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Making Connections Margaret Walsh, 2017-05-15 This book argues that legal persuasion results from making and breaking mental connections To support this argument it follows a cognitive science roadmap while the authors road test the directions through rhetorical analysis By taking a rhetorical approach to persuasion the authors are able to integrate research from cognitive science with classical and contemporary rhetorical theory and then to apply both to the taking apart and the putting together of effective legal arguments The combination of rhetorical analysis and cognitive science yields a new way of seeing and understanding legal persuasion one that promises theoretical and practical gains The work has three main functions First it brings together the leading models of persuasion from cognitive science and rhetorical theory blurring boundaries and leverage connections between the often separate spheres of science and rhetoric Second it illustrates this persuasive synthesis by working through concrete examples of persuasion from real life legal contexts In this way the book demonstrates the advantages of a deeper and more nuanced understanding of persuasion Third the volume assesses and explains why how and when certain persuasive methods and techniques are more effective than others The book is designed to appeal to scholars in law rhetoric persuasion science and psychology to students learning the practice of law and to judges and practicing lawyers who engage in persuasion

Smart Rivals Feng Zhu, Bonnie Yining Cao, 2024-08-20 A fresh research based look at how companies can better compete on their own terms with tech giants from a Harvard Business School professor and a former Bloomberg journalist Companies are fighting the wrong battle The consensus has been to learn the best practices from tech giants and then imitate them But new paths for growth aren't created by imitation they're forged by radical differentiation In *Smart Rivals* Harvard Business School professor Feng Zhu and former Bloomberg journalist Bonnie Yining Cao show business leaders how to create competitive advantages by offering product features and benefits that tech giants and other competitors cannot match in the digital AI age Taking readers on a global journey Zhu and Cao showcase a variety of companies including Domino's Nike and Sephora and fascinating case studies such as Belle the leading women's footwear retailer in China EbonyLife Nigeria's top media conglomerate and Telepass Italy's popular electronic toll payment service Through these diverse examples they illustrate how companies identify their path for growth in the digital age by leveraging their unique capabilities Drawing on original research and insights gleaned from leaders in a wide range of industries *Smart Rivals* is a blueprint for uncovering your company's hidden strengths It will help you spark innovative solutions and capabilities including new products services strategies and advantages that mere imitation could never provide

Western Weekly Reports, 1925 **Harper's New Monthly Magazine**, 1892 Important American periodical dating back to 1850 *Ergebnisse der in dem Atlantischen Ocean von Mitte Juli bis Anfang November 1889 ausgeführten Plankton-Expedition der Humboldt-Stiftung* Victor Hensen, 1895 **Harper's New Monthly Magazine** Henry Mills Alden, 1892 Harper's informs a diverse body of readers of cultural business political literary and scientific affairs

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