

1. Record Nr.	UNINA9910455110203321
Autore	Laird Pamela Walker <1947->
Titolo	Pull [[electronic resource]] : networking and success since Benjamin Franklin // Pamela Walker Laird
Pubbl/distr/stampa	Cambridge, Mass., : Harvard University Press, 2006
ISBN	0-674-03987-4
Descrizione fisica	xiv, 439 p. : ill
Collana	Harvard studies in business history ; ; 48
Disciplina	658
Soggetti	Business networks - United States - History Success in business - United States - History Businesspeople - United States - History Social networks - United States - History Social capital (Sociology) - United States Electronic books.
Lingua di pubblicazione	Inglese
Formato	Materiale a stampa
Livello bibliografico	Monografia
Nota di bibliografia	Includes bibliographical references (p. 341-420) and index.
Nota di contenuto	Frontmatter -- Contents -- Illustrations -- Acknowledgments -- INTRODUCTION Connections at Work -- CHAPTER 1 Social Capital and the Mechanisms of Success -- CHAPTER 2 Organizing and Synthesizing Social Capital -- CHAPTER 3 Social Rungs on Corporate Ladders -- CHAPTER 4 Contacts and Buffers -- CHAPTER 5 The Business of Integration -- CHAPTER 6 Strangers on the Ladder -- CHAPTER 7 Uncovering the Power of Pull -- CHAPTER 8 Social Tools for Self-Help -- Notes -- Index
Sommario/riassunto	Redefining the way we view business success, Pamela Laird demolishes the popular American self-made story as she exposes the social dynamics that navigate some people toward opportunity and steer others away. Who gets invited into the networks of business opportunity? What does an unacceptable candidate lack? The answer is social capital--all those social assets that attract respect, generate confidence, evoke affection, and invite loyalty. In retelling success stories from Benjamin Franklin to Andrew Carnegie to Bill Gates, Laird goes beyond personality, upbringing, and social skills to reveal the critical common key--access to circles that control and distribute

opportunity and information. She explains how civil rights activism and feminism in the 1960s and 1970s helped demonstrate that personnel practices violated principles of equal opportunity. She evaluates what social privilege actually contributes to business success, and analyzes the balance between individual characteristics--effort, innovation, talent--and social factors such as race, gender, class, and connections. In contrasting how Americans have prospered--or not--with how we have talked about prospering, Laird offers rich insights into how business really operates and where its workings fit within American culture. From new perspectives on entrepreneurial achievement to the role of affirmative action and the operation of modern corporate personnel systems, Pull shows that business is a profoundly social process, and that no one can succeed alone.

2. Record Nr.

Autore

UNINA9910146264703321

Titolo

McPherson Robert S. <1947->

Pubbl/distr/stampa

Northern Navajo Frontier 1860 1900 / Robert S. McPherson

ISBN

Utah State University, University Libraries, 2001

Logan, Utah : , : Utah State University Press, , 2001

©2001

9786613267412

9781283267410

1283267411

9780874216714

0874216710

Descrizione fisica

1 online resource (133 pages)

Disciplina

979.1004/972

Soggetti

Frontier and pioneer life - Southwest, New

Navajo Indians - Land tenure

Navajo Indians - History

Lingua di pubblicazione

Inglese

Formato

Materiale a stampa

Livello bibliografico

Monografia

Note generali

Originally published: Albuquerque : University of New Mexico Press, c1988.

Nota di bibliografia

Includes bibliographical references (p. 119-125) and index.

## Nota di contenuto

1 Setting the Stage --2 Navajos, Utes and the Paiute Connection 1860-80 --3 Monster Slayer Meets the Mormons on the Northern Navajo Frontier, 1870-1900 --4 Navajos, Mormons, and Henry L. Mitchell: Cauldron of Conflict on the San Juan --5 Indians, Anglos, and Ungulates: Resource Competition on the San Juan --6 Boats, Booze, and Barter: Trade on the Northern Navajo Frontier, 1870-1910 --7 Boundaries, Bonanzas, and Bickering: Consolidation of the Northern Navajo Frontier, 1870-1905 --8 Conclusion --Notes --References --Index.

## Sommario/riassunto

McPherson argues that, instead of being a downtrodden group of prisoners, defeated militarily in the 1860s and dependent on the U.S. government for protection and guidance in the 1870s and 80s, the Navajo nation was vigorously involved in defending and expanding the borders of their homelands. This was accomplished not through war nor as a concerted effort, but by an aggressive defensive policy built on individual action that varied with changing circumstances. Many Navajos never made the Long Walk to Bosque Redondo. Instead they eluded capture in northern and western hinterlands and ther--