

1. Record Nr.	UNISALENTO991002799429707536
Titolo	Sources for ancient history / edited by Michael Crawford ; with contributions from Emilio Gabba, Fergus Millar, Anthony Snodgrass
Pubbl/distr/stampa	Cambridge : Cambridge University Press, 1983
ISBN	0521247829
Descrizione fisica	XII, 238 p. ; 22 cm
Collana	The sources of history : studies in the uses of historical evidence
Altri autori (Persone)	Crawford, Michael Hewson Gabba, Emilio Millar, Fergus Snodgrass, Anthony M.
Disciplina	937
Soggetti	Storia antica - Fonti
Lingua di pubblicazione	Inglese
Formato	Materiale a stampa
Livello bibliografico	Monografia

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| 2. Record Nr. | UNISA990001884580203316 |
| Autore | SALVEMINI, Gaetano <1873-1957> |
| Titolo | 5: Scritti sulla scuola / Gaetano Salvemini ; a cura di Lamberto Borghi e Beniamino Finocchiaro |
| Pubbl/distr/stampa | Milano, : Feltrinelli, 1966 |
| Descrizione fisica | XXXII, 1085 p., 1 carta di tav. : ill. ; 23 cm |
| Disciplina | 370.945 |
| Soggetti | Istruzione - Italia |
| Collocazione | X.3.B. 7158 5(III E 288 5) |
| Lingua di pubblicazione | Italiano |
| Formato | Materiale a stampa |
| Livello bibliografico | Monografia |
| 3. Record Nr. | UNINA9910794772703321 |
| Autore | Feld Brad |
| Titolo | Venture deals : be smarter than your lawyer and venture capitalist // Brad Feld, Jason Mendelson |
| Pubbl/distr/stampa | Hoboken, New Jersey : , : Wiley, , 2016
©2016 |
| ISBN | 1-119-25980-0
1-119-25978-9
1-119-25979-7 |
| Edizione | [Third edition.] |
| Descrizione fisica | 1 online resource (300 pages) |
| Collana | THEi Wiley ebooks |
| Classificazione | BUS000000 |
| Disciplina | 658.15/224 |
| Soggetti | Venture capital
New business enterprises - Finance |
| Lingua di pubblicazione | Inglese |
| Formato | Materiale a stampa |
| Livello bibliografico | Monografia |
| Note generali | Includes index. |

Get the inside scoop on what venture capitalists want to see in your startup as you hit the fundraising trail. This is the highly anticipated third edition of the best-selling book which has become the definitive resource for understanding venture capital fundraising. Whether you are an entrepreneur, lawyer, student or just have an interest in the venture capital ecosystem, *Venture Deals* is for you. The book dives deeply into how deals are constructed, why certain terms matter (and others don't), and more importantly, what motivates venture capitalists to propose certain outcomes. You'll see the process of negotiating from the eyes of two seasoned venture capitalists who have over 40 years of investing experience as VCs, LPs, angels, and founders. They will teach you how to develop a fundraising strategy that will be a win for all parties involved. This book is designed to bring transparency to the venture capital funding process and includes such topics as: How to raise money; What terms matter and which ones don't; How to negotiate a fair deal for everyone; What makes venture capitalists tick, including how they are compensated and motivated; How companies are valued by venture capitalists; How all current structures of funding work, including convertible debt, crowdfunding, pre-sales and other non-traditional methods; How these particular issues change through different stages of financing (seed, early, mid and late); and How to avoid business and legal pitfalls that many entrepreneurs make. And as in the previous editions, this book isn't just a one-sided opinion from venture capitalists, but also has helpful commentary throughout from a veteran CEO who has raised many rounds of financing from many different investors. If you are ready to learn all the secrets and ins and outs of fundraising, *Venture Deals* is an essential read.

4. Record Nr.	UNINA9910783165803321
Autore	Rhodes Lorna A (Lorna Amarasingham)
Titolo	Total confinement [[electronic resource]] : madness and reason in the maximum security prison // Lorna A. Rhodes
Pubbl/distr/stampa	Berkeley, Calif., : University of California Press, 2004
ISBN	1-59734-961-5 1-282-76299-0 9786612762994 0-520-93768-6
Descrizione fisica	1 online resource (331 p.)
Collana	California series in public anthropology ; ; 7
Disciplina	365/.66
Soggetti	Solitary confinement - United States Prisoners - Mental health - United States Imprisonment - United States Prisons - United States
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	Front matter -- CONTENTS -- Author's Note -- Preface -- Introduction -- 1. Controlling Troubles -- 2. The Choice to Be Bad -- 3. The Asylum of Last Resort -- 4. Custody and Treatment at the Divide -- 5. The Games Run Deep -- 6. Struggling It Out -- Glossary of Prison Terms -- Appendix: Note on Research -- Notes -- Bibliography -- Acknowledgments -- List of Illustrations -- Index
Sommario/riassunto	In this rare firsthand account, Lorna Rhodes takes us into a hidden world that lies at the heart of the maximum security prison. Focusing on the "supermaximums"-and the mental health units that complement them-Rhodes conveys the internal contradictions of a system mandated to both punish and treat. Her often harrowing, sometimes poignant, exploration of maximum security confinement includes vivid testimony from prisoners and prison workers, describes routines and practices inside prison walls, and takes a hard look at the prison industry. More than an exposé, Total Confinement is a theoretically sophisticated meditation on what incarceration tells us about who we are as a society. Rhodes tackles difficult questions about the extreme conditions of

confinement, the treatment of the mentally ill in prisons, and an ever-advancing technology of isolation and surveillance. Using her superb interview skills and powers of observation, she documents how prisoners, workers, and administrators all struggle to retain dignity and a sense of self within maximum security institutions. In settings that place in question the very humanity of those who live and work in them, Rhodes discovers complex interactions-from the violent to the tender-among prisoners and staff. Total Confinement offers an indispensable close-up of the implications of our dependence on prisons to solve long-standing problems of crime and injustice in the United States.
