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Red Love - Leo Maxim 2013-09-10

Now, married with two children and the Wall a distant memory, Maxim decides to find the answers to the questions he couldn't ask. Why did his parents, once passionately in love, grow apart? Why did his father become so angry, and his mother quit her career in journalism? And why did his grandfather Gerhard, the Socialist war hero, turn into a stranger? The story he unearths is, like his country's past, one of hopes, lies, cruelties, betrayals but also love. In Red Love he captures, with warmth and unflinching honesty, why so many dreamed the GDR would be a new world and why, in the end, it fell apart. Growing up in East Berlin, Maxim Leo knew not to ask questions. All he knew was that his rebellious parents, Wolf and Anne, with their dyed hair, leather jackets and insistence he call them by their first names, were a bit embarrassing. That there were some places you couldn't play; certain things you didn't say.

The Quality of Mercy - William Shawcross 1984

Metaphors of Genre - David Fishelov 2010-11-01

Understanding Human Rights - Wolfgang Benedek 2012

This third edition of Understanding Human Rights has been elaborated by the European Training and Research Center for Human Rights and Democracy (ETC) in Graz, originally for the Human Security Network (HSN) at the initiative of the Austrian Ministry for Foreign Affairs. The objective is to assist human rights education efforts worldwide. The book's thematic modules on selected human rights issues cover topics such as: the prohibition of torture, freedom from poverty, human rights of women and children, human rights in armed conflict, freedom of expression, and democracy. New to this updated edition are chapters reflecting current trends in human rights, including new modules on privacy (such as challenges posed by Internet use), minority rights, and the right to asylum. Translations of the earlier editions already exist in 15 languages, among them all the official United Nations languages. Understanding Human Rights has become a basic text for human rights education and training in different countries, on different levels, and for different audiences, from university lectures in China to NGO training in Mali to police training in Kosovo.

Raising Expectations (and Raising Hell) - Jane McAlevey 2014-05-06

This "breath-taking trip through the union-organizing scene of America in the 21st century" reveals the victories and unconventional strategies of a renowned—and notorious—militant union organizer (Barbara Ehrenreich, author of Nickel and Dimed) In 1995, in the first contested election in the history of the AFL-CIO, John Sweeney won the presidency of the nation's largest labor federation, promising renewal and resurgence. Today, less than 7 percent of American private-sector workers belong to a union, the lowest percentage since the beginning of the twentieth century, and public employee collective bargaining has been dealt devastating blows in Wisconsin and elsewhere. What happened? Jane McAlevey is famous—and notorious—in the American labor movement as the hard-charging organizer who racked up a string of victories at a time when union leaders said winning wasn't possible. Then she was bounced from the movement, a victim of the high-level internecine warfare that has torn apart organized labor. In this engrossing and funny narrative—that reflects the personality of its charismatic, wisecracking author—McAlevey tells the story of a number of dramatic organizing and contract victories, and the unconventional strategies that helped achieve them. Raising Expectations (and Raising Hell) argues that

labor can be revived, but only if the movement acknowledges its mistakes and fully commits to deep organizing, participatory education, militancy, and an approach to workers and their communities that more resembles the campaigns of the 1930s—in short, social movement unionism that involves raising workers' expectations (while raising hell).

Ecopolitics - Verena Andermatt Conley 2006-07-13

Ecopolitics is a study of environmental awareness - or non-awareness - in contemporary French theory. Arguing that it is now impossible not to think in an ecological way, Verena Andermatt Conley traces the roots of today's concern for the environment back to the intellectual climate of the late 50s and 60s. The author considers key texts by influential figures such as Michael Serres, Paul Virilio, Gilles Deleuze and Felix Guattari, Michel de Certeau, Hélène Cixous and Luce Irigaray. Ecopolitics rehabilitates some ecological components of French intellectual thought of the past thirty years, and reassesses French poststructural thinkers who explicitly deal with ecology in their work.

NO is Short for Next Opportunity - Martin Limbeck 2014-11-18

"A no does not mean that you should give up; on the contrary, a no means you should keep at it." -Martin Limbeck Selling is easy if you can offer the lowest price or a top brand that everyone wants. But what if you don't? What if the client says no? In sales, rejection comes with the territory. You will hear no, and you will hear it frequently. It's normal. What's important is what you do with that no . . . The right attitude toward selling is your key to success. Passion, pride, and perseverance are your most important assets. NO Is Short for Next Opportunity will inspire you to develop the proper mindset for selling and to seal more deals. "This book is not an option for anyone who has ever heard the word 'no'-buy it and read it today and start getting 'yes' tomorrow." -Jeffrey Gitomer, author of The Little Red Book of Selling "This book will keep you going and growing throughout your career. I recommend it." -Mark Sanborn, author of The Fred Factor and You Don't Need a Title to Be a Leader "This book is bigger than sales. It's a book about lifelong success. Your success." -Randy Gage, author of the New York Times bestseller Risky Is the New Safe "Read Martin Limbeck's book and you will learn how to get past the no and realize your true potential." -Ron Karr, author of Lead, Sell or Get Out of the Way "Compelling, complete, and courageous, this book will show you how to sell successfully to others and how to overcome the objections of even your most important client-you. I got new ideas and a new sense of hope from the very first page!" -Monica Wofford, CSP, CEO, Contagious Companies Inc. and author of Make Difficult People Disappear

The Evolution of Diplomatic Method, Being the Chichele Lectures Delivered at the University of Oxford in November 1953 - Harold 1886-1968 Nicolson 2021-09-09

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The Routledge Handbook of Critical Discourse Studies - John Flowerdew 2017-07-06

The Routledge Handbook of Critical Discourse Studies provides a state-of-the-art overview of the important and rapidly developing field of Critical Discourse Studies (CDS). Forty-one chapters from leading international scholars cover the central theories, concepts, contexts and applications of CDS and how they have developed, encompassing: approaches analytical methods interdisciplinarity social divisions and power domains and media. Including methodologies to assist those undertaking their own critical research of discourse, this Handbook is key reading for all those engaged in the study and research of Critical Discourse Analysis within English Language and Linguistics, Communication, Media Studies and related areas.

European Judicial Systems - European Commission for the Efficiency of Justice 2008

The new edition of the report of the European Commission for the Efficiency of Justice (CEPEJ), comprising new data for 45 European states, provides the Council of Europe with a real snapshot of justice in Europe. The methods developed by the CEPEJ to monitor judicial systems have collected, processed and analysed thousands of quantitative and qualitative data. This report, which is intended for policy makers, legal practitioners and researchers as well as for those who are interested in the functioning of justice in Europe, provides comparative tables and analysis of key indicators including: public spending on the judicial system, the legal aid system, the organisation of jurisdictions, judicial personnel, length of proceedings, lawyers and notaries.

Turkey and the European Union - Lucia Najšlova 2021-01-28

Turkey's EU accession talks, which began in 2005, were intended to strengthen Turkey's democracy and the EU's ability to embrace difference. Instead, we have seen repeated questioning of Turkey's 'Europeanness' and mutual exploitation of the other's weaknesses. Offering a unique analysis of conversations in and about Turkey and the EU, Lucia Najšlová adopts an interdisciplinary ethnographic lens, taking the reader through misunderstandings in the diplomatic framework and into everyday interactions between various protagonists of the relationship. Questions of belonging and recognition underpin the analysis and connect various research sites, including the 2016 refugee deal and the status of Turkish Cypriots. Najšlová delves into the temporal dimensions of this dynamic, such as questions surrounding Turkish modernity and nation-building, and asks whether there is such a thing as good timing for democracy and what would happen if the diplomatic framework of Turkey-EU relations started moving faster.

The Weimar Republic - Eberhard Kolb 2008-03-07

First Published in 1988. Routledge is an imprint of Taylor & Francis, an informa company.

Lanzelet - Ulrich (von Zatzikhoven) 2005

This new translation of one of the first known versions of the Lancelot story has been prepared with the highest accuracy and scholarly insight available to date. It includes a new introduction and revised bibliography, notes from the first English translation by Webster and the textual changes by famed Arthurian scholar Loomis, and a commentary reflecting the fifty years of scholarship on "Lanzelet" since the publication of Webster's translation.

International Negotiation - Peter Berton 1999

Around the world, negotiation is the only tool people have to make collective decisions when there must be unanimity. Like any other social activity, negotiation exhibits both universal patterns determined by the finite possibilities of its nature and local variations determined by cultural practices. Universalities predominate if one digs deep enough, and peculiarities abound in surface manifestations. This text investigates how deep is deep enough, and how shallow the surface, and attempts to find the meeting line. As more and more individuals meet around the negotiation table, providing conditions for cultural encounters, and clashes, this volume examines the actors involved, the role culture plays, and the role of organizations.

Negotiating in Organizations - Max H. Bazerman 1983-08

Hall and Quinn focus attention on an understudied topic: the significant relationship between organizations and public policy. From national associations to private foundations, organizations are the formulators, implementors, and objects of public policy. This volume recognizes the potential for improving public policy through knowledge of organizational theory.

The Psychology of Selling and Advertising - Edward Kellogg Strong 1925

Why David Sometimes Wins - Marshall Ganz 2010-09-30

Why David Sometimes Wins tells the story of Cesar Chavez and the United Farm Workers' groundbreaking victory, drawing important lessons from this dramatic tale. Offering insight from a longtime movement organizer and scholar, Ganz illustrates how they had the ability and resourcefulness to devise good strategy and turn short-term advantages into long-term gains.

The Effective Negotiator - Gerald G. M. Atkinson 1975

Origins of Semiosis - Winfried Nöth 1994-01-01

Consultative Selling - Mack Hanan 1970

The Art and Science of Negotiation - Howard Raiffa 1985-03-15

Whether you are selling a house, closing a business deal, settling a divorce, arbitrating a labor dispute, or trying to hammer out an international treaty, Howard Raiffa's new book will measurably improve your negotiating skills. Although it is a sophisticated self-help book—directed to the lawyer, labor arbitrator, business executive, college dean, diplomat—it is not cynical or Machiavellian: Raiffa emphasizes problems and situations where, with the kinds of skills he aims to develop, disputants can achieve results that are beneficial to all parties concerned. Indeed, he argues that the popular “zero-sum” way of thinking, according to which one side must lose if the other wins, often makes both sides worse off than they would be when bargaining for joint mutual gains. Using a vast array of specific cases and clear, helpful diagrams, Raiffa not only elucidates the step-by-step processes of negotiation but also translates this deeper understanding into practical guidelines for negotiators and “intervenor.” He examines the mechanics of negotiation in imaginative fashion, drawing on his extensive background in game theory and decision analysis, on his quarter-century of teaching nonspecialists in schools of business and public policy, on his personal experiences as director of an international institute dealing with East/West problems, and on the results of simulated negotiation exercises with hundreds of participants. There are popular books on the art of winning and scholarly books on the science of negotiation, but this is the first book to bridge the two currents. Shrewd, accessible, and engagingly written, it shows how a little analysis sprinkled with a touch of art can work to the advantage of any negotiator.

Gregorius - Hartmann 2019-02-28

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Protestantism and Capitalism - Jere Cohen 2002

Each of the hypotheses that Jere Cohen finds in Weber's text represents a potential mechanism through which Puritanism could have exerted its economic influence. The aim of the book as a whole is to determine how Puritanism exerted its influence on capitalism, how many mechanisms were at work and how powerful the impact might actually have been.

The Fragmenting Force of Memory - Norman Saadi Nikro 2012-04-25

This study is about experimental forms of cultural production that situate and work through personal experiences of the civil war in Lebanon. It addresses selected works of literature, autobiography and memoir by Jean Said Makdisi, Rashid al-Daif, Elias Khoury and Mai Ghousseub, and the civil war trilogy of documentary films by Mohamed Soueid. From a phenomenological hermeneutic perspective, the book is

concerned with how they give accounts of themselves as remnants, leftovers and undigested remains of the civil war, and of related trajectories of ideological attachment to symbolic mandates. Constrained to reposition their sense of self from an agent of history to a casualty of history, their acutely personal works of cultural production initiate an unraveling of both self and circumstance through the fragmenting force of memory. Drawing on a broad range of phenomenological critical theory (within the research fields of postcolonial, memory, psychoanalytic, gender and literary studies) attuned to subjectivity as a field of social production and exchange, emphasis is given to how the writers and filmmaker employ a non-presentist, anachronic or paratactic register of memory to excavate both a historical understanding of self and related modalities of social viability. This concerns how the symptomatic style of their work embodies, and creatively and critically situates, a refusal to package and normalize any idealized account of the war, related assemblages of temporal succession, or a presentation of self as discrete and omniscient.

Neuropsychotherapy - Klaus Grawe 2017-09-25

Neuropsychotherapy is intended to inspire further development and continual empirical updating of consistency theory. It is essential for psychotherapists, psychotherapy researchers, clinical psychologists, psychiatrists, neuroscientists, and mental-health professionals. Profoundly important and innovative, this volume provides necessary know-how for professionals as it connects the findings of modern neuroscience to the insights of psychotherapy. Throughout the book, a new picture unfolds of the empirical grounds of effective psychotherapeutic work. Author Klaus Grawe articulates a comprehensive model of psychological functioning-consistency theory-and bridges the gap between the neurosciences and the understanding of psychological disorders and their treatment. Neuropsychotherapy illustrates that psychotherapy can be even more effective when it is grounded in a neuroscientific approach. Cutting across disciplines that are characteristically disparate, the book identifies the neural foundations of various disorders, suggests specific psychotherapeutic conclusions, and makes neuroscientific knowledge more accessible to psychotherapists. The book's discussion of consistency theory reveals the model is firmly connected to other psychological theoretical approaches, from control theory to cognitive-behavioral models to basic need theories.

Multilateral Negotiation and Mediation - Arthur S. Lall 2014-05-17

Multilateral Negotiation and Mediation: Instruments and Methods is a collection of papers that covers various areas of concerns in international mediation and negotiation. The materials examine the several aspects negotiation and mediation. The title first covers negotiations with security councils, and then proceeds to tackling regional and inter-regional negotiations. Next, the selection deals with the small-state factor in dispute settlement. The text also talks about disarmament negotiations and north-south negotiations. The last chapter covers international law and negotiation. The book will be of great use diplomats, government officials, and political scientists. Readers who have a keen interest on the mechanisms of diplomacy will also benefit from the text.

The Age of Constantine and Julian - Diana Bowder 1978

Rekindling the Movement - Lowell Turner 2018-05-31

From gloomy times in the 1980s, the American labor movement has returned to apparent prominence through the efforts of a new generation of energetic and progressive leaders. A distinguished group of authors examines this resurgence and the potential of American unions with sympathetic yet critical eyes. Experts from a wide variety of disciplines—industrial relations, political science, economics, and sociology—identify the central developments, analyze the strengths and weaknesses of the new initiatives, and assess the progress made and the prospects for the future. Though all agree on the importance of unions, their opinions of the success of current renewal efforts diverge greatly. The interdisciplinary and comparative approach of *Rekindling the Movement* is both challenging and enlightening. Rather than merely trumpeting pet opinions, contributors provide hard evidence and causal analysis, grounded in realistic perspectives, to back up suggestions for the improvement of the new labor movement. Their straightforward observations about what is and is not possible, what does and does not work, will be of great practical value for policymakers and union leaders.

Intelligent Research Design - Bob Hancké 2009-07-17

This book offers advice to doctoral researchers and graduate and advanced undergraduate students on how

to embark on their research. Based on a decade of teaching early-stage researchers in the social sciences at the LSE and other universities, and written with the central problems of beginning researchers in mind, Bob Hancké guides them through the process of thinking about the links between theory, cases and data, and to do so in a way that helps to turn their initial plausible ideas into convincing arguments. This lively book, deliberately jargon-free and with a hands-on, pragmatic approach to research design, addresses the problems that research students face - or ignore, often at their peril - in the course of their first few years. Its central message is that research is a complex and iterative process in which researchers construct every relevant part of their project with one goal in mind: make a persuasive point. They define the question they ask and the debate they engage, construct their cases and data to answer that question, and write it up as an argument that brings out the strengths of their research design. It addresses such key issues as statistical versus configurational approaches, time in social science research, different types of case studies and comparative research, and a critical approach to data. The Appendix gives tips on presenting and discussing papers, and on crafting research proposals.

Negotiation Behavior - Dean G. Pruitt 2013-09-11

Negotiation Behavior is a theoretical synthesis of what is known about negotiation as a general phenomenon. The principles presented are illustrated with examples of negotiation from many specific realms. A great deal of attention is devoted to the motives, perceptions, and other microprocesses underlying the behavior of negotiators and to the results of laboratory experiments on negotiation. Comprised of seven chapters, this book begins by defining negotiation and contrasting it with other forms of multiparty decision making, along with its significance and the nature of research on the subject. Two fundamental theoretical notions are presented: the strategic choice model and the goal/expectation hypothesis. Subsequent chapters focus on where bargainers place their demands as well as the strategies they use to foster their interests while moving toward agreement. The reader is introduced to key concepts such as demand level and concession rate, competitive tactics, and coordinative behavior, together with integrative agreements and third-party intervention in negotiation (mediation and arbitration). This monograph will be of value to practitioners in the fields of organizational and occupational psychology, social psychology, economics, industrial relations, and international relations.

Rebuilding Labor - Ruth Milkman 2004

In *Rebuilding Labor* Ruth Milkman and Kim Voss bring together established researchers and a new generation of labor scholars to assess the current state of labor organizing and its relationship to union revitalization. Throughout this collection, the focus is on the formidable challenges unions face today and on how they may be overcome.-publisher description.

In Defense of Housing - Peter Marcuse 2016-08-16

In every major city in the world there is a housing crisis. How did this happen and what can we do about it? Everyone needs and deserves housing. But today our homes are being transformed into commodities, making the inequalities of the city ever more acute. Profit has become more important than social need. The poor are forced to pay more for worse housing. Communities are faced with the violence of displacement and gentrification. And the benefits of decent housing are only available for those who can afford it. In *In Defense of Housing* is the definitive statement on this crisis from leading urban planner Peter Marcuse and sociologist David Madden. They look at the causes and consequences of the housing problem and detail the need for progressive alternatives. The housing crisis cannot be solved by minor policy shifts, they argue. Rather, the housing crisis has deep political and economic roots—and therefore requires a radical response.

Organizing to Win - Kate Bronfenbrenner 1998

As the American labour movement mobilizes for a major resurgence through new organizing, this text presents research on union organizing strategies. The introduction defines the context of the current climate and subsequent chapters include community-based organizing and building

Mona Lisa Overdrive - William Gibson 2012-11-07

William Gibson, author of the extraordinary multiaward-winning novel *Neuromancer*, has written his most brilliant and thrilling work to date . . . *The Mona Lisa Overdrive*. Enter Gibson's unique world—lyric and mechanical, sensual and violent, sobering and exciting—where multinational corporations and high tech outlaws vie for power, traveling into the computer-generated universe known as cyberspace. Into this world

comes Mona, a young girl with a murky past and an uncertain future whose life is on a collision course with internationally famous Sense/Net star Angie Mitchell. Since childhood, Angie has been able to tap into cyberspace without a computer. Now, from inside cyberspace, a kidnapping plot is masterminded by a phantom entity who has plans for Mona, Angie, and all humanity, plans that cannot be controlled . . . or even known. And behind the intrigue lurks the shadowy Yazuka, the powerful Japanese underworld, whose leaders ruthlessly manipulate people and events to suit their own purposes . . . or so they think.

Sociology in America - Herbert J. Gans 1990-05-01

Drawn from the plenary sessions of the 1988 annual meeting of the American Sociological Association, these papers explore the relationship between the practice of sociology and American society. The international and interdisciplinary contributors examine the impact that sociology makes on American culture, on America's perception of social problems and on the American policy process.

Marketing Across Cultures - Jean-Claude Usunier 2005

Back Cover Copy-Usunier "This book is noteworthy in its content and approach as well as in generating class discussion on intercultural marketing relations, exchange, and communications. With the diversity in world markets and the importance of having locally-specific understanding of markets and consumers, it is a welcome resource for teaching students who can either relate it to their own intercultural experiences or who have never had intercultural experiences themselves." Guliz Ger, Professor of Marketing, Faculty of Business Administration, Bilkent University, Turkey International marketing relationships have to be built on solid foundations. Transaction costs in international trade are high--only a stable and firmly established link between business people can enable them to overcome disagreements and conflicts of interest. "Marketing Across Cultures, 4e" uses a successful two-stage cultural approach to explore International Marketing. - A cross-cultural approach which compares marketing systems and local commercial customs in various countries - An inter-cultural approach which studies the interaction between business peoples of different national cultures "I used "Marketing Across Cultures" in courses in five different countries with students from more than 35 nations. The book provides a stimulating view on international marketing issues and at the same time allows in an excellent way to sensitize and train students for intercultural work, which has become the norm for most medium-sized and large companies." Prof. Dr. Hartmut H. Holzmüller., Chair of Marketing University of Dortmund, Germany Invaluable to all undergraduate, postgraduate and MBA students studying International Marketing and for marketing practitioners who wish to improve their cultural awareness, "Marketing Across Cultures, 4e" is essential reading. New to This Edition! Rewritten extensively in an effort to make the book as accessible as possible, co-author Julie Lee from Australia helps bring a Euro-Australasian perspective to the table. New materials includes: - The internet revolution and its impact on international marketing - Additional web references that allow in-depth and updated access to cultural and business information - New cases with web-based references, including Muslim Cola (Chapter 6), Bollywood (Chapter 8), BrandUSA: Selling Uncle Sam Like Uncle Ben's? (Chapter 14) and more! To access the robust web materials go to: www.booksites.net/usunier. Jean-Claude Usunier is a professor of Marketing and International Business at the University of Lausanne - Graduate School of Commerce (HEC) and at the University Louis-Pasteur (Strasbourg, France). Julie Lee is a Senior Lecturer in Marketing at the Graduate School of Management, University of Western Australia.

New Heritage - Yehuda Kalay 2007-11-14

The use of new media in the service of cultural heritage is a fast growing field, known variously as virtual or digital heritage. New Heritage, under this denomination, broadens the definition of the field to address the complexity of cultural heritage such as the related social, political and economic issues. This book is a collection of 20 key essays, of authors from 11 countries, representing a wide range of professions including architecture, philosophy, history, cultural heritage management, new media, museology and computer science, which examine the application of new media to cultural heritage from a different points of view. Issues surrounding heritage interpretation to the public and the attempts to capture the essence of both tangible (buildings, monuments) and intangible (customs, rituals) cultural heritage are investigated in a series of innovative case studies.

Ferdinand I of Austria - Paula S. Fichtner 1982

Killing and Letting Die - Bonnie Steinbock 1994

This collection contains twenty-one thought-provoking essays on the controversies surrounding the moral and legal distinctions between euthanasia and "letting die." Since public awareness of this issue has increased this second edition includes nine entirely new essays which bring the treatment of the subject up-to-date. The urgency of this issue can be gauged in recent developments such as the legalization of physician-assisted suicide in the Netherlands, "how-to" manuals topping the bestseller charts in the United States, and the many headlines devoted to Dr. Jack Kevorkian, who has assisted dozens of patients to die. The essays address the range of questions involved in this issue pertaining especially to the fields of medical ethics, public policymaking, and social philosophy. The discussions consider the decisions facing medical and public policymakers, how those decisions will affect the elderly and terminally ill, and the medical and legal ramifications for patients in a permanently vegetative state, as well as issues of parent/infant rights. The book is divided into two sections. The first, "Euthanasia and the Termination of Life-Prolonging Treatment" includes an examination of the 1976 Karen Quinlan Supreme Court decision and selections from the 1990 Supreme Court decision in the case of Nancy Cruzan. Featured are articles by law professor George Fletcher and philosophers Michael Tooley, James Rachels, and Bonnie Steinbock, with new articles by Rachels, and Thomas Sullivan. The second section, "Philosophical Considerations," probes more deeply into the theoretical issues raised by the killing/letting die controversy, illustrating exceptionally well the dispute between two rival theories of ethics, consequentialism and deontology. It also includes a corpus of the standard thought on the debate by Jonathan Bennet, Daniel Dinello, Jeffrie Murphy, John Harris, Philipa Foot, Richard Trammell, and N. Ann Davis, and adds articles new to this edition by Bennett, Foot, Warren Quinn, Jeff McMahan, and Judith Lichtenberg.

The German Empire, 1871-1918 - Hans-Ulrich Wehler 1985-03

In the wake of the Fischer Controversy on the origins of World War I there emerged in West Germany a younger generation of historians who took a critical 'revisionist' view of the Bismarckian Empire and began to analyze the political development of the Hohenzollern monarchy against the background of the country's social and economic power structures. Professor Wehler became one of the most prominent exponents of this approach and his structural analysis of the 'Kaiserreich' created a considerable stir when it was first published. It has since, with its incisive and rigorous analysis, become a classic in the field.