

1. Record Nr.	UNINA9910794907303321
Autore	Scharlatt Harold
Titolo	Influencia : Obtener compromiso para lograr resultados / / Harold Scharlatt y Roland Smith
Pubbl/distr/stampa	Greensboro, North Carolina : , : Center for Creative Leadership Press, , 2015 ©2015
ISBN	1-60491-607-9 1-60491-798-9
Edizione	[Segunda edicion.]
Descrizione fisica	1 online resource (33 pages)
Collana	Un Manual De "Ideas En Accion"
Disciplina	153.852
Soggetti	Influence (Psychology) Negotiation in business
Lingua di pubblicazione	Spagnolo
Formato	Materiale a stampa
Livello bibliografico	Monografia
Note generali	Originally published in English under title: Influence : gaining commitment, getting results (Second edition), 2011. Cf. Copyright page. Place of publication from publisher's website. "N.o de CCL: 448ESLA"--Copyright page.
Nota di bibliografia	Includes bibliographical references and index.
Sommario/riassunto	Influence is an essential component of leadership. Your position in an organization and the power it gives you aren't always enough to motivate people to do what you ask. You may negotiate with or persuade people to make short-term behavioral change, but to create sustained change, you will need to influence them, which includes negotiation, persuasion, and other methods. Developing your skill at using different influence tactics can help you achieve results when you use those tactics to get support from direct reports, peers, bosses, and even clients and vendors.

2. Record Nr.	UNINA9910619483503321
Autore	Belhouchet Lotfi
Titolo	Du capsien chasseur au capsien pasteur : Pour un modele regional de neolithisation // Lotfi Belhouchet
Pubbl/distr/stampa	Oxford : , : Archaeopress Publishing Ltd, , 2022
ISBN	1-80327-185-X
Descrizione fisica	1 online resource (236 pages)
Collana	/ Archaeology of the Maghreb / Archéologie du Maghreb
Disciplina	939.7
Soggetti	Archaeology Social sciences Africa, North History To 647
Lingua di pubblicazione	Francese
Formato	Materiale a stampa
Livello bibliografico	Monografia
Sommario/riassunto	Du capsien chasseur au capsien pasteur draws on recent fieldwork to put forward a model for neolithisation in the Eastern Maghreb. The analysis of occupation habits is essential for an understanding of ancient societies. In the Eastern Maghreb, studies on the Capsian culture have been considerably enriched in recent years, but have not yet been properly synthesised to establish the current state of research. Renewed fieldwork has made it possible to assemble a solid corpus of data on Capsian occupation and the Neolithisation of human groups. The study also aims to determine responses to local biotopes and environmental variations. Finally, an understanding of Neolithic socio-technical changes and the interpretation of the material remains belonging to the Capsian symbolic sphere is advanced.