

1. Record Nr.	UNINA9910462770803321
Autore	Bernstein Mary
Titolo	The Marrying Kind? [[electronic resource]] : Debating Same-Sex Marriage within the Lesbian and Gay Movement
Pubbl/distr/stampa	Minneapolis, : University of Minnesota Press, 2013
ISBN	1-4529-3962-4
Descrizione fisica	1 online resource (384 p.)
Altri autori (Persone)	TaylorVerta
Disciplina	323.3/264
Soggetti	Same-sex marriage - United States Gay rights - United States Sociology & Social History Social Sciences Family & Marriage Electronic books.
Lingua di pubblicazione	Inglese
Formato	Materiale a stampa
Livello bibliografico	Monografia
Note generali	Description based upon print version of record.
Sommario/riassunto	As the fight for same-sex marriage rages across the United States and lesbian and gay couples rush to marriage license counters, the goal of marriage is still fiercely questioned within the LGBT movement. Rarely has an objective so central to a social movement's political agenda been so controversial within the movement itself. While antigay forces work to restrict marriage to one man and one woman, lesbian and gay activists are passionately arguing about the desirability, viability, and social consequences of same-sex marriage. The Marrying Kind? is the first boo

2. Record Nr.	UNINA9910449910803321
Autore	Baldwin David Bryan
Titolo	Influence [[electronic resource]] : gaining commitment, getting results // David Baldwin and Curt Grayson
Pubbl/distr/stampa	Greensboro, N.C., : Center for Creative Leadership, c2004
ISBN	1-283-28443-X 9786613284433 1-118-15450-9 1-932973-24-9
Edizione	[1st ed.]
Descrizione fisica	1 online resource (35 p.)
Collana	An ideas into action guidebook CCL ; ; no. 424
Altri autori (Persone)	GraysonCurt
Disciplina	658.4092 658.45
Soggetti	Influence (Psychology) Leadership 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 (p. 29).
Nota di contenuto	Title page; Table of Contents; Why Influence?; Whom Do You Influence?; Influence Tactics; Which Influence Tactics Do You Use?; How Situation Affects Influence; Setting Your Goals; Identifying Benefits and Challenges; Developing Your Influence Session Script; Conducting an Influence Session; Reflecting on Your Influence Session; Conclusion; Suggested Readings; Background; Key Point Summary; Lead Contributors
Sommario/riassunto	Influence is an essential component of leadership. Your position in an organization and the power it gives you aren't always enough to motivate people to do what you ask. Developing your influence skills can help you gain commitment from people at all levels: direct reports, peers, and bosses. This book includes an assessment tool to help you determine the influence tactics you currently use. Some tactics depend on logic, others appeal to emotions, and others are cooperative appeals. You may discover tactics you rarely use, and you can develop those tactics to become more effective. You will l

