Pollution Control: A Design Approach (Solutions Manual). by Cooper; C. David. Members, Reviews, Popularity, Average rating, Conversations. 56, None, 449,425 ... Solutions manual to accompany Air pollution control, a design ... Solutions manual to accompany Air pollution control, a design approach. Author / Creator: Cooper, C. David. Available as: Physical. Solutions Manual to Accompany Air Pollution Control, a ... Title, Solutions Manual to Accompany Air Pollution Control, a Design Approach. Authors, C. David Cooper, F. C. Alley. Publisher, PWS Engineering, 1986. Solution Manual for Air Pollution Control - David Cooper, Alley Sep 17, 2020 — This solution manual includes all problem's of fourth edition (From chapter 1 to chapter 20). Chapters 9 and 17 have no problems. Most of ... Solutions Manual To Accompany Air Pollution Control Solutions Manual To Accompany Air Pollution Control: A Design Approach by C. David Cooper and F. C. Alley. (Paperback 9780881335552) Solutions Manual To Accompany Air Pollution Control Solutions Manual To Accompany Air Pollution Control by C. David Cooper and F. C. Alley, 1986, Waveland Press Inc. edition, Paperback in

English - 1st ... [PDF request] Air pollution control design approach 4ed. ... [PDF request] Air pollution control design approach 4ed. solutions manual by C. David Cooper, F. C. Alley.