

1. Record Nr.	UNINA9910315652603321
Autore	Morgana, Silvia
Titolo	Mosaico italiano : studi di storia linguistica / Silvia Morgana
Pubbl/distr/stampa	Firenze : Franco Cesati, 2011
ISBN	978-88-7667-411-2
Descrizione fisica	408 p. ; 23 cm
Collana	Linguistica e critica letteraria , Nuova serie ; 13
Disciplina	450.903
Locazione	FLFBC
Collocazione	450.903 MOR 1
Lingua di pubblicazione	Italiano
Formato	Materiale a stampa
Livello bibliografico	Monografia
Note generali	Scritti già pubblicati dal 1986 al 2010

2. Record Nr.	UNINA9910304140103321
Titolo	Handbook of International Negotiation : Interpersonal, Intercultural, and Diplomatic Perspectives / / edited by Mauro Galluccio
Pubbl/distr/stampa	Cham : , : Springer International Publishing : , : Imprint : Springer, , 2015
ISBN	3-319-10687-2
Edizione	[1st ed. 2015.]
Descrizione fisica	1 online resource (468 p.)
Disciplina	150 155.8 320 616.89
Soggetti	Cross-cultural psychology Clinical psychology Political science Cross Cultural Psychology Clinical Psychology Political Science
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 and index.
Nota di contenuto	Section I Decision Making Approaches to Negotiation -- 1. Representative Decision Making: Challenges to Democratic Peace Theory -- 2. Tacit knowledge awareness and its role in Improving the Decisions-making process in international negotiations -- 3. A Psychotherapeutic View of Decision Making: Implications for Peaceful Negotiations -- 4. Moral disengagement in "War fever." How Can We Resist? -- Section II Re-framing Approaches to Negotiation -- 5. The Biology of Cooperative decision-making: Neurobiology to International Relations -- 6. Psychological Dynamics of Insight: Relevance to International Negotiation -- 7. Why is it so Difficult to Resolve Intractable Conflicts Peacefully? A Socio-Psychological Explanation -- 8. Dignity in Negotiation: Its Transforming Power -- Section III Conflict Management and International Negotiation -- 9. Negotiating Conflict Transformations -- 10. The Evolution of Readiness Theory -- 11. Why is

Mediation So Hard? The Case of Syria -- 12.Underpinning Conflict Prevention by International Cooperation -- Section IV Emotions Regulation in Negotiation -- 13.Improving Negotiation Effectiveness with Skills of Emotional Competence -- 14.International Negotiation and Emotional Intelligence -- 15.From Conflict to Peace through Emotional Regulation and Co-operation -- 16.Mindfulness Based Training for Negotiators: Fostering Resilience in the Face of Stress -- Section V Cognitive and Behavioural Approach to Negotiation -- 17.A Cognitive Insight on Cooperation and Conflict -- 18.Impediments and Strategies in Negotiating: A Cognitive Therapy Model -- 19.Negotiating in the world of mixed beliefs and values systems: A compassion focused model -- 20.Cognitive Behavioral Therapy inspiring values in the planning and management of Lebanon National Conflict Resolution: A Brief Essay -- Section VI The Intercultural Dimension of International Negotiation -- 21.Reflections on The Cultural Contexts of Conflict Resolution Via Truth and Reconciliation Processes -- 22.On Instinctive Human Peace versus War -- 23.Beyond Impasse: Addressing Sacred Values in International Political Negotiations -- 24.Developing a Global Community: A Social Psychological Perspective -- Section VII Diplomacy and International Negotiation -- 25.An inquiry on war and peace -- 26.Negotiating Partners: Friends or Foes? -- 27.Environment and Science: Finding Common Ground through International Agreements. An Insider's View of Negotiation Processes -- 28.Micro-negotiation in the Security Sector Advising Context: A Case Study from Afghanistan -- 29.International Cooperation and Negotiation in Practice -- 30.Diplomacy meets Science: Negotiating Responsible and Inclusive Growth.

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#### Sommario/riassunto

This cross-disciplinary handbook offers leading-edge concepts and scientifically based strategies for fostering nonviolent alternatives to violent conflict. The chapters present in-depth discussions of such topics as the role of emotion in negotiation, the value of truth and reconciliation commissions, and strategies for resisting "war fever". In addition, they include case studies of conflict resolution in several hot spots around the globe. Though most of the chapters focus on international negotiation, the experts who wrote them range in discipline from international relations and diplomacy to cognitive psychology and neurobiology. Many of the chapters present practical advice and tools of analysis that move beyond such familiar concepts as listening skills and cultural competence, presenting ideas rarely seen in the peace and negotiation literature. Coverage focuses on seven key areas:

- Decision making approaches to negotiation.
- Re-framing approaches to negotiation.
- Conflict management and international negotiation.
- Emotion regulation in negotiation.
- Cognitive and behavioral approaches to negotiation.
- The intercultural dimension of international negotiation.
- Diplomacy and international negotiation.

As the stakes in global conflict continue to escalate, this book should be vital reading for an increasing array of scholars and practitioners, including specialists in international negotiations, mediation, conflict management, peace studies, and decision makers who have to deal with international conflict.

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