

1. Record Nr.	UNINA9910452188003321
Autore	Manning Erin
Titolo	Ephemeral territories [[electronic resource]] : representing nation, home, and identity in Canada / / Erin Manning
Pubbl/distr/stampa	Minneapolis, : University of Minnesota Press, c2003
ISBN	0-8166-9354-4
Descrizione fisica	1 online resource (222 p.)
Disciplina	305.8/00971
Soggetti	National characteristics, Canadian Nationalism - Canada Political culture - Canada Discourse analysis - Canada Human territoriality - Canada Home - Social aspects - Canada Regionalism - Canada Electronic books. Canada Politics and government 1980- Canada Intellectual life Canada Ethnic relations
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 (p. 169-181) and index.
Nota di contenuto	Contents; Preface: Unmoored; Acknowledgments; Introduction. Close to Home: Canadian Identity, Nationalism, and Errant Politics; 1. An Excess of Seeing: Territorial Imperatives in Canadian Landscape Art; 2. Beyond Accommodation: National Space and Recalcitrant Bodies; 3. Where the Zulu Meets the Mohawk; 4. Face-to-Face with the Incommensurable: Srinivas Krishna's Lulu; 5. Dwelling within the Language of the Other; Conclusion: Water from the Rock; Notes; Bibliography; Index
Sommario/riassunto	Ephemeral Territories weaves together narratives and representations of Canadian identity-from political philosophy and cultural theory to art and films-to develop and complicate familiar views of identity and selfhood. In a critical engagement with notions of territory, identity, racial difference, separatism, multiculturalism, and homelessness,

Manning delves into the question of what it means to be at home in Canada.

2. Record Nr.	UNISA996395642303316
Autore	Stafford Richard <1663-1703.>
Titolo	A copy of two letters which Richard Stafford had intended to have delivered unto the King and Queen [[electronic resource]] : but not being admitted by the yeomen of the guard, he left them on the rails of the back- stairs at White-Hall, on January 26, 1689/90 : in each of which was inclosed a printed paper, entituled, A supplemental tract of government, referred to the consideration of the Lords and Commons assembled in Parliament, January 4, in the year aforementioned
Pubbl/distr/stampa	[London, : s.n., 1690]
Descrizione fisica	[2] p
Soggetti	Church and state - England Great Britain History William and Mary, 1689-1702
Lingua di pubblicazione	Inglese
Formato	Materiale a stampa
Livello bibliografico	Monografia
Note generali	Caption title. Includes on second p.: The Case of Richard Stafford humbly offered to the consideration of both Houses of Parliament. (Not in Wing 2nd ed.) Place and date of publication from Wing (2nd ed.). Reproduction of original in: Bodleian Library.
Sommario/riassunto	eebo-0014

3. Record Nr.	UNINA9910826530003321
Autore	May Gary L.
Titolo	Persuasive business presentations : using the problem-solution method to influence decision makers to take action // Gary L. May
Pubbl/distr/stampa	New York, New York (222 East 46th Street, New York, NY 10017) : , : Business Expert Press, , 2014
ISBN	1-60649-469-4
Edizione	[First edition.]
Descrizione fisica	1 online resource (112 p.)
Collana	Corporate communication collection, , 2156-8170
Disciplina	658.452
Soggetti	Business presentations Persuasion (Rhetoric)
Lingua di pubblicazione	Inglese
Formato	Materiale a stampa
Livello bibliografico	Monografia
Note generali	Part of: 2013 digital library.
Nota di bibliografia	Includes bibliographical references (pages 91-92) and index.
Nota di contenuto	Introduction -- Part I. Developing a problem-solution presentation -- 1. Conducting a communication strategy analysis -- 2. Constructing the presentation opening -- 3. Building the body of the presentation -- 4. Closing with power -- Part II. Delivering a problem-solution presentation -- 5. Creating visual support -- 6. Preparing for delivery -- 7. Delivering the presentation -- Notes -- References -- Index.
Sommario/riassunto	Business life is about persuasion. Effective managers advance their careers by identifying problems, developing solutions, and persuading decision makers to provide the support and resources necessary to make things happen. This book focuses on a specific presentation context: a problem-solution persuasive presentation to decision makers delivered in a conference room environment. Such presentations occur at every level in an organization. Therefore, team leaders, supervisors, managers, and executives can all benefit from learning how to design and deliver powerful presentations that move decision makers to take action. The author blends his extensive business experience with current research on persuasion to provide a practical, applied approach to using the problem- solution pattern. An integrated case study provides examples for each step in the process. The result is a useful, actionable guide that will help professionals from every field make a difference in their organization.

