

1. Record Nr.	UNIBAS000013002
Autore	Doran, Robert S.
Titolo	Approximate identities and factorization in Banach modules / Robert S. Doran, Josef Wichmann
Pubbl/distr/stampa	Berlin [etc.] : Springer, 1979
ISBN	3-540-09725-2
Descrizione fisica	X, 305 p. ; 25 cm.
Collana	Lecture notes in mathematics ; 768
Altri autori (Persone)	Wichmann, Josef
Disciplina	512.55
Soggetti	Analisi funzionale
Lingua di pubblicazione	Inglese
Formato	Materiale a stampa
Livello bibliografico	Monografia

2. Record Nr.	UNINA9910790632803321
Autore	Johnson Brian K
Titolo	The articulate advocate [[electronic resource] ] : new techniques of persuasion for trial lawyers // Brian K. Johnson and Marsha Hunter
Pubbl/distr/stampa	Prescott, Ariz., : Crown King Books, c2009
ISBN	0-9796895-5-4
Descrizione fisica	1 online resource (210 p.)
Collana	The Articulate Life
Altri autori (Persone)	HunterMarsha
Disciplina	347.052 347.7375
Soggetti	Communication in law Forensic oratory Trial practice - United States Persuasion (Psychology)
Lingua di pubblicazione	Inglese
Formato	Materiale a stampa
Livello bibliografico	Monografia
Note generali	Description based upon print version of record.
Nota di bibliografia	Includes bibliographical references (p. 185-186) and index.
Nota di contenuto	Cover; Copyright; Contents; Introduction; Chapter One: Your Body; Chapter Two: Your Brain; Chapter Three: Your Voice ; Chapter Four: How to Practice ; Appendices; Appendix 1: Speaking Persuasively, Thinking on Your Feet ; Appendix 2: Video Self-Review Checklist ; Bibliography ; Index; About the Authors; Back Cover
Sommario/riassunto	Unlike other trial advocacy books that teach what to say and do in the courtroom, this reference teaches how to say and do it. Based on 25 years of experience from coaching practitioners, this handbook reveals techniques?incorporating cutting-edge discoveries in linguistics, neuroscience, and sports psychology?to help litigators look, sound, and feel natural and polished in the courtroom. Questions that lawyers face daily, such as What do I do with my hands? Aren't gestures distracting? How do I remember everything? and I tend to talk so fast?how can I slow down? are among the questions adressed