2.

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Autore	Moore Christopher W. <1947->
Titolo	Handbook of global and multicultural negotiation [[electronic resource] /] / Christopher W. Moore, Peter J. Woodrow
Pubbl/distr/stampa	San Francisco, CA, : Jossey-Bass, 2010
ISBN	0-470-57344-9 9786612549274 0-470-57342-2 1-282-54927-8
Edizione	[1st ed.]
Descrizione fisica	1 online resource (508 p.)
Altri autori (Persone)	WoodrowPeter J
Disciplina	658.4/052
Soggetti	Negotiation in business Cultural relations Electronic books.
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	""Cover ""; ""Title Page ""; ""Copyright ""; ""Contents ""; ""Figures, Tables, and Exhibit ""; ""Preface ""; ""Part One: The Essentials of Global and Multicultural Negotiation ""; ""Chapter 1 Introduction to Culture and Negotiation: The Context of Global and Multicultural Negotiations""; ""A Definition of Culture""; ""What is Negotiation?""; ""Cultural Variations regarding the Essential Purposes of Negotiations"" ""Preparations for Intercultural Negotiations and Dispute Resolution""""Conclusion""; ""Chapter 2 The Wheel of Culture ""; ""The Outer Rim: Natural Environment, History, and Social Structures""; ""The Inner Rim""; ""The Spokes of the Wheel""; ""Conclusion""; ""Chapter 3 Strategies for Global Intercultural Interactions ""; ""Basic Negotiation Strategies""; ""Making Negotiation Choices to Facilitate Coordination""; ""Conclusion"" ""Chapter 4 Cross-Cutting Issues in Negotiation """"Key Cultural Variables that Influence Negotiations""; ""Basic

Approaches to Negotiation""; ""Framing and Reframing""; ""Who Engages in Negotiations, and How?""; ""Power and Influence""; ""Conclusion""; ""Appendix: Sources of Power""; ""Part Two: A Step-by-Step Guide to Intercultural Negotiations ""; ""Chapter 5 The Preparation Stage ""
""A Cultural Lens in Preparing for Intercultural Interactions""""""Factors in Cultural Analysis""; ""A Brief Guide to Prenegotiation Preparation and Planning""; ""Conclusion""; ""Chapter 6 Beginning Negotiations ""; ""Making First Contacts""; ""Activities for First Meetings""; ""Deeper Exploration of the Purposes of Negotiations""; ""Conclusion""; ""Chapter 7 Identifying and Exploring Issues ""; ""Identifying and Agreeing on Issues to be Discussed""
""General Strategies for Coordinating the Structure of Talks""""""Conclusion""; ""Chapter 8 Cultural Patterns in Information Exchange ""; ""Discussing Issues and Interests and Exchanging Information""; ""Cultural Patterns of Information Sharing""; ""Probing for Additional Information""; ""Conclusion""; ""Chapter 9 Problem Solving and Option Generation""; ""Clarification of Terms Related to Option Generation""; ""Timing of Option Generation""; ""Conducting Discussions on Issues""; ""Generating Options""
""Cultivating Attitudes of Cooperation""

Sommario/riassunto	Praise for Handbook of Global and Multicultural Negotiation ""In today's globalized world, few competencies are as essentialas the ability to negotiate across cultures. In this insightful andpractical book, Chris Moore and Peter Woodrow draw on theirextensive global experience to help us understand the intricaciesof seeking to reach intercultural agreements and show us how to getto a wise yes. I recommend it highly!"" William Ury coauthor, Getting to Yes, and author, The Power of a PositiveNo ""Rich in the experience of the authors and the lessons theyshare, we learn that culture is more

3.	Record Nr.	UNISA996466303503316
	Titolo	Knowledge Science, Engineering and Management [[electronic resource]] : 4th International Conference, KSEM 2010, Belfast, Northern Ireland, UK, September 1-3, 2010, Proceedings / / edited by Yaxin Bi, Mary Anne Williams
	Pubbl/distr/stampa	Berlin, Heidelberg : , : Springer Berlin Heidelberg : , : Imprint : Springer, , 2010
	ISBN	3-642-15280-5
	Edizione	[1st ed. 2010.]
	Descrizione fisica	1 online resource (XIII, 618 p. 156 illus.)
	Collana	Lecture Notes in Artificial Intelligence ; ; 6291
	Classificazione	06.64
	Disciplina	006.33
	Soggetti	Data mining
		Computer communication systems
		Artificial intelligence
		Application software
		Information storage and retrieval
		Database management
		Data Mining and Knowledge Discovery
		Computer Communication Networks
		Artificial Intelligence
		Information Systems Applications (incl. Internet)
		Information Storage and Retrieval
		Database Management
		Belfast <2010>
	Lingua di pubblicazione	Inglese
	Formato	Materiale a stampa
	Livello bibliografico	Monografia
	Note generali	Bibliographic Level Mode of Issuance: Monograph
	Nota di bibliografia	Includes bibliographical references and index.
	Nota di contenuto	Mining Video Data: Learning about Activities -- Ontology Languages and Engineering -- Theory of Belief Functions for Data Analysis and Machine Learning Applications: Review and Prospects -- Modeling Ontological Concepts of Locations with a Heterogeneous Cardinal Direction Model -- Finding Minimal Rare Itemsets and Rare Association Rules -- Background Knowledge Integration in Clustering Using Purity Indexes -- A Comparison of Merging Operators in Possibilistic Logic --

Modelling and Reasoning in Metamodelling Enabled Ontologies -- Towards Encoding Background Knowledge with Temporal Extent into Neural Networks -- A Fuzzy Description Logic with Automatic Object Membership Measurement -- Decomposition-Based Optimization for Debugging of Inconsistent OWL DL Ontologies -- A Concept Hierarchy Based Ontology Mapping Approach -- Composing Cardinal Direction Relations Basing on Interval Algebra -- Retrieval Result Presentation and Evaluation -- Autonomy: Life and Being -- A Method of Social Collaboration and Knowledge Sharing Acceleration for e-Learning System: The Distance Learning Network Scenario -- A Comparative Study of Target-Based Evaluation of Traditional Craft Patterns Using Kansei Data -- Optimization of Multiple Related Negotiation through Multi-Negotiation Network -- Reasoning Activity for Smart Homes Using a Lattice-Based Evidential Structure -- Knowledge Modelling to Support Inquiry Learning Tasks -- Building the Knowledge Base to Support the Automatic Animation Generation of Chinese Traditional Architecture -- Discovery of Relation Axioms from the Web -- An Improved Piecewise Aggregate Approximation Based on Statistical Features for Time Series Mining -- Incorporating Duration Information in Activity Recognition -- A Graphical Model for Risk Analysis and Management -- Towards Awareness Services Usage Characterization: Clustering Sessions in a Knowledge Building Environment -- Adjusting Class Association Rules from Global and Local Perspectives Based on Evolutionary Computation -- Probabilistic Declarative Process Mining -- Making Ontology-Based Knowledge and Decision Trees Interact: An Approach to Enrich Knowledge and Increase Expert Confidence in Data-Driven Models -- A Novel Initialization Method for Semi-supervised Clustering -- Constructing and Mapping Fuzzy Thematic Clusters to Higher Ranks in a Taxonomy -- Anticipation as a Strategy: A Design Paradigm for Robotics -- Modular Logic Programming for Web Data, Inheritance and Agents -- Automatic Collecting Technique of Low Frequency Electromagnetic Signals and Its Application in Earthquake Study -- Improving Search in Tag-Based Systems with Automatically Extracted Keywords -- Towards a Framework for Trusting the Automated Learning of Social Ontologies -- PlayPhysics: An Emotional Games Learning Environment for Teaching Physics -- A SOM-Based Technique for a User-Centric Content Extraction and Classification of Web 2.0 with a Special Consideration of Security Aspects -- Modularizing Spatial Ontologies for Assisted Living Systems -- Towards Scalable Instance Retrieval over Ontologies -- MindDigger: Feature Identification and Opinion Association for Chinese Movie Reviews -- The Impact of Latency on Online Classification Learning with Concept Drift -- Efficient Reasoning with RCC-3D -- Automated Ontology Generation Using Spatial Reasoning -- Facilitating Experience Reuse: Towards a Task-Based Approach -- Behavioural Rule Discovery from Swarm Systems -- Knowledge Discovery Using Bayesian Network Framework for Intelligent Telecommunication Network Management -- Combining Logic and Probabilities for Discovering Mappings between Taxonomies -- An Ontology-Based Semantic Web Service Space Organization and Management Model -- Genetic Algorithm-Based Multi-objective Optimisation for QoS-Aware Web Services Composition -- Knowledge Merging under Multiple Attributes -- Feature Selection Based on Mutual Information and Its Application in Hyperspectral Image Classification -- Static, Dynamic and Semantic Dimensions: Towards a Multidisciplinary Approach of Social Networks Analysis -- Knowledge Based Systems and Metacognition in Radar -- Maximus-AI: Using Elman Neural Networks for Implementing a SLMR Trading Strategy -- A Formalism for Causal Explanations with an Answer Set Programming