

1. Record Nr.	UNISA996412650403316
Autore	GUTMANN, Matthew C. <1953->
Titolo	Breaking ranks : Iraq veterans speak out against the war / Matthew Gutmann and Catherine Anne Lutz
Pubbl/distr/stampa	Berkeley, : University of California Press, 2010
ISBN	0-520-26637-4
Descrizione fisica	Testo elettronico (PDF) (214 p, [6] carte di tavole : ill.)
Altri autori (Persone)	LUTZ, Catherine
Disciplina	956.704431
Soggetti	Guerra d'Iraq 2003-2011 - Veterani - Stati Uniti d'America
Lingua di pubblicazione	Inglese
Formato	Risorsa elettronica
Livello bibliografico	Monografia
Sommario/riassunto	Breaking Ranks porta una prospettiva nuova e profondamente personale alla guerra in Iraq, esaminando le vite di sei veterani che si sono ribellati alla guerra che hanno contribuito a combattere. Basato su ampie interviste con ciascuno dei sei, il libro racconta il motivo per cui si sono arruolati, le loro esperienze di addestramento e nelle prime missioni, i loro tour di combattimento e cosa è successo loro da quando sono tornati a casa. Le storie avvincenti di questo variegato spaccato dell'esercito raccontano come ogni viaggio in Iraq sia iniziato con il sincero desiderio di fare del bene. Matthew Gutmann e Catherine Anne Lutz mostrano come le esperienze di ogni individuo abbiano portato a nuove comprensioni morali e politiche e, in ultima analisi, all'opposizione alla guerra.

2. Record Nr.	UNINA9910698640203321
Autore	Pfeiffer Christoph
Titolo	Game Theory - Successful Negotiation in Purchasing : Requirements, Incentives and Award // by Christoph Pfeiffer
Pubbl/distr/stampa	Wiesbaden : , : Springer Fachmedien Wiesbaden : , : Imprint : Springer, , 2023
ISBN	3-658-40868-5
Edizione	[1st ed. 2023.]
Descrizione fisica	1 online resource (VIII, 136 p. 79 illus. in color.)
Disciplina	519.3
Soggetti	Production management Industrial procurement Business logistics Operations Management Procurement Logistics
Lingua di pubblicazione	Inglese
Formato	Materiale a stampa
Livello bibliografico	Monografia
Nota di bibliografia	Includes bibliographical references.
Nota di contenuto	Basic concepts of game theory -- Examples of applied game theory -- Purchasing negotiations -- Data-based identification of collaborations between suppliers -- Application and limitations of game-theoretic procurement optimization. .
Sommario/riassunto	Applied game theory in procurement has become an essential tool in many companies for systematically achieving successful negotiations. Reverse auctions are a central building block of game-theoretically optimized negotiations. A foundational knowledge of auctions and game theory has thus become vital for procurement professionals. This book clearly describes many helpful methods and their application in practice. Procurement projects with a high volume, which are interesting for suppliers and whose performance can be well specified, are particularly suitable for using game theory in purchasing. The author also shows how cartels or restrained competition between suppliers can be identified using a purely data-based method. Every purchase involves a sale. The book is, therefore, not only aimed at buyers. Auctions in procurement and the underlying game-theoretic

principles also play an equally significant role for salespeople. Content
Concepts of game theory Examples of applied game theory Purchasing
negotiations Data-based identification of cooperation between
suppliers Application and limits of game-theoretical procurement
optimization The Author Dr. Christoph Pfeiffer is a consultant and
managing partner of Competitio Consulting, a management
consultancy specializing in the systematic optimization of negotiations.
The translation was done with the help of artificial intelligence. A
subsequent human revision was done primarily in terms of content.
