

1. Record Nr.	UNISA990000078860203316
Autore	ROMITI, Roberto
Titolo	Vendere in banca : tutto il colloquio di vendita banca-cliente, minuto per minuto metodo domascos: domando ascolto osservo / Roberto Romiti, Franco Mercatelli, Alessandro Gioli
Pubbl/distr/stampa	Milano : F. Angeli, copyr. 1999
ISBN	88-464-1619-8
Descrizione fisica	98 p. ; 23 cm.
Collana	Banca e nuove competenze ; 1
Altri autori (Persone)	GIOLI, Alessandro MERCATELLI, Franco
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Collocazione	332.106 ROM 1 (IRA 8 28)
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Livello bibliografico	Monografia

2. Record Nr.	UNINA9910813189103321
Autore	Grange Pippa
Titolo	Ethical leadership in sport : what's your ENDgame? // Pippa Grange
Pubbl/distr/stampa	New York, New York (222 East 46th Street, New York, NY 10017) : , : Business Expert Press, , 2014
ISBN	1-60649-811-8
Edizione	[First edition.]
Descrizione fisica	1 online resource (160 p.)
Collana	Giving voice to values on business ethics and corporate social responsibility collection, , 2333-8814
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Soggetti	Sports - Moral and ethical aspects Leadership - Moral and ethical aspects Role models Sports administration
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Note generali	Part of: 2014 digital library.
Nota di bibliografia	Includes bibliographical references (pages 131-133) and index.
Nota di contenuto	Introduction -- 1. State of play -- 2. "Doing" ethics -- 3. Applying the big ideas -- 4. What you might see at the top of the "slippery slope" -- 5. A case study -- 6. Making it stick -- 7. Your role as an ethical leader -- Appendix -- Notes -- References -- Index.
Sommario/riassunto	A practical guide on how to navigate the complexities of ethical leadership in sport, recognizing the increasing pressure placed on individuals and organizations in sport to ruthlessly compete to win, and at the same time to be exemplary social role models. Most leaders know right from wrong, but giving voice to your values isn't always straightforward. This book explores how to approach the ethical decisions, dilemmas, and value-based conflicts that emerge for leaders in sports organizations in order to make good choices, drive a sound culture, and reduce the risk of going awry. The approach is twofold: Coaching for the leader on how to make and act on an ethical decision when faced with a dilemma; and an exploration of those deep personal values and beliefs about self and sport that inform how the leader thinks and acts. The book considers ethics in the context of modern sport and highlights the classic ethical traps and cultural slippery slopes to avoid using case studies and examples.

