

1. Record Nr.	UNINA990002722230403321
Autore	Arena, Andrea
Titolo	Introduzione allo studio del diritto commerciale e titoli di credito : lezioni / Andrea Arena
Pubbl/distr/stampa	Milano, : Giuffrè, 1956
Descrizione fisica	360 p. ; 26 cm
Disciplina	346.07
Locazione	DDCP ECA FGBC
Collocazione	21-BA-9 10-5 VIII G 159
Lingua di pubblicazione	Italiano
Formato	Materiale a stampa
Livello bibliografico	Monografia

2. Record Nr.	UNINA9910779595503321
Autore	Fredricks Laura
Titolo	Winning words for raising money [[electronic resource] /] / Laura Fredricks
Pubbl/distr/stampa	San Francisco, : Jossey-Bass, 2013
ISBN	1-118-63410-1 1-299-18889-3
Descrizione fisica	1 online resource (54 p.)
Collana	Jossey-Bass short format series
Disciplina	330.4
Soggetti	Fund raising
Lingua di pubblicazione	Inglese
Formato	Materiale a stampa
Livello bibliografico	Monografia
Note generali	Description based upon print version of record.
Nota di contenuto	Winning Words for Raising Money; Copyright; Contents; Introduction; The Five-Step Process; 1 Step One: Know Exactly What You Want; 2 Step Two: Prepare Your Conversation; 3 Step Three: Deliver With Confidence; 4 Step Four: Clarify the Response; 5 Step Five: Plan Your Next Move; Conclusion; About the Author
Sommario/riassunto	Many people hesitate to ask for money because they are searching for the perfect words to use. From Laura Fredricks (the author of bestselling book The ASK) comes Winning Words for Raising Money, a new resource for anyone who is tasked with the nerve-wracking job of asking for money for themselves, their nonprofit or business. Winning Words focuses like a laser on the one crucial element that can make or break a carefully planned approach - finding the right words and saying them at the right time. Winning Words will help you feel positive, charged up, enthusiastic, and empowered to find yo