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The Dynamics of Persuasion has been a staple resource for teaching persuasion for nearly two decades. Author Richard M. Perloff speaks to students in a style that is engaging and informational, explaining key theories and research as well as providing timely and relevant examples. The companion website includes materials for both students and instructors and expanding the pedagogical utilities. The sixth edition includes: updated theoretical and applied research in a variety of areas, including framing, inoculation, and self-affirmation; new studies of health campaigns; expanded coverage of social media marketing; enhanced discussion of the Elaboration Likelihood Model in light of continued research and new applications to everyday persuasion. The fundamentals of the book - emphasis on theory, clear-cut explanation of findings, in-depth discussion of persuasion processes and effects, and easy-to-follow real-world applications - continue in the sixth edition.

“Toward a Ludic Architecture” is a pioneering publication, architecturally framing play and games as human practices in and of space. Filling the gap in literature, Steffen P. Walz considers game design theory and practice alongside architectural theory and practice, asking: how are play and games architected? What kind of architecture do they produce and in what way does architecture program play and games? What kind of architecture could be produced by playing and gameplaying?

Interpretation of ancient Greek literature is often enough distorted by the preconceptions of modern times, especially on ancient morality. This is often equivalent to begging the question. If we think e.g. of aretê, which has different meanings in different contexts, we shall think in English (or in Modern Greek or in French or in German) and shall falsify the phenomena. If we are to understand the Greek concept e.g. of aretê we must study the nature of the situations in which it is applied. For it is an important fact in the study of Greek society that the Greeks used the one word (e.g. aretê) where we

use different words. If we are to understand properly the texts, we have to view them in their historical and social context. Ancient Greek thought needs to be studied together with politics, ethics, and economic behaviour. Moreover, the best insights can be found in those who confine themselves to the terms of each ancient author's analysis. From this principle each of the contributions of the volume begins.

The book examines all relevant models which have been employed in settling ethno-territorial conflicts since the time of the League of Nations. Eight of these models have been studied in-depth. The aim of this analysis is to gain expertise and insights that could prove relevant to resolving the conflict in Nagorno-Karabakh. This potential is evaluated in the closing chapters of the volume where novel ideas on how to apply the lessons of these cases to the conflict in Nagorno-Karabakh are presented. This conflict carries many features typical of ethno-territorial conflicts in present and past times: it is neither unique, nor does its settlement depend on others than the parties to the conflict. Rather it is - as in all other cases - entrenched historical narratives and enemy images which lead to zero-sum calculations and can conceivably only be overcome in a gradual process. Content Part I Nagorno-Karabakh and ethno-territorial conflict settlement Part II Case studies of ethno-territorial conflict settlement: Åland, Bosnia and Herzegovina, Kosovo, South Tyrol, Trieste, Cyprus, Northern Ireland, Quebec. Part III Results and conclusions: A way out for Nagorno-Karabakh The Editors Dr Azer Babayev is Assistant Professor of Political Science at ADA University, Baku. Dr Bruno Schoch is Associated Researcher at PRIF (Peace Research Institute Frankfurt), Frankfurt/Main. Dr Hans-Joachim Spanger is Head of the Dissemination Division at PRIF (Peace Research Institute Frankfurt), Frankfurt/Main.

Precarious Figurations focuses on the reception of Shakespeare's *The Merchant of Venice* in twentieth- and twenty-first-century Germany. Looking at theatrical practices and critical or scholarly discourses from the Weimar Republic to the new millennium, the book explores why the play has served simultaneously as a vehicle for the actualization of anti-Semitic tropes and as a staging ground for the critical exposure of the very logic of anti-Semitism. In particular, the study investigates how the figure of Shylock has come to be both a device in and a stumbling block for attempts to bridge the fundamental rupture in civilization brought about by the Holocaust. The careful analysis of the German reception of *Merchant*, and in particular of the ways of doing and reading Shylock in the context of painful German, and German-Jewish, discourses of identity and remembrance, is designed to raise fundamental questions - questions concerning not only the staging of Jewishness, the tenacity of anti-Semitism and the difficulties of Holocaust remembrance, but also the general potentials and limitations of theatrical interventions into cultural conflicts.

This volume documents the transformation of age-old antisemitic stereotypes into a new form of discrimination, often called "New Antisemitism" or "Antisemitism 2.0." Manifestations of antisemitism in political, legal, media and other contexts are reflected on theoretically and contemporary developments are analyzed with a special focus on online hatred. The volume points to the need for a globally coordinated approach on the political and legal levels, as well as with regard to the modern media, to effectively combat modern antisemitism.

Monasticism, in all of its variations, was a feature of almost every landscape in the medieval West. So ubiquitous were religious women and men throughout the Middle Ages that all medievalists encounter monasticism in their intellectual worlds. While there is enormous interest in medieval monasticism among Anglophone scholars, language is often a barrier to accessing some of the most important and groundbreaking research emerging from Europe. *The Cambridge History of Medieval Monasticism in the Latin West* offers a comprehensive treatment of medieval monasticism, from Late Antiquity to the end of the Middle Ages. The essays, specially commissioned for this volume and written by an international team of scholars, with contributors from Australia, Belgium, Canada, England, France, Germany, Italy, the Netherlands, Spain, Switzerland, and the United States, cover a range of topics and themes and represent the most up-to-date discoveries on this topic.

Ottmar Ette's *TransArea* proceeds from the thesis that globalization is not a recent phenomenon, but rather, a process of long duration that may be divided into four main phases of accelerated globalization. These phases connect our present, across the world's widely divergent modern eras, to the period of early modern history. Ette demonstrates how the literatures of the world make possible a tangible perception of that which constitutes Life, both of our planet and on our planet, which may only be understood through the application of multiple logics. There is no substitute for the knowledge of literature: it is the knowledge of life, from life. This English translation will be of great interest to English-speaking scholars in the fields of Global and Area Studies, Literary Studies, Cultural Studies, History, Political Science, and many more. About the author Ottmar Ette has been Chair of Romance Literature at the University of Potsdam, Germany, since 1995. He is Honorary Member of the Modern Language Association of America (MLA) (elected in 2014), member of the Berlin-Brandenburg Academy of Sciences and Humanities (elected in 2013), and regular member of the Academia Europaea (since 2010).

A prominent civil servant, scientist, and intellectual, Taghi Erani was a pivotal figure in interwar Iran. Witness to two of the major political upheavals in the twentieth century—the rise of Pahlavi and the collapse of the Weimar Republic—he turned from fundamental science to leftwing activism and pacifism, leading to his arrest and death in prison. Younes Jalali traces his journey from Tehran to Berlin, where in the 1920s he crossed paths with the greatest German scientists and scholars of his day, including Max Planck, Albert Einstein, and Friedrich Rosen, and published seminal works on psychology and political philosophy. In the 1930s, as Reza Shah pursued rapprochement with the Third Reich, Taghi

Erani was caught up in a crackdown on left-wing and pro-labor activists. His life and death offer a unique lens through which to view modern Iranian intellectual and political history.

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