

1. Record Nr.	UNINA9910449672703321
Autore	Mortensen Kurt W
Titolo	Maximum influence [[electronic resource]] : the 12 universal laws of power persuasion / / Kurt W. Mortensen
Pubbl/distr/stampa	New York, : American Management Association, c2004
ISBN	0-8144-2804-5
Edizione	[1st ed.]
Descrizione fisica	1 online resource (253 p.)
Disciplina	153.8/52
Soggetti	Persuasion (Psychology) Influence (Psychology) Success - Psychological aspects Electronic books.
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	Introduction -- The power of persuasion -- The 12 universal laws of power persuasion -- Law of dissonance -- Law of obligation -- Law of connectivity -- Law of social validation -- Law of scarcity -- Law of verbal packaging -- Law of contrast -- Law of expectations -- Law of involvement -- Law of esteem -- Law of association -- Law of balance -- Your pre-persuasion checklist -- Epilogue.
Sommario/riassunto	""The most complete work on persuasion and influence I have ever read."" -- Robert G. Allen, author, ""Nothing Down"" and ""Multiple Streams of Income""

2.	Record Nr.	UNISALENTO991002203829707536
	Autore	Del Lupo, Emanuele
	Titolo	Come si fa carniere / Emanuele Del Lupo
	Pubbl/distr/stampa	[Firenze] : Olimpia, 1968
	Descrizione fisica	149 p. : ill. ; 17 cm.
	Disciplina	799.1
	Soggetti	Pesca a lancio
	Lingua di pubblicazione	Italiano
	Formato	Materiale a stampa
	Livello bibliografico	Monografia
3.	Record Nr.	UNINA9910961852903321
	Autore	Iarrobino Anthony A
	Titolo	Punctual Hilbert Schemes
	Pubbl/distr/stampa	Providence, : American Mathematical Society, 2005
	ISBN	1-4704-0054-5
	Edizione	[1st ed.]
	Descrizione fisica	1 online resource (123 p.)
	Collana	Memoirs of the American Mathematical Society ; ; v.10
	Disciplina	512/.33 510.8 s
	Soggetti	Hilbert schemes Ideals (Algebra) Power series rings Mathematics Physical Sciences & Mathematics Geometry Mathematical Theory Algebra
	Lingua di pubblicazione	Inglese
	Formato	Materiale a stampa
	Livello bibliografico	Monografia
	Note generali	Description based upon print version of record.

Nota di bibliografia

Bibliography: p. 105-108.

Nota di contenuto

""TABLE OF CONTENTS""; ""CHAPTER 1. A STRATIFICATION OF THE HILBERT SCHEME""; ""1A. Summary""; ""1B. Standard Generators for an Ideal in R when $\text{char } k = 0$ ""; ""CHAPTER 2. $Z[\text{sub}(T)]$ AND $G[\text{sub}(T)]$ IN THE CASE $\text{char } k = 0$ ""; ""CHAPTER 3. $Z[\text{sub}(T)]$ AND $G[\text{sub}(T)]$ WHEN $\text{char } k = p$ ""; ""3A. Every Ideal has a Normal Pattern: $Z[\text{sub}(T)]$ and $G[\text{sub}(T)]$ when $r = 2$, $\text{char } k > |T|$ ""; ""3B. Low Characteristics, $\text{char } k < |T|$; Weak-Normal Patterns""; ""CHAPTER 4. VECTOR SPACES OF FORM, LOCAL PARAMETERS ON THE HILBERT SCHEME""; ""4A. Normal Presentations""; ""4B. Vector Spaces of Forms""