

1. Record Nr.	UNINA9910458840803321
Autore	Warner-Lewis Maureen
Titolo	Archibald Monteath : Igbo, Jamaican, Moravian // Maureen Warner-Lewis
Pubbl/distr/stampa	Jamaica : , : University of the West Indies Press, , 2007
Descrizione fisica	1 online resource (383 p.)
Disciplina	972.9204
Soggetti	Slaves - Jamaica Igbo (African people) - Jamaica Electronic books. Jamaica History
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	Contents; Illustrations; Acknowledgements; Notes on Spelling Variations; Abbreviations; 1 History of the Autobiographical Texts; 2 Aniaso; 3 Toby of the Monteaths; 4 Family and Inheritance; 5 Colonial Commercial Networks; 6 Entrapped within Colour as Caste; 7 Messages and Implications for Blacks of Christianization; 8 Planters and Missionaries Tensions and Alliances; 9 Outwardly Bound but Inwardly Free; 10 Shaping Identities; 11 Conclusion; Experiences of a Former Slave in Jamaica; Archibald John Monteith; Notes; Bibliography; Index

2. Record Nr.	UNISA996197872703316
Titolo	Head and neck pathology
Pubbl/distr/stampa	Secaucus, NJ, : Humana Press
ISSN	1936-0568
Disciplina	571.9
Soggetti	Head - Pathophysiology Neck - Pathophysiology Head - Diseases Neck - Diseases Head - pathology Neck - pathology Periodical Periodicals.
Lingua di pubblicazione	Inglese
Formato	Materiale a stampa
Livello bibliografico	Periodico
Note generali	Refereed/Peer-reviewed

3. Record Nr.	UNINA9910818956603321
Autore	Jasper James M. <1957->
Titolo	Getting your way : strategic dilemmas in the real world / / James M. Jasper
Pubbl/distr/stampa	Chicago, : University of Chicago Press, c2006
ISBN	1-281-95722-4 9786611957223 0-226-39474-3
Edizione	[1st ed.]
Descrizione fisica	1 online resource (252 p.)
Classificazione	CP 3600
Disciplina	303.3/42
Soggetti	Social interaction Strategy (Philosophy) Motivation (Psychology) Problem solving Persuasion (Psychology) Choice (Psychology) Life skills
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	Starting points -- Threats -- Goals -- Capacities -- Players as audiences -- Arenas.
Sommario/riassunto	Getting other people to do what we want is a useful skill for anyone. Whether you're seeking a job, negotiating a deal, or angling for that big promotion, you're engaged in strategic thought and action. In such moments, you imagine what might be going on in another person's head and how they'll react to what you do or say. At the same time, you also try to pick the best way to realize your goals, both with and without the other person's cooperation. Getting Your Way teaches us how to win that game by offering a fuller understanding of how strategy works in the real world. As we all know, rules

4. Record Nr.	UNISANNIOBAS0240829
Autore	Mendola, Marco
Titolo	Bonifica dei siti inquinati / Marco Mendola, Lorenzo Morra
Pubbl/distr/stampa	Roma, : DEI, : Tipografia del genio civile, c2010
Titolo uniforme	Bonifica dei siti inquinati
ISBN	9788849629514
Descrizione fisica	370 p. ; 24 cm + 1 CD-ROM.
Altri autori (Persone)	Morra, Lorenzo
Disciplina	627.5 628.55
Collocazione	SALA 628.55      MEN bo01SALA 628.55      MEN bo(bis)
Lingua di pubblicazione	Italiano
Formato	Materiale a stampa
Livello bibliografico	Monografia