

1. Record Nr.	UNINA990003932040403321
Titolo	Verso la banca flessibile / Daniele Prevati (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)	Noel S. 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	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.

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 Audience Finding 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 CommunicationPosture; 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 MemoryChapter 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 QuestionerUse 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

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