

Negotiate Like A Phoenician

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 The Tyrants of Syracuse Volume I
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The Adventures of Captain Mago; Or, A Phoenician Expedition, B.C. 1000 Columbia University Press
 Negotiate Like a PhoenicianThe Palgrave Handbook of Cross-Cultural Business NegotiationSpringer
The Dispute Over Gibraltar Panther`s Lodge Publishers
 The Tucson Artifacts document the annals of a forgotten Roman-styled military governorship in Chichimec Toltec Northwest Mexico. Perfectly preserved, complete and unaltered, they are straightforwardly composed in Latin, the official language of records during the Middle Ages. They do not have to be reconstructed, pieced together, deciphered or dated. This illuminating collection of readings translated from Latin, Greek, Arabic, Chinese, Nahuatl, Hebrew and other languages by medievalist Donald N. Yates provides the cultural contexts for understanding these unique witnesses to world history. The finds come from the 1920s and consist of lost-wax, cast-lead ceremonial objects inscribed with medieval Latin historical texts and memorials of leaders with

names such as Jacob, Israel, Benjamin, Joseph, Saul, Isaac and Theodore. Some also contain Hebrew phrases like “eight divisions” and “a great nation,” while others display commemorated leaders’ portraits, ships, trademarks in Tang-era seal script, temples, a Mesoamerican glyph, sacrificial fire, an anchor, Romanesque-style angels in glory and other drawings. Their iconography includes the Ten Commandments and cult objects like spice spoons, carpenter’s square, Frankish axes, snakes and trumpets. There are also military anthems and mottos. A series of thick one-sided double crosses, joined like sealed albums present what are clearly records signed by OL (Oliver), with dates ranging from 560 to 900 A.D. The overarching provenance is declared by the makers of the artifacts themselves to be Roman (Romani, monogram R), a term tantamount at this time to European. This claim to nationality is further divided into Levites (L) and Israelites (I). One of the stand-out emblems depicted is a triple tiara, a symbol of Jewish priesthood associated with the Mesoamerican figure of Quetzalcoatl.

Orestes and Other Plays IGI Global

Preaching's Preacher's Guide to the Best Bible Reference How can we account for the "Book of the Law" suddenly being discovered during Josiah's renovation of the temple (2 Chron 34:14)? We

know from Egypt and Mesopotamia that it was common to seal important documents--including theological documents--in the masonry or foundations of a palace or temple in order to inform a future king who might undertake restoration of the building. What might the psalmist have had in mind when praising God for removing our transgressions "as far as the east is from the west" (Ps 103:12)? In an Egyptian hymn to Amun-Re, the deity is praised for his judgment of the guilty. As a result of the god's discernment the guilty are assigned to the east and the righteous to the west. What is meant by God "weighing the heart" (Prov 21:2)? In Egyptian religious tradition we find the notion of the dead being judged before the gods. As the soul is examined, the dead person's heart is weighed in a scale against a feather symbolizing Truth. If the answers are correct and the heart does not outweigh the feather, the soul may enter the realm of everlasting life. The narratives, genealogies, laws, poetry, proverbs and prophecies of the Old Testament are deeply rooted in history. Archaeologists, historians and social scientists have greatly advanced our knowledge of the ancient world of the Bible. When we illuminate the stories of Abraham or David, the imagery of the Psalms or Proverbs, or the prophecies of Isaiah or Jeremiah with this backlight of culture and history, these texts spring to new life. The unique commentary joins The IVP Bible Background

Commentary: New Testament in providing historical, social and cultural background for each passage of the Old Testament. From Genesis through Malachi, this single volume gathers and condenses an abundance of specialized knowledge--making it available and accessible to ordinary readers of the Old Testament. Expert scholars John Walton, Victor Matthews and Mark Chavalas have included along with the fruits of their research and collaboration a glossary of historical terms, ancient peoples, texts and inscriptions maps and charts of important historical resources expanded explanations of significant background issues introductory essays on each book of the Old Testament The IVP Bible Background Commentary: Old Testament will enrich your experience of the Old Testament--and your teaching and preaching from Scripture--in a way that no other commentary can do.

[The Punic Mediterranean](#) Springer

This book presents a new theory about the developments in shipping and naval organization that culminated in the invention - around 530 BC in the eastern Mediterranean - of the trireme, and the subsequent adoption of this first specialized warship of antiquity by all the naval powers of the time. New interpretations are proposed of Greek and Assyrian iconographic data and of hitherto ignored evidence in Herodotus and Thucydides, the non-military factors determining developments are emphasized. Thucydides' fundamental essay on the genesis of Greek sea-powers is studied in depth, the rarity of these sea-powers stressed, and the peculiar background of the naval power of Phokaia and the Samian tyrant Polykrates exposed. The problem of the trireme's place of origin, the factors determining its invention, probably in Saite Egypt, and its immediate adoption by the Persian king Cambyses are discussed. The first naval operations of the Persians are surveyed, reasons and circumstances of the trireme's introduction into the navies of the Greek city-states analysed with special attention for Themistokles' navy bill. The book offers ancient historians and classical philologists a radically new approach to archaic maritime and naval history. It will also be useful to (nautical) archaeologists.

The Cambridge Ancient History Cambridge University Press

When it was first published in 2001, *Negotiating Globally* quickly became the basic reference for managers who needed to learn how to negotiate successfully across boundaries of national culture. This thoroughly revised and expanded second edition preserves the structure of the acclaimed first edition and improves upon it, making it even easier to learn how to navigate national culture when negotiating deals, resolving disputes, and making decisions in teams. Rather than offering country-specific protocol and customs, *Negotiating Globally* provides a general framework to help negotiators anticipate and manage cultural differences. This new edition incorporates the lessons of the latest research with new emphasis on executing a negotiation strategy and negotiating conflict in multicultural teams. The well-received chapter on "Government At and Around the Table" has been expanded and updated with new examples that span the globe. In this comprehensive resource, Jeanne M. Brett describes how to develop a negotiation planning document and shows how to execute the plan. She provides a model that explains how the cultural environment affects negotiators' interests, priorities, and strategies. She provides benchmarks for distinguishing good deals from poor ones and good negotiators from poor ones. The book explains how resolving disputes is different from making deals and how negotiation strategy can be used in multicultural teams. *Negotiating Globally* challenges negotiators to expand their repertoire of strategies so that they will be able to close deals, resolve disputes, and get teams to make decisions.

[The Tyrants of Syracuse Volume I](#) Oxford University Press

In the terrific bestselling olive series by writer and actress Carol Drinkwater, bestselling author of THE FORGOTTEN SUMMER 'She writes so well you can almost smell the sun-baked countryside' BELLA 'Spellbinding' CHOICE 'One cannot resist Drinkwater's courage and joie de vivre, nor the enormous appetite and enthusiasm for her subject' Wendy Holden DAILY MAIL Since Carol Drinkwater moved to an olive farm in France she has developed a passion for the olive tree and the culture that has grown up around it. From the eastern shores of the shimmering Mediterranean to its western coast this fruit is farmed. Its silvery-green branches have inspired painters and poets, but who first pressed its 'bitter berry' and transformed it into liquid gold? In quest of its secrets and traditions, Carol embarked on a solo adventure round the Mediterranean basin. Transporting readers across the olive's ancient paths, celebrating its venerable past, tracking trade routes, unearthing unlikely stories, encountering peoples of today and bygone times, Carol comes full circle, back to her farm in the sun-baked Provençal hills.

The IVP Bible Background Commentary: Old Testament Hachette UK

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.

Tartessos and the Phoenicians in Iberia SAGE

This is the first book in English about the earliest historical civilization in the western Mediterranean, known as "Tartessos". It combines the expertise of its two authors in archaeology, philology, and cultural history to present a comprehensive, coherent, theoretically up-to-date, and informative overview of the discovery, sources, and debates surrounding this puzzling culture of ancient Iberia and its complex hybrid identity vis-à-vis the western Phoenicians.

Ancient History Simulations JHU Press

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.

Voices at Work Cambridge University Press

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

The Olive Route University of Illinois Press

Syria has long been one of the most trouble-prone and politically volatile regions of the Near and Middle Eastern world. This book looks back beyond the troubles of the present to tell the 3000-year story of what happened many centuries before. Trevor Bryce reveals the peoples, cities, and kingdoms that arose, flourished, declined, and disappeared in the lands that now constitute Syria, from the time of its earliest written records in the third millennium BC until the reign of the Roman emperor Diocletian at the turn of the 3-4th century AD. Across the centuries, from the Bronze Age to the Rome Era, we encounter a vast array of characters and civilizations, enlivening, enriching, and besmirching the annals of Syrian history: Hittite and Assyrian Great Kings; Egyptian pharaohs; Amorite robber-barons; the biblically notorious Nebuchadnezzar; Persia's Cyrus the Great and Macedon's Alexander the Great; the rulers of the Seleucid empire; and an assortment of Rome's most distinguished and most infamous emperors. All swept across the plains of Syria at some point in her long history. All contributed, in one way or another, to Syria's special, distinctive character, as they imposed themselves upon it, fought one another within it, or pillaged their way through it. But this is not just a history of invasion and oppression. Syria had great rulers of her own, native-born Syrian luminaries, sometimes appearing as local champions who sought to liberate their lands from foreign despots, sometimes as cunning, self-seeking manipulators of squabbles between their overlords. They culminate with Zenobia, Queen of Palmyra, whose life provides a fitting grand finale to the first three millennia of Syria's recorded history. The conclusion looks forward to the Muslim conquest in the 7th century AD: in many ways the opening chapter in the equally complex and often troubled history of modern Syria.

In Search of the Phoenicians InterVarsity Press

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.

The Oxford Encyclopedia of Economic History Librairie Droz

The third in the Roman Conquests series will briefly cover Rome's first forays into the dark continent during the First and Second Punic Wars, then cover in detail her vindictive final conquest and destruction of Carthage in the Third Punic War. The subsequent long wars against the slippery Numidian prince, Jugurtha, which tested the Roman military system to the limit, also occupy a central place. With a cast of characters including Hannibal, the Scipios, Marius, Sulla and the wily Jugurtha, this is sure to be a popular addition to the series. Like the other volumes, this book gives a clear narrative of the course of these wars, explaining how the Roman war machine coped with formidable new foes and the challenges of unfamiliar terrain and climate. Specially-commissioned color plates by Graham Sumner bring the main troop types vividly to life in meticulously researched detail.

[Ships and Sea-Power Before the Great Persian War](#) Facts On File

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.

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

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

[A Brief History of Entrepreneurship](#) AuthorHouse

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. Taking readers from the ancient world to today, this monumental 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. Josephine Quinn shows how the belief in this historical mirage has blinded us to the compelling identities and communities these people really constructed for themselves in the ancient Mediterranean, based not on ethnicity or nationhood but on cities, family, colonial ties, and religious practices. She traces how the idea of "being Phoenician" first emerged in support of the imperial ambitions of Carthage and then Rome, and only crystallized as a component of modern national identities in contexts as far-flung as Ireland and Lebanon. In *Search of the Phoenicians* delves into the ancient literary, epigraphic, numismatic, and artistic evidence for the construction of identities by and for the Phoenicians, ranging from the Levant to the Atlantic, and from the Bronze Age to late antiquity and beyond. A momentous scholarly achievement, this book also explores the prose, poetry, plays, painting, and polemic that have enshrined these fabled seafarers in nationalist histories from sixteenth-century England to twenty-first century Tunisia.

[My Macguffin](#) Negotiate Like a PhoenicianThe Palgrave Handbook of Cross-Cultural Business Negotiation

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.

Phoenicians Among Others Cambridge University Press

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.

Lebanon Oxford University Press

A Brief History of Entrepreneurship charts how the pursuit of profit by private individuals has been a prime mover in revolutionizing civilization. Entrepreneurs often butt up against processes, technologies, social conventions, and even laws. So they circumvent, innovate, and violate to obtain what they want. This creative destruction has brought about overland and overseas trade, colonization, and a host of revolutionary technologies—from caffeinated beverages to the personal computer—that have transformed society. Consulting rich archival sources, including some that have never before been translated, Carlen maps the course of human history through nine episodes when entrepreneurship reshaped our world. Highlighting the most colorful characters of

each era, he discusses Mesopotamian merchants' creation of the urban market economy; Phoenician merchant-sailors intercontinental trade, which came to connect Africa, Asia, and Europe; Chinese tea traders' invention of paper money; the colonization of the Americas; and the current "flattening" of the world's economic playing field. Yet the pursuit of profit hasn't always moved us forward. From slavery to organized crime, Carlen explores how entrepreneurship can sometimes work at the expense of others. He also discusses the new entrepreneurs who, through the nascent space tourism industry, are leading humanity to a multiplanetary future. By exploring all sides of this legacy, Carlen brings much-needed detail to the role of entrepreneurship in revolutionizing civilization.

The Archaeology of Ancient Greece Casemate Publishers

The Raft of Odysseus looks at the fascinating intersection of traditional myth with an ethnographically-viewed Homeric world. Carol Dougherty argues that the resourcefulness of Odysseus as an adventurer on perilous seas served as an example to Homer's society which also had to adjust in inventive ways to turbulent conditions. The fantastic adventures of Odysseus act as a prism for the experiences of Homer's own listeners—traders, seafarers, storytellers, soldiers—and give us a glimpse into their own world of hopes and fears, 500 years after the Iliadic events were supposed to have happened.

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