

1. Record Nr.	UNISA996397539703316
Autore	Boyle Robert <1627-1691.>
Titolo	A disquisition about the final causes of natural things [[electronic resource]] : wherein it is inquir'd, whether, and (if at all) with what cautions a naturalist should admit them? // by the Honourable Robert Boyle, Esq. ; to which are subjoyn'd, by way of appendix, Some uncommon observations about vitiated sight, by the same author
Pubbl/distr/stampa	London, : Printed by H.C. for John Taylor ..., 1688
Descrizione fisica	[18], 237 p
Soggetti	Causation Blindness
Lingua di pubblicazione	Inglese
Formato	Materiale a stampa
Livello bibliografico	Monografia
Note generali	Film copy at reel 15:10 lacks: Some uncommon observations about vitiated sight. This item appears at reel 15:10 and at reel 1772:25 incorrectly identified as Wing B3946A. Reproduction of original in Cambridge University Library.
Sommario/riassunto	eebo-0021

2. Record Nr.	UNINA9910786411603321
Autore	Karsaklian Eliane
Titolo	The intelligent international negotiator // Eliane Karsaklian
Pubbl/distr/stampa	New York, New York (222 East 46th Street, New York, NY 10017) : , : Business Expert Press, , 2014
ISBN	1-60649-807-X
Edizione	[First edition.]
Descrizione fisica	1 online resource (174 p.)
Collana	International business collection, , 1948-2760
Disciplina	302.3
Soggetti	Negotiation Negotiation in business
Lingua di pubblicazione	Inglese
Formato	Materiale a stampa
Livello bibliografico	Monografia
Note generali	Part of: 2014 digital library.
Nota di bibliografia	Includes bibliographical references (pages 151-152) and index.
Nota di contenuto	1. What international negotiation is not -- 2. Merging culture with negotiation -- 3. International negotiating styles -- 4. The international negotiators' toolkit -- Conclusion -- References -- Index.
Sommario/riassunto	When reading this book you will be familiar with strategies, stories, facts, and tools that intelligent international negotiators use in order to succeed in their negotiations worldwide. The unique integrative cross-cultural approach to negotiating provided by this book will help you to have a different and innovative perception of what negotiating means today. Businesspeople negotiate every day, everywhere around the world. Some are more culturally aware and some are much less. Some forget that negotiation is, first of all, a human interaction. Some still think that negotiation rhymes with competition. But after reading this book, you will approach negotiation from another perspective. More human, more pleasant, and more effective. The Intelligent International Negotiator is a ready-to-use book that you will read and digest very quickly, with inputs you will use immediately.