1. Record Nr. UNINA9910790470203321

Autore	Korda Philippe
Titolo	The five golden rules of negotiation [[electronic resource] /] / Philippe Korda
Pubbl/distr/stampa	[New York, N.Y.] (222 East 46th Street, New York, NY 10017), : Business Expert Press, 2011
ISBN	1-78268-108-6 1-60649-307-8
Edizione	[1st ed.]
Descrizione fisica	1 online resource (223 p.)
Collana	Human resource management and organizational behavior collection, , 1946-5645
Disciplina	302.3
Soggetti	Negotiation
Lingua di pubblicazione	Inglese
Formato	Materiale a stampa
Livello bibliografico	Monografia
Note generali	Bibliographic Level Mode of Issuance: Monograph
Nota di bibliografia	Includes bibliographical references (p. [197]) and index.
Nota di contenuto	Foreword -- Prologue -- Part I. Become an expert: master the five golden rules of negotiation -- 1. The crucial prerequisite -- 2. How to set your initial offer -- 3. How to respond to the other party's initial attacks -- 4. Never make a concession without getting something in return -- 5. How to avoid giving away more than necessary -- 6. How to guide negotiations to a successful conclusion -- Part II. Become a guru: anticipate your opponent's moves -- 7. How to distinguish apparent demands from real demands -- 8. How to shift the balance of power between buyer and seller -- 9. How to avoid the traps of professional negotiators -- 10. How to analyze and exploit decision-making processes -- Part III. Become a legend: develop exceptional negotiating skills -- 11. Get "the enemy" on your side -- 12. How to handle bluffs and detect lies -- 13. Dealing with difficult discussions, tactfully -- 14. "Take it or leave it": how to break the deadlock -- Epilogue -- Appendix: Carl Ritchie applies Margaret Peake's advice -- Notes -- Index.
Sommario/riassunto	Reveals the art of negotiation and helps you get the skills needed in becoming a master negotiator in today's business environment. The first part of the book outlines the fundamentals of negotiating, while the second part is devoted to getting the reader to understand their opponent's interests and tactics during the negotiation process. Finally,

		you get the opportunity to learn how to strategize successfully.

2.	Record Nr.	UNINA9910482974403321
	Titolo	Advances in Computation and Intelligence : 4th International Symposium on Intelligence Computation and Applications, ISICA 2009, Huangshi, China, October 23-25, 2009, Proceedings / / edited by Zhenhua Li
	Pubbl/distr/stampa	Berlin, Heidelberg : , : Springer Berlin Heidelberg : , : Imprint : Springer, , 2009
	ISBN	3-642-04843-9
	Edizione	[1st ed. 2009.]
	Descrizione fisica	1 online resource (XIV, 554 p.)
	Collana	Theoretical Computer Science and General Issues, , 2512-2029 ; ; 5821
	Altri autori (Persone)	CaiZhihua
	Disciplina	006.3
	Soggetti	Artificial intelligence Computer vision Computer simulation Application software Computer science Artificial Intelligence Computer Vision Computer Modelling Computer and Information Systems Applications Theory of Computation Models of Computation
	Lingua di pubblicazione	Inglese
	Formato	Materiale a stampa
	Livello bibliografico	Monografia
	Note generali	Bibliographic Level Mode of Issuance: Monograph
	Nota di bibliografia	Includes bibliographical references and index.
	Nota di contenuto	Section I: Analysis of Genetic Algorithms -- A Novel Online Test-Sheet Composition Approach Using Genetic Algorithm -- A Route System Based on Genetic Algorithm for Coarse-Grain Reconfigurable Architecture -- Building Trade System by Genetic Algorithm -- Implementation of Parallel Genetic Algorithm Based on CUDA -- Moitf GibbsGA: Sampling Transcription Factor Binding Sites Coupled with

PSFM Optimization by GA -- Network Model and Optimization of Medical Waste Reverse Logistics by Improved Genetic Algorithm -- SGEGC: A Selfish Gene Theory Based Optimization Method by Exchanging Genetic Components -- Section II: Computational Intelligence in Engineer Design -- A Novel RM-Based Algorithm for Reversible Circuits -- A Novel Transformation-Based Algorithm for Reversible Logic Synthesis -- Estimation of Distribution Algorithms for the Machine-Part Cell Formation -- Global Exponential Stability of Delayed Neural Networks with Non-lipschitz Neuron Activations and Impulses -- Modeling and Verification of Zhang Neural Networks for Online Solution of Time-Varying Quadratic Minimization and Programming -- New Product Design Based Target Cost Control with BP Neural Network and Genetic Algorithm - A Case Study in Chinese Automobile Industry -- Hard Real Time Task Oriented Power Saving Scheduling Algorithm Based on DVS -- Section III: Optimization and Learning -- A Globally Convergent Smoothing Method for Symmetric Conic Linear Programming -- A New Optimizaiton Algorithm for Function Optimization -- A Point Symmetry-Based Automatic Clustering Approach Using Differential Evolution -- Balanced Learning for Ensembles with Small Neural Networks -- Estimating Geostatistics Variogram Parameters Based on Hybrid Orthogonal Differential Evolution Algorithm -- Memetic Strategies for Global Trajectory Optimisation -- Effects of Similarity-Based Selection on WBMOIA: A Weight-Based Multiobjective Immune Algorithm -- Section IV: Representations and Operators -- A Novel Evolutionary Algorithm Based on Multi-parent Crossover and Space Transformation Search -- An Evolutionary Algorithm and Kalman Filter Hybrid Approach for Integrated Navigation -- Clonal and Cauchy-mutation Evolutionary Algorithm for Global Numerical Optimization -- Construction of Hoare Triples under Generalized Model with Semantically Valid Genetic Operations -- Evaluation of Cobalt-Rich Crust Resources Based on Fractal Characteristics of Seamount Terrain -- Hybridizing Evolutionary Negative Selection Algorithm and Local Search for Large-Scale Satisfiability Problems -- Novel Associative Memory Retrieving Strategies for Evolutionary Algorithms in Dynamic Environments -- Section V: Robust Classification -- An Algorithm of Mining Class Association Rules -- An Empirical Study on Several Classification Algorithms and Their Improvements -- Classification of Imbalanced Data Sets by Using the Hybrid Re-sampling Algorithm Based on Isomap -- Detecting Network Anomalies Using CUSUM and EM Clustering -- Multiobjective Optimization in Mineral Resources Exploitation: Models and Case Studies -- Robust and Efficient Eye Location and Its State Detection -- Section VI: Statistical Learning -- A Neural Network Architecture for Perceptual Grouping, Attention Modulation and Boundary-Surface Interaction -- Adaptive Neighborhood Select Based on Local Linearity for Nonlinear Dimensionality Reduction -- Anti-spam Filters Based on Support Vector Machines -- Multi-attribute Weight Allocation Based on Fuzzy Clustering Analysis and Rough Sets -- Spatio-temporal Model Based on Back Propagation Neural Network for Regional Data in GIS -- Subject Integration and Applications of Neural Networks -- The Convergence Control to the ACO Metaheuristic Using Annotated Paraconsistent Logic -- The Research of Artificial Neural Network on Negative Correlation Learning -- Section VII: Swarm Intelligence -- A Discrete PSO for Multi-objective Optimization in VLSI Floorplanning -- Applying Chaotic Particle Swarm Optimization to the Template Matching Problem -- Cellular PSO: A PSO for Dynamic Environments -- Constrained Layout Optimization Based on Adaptive Particle Swarm Optimizer -- Multi-swarm Particle Swarm Optimizer

with Cauchy Mutation for Dynamic Optimization Problems -- Optimization of the Damping of the Rectangular 3-D Braided Composite Based on PSO Algorithm -- Parallel Hybrid Particle Swarm Optimization and Applications in Geotechnical Engineering -- Storage-Based Intrusion Detection Using Artificial Immune Technique -- Section VIII: System Design -- A New Method for Optimal Configuration of Weapon System -- A Secure Routing Algorithm for MANET -- Detection and Defense of Identity Attacks in P2P Network -- License Plate Multi-DSP and Multi-FPGA Design and Realization in Highway Toll System -- QoS Routing Algorithm for Wireless Multimedia Sensor Networks -- Realization of Fingerprint Identification on DSP -- Localization Algorithm of Beacon-Free Node in WSN Based on Probability -- The Method of Knowledge Processing in Intelligent Design System of Products.

Sommario/riassunto

VolumesofLNCS 5821andCCIS51aretheproceedingsofthe 4thInternational Symposium on Intelligence Computation and Applications (ISICA 2009) held in Huangshi, China, October 23-25, 2009. These two volumes are in memory of Prof. Lishan Kang, the ISICA 2009 Honorary General Chair, who was a leading ?gurein the ?elds of domain decomposition methods and computational intelligence. ISICA 2009 successfully attracted over 300 submissions. Through rigorous reviews, 58 high-quality papers were included in LNCS 5821, while the other 54 papers were collected in CCIS 51. ISICA conferencesare one of the ?rst series of internationalconferencesoncomputationalintelligencethatcombineelements of learning, adaptation, evolution and fuzzy logic to create programsas alternative solutions to arti'cial intelligence. The last three ISICA proceedings have been accepted in the Index to Scienti'c and Technical Proceedings (ISTP) and/or Engineering Information (EI). Following the success of the past three ISICA events, ISICA 2009 made good progress in the analysis and design of newly developed methods in the ?eld of computationalintelligence. ISICA 2009featured the most up-to-dateresearchin analysisandtheoryofevolutionaryalgorithms, neuralnetworkarchitecturesand learning, fuzzy logic and control, predictive modeling for robust classi'cation, swarm intelligence, evolutionary system design, evolutionary image analysis and signal processing, and computational intelligence in engineering design. ISICA 2009 provided a venue to foster technical exchanges, renew everlasting frie- ships, and establish new connections.