

1. Record Nr.	UNINA990009902170403321
Autore	Santagata, Renato
Titolo	Dei patrimoni destinati ad uno specifico affare : [artt. 2447-bis-2447-decies] / Renato Santagata
Pubbl/distr/stampa	Milano : Giuffrè, ©2014
ISBN	9788814183539
Descrizione fisica	XX, 543 p. ; 24 cm
Collana	Il Codice civile. Commentario
Disciplina	346.450664802638
Locazione	FGBC DDCP
Collocazione	VIII B 642 (141) 1 D 2447 bis - 2447 decies
Lingua di pubblicazione	Italiano
Formato	Materiale a stampa
Livello bibliografico	Monografia

2. Record Nr.	UNINA9910788393003321
Autore	Robbennolt Jennifer K.
Titolo	Psychology for lawyers : understanding the human factors in negotiation, litigation, and decision making / / Jennifer K. Robbennolt and Jean R. Sternlight
Pubbl/distr/stampa	Chicago, Illinois : , : American Bar Association, , [2021] ©2021
ISBN	1-64105-817-X
Edizione	[Second edition.]
Descrizione fisica	1 online resource (631 pages)
Disciplina	150.2434
Soggetti	Law - Psychological aspects Practice of law - United States Lawyers - United States
Lingua di pubblicazione	Inglese
Formato	Materiale a stampa
Livello bibliografico	Monografia
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
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Dealing with Availability and Anchoring -- Dealing with Hindsight Bias
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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.
