

1. Record Nr.	UNINA9910790470203321
Autore	Korda Philippe
Titolo	The five golden rules of negotiation [[electronic resource] /] / Philippe Korda
Pubbl/distr/stampa	[New York, N.Y.] (222 East 46th Street, New York, NY 10017), : Business Expert Press, 2011
ISBN	1-78268-108-6 1-60649-307-8
Edizione	[1st ed.]
Descrizione fisica	1 online resource (223 p.)
Collana	Human resource management and organizational behavior collection, , 1946-5645
Disciplina	302.3
Soggetti	Negotiation
Lingua di pubblicazione	Inglese
Formato	Materiale a stampa
Livello bibliografico	Monografia
Note generali	Bibliographic Level Mode of Issuance: Monograph
Nota di bibliografia	Includes bibliographical references (p. [197]) and index.
Nota di contenuto	Foreword -- Prologue -- Part I. Become an expert: master the five golden rules of negotiation -- 1. The crucial prerequisite -- 2. How to set your initial offer -- 3. How to respond to the other party's initial attacks -- 4. Never make a concession without getting something in return -- 5. How to avoid giving away more than necessary -- 6. How to guide negotiations to a successful conclusion -- Part II. Become a guru: anticipate your opponent's moves -- 7. How to distinguish apparent demands from real demands -- 8. How to shift the balance of power between buyer and seller -- 9. How to avoid the traps of professional negotiators -- 10. How to analyze and exploit decision-making processes -- Part III. Become a legend: develop exceptional negotiating skills -- 11. Get "the enemy" on your side -- 12. How to handle bluffs and detect lies -- 13. Dealing with difficult discussions, tactfully -- 14. "Take it or leave it": how to break the deadlock -- Epilogue -- Appendix: Carl Ritchie applies Margaret Peake's advice -- Notes -- Index.
Sommario/riassunto	Reveals the art of negotiation and helps you get the skills needed in becoming a master negotiator in today's business environment. The first part of the book outlines the fundamentals of negotiating, while the second part is devoted to getting the reader to understand their opponent's interests and tactics during the negotiation process. Finally,

you get the opportunity to learn how to strategize successfully.

2. Record Nr.	UNINA9910960165803321
Autore	Fayer Michael D
Titolo	Absolutely small : how quantum theory explains our everyday world // Michael D. Fayer
Pubbl/distr/stampa	New York, : AMACOM, c2010
ISBN	9786612657788 9781282657786 128265778X 9780814414910 0814414915
Edizione	[1st ed.]
Descrizione fisica	1 online resource (396 p.)
Disciplina	530.12
Soggetti	Quantum theory Quantum chemistry
Lingua di pubblicazione	Inglese
Formato	Materiale a stampa
Livello bibliografico	Monografia
Note generali	Bibliographic Level Mode of Issuance: Monograph
Nota di bibliografia	Includes bibliographical references and index.
Nota di contenuto	Schrodinger's cat -- Size is absolute -- Some things about waves -- The photoelectric effect and Einstein's explanation -- Light: waves or particles? -- How big is a photon and the Heisenberg uncertainty principle -- Photons, electrons, and baseballs -- Quantum racquetball and the color of fruit -- The hydrogen atom: the history -- The hydrogen atom: quantum theory -- Many electron atoms and the periodic table of elements -- The hydrogen molecule and the covalent bond -- What holds atoms together - diatomic molecules -- Bigger molecules: the shapes of polyatomic molecules -- Beer and soap -- Fat, it's all about the double bonds -- Green house gases -- Aromatic molecules -- Metals, insulators, and semiconductors -- Think quantum.
Sommario/riassunto	For anyone who's ever pondered why things are the way they are, this guided exploration provides an all-encompassing answer: it's a matter of quantum physics. Explore this intriguing scientific concept with

easy-to-understand examples from the everyday world.

3. Record Nr.	UNINA9910146894403321
Titolo	The journal of Negro history
Pubbl/distr/stampa	Washington, D.C., : Association for the Study of Negro Life and History, 1916-2001
ISSN	2325-6842
Disciplina	325.260973
Soggetti	African Americans Noirs americains Zwarten Afro-nord-americans Revistes electròniques 15.59 history of great parts of the world, peoples, civilizations: other Geschichte Zeitschrift Schwarze Periodicals. periodicals. History (form) Periodiques. Schwärze
Lingua di pubblicazione	Inglese
Formato	Materiale a stampa
Livello bibliografico	Periodico
Note generali	Title from title screen (JSTOR, viewed May 5, 1999).