

1. Record Nr.	UNINA9910465522303321
Autore	Converse Raymond W
Titolo	Lessons of history [[electronic resource] ] : the United States and the European Union // Raymond Converse
Pubbl/distr/stampa	New York, : Algora Pub., c2011
ISBN	0-87586-830-4
Descrizione fisica	1 online resource (251 p.)
Collana	World government : utopian dream or current reality? ; ; v. 2
Disciplina	341.2/1
Soggetti	International organization International cooperation Electronic books.
Lingua di pubblicazione	Inglese
Formato	Materiale a stampa
Livello bibliografico	Monografia
Note generali	Description based upon print version of record.
Nota di contenuto	Preface to Volume 2; Chapter 1. The Constitution and Piece-Meal Social Engineering; Chapter 2. The Battle Between Federalists and Anti-Federalists; Chapter 3. The European Union as a Co-Guidance System; Chapter 4. Problems that Have Faced the US and the EU, and their Effects on a World Government; Chapter 5. Pre-Modern Development of the United States; Chapter 6. The Movement Towards the Modern United States; Chapter 7. The Effect of the Progressive Movement in the US; Chapter 8. The Beginnings of Unrestrained Capitalism; Chapter 9. The Unilateral Growth of Unrestrained Capitalism Chapter 10. The Failure of Unrestrained Capitalism and the Growth of the Welfare State Chapter 11. World War II and the Developemnt of Bipolar Politics; Chapter 12. The Emergence of the European Union, and the Cold War; Chapter 13. The US Public Becomes Aware of the Rest of the World; Chapter 14. The Beginning of a New Era in US Politics; Chapter 15. The Policies of George H.W. Bush and Their Effects on US Foreign Policy; Chapter 16. The Liberal Bias of the Clinton Administration in Comparison to the European Union; Chapter 17. The Growing Unilateralism of the US Foreign Policy; Conclusion
Sommario/riassunto	This book assumes that the world is moving inexorably, if in fits and starts, toward union. It explores the implications for all global citizens, and posits that, to succeed, it will be predicated upon a general

disarmament and a broad adoption of the principles of Representative Democracy.

2. Record Nr.	UNINA9910782697203321
Autore	Harris Philip R (Philip Robert), <1926->
Titolo	20 reproducible assessment instruments for the new work culture [[electronic resource] /] / Philip R. Harris
Pubbl/distr/stampa	Amherst, Mass., : HRD Press, c1995
ISBN	1-59996-501-1
Descrizione fisica	1 online resource (186 p.)
Disciplina	658.4
Soggetti	Organizational effectiveness - Measurement Personnel management Teams in the workplace Management
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.
Nota di contenuto	Table of Contents; Prologue; Introduction; Part 1 Personal Assessment; 1 Human Resources Inventory; 2 Leadership Motivation Inventory; 3 Values Imprint Survey; 4 Quality of Life Index; 5 Relocation Preparation Index; 6 Change Inventory for Leaders; 7 Force Field Analysis Inventory; Part 2 Team Assessment; 8 Group Maturity Analysis; 9 Individual Behavior Analysis; 10 Team Performance Survey; 11 Team Synergy Analysis Inventory; Part 3 New Management Concepts for Supervisors; 12 High Performance Management Inventory (HPMI); 13 Management Communications Inventory 14 Managing People Skills Inventory 15 Intercultural Relations Inventory (IRI); 16 Inventory of Transformational Management Skills; Part 4 Organizational Assessment; 17 Organizational Culture Survey; 18 Organization Communication Analysis; 19 Organizational Roles and Relationships Inventory; 20 Organizational Meeting Management Planning Inventory; Epilogue
Sommario/riassunto	Areas covered include: the customer's first impression; customer

paradigms; listening to the customer; finding out who the customer really is; how rumors get started and spread; the importance of telephone greeting messages; dealing with telephone tag; telephone communications; understanding what the customer really wants; characteristics of successful customer service; customer service diseases; developing your personal improvement plan; personalities of potential buyers; types of customers; customer complaints; tips for selling your product or service; positive and negative words; winning an

3. Record Nr.	UNINA9910300608403321
<b>Titolo</b>	Argumentation and Language — Linguistic, Cognitive and Discursive Explorations // edited by Steve Oswald, Thierry Herman, Jérôme Jacquin
<b>Pubbl/distr/stampa</b>	Cham : , : Springer International Publishing : , : Imprint : Springer, , 2018
<b>ISBN</b>	3-319-73972-7
<b>Edizione</b>	[1st ed. 2018.]
<b>Descrizione fisica</b>	1 online resource (290 pages)
<b>Collana</b>	Argumentation Library, , 2215-1907 ; ; 32
<b>Disciplina</b>	410
<b>Soggetti</b>	Applied linguistics Language and languages - Philosophy Semiotics Linguistics - Methodology Pragmatics Applied Linguistics Philosophy of Language Research Methods in Language and Linguistics
<b>Lingua di pubblicazione</b>	Inglese
<b>Formato</b>	Materiale a stampa
<b>Livello bibliografico</b>	Monografia
<b>Nota di bibliografia</b>	Includes bibliographical references at the end of each chapters.
<b>Nota di contenuto</b>	Chapter 1 Introduction; Steve Oswald, Thierry Herman and Jérôme Jacquin -- Part I Linguistic Resources of Argumentation -- Chapter 2 A Linguistic Revision of Toulmin's Layout of Arguments; Thierry Herman -- Chapter 3 Style and Grammar in Political Discourse:

Complementation and its Argumentative-Rhetorical Potential; Maarten van Leeuwen -- Chapter 4 Evidential and Argumentative Functions of Dynamic Appearance Verbs in Italian: The Example of Rivelare and Emergere; Johanna Miecznikowski -- Chapter 5 Tracing the Roots of Defeasible Reasoning through Argumentative Indicators: A Study of the Italian Verb Sembra in Opinion Articles; Elena Musi -- Chapter 6 What is the Contribution of Connectives to Discourse Meaning? The With or Without Issue (WWI); Jacques Moeschler -- Part II Argumentative Processes: Cognition and Discourse -- Chapter 7 Argumentation as a Bridge between Metaphor and Reasoning; Francesca Ervas, Elisabetta Gola and Maria Grazia Rossi -- Chapter 8 The Straw Man Fallacy as a Prestige-Gaining Device; Louis de Saussure -- Chapter 9 Types of Dialogue and Pragmatic Ambiguity; Fabrizio Macagno and Sarah Bigi -- Chapter 10 Practical Argumentation in the Making: Discursive Construction of Reasons for Action; Marcin Lewiski -- Chapter 11 Exercising Accountability in European Parliamentary Debates on Statements: An Argumentative Perspective; Dima Mohammed -- Chapter 12 Collaborative Decision-Making in Argumentative Group Discussions among Primary School Children; Vera Mundwiler and Judith Kreuz.

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#### Sommario/riassunto

This volume focuses on the role language plays at all levels of the argumentation process. It explores the effects that specific linguistic choices may have in the production and the reception of arguments and in doing so, it moves beyond the first, necessary, descriptive stance provided by current literature on the topic. Each chapter provides an original take illuminating one or more of the following three issues: the range of linguistic resources language users draw on as they argue; how cognitive processes of meaning construction may influence argumentative practices; and which discursive devices can be used to fulfil a number of argumentative goals. The volume includes theoretical and empirical or applied stances, providing the reader both with state-of-the-art reflections on the relationship between argumentation and language, and with concrete examples of how this relationship plays out in naturally occurring argumentative practices, such as classroom interaction, and political, parliamentary or journalistic discourse. This is a very original, timely and welcome contribution to the study of argumentation conducted with the tools of the language sciences. The collection of papers relevantly tackles key linguistic, discursive and cognitive aspects of argumentative practices whose treatment is underrepresented in mainstream argumentation studies by offering new and exciting linguistically-grounded theoretical accounts. As such, the volume testifies both to the vigour of the linguistic current within the discipline and to the high standards of scholarly commitment and quality that the younger generation is pushing forward. Without question, this book marks an important milestone in the relationships between linguistics and argumentation theory. <Christian Plantin, Professor Emeritus.

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