

1. Record Nr.	UNINA9910459659603321
Titolo	Negotiating with terrorists : strategy, tactics, and politics / / edited by Guy Olivier Faure and I. William Zartman
Pubbl/distr/stampa	London ; ; New York : , : Routledge, , 2010
ISBN	1-136-99866-7 1-282-56995-3 9786612569951 0-203-85559-0
Descrizione fisica	1 online resource (249 p.)
Collana	Political Violence
Altri autori (Persone)	FaureGuy Olivier ZartmanI. William
Disciplina	303.625 363.325/16 363.32516
Soggetti	Terrorism Negotiation Hostage negotiations Crisis management 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	Book Cover; Title; Copyright; Contents; Figures; Tables; Contributors; Acknowledgments; The PIN Program at the IIASA; Introduction: Negotiating with terrorists - who holds whom hostage?; Part I: How to negotiate: Kidnapping the kidnappers; 1 Guidelines for negotiating with terrorists; 2 Quantitative and qualitative aspects of kidnapping and hostage negotiation; 3 Supping with the Devil; Part II: Practical/tactical: Freeing the hostages; 4 Terrorist negotiation strategy in Lebanon; 5 Negotiating in Beslan and beyond; 6 Negotiating visible and hidden agendas 7 Negotiating the grand swap in KandaharConclusion: Lessons for action; References; Index
Sommario/riassunto	This edited volume addresses the important issue of negotiating with

terrorists, and offers recommendations for best practice and processes. Hostage negotiation is the process of trying to align two often completely polarised parties. Authorities view hostage taking as unacceptable demands made by unacceptable means. However terrorists view their actions as completely justified, even on moral and religious grounds. If they are to try and reconcile these two sides, it is essential for hostage negotiators to understand terrorist culture, the hostage takers' profiles, their perso

2. Record Nr.	UNINA9910808935603321
Autore	Hall C. Fred
Titolo	Valuing businesses using regression analysis : a quantitative approach to the guideline company transaction method // C. Fred Hall, III
Pubbl/distr/stampa	Hoboken, New Jersey : , : Wiley, , [2021] ©2021
ISBN	1-119-79743-8 1-119-79343-2 1-119-79344-0
Descrizione fisica	1 online resource (195 pages)
Disciplina	657.73
Soggetti	Business enterprises - Valuation - Mathematical models Regression analysis Quantitative research
Lingua di pubblicazione	Inglese
Formato	Materiale a stampa
Livello bibliografico	Monografia
Note generali	Includes index.
Sommario/riassunto	"Regression theory, while the most accurate and appropriate method for business valuation, is often avoided by appraisers out of fear that its complex mathematical model won't be understood by judges and juries. Instead, they opt for the easy sell, using median and quartiles to value a business despite their unreliable results. Businesses Using Regression Analysis solves this issue by teaching analysts how to simplify the method into straightforward and undeniable valuations

Current methodologies using median, quartiles, or standard deviations to calculate Revenue Multipliers and Cash Flow multipliers often produce values that are wildly divergent. This forces the appraiser to choose between a very high or a very low value or consider averaging the values, opening the possibility for the appraiser to be challenged. On the surface, regression analysis appears to be the more complex, mathematical model, so many professionals shy away from using it out of fear that readers will be confused and reject the results of the appraisal. *Valuing Businesses Using Regression Analysis* solves this issue by breaking down regression to its simplest terms and providing easy-to-read charts and explanations that can be understood by all. Since regression analysis does not come pre-installed in Excel, the reader will be shown how to enable Excel's regression in their computers. The reader will then be shown four different Regression tools that can be used for business valuations or for forecasting in general. As an added perk, this book will also come with a template that simplifies the entire regression methodology into the click of one button. With minimal amount of work, the template will produce a compelling four-page valuation report"--

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