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KEY=USCIRE - SIDNEY SHERLYN

Leadership e autoinganno. Come uscire dalla scatola

Leadership e autoinganno. Come uscire dalla scatola

Riepilogo - Leadership and Self-Deception / Leadership e autoinganno: Uscire dagli schemi di Istituto Arbinger

*MY MBA * Il nostro riassunto è breve, semplice e pragmatico. Vi permette di avere le idee essenziali di un grande libro in meno di 30 minuti. Come avere relazioni più sane? La società di oggi ci rende sempre più egoisti e questo è molto dannoso per la nostra vita professionale e personale. Comprendendo perché la società ci fa pensare in questo modo, potrà avere più facilmente relazioni più sane con gli altri. In questo libro, imparerà: Perché la nostra società ci rende meno empatici con gli altri? Come la mancanza di empatia si traduce nelle nostre relazioni? Come essere più apprezzato dagli altri? Come evitare l'autosabotaggio nelle sue relazioni? Perché il pregiudizio dell'autosabotaggio è contagioso? Cosa provoca questo pregiudizio di autoinganno? Come possiamo fermare questo pregiudizio di autoinganno? Le nostre risposte a queste domande sono facili da capire, semplici da attuare e rapide da eseguire. È pronto ad avere relazioni più sane? Andiamo! *Acquista ora il riassunto di questo libro al modico prezzo di una tazza di caffè!*

La gestione della complessità nei progetti

FrancoAngeli 1065.67

I principi dell'organizzazione professionale dell'infermiere. Viaggio nella professione infermieristica

Maggioli Editore

Continuare insieme. Il Family Business oltre il passaggio generazionale

goWare & Guerini Next Da una prospettiva imprenditoriale, quella che chiamiamo oggi «crisi globale» è un ciclo pluridecennale particolarmente accidentato, all'incrocio tra il crack della finanza del 2008, che ha messo a nudo i limiti del capitalismo così come lo conosciamo, la Quarta rivoluzione industriale, che ha accelerato digitalmente la discontinuità culturale e generazionale, la globalizzazione delle filiere, che ci ha messo in rete con una pluralità di culture, e la pandemia COVID-19, che ha generato una discontinuità cognitiva nella nostra capacità di comprendere il contesto e prevederne l'evoluzione. Ecco che in queste condizioni la parola d'ordine della continuità diventa «insieme», una rete di intelligenze al lavoro intorno allo stesso obiettivo, per superare i confini dell'individuo imprenditore, che rischia di cadere nelle trappole dell'autoreferenzialità, prima, e della paura, poi. Nella misura in cui sapremo rileggere il contributo economico-sociale dell'impresa alla luce della prospettiva fiduciaria che caratterizza tutte le relazioni umane, potremo aggregare tutte le intelligenze intercettabili nel perimetro degli stakeholders, aprendoci a modelli partecipativi che ci aiutino a progettare la trasmissione dell'impresa e del suo valore nel tempo, portando nel mirino delle opzioni - troppo spesso limitate al solo passaggio generazionale «di padre in figlio» - anche le numerose varianti che l'apertura di management, governance e capitale hanno da offrirci. In contesti dove il cambiamento è la regola e dove costantemente a rischio è la continuità del sistema (organizzazione, impresa, società), l'unica possibile risposta è quella di scrivere una nuova narrazione, intergenerazionale, insieme.

Umore e management. Una leadership a colpi di sorriso. Come sviluppare un approccio innovativo nella gestione delle persone in azienda

FrancoAngeli

Fai spazio nella tua vita

*Rizzoli Abiti costosi ormai fuori taglia e fuori moda, scarpe di tutte le fogge, libri, dischi, mobili, servizi da tavola sproporzionati per le nostre esigenze quotidiane. E ancora: vecchi documenti, fotografie, attrezzi inutilizzati, apparecchi elettronici ormai obsoleti. Le nostre case esplodono letteralmente di cose che ci costano tanti soldi, tanto tempo e tanta fatica, che diventano fonte di ansia e preoccupazione e ci distraggono dall'obiettivo più semplice e vero della nostra vita: la felicità. Fare spazio nella nostra casa — e di conseguenza lasciar respirare la nostra mente — significa invece guadagnarsi la libertà di muoverci verso la parte più autentica di noi stessi. Per questo Fumio Sasaki — che ormai da qualche anno vive a Tokyo in una casa di pochi metri quadrati con una ventina di oggetti per lui realmente indispensabili — ha messo a punto un sistema originale articolato in cinquantacinque punti chiari e applicabili da chiunque ogni giorno (più altri quindici per chi non si accontenta). E con *Fai spazio nella tua vita*, un caso editoriale da oltre 200.000 copie vendute in pochi mesi in Giappone, Sasaki perfeziona l'arte del riordino facendola dialogare con una vera filosofia della decrescita e trasformandola in uno stile di vita tanto semplice quanto rivoluzionario.*

L'arte della vendita

Come diventare un venditore di successo nell'era digitale

HOEPLI EDITORE Anthony Iannarino non voleva neppure diventare un venditore, e tantomeno un direttore commerciale, un oratore, un coach o l'autore del blog più seguito sull'arte e la scienza delle vendite. Si è avvicinato a questa professione per caso, per guadagnarsi da vivere mentre cercava di sfondare nel mondo della musica rock. Quando ha capito che non sarebbe mai diventato il prossimo Mick Jagger, ha deciso di concentrarsi su una domanda che aspettava risposta da almeno un secolo: perché un numero ristretto di venditori in ciascun settore riscuote un successo straordinario, mentre gli altri ottengono risultati tutt'al più mediocri? Da allora sono passati oltre venticinque anni, durante i quali Iannarino ha letto centinaia di libri, ha messo alla prova un'infinità di strategie e ha intervistato decine di venditori di grande talento per capire cosa distingue quelli eccezionali dagli altri. Ora riassume tutto ciò che ha scoperto in un pratico manuale, ricco di informazioni utili per i principianti come per i veterani. Si concentra sugli elementi che tutti i venditori di successo hanno in comune, a prescindere dal settore o dal tipo di azienda: una mentalità basata su convinzioni efficaci e un ventaglio di competenze indispensabili. Il libro enumera tutte le caratteristiche essenziali di un grande venditore, tra cui: l'autodisciplina: mantenere gli impegni presi con se stessi e con gli altri; la responsabilità: rispondere personalmente dei risultati promessi al cliente; la competitività: affrontare la concorrenza senza lasciarsi intimidire; l'intraprendenza: fondere immaginazione, esperienza e conoscenza per

creare soluzioni uniche; lo storytelling: forgiare relazioni profonde presentando una storia in cui il cliente è l'eroe e il venditore è la sua guida; la diagnosi: guardare sotto la superficie per individuare i problemi e le esigenze reali di una persona. Una volta apprese le strategie di fondo presentate da Iannarino, diventerà molto più facile imparare le tattiche specifiche più utili per il vostro prodotto e i vostri clienti. Sia che vendiate a grandi aziende, piccole imprese o singoli consumatori, questo è il libro che tornerete a consultare e rileggere per trarne insegnamenti preziosi, strategie e consigli che funzionano davvero.

Oltre il Design Thinking

Guida pratica per innovare attraverso i dati e la creatività

HOEPLI EDITORE *Oltre il Design Thinking* offre strategie, modelli e tecniche per risolvere problemi complessi e creare nuove idee per differenziarsi dalla concorrenza, unendo pensiero analitico e creativo. Nella prima parte il libro illustra, con un linguaggio accessibile a tutti, le più recenti teorie dell'innovazione e i metodi del Design Thinking. Nella seconda parte l'autrice approfondisce il tema descrivendo il processo di utilizzo e di integrazione dei dati all'interno di strategie creative elaborate da team ad alto rendimento, dove il gioco è l'elemento propulsore. La carica innovatrice del manuale è racchiusa nell'unione di elementi distanti tra loro come l'analisi dei dati, le emozioni, la creatività e il gioco per riportare il pensiero verso l'intuizione. Completano il libro numerosi casi studio e i canvas a colori disegnati a mano dall'autrice per aiutare la comprensione e la simulazione. Il testo risulta così particolarmente adatto per chi desidera approcciare il Design Thinking, per gli analisti e i marketer alla ricerca di tecniche di consulenza basate sulla cooperazione e per i creativi chiamati a strutturare strategie di prodotto, business, comunicazione e marketing innovative.

Bibliografia nazionale italiana

Monografie

Atkinson and Hilgard's Introduction to Psychology

Leadership

The Power of Emotional Intelligence

On Leadership

John Wiley & Sons *In this series of lectures, previously unpublished in English, and here translated from a French reconstruction and interpretation by noted scholar Thierry Weil, leading organizational scholar James March uses great works of literature to explore the problems of leadership. Uses great works of literature to explore the problems of leadership, for example War and Peace, Othello, and Don Quixote. Presents moral dilemmas related to leadership, for example the balance between private life and public duties, and between the expression and the control of sexuality. Encourages readers to explore ideas that are sometimes subversive and unpalatable but may allow organizations to adapt in a rapidly changing world.*

To Have Or To Be?

A&C Black *To Have Or to Be?* is one of the seminal books of the second half of the 20th century. Nothing less than a manifesto for a new social and psychological revolution to save our threatened planet, this book is a summary of the penetrating thought of Eric Fromm. His thesis is that two modes of existence struggle for the spirit of humankind: the having mode, which concentrates on material

possessions, power, and aggression, and is the basis of the universal evils of greed, envy, and violence; and the being mode, which is based on love, the pleasure of sharing, and in productive activity. *To Have Or to Be?* is a brilliant program for socioeconomic change.

The Steve Jobs Way

iLeadership for a New Generation

Vanguard The former Senior Vice President of Apple Computer and close colleague of Steve Jobs's throughout his tenure, Jay Elliot takes readers on a remarkable tour through Jobs's astonishing career. From the inception of game-changing products like the Apple II and the Macintosh, to his stunning fall from grace, and on to his rebirth at the helm of Apple, his involvement with Pixar, and the development of the iPod, iPhone, iPad, and much more, *The Steve Jobs Way* presents real-life examples of Jobs's leadership challenges and triumphs, showing readers how to apply these principles to their own lives and careers. Packed with exclusive interviews from key figures in Apple Computer's history, this revealing account provides a rarely seen, intimate glimpse into the Steve Jobs you won't see on stage, thoroughly exploring his management and leadership principles. From product development meetings to design labs, through executive boardroom showdowns to the world outside of Silicon Valley, readers will see the real Steve Jobs, the "Boy Genius" who forever transformed technology and the way we work, play, consume, and communicate--all through the eyes of someone who worked side by side with Jobs. Written in partnership with William L. Simon, coauthor of the bestselling Jobs biography *iCon*, *The Steve Jobs Way* is the "how to be like Steve" book that readers have been waiting for.

Childbed Fever

A Scientific Biography of Ignaz Semmelweis

Routledge The life and work of Ignaz Semmelweis is among the most engaging and moving stories in the history of science. *Childbed Fever* makes the Semmelweis story available to a general audience, while placing his life, and his discovery, in the context of his times. In 1846 Vienna, as what would now be called a head resident of obstetrics, Semmelweis confronted the terrible reality of childbed fever, which killed prodigious numbers of women throughout Europe and America. In May 1847 Semmelweis was struck by the realization that, in his clinic, these women had probably been infected by the decaying remains of human tissue. He believed that infection occurred because medical personnel did not wash their hands thoroughly after conducting autopsies in the morgue. He immediately began requiring everyone working in his clinic to wash their hands in a chlorine solution. The mortality rate fell to about one percent. While everyone at the time rejected his account of the cause of the disease because his theory was fundamentally inconsistent with existing medical beliefs about how diseases were transmitted, in time Semmelweis was proven to be correct. His work led to the adoption of a new way of thinking about disease, thus helping to create an entirely new theory - the etiological standpoint - that still dominates medicine today.

The Outward Mindset

How to Change Lives and Transform Organizations

Berrett-Koehler Publishers The new edition of an international bestseller helps individuals and organizations shift to a new mindset that will improve performance, spark collaboration, accelerate innovation, and make your life and the lives of everyone around you better. Without even being aware of it, many of us operate from an inward mindset, a single-minded focus on our own goals and objectives. This book points out the many ways, some quite subtle and deceptive, that this mindset invites tension and conflict. But incredible things happen when people switch to an outward mindset. They intuitively understand what coworkers, colleagues, family, and friends need to be successful and happy. Their organizations thrive, and astonishingly, by focusing on others they become happier and more successful themselves! This new mindset brings about deep and far-reaching changes. *The Outward Mindset* presents compelling true stories to illustrate the gaps that individuals and organizations typically experience between their actual inward mindsets and their needed outward mindsets. And it provides simple yet profound guidance and tools to help bridge this mindset gap. This new edition includes a new preface, updated case studies, and new material covering Arbingler's latest research on mindsets. In the long run, changing negative behavior without changing one's mindset doesn't last—the old behaviors always reassert themselves. But changing the mindset that causes the behavior changes everything.

Leadership 2.0

TalentSmart Sharing discoveries from a groundbreaking study that separated the leadership skills that get results from those that are inconsequential or harmful, Leadership 2.0 introduces a new paradigm of leadership. A passcode provides online access to the self-assessment edition of the bestselling 360° Refined™ leadership test. 360° Refined™ will show you where your leadership skills stand today and what you can do to begin maximizing them immediately. Your test results will: - Reveal your scores for all 22 core and adaptive leadership skills. - Reveal the specific behaviors responsible for your scores. - Pinpoint which of the book's 100+ leadership strategies will increase your leadership skills the most. In today's fast-paced world of competitive workplaces and turbulent economic conditions, each of us is searching for effective tools that can help us adapt and strike out ahead of the pack. Leadership 2.0 delivers a step-by-step program for increasing 22 core and adaptive leadership skills. Core leadership skills (those that get people into leadership positions) will sharpen your saw, and adaptive leadership skills (those that set great leaders apart) will make you into the leader you've always wanted to be.

The Fourth Dimension

Princeton University Press In the dramatic monologues that make up The Fourth Dimension--especially those based on the grim history of Mycenae and its royal protagonists--the celebrated modern Greek poet Yannis Ritsos presents a timeless poetic paradigm of the condition of Greece, past and present. The volume also contains a group of modern narratives, including the famous, and much-anthologized, "Moonlight Sonata." Ritsos, rightly, regarded The Fourth Dimension as his finest achievement. It is now presented to English-speaking readers for the first time in its entirety. From "Philoctetes" All the speeches of great men, about the dead and about heroes. Astonishing, awesome words, pursued us even in our sleep, slipping beneath closed doors, from the banqueting hall where glasses and voices sparkled, and the veil of an unseen dancer rippled silently like a diaphanous, whirling wall between life and death. This throbbing our childhood nights, lightening the shadows of shields etched on white walls by slow moonlight.

Leadership

Six Studies in World Strategy

Penguin UK Henry Kissinger analyses how six extraordinary leaders he has known have shaped their countries and the world 'Leaders,' writes Henry Kissinger in this compelling book, 'think and act at the intersection of two axes: the first, between the past and the future; the second between the abiding values and aspirations of those they lead. They must balance what they know, which is necessarily drawn from the past, with what they intuit about the future, which is inherently conjectural and uncertain. It is this intuitive grasp of direction that enables leaders to set objectives and lay down a strategy.' In Leadership, Kissinger analyses the lives of six extraordinary leaders through the distinctive strategies of statecraft which he believes they embodied. After the Second World War, Konrad Adenauer brought defeated and morally bankrupt Germany back into the community of nations by what Kissinger calls 'the strategy of humility'. Charles de Gaulle set France beside the victorious Allies and renewed its historic grandeur by 'the strategy of will'. During the Cold War, Richard Nixon gave geostrategic advantage to the United States by 'the strategy of equilibrium'. After twenty-five years of conflict, Anwar Sadat brought a vision of peace to the Middle East by a 'strategy of transcendence'. Against the odds, Lee Kwan Yew created a powerhouse city-state, Singapore, by 'the strategy of excellence'. Although when she came to power Britain was known as 'the sick man of Europe', Margaret Thatcher renewed her country's morale and international position by 'the strategy of conviction'. To each of these studies, Kissinger brings historical perception, public experience and - because he knew each of their subjects, and participated in many of the events he describes - personal knowledge. The book is enriched by insights and judgements such as only he could make, and concludes with his reflections on world order and the indispensability of leadership today.

The Magic of Rapport

How You Can Gain Personal Power in Any Situation

The School for Gods

The Anatomy of Peace

Resolving the Heart of Conflict: Easyread Large Bold Edition

ReadHowYouWant.com

Principles and Practice of Sex Therapy

Taylor & Francis Now in a completely revised and expanded fourth edition, this widely adopted text and clinical reference provides a comprehensive guide to assessment and treatment of all of the major female and male sexual dysfunctions. Leading authorities demonstrate effective ways to integrate psychological, interpersonal, and medical interventions. Every chapter includes detailed clinical examples illustrating the process of therapy and the factors that influence treatment outcomes. More than an update, the fourth edition incorporates major advances in research and practice. New chapter topics include persistent genital arousal disorder in women, sexual desire disorders in men, physical therapy for female sexual pain, treatment of sexual abuse survivors, sexuality and culture, and sexual pharmacology.

Murder, She Wrote a Fatal Feast

Thorndike Press Large Print "Based on the Universal Television series created by Peter S. Fischer, Richard Levinson & William Link."

Economy of the Unlost

(Reading Simonides of Keos with Paul Celan)

Princeton University Press The ancient Greek lyric poet Simonides of Keos was the first poet in the Western tradition to take money for poetic composition. From this starting point, Anne Carson launches an exploration, poetic in its own right, of the idea of poetic economy. She offers a reading of certain of Simonides' texts and aligns these with writings of the modern Romanian poet Paul Celan, a Jew and survivor of the Holocaust, whose "economies" of language are notorious. Asking such questions as, What is lost when words are wasted? and Who profits when words are saved? Carson reveals the two poets' striking commonalities. In Carson's view Simonides and Celan share a similar mentality or disposition toward the world, language and the work of the poet. Economy of the Unlost begins by showing how each of the two poets stands in a state of alienation between two worlds. In Simonides' case, the gift economy of fifth-century b.c. Greece was giving way to one based on money and commodities, while Celan's life spanned pre- and post-Holocaust worlds, and he himself, writing in German, became estranged from his native language. Carson goes on to consider various aspects of the two poets' techniques for coming to grips with the invisible through the visible world. A focus on the genre of the epitaph grants insights into the kinds of exchange the poets envision between the living and the dead. Assessing the impact on Simonidean composition of the material fact of inscription on stone, Carson suggests that a need for brevity influenced the exactitude and clarity of Simonides' style, and proposes a comparison with Celan's interest in the "negative design" of printmaking: both poets, though in different ways, employ a kind of negative image making, cutting away all that is superfluous. This book's juxtaposition of the two poets illuminates their differences--Simonides' fundamental faith in the power of the word, Celan's ultimate despair--as well as their similarities; it provides fertile ground for the virtuosic interplay of Carson's scholarship and her poetic sensibility.

Ending Terrorism in Italy

Routledge Ending Terrorism in Italy analyses processes of disengagement from terrorism, as well as the connected issues of reconciliation, truth and justice. It examines in a critical and original way how terrorism came to an end in Italy (Part I), and the legacy it has left behind (Part II). The book interrogates a wide array of published memoirs and a considerable number of new face-to-face interviews with both former terrorists and first and second generation victims In the last two decades, and especially in recent years, former extreme-right terrorists in Italy have started to talk about their past involvement in terrorist violence, including, for the first time, acts of violence which have for decades been considered taboo, that is to say, bomb attacks against innocent civilians. These narratives add to the perspectives offered by members of left-wing terrorist groups, such as the Red Brigades and Prima Linea. Surprisingly, these narratives have not been systematically examined, yet they form a unique and extremely rich source of first-hand testimony, providing invaluable insights into processes of youth radicalization and de-radicalization, the social re-integration of ex-terrorists, as well as personal and collective healing. Even less attention has been paid to the victims' narratives or stories. Indeed, the views and activities of the victims and their associations have been seriously neglected in the scholarly literature on terrorism, not just in Italy, but elsewhere in Europe. The book therefore examines the perspectives of the victims and relatives of victims of terrorism, who over the years have formed dedicated associations and campaigned relentlessly to obtain justice through the courts, with little or no support from the state and, especially in the case of the bombing massacres, with increasing awareness that the state played a role in thwarting the course of justice. Ending Terrorism in Italy will be of interest to historians, social scientists and policy makers as well as students of political violence and post-conflict resolution. .

The Philosophy of the Church Fathers: Faith, Trinity, Incarnation

Relational Social Work

Toward Networking and Societal Practices

Jessica Kingsley Publishers In this innovative book Fabio Folgheraiter presents a systematic introduction to networking and reflexive practice in social work. The text explores how the interested parties in social care can acquire a shared power in care planning and decision making and that when this networking occurs, the efficacy of caring initiatives increases.

The Fourth Way

Library of Alexandria

Subud the Coming New Age of Reality

The Most Complete Book on Subud

Peace In Subud the Coming New Age of Reality, author Simon Monbaron, a self-proclaimed Subud "zealot", shares the knowledge, wisdom and experience he has gained from forty years of receiving the spiritual training known as the "latihan kejiwaan" of Subud. This massive (594 pages) tome is not just for Subud members, but for anyone who seeks the reality that lies beyond the material world. At last, here is a book I can give to friends and family members who are curious about what I do when I go off to receive the latihan, but are not yet ready to jump into the deep end to find out for themselves! For the merely curious, Monbaron's book recounts the history of Subud, and how it grew from a small group in Indonesia to a world-wide spiritual phenomenon. It tells the story of Muhammad Subuh Sumohadiwidjojo, an unremarkable government clerk whose life changed when a ball of light entered the top of his head when he was out for an evening stroll. And it discusses many aspects of the latihan, which is the central core of Subud. For those who are considering joining Subud, the Monbaron's book provides information regarding what this involves, as well as a detailed description of the Subud organization. Readers may also skip around and find out what Bapak had to say about topics as varied as suicide, feminism, reincarnation, sex, drug use, and many other questions and issues with

which people struggle. Whether you use it as a reference manual, a source of fascinating anecdotes and spiritual insights, or a way to learn about a spiritual path of profound power and simplicity, *Subud the Coming New Age of Reality* is a treasure chest of immense value.

Mind, Body, and Speech in Homer and Pindar

Vandehoeck & Rupprecht

Fascial Manipulation. Practical Part. Second Level

The Mystery of the Aleph

Mathematics, the Kabbalah, and the Search for Infinity

Simon and Schuster Journeys into the work of Georg Cantor, a Russian-born German mathematician, who developed set theory and the concept of infinite numbers, but was condemned by his peers and spent many years in an asylum.

Projective Identification and Psychotherapeutic Technique

Jason Aronson Explains the patient's identification in treatment with a significant other for purposes of mastering traumatic experiences. "This book is a clear, constructive, and instructive treatment of an important observation. It is also an example of clinical sophistication of the very highest order." -Jeffrey J. Andresen "A major strength of this book is that it addresses the difficult situations that arise in treatment when projection is at play. The difficult feelings aroused in the projective introjective interplay are explored and the therapist is cautioned repeatedly against using untimely interpretations rather than therapeutic containment and holding feelings 'in reverie.' The patient needs the space to grow and Ogden is quite sensitive to this process." -Janet Schumacher Finell A Jason Aronson Book

Fascial Manipulation for Internal Dysfunctions

The Death of the Novel and Other Stories

University of Alabama Press Originally published in 1969, *The Death of the Novel and Other Stories* remains among the most memorable creations of an unforgettable age. Irrepressibly experimental in both content and form, these anti-fictions set out to rescue experience from its containment within artistic convention and bourgeois morality. Equal parts high modernist aesthete and borscht belt comedian, Sukenick joins avant-garde art with street slang and cartoons, expressing his generation's anxieties by simultaneously mocking and validating them. These are original works by a writer who will try absolutely anything.

The Other Side

Dedalus Limited Alfred Kubin (1877-1959) was one of the major graphic artists of the 20th century who was widely known for his illustrations of writers of the fantastic such as Balzac, E. I. A. Hoffmann, Gustav Meyrink and Edgar Allan Poe. In his combination of the darkly decadent, the fantastic and the grotesque, in his evocations of dream and nightmare, his creation of an atmosphere of mystery and fear he resembles Mervyn Peake. *The Other Side* tells of a dream kingdom which becomes a nightmare, of a journey to Pearl, a mysterious city created deep in Asia, which is also a journey to the depths of the subconscious. Or as Kubin himself called it, 'a sort of Baedeker for those lands which are half known to us'.

Ego States

Worth Publishers This book offers a comprehensive overview of approaches to ego state work within transactional analysis. It is intended to provide a coherent overview of the state of the art in the theory of ego states in transactional analysis.