

1. Record Nr.	UNINA9910480848503321
Titolo	Negotiating on behalf of others [[electronic resource]] : advice to lawyers, business executives, sports agents, diplomats, politicians, and everybody else / / edited by Robert H. Mnookin, Lawrence E. Susskind, with Pacey C. Foster
Pubbl/distr/stampa	Thousand Oaks, Calif. ; ; London, : SAGE, c1999
ISBN	0-7619-1326-2 1-322-41286-3 1-4522-2134-0
Descrizione fisica	1 online resource (345 p.)
Collana	Negotiation and dispute resolution
Altri autori (Persone)	MnookinRobert H SusskindLawrence FosterPacey C
Disciplina	302.3 658.4052
Soggetti	Negotiation in business - United States Negotiation - United States Agency (Law) - United States 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.
Nota di contenuto	Cover; Contents; Preface; Introduction; Part I - Negotiation Theory Revisited; Chapter 1 - Toward a Theory of Representation in Negotiation; Commentary - The Shifting Role of Agents in Interest-Based Negotiations; Chapter 2 - Authority of an Agent: When Is Less Better?; Commentary - Rational Authority Allocation to an Agent; Chapter 3 - Minimizing Agency Costs in Two-Level Games: Lessons From the Trade Authority Controversies in the United States and the European Union; Commentary - Minimizing Agency Costs: Toward a Testable Theory; Part II - Agency in Context Chapter 4 - Challenges for International Diplomatic Agents Commentary - The Role of Agents in International Negotiation; Chapter 5 - Law and Power in Agency Relationships; Commentary - Law and Power in Agency Relationships; Chapter 6 - Agency in the Context of Labor

Negotiations; Commentary - Agency in the Context of Labor Management; Chapter 7 - Legislators as Negotiators; Commentary - Turning the Tables: Negotiation as the Exogenous Variable; Chapter 8 - First, Let's Kill All the Agents!; Commentary - Unnecessary Toughness: Hard Bargaining as an Extreme Sport
Part III - Prescriptive ImplicationsChapter 9 - Major Themes and Prescriptive Implications; Chapter 10 - Agents in Negotiations:Toward Testable Propositions; Annotated Bibliography of Selected Sources; Index; About the Authors

Sommario/riassunto

This volume explores current negotiation theory, providing a framework for understanding the complexity of negotiating for others. It includes labour-management relations, international diplomacy, sports agents, legislative process and agency law.

2. Record Nr.

Autore

UNINA9910480621703321

Titolo

Mellard Daryl F (Daryl Francis), <1950->
RTI [[electronic resource]] : a practitioner's guide to implementing response to intervention / Daryl F. Mellard, Evelyn Johnson

Pubbl/distr/stampa

Thousand Oaks, CA ; ; London, : Corwin, c2008

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1-4522-9526-3
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Descrizione fisica

1 online resource (169 p.)

Altri autori (Persone)

JohnsonEvelyn

Disciplina

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Soggetti

Remedial teaching
Slow learning children - Education
Learning disabled children - Education
Response to intervention (Learning disabled children)
Electronic books.

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Note generali

"A joint publication [with] NAESP, National Association of Elementary School Principals."

Nota di bibliografia

Includes bibliographical references and index.

Nota di contenuto

Cover; Contents; Preface; Acknowledgments; About the Authors; Chapter 1 - Introduction: What Is RTI?; Chapter 2 - RTI in the Context of Policy Initiatives; Chapter 3 - Schoolwide Screening; Chapter 4 - Progress Monitoring; Chapter 5 - Tier 1: General Education; Chapter 6 - Tier 2: Intervention; Chapter 7 - Tier 3: Special Education; Chapter 8 - Fidelity of Implementation; Chapter 9 - Conclusion; Index

Sommario/riassunto

This comprehensive yet accessible reference covers the three tiers of RTI, schoolwide screening, progress monitoring, challenges to implementation, and changes in school structures and individual staff roles.