

1. Record Nr.	UNINA9910780220803321
Titolo	Resistance and persuasion [[electronic resource] /] / edited by Eric S. Knowles, Jay A. Linn
Pubbl/distr/stampa	Mahwah, N.J., : Lawrence Erlbaum Associates, 2004
ISBN	1-4106-0981-2
Descrizione fisica	1 online resource (350 p.)
Altri autori (Persone)	KnowlesEric S. <1941-> LinnJay A
Disciplina	303.3/42
Soggetti	Persuasion (Psychology) - Social aspects Opposition, Theory of
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 and indexes.
Nota di contenuto	Book Cover; Title; Copyright; Contents; Foreword; Introduction; 1 The Importance of Resistance to Persuasion; Nature of Resistance in Persuasion; 2 Multiple Routes to Resisting Attitude Change; 3 The Intensity of Affect and Resistance to Social Influence; 4 Resisting Persuasion and Attitude Certainty: A Meta-Cognitive Analysis; 5 Individual Differences in Resistance to Persuasion: The Role of Beliefs and Meta-Beliefs; 6 Differentiating Individual Differences in Resistance to Persuasion; Strategies for Overcoming Resistance 7 Approach-Avoidance Model of Persuasion: Alpha and Omega Strategies for Change8 Looking Ahead as a Technique to Reduce Resistance to Persuasive Attempts; 9 Narrative Persuasion and Overcoming Resistance; 10 Forewarnings of Influence Appeals: Inducing Resistance and Acceptance; 11 Truth or Consequences: Overcoming Resistance to Persuasion with Positive Thinking; 12 Decreasing Resistance by Affirming the Self; 13 Creating Critical Consumers: Motivating Receptivity by Teaching Resistance; 14 Consumer Psychology and Attitude Change; Conclusion 15 The Promise and Future of Resistance and PersuasionAbout the Contributors; Author Index; Subject Index
Sommario/riassunto	Resistance and Persuasion is the first book to analyze the nature of resistance and demonstrate how it can be reduced, overcome, or used to promote persuasion. By examining resistance, and providing

strategies for overcoming it, this new book generates insight into new facets of influence and persuasion. With contributions from the leaders in the field, this book presents original ideas and research that demonstrate how understanding resistance can improve persuasion, compliance, and social influence. Many of the authors present their research for the first time. Four faces of resistanc

2. Record Nr.	UNINA9910818771803321
Autore	Abbink J
Titolo	A decade of Ethiopia : politics, economy and society, 2004-2016 // by Jon Abbink ; with the cooperation of Jean-Nicolas Bach
Pubbl/distr/stampa	Leiden ; ; Boston : , : Brill, , 2017
ISBN	90-04-34682-1
Descrizione fisica	1 online resource (253 pages)
Altri autori (Persone)	BachJean-Nicolas
Disciplina	963.07/2
Soggetti	Ethiopia Politics and government 21st century Ethiopia Social conditions 21st century Ethiopia Economic conditions 21st century
Lingua di pubblicazione	Inglese
Formato	Materiale a stampa
Livello bibliografico	Monografia
Note generali	"The chapters in this book on Ethiopia 2004-2015 were previously published in Brill's Africa Yearbook : Politics, Economy and Society South of the Sahara 2004-2015. The other chapters are published here for the first time"--Title page verso.
Nota di bibliografia	Includes bibliographical references and index.
Nota di contenuto	Preliminary Material -- Ethiopia 2004--2016: Vagaries of the 'Developmental State' and Societal Challenges -- Ethiopia in 2004 -- Ethiopia in 2005 -- Ethiopia in 2006 -- Ethiopia in 2007 -- Ethiopia in 2008 -- Ethiopia in 2009 -- Ethiopia in 2010 -- Ethiopia in 2011 -- Ethiopia in 2012 -- Ethiopia in 2013 -- Ethiopia in 2014 by Jean-Nicolas Bach -- Ethiopia in 2015 -- Ethiopia in 2016 -- Further Reading -- Index.
Sommario/riassunto	The Federal Democratic Republic of Ethiopia has gone through a decade of significant economic change and political contestation since 2004. The ruling EPRDF party has redefined the country as a 'developmental state' and has tried to increase its presence on the

African and world stage. Preceded by a new Introduction casting a broader perspective on some underlying trends, this monograph presents a chronology for 2004 to 2016, compiling the chapters on Ethiopia previously published in the Africa Yearbook. Politics, Economy and Society South of the Sahara . A list of further reading suggestions has also been added.

3. **Record Nr.** UNINA9910898149403321

Titolo Cosmetic surgery times

Pubbl/distr/stampa Duluth, MN, : Advanstar Communications, Inc

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Disciplina 617.9

Soggetti Surgery, Plastic
General Surgery
Cosmetic Techniques
Chirurgie plastique
Chirurgie
Traitement esthetique
surgery (health care function)
Periodicals.

Lingua di pubblicazione Inglese

Formato Materiale a stampa

Livello bibliografico Periodico