

Learning From Strangers The Art And Method Of Qualitative Interview Studies

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Tricks of the Trade - Howard S. Becker 2008-09-05

Drawing on more than four decades of experience as a researcher and teacher, Howard Becker now brings to students and researchers the many valuable techniques he has learned. *Tricks of the Trade* will help students learn how to think about research projects. Assisted by Becker's sage advice, students can make better sense of their research and simultaneously generate fresh ideas on where to look next for new data. The tricks cover four broad areas of social science: the creation of the "imagery" to guide research; methods of "sampling" to generate maximum variety in the data; the development of "concepts" to organize findings; and the use of "logical" methods to explore systematically the implications of what is found. Becker's advice ranges from simple tricks such as changing an interview question from "Why?" to "How?" (as a way of getting people to talk without asking for a justification) to more technical tricks such as how to manipulate truth tables. Becker has extracted these tricks from a variety of fields such as art history, anthropology, sociology, literature, and philosophy; and his dazzling variety of references ranges from James Agee to Ludwig Wittgenstein. Becker finds the common principles that lie behind good social science work, principles that apply to both quantitative and qualitative research. He offers practical advice, ideas students can apply to their data with the confidence that they will return with something they hadn't thought of before. Like *Writing for Social Scientists*, *Tricks of the Trade* will bring aid and comfort to generations of students. Written in the informal, accessible style for which Becker is known, this book will be an essential resource for students in a wide variety of fields. "An instant classic. . . . Becker's stories and reflections make a great book, one that will find its way into the hands of a great many social scientists, and as with everything he writes, it is lively and accessible, a joy to read."—Charles Ragin, Northwestern University

Dream Play Build - James Rojas 2022-02

The room is dim, the chairs are in perfectly lined rows. The city planner puts up a color-coded diagram of the street improvement project, dreading the inevitable angry responses. Jana loves her community and is glad to be able to attend the evening meeting, and she has a lot of ideas for community change. But she has a hard time hearing, and can't see the diagrams clearly. She leaves early. It's time to imagine a different type of community engagement - one that inspires connection, creativity, and fun. People love their communities and want them to become safer, healthier, more prosperous places. But the standard approach to public meetings somehow makes everyone miserable. Conversations that should be inspiring can become shouting matches. So what would it look like to facilitate truly meaningful discussions between citizens and planners? What if they could be fun? For twenty years, James Rojas and John Kamp have been looking to art, creative expression, and storytelling to shake up the classic community meeting. In *Dream Play Build*, they share their insights into building common ground and inviting active participation among diverse groups. Their approach, "Place It!," draws on three methods: the interactive model-building workshop, the pop-up, and site exploration using our senses. Using our hands to build and create is central to what makes us human, helping spark ideas without relying on words to communicate. Deceptively playful, this method is remarkably effective at teasing out community dreams and desires from hands-on activities. *Dream Play Build* offers wisdom distilled from workshops held around the world, and a deep dive into the transformational approach and results from the South Colton community in southern California. While much of the process was developed through in-person meetings, the book also translates the

experience to online engagement--how to make people remember their connections beyond the computer screen. Inspirational and fun, *Dream Play Build* celebrates the value of engaging with the dreams we have for our communities. Readers will find themselves weaving these artful, playful lessons and methods into their own efforts for making change within the landscape around them.

Contemporary Field Research - Robert M. Emerson 2001

Learning From Strangers - Robert S. Weiss 1995-11-10

Learning From Strangers is the definitive work on qualitative research interviewing. It draws on Robert Weiss's thirty years of experience in interviewing and teaching others how to do it. The most effective interviews, says Weiss, rely on creating cooperation -- an open and trusting alliance between interviewer and respondent, dedicated to specific and honest accounts of both internal and external events. Against the eclectic background of his work in national sample surveys, studies based on semi-structured interviewing, and participant observation, Weiss walks the reader through the method of qualitative interview studies: sample selection, development of an interview guide, the conduct of the interview, analysis, and preparation of the data. Weiss gives examples of successful and less successful interviews and offers specific techniques and guidelines for the practitioner.

Raising Brooklyn - Tamara Mose Brown 2011-01-24

I would have climbed up a mountain to get on the list [to serve overseas]. We were going to do our duty. Despite all the bad things that happened, America was our home. This is where I was born. It was where my mother and father were. There was a feeling of wanting to do your part. --Gladys Carter, member of the 6888th Central Postal Directory, *To Serve My Country, to Serve my Race* is the story of the historic 6888th, the first United States Women's Army Corps unit composed of African-American women to serve overseas. While African-American men and white women were invited, if belatedly, to serve their country abroad, African-American women were excluded for overseas duty throughout most of WWII. Under political pressure from legislators like Adam Clayton Powell, Jr., the NAACP, the black press, and even President Roosevelt, the U.S. War Department was forced to deploy African-American women to the European theater in 1945. African-American women, having succeeded, through their own activism and political ties, in their quest to shape their own lives, answered the call from all over the country, from every socioeconomic stratum. Stationed in France and England at the end of World War II, the 6888th brought together women like Mary Daniel Williams, a cook in the 6888th who signed up for the Army to escape the slums of Cleveland and to improve her ninth-grade education, and Margaret Barnes Jones, a public relations officer of the 6888th, who grew up in a comfortable household with a politically active mother who encouraged her to challenge the system. Despite the social, political, and economic restrictions imposed upon these African-American women in their own country, they were eager to serve, not only out of patriotism but out of a desire to uplift their race and dispell bigoted preconceptions about their abilities. Elaine Bennett, a First Sergeant in the 6888th, joined because "I wanted to prove to myself and maybe to the world that we would give what we had back to the United States as a confirmation that we were full- fledged citizens." Filled with compelling personal testimony based on extensive interviews, *To Serve My Country* is the first book to document the lives of these courageous pioneers. It reveals how their Army experience affected them for the rest of their lives and how they, in turn, transformed the U.S. military forever.

The Craft of Inquiry - Robert R. Alford 1998

In his provocative new book, Robert Alford proposes that the starting point for any researcher in the process and craft of inquiry should begin with an understanding of how to translate elements of his/her own history, personal experience, and issues which can then be formulated into research questions. He presents three basic explanatory approaches to sociology -- multivariate, interpretive, and historical -- and strives to illustrate the artistic, rather than formulaic, side of research design, presenting several ways that research questions can be framed.

[Discovering Qualitative Methods](#) - Carol A. B. Warren 2014-05-28

In *Discovering Qualitative Methods*, Third Edition, researchers Carol A. B. Warren and Tracy Xavia Karner emphasize the process of social research - from the initial idea to the final paper, journal article, or scholarly monograph. Establishing the theoretical underpinnings and applications of qualitative research, the authors offer comprehensive yet straightforward coverage that includes the major types of qualitative analysis: field research or ethnography, interviews, documents, and images. They also discuss the historical background and evolution of research practices, in turn teaching students how to generate and develop their own rigorous practices. A thorough, versatile text, *Discovering Qualitative Methods*, Third Edition, is ideal for undergraduate and graduate courses in qualitative methods and general research methods. It is also appropriate for qualitative methods courses in other social science disciplines including anthropology, business, communications, education, journalism, and social work.

Ballad of the Bullet - Forrest Stuart 2021-05-04

"Drawing on two years of ethnographic fieldwork and over 150 interviews with gang-affiliated youth in the "Taylor Park" neighborhood on Chicago's South Side, *Ballad of the Bullet* reveals that those coming of age in America's poorest neighborhoods are developing new, creative, and online strategies for making ends meet. Dislocated by the erosion of the crack economy and the splintering of corporatized gangs, these young people exploit the unique affordances of digital social media to capitalize on an emerging online market for urban violence (or, more accurately, a market for the representation of urban violence). In the past, violence functioned primarily as a means of social control, allowing urban youth to compete in illegal street markets and defend the social statuses otherwise denied to them by mainstream society. Today, with the rise of platforms like YouTube, Instagram, and Twitter, violence has become a premier cultural commodity in and of itself. By amassing millions of clicks, views, and followers, these young people convert their online displays of violence into vital offline resources, including cash, housing, drugs, sex, and, for a very select few, a ticket out of poverty" --

Salsa Dancing into the Social Sciences - Kristin Luker 2009-06-30

This book is both a handbook for defining and completing a research project, and an astute introduction to the neglected history and changeable philosophy of modern social science.

Feminist Research Practice: A Primer - Sharlene Nagy Hesse-Biber 2007

Provides a hands-on approach to learning feminist research methods. This book provides examples of the range of research questions feminists engage with issues of gender inequality, violence against women, body image issues, as well as issues of discrimination of "other/ed" marginalized groups.

Interviewing as Qualitative Research - Irving Seidman 1998

The new edition of this volume provides guidance for new and experienced interviewers to help them develop, shape and reflect on interviewing as a qualitative research process. It offers examples of interviewing techniques as well as a discussion of the complexities of interviewing and its connections with the broader issues of qualitative research.

How To Win Friends And Influence People - Dale Carnegie 2022-05-17

"How to Win Friends and Influence People" is one of the first best-selling self-help books ever published. It can enable you to make friends quickly and easily, help you to win people to your way of thinking, increase your influence, your prestige, your ability to get things done, as well as enable you to win new clients, new customers. [Twelve Things This Book Will Do For You:](#) [Get you out of a mental rut, give you new thoughts, new visions, new ambitions.](#) [Enable you to make friends quickly and easily.](#) [Increase your popularity.](#) [Help you to win people to your way of thinking.](#) [Increase your influence, your prestige, your ability to get things done.](#) [Enable you to win new clients, new](#)

[customers.](#) [Increase your earning power.](#) [Make you a better salesman, a better executive.](#) [Help you to handle complaints, avoid arguments, keep your human contacts smooth and pleasant.](#) [Make you a better speaker, a more entertaining conversationalist.](#) [Make the principles of psychology easy for you to apply in your daily contacts.](#) [Help you to arouse enthusiasm among your associates.](#) [Dale Carnegie \(1888-1955\) was an American writer and lecturer and the developer of famous courses in self-improvement, salesmanship, corporate training, public speaking, and interpersonal skills. Born into poverty on a farm in Missouri, he was the author of How to Win Friends and Influence People \(1936\), a massive bestseller that remains popular today.](#)

The Lessons of History - Will Durant 2012-08-21

A concise survey of the culture and civilization of mankind, *The Lessons of History* is the result of a lifetime of research from Pulitzer Prize-winning historians Will and Ariel Durant. With their accessible compendium of philosophy and social progress, the Durants take us on a journey through history, exploring the possibilities and limitations of humanity over time. Juxtaposing the great lives, ideas, and accomplishments with cycles of war and conquest, the Durants reveal the towering themes of history and give meaning to our own.

Fire and Light - Julie Hanson 2016-12-28

For artists interested in using color in a new way, this two-part book offers a fresh, comprehensive approach to understanding color in painting. Part one starts with the basics and teaches, rung by rung, many concepts including color, value, and the use of red, yellow, and blue to build three-dimensional form. Tools given in part one form the foundation for part two's lessons in "temperature painting," an original method created by the author using warm and cool colors. The instructions are easy to follow, step by step, and fully illustrated with beautiful finished pieces by various artists and the author, an accomplished artist who teaches workshops nationally and whose commissioned portraits and paintings are in many private collections.

[Microsoft Excel 2019 Data Analysis and Business Modeling](#) - Wayne Winston 2019-03-28

Master business modeling and analysis techniques with Microsoft Excel 2019 and Office 365 and transform data into bottom-line results. Written by award-winning educator Wayne Winston, this hands-on, scenario-focused guide helps you use Excel to ask the right questions and get accurate, actionable answers. New coverage ranges from Power Query/Get & Transform to Office 365 Geography and Stock data types. Practice with more than 800 problems, many based on actual challenges faced by working analysts. Solve real business problems with Excel—and build your competitive advantage: Quickly transition from Excel basics to sophisticated analytics Use PowerQuery or Get & Transform to connect, combine, and refine data sources Leverage Office 365's new Geography and Stock data types and six new functions Illuminate insights from geographic and temporal data with 3D Maps Summarize data with pivot tables, descriptive statistics, histograms, and Pareto charts Use Excel trend curves, multiple regression, and exponential smoothing Delve into key financial, statistical, and time functions Master all of Excel's great charts Quickly create forecasts from historical time-based data Use Solver to optimize product mix, logistics, work schedules, and investments—and even rate sports teams Run Monte Carlo simulations on stock prices and bidding models Learn about basic probability and Bayes' Theorem Use the Data Model and Power Pivot to effectively build and use relational data sources inside an Excel workbook Automate repetitive analytics tasks by using macros

Stranger in a Strange Land - Robert A. Heinlein 1991-10-01

The complete, uncut version of Robert A. Heinlein's all-time masterpiece, the brilliant novel that grew from a cult favorite to a bestseller to a science fiction classic. Raised by Martians on Mars, Valentine Michael Smith is a human who has never seen another member of his species. Sent to Earth, he is a stranger who must learn what it is to be a man. But his own beliefs and his powers far exceed the limits of humankind, and as he teaches them about grokking and water-sharing, he also inspires a transformation that will alter Earth's inhabitants forever...

Collecting Qualitative Data - Greg Guest 2013

Provides a very practical and step-by-step guide to collecting and managing qualitative data, *When Strangers Meet* - Kio Stark 2016-09-13

Argues for the practice of talking to strangers as a way of widening one's experience of the world, addressing the transformative possibilities as well as the political and practical considerations of engaging with strangers in public.

Doing Naturalistic Inquiry - David A. Erlandson 1993-07-07

Based on the theoretical work of Lincoln and Guba, this practical text is designed to help new researchers apply the constructivist paradigm. The authors show how these ideas shape the practice of conducting alternative paradigm research. Covering the research process from design, through data-collection analysis and presentation, as well as important issues generally minimized in positivist research texts - ethics, trustworthiness and authenticity - cases from a wide variety of disciplines demonstrate the efficacy of the methods described.

Deep Learning with Python - Francois Chollet 2017-11-30

Summary Deep Learning with Python introduces the field of deep learning using the Python language and the powerful Keras library. Written by Keras creator and Google AI researcher François Chollet, this book builds your understanding through intuitive explanations and practical examples. Purchase of the print book includes a free eBook in PDF, Kindle, and ePub formats from Manning Publications. About the Technology Machine learning has made remarkable progress in recent years. We went from near-unusable speech and image recognition, to near-human accuracy. We went from machines that couldn't beat a serious Go player, to defeating a world champion. Behind this progress is deep learning—a combination of engineering advances, best practices, and theory that enables a wealth of previously impossible smart applications. About the Book Deep Learning with Python introduces the field of deep learning using the Python language and the powerful Keras library. Written by Keras creator and Google AI researcher François Chollet, this book builds your understanding through intuitive explanations and practical examples. You'll explore challenging concepts and practice with applications in computer vision, natural-language processing, and generative models. By the time you finish, you'll have the knowledge and hands-on skills to apply deep learning in your own projects. What's Inside Deep learning from first principles Setting up your own deep-learning environment Image-classification models Deep learning for text and sequences Neural style transfer, text generation, and image generation About the Reader Readers need intermediate Python skills. No previous experience with Keras, TensorFlow, or machine learning is required. About the Author François Chollet works on deep learning at Google in Mountain View, CA. He is the creator of the Keras deep-learning library, as well as a contributor to the TensorFlow machine-learning framework. He also does deep-learning research, with a focus on computer vision and the application of machine learning to formal reasoning. His papers have been published at major conferences in the field, including the Conference on Computer Vision and Pattern Recognition (CVPR), the Conference and Workshop on Neural Information Processing Systems (NIPS), the International Conference on Learning Representations (ICLR), and others. Table of Contents PART 1 - FUNDAMENTALS OF DEEP LEARNING What is deep learning? Before we begin: the mathematical building blocks of neural networks Getting started with neural networks Fundamentals of machine learning PART 2 - DEEP LEARNING IN PRACTICE Deep learning for computer vision Deep learning for text and sequences Advanced deep-learning best practices Generative deep learning Conclusions appendix A - Installing Keras and its dependencies on Ubuntu appendix B - Running Jupyter notebooks on an EC2 GPU instance

How to Instantly Size Up Strangers Like Sherlock Holmes - Mark Williams, Sr. 2014-12-01

Knowing how to read people is essential to success. And no one did it better than Sherlock Holmes! He had the incredible ability to instantly 'read' people he met. He could tell where an individual just came from, the person's trade or character with a single glance. Now his method is available to you! The Sherlock Holmes Method is a systematic and accurate way to evaluate people. It uses simple questions and practical principles to instantly size up strangers. The book is crammed with easy to follow examples that Holmes used to evaluate anyone. You will find simple tips and specific techniques on how to scan people instantly. This book gives you step-by-step instructions so you can improve your ability to size up strangers just like Sherlock Holmes! Learn his methods and then apply them in your everyday life with the strangers you meet! It's elementary - once you know his methods!

The Craft of Research, Fourth Edition - Wayne C. Booth 2016-10-07

With more than three-quarters of a million copies sold since its first publication, *The Craft of Research* has helped generations of researchers at every level—from first-year undergraduates to advanced graduate students to research reporters in business and government—learn how to conduct effective and meaningful research. Conceived by seasoned researchers and educators Wayne C. Booth, Gregory G. Colomb, and Joseph M. Williams, this fundamental work explains how to find and evaluate sources, anticipate and respond to reader reservations, and integrate these pieces into an argument that stands up to reader critique. The fourth edition has been thoroughly but respectfully revised by Joseph Bizup and William T. FitzGerald. It retains the original five-part structure, as well as the sound advice of earlier editions, but reflects the way research and writing are taught and practiced today. Its chapters on finding and engaging sources now incorporate recent developments in library and Internet research, emphasizing new techniques made possible by online databases and search engines. Bizup and FitzGerald provide fresh examples and standardized terminology to clarify concepts like argument, warrant, and problem. Following the same guiding principle as earlier editions—that the skills of doing and reporting research are not just for elite students but for everyone—this new edition retains the accessible voice and direct approach that have made *The Craft of Research* a leader in the field of research reference. With updated examples and information on evaluation and using contemporary sources, this beloved classic is ready for the next generation of researchers.

The Art of Deception - Kevin D. Mitnick 2011-08-04

The world's most infamous hacker offers an insider's view of the low-tech threats to high-tech security Kevin Mitnick's exploits as a cyber-desperado and fugitive form one of the most exhaustive FBI manhunts in history and have spawned dozens of articles, books, films, and documentaries. Since his release from federal prison, in 1998, Mitnick has turned his life around and established himself as one of the most sought-after computer security experts worldwide. Now, in *The Art of Deception*, the world's most notorious hacker gives new meaning to the old adage, "It takes a thief to catch a thief." Focusing on the human factors involved with information security, Mitnick explains why all the firewalls and encryption protocols in the world will never be enough to stop a savvy grifter intent on rifling a corporate database or an irate employee determined to crash a system. With the help of many fascinating true stories of successful attacks on business and government, he illustrates just how susceptible even the most locked-down information systems are to a slick con artist impersonating an IRS agent. Narrating from the points of view of both the attacker and the victims, he explains why each attack was so successful and how it could have been prevented in an engaging and highly readable style reminiscent of a true-crime novel. And, perhaps most importantly, Mitnick offers advice for preventing these types of social engineering hacks through security protocols, training programs, and manuals that address the human element of security.

The Book of Strangers - Ian Neil Dallas 1988-01-01

Sometime in the future the head librarian at a great center of learning suddenly disappears, leaving behind a journal that describes his weariness with a world "where people teach but know nothing, where the sentences flow on endlessly but lead nowhere." His successor in the post becomes more and more intrigued by the vanished man's fate, until a series of mysterious clues lead him on a journey both inward and outward, to a world that begins where language ends. Within a matter of weeks he finds himself in the company of powerful dervishes, God-intoxicated nomads whose eyes blaze with love, and ragged beggars with the smile of the Pure One. These men, the followers of an enlightened Shaykh, speak little, but simply to be in their company fills him with ecstasy and knowledge.

Methodological Practices in Social Movement Research - Donatella Della Porta 2014

A systematic, authoritative, and accessible introduction to empirical research in social movement studies. Each of the main methods of data collection and data analysis are presented with a practical approach, from research design to data collection, the use of information through to ethical issues.

30 Essential Skills for the Qualitative Researcher - John W. Creswell 2020-08-06

The Second Edition of *30 Essential Skills for the Qualitative Researcher* provides practical, applied information for the novice qualitative researcher, addressing the "how" of conducting qualitative research in one brief guide. Author John W. Creswell and new co-author Johanna Creswell Báez draw on many examples from their own research experiences, sharing them throughout the book. The 30 listed skills are

competencies that can help qualitative researchers conduct more thorough, more rigorous, and more efficient qualitative studies. Innovative chapters on thinking like a qualitative researcher and engaging with the emotional side of doing qualitative research go beyond the topics of a traditional research methods text and offer crucial support for qualitative practitioners. By starting with a strong foundation of a skills-based approach to qualitative research, readers can continue to develop their skills over the course of a career in research. This revised edition updates skills to follow the research process, using new research from a wide variety of disciplines like social work and sociology as examples. Chapters on research designs now tie back explicitly to the five approaches to qualitative research so readers can better integrate their new skills into these designs. Additional figures and tables help readers better visualize data collection through focus groups and interviews and better organize and implement validity checks. The new edition provides further examples on how to incorporate reflexivity into a study, illuminating a challenging aspect of qualitative research. Information on writing habits now addresses co-authorship and provides more context and variation from the two authors.

Interviewing in Social Science Research - Lee Ann Fujii 2017-07-28

What is interviewing and when is this method useful? What does it mean to select rather than sample interviewees? Once the researcher has found people to interview, how does she build a working relationship with her interviewees? What should the dynamics of talking and listening in interviews be? How do researchers begin to analyze the narrative data generated through interviews? Lee Ann Fujii explores the answers to these inquiries in *Interviewing in Social Science Research*, the latest entry in the Routledge Series on Interpretive Methods. This short, highly readable book explores an interpretive approach to interviewing for purposes of social science research. Using an interpretive methodology, the book examines interviewing as a relational enterprise. As a relational undertaking, interviewing is more akin to a two-way dialogue than a one-way interrogation. Fujii examines the methodological foundations for a relational approach to interviewing, while at the same time covering many of the practical nuts and bolts of relational interviewing. Examples come from the author's experiences conducting interviews in Bosnia, Rwanda, and the United States, and from relevant literatures across a variety of social scientific disciplines. Appendices to the book contain specific tips and suggestions for relational interviewing in addition to interview excerpts that give readers a sense of how relational interviews unfold. This book will be of great value to graduate students and researchers from across the social sciences who are considering or planning to use interviews in their research, and can be easily used by academics for teaching courses or workshops in social science methods.

Strangers in Their Own Land - Arlie Russell Hochschild 2018-02-20

The National Book Award Finalist and New York Times bestseller that became a guide and balm for a country struggling to understand the election of Donald Trump "A generous but disconcerting look at the Tea Party. . . . This is a smart, respectful and compelling book." —Jason DeParle, *The New York Times Book Review* When Donald Trump won the 2016 presidential election, a bewildered nation turned to *Strangers in Their Own Land* to understand what Trump voters were thinking when they cast their ballots. Arlie Hochschild, one of the most influential sociologists of her generation, had spent the preceding five years immersed in the community around Lake Charles, Louisiana, a Tea Party stronghold. As Jedediah Purdy put it in the *New Republic*, "Hochschild is fascinated by how people make sense of their lives. . . . [Her] attentive, detailed portraits . . . reveal a gulf between Hochschild's 'strangers in their own land' and a new elite." Already a favorite common read book in communities and on campuses across the country and called "humble and important" by David Brooks and "masterly" by Atul Gawande, Hochschild's book has been lauded by Noam Chomsky, New Orleans mayor Mitch Landrieu, and countless others. The paperback edition features a new afterword by the author reflecting on the election of Donald Trump and the other events that have unfolded both in Louisiana and around the country since the hardcover edition was published, and also includes a readers' group guide at the back of the book.

Analyzing social settings - John Lofland 1984

A History of the Work Concept - Agamenon R. E. Oliveira 2013-11-19

This book traces the history of the concept of work from its earliest stages and shows that its further

formalization leads to equilibrium principle and to the principle of virtual works, and so pointing the way ahead for future research and applications. The idea that something remains constant in a machine operation is very old and has been expressed by many mathematicians and philosophers such as, for instance, Aristotle. Thus, a concept of energy developed. Another important idea in machine operation is Archimedes' lever principle. In modern times the concept of work is analyzed in the context of applied mechanics mainly in Lazare Carnot mechanics and the mechanics of the new generation of polytechnical engineers like Navier, Coriolis and Poncelet. In this context the word "work" is finally adopted. These engineers are also responsible for the incorporation of the concept of work into the discipline of economics when they endeavoured to combine the study of the work of machines and men together.

The Art Of Seduction - Robert Greene 2010-09-03

Which sort of seducer could you be? Siren? Rake? Cold Coquette? Star? Comedian? Charismatic? Or Saint? This book will show you which. Charm, persuasion, the ability to create illusions: these are some of the many dazzling gifts of the Seducer, the compelling figure who is able to manipulate, mislead and give pleasure all at once. When raised to the level of art, seduction, an indirect and subtle form of power, has toppled empires, won elections and enslaved great minds. In this beautiful, sensually designed book, Greene unearths the two sides of seduction: the characters and the process. Discover who you, or your pursuer, most resembles. Learn, too, the pitfalls of the anti-Seducer. Immerse yourself in the twenty-four manoeuvres and strategies of the seductive process, the ritual by which a seducer gains mastery over their target. Understand how to 'Choose the Right Victim', 'Appear to Be an Object of Desire' and 'Confuse Desire and Reality'. In addition, Greene provides instruction on how to identify victims by type. Each fascinating character and each cunning tactic demonstrates a fundamental truth about who we are, and the targets we've become - or hope to win over. *The Art of Seduction* is an indispensable primer on the essence of one of history's greatest weapons and the ultimate power trip. From the internationally bestselling author of *The 48 Laws of Power*, *Mastery*, and *The 33 Strategies Of War*.

Listening to People - Annette Lareau 2021-10-08

A down-to-earth, practical guide for interview and participant observation and analysis. In-depth interviews and close observation are essential to the work of social scientists, but inserting one's researcher-self into the lives of others can be daunting, especially early on. Esteemed sociologist Annette Lareau is here to help. Lareau's clear, insightful, and personal guide is not your average methods text. It promises to reduce researcher anxiety while illuminating the best methods for first-rate research practice. As the title of this book suggests, Lareau considers listening to be the core element of interviewing and observation. A researcher must listen to people as she collects data, listen to feedback as she describes what she is learning, listen to the findings of others as they delve into the existing literature on topics, and listen to herself in order to sift and prioritize some aspects of the study over others. By listening in these different ways, researchers will discover connections, reconsider assumptions, catch mistakes, develop and assess new ideas, weigh priorities, ponder new directions, and undertake numerous adjustments—all of which will make their contributions clearer and more valuable. Accessibly written and full of practical, easy-to-follow guidance, this book will help both novice and experienced researchers to do their very best work. Qualitative research is an inherently uncertain project, but with Lareau's help, you can alleviate anxiety and focus on success.

The 48 Laws Of Power - Robert Greene 2010-09-03

THE MILLION COPY INTERNATIONAL BESTSELLER Drawn from 3,000 years of the history of power, this is the definitive guide to help readers achieve for themselves what Queen Elizabeth I, Henry Kissinger, Louis XIV and Machiavelli learnt the hard way. Law 1: Never outshine the master Law 2: Never put too much trust in friends; learn how to use enemies Law 3: Conceal your intentions Law 4: Always say less than necessary. The text is bold and elegant, laid out in black and red throughout and replete with fables and unique word sculptures. The 48 laws are illustrated through the tactics, triumphs and failures of great figures from the past who have wielded - or been victimised by - power. _____

(From the Playboy interview with Jay-Z, April 2003) PLAYBOY: Rap careers are usually over fast: one or two hits, then styles change and a new guy comes along. Why have you endured while other rappers haven't? JAY-Z: I would say that it's from still being able to relate to people. It's natural to lose yourself when you

have success, to start surrounding yourself with fake people. In *The 48 Laws of Power*, it says the worst thing you can do is build a fortress around yourself. I still got the people who grew up with me, my cousin and my childhood friends. This guy right here (gestures to the studio manager), he's my friend, and he told me that one of my records, Volume Three, was wack. People set higher standards for me, and I love it.

The Science and Art of Interviewing - Kathleen Gerson 2020-10-23

Qualitative interviewing is among the most widely used methods in the social sciences, but it is arguably the least understood. In *The Science and Art of Interviewing*, Kathleen Gerson and Sarah Damaske offer clear, theoretically informed and empirically rich strategies for conducting interview studies. They present both a rationale and guide to the science-and art-of in-depth interviewing to take readers through all the steps in the research process, from the initial stage of formulating a question to the final one of presenting the results. Gerson and Damaske show readers how to develop a research design for interviewing, decide on and find an appropriate sample, construct a questionnaire, conduct probing interviews, and analyze the data they collect. At each stage, they also provide practical tips about how to address the ever-present, but rarely discussed challenges that qualitative researchers routinely encounter, particularly emphasizing the relationship between conducting well-crafted research and building powerful social theories. With an engaging, accessible style, *The Science and Art of Interviewing* targets a wide range of audiences, from upper-level undergraduates and graduate methods courses to students embarking on their dissertations to seasoned researchers at all stages of their careers.

This Is Service Design Doing - Marc Stickdorn 2018-01-02

How can you establish a customer-centric culture in an organization? This is the first comprehensive book on how to actually do service design to improve the quality and the interaction between service providers and customers. You'll learn specific facilitation guidelines on how to run workshops, perform all of the main service design methods, implement concepts in reality, and embed service design successfully in an organization. Great customer experience needs a common language across disciplines to break down silos within an organization. This book provides a consistent model for accomplishing this and offers hands-on descriptions of every single step, tool, and method used. You'll be able to focus on your customers and iteratively improve their experience. Move from theory to practice and build sustainable business success.

Talking to Strangers - Malcolm Gladwell 2019-09-10

Malcolm Gladwell, host of the podcast *Revisionist History* and author of the #1 New York Times bestseller *Outliers*, offers a powerful examination of our interactions with strangers and why they often go wrong—now with a new afterword by the author. A Best Book of the Year: *The Financial Times*, *Bloomberg*, *Chicago Tribune*, and *Detroit Free Press* How did Fidel Castro fool the CIA for a generation? Why did Neville Chamberlain think he could trust Adolf Hitler? Why are campus sexual assaults on the rise? Do television sitcoms teach us something about the way we relate to one another that isn't true? *Talking to Strangers* is a classically Gladwellian intellectual adventure, a challenging and controversial excursion through history, psychology, and scandals taken straight from the news. He revisits the deceptions of Bernie Madoff, the trial of Amanda Knox, the suicide of Sylvia Plath, the Jerry Sandusky pedophilia scandal

at Penn State University, and the death of Sandra Bland—throwing our understanding of these and other stories into doubt. Something is very wrong, Gladwell argues, with the tools and strategies we use to make sense of people we don't know. And because we don't know how to talk to strangers, we are inviting conflict and misunderstanding in ways that have a profound effect on our lives and our world. In his first book since his #1 bestseller *David and Goliath*, Malcolm Gladwell has written a gripping guidebook for troubled times.

Smile at Strangers - Susan Schorn 2013

A popular columnist for *McSweeney's* describes how she freed herself from crippling fear through taking up karate and used her newfound empowerment to take charge with her husband, her boss and her daughter's bossy Girl Scout troop leader.

Learning From Strangers - Robert S. Weiss 1995-11-10

Learning From Strangers is the definitive work on qualitative research interviewing. It draws on Robert Weiss's thirty years of experience in interviewing and teaching others how to do it. The most effective interviews, says Weiss, rely on creating cooperation -- an open and trusting alliance between interviewer and respondent, dedicated to specific and honest accounts of both internal and external events. Against the eclectic background of his work in national sample surveys, studies based on semi-structured interviewing, and participant observation, Weiss walks the reader through the method of qualitative interview studies: sample selection, development of an interview guide, the conduct of the interview, analysis, and preparation of the data. Weiss gives examples of successful and less successful interviews and offers specific techniques and guidelines for the practitioner.

The Art of Self-Directed Learning - Blake Boles 2014

The Art of Self-Directed Learning is a collection of 23 stories and insights that will help you become a more motivated and self-guided learner. Drawing on a decade of research, adventures, and interviews conducted by Blake Boles (author of *College Without High School* and *Better Than College*), this book will inspire you to craft your own unconventional education, no matter whether you're a young adult, recent graduate, parent, or simply someone who never wants to stop learning. Each chapter is brief, story-oriented, and accompanied by an original line drawing, making *The Art of Self-Directed Learning* a great choice for readers and "non-readers" alike.

Encounters with Strangers - Nubia DuVall Wilson 2013-06-19

Encounters with Strangers gives new meaning to the saying, "Never talk to strangers." Experience city living and traveling abroad in this humorous compilation of real-life interactions that happened between strangers and Nubia DuVall Wilson over the span of eight years. Starting as an obsession with compiling comical episodes on the New York City subway, Wilson's collection of stories expanded over time to include situations while traveling and when she lived abroad in Taipei, Taiwan. From subway catfights and disgruntled panhandlers to bumping into celebrities, this book of outrageous shorts will keep readers entertained.