

Negotiate Like A Phoenician

Trebia. Trasimene. Cannae. With three stunning victories, Hannibal humbled Rome and nearly shattered its empire. Even today Hannibal's brilliant, if ultimately unsuccessful, campaign against Rome during the Second Punic War (218-202 BC) make him one of history's most celebrated military leaders. This biography by Cornelius Nepos (c. 100-27 BC) sketches Hannibal's life from the time he began traveling with his father's army as a young boy, through his sixteen-year invasion of Italy and his tumultuous political career in Carthage, to his perilous exile and eventual suicide in the East. As Rome completed its bloody transition from dysfunctional republic to stable monarchy, Nepos labored to complete an innovative and influential collection of concise biographies. Putting aside the detailed, chronological accounts of military campaigns and political machinations that characterized most writing about history, Nepos surveyed Roman and Greek history for distinguished men who excelled in a range of prestigious occupations. In the exploits and achievements of these illustrious men, Nepos hoped that his readers would find models for the honorable conduct of their own lives. Although most of Nepos' works have been lost, we are fortunate to have his biography of Hannibal. Nepos offers a surprisingly balanced portrayal of a man that most Roman authors vilified as the most monstrous foe that Rome had ever faced. Nepos' straightforward style and his preference for common vocabulary make Life of Hannibal accessible for those who are just beginning to read continuous Latin prose, while the historical interest of the subject make it compelling for readers of every ability.

"Using a system he calls Tradeables™", Dr. Chamoun shows how this ancient wisdom applies in a wide range of contemporary business settings"--Larry Susskind, Ford Professor, Massachusetts Institute of Technology. "I continue to be impressed by and learn from Habib Chamoun-Nicolas' insights into negotiation. His ability to integrate theory and practice has made an important contribution to our field"--Michael Wheeler, Professor Harvard Business School, Editor of the Negotiation Journal.

Offering new insights based on recent archaeological discoveries in their heartland of modern-day Lebanon, Mark Woolmer presents a fresh appraisal of this fascinating, yet elusive, Semitic people. Discussing material culture, language and alphabet, religion (including sacred prostitution of women and boys to the goddess Astarte), funerary custom and trade and expansion into the Punic west, he explores Phoenicia in all its paradoxical complexity. Viewed in antiquity as sage scribes and intrepid mariners who pushed back the boundaries of the known world, and as skilled engineers who built monumental harbour cities like Tyre and Sidon, the Phoenicians were also considered (especially by their rivals, the Romans) to be profiteers cruelly trading in human lives. The author shows them above all to have been masters of the sea: this was a civilization that circumnavigated Africa two thousand years before Vasco da Gama did it in 1498. The Phoenicians present a tantalizing face to the ancient historian. Latin sources suggest they once had an extensive literature of history, law, philosophy and religion; but all now is lost. In this revised and updated edition, Woolmer takes stock of recent historiographical developments in the field, bringing the present edition up to speed with contemporary understanding. This book is about the earliest historical civilization in the western Mediterranean, known as "Tartessos." Tartessos was a literate, sophisticated, urban culture in southwestern Iberia. This book presents the most comprehensive, coherent and theoretically up-to-date overview of the discovery, sources, and debates surrounding this puzzling culture

Negotiating Identity in the Ancient Mediterranean

The Roman Republic

Cornelius Nepos, Life of Hannibal

Archaeology, Nationalism, and Diplomacy in the Middle East, 1919-1941

The Origin of Consciousness in the Breakdown of the Bicameral Mind

Politics, Colonies and Trade

History of Phoenicia

This extensive guidebook highlights many of the treasures found in Lebanon. A true variety of old and modern places of interest are fully explored. This well-balanced resource offers historical, political and cultural background and is packed with accommodation and restaurant listings for all budgets are included.

Over the past half century The Cambridge Ancient History has established itself as a definitive work of reference. The original edition was published in twelve text volumes between 1924 and 1939. Publication of the new edition began in 1970. Every volume of the old edition has been totally re-thought and re-written with new text, maps, illustrations and bibliographies. Some volumes have had to be expanded into two or more parts and the series has been extended by two extra volumes (XIII and XIV) to cover events up to AD 600, bringing the total number of volumes in the set to fourteen. Existing plates to the volumes are available separately. *Profusely illustrated with maps, drawings and tables. *Comprehensive coverage of all aspects of the history of the ancient Mediterranean and Near East from prehistoric times to AD 600 by an international cast of editors and contributors.

Provides simulation suggestions for important events in ancient history

E. H. Gombrich's Little History of the World, though written in 1935, has become one of the treasures of historical writing since its first publication in English in 2005. The Yale edition alone has now sold over half a million copies, and the book is available worldwide in almost thirty languages. Gombrich was of course the best-known art historian of his time, and his text suggests illustrations on every page. This illustrated edition of the Little History brings together the pellucid humanity of his narrative with the images that may well have been in his mind's eye as he wrote the book. The two hundred illustrations—most of them in full color—are not simple embellishments, though they are beautiful. They emerge from the text, enrich the author's intention, and deepen the pleasure of reading this remarkable work. For this edition the text is reset in a spacious format, flowing around illustrations that range from paintings to line drawings, emblems, motifs, and symbols. The book incorporates freshly drawn maps, a revised preface, and a new index. Blending high-grade design, fine paper, and classic binding, this is both a sumptuous gift book and an enhanced edition of a timeless account of human history.

Virgil, Aeneid, 4.1-299

The Punic Mediterranean

Power to Hurt

Negotiation: Closing Deals, Settling Disputes, and Making Team Decisions

The Archaeology of Ancient Greece

The Rise and Fall of an Ancient Civilization

Closing Deals, Settling Disputes, and Making Team Decisions

William Monroe addresses what William J. Bennett ignores in The Book of Virtues: How do readers use literature as "equipment for living"? Tackling modernism and postmodernism, Monroe outlines "virtue criticism," an alternative to current theory. Focusing on works by T. S. Eliot, Vladimir Nabokov, and Donald Barthelme, he demonstrates that these alienistic texts are not just filled with belligerence but are also endowed with virtues, such as trust and the promise of solidarity with the reader. By considering these vital texts as responses to personal situations and institutional practices, Monroe brings literature back to the common reader and shows how it offers functional responses to the dysfunctional situations of modern life. Readers interested in literary criticism, American culture, and the relationship between ethics and literature will be fascinated by virtue criticism and this fresh look at the virtues and vices of alienation. Chosen as a Choice Magazine's Outstanding Academic Book for 1999.

In contemporary economies, businesses must consistently make strides to remain competitive and profitable at both national and international levels. Unlike in the developed world, corporations in developing nations face a different set of challenges for achieving growth. Multinational Enterprise Management Strategies in Developing Countries is an authoritative reference source for the latest scholarly research on diverse opportunities and obstacles facing multinational corporations in emerging economies. Highlighting innovative perspectives and real-world examples, this book is ideally designed for researchers, practitioners, upper-level students, and industry professionals interested in management approaches for achieving success in international corporations.

The first book of its kind: a fascinating and entertaining examination of hedge funds today Shortlisted for the Financial Times/Goldman Sachs Business Book of the Year Award The New York Times bestseller

The proem to Herodotus's history of the Greek-Persian wars relates the long-standing conflict between Europe and Asia from the points of view of the Greeks' chief antagonists, the Persians and Phoenicians. However humorous or fantastical these accounts may be, their stories, as voiced by a Greek, reveal a great deal about the perceived differences between Greeks and others. The conflict is framed in political, not absolute, terms correlative to historical events, not in terms of innate qualities of the participants. It is this perspective that informs the argument of The Art of Contact: Comparative Approaches to Greek and Phoenician Art. Becky Martin reconsiders works of art produced by, or thought to be produced by, Greeks and Phoenicians during the first millennium B.C., when they were in prolonged contact with one another. Although primordial narratives that emphasize an essential quality of Greek and Phoenician identities have been critiqued for decades, Martin contends that the study of ancient history has not yet effectively challenged the idea of the inevitability of the political and cultural triumph of Greece. She aims to show how the methods used to study ancient history shape perceptions of it and argues that art is especially positioned to revise conventional accountings of the history of Greek-Phoenician interaction. Examining Athenian and Tyrian coins, kouros statues and mosaics, as well as the familiar Alexander Sarcophagus and the sculpture known as the "Slipper Slapper," Martin questions what constituted "Greek" and "Phoenician" art and, by extension, Greek and Phoenician identity. Explicating the relationship between theory, method, and interpretation, The Art of Contact destabilizes categories such as orientalism and Hellenism and offers fresh perspectives on Greek and Phoenician art history.

La poésie épique grecque

The Passion of Max Von Oppenheim

Discover Tradeables

Revised Edition

A giant leap back into the past

Archaeology and Intrigue in the Middle East from Wilhelm II to Hitler

The Palgrave Handbook of Cross-Cultural Business Negotiation

A revised and updated version of a book on the Phoenicians first published in 1993.

In ancient Greece, women's daily lives were occupied by various forms of labor. These experiences of work have largely been forgotten. Andromache Karanika has examined Greek poetry for depictions of women working and has discovered evidence of their lamentations and work songs. Voices at Work explores the complex relationships between ancient Greek poetry, the female poetic voice, and the practices and rituals surrounding women ' s labor in the ancient world. The poetic voice is closely tied to women ' s domestic and agricultural labor. Weaving, for example, was both a common form of female labor and a practice referred to for understanding the craft of poetry. Textile and agricultural production involved storytelling, singing, and poetry. Everyday labor employed—beyond its socioeconomic function—the power of poetic creation. Karanika starts with the assumption that there are certain forms of poetic expression and performance in the ancient world which are distinctively female. She considers these to be markers of a female "voice" in ancient Greek poetry and presents a number of case studies: Calypso and Circe sing while they weave; in Odyssey 6 a washing scene captures female performances. Both of these instances are examples of the female voice filtered into the fabric of the epic. Karanika brings to the surface the words of women who informed the oral tradition from which Greek epic poetry emerged. In other words, she gives a voice to silence.

"This is perhaps the fullest and most detailed cultural and intellectual history of the Athenian democracy that I have seen, dense with profound, comprehensive, and original insights. It is not an uncritical hymn of praise but an informative, intelligent, and well-balanced critical account, readable and accessible to both professional scholars and interested laypersons."—Martin Ostwald, author ofFrom Popular Sovereignty to the Sovereignty of Law

What were the economic roots of modern industrialism? Were labor unions ever effective in raising workers' living standards? Did high levels of taxation in the past normally lead to economic decline? These and similar questions profoundly inform a wide range of intertwined social issues whose complexity, scope, and depth become fully evident in the Encyclopedia. Due to the interdisciplinary nature of the field, the Encyclopedia is divided not only by chronological and geographic boundaries, but also by related subfields such as agricultural history, demographic history, business history, and the histories of technology, migration, and transportation. The articles, all written and signed by international contributors, include scholars from Europe, Latin America, Africa, and Asia. Covering economic history in all areas of the world and segments of economies from prehistoric times to the present, The Oxford Encyclopedia of Economic History is the ideal resource for students, economists, and general readers, offering a unique glimpse into this integral part of world history.

Athens in the Age of Socrates

The Virtues of Alienation

Latin Text, Study Questions, Commentary and Interpretative Essays

Carthage Must Be Destroyed

Lebanon

The Art of Contact

m é tamorphoses d'un genre litt é raire: huit expos é s suivis de discussions

Who were the ancient Phoenicians—and did they actually exist? The Phoenicians traveled the Mediterranean long before the Greeks and Romans, trading, establishing settlements, and refining the art of navigation. But who these legendary sailors really were has long remained a mystery. In Search of the Phoenicians makes the startling claim that the "Phoenicians" never actually existed as such. Taking readers from the ancient world to today, this book argues that the notion of these sailors as a coherent people with a shared identity, history, and culture is a product of modern nationalist ideologies—and a notion very much at odds with the ancient sources.

This is the fourth volume of Euripides plays in new translation. The four plays it contains, Ion, Orestes, The Phoenician Women and The Suppliant Women, explore ethical and political themes, contrasting the claims of patriotism with family loyalty, pragmatism with justice, the idea that 'might is right' with the ideal of clemency.

Building on the growing study of the Mediterranean as a whole, this study explores the ways in which identities were constructed and negotiated across the Mediterranean, focusing not only on ethnic identity, but also on civic, linguistic and religious identities and on social status. Demetriou analyses literary, epigraphic and archaeological sources from five geographically diverse Greek emporia (Emporion, Gravisca, Naukratis, Pistiros and Peiraieus), arguing that the common cultural world of the ancient Mediterranean facilitated the mediation of identity as something fluid and dynamic, considerably more complex than narrow ethnic definitions might allow.

When discussing being stuck in a "win-win vs. win-lose" debate, most negotiation books focus on face-to-face tactics. Yet, table tactics are only the "first dimension" of David A. Lax and James K. Sebenius' pathbreaking 3-D Negotiation (TM) approach, developed from their decades of doing deals and analyzing great dealmakers. Moves in their "second dimension"—deal design—systematically unlock economic and noneconomic value by creatively structuring agreements. But what sets the 3-D approach apart is its "third dimension": setup. Before showing up at a bargaining session, 3-D Negotiators ensure that the right parties have been approached, in the right sequence, to address the right interests, under the right expectations, and facing the right consequences of walking away if there is no deal. This new arsenal of moves away from the table often has the greatest impact on the negotiated outcome. Packed with practical steps and cases, 3-D Negotiation demonstrates how superior setup moves plus insightful deal designs can enable you to reach remarkable agreements at the table, unattainable by standard tactics.

Business As a Spiritual Practice

The School of History

Latin text, notes, maps, illustrations and vocabulary

Ancient History Simulations

Voices at Work

Multinational Enterprise Management Strategies in Developing Countries

The Phoenicians and the West

A synthesis of research on the material culture of Greece in the Archaic and Classical periods.

The discovery of the tomb of Tutankhamun in 1922 was a landmark event in Egyptology that was celebrated around the world. Had Howard Carter found his prize a few years earlier, however, the treasures of Tut might now be in the British Museum in London rather than the Egyptian Museum in Cairo. That's because the years between World War I and World War II were a transitional period in Middle Eastern archaeology, as nationalists in Egypt and elsewhere asserted their claims to antiquities discovered within their borders. These claims were motivated by politics as much as by scholarship, with nationalists seeking to unite citizens through pride in their ancient past as they challenged Western powers that still exercised considerable influence over local governments and economies. James Goode's analysis of archaeological affairs in Turkey, Egypt, Iran, and Iraq during this period offers fascinating new insight into the rise of nationalism in the Middle East, as well as archaeological and diplomatic history. The first such work to compare archaeological-nationalistic developments in more than one country, Negotiating for the Past draws on published and archival sources in Arabic, English, French, German, Persian, and Turkish. Those sources reveal how nationalists in Iraq and Iran observed the success of their counterparts in Egypt and Turkey, and were able to hold onto discoveries at legendary sites such as Khorsabad and Persepolis. Retaining artifacts allowed nationalists to build museums and control cultural heritage. As Goode writes, "Going to the national museum became a ritual of citizenship." Western archaeologists became identified (in the eyes of many) as agents of imperialism, thus making their work more difficult, and often necessitating diplomatic intervention. The resulting "negotiations for the past" pulled patrons (such as John D. Rockefeller, Jr., and Lord Carnarvon), archaeologists (James Breasted and Howard Carter), nationalist leaders (Ataturk and Sa'd Zaghlu), and Western officials (Charles Evan Hughes and Lord Curzon) into intractable historical debates with international implications that still resonate today. National Book Award Finalist: "This man's ideas may be the most influential, not to say controversial, of the second half of the twentieth century."—Columbus Dispatch At the heart of this classic, seminal book is Julian Jaynes's still-controversial thesis that human consciousness did not begin far back in animal evolution but instead is a learned process that came about only three thousand years ago and is still developing. The implications of this revolutionary scientific paradigm extend into virtually every aspect of our psychology, our history and culture, our religion—and indeed our future. "Don't be put off by the academic title of Julian Jaynes's The Origin of Consciousness in the Breakdown of the Bicameral Mind. Its prose is always lucid and often lyrical...he unfolds his case with the utmost intellectual rigor."—The New York Times "When Julian Jaynes . . . speculates that until late in the twentieth millennium BC men had no consciousness but were automatically obeying the voices of the gods, we are astounded but compelled to follow this remarkable thesis."—John Updike, The New Yorker "He is as startling as Freud was in The Interpretation of Dreams, and Jaynes is equally as adept at forcing a new view of known human behavior."—American Journal of Psychiatry

Proceedings of the conference held in Vandœuvre, Genève, August 22-26, 2005.

Negotiate Like a Phoenician

In Search of the Phoenicians

Women, Performance, and Labor in Ancient Greece

How to Negotiate Deals, Resolve Disputes, and Make Decisions Across Cultural Boundaries

Hedge Funds and the Making of the New Elite

The Pilgrimage and Dark Spaces

Illustrated Edition

Time: The Trail Blazer will leap back in time to a life of sounds and gestures. In Part One, "A Life Without Words," you will face a cave bear as the world around you is in an ice-melt. Time blazes a trail through generations in Part Two, "Writing Without An Alphabet." You are the only child of a medicine woman. When time rushes into the future in Part Three, "The Alphabet in Progress," a farmer works his land and discovers a slender figure of a young boy. You are not human.

This first volume of William Heitland's masterpiece examines the origins of the Roman Republic from 509 BC until the conclusion of the Second Punic War.

Global business management issues and concerns are complex, diverse, changing, and often intractable. Industry actors and policy makers alike rely upon partnerships and alliances for developing and growing sustainable business organizations and ventures. As a result, global business leaders must

be well-versed in managing and leading multidimensional human relationships and business networks – requiring skill and expertise in conducting the negotiation processes that these entail. After laying out a foundation justifying the importance of studying negotiation in a global context, this book will detail conventional and contemporary theories regarding international engagement, culture, cultural difference, and cross-cultural interaction, with particular focus on their influence on negotiation. Building on these elements, the book will provide a broad array of country-specific chapters, each describing and analyzing the negotiation culture of businesspeople in a different country around the world. Finally, the book will look ahead, with an eye towards identifying and anticipating new trends and developments in the field of global negotiation. This text will appeal to scholars and researchers in international business, cross-cultural studies, and conflict management who seek to understand the challenges of intercultural communication and negotiation. It will provide trainers and consultants with the insights they need to prepare their clients for intercultural negotiation. Finally, the text will appeal to businesspeople who find themselves heading out to engage with counterparts in another country, or operating in other multinational environments on a regular basis.

Born into a prominent German Jewish banking family, Baron Max von Oppenheim (1860-1946) was a keen amateur archaeologist and ethnologist. His discovery and excavation of Tell Halaf in Syria marked an important contribution to knowledge of the ancient Middle East, while his massive study of the Bedouins is still consulted by scholars today. He was also an ardent German patriot, eager to support his country's pursuit of its "place in the sun." Excluded by his part-Jewish ancestry from the regular diplomatic service, Oppenheim earned a reputation as "the Kaiser's spy" because of his intriguing against the British in Cairo, as well as his plan, at the start of the First World War, to incite Muslims under British, French and Russian rule to a jihad against the colonial powers. After 1933, despite being half-Jewish according to the Nuremberg Laws, Oppenheim was not persecuted by the Nazis. In fact, he placed his knowledge of the Middle East and his connections with Muslim leaders at the service of the regime. Ranging widely over many fields - from war studies to archaeology and banking history - 'The Passion of Max von Oppenheim' tells the gripping and at times unsettling story of one part-Jewish man's passion for his country in the face of persistent and, in his later years, genocidal anti-Semitism.

A Little History of the World

Negotiating for the Past

Collected Short Works of Fictional Drama

Powerful Tools to Change the Game in Your Most Important Deals

Rethinking Negotiation Teaching

The Oxford Encyclopedia of Economic History

Orestes and Other Plays

A revisionist exploration of identities and interactions in the 'Punic World' of the western Mediterranean.

Across an amazing sweep of the critical areas of business regulation - from contract, intellectual property and corporations law, to trade, telecommunications, labour standards, drugs, food, transport and environment - this book confronts the question of how the regulation of business has shifted from national to global institutions. Based on interviews with 500 international leaders in business and government, this book examines the role played by global institutions such as the WTO, the OECD, IMF, Moody's and the World Bank, as well as various NGOs and significant individuals. The authors argue that effective and decent global regulation depends on the determination of individuals to engage with powerful agendas and decision-making bodies that would otherwise be dominated by concentrated economic interests. This book will become a standard reference for readers in business, law, politics and international relations.

Advisor? Coach? Mentor? Support Professional? Therapist? Business owner? Spiritual beliefs? Business and spirituality are thought to be irreconcilable. In humorous, non-prescriptive style, the authors share the highs and lows of integrating the two. Touching, profound, raw, and raucous, My MacGuffin "enables the enablers" to lift the world of commerce to its highest ideal: an indispensable resource for improving your practice and your clientele. "In life you meet few special people with an undeniable sense of integrity, sharing, and generosity. I've just had such an experience, and I want to share how I feel, because these feelings create incredible memories. Thank you so much, Jayden, for your unconditional giving!" -Andrea Gutwirth, SoulTalk Foundation "Michael is a spiritual mentor for me, and when it comes to business coaching, he'll save you money and mistakes." -Simon Dixon, author, CEO, Bank to the Future Alfred Hitchcock termed a plot device as a "MacGuffin." A seemingly vital element-the hidden contents of a case, secret documents-unseen by the audience yet intrinsic to character motivation. It correlates with the quest to learn who we are, why we are here and where we're going. Jayden Bliss built a successful software company before founding a global networking organisation. He has since run property and financial services ventures, diversifying as an award-winning film-short producer. Michael Nunes Burgess has undertaken more than eight thousand client sessions in seventeen years in management consulting. Thousands of students have gained from his endorsed "social enterprise" and business programmes."

The history of the Phoenicians, explorers and merchants, is little known. What a paradox for this ingenious people, who invented the alphabet, to have left so few written traces of their existence. Their literature, recorded on papyrus, has disappeared. And yet this civilization fired the imagination of its contemporaries--the Jews in particular--inspiring terror among the Romans and Greeks, who depicted them as a cruel people who practiced human sacrifice. Their clients were the pharaohs and the Assyrians, their ships criss-crossed the Mediterranean, laden with the luxuries of the day such as wine, oil, grain, and mineral ore. Buried beneath the modern cities of Lebanon, and a few of Syria and Israel, ancient Phoenicia has resuscitated in this volume.

Tartessos and the Phoenicians in Iberia

The History of Phoenicia

More Money Than God

Comparative Approaches to Greek and Phoenician Art

The Cambridge Ancient History

A Short History of the Phoenicians

Negotiating Globally

The first full-scale history of Hannibal's Carthage in decades and "a convincing and enthralling narrative." (The Economist) Drawing on a wealth of new research, archaeologist, historian, and master storyteller Richard Miles resurrects the civilization that ancient Rome struggled so mightily to expunge. This monumental work charts the entirety of Carthage's history, from its origins among the Phoenician settlements of Lebanon to its apotheosis as a Mediterranean empire whose epic land-and-sea clash with Rome made a legend of Hannibal and shaped the course of Western history. Carthage Must Be Destroyed reintroduces readers to the ancient glory of a lost people and their generations-long struggle against an implacable enemy.

Love and tragedy dominate book four of Virgil's most powerful work, building on the violent emotions invoked by the storms, battles, warring gods, and monster-plagued wanderings of the epic's opening. Destined to be the founder of Roman culture, Aeneas, nudged by the gods, decides to leave his beloved Dido, causing her suicide in pursuit of his historical destiny. A dark plot, in which erotic passion culminates in sex, and sex leads to tragedy and death in the human realm, unfolds within the larger horizon of a supernatural sphere, dominated by power-conscious divinities. Dido is Aeneas' most significant other, and in their encounter Virgil explores timeless themes of love and loyalty, fate and fortune, the justice of the gods, imperial ambition and its victims, and ethnic differences. This course book offers a portion of the original Latin text, study questions, a commentary, and interpretative essays. Designed to stretch and stimulate readers, Ingo Gildenhard's incisive commentary will be of particular interest to students of Latin at both A2 and undergraduate level. It extends beyond detailed linguistic analysis to encourage critical engagement with Virgil's poetry and discussion of the most recent scholarly thought.

This project examines the long-term responses of indigenous societies in Sicily and Sardinia to colonial religion in the ancient western Mediterranean. It conducts a comparative analysis of religious developments among indigenous, Greek, and Phoenician communities between the 8th and 5th centuries BC. It shows that while indigenous communities near Greek colonies in Sicily integrated Greek-style material culture and practices into their religious lives, those near Phoenician colonies in Sardinia and Sicily showed much less interest in Phoenician material culture and religion. This contrast is then explained in terms of the greater social accessibility and more communal features of Greek polis religion, which made its practices and material culture broadly attractive across cultural divides in a time of rapid social change.

This book provides students with a comprehensive understanding of the fundamental components of the negotiation process and the challenges that face negotiators. It contains, in a single volume, text material on current theory and research, readings from diverse perspectives, cases that demonstrate how negotiation has been effectively or ineffectively applied in practice, role-playing exercises that enable students to hone their skills, and questionnaires that assess personal qualities that can influence negotiation processes and outcomes.

3-d Negotiation

Global Business Regulation

The Archaic and Classical Greek Multiethnic Emporia

Time The Trail Blazer

Colonial Religion and Indigenous Society in the Archaic Western Mediterranean, C. 750-400 BCE

My Macguffin

Illustrated collection of short works by a single author: I The Pilgrimage, which is a novella, and Dark Spaces, a spiritual short story trilogy. The Pilgrimage is a timeless dramatic portrayal of an American family coping with a common tragedy collectively and individually. It illustrates the monumental struggle to regain value and direction in life following the unspeakable. On the other hand, Dark Spaces takes the reader on a spiritual journey through the lives of three couples separated in time and space. Without using religious jargon or established symbolism, readers are introduced to the foundations of Christian theology through fictional narrative in the genre so perfected by C. S. Lewis. In a world of varying degrees of light and darkness, endearing characters make choices with eternal consequence.