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| 1. Record Nr. | UNINA9910781734903321 |
| Autore | Simons Walter <1956-> |
| Titolo | Cities of Ladies : Beguine Communities in the Medieval Low Countries, 1200-1565 // Walter Simons |
| Pubbl/distr/stampa | Philadelphia : , : University of Pennsylvania Press, , [2010] ©2002 |
| ISBN | 1-283-21060-6 9786613210609 0-8122-0012-8 |
| Descrizione fisica | 1 online resource (352 p.) |
| Collana | The Middle Ages Series |
| Disciplina | 274.92/05/082 |
| Soggetti | RELIGION Christian Church / History Beguines - History - Middle Ages, 600-1500 - Benelux countries Monasticism and religious orders for women - History - Middle Ages, 600-1500 - Benelux countries Church history Religion Philosophy & Religion Christianity |
| Lingua di pubblicazione | Inglese |
| Formato | Materiale a stampa |
| Livello bibliografico | Monografia |
| Note generali | Bibliographic Level Mode of Issuance: Monograph |
| Nota di contenuto | Frontmatter -- Contents -- Illustrations and Maps -- Preface -- 1. Women, Work, and Religion in the Southern Low Countries -- 2. The Formation of Beguinages -- 3. The Contemplative and the Active Life -- 4. The Social Composition of Beguine Communities -- 5. Conflict and Coexistence -- 6. Conclusion -- Abbreviations -- Notes -- Bibliography -- Appendix I: Repertory of Beguine Communities -- Appendix II: The Population of Select Court Beguinages -- Index |
| Sommario/riassunto | Selected by Choice magazine as an Outstanding Academic TitleIn the early thirteenth century, semireligious communities of women began to form in the cities and towns of the Low Countries. These beguines, as the women came to be known, led lives of contemplation and prayer |

and earned their livings as laborers or teachers. In *Cities of Ladies*, the first history of the beguines to appear in English in fifty years, Walter Simons traces the transformation of informal clusters of single women to large beguinages. These veritable single-sex cities offered lower- and middle-class women an alternative to both marriage and convent life. While the region's expanding urban economies initially valued the communities for their cheap labor supply, severe economic crises by the fourteenth century restricted women's opportunities for work. Church authorities had also grown less tolerant of religious experimentation, hailing as subversive some aspects of beguine mysticism. To Simons, however, such accusations of heresy against the beguines were largely generated from a profound anxiety about their intellectual ambitions and their claims to a chaste life outside the cloister. Under ecclesiastical and economic pressure, beguine communities dwindled in size and influence, surviving only by adopting a posture of restraint and submission to church authorities.

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| 2. Record Nr. | UNINA9910826491303321 |
| Autore | Blount Jeb |
| Titolo | Sales EQ : how ultra high performers leverage sales-specific emotional intelligence to close the complex deal // Jeb Blount |
| Pubbl/distr/stampa | Hoboken, New Jersey : , : Wiley, , 2017 ©2017 |
| ISBN | 1-119-32595-1 |
| Edizione | [1st edition] |
| Descrizione fisica | 1 online resource (284 pages) |
| Disciplina | 658.85019 |
| Soggetti | Selling - Psychological aspects |
| Lingua di pubblicazione | Inglese |
| Formato | Materiale a stampa |
| Livello bibliografico | Monografia |
| Note generali | Includes index. |
| Nota di bibliografia | Includes bibliographical references and index. |
| Sommario/riassunto | The New Psychology of Selling The sales profession is in the midst of a perfect storm. Buyers have more power—more information, more at stake, and more control over the sales process—than any time in history. Technology is bringing disruptive change at an ever-increasing |

pace, creating fear and uncertainty that leaves buyers clinging to the status quo. Deteriorating attention spans have made it difficult to get buyers to sit still long enough to “challenge,” “teach,” “help,” give “insight,” or sell “value.” And a relentless onslaught of “me-too” competitors have made differentiating on the attributes of products, services, or even price more difficult than ever. Legions of salespeople and their leaders are coming face to face with a cold hard truth: what once gave salespeople a competitive edge—controlling the sales process, command of product knowledge, an arsenal of technology, and a great pitch—are no longer guarantees of success. Yet this is where the vast majority of the roughly \$20 billion spent each year on sales training goes. It’s no wonder many companies are seeing 50 percent or more of their salespeople miss quota. Yet, in this new paradigm, an elite group of top 1 percent sales professionals are crushing it. In our age of technology where information is ubiquitous and buyer attention spans are fleeting, these superstars have learned how to leverage a new psychology of selling —Sales EQ—to keep prospects engaged, create true competitive differentiation, as well as shape and influence buying decisions. These top earners are acutely aware that the experience of buying from them is far more important than products, prices, features, and solutions. In Sales EQ , Jeb Blount takes you on an unprecedented journey into the behaviors, techniques, and secrets of the highest earning salespeople in every industry and field. You’ll learn: How to answer the 5 Most Important Questions in Sales to make it virtually impossible for prospects to say no How to master 7 People Principles that will give you the power to influence anyone to do almost anything How to shape and align the 3 Processes of Sales to lock out competitors and shorten the sales cycle How to Flip the Buyer Script to gain complete control of the sales conversation How to Disrupt Expectations to pull buyers towards you, direct their attention, and keep them engaged How to leverage Non-Complementary Behavior to eliminate resistance, conflict, and objections How to employ the Bridge T...
