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Autore	Santagata, Renato
Titolo	Dei patrimoni destinati ad uno specifico affare : [artt. 2447-bis-2447-decies] / Renato Santagata
Pubbl/distr/stampa	Milano : Giuffrè, ©2014
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2. Record Nr.	UNINA9910788393003321
Autore	Robbennolt Jennifer K.
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Pubbl/distr/stampa	Chicago, Illinois : , : American Bar Association, , [2021] ©2021
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Note generali	Includes index.
Nota di contenuto	Intro -- Half Title -- Title Page -- Copyright Page -- Dedication -- Contents -- Acknowledgments -- About the Authors -- Introduction -- A Note on Audience -- Notes -- Chapter 1 Perceiving and Understanding the World -- The Limits of Attention -- Observation and Interpretation -- Priming and Concept Accessibility -- Schemas, Scripts, and Stereotypes -- Confirmation Bias and Biased Assimilation -- Causal Attribution and Judgments of Responsibility -- Naïve Realism, False Consensus, and the Illusion of Asymmetric Insight -- Perspective Taking -- For Further Reading: Perception and Construal -- Notes -- Chapter 2 Memory -- The Workings of Memory -- Our Misperceptions of Memory -- Eliciting Memories -- Accurate versus Inaccurate Memories -- For Further Reading: Memory -- Notes -- Chapter 3 Emotion -- Perceiving and Understanding Emotions -- General Effects of Mood -- Emotions and Appraisal -- Managing Emotions -- Using Emotions -- Emotions as a Source of Information -- Emotions as a Source of Motivation -- Emotions Used to Facilitate Thought -- Displaying Emotions -- For Further Reading: Emotion -- Notes -- Chapter 4 Judgment Shortcuts -- Positive Illusions -- Anchoring -- Availability and Representativeness -- Availability -- Representativeness -- Affect Heuristic -- Hindsight Bias -- Debiasing

-- For Further Reading: Judgment Shortcuts -- Notes -- Chapter 5  
Decision Making -- Decision Making Strategies -- Information Gathering -- Evaluating Options -- Framing -- Contrast and Compromise -- Inaction Inertia -- Choice and Time -- Reactive Devaluation -- Emotions and Decision Making -- Affective Forecasting -- Decision Regret -- Not Deciding -- Structuring Decision Making -- Reason Giving -- Preferred Decision-Making Approaches -- Choosing versus Rejecting -- Joint versus Separate Evaluation -- Deadlines -- Group Decision Making.

Implementing Decisions -- For Further Reading: Decision Making -- Notes -- Chapter 6 Persuasion and Social Influence -- Two Paths to Persuasion -- Source Credibility -- Message Characteristics -- Influence Tactics -- The Psychology We've Already Discussed -- Reciprocity -- Scarcity -- Consistency and Commitment -- Liking -- Social Proof -- Obedience to Authority -- Channel Factors and Tension Systems -- Resistance -- For Further Reading: Persuasion and Influence -- Notes -- Chapter 7 Interpersonal Communication -- The Complexities of Human Communication -- Perspective Taking in Communication -- Conversational Norms -- Nonverbal Communication -- Communication Medium -- Culture and Communication -- Lying -- Developing Effective Communication -- Building Trust -- Establishing Rapport -- Listening -- Avoiding Talking Like a Lawyer -- Facilitating Disclosure -- Conveying Information -- For Further Reading: Communication -- Notes -- Chapter 8 Justice -- Distributive Justice -- Procedural Justice -- Re-establishing Justice -- Retribution -- Restoring Justice -- For Further Reading: Justice -- Notes -- Chapter 9  
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Counseling Clients -- Broadening the Focus of Consultation -- The Quest for Information -- The Quest for Justice -- The Quest for Reform -- The Quest for Other Nonmonetary Outcomes -- The Quest for Litigation -- Challenging Preconceptions -- Assessing the Likelihood of Success -- Dealing with Positive Illusions.

Dealing with Availability and Anchoring -- Dealing with Hindsight Bias -- Dealing with the Representativeness Heuristic: The Gambler's Fallacy -- Choosing among Alternatives -- The Decision-Making Process -- Tendency to Gather Irrelevant Information -- Describing and Comparing Options -- Dealing with Sunk Costs -- Decisions for the Future -- Dealing with Strong Emotions -- Using Persuasion Effectively -- For Further Reading: Client Counseling -- Notes -- Chapter 11  
Negotiating and Mediating -- A Psychologically Expanded Model of Negotiation -- Constructing Initial Proposals -- What Does the Client Want? -- Assessing What the Other Side Wants -- Devising a Proposal -- Presenting Proposals -- The Dynamics of Negotiation -- Building Relationships -- Understanding Negotiation Counterparts -- Persuasion and Eliciting Concessions -- Presenting Options -- Dealing with Emotion -- Dealing with Deception -- Responding to a Counterpart's Proposal -- Mediation -- Psychological Opportunities Offered by Mediation -- Psychological Challenges Posed by Mediation -- Using Mediation to Benefit Clients -- For Further Reading: Negotiation and Mediation -- Notes -- Chapter 12 Discovery and Due Diligence -- Deciding What Information to Seek -- Written Requests for Information -- Preparing Interrogatories and Document Requests -- Responding to Interrogatories and Document Requests -- Conducting

and Defending Depositions -- Conducting the Deposition -- Preparing the Witness for Deposition -- Defending the Deposition -- Debriefing the Client -- Video Recorded Depositions -- Reviewing Information Obtained through Discovery and Due Diligence -- For Further Reading: Discovery and Due Diligence -- Notes -- Chapter 13 Writing -- Psychological Guidance for Writers -- Clarity and Accessibility -- Audience Perspective: In the Reader's Shoes -- Credibility -- A Good Story.

Engaging Multiple Channels -- Briefs -- Early Sections of the Brief -- Describing Alternatives -- Order of Arguments -- Complaints -- Letters -- Letters to Clients -- Letters to Others -- Contracts -- Framing, Status Quo Bias, and Anchoring in Contract Drafting -- Using Contracts to Promote Relationships -- For Further Reading: Writing -- Notes -- Chapter 14 Ethics -- Bounded Ethicality -- Ethical Blind Spots -- Slippery Slopes and Boiling Frogs -- Ethical Fading -- Ethics in Law Practice -- Ethical Rules and Standards -- The Agency Relationship -- The Challenges of the Adversarial System -- The Tolls of Law Practice -- Status and Power -- Lawyers in Groups -- Responding to Others' Ethical Failings -- Why Don't We Recognize and Learn from Ethical Failures? -- Solutions to Psychological Ethical Challenges -- For Further Reading: Ethics -- Notes -- Chapter 15 On Being Productive, Successful, and Happy -- Attorney Productivity and Success -- Time Management -- Learning from Mistakes -- Grit -- Explanatory Style -- Lawyers and Pessimism -- The Choke: Keeping Cool under Pressure -- Collaboration -- Lawyer Happiness and Well-Being -- Lawyer Satisfaction -- Improving Well-Being -- But Not Too Happy -- Final Thoughts -- For Further Reading: On Being Productive, Successful, and Happy -- Notes -- Index -- Backcover.

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