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KEY=NEGOCIANDO - ERICK VANESSA

Navigating the Impossible How to Break Deadlocks and Resolve Ugly Conflicts (without Money or Muscle) Berrett-Koehler Publishers “Filled with great strategies you can immediately put to use in your business and personal lives . . . extremely entertaining, thought-provoking.” —Tyra Banks, CEO, TYRA Beauty, and creator of America’s Next Top Model Some negotiations are easy. Others are more difficult. And then there are situations that seem completely hopeless. Conflict is escalating, people are getting aggressive, and no one is willing to back down. And to top it off, you have little power or other resources to work with. Harvard professor and negotiation adviser Deepak Malhotra shows how to defuse even the most potentially explosive situations and to find success when things seem impossible. Malhotra identifies three broad approaches for breaking deadlocks and resolving conflicts, and draws out scores of actionable lessons using behind-the-scenes stories of fascinating real-life negotiations, including drafting of the US Constitution, resolving the Cuban Missile Crisis, ending bitter disputes in the NFL and NHL, and beating the odds in complex business situations. But he also shows how these same principles and tactics can be applied in everyday life, whether you are making corporate deals, negotiating job offers, resolving business disputes, tackling obstacles in personal relationships, or even negotiating with children. As Malhotra reminds us, regardless of the context or which issues are on the table, negotiation is always, fundamentally, about human interaction. No matter how high the stakes or how protracted the dispute, the object of negotiation is to engage with other human beings in a way that leads to better understandings and agreements. The principles and strategies in this book will help you do this more effectively in every situation. “This book is magic for any deal maker.” —Daniel H. Pink, New York Times bestselling author Negotiate Like a Phoenician Discover Tradeables “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 Spanish Lake ANU E Press This work is a history of the Pacific, the ocean that became a theatre of power and conflict shaped by the politics of Europe and the economic background of Spanish America. There could only be a concept of & the Pacific once the limits and lineaments of the ocean were set and this was undeniably the work of Europeans. Fifty years after the Conquista, Nueva Espaa and Peru were the bases from which the ocean was turned into virtually a Spanish lake. A Little History of the World Illustrated Edition Yale 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. 1491 New Revelations of the Americas Before Columbus Vintage Describes how recent archaeological research has transformed long-held myths about the Americas, revealing far older and more advanced cultures with a greater population than were previously thought to have existed. Tavistock Institute Social Engineering the Masses TrineDay The real story behind the Tavistock Institute and its network, from a popular conspiracy expert The Tavistock Institute, in Sussex, England, describes itself as a nonprofit charity that applies social science to contemporary issues and problems. But this book posits that it is the world's center for mass brainwashing and social engineering activities. It grew from a somewhat crude beginning at Wellington House into a sophisticated organization that was to shape the destiny of the entire planet, and in the process, change the paradigm of modern society. In this eye-opening work, both the Tavistock network and the methods of brainwashing and psychological warfare are uncovered. With connections to U.S. research institutes, think tanks, and the drug industry, the Tavistock has a large reach, and Tavistock Institute attempts to show that the conspiracy is real, who is behind it, what its final long term objectives are, and how we the people can stop them. Deal! Keynegotiations Llc Shoe Dog A Memoir by the Creator of Nike Simon and Schuster In this instant and tenacious New York Times bestseller, Nike founder and board chairman Phil Knight “offers a rare and revealing look at the notoriously media-shy man behind the swoosh” (Booklist, starred review), illuminating his company’s early days as an intrepid start-up and its evolution into one of the world’s most iconic, game-changing, and profitable brands. Bill Gates named Shoe Dog one of his five favorite books of 2016 and called it “an amazing tale, a refreshingly honest reminder of what the path to business success really looks like. It’s a messy, perilous, and chaotic journey, riddled with mistakes, endless struggles, and sacrifice. Phil Knight opens up in ways few CEOs are willing to do.” Fresh out of business school, Phil Knight borrowed fifty dollars from his father and launched a company with one simple mission: import high-quality, low-cost running shoes from Japan. Selling the shoes from the trunk of his car in 1963, Knight grossed eight thousand dollars that first year. Today, Nike’s annual sales top \$30 billion. In this age of start-ups, Knight’s Nike is the gold standard, and its swoosh is one of the few icons instantly recognized in every corner of the world. But Knight, the man behind the swoosh, has always been a mystery. In Shoe Dog, he tells his story at last. At twenty-four, Knight decides that rather than work for a big corporation, he will create something all his own, new, dynamic, different. He details the many risks he encountered, the crushing setbacks, the ruthless competitors and hostile bankers—as well as his many thrilling triumphs. Above all, he recalls the relationships that formed the heart and soul of Nike, with his former track coach, the irascible and charismatic Bill Bowerman, and with his first employees, a ragtag group of misfits and savants who quickly became a band of swoosh-crazed brothers. Together, harnessing the electrifying power of a bold vision and a shared belief in the transformative power of sports, they created a brand—and a culture—that changed everything. Sapiens A Brief History of Humankind Harper Collins New York Times Bestseller A Summer Reading Pick for President Barack Obama, Bill Gates, and Mark Zuckerberg From a renowned historian comes a groundbreaking narrative of humanity’s creation and evolution—a #1 international bestseller—that explores the ways in which biology and history have defined us and enhanced our understanding of what it means to be “human.” One hundred thousand years ago, at least six different species of humans inhabited Earth. Yet today there is only one—homo sapiens. What happened to the others? And what may happen to us? Most books about the history of humanity pursue either a historical or a biological approach, but Dr. Yuval Noah Harari breaks the mold with this highly original book that begins about 70,000 years ago with the appearance of modern cognition. From examining the role evolving humans have played in the global ecosystem to charting the rise of empires, Sapiens integrates history and science to reconsider accepted narratives, connect past developments with contemporary concerns, and examine specific events within the context of larger ideas. Dr. Harari also compels us to look ahead, because over the last few decades humans have begun to bend laws of natural selection that have governed life for the past four billion years. We are acquiring the ability to design not only the world around us, but also ourselves. Where is this leading us, and what do we want to become? Featuring 27 photographs, 6 maps, and 25 illustrations/diagrams, this provocative and insightful work is sure to spark debate and is essential reading for aficionados of Jared Diamond, James Gleick, Matt Ridley, Robert Wright, and Sharon Moalem. The Balanced Scorecard Translating Strategy into Action Harvard Business Review Press The Balanced Scorecard translates a company's vision and strategy into a coherent set of performance measures. The four perspectives of the scorecard--financial measures, customer knowledge, internal business processes, and learning and growth--offer a balance between short-term and long-term objectives, between outcomes desired and performance drivers of those outcomes, and between hard objective measures and softer, more subjective measures. In the first part, Kaplan and Norton provide the theoretical foundations for the Balanced Scorecard; in the second part, they describe the steps organizations must take to build their own Scorecards; and, finally, they discuss how the Balanced Scorecard can be used as a driver of change. A History of Gold and Money, 1450 to 1920 Verso Books For much of human history, the motive force behind war, conquest, social conflict and world exploration has been the drive to acquire gold. From the ancient world of Croesus to the wealthy dynasties of Renaissance Italy, from the earliest European explorations into Africa, America, and Asia to the gold rushes of the nineteenth century and the banking crises that lay beyond them, Pierre Vilar depicts the awesome power of avarice to structure the world in which we live. The insidious power of gold and money is the subject of this enlightening and entertaining history. The age of exploration brought an influx of treasure into Western Europe, prompting disputes between theologians and early economists over the causes of inflation in the sixteenth century. In time, American silver distorted metropolitan Spanish society beyond recognition. Vilar goes on to examine the roots of the modern banking and financial systems in institutions founded in Holland, England and France during the seventeenth and eighteenth centuries. And in the nineteenth century, the gold rushes of Australia, California and South Africa generated new modifications in the international monetary system. Vilar concludes the story of these developments with a discussion of the crisis of the 1920s that, in the wake of the world credit crash of 2008, is more pertinent than ever. A History of Gold and Money provides a unique work of synthesis on the role of money in modern economic history. Capital Penguin UK The “forgotten” second volume of Capital, Marx’s world-shaking analysis of economics, politics, and history, contains the vital discussion of commodity, the cornerstone to Marx’s theories. Confusion de Confusiones [1688] Portions Descriptive of the Amsterdam Stock Exchange Colchis Books This book is the first that describes the practices of any stock exchange; it makes evident a high development of practices, with puts, calls, pools, and manipulations; and it appeared as early as the seventeenth century. Not inappropriately the stock exchange described is that of Amsterdam, a city which at the date of the volume’s publication —1688 — was still the leading financial center of the world. The book, to be sure, is hardly a systematic account of the institution; the author pursued moral, philosophical, and rhetorical objectives, and, while saying a lot that seems now to be of little value, manages somehow to leave unsaid a great deal that would be of interest for us. Nevertheless, it represents, even in its peculiar form, a really important source of information about the stock exchange, and indeed about the Dutch business world of that period. A Long Petal of

the Sea A Novel [Ballantine Books](#) **NEW YORK TIMES BESTSELLER** • From the author of *The House of the Spirits*, this epic novel spanning decades and crossing continents follows two young people as they flee the aftermath of the Spanish Civil War in search of a place to call home. “One of the most richly imagined portrayals of the Spanish Civil War to date, and one of the strongest and most affecting works in [Isabel Allende’s] long career.”—The New York Times Book Review **NAMED ONE OF THE BEST BOOKS OF THE YEAR BY** Esquire • Good Housekeeping • Parade In the late 1930s, civil war grips Spain. When General Franco and his Fascists succeed in overthrowing the government, hundreds of thousands are forced to flee in a treacherous journey over the mountains to the French border. Among them is Roser, a pregnant young widow, who finds her life intertwined with that of Victor Dalmau, an army doctor and the brother of her deceased love. In order to survive, the two must unite in a marriage neither of them desires. Together with two thousand other refugees, Roser and Victor embark on the SS Winnipeg, a ship chartered by the poet Pablo Neruda, to Chile: “the long petal of sea and wine and snow.” As unlikely partners, the couple embraces exile as the rest of Europe erupts in world war. Starting over on a new continent, they face trial after trial, but they will also find joy as they patiently await the day when they might go home. Through it all, their hope of returning to Spain keeps them going. Destined to witness the battle between freedom and repression as it plays out across the world, Roser and Victor will find that home might have been closer than they thought all along. A masterful work of historical fiction about hope, exile, and belonging, *A Long Petal of the Sea* shows Isabel Allende at the height of her powers. Praise for *A Long Petal of the Sea* “Both an intimate look at the relationship between one man and one woman and an epic story of love, war, family, and the search for home, this gorgeous novel, like all the best novels, transports the reader to another time and place, and also sheds light on the way we live now.”—J. Courtney Sullivan, author of *Saints for All Occasions* “This is a novel not just for those of us who have been Allende fans for decades, but also for those who are brand-new to her work: What a joy it must be to come upon Allende for the first time. She knows that all stories are love stories, and the greatest love stories are told by time.”—Colum McCann, National Book Award-winning author of *Let the Great World Spin* Getting to Yes Negotiating Agreement Without Giving in [Houghton Mifflin Harcourt](#) Describes a method of negotiation that isolates problems, focuses on interests, creates new options, and uses objective criteria to help two parties reach an agreement *Portrait in Sepia* [HarperCollins](#) Completing the trilogy that includes her bestselling novels *Daughter of Fortune* and *The House of the Spirits*, *Portrait in Sepia* is a stunning novel about memory and family secrets Set at the end of the nineteenth century, *Portrait in Sepia* is a richly imagined historical novel featuring the colorful and intrepid del Valle family. The protagonist, Aurora del Valle, suffers a brutal trauma that shapes her character and erases from her mind all recollections of the first five years of her life. Raised by her ambitious grandmother, the regal and commanding Paulina del Valle, she grows up in a privileged environment, free of the limitations that circumscribe the lives of women at that time, but tormented by horrible nightmares. When she is forced to recognize her betrayal by the man she loves, and to cope with the resulting solitude, she decides to explore the mystery of her past. *Geschichte Alexanders Des Großen* [Franklin Classics Trade Press](#) This work has been selected by scholars as being culturally important and is part of the knowledge base of civilization as we know it. This work is in the public domain in the United States of America, and possibly other nations. Within the United States, you may freely copy and distribute this work, as no entity (individual or corporate) has a copyright on the body of the work. Scholars believe, and we concur, that this work is important enough to be preserved, reproduced, and made generally available to the public. To ensure a quality reading experience, this work has been proofread and republished using a format that seamlessly blends the original graphical elements with text in an easy-to-read typeface. We appreciate your support of the preservation process, and thank you for being an important part of keeping this knowledge alive and relevant. *An Inquiry Into the Nature and Causes of the Wealth of Nations* *The Use and Abuse of History Or How the Past is Taught to Children* [Routledge](#) Use and Abuse of History has become a key text of current historiography; this is a book that poses fundamental and disturbing questions about the use and abuse of history. Engaging and challenging, this book confronts the reader with the many 'histories' that exist and have existed around the world, from the Zulu kingdoms to Communist China. This title has now been extensively revised by Marc Ferro, a well respected historian, and presents the different narratives that constitute the histories of countries as diverse as India, Iran, Trinidad and the United States makes for fascinating reading in their own right. What makes this book so valuable, though, is what these narratives tell us about the societies which create them - how much is history distorted in order to condition the minds of those who are taught it? *Use and Abuse of History* appeals to anyone with a general interest in history. *New History* [Good Press](#) *New History* is a historical narrative by Zosimus. The author was a Greek historian known for condemning Constantine's rejection of the traditional polytheistic religion. *Mara Turing. El renacer del mal* [Editorial Samarcanda](#) *Mara Turing* descubre un trozo de papel en su bolsillo que le devuelve la esperanza de abrazar de nuevo a su tío Arnold. Ya en Liverpool, intenta seguir con su vida a pesar de que su cabeza solo piensa en el reencuentro. En este curso, la Banda del Lagartija tiene un nuevo cometido para este curso: hacerle la vida imposible a los nerds del Instituto Saint Michael y publicar más gamberradas en su canal de video en Internet. La inteligencia artificial Hermes determina que los miembros de la temida banda estudiantil podrían ser útiles para dar caza a Mara, Noa y Daniel y utilizarlos de cebo para llegar a Arnold Turing. Mientras, Falko McKinnon, incapaz de aguantar ni un minuto más en la Montaña Oculta, comienza a idear un plan de fuga demencial y con muy pocas posibilidades de triunfar. ¿Lo conseguirá? La Filomena con otras diversas rimas, prosas, y versos *Sternstunden Der Menschheit. Fünf Historische Miniaturen* [The Eight Open Road Media](#) The “fascinating” #1 international bestseller of a quest across centuries by two intrepid women to reunite the pieces of a powerful, ancient chess set (Los Angeles Times Book Review). A fabulous, bejeweled chess set that belonged to Charlemagne has been buried in a Pyrenees abbey for a thousand years. As the bloody French Revolution rages in Paris, the nuns dig it up and scatter its pieces across the globe because, when united, the set contains a secret power that could topple civilizations. To keep the set from falling into the wrong hands, two novices, Valentine and Mireille, embark on an adventure that begins in the streets of Paris and leads to Russia, Egypt, Corsica, and into the heart of the Algerian Sahara. Two hundred years later, while on assignment in Algeria, computer expert Catherine Velis finds herself drawn unwillingly into the deadly “Game” still swirling around the legendary chess set—a game that will require her to risk her life and match wits with diabolical forces. This ebook features an illustrated biography of Katherine Neville including rare images from her life and travels. *1421 The Year China Discovered The World* [Random House](#) On 8 March 1421, the largest fleet the world had ever seen set sail from China. The ships, some nearly five hundred feet long, were under the command of Emperor Zhu Di's loyal eunuch admirals. Their mission was 'to proceed all the way to the end of the earth to collect tribute from the barbarians beyond the seas' and unite the world in Confucian harmony. Their journey would last for over two years and take them around the globe but by the time they returned home, China was beginning its long, self-imposed isolation from the world it had so recently embraced. And so the great ships were left to rot and the records of their journey were destroyed. And with them, the knowledge that the Chinese had circumnavigated the globe a century before Magellan, reached America seventy years before Columbus, and Australia three hundred and fifty years before Cook... The result of fifteen years research, *1421* is Gavin Menzies' enthralling account of the voyage of the Chinese fleet, the remarkable discoveries he made and the persuasive evidence to support them: ancient maps, precise navigational knowledge, astronomy and the surviving accounts of Chinese explorers and the later European navigators as well as the traces the fleet left behind - from sunken junks to the votive offerings left by the Chinese sailors wherever they landed, giving thanks to Shao Lin, goddess of the sea. Already hailed as a classic, this is the story of an extraordinary journey of discovery that not only radically alters our understanding of world exploration but also rewrites history itself. *Amador A Father Talks to His Son about Happiness, Freedom, and Love* [Henry Holt and Company](#) In *Amador*, Fernando Savater writes in the form of a letter to his teenage son about ethics, morals and freedom in today's society. *Queen of the South* [Penguin](#) The international bestseller that inspired the must-watch drama on USA Network starring Alice Braga as Teresa Mendoza. From “master of the intellectual thriller” Arturo Pérez-Reverte, a remarkable tale, spanning decades and continents—from the dusty streets of Mexico to the sparkling waters off the coast of Morocco, to the Strait of Gibraltar and Spain—in a story encompassing sensuality and cruelty, love and betrayal, and life and death. Teresa Mendoza's boyfriend is a drug smuggler who the narcos of Sinaloa, Mexico, call “the king of the short runway,” because he can get a plane full of coke off the ground in three hundred yards. But in a ruthless business, life can be short, and Teresa even has a special cell phone that Guero gave her along with a dark warning. If that phone rings, it means he's dead, and she'd better run, because they're coming for her next. Then the call comes. In order to survive, she will have to say goodbye to the old Teresa, an innocent girl who once entrusted her life to a pinche narco smuggler. She will have to find inside herself a woman who is tough enough to inhabit a world as ugly and dangerous as that of the narcos—a woman she never before knew existed. Indeed, the woman who emerges will surprise even those who know her legend, that of the Queen of the South. *Origins How Earth's History Shaped Human History* [Basic Books](#) A New York Times-bestselling author explains how the physical world shaped the history of our species When we talk about human history, we often focus on great leaders, population forces, and decisive wars. But how has the earth itself determined our destiny? Our planet wobbles, driving changes in climate that forced the transition from nomadism to farming. Mountainous terrain led to the development of democracy in Greece. Atmospheric circulation patterns later on shaped the progression of global exploration, colonization, and trade. Even today, voting behavior in the south-east United States ultimately follows the underlying pattern of 75 million-year-old sediments from an ancient sea. Everywhere is the deep imprint of the planetary on the human. From the cultivation of the first crops to the founding of modern states, *Origins* reveals the breathtaking impact of the earth beneath our feet on the shape of our human civilizations. *The Roman Revolution* [OUP Oxford](#) The Roman Revolution is a profound and unconventional treatment of a great theme - the fall of the Republic and the decline of freedom in Rome between 60 BC and AD 14, and the rise to power of the greatest of the Roman Emperors, Augustus. The transformation of state and society, the violent transference of power and property, and the establishment of Augustus' rule are presented in an unconventional narrative, which quotes from ancient evidence, refers seldomly to modern authorities, and states controversial opinions quite openly. The result is a book which is both fresh and compelling. *The Book of Prophecies* [Wipf and Stock Publishers](#) Christopher Columbus returned to Europe in the final days of 1500, ending his third voyage to the Indies not in triumph but in chains. Seeking to justify his actions and protect his rights, he began to compile biblical texts and excerpts from patristic writings and medieval theology in a manuscript known as the *Book of Prophecies*. This unprecedented collection was designed to support his vision of the discovery of the Indies as an important event in the process of human salvation - a first step toward the liberation of Jerusalem and the Holy Land from Muslim domination. This work is part of a twelve-volume series produced by U.C.L.A.'s Center for Medieval and Renaissance Studies which involved the collaboration of some forty scholars over the course of fourteen years. In this volume of the series, Roberto Rusconi has written a complete historical introduction to the *Book of Prophecies*, describing the manuscript's history and analyzing its principal themes. His edition of the documents, the only modern one, includes a complete critical apparatus and detailed commentary, while the facing-page English translations allow Columbus's work to be appreciated by the general public and scholars alike. *The Anabasis of Xenophon* *Debt The First 5,000 Years* [Melville House Publishing](#) Economic history states that money replaced a bartering system, yet there isn't any evidence to support this axiom. Anthropologist Graeber presents a stunning reversal of this conventional wisdom. For more than 5000 years, humans have used elaborate credit systems to buy and sell goods. Since the beginning of the agrarian empires, humans have been divided into debtors and creditors. Through time, virtual credit money was replaced by gold and the system as a whole went into decline. This fascinating history is told for the first time. *On War* *Believer's Bible Commentary Second Edition* [Thomas Nelson](#) Make Bible study a part of your daily life with the thorough yet easy-to-read commentary that turns complicated theology into practical understanding. The second edition of *Believer's Bible Commentary* is a one-volume guide that helps the average reader develop basic knowledge of the Bible. This commentary, written by the late William MacDonald, explores the deeper meanings of every biblical book and tackles controversial issues from a theologically conservative standpoint while also presenting alternative views. Serving as a friendly introduction to Bible study, *Believer's Bible Commentary* gives

clarity and context to scripture in easy-to-understand language. Features: Introductions, notes, and bibliographies for each book of the Bible A balanced approach to linguistic studies and useful application Comments on the text are augmented by practical applications of spiritual truths and by a study of typology, where appropriate Colorful maps of the Holy Land and other useful study helps Can be used with any Bible translation but is best used with the New King James version Negative Dialectics [Routledge](#) This is the first British paperback edition of this modern classic written by one of the towering intellectual of the twentieth century. Theodor Adorno (1903-69) was a leading member of the Frankfurt School. His books include The Jargon of Authenticity, Dialectic of Enlightenment (with Max Horkheimer), and Aesthetic Theory Nature Inside A biophilic design guide [Routledge](#) Written by a leading proponent of biophilic design, this is the only practical guide to biophilic design principles for interior designers. Describing the key benefits, principles and processes of biophilic design, Nature Inside illustrates the implementation of biophilic design in interior design practice, across a range of international case studies - at different scales, and different typologies. Starting with the principles of biophilic design, and the principles and processes in practice, the book then showcases a variety of interior spaces - residential, retail, workplace, hospitality, education, healthcare and manufacturing. The final chapter looks 'outside the walls', giving a case study at the campus and city scale. With practical guidance and real-world solutions that can be directly-applied in day-to-day practice, this is a must-have for designers interested in applying biophilic principles. The History of the Indies of New Spain [University of Oklahoma Press](#) An unabridged translation of a 16th century Dominican friar's history of the Aztec world before the Spanish conquest, based on a now-lost Nahuatl chronicle and interviews with Aztec informants. Duran traces the history of the Aztecs from their mythic origins to the destruction of the empire, and describes the court life of the elite, the common people, and life in times of flood, drought, and war. Includes an introduction and annotations providing background on recent studies of colonial Mexico, and 62 b&w illustrations from the original manuscript. Annotation c. by Book News, Inc., Portland, Or. De Institutione Oratoria, Libri Duodecim Carthage [Wiley-Blackwell](#) Carthage, now a ruin on the north coast of Africa, was the capital of one of the ancient world's most powerful empires. Secret Report on the Cuban Revolution [Transaction Pub](#) Currently living in Spain, Carlos Montaner is surely one of the leading authorities on Cuba writing today. His volume on the Secret Report on the Cuban Revolution is a documentary analysis of Cuban participation in the world scene and also analyzes the character of social change within Cuba in the past two decades. This is one of the very few books which has attempted to place in a twenty-year perspective the Castro Revolution, without the conventional apologetics, either pro or anti, so characteristic of the writing in this field. Whether describing Cuban adventures in Africa or Castro repression of dissent at home, this work is informed by precise information unused by any other writer on the subject. Montaner's book is also more than ethnography or reportage. It is based on a thorough-going appreciation of the Cuban Revolution as a military revolution and of the military as the spine of the entire system, linking Cuban domestic and foreign affairs and giving substance to its claims as a mini world power. At the same time, this raises the possibility of a new formation of dependency--military dependency--that makes Cuba even more closely bound to Soviet affairs than the rest of Latin America is to American affairs. The volume is a provocative and significant contribution to the current debates on the nature of the Cuban Revolution--one that will form a central part of these debates in the years ahead.