

1.	Record Nr.	UNINA990004010250403321
	Autore	Timm, Hermann
	Titolo	Die heilige Revolution, das religiöse Totalitätskonzept der Frühromantik Scheiermacher-Novalis-Friedrich Schlegel / Hermann Timm
	Pubbl/distr/stampa	Frankfurt am Main : Syndikat, 1978
	Descrizione fisica	179 p. ; 22 cm
	Disciplina	141
	Locazione	FLFBC
	Collocazione	141 TIM 1
	Lingua di pubblicazione	Tedesco
	Formato	Materiale a stampa
	Livello bibliografico	Monografia
2.	Record Nr.	UNINA9911006532403321
	Autore	Mortensen Kurt W
	Titolo	Maximum influence : the 12 universal laws of power persuasion / / Kurt W. Mortensen
	Pubbl/distr/stampa	New York, : American Management Association, 2013
	ISBN	9781680159189 1680159186 9780814432105 0814432107 9780814432143 081443214X
	Edizione	[2nd ed.]
	Descrizione fisica	1 online resource (291 p.)
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	Lingua di pubblicazione	Inglese
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	Livello bibliografico	Monografia

Note generali	Description based upon print version of record.
Nota di bibliografia	Includes bibliographical references and index.
Nota di contenuto	Cover; Title; Copyright; Dedication; Contents; ACKNOWLEDGMENTS; INTRODUCTION: What Was I Thinking?; CHAPTER 1: I'm a Good Boss. So Why Do I Sometimes Act Like a Bad One?; CHAPTER 2: Why Don't People Heed My Sage Advice?; CHAPTER 3: Why Do I Lose My Cool in Hot Situations?; CHAPTER 4: Why Does a Good Fight Sometimes Go Bad?; CHAPTER 5: Why Can Ambition Sabotage Success?; CHAPTER 6: Why Do People Resist Change?; CHAPTER 7: Why Do Good Teams Go Bad?; CHAPTER 8: What Causes a Star to Fade?; CONCLUSION: The Aha Moment; References; Index; About the Author
Sommario/riassunto	The persuasion classic-with powerful new insights from behavioral science.