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# Negotiate Like A Phoenician

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## HARRELL MARKS

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*Rethinking Negotiation Teaching* Harvard Business Press

Although the Hellenistic period has become increasingly popular in research and teaching in recent years, the western Mediterranean is rarely considered part of the 'Hellenistic world'; instead the cities, peoples and kingdoms of the West are usually only discussed insofar as they relate to Rome. This book contends that the rift between the 'Greek East' and the 'Roman West' is more a product of the traditional separation of Roman and Greek history than a reflection of the Hellenistic-period Mediterranean, which was a strongly interconnected cultural and economic zone, with the rising Roman republic just one among many powers in the region, east and west. The contributors argue for a dynamic reading of the economy, politics and history of the central and western Mediterranean beyond Rome, and in doing so problematise the concepts of 'East', 'West' and 'Hellenistic' itself.

**My Macguffin** Cambridge University Press

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.

**Time The Trail Blazer** SAGE

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.

*The Fall of Carthage* Cambridge University Press

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.

*History of Phoenicia* Springer

History is a source of education and insight for modern diplomacy. Through time, this book analyses 30 famous negotiations from around the World: from Roman Republic peace talks to the Philadelphia Convention, the Congress of Vienna and the first UK embassy in China, through two World Wars, as well as more recent examples such as the Iran Security Council resolutions and the Trump negotiations in Korea, just to name a few. *'Landmark Negotiations from Around the World'* brings together the subject areas of history and negotiation studies. It focuses on their overlap and analyses past and present negotiations, applying the latest concepts of negotiation studies: a summary of each negotiation focusing on the chain of events is followed by a critical analysis cross-referencing the facts to modern negotiation theory concepts. In this way, each chapter provides answers to key questions such as: what made a successful negotiation possible? Why did a given failure occur? It helps us to identify and to qualify the good moves, the brilliant ideas, the unexpected coalitions and the uneasy situations that made a negotiation either a success or a failure.

*Phoenician Secrets* Princeton University Press

Wealthy, powerful, and potentially dangerous, hedge-fund managers have emerged as the stars of twenty-first century capitalism. Based on unprecedented access to the industry, *More Money Than God* provides the first authoritative history of hedge funds. This is the inside story of their origins in the 1960s and 1970s, their explosive battles with central banks in the 1980s and 1990s, and finally their role in the financial crisis of 2007-9. Hedge funds reward risk takers, so they tend to attract larger-than-life personalities. Jim Simons began life as a code-breaker and mathematician, co-authoring a paper on theoretical geometry that led to breakthroughs in string theory. Ken Griffin started out trading convertible bonds from his Harvard dorm room. Paul Tudor Jones happily declared that a 1929-style crash would be 'total rock-and-roll' for him. Michael Steinhardt was capable of reducing underlings to sobs. 'All I want to do is kill myself,' one said. 'Can I watch?' Steinhardt responded. A saga of riches and rich egos, this is also a history of discovery. Drawing on

insights from mathematics, economics and psychology to crack the mysteries of the market, hedge funds have transformed the world, spawning new markets in exotic financial instruments and rewriting the rules of capitalism. And while major banks, brokers, home lenders, insurers and money market funds failed or were bailed out during the crisis of 2007-9, the hedge-fund industry survived the test, proving that money can be successfully managed without taxpayer safety nets. Anybody pondering fixes to the financial system could usefully start here: the future of finance lies in the history of hedge funds.

**The Punic Mediterranean** 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 Phoenicians and the West* Bloomsbury Publishing

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.

**Negotiation: Closing Deals, Settling Disputes, and Making Team Decisions** Negotiate Like a Phoenician "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. The Palgrave Handbook of Cross-Cultural Business Negotiation The "Second Sophistic" traditionally refers to a period at the height of the Roman Empire's power that witnessed a flourishing of Greek rhetoric and oratory, and since the 19th century it has often been viewed as a defense of Hellenic civilization against the domination of Rome. This book proposes a very different model. Covering popular fiction, poetry and Greco-Jewish material, it argues for a rich, dynamic, and diverse culture, which cannot be reduced to a simple model of continuity. Shining new light on a series of playful, imaginative texts that are left out of the traditional accounts of Greek literature, Whitmarsh models a more adventurous, exploratory approach to later Greek culture. Beyond the Second Sophistic offers not only a new way of looking at Greek literature from 300 BCE onwards, but also a challenge to the Eurocentric, aristocratic constructions placed on the Greek heritage. Accessible and lively, it will appeal to students and scholars of Greek literature and culture, Hellenistic Judaism, world literature, and cultural theory. *A Little History of the World* Houghton Mifflin Harcourt

Negotiate Like a Phoenician

The Origin of Consciousness in the Breakdown of the Bicameral Mind ISD LLC

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.

*3-d Negotiation* The Pilgrimage & Dark Spaces

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

Claiming the Stones, Naming the Bones BRILL

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. University of Pennsylvania Press

Zena el Khalil, a young Beirut-based female artist, writer, and activist who had an unconventional but worldly upbringing growing up in Lagos, Nigeria and attending art school in New York, returns after 9/11 to her familial home of Beirut and its mountains, beaches, food, music and drugs. Beirut, I Love You, spanning from 1994 to the present day, brings Beirut to life in all its glory and contradictions and is filled with personal anecdotes of Zena's life there: a place where, in spite of the

pervasive desire for hope and the resilience of its people, still bears deep scars from the Lebanese Civil War and the Israeli invasion of 2006—a place where plastic surgery and AK 47s live side by side and nightclubs are situated on rooftops in order to avoid car bombs. Yet Zena and her friends, in particular her fellow rebel Maya, refuse to accept the extreme poles of Beirut, the militias and gender restrictions on one side, hedonism and materialism on the other. And although Zena experiences tragedy and loss, her story is a testament to the power of love and friendship, and the beauty of her city and its inhabitants. Written with an honest, profound simplicity, Zena is intoxicated by the country's contradictions—"Lebanon was, and always will be, schizophrenic"—and attempts to come to terms with her role among her friends, family, and city.

**Vendetta** Oxford University Press

A new edition of the most popular book of project management case studies, expanded to include more than 100 cases plus a "super case" on the Iridium Project Case studies are an important part of project management education and training. This Fourth Edition of Harold Kerzner's Project Management Case Studies features a number of new cases covering value measurement in project management. Also included is the well-received "super case," which covers all aspects of project management and may be used as a capstone for a course. This new edition: Contains 100-plus case studies drawn from real companies to illustrate both successful and poor implementation of project management Represents a wide range of industries, including medical and pharmaceutical, aerospace, manufacturing, automotive, finance and banking, and telecommunications Covers cutting-edge areas of construction and international project management plus a "super case" on the Iridium Project, covering all aspects of project management Follows and supports preparation for the Project Management Professional (PMP®) Certification Exam Project Management Case Studies, Fourth Edition is a valuable resource for students, as well as practicing engineers and managers, and can be used on its own or with the new Eleventh Edition of Harold Kerzner's landmark reference, Project Management: A Systems Approach to Planning, Scheduling, and Controlling. (PMP and Project Management Professional are registered marks of the Project Management Institute, Inc.)

**Project Management** University of California Press

These fourteen essays address controversies over a variety of cultural properties, exploring them from perspectives of law, archeology, physical anthropology, ethnobiology, ethnomusicology, history, and cultural and literary study. The book divides cultural property into three types: Tangible, unique property like the Parthenon marbles; intangible property such as folktales, music, and folk remedies; and communal "representations," which have lead groups to censor both outsiders and insiders as cultural traitors.

**The Palgrave Handbook of Cross-Cultural Business Negotiation** New York Review of Books  
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.

**A Brief History of Entrepreneurship** Columbia University Press

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.

**The Adventures of Captain Mago; Or, A Phoenician Expedition, B.C. 1000** Cambridge University Press

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.

**The History of Phoenicia** AuthorHouse

This book considers how various aspects of material culture can be used to explore complex global and local identity structures in antiquity.

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