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HAILIE RAMOS

The Deaths of Hintsä BRILL
 Novelist Ngugi wa Thiong'o has been a force in African literature for decades: Since the 1970s, when he gave up the English language to commit himself to writing in African languages, his foremost concern has been the critical importance of language to
Tradition and Change in Ethiopia
 Cambridge University Press
 Start with No offers a contrarian, counterintuitive system for negotiating any kind of deal in any kind of situation—the purchase of a new house, a multimillion-dollar business deal, or where to take the kids for dinner. Think a win-win solution is the best way to make the deal? Think again. For years now,

win-win has been the paradigm for business negotiation. But today, win-win is just the seductive mantra used by the toughest negotiators to get the other side to compromise unnecessarily, early, and often. Win-win negotiations play to your emotions and take advantage of your instinct and desire to make the deal. Start with No introduces a system of decision-based negotiation that teaches you how to understand and control these emotions. It teaches you how to ignore the siren call of the final result, which you can't really control, and how to focus instead on the activities and behavior that you can and must control in order to successfully negotiate with the pros. The best negotiators: * aren't interested in "yes"—they prefer "no" * never, ever rush to close, but always let the other side feel comfortable and secure * are never needy; they take advantage of the

other party's neediness * create a "blank slate" to ensure they ask questions and listen to the answers, to make sure they have no assumptions and expectations * always have a mission and purpose that guides their decisions * don't send so much as an e-mail without an agenda for what they want to accomplish * know the four "budgets" for themselves and for the other side: time, energy, money, and emotion * never waste time with people who don't really make the decision Start with No is full of dozens of business as well as personal stories illustrating each point of the system. It will change your life as a negotiator. If you put to good use the principles and practices revealed here, you will become an immeasurably better negotiator.

Start with No Ballantine Books

This book examines the rise and fall of the Ethio-Eritrean federation which existed from 1952 to 1962. The author argues that the federation was abolished by Eritrean social and political forces rather than by Ethiopia. The UN imposed federation and its constitution was doomed to fail, as these were foreign to Eritrean and Ethiopian conceptions of power.

Getting the Question Right HSRC Publishers

In 1921, five years after the appearance of his comprehensive paper on general relativity and twelve years before he left Europe permanently to join the Institute for Advanced Study, Albert Einstein visited Princeton University, where he delivered the Stafford Little Lectures for that year. These four lectures constituted an overview of his then-controversial theory of relativity. Princeton University Press made the lectures available under the title *The Meaning of Relativity*, the first book by Einstein to be produced by an American

publisher. As subsequent editions were brought out by the Press, Einstein included new material amplifying the theory. A revised version of the appendix "Relativistic Theory of the Non-Symmetric Field," added to the posthumous edition of 1956, was Einstein's last scientific paper.

Ethiopian Literature in Amharic Nordic Africa Institute

The man who first brought love to the classroom offers a postgraduate course for people in every kind of relationship and for those who yearn for love. In powerful short takes, Leo Buscaglia turns the light of his wisdom on every facet of the priceless jewel of love and discusses: Love that is more than a comfort zone; Creating an "Us" without destroying the "Me;" The value of differences, and so much more. These challenging lessons in loving will enrich your life for as long as you live.

Born for Love Currency

This book is a comprehensive analysis of the country's political history over the past three decades.

Some Political Writings Routledge

"In 1996, as South Africa's Truth and Reconciliation Commission was beginning its hearings, Nicholas Gcaleka, a healer/diviner from the town of Butterworth in the Eastern Cape province of South Africa, set off on a journey to retrieve the skull of Hintsisa, the Xhosa king. Hintsisa had been killed by British troops on the banks of the Nqabarha River over a century and a half before and, it was widely believed, been beheaded. From a variety of quarters including the press, academia and Xhosa traditional leadership Gcaleka's mission was mocked and derided. Following the tracks of Nicholas Gcaleka, author Lalu explores the reasons for the almost incessant laughter that accompanied

these journeys into the past. He suggests that the sources of derision can be found in the modes of evidence established by colonial power and the way they elide the work of the imagination. These forms and structures of knowledge in the discipline of history later sustained the discourse of apartheid. *The Deaths of Hints* argues for a post-colonial critique of apartheid and for new models for writing histories. It offers a reconceptualisation of the colonial archive and suggests a blurring of the distinction between history and historiography as a way to set to work on forging a history after apartheid."-- Publisher's website.

[The Nurenebi File \(English\)](#) Princeton University Press

This is the first complete English translation of Bealu Girma's classic. Originally published in 1983 in Ethiopia, the novel served as a critical account of the Red Star Campaign, the Communist Derg government's attempt at a final comprehensive victory over the secessionist rebellion in Eritrea. A passionate and turbulent story of love and war, Oromay mocked high-level members of Ethiopia's communist regime and criticized the Derg's actions in Eritrea. The criticism contained in this incisive political allegory put Bealu in considerable danger owing to the repressive environment in which it was published. The novel was almost immediately banned after publication. Government officials attempted to confiscate all available copies but bootleg versions continued to circulate. In the aftermath, Bealu was fired from his job in Ethiopia's Ministry of Information and a few months later disappeared. It is generally believed that he was abducted and killed on the orders of government officials in

retaliation for Oromay. Bealu's life had a dramatic arc of its own. Born in rural Ethiopia to an Ethiopian mother and Indian father, he was a graduate of Addis Ababa University and later studied journalism in the United States. In addition to serving as editor of several of Ethiopia's most respected magazines and newspapers (including *Addis Zemen* and *The Ethiopian Herald*) he also worked as a civil servant in Ethiopia's Ministry of Information. This position allowed him access to government officials during both the Imperial and Communist governments. Prior to Oromay, he wrote five other popular and critically-acclaimed Amharic-language novels: *Beyond the Horizon*, *The Bell of Conscience*, *The Call of the Red Star*, *Haddis*, and *The Author*. His integrity as a journalist, courageous criticism of repressive regimes, and martyrdom to the cause of literary freedom make him a significant figure in modern Ethiopian history and Amharic literature.

Oromay Basic Civitas Books

"This book reveals the many creative solutions an African society found for problems that people encounter when they try to establish a democratic system of governing their affairs. In much of what has been written about Africa ... Little is ever shown of indigenous African democratic systems, under which there is distribution of authority and responsibility across various strata of society, and where warriors are subordinated to deliberative assemblies, customary laws are revised periodically by a national convention, and elected leaders are limited to a single eight-year terms of office and subjected to public review in the middle of their term. All these ideals and more are enshrined in the five-century old constitution of the Oromo of Ethiopia,

which is the subject matter of this book. In this book, Legesse brings into sharp focus the polycephalous or "multi-headed" system of government of the Oromo, which is based on clearly defined division of labor and checks and balances between different institutions. Revealing the inherent dynamism and sophistication of this indigenous African political system, Legasse also shows in clear and lucid language that the system has had a long and distinguished history, during which the institutions changed by deliberate legislation, and evolved and adapted with time."--Amazon.com.

Gada: Three Approaches to the Study of African Society New York : Free Press

This volume studies the architecture and urbanism of modern-era Italian colonialism (1869-1943) as it sought to build colonies in North and East Africa and the eastern Mediterranean. Mia Fuller follows, not only the design of the physical architecture, but also the development of colonial design theory,

based on the assumptions made about the colonized, and also the application of modernist theory to both Italian architecture and that of its colonies.

Moderns Abroad is the first book to present an overview of Italian colonial architecture and city planning. In chronicling Italian architects' attempts to define a distinctly Italian colonial architecture that would set Italy apart from Britain and France, it provides a uniquely comparative study of Italian colonialism and architecture that will be of interest to specialists in modern architecture, colonial studies, and Italian studies alike.

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