

Negotiate Like A Phoenician

Negotiate Like a Phoenician St. Nicholas Quarterly Statement Industrial Magazine Palestine Exploration Fund A Catalogue of the Cyprus Museum with a Chronicle of Excavations Undertaken Since the British Occupation and Introductory Notes on Cypriote Archaeology by -- and Max Ohnefalsch-Richter A Catalogue of the Cyprus Museum with a Chronicle of Excavations Undertaken Since the British Occupation and Introductory Notes on Cypriote Archaeology Quarterly Statement - Palestine Exploration Fund The Phoenician Origin of Britons, Scots & Anglo-Saxons The Independent The Draftsman Inland Printer, American Lithographer Palestine Exploration Quarterly The Phoenicians and the West Phoenicia The Encyclopaedia Britannica The Encyclopaedia Britannica: A to Aus Phoenicians The Encyclopædia Britannica The Encyclopaedia Britannica Habib Chamoun-Nicolás Mary Mapes Dodge Palestine Exploration Fund John Linton Myres Sir John Linton Myres Palestine Exploration Fund Laurence Austine Waddell Maria Eugenia Aubet J. Brian Peckham Hugh Chrisholm Glenn Markoe

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between the eighth and sixth centuries bc the phoenicians established the first trading system in the mediterranean basin from their homeland in what is now lebanon to colonies in cyprus tunisia sicily sardinia and southern spain the phoenician state was able to maintain its

independence despite the territorial expansion of the assyrians in return for tribute provided by its western colonies archaeological research over the past decades and still ongoing has transformed our understanding of these colonies and their relationship to local communities this updated version of maria eugenia aubet s highly praised book the phoenicians and the west originally published in english in 1993 incorporates more recent research findings an expanded bibliography and an appendix on radiometric dating it will be welcomed by scholars and students of mediterranean history and archaeology and anyone interested in early trading systems

phoenicia has long been known as the homeland of the mediterranean seafarers who gave the greeks their alphabet but along with this fairly well known reality many mysteries remain in part because the record of the coastal cities and regions that the people of phoenicia inhabited is fragmentary and episodic in this magnum opus the late brian peckham examines all of the evidence currently available to paint as complete a portrait as is possible of the land its history its people and its culture in fact it was not the phoenicians but the canaanites who invented the alphabet what distinguished the phoenicians in their turn was the transmission of the alphabet which was a revolutionary invention to everyone they met the phoenicians were traders and merchants the tyrians especially thriving in the back and forth of barter in copper for levantine produce they were artists especially the sidonians known for gold and silver masterpieces engraved with scenes from the stories they told and which they exchanged for iron and eventually steel and they were builders like the byblians who taught the alphabet and numbers as elements of their trade when the greeks went west the phoenicians went with them italy was the first destination settlements in spain eventually followed but carthage in north africa was a uniquely phoenician foundation the atlantic spanish settlements retained their phoenician character but the mediterranean settlements in spain sicily sardinia and malta were quickly converted into resource centers for the north african colony of carthage a colony that came to eclipse the influence of the levantine coastal city states an emerging independent western phoenicia left tyre free to consolidate its hegemony in the east it became the sole west asiatic agent of the assyrian empire but then the babylonians let it all slip away and the persians intent on war and world domination wasted their own and everyone s time trying to dominate the irascible and indomitable greeks the punic west carthage made the same mistake until it was handed off to the romans but phoenicia had been born in a greek matrix and in time had the sense and good grace to slip quietly into the dominant and sustaining occidental culture this complicated history shows up in episodes and anecdotes along a frangible and fractured timeline individual men and women come forward in their artifacts amulets or seals there are king lists and alliances companies and city assemblies years or centuries are skipped in the twinkling of any eye and only occasionally recovered phoenicia like all history is a construct a product of historiography an answer to questions the

history of phoenicia is the history of its cities in relationship to each other and to the peoples cities and kingdoms who nourished their curiosity and their ambition it is written by deduction and extrapolation by shaping hard data into malleable evidence by working from the peripheries of their worlds to the centers where they lived by trying to uncover their mentalities plans beliefs suppositions and dreams in the residue of their products and accomplishments for this reason the subtitle episodes and anecdotes from the ancient mediterranean is a particularly appropriate description of peckham s masterful posthumous volume the fruit of a lifetime of research into the history and culture of the phoenicians

another peoples of the past book this richly illustrated book traces the phoenician civilization from the late bronze age c 1550 b c to the start of the hellenistic period c 300 b c

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