

1.	Record Nr.	UNINA990003932040403321
	Titolo	Verso la banca flessibile / Daniele Previati (a cura di)
	Pubbl/distr/stampa	Roma : Bancaria Ed., 2002
	ISBN	88-449-0289-3
	Descrizione fisica	320 p. ; 25 cm
	Disciplina	332
	Locazione	DEC DSS
	Collocazione	DPR 29/795 K 169
	Lingua di pubblicazione	Italiano
	Formato	Materiale a stampa
	Livello bibliografico	Monografia
2.	Record Nr.	UNINA9910782182403321
	Autore	Noel Sid
	Titolo	From power sharing to democracy [[electronic resource] ] : post-conflict institutions in ethnically divided societies / / edited by Sid Noel
	Pubbl/distr/stampa	Montreal ; ; London ; ; Ithaca [N.Y.] , : McGill-Queen's University Press, c2005
	ISBN	1-282-86372-X 9786612863721 0-7735-7310-0
	Descrizione fisica	1 online resource (320 p.)
	Collana	Studies in nationalism and ethnic conflict
	Altri autori (Persone)	NoelS. J. R (Sidney John Roderick)
	Disciplina	320.089
	Soggetti	Ethnic conflict - Political aspects Ethnic groups - Political activity Political stability Democratization
	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. 288-296) and index.
Nota di contenuto	<p>""Contents""; ""Introduction""; ""1 Debating Consociational Politics: Normative and Explanatory Arguments""; ""2 Between Stability and Collapse: Internal and External Dynamics of Post-agreement Institution Building in Northern Ireland""; ""3 Significant Events in the Northern Ireland Peace Process: Impact and Implementation""; ""4 Power Sharing after Yugoslavia: Functionality and Dysfunctionality of Power-sharing Institutions in Post-war Bosnia, Macedonia, and Kosovo""; ""5 Post-conflict Reconstruction: Constitutional and Transitional Power-sharing Arrangements in Bosnia and Kosovo""</p> <p>""6 Power Sharing in a Police Car: The Intractable Difficulty of Police Reform in Kosovo and Macedonia""""7 Power Sharing and Rights Protection in the Prevention and Management of Ethnic Conflict: The Case of Post-apartheid South Africa""; ""8 Power Sharing in South Africa: The African National Congress as a Consociational Party?""; ""9 Anarchy and the Problems of Power Sharing in Africa""; ""10 Afghanistan: Multicultural Federalism as a Means to Achieve Democracy, Representation, and Stability""</p> <p>""11 Power Sharing for Cyprus (Again)? European Union Accession and the Prospects for Reunification""""12 Conditionality, Consociationalism, and the European Union""; ""13 Federation as a Method of Ethnic Conflict Regulation""; ""Contributors""; ""Index""; ""A""; ""B""; ""C""; ""D""; ""E""; ""F""; ""G""; ""H""; ""I""; ""K""; ""L""; ""M""; ""N""; ""O""; ""P""; ""R""; ""S""; ""T""; ""U""; ""V""; ""W""; ""Y""; ""Z""</p>
Sommario/riassunto	<p>From Power Sharing to Democracy examines the theoretical underpinnings of power sharing as a means of achieving sustainable democratic governance. Contributors examine key areas, including Afghanistan, Cyprus, Kosovo, Macedonia, and South Africa, where power-sharing constitutions and political institutions have been employed or proposed. They provide an in-depth exploration of consociationalism, under which the previously warring ethnic communities are guaranteed a proportionate share of political offices and protection of their vital interests, and federalism, which provides for substantial territorial autonomy in cases where the communities are territorially segregated.</p>

3. Record Nr.	UNINA9910790279803321
Autore	Lewis David H. <1970->
Titolo	The pin drop principle [[electronic resource] ] : captivate, influence, and communicate better using the time-tested methods of professional performers // David H. Lewis and G. Riley Mills
Pubbl/distr/stampa	San Francisco, CA, : Jossey-Bass, 2012
ISBN	1-118-31013-6 1-280-67188-2 9786613648815 1-118-31016-0
Edizione	[1st ed.]
Descrizione fisica	1 online resource (268 p.)
Classificazione	BUS007010
Altri autori (Persone)	MillsG. Riley
Disciplina	658.4/5
Soggetti	Business communication Persuasion (Psychology) Communication
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 index.
Nota di contenuto	The Pin Drop Principle; Contents; Introduction; Chapter 1 Understand the Secrets of Persuasion; Intention and Objective; Defining Your Objective; Choosing an Intention; Putting Intention and Objective into Practice; Intention Cues; Primary and Secondary Intentions; The How of Intention Cues; Chapter 2 Tell a Good Story; The Power of Storytelling; Why is Storytelling so Effective?; How to Craft a Good Story; Structuring Your Story; The Power of Surprise; Using Humor; Finding Your Voice as a Storyteller; Chapter 3 Craft a Compelling Narrative; Composing Your Message: an Overview Assessing Your AudienceFinding Your Core Theme; The Primacy-Recency Effect; The Rule of Three; Mastering Your Transitions; Structuring Your Message; The Opening; Main Body; Closing; Rhetorical Tools and Techniques; Signposts; Spotlights; Teasers; Callbacks; Metaphor and Simile; Chapter 4 Be Prepared; Preparing Like a Pro; The Three Phases of Preparation; Contingency Plans; The Myth of Over-Preparing; The Anxiety of Performance; Techniques to Combat Speech Anxiety; Chapter 5 Project Confidence; Intent Versus Impact;

Congruence Versus Incongruence; Creating a Strong First Impression  
The Five Major Areas of Nonverbal Communication Posture; Eye Contact;  
Facial Expressions; Gestures; Movement and Spatiality; Chapter 6 Say It  
Like You Mean It; The Power of the Voice; Paralanguage; Volume; Pitch;  
Inflection; Pace; Banish Verbal Viruses; The Power of the Pause;  
Articulation; Choose your Operatives; Protect your Voice; Chapter 7  
Listen to Understand; Why Listening Matters; Barriers to Effective  
Listening; Active Listening; The Four Types of Listening;  
Comprehensive Listening; Critical Listening; Sympathetic Listening;  
Selective Listening; Improving Your Listening Skills  
Listening and Memory Chapter 8 Think on Your Feet; The Challenge of  
Thinking on Your Feet; Mastering Impromptu Speaking; Tackling the  
"What do you do?" Question; Creating a Summary Statement; Crafting  
Your Positioning Statement; Chapter 9 Stay Focused and On Track;  
Distracted Audiences; Red Flags and Warning Signs; Controlling Your  
Audience; Create a Pattern Interrupt; Manage Conflict; Capturing (and  
Keeping) Your Audience's Attention; Connect Early; Be in the Moment;  
Set Ground Rules; Take Frequent Breaks; Blank Your Screen; Honor the  
Time; Handling Questions Effectively  
Focus on the Question and the Questioner Use Checkbacks; Create a  
Bridge; Maintain a Confident Presence; Reflect and Answer Carefully;  
Defer an Answer Until Later; Be Succinct; Defer to an Expert; Repeat the  
Question; Facilitate a Discussion; Rephrase Hostile Questions in Neutral  
Terms; Use Connector Statements; Use the Relevancy Tree; Prepare by  
Murder Board; Chapter 10 Assert Yourself; Getting What You Want; The  
Persuasion Equation; Finding Your Signature Style; Gaining  
Commitment; Getting Buy-in from Senior Leadership; Providing  
Feedback; Delivering Bad News; Conclusion; Notes  
Glossary of Terms

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## Sommario/riassunto

Tap into the powerful techniques of professional actors and great communicators The Pin Drop Principle is a step-by-step master class for anyone wishing to become a more confident and credible communicator. Lewis and Mills believe all business professionals ought to deliver their message in such an engaging way that one could literally hear a pin drop when they speak. The secret to doing so comes from an unusual world: professional acting. By activating ""objective"" and ""intention""-the main tools of actors (and great communicators)-business people can give their messages mea

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