1. Record Nr. UNINA9910459023603321

Autore	Gherovici Patricia
Titolo	Please select your gender : from the invention of hysteria to the democratizing of transgenderism / / Patricia Gherovici
Pubbl/distr/stampa	New York, N.Y. : , : Routledge/Taylor & Francis Group, , 2010
ISBN	1-135-27694-3 1-283-04544-3 9786613045447 0-203-87222-3
Edizione	[1st ed.]
Descrizione fisica	1 online resource (297 p.)
Disciplina	306.76/8
Soggetti	Transgender people Sex (Psychology) Electronic books.
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 imperative of choice -- The democratizing of transgenderism -- Genealogy of hysteria -- Freud's sex change -- Falling into sex like falling in love -- Gender and sex as performance -- Boy girl boy -- Lacan's transsexuals -- Hysteria and transsexualism -- Writing the sinthome: the transsexual body as a written body.
Sommario/riassunto	""I have the worst birth defect a woman can have: I was born with a penis and a pair of testicles.""Thus we meet Hera, who shares her reason for starting psychoanalysis and whose statement embodies the debate over transgenderism, rigorously dissected in Please Select Your Gender. Is it a mental disorder, as some would claim, or a matter of sexual identity? An orientation or a life choice? Despite differing opinions, transgenderism has lost much of its stigma over the past decade or so - though perhaps none of its shock value. Nevertheless, the door is open for a refor

2. Record Nr. UNINA9910790484503321

Autore	Nixon Peter <1961->
Titolo	Negotiation [[electronic resource] /] / Peter Nixon
Pubbl/distr/stampa	Singapore ; ; Hoboken, NJ, : Wiley, 2005
ISBN	1-118-49915-8 1-283-64516-5 1-118-49916-6
Descrizione fisica	1 online resource (303 p.)
Collana	Mastering business in Asia
Disciplina	658.4052095
Soggetti	Conflict management - Asia Negotiation in business - Asia
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	MASTERING BUSINESS IN ASIA NEGOTIATION; Contents; About the series; Preface; Acknowledgments; 1 Negotiating in Asia: Introduction; What do we mean by "Asia"?; Why negotiating in Asia is harder than in other markets; Conclusion; 2 Successful Negotiators and the Stages of Negotiation; Successful negotiators; The stages of negotiation; Conclusion; 3 The Preparation Stage; Preparing to negotiate in Asia; Preparing the people; Preparing the content; Preparing the process; Conclusion; 4 The Introduction Stage; Get off to a good start; Minimum requirements for the introduction stage Recommended agenda to start your negotiations Important considerations about introducing the people; Important considerations about introducing the process; Important considerations about introducing the content; Conclusion; 5 The Objection Stage; Conflict continuum: What to look for in Asia; Diagnosing the sources of objection and conflict; Impact of choice on the objection stage; Conflict may be expressed as discomfort; Positive aspects of the objection stage in Asia; Negative aspects of the objection stage in Asia; Managing and de-escalating conflict; Burning bridges; Conclusion 6 The Creation Stage Optimizing the value and durability of your negotiations; Managing people in the creation stage; Managing the process in the creation stage; Creative thinking exercises for

negotiation teams; Innovative negotiation rules for the creation stage; Managing content in the creation stage; Introducing new issues and exchanging concessions in the creation stage; Knowing when to conclude the creation stage; Conclusion; 7 The Contracting and Follow-up Stage; The beginning of the end; Managing process in the contracting and follow-up stage in Asia
Managing content in the contracting and follow-up stage in Asia Managing people in the contracting and follow-up stage in Asia; 8 Communication; Introduction; Receiving information; Speaking effectively; Two-way communication; Conclusion; 9 Tactics; The Art of War; Understanding types of tactics; Categories of tactics; How to choose the right tactics; The most commonly used tactics; Five great tactics to use in Asia; Tactics our Asian clients wished they had used more often; Traditional tactic categories; Conclusion; 10 Information; Knowledge management; Knowing what you don't know
Testing assumptions and agreeing what you know Learning from experience: Post-negotiation meeting audit; Maintaining team confidentiality; Sample term sheets; Conclusion; 11 People; Understanding oneself; Understanding other stakeholders; Understanding people's underlying motivations; Links between motivational orientations and negotiation; Orientation and needs; Maintaining self-control; Teams in negotiations; Conclusion; 12 Situation; Introduction; The view from on high: Process observer; The view from below: Telescopic analysis; Managing negotiation meetings Process options available to negotiators

Sommario/riassunto

The book consolidates the practical tips and concepts that shaped the authors work with organizations and individuals around the world. It is written to allow people to benefit from what hitherto was only available to some of the wealthiest organizations. The ideas presented in this book will help the reader better conduct dialogue with themselves and others leading to optimal outcomes for all. Written for the mass market, this book is a must-read for CEO's and senior staff. It reinvigorates the trainer's approach to interactions with people on all spectrums within the negotiation.