

1. Record Nr.	UNISA996197872703316
Titolo	Head and neck pathology
Pubbl/distr/stampa	Secaucus, NJ, : Humana Press
ISSN	1936-0568
Disciplina	571.9
Soggetti	Head - Pathophysiology Neck - Pathophysiology Head - Diseases Neck - Diseases Head - pathology Neck - pathology Periodical Periodicals.
Lingua di pubblicazione	Inglese
Formato	Materiale a stampa
Livello bibliografico	Periodico
Note generali	Refereed/Peer-reviewed

2. Record Nr.	UNINA9910818956603321
Autore	Jasper James M. <1957->
Titolo	Getting your way : strategic dilemmas in the real world / / James M. Jasper
Pubbl/distr/stampa	Chicago, : University of Chicago Press, c2006
ISBN	1-281-95722-4 9786611957223 0-226-39474-3
Edizione	[1st ed.]
Descrizione fisica	1 online resource (252 p.)
Classificazione	CP 3600
Disciplina	303.3/42
Soggetti	Social interaction Strategy (Philosophy) Motivation (Psychology) Problem solving Persuasion (Psychology) Choice (Psychology) Life skills
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	Starting points -- Threats -- Goals -- Capacities -- Players as audiences -- Arenas.
Sommario/riassunto	Getting other people to do what we want is a useful skill for anyone. Whether you're seeking a job, negotiating a deal, or angling for that big promotion, you're engaged in strategic thought and action. In such moments, you imagine what might be going on in another person's head and how they'll react to what you do or say. At the same time, you also try to pick the best way to realize your goals, both with and without the other person's cooperation. Getting Your Way teaches us how to win that game by offering a fuller understanding of how strategy works in the real world. As we all know, rules

3. Record Nr.	UNISANNIOBAS0240829			
Autore	Mendola, Marco			
Titolo	Bonifica dei siti inquinati / Marco Mendola, Lorenzo Morra			
Pubbl/distr/stampa	Roma, : DEI, : Tipografia del genio civile, c2010			
Titolo uniforme	Bonifica dei siti inquinati			
ISBN	9788849629514			
Descrizione fisica	370 p. ; 24 cm + 1 CD-ROM.			
Altri autori (Persone)	Morra, Lorenzo			
Disciplina	627.5 628.55			
Collocazione	SALA	628.55	MEN bo01SALA	628.55      MEN
	bo(bis)			
Lingua di pubblicazione	Italiano			
Formato	Materiale a stampa			
Livello bibliografico	Monografia			