

1. Record Nr.	UNISOBSOB008893
Titolo	Modernisation and decentralisation of EC competition law / edited by José Rivas and Margot Horspool
Pubbl/distr/stampa	The Hague ; London ; Boston, : Kluwer Law International, 2000
ISBN	9041114424
Descrizione fisica	VII, 134 p. ; 24 cm
Collana	European business law & practice series
Lingua di pubblicazione	Inglese
Formato	Materiale a stampa
Livello bibliografico	Monografia
2. Record Nr.	UNISA996308765803316
Autore	Mecke Klaus
Titolo	Physik und poetik : produktionsasthetik und werkgenese : autorinnen und autoren im dialog / / herausgegeben von Aura Heydenreich und Klaus Mecke
Pubbl/distr/stampa	De Gruyter, 2015 Berlin, [Germany] ; ; Boston, [Massachusetts] : , : De Gruyter, , 2015 ©2015
ISBN	3-11-041788-X 3-11-044036-9
Descrizione fisica	1 online resource (320 pages) : digital, PDF file(s)
Collana	Literatur- und Naturwissenschaften ; ; Band 1
Disciplina	830.9/36
Soggetti	German literature - 20th century - History and criticism Authors, German - 20th century Physics in literature
Lingua di pubblicazione	Tedesco
Formato	Materiale a stampa
Livello bibliografico	Monografia
Note generali	Bibliographic Level Mode of Issuance: Monograph
Nota di bibliografia	Includes bibliographical references at the end of each chapters and index.

## Nota di contenuto

Frontmatter -- Inhalt -- Dialogisches Denken -- Auf der Suche nach Sprache / Heydenreich, Aura / Mecke, Klaus -- Librationen / Heydenreich, Aura / Mecke, Klaus -- Fiktionen, Simulationen, Dialoge. Erkenntnisstrategien in Wissenschaft, Erzählung und Philosophie / Heydenreich, Aura / Mecke, Klaus -- Evolution im Comic / Heydenreich, Aura / Heydenreich, Clemens -- Horizonte der Einsamkeit / Heydenreich, Aura / Mecke, Klaus -- Die Zeit ist der Abgrund, in den wir fallen / Heydenreich, Aura / Mecke, Klaus -- Sokratische Dialoge / Heydenreich, Aura / Mecke, Klaus -- Romane schreiben wäre eine Lösung. Über die Vernetzung von Naturwissenschaft und Literatur / Heydenreich, Aura / Mecke, Klaus -- Physik und Ethik / Heydenreich, Aura / Mecke, Klaus -- Anhang -- Interviewer -- Index

## Sommario/riassunto

Many writers deal intensively with the knowledge of physics that shapes the worldview, often ignored by literary criticism and science. Their reasons are as varied as the books they write. Letting them have their say in interviews enriches the discourse about the two cultures with a voice that knows both: literature and physics. We encounter physics in all areas of life; Starting with devices in the engineered civilization, over the description of phenomena in nature up to the fundamental understanding of the world, which has become different through quantum and relativity theory. It is therefore not surprising that writers use physical knowledge to tell about people and the world in which they live. Experimental literature and metaphors in physical theories are just two subjects that come up in the interviews with Ulrike Draesner, Durs Grünbein, Michael Hampe, Jens Harder, Reinhard Jirgl, Thomas Lehr, Ulrich Woelk and Juli Zeh. Everyone agrees that physics and literature are two ways of knowing the world that complement and condition each other.

3. Record Nr.	UNINA9910781040403321
Autore	Fredricks Laura
Titolo	The ask [[electronic resource]] : how to ask for support for your nonprofit cause, creative project, or business venture / / Laura Fredricks; foreword by Ivan G. Seidenberg
Pubbl/distr/stampa	San Francisco, : Jossey-Bass, c2010
ISBN	0-470-57287-6 1-282-68280-6 9786612682803 0-470-57285-X
Edizione	[2nd ed.]
Descrizione fisica	1 online resource (273 p.)
Disciplina	658.15 658.15/224 658.15224
Soggetti	Fund raising Nonprofit organizations - Management
Lingua di pubblicazione	Inglese
Formato	Materiale a stampa
Livello bibliografico	Monografia
Note generali	Includes index.
Nota di contenuto	Contents; Foreword; Preface; Acknowledgments; Introduction; Part I: What Do I Need to Know Before I Ask?; Chapter 1: What Money Means to You and Why Ask?; WHAT DOES MONEY MEAN TO YOU?; WHY DO YOU HESITATE TO ASK?; CONCLUSION; LOOKING AHEAD; Chapter 2: Do You Have a Well-Thought-Out Plan of What You Want?; THE IMPORTANCE OF A WELL-THOUGHT-OUT PLAN; CASE STATEMENT FOR NONPROFITS; BUSINESS PLAN FOR BUSINESSES; THE SCRIPT FOR EACH ASK; FUNDRAISING LANGUAGE; THREE-STEP METHOD PRIOR TO ANY ASK; CONCLUSION; LOOKING AHEAD; Chapter 3: How Do I Know Who to Ask and When to Ask?; WHO SHOULD BE ASKED? EVERY PERSON MUST BE TREATED INDIVIDUALLY WEALTH DOES NOT ALWAYS TRANSLATE INTO TRANSFERRING WEALTH; RESEARCH CAN HELP TO PRIORITIZE WHO TO ASK; WHEN SHOULD YOU ASK?; ASKING FOR MONEY IN HARD ECONOMIC TIMES; CONCLUSION; LOOKING AHEAD; Chapter 4: Who Should Make the Ask and in What Setting?; WHO SHOULD MAKE THE ASK?; WHAT IS THE BEST SETTING FOR THE

ASK?; CONCLUSION; LOOKING AHEAD; Part II: How Do I Make the Ask?; Chapter 5: Asking for a Cause-Small and Large Charitable Gifts; ASKING FOR A SMALL AND SIGNIFICANT CHARITABLE GIFT; ASKING FOR A LARGE AND TRANSFORMATIONAL CHARITABLE GIFT TROUBLESHOOTING TIPS TO APPLY PRIOR TO THE ASKCONCLUSION; LOOKING AHEAD; Chapter 6: Asking for Yourself; ASKING FOR A JOB-RELATED CAUSE; ASKING FOR A CREATIVE PROJECT; ASKING FOR A BUSINESS VENTURE; CONCLUSION; LOOKING AHEAD; Chapter 7: Handling the Responses to the Ask; PREPARING FOR THE RESPONSE; CONCLUSION; LOOKING AHEAD; Chapter 8: Following Up with Each and Every Ask; NEXT STEPS AFTER EACH ASK; JUGGLING YOUR TIME TO DO ALL THE FOLLOW-UP; TROUBLESHOOTING TIPS FOR THE FOLLOW-UP; CONCLUSION; LOOKING AHEAD; Chapter 9: When the Answer is ""No"" and When the Answer Is ""Yes""; A ""NO"" ANSWER A ""YES"" ANSWERCONCLUSION; LOOKING AHEAD; Chapter 10: Pulling It All Together; About the Author; Index

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#### Sommario/riassunto

A completely revised edition of the must-have resource for increasing your nonprofit's bottom line This thoroughly revised and updated edition of the best-selling book The Ask is filled with suggestions, guidelines, and down-to-earth advice that will give you the confidence to ask anyone for any size gift, for any purpose. Written in winning language, filled with sample dialogues, and offering a wealth of tips and tools, this book addresses common mistakes made when asking and shows how to correct each mistake, providing guidance and direction on how to make a great ask.Offers

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