

1. Record Nr.	UNINA9910458341403321
Autore	Beasor Tom <1951-, >
Titolo	Great negotiators : how the most successful business negotiators think and behave / / Tom Beasor
Pubbl/distr/stampa	London : , : Routledge, , 2016
ISBN	1-315-25382-8 1-281-09852-3 9786611098520 0-7546-8550-0
Descrizione fisica	1 online resource (292 p.)
Disciplina	658.4/052
Soggetti	Negotiation in business Electronic books.
Lingua di pubblicazione	Inglese
Formato	Materiale a stampa
Livello bibliografico	Monografia
Note generali	"A Gower Book"--cover. First published 2006 by Gower Publishing. Includes bibliographical references (p. 281 ).
Nota di bibliografia	
Nota di contenuto	Cover; Contents; Introduction; Section 1 Practical Hints & Tips; Section 2 Planning & Preparation; Section 3 Negotiation Philosophy; Section 4 Practical Examples & Good Stories; Section 5 The International Perspective; Section 6 The Power of Poker; Bibliography
Sommario/riassunto	Tom Beasor's Great Negotiators is a collection of techniques that illustrate how the most successful negotiators think and behave. Good negotiators are always well prepared and there is a host of tips to help you prepare your strategy and your thinking be

2. Record Nr.	UNINA9910709909403321
Autore	Sreenivasiah I
Titolo	A variational expression for the scattering matrix of a coaxial line step discontinuity and its application to an over moded coaxial TEM cell // I. Sreenivasiah; David C. Chang
Pubbl/distr/stampa	Gaithersburg, MD : , : U.S. Dept. of Commerce, National Institute of Standards and Technology, , 1979
Descrizione fisica	1 online resource
Collana	NBSIR ; ; 79-1606
Altri autori (Persone)	ChangDavid C SreenivasiahI
Lingua di pubblicazione	Inglese
Formato	Materiale a stampa
Livello bibliografico	Monografia
Note generali	1979. Contributed record: Metadata reviewed, not verified. Some fields updated by batch processes. Title from PDF title page.
Nota di bibliografia	Includes bibliographical references.

3. Record Nr.	UNINA9910779828503321
Autore	Anastas Jeane W
Titolo	Research design for social work and the human services [[electronic resource] /] / Jeane W. Anastas
Pubbl/distr/stampa	New York, : Columbia University Press, c1999
ISBN	1-322-53518-3 0-231-52928-7
Edizione	[2nd ed.]
Descrizione fisica	1 online resource (618 p.)
Disciplina	361.0072 361.3072
Soggetti	Human services - Research Social service - Research
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. 567-589) and index.
Nota di contenuto	Frontmatter -- Contents -- Preface to the Second Edition -- Preface to the First Edition -- Acknowledgments -- About the Author -- Part I. Research Design in Context -- Part II. Types of Research Designs -- Part III. The Elements of Research Design -- Part IV. Methods of Data Collection -- Part V. Methods of Data Analysis and Dissemination -- Glossary -- References -- Index
Sommario/riassunto	Research Design for Social Work and the Human Services integrates a range of research techniques into a single epistemological framework and presents a balanced approach to the teaching of research methods in the "helping professions." Jeane W. Anastas begins with a discussion of the different philosophical perspectives within which social research occurs and continues with problem formulation, research design, and methodological issues influencing data collection, analysis, and dissemination. She presents both fixed (quantitative) and flexible (qualitative) methods of research, granting legitimacy, value, utility, and relevance to both styles of inquiry. Utilizing complete case studies to illustrate different methodological approaches, Research Design for Social Work and the Human Services integrates material on women and people of color, and draws attention to the ways racism, heterosexism, sexism, and classism affect the conceptualization and conduct of

research. Anastas not only exposes these biases but actively addresses the experiences, needs, and concerns of clients of both genders and different races, ethnicities, sexual orientations, cultures, and classes.

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