

1. Record Nr.	UNISALENTO991000787479707536
Autore	Johnson, Norman Lloyd
Titolo	Continuous univariate distributions / Norman L. Johnson, Samuel Kotz, N. Balakrishnan
Pubbl/distr/stampa	New York : J. Wiley & Sons, c1994-1995
ISBN	0471584940 (v.2) 0471584959 (v.1)
Edizione	[2nd ed.]
Descrizione fisica	2 v. ; 25 cm
Collana	Wiley series in probability and mathematical statistics. Applied probability and statistics, 0271-6356
Classificazione	AMS 60E AMS 62E LC QA273.6.J6
Altri autori (Persone)	Balakrishnan, N. <1956- > Kotz, Samuelauthor
Disciplina	519.2
Soggetti	Distribution theory
Lingua di pubblicazione	Inglese
Formato	Materiale a stampa
Livello bibliografico	Monografia
Note generali	"A Wiley-Interscience publication" Includes bibliographical references and index

2. Record Nr.	UNINA9910798693403321
Autore	Cellich Claude
Titolo	Creative solutions to global business negotiations / / Claude Cellich, Subhash C. Jain
Pubbl/distr/stampa	New York, New York (222 East 46th Street, New York, NY 10017) : , : Business Expert Press, , 2016
ISBN	1-63157-310-1
Edizione	[Second edition.]
Descrizione fisica	1 online resource (x, 263 pages)
Collana	International business collection, , 1948-2760
Disciplina	658.4052
Soggetti	Negotiation in business
Lingua di pubblicazione	Inglese
Formato	Materiale a stampa
Livello bibliografico	Monografia
Note generali	Edition statement from title page; verso shows both Second edition and First edition.
Nota di bibliografia	Includes bibliographical references (pages 241-256) and index.
Nota di contenuto	Part 1. Introduction -- 1. Overview of global business negotiations -- Part 2. Negotiation environment and setting -- 2. Role of culture in cross-border negotiations -- 3. Selecting your negotiating style -- Part 3. Negotiation process -- 4. Prenegotiations planning -- 5. Initiating global business negotiations: making the first move -- 6. Trading concessions -- 7. Price negotiations -- 8. Closing business negotiations -- 9. Undertaking renegotiations -- Part 4. Negotiation tools -- 10. Communication skills for effective negotiations -- 11. Demystifying the secrets of power negotiations -- 12. Managing negotiating teams -- 13. Developing an organizational negotiation capability -- Part 5. Miscellaneous topics -- 14. Negotiating intangibles -- 15. Negotiating on the internet -- 16. Overcoming the gender divide in global negotiation -- 17. Strategies for small enterprises negotiating with large firms -- 18. Negotiating via interpreters -- Notes -- References -- Index.
Sommario/riassunto	Making deals globally is a fact of life in modern business. To successfully conduct deals abroad, executives need skills to negotiate with counterparts who have different backgrounds and experiences. This book provides international executives with the savvy they need to negotiate with finesse and ease, no matter where they are. It offers valuable insights into the fine points of negotiating, and guidelines on delicate issues that can influence a promising deal. This book is an

indispensable tool that provides know-how and expert strategies for striking favorable deals. The book emphasizes the importance of preparation and offers basic rules and checklists for staying on top in negotiations.

3. Record Nr.	UNINA9910814786703321
Autore	Kayes Gillyanne
Titolo	Singing and the actor / / Gillyanne Kayes
Pubbl/distr/stampa	London, England ; ; New York, New York : , : Bloomsbury Methuen Drama, , 2013 ©2004
ISBN	1-4081-1652-9 1-4742-6102-7 1-4081-4968-0
Edizione	[Second edition.]
Descrizione fisica	1 online resource (209 p.)
Disciplina	783
Soggetti	Singing - Instruction and study
Lingua di pubblicazione	Inglese
Formato	Materiale a stampa
Livello bibliografico	Monografia
Note generali	Includes indexes.
Nota di contenuto	Cover; Contents; Acknowledgements; Foreword; Section 1: HOW THE VOICE WORKS; 1 How do I make the notes?; 2 My voice won't come out at auditions; 3 But I thought I wasn't supposed to feel anything!; 4 What exactly is support?; Section 2: TRAINING YOUR VOICE; 5 Developing the three octave siren; 6 The nasal port; 7 Dynamic control and projection; 8 Tuning the oral resonator; 9 Twang, the singer's formant; Section 3: WORKING THE TEXT; 10 Putting it together; 11 Singing the text; 12 Creating voice qualities; 13 The act of singing; Afterword; Glossary; A; B; C; F; G; H; I; L; M; N; O; P; R; S VList of exercises and song assignments; Index; A; B; C; D; E; F; G; H; I; J; K; L; M; N; O; P; Q; R; S; T; V; W; Index of song titles
Sommario/riassunto	<P>Classical singing training is no longer relevant for the theatre performer today. So how does an actor train his singing voice? </P> <P>Now in its second edition, this practical handbook takes the reader

through a step-by-step training programme relevant to the modern singing actor and dancer. A variety of contemporary voice qualities including belting and twang are explained, with exercises for each topic. </P>
