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## Revelatory Events Three Case Studies Of The Emerge

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*Natural Born Seer* Oxford University Press

Internationally respected scholar Richard Bauckham offers a brief, engaging study of divine revelation in Scripture. He probes the deep meaning of well-known moments in the biblical story in order to address the key question the Bible is designed to answer: Who is God? Accessible for laypeople and important to scholars, this volume begins by exploring three key events in the Bible in which God is revealed: Jacob's dream at Bethel (the revelation of the divine presence), Moses at the burning bush (the revelation of the divine

Name), and Moses on Mount Sinai (the revelation of the divine character). From there, Bauckham shows how the New Testament builds on these Old Testament passages by exploring three revelatory events in Mark's Gospel, events that reveal the Trinity: Jesus's baptism, transfiguration, and crucifixion.

### The Craft of Ritual Studies SAGE

Lewis makes a compelling argument that businesses must look beyond their own internal view of how something is sold, to the external reality of how customers actually buy. He asserts that no one buys anything because of a sales process; customers only buy because of their own buying process. And so, for all those whose livelihood depends upon successful revenue generation, the only rational course of action is to positively influence and effectively manage the end-to-end customer-buying journey. The simple

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failure of mousetrap logic—that is, the quality of the product or value proposition of the service is sufficient to convince customers to make a purchase—is at the heart of most revenue generation challenges today. How Customers Buy...and Why They Don't shows that vendors are too often trying to solve the wrong problem, because customers actually do "get it," they just don't buy it. The book starts by explaining Outside-in Revenue Generation. It then decodes the six elements of the Customer Buying Journey DNA. It defines the nine Buying Concerns, any one of which can derail a purchase. It unveils the deceptively simple and elegant 4Q Buying Style Quadrant that unlocks the intricacies of how buyers actually think. The second section of the book explains what you can do about customers not buying your products or services. It reveals that there are only four things—Sales and Marketing Imperatives—that can be done to positively impact the market. It goes on to walk the reader through the development of the Market Engagement Strategy. The final section of the book translates the five components of the Market Engagement Strategy into actionable sales and marketing behaviors.

Medieval Crossover SAGE Publications

The sacred and the secular in medieval literature have too often been perceived as opposites, or else relegated to separate but unequal spheres. In *Medieval Crossover: Reading the Secular against the*

*Sacred*, Barbara Newman offers a new approach to the many ways that sacred and secular interact in medieval literature, arguing that (in contrast to our own cultural situation) the sacred was the normative, unmarked default category against which the secular always had to define itself and establish its niche. Newman refers to this dialectical relationship as "crossover"—which is not a genre in itself, but a mode of interaction, an openness to the meeting or even merger of sacred and secular in a wide variety of forms. Newman sketches a few of the principles that shape their interaction: the hermeneutics of "both/and," the principle of double judgment, the confluence of pagan material and Christian meaning in Arthurian romance, the rule of convergent idealism in hagiographic romance, and the double-edged sword in parody. *Medieval Crossover* explores a wealth of case studies in French, English, and Latin texts that concentrate on instances of paradox, collision, and convergence. Newman convincingly and with great clarity demonstrates the widespread applicability of the crossover concept as an analytical tool, examining some very disparate works. These include French and English romances about Lancelot and the Grail; the mystical writing of Marguerite Porete (placed in the context of lay spirituality, lyric traditions, and the Romance of the Rose); multiple examples of parody (sexually obscene, shockingly anti-Semitic, or cleverly litigious); and René of Anjou's two allegorical dream visions. Some of these texts are scarcely known to medievalists; others are rarely studied together. Newman's originality in her choice of these primary works will inspire new questions and set in motion new fields of exploration for medievalists working in a large variety of disciplines, including literature, religious studies, history, and cultural studies.

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## Building Blocks of Religion Smith Research Associates

A study of the 20th century scholar-lama, Dudjom Jigdral Yeshe Dorje Rinpoche's writings on the tantric deity, Vajrakāya, the most popular Nyingma deity, whose tantras and ritual practices stem from the earliest formulations of Tibetan tantric Buddhism, and who is closely connected with the culture heroes and founding fathers of the Nyingmapa.

Under the Banner of Heaven Princeton

University Press

What is religion? -- What causal powers does religion produce? -- How does religion work? -- Why are humans religious? -- What is religion's future?

**How God Becomes Real** Princeton University Press

This is the biography of a contested memory, how it was born, grew, changed the world, and was changed by it. It's the story of the story of how the Church of Jesus Christ of Latter-day Saints began. Joseph Smith, the church's founder, remembered that his first audible prayer, uttered in spring of 1820 when he was about fourteen, was answered with a vision of heavenly beings. Appearing to the boy in the woods near his parents' home in western New York State, they told Smith that he was forgiven and warned him that Christianity had gone astray. Smith created a rich and controversial historical record by narrating and documenting this event repeatedly. In *First Vision*, Steven C. Harper shows how Latter-day Saints (beginning with Joseph Smith) and others have remembered this experience and rendered it meaningful. When and why and how did Joseph Smith's first vision, as saints know the event, become their seminal story? What challenges

did it face along the way? What changes did it undergo as a result? Can it possibly hold its privileged position against the tides of doubt and disbelief, memory studies, and source criticism—all in the information age? Steven C. Harper tells the story of how Latter-day Saints forgot and then remembered accounts of Smith's experience and how Smith's 1838 account was redacted and canonized. He explores the dissonance many saints experienced after discovering multiple accounts of Smith's experience. He describes how, for many, the dissonance has been resolved by a reshaped collective memory.

**Joseph Smith** SAGE Publications

With *England's Great Transformation*, Marc W. Steinberg throws a wrench into our understanding of the English Industrial Revolution, largely revising the thesis at heart of Karl Polanyi's landmark *The Great Transformation*. The conventional wisdom has been that in the nineteenth century, England quickly moved toward a modern labor market where workers were free to shift from employer to employer in response to market signals. Expanding on recent historical research, Steinberg finds to the contrary that labor contracts, centered on insidious master-servant laws, allowed employers and legal institutions to work in tandem to keep employees in line. Building his argument on

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three case studies—the Hanley pottery industry, Hull fisheries, and Redditch needlemakers—Steinberg employs both local and national analyses to emphasize the ways in which these master-servant laws allowed employers to use the criminal prosecutions of workers to maintain control of their labor force. Steinberg provides a fresh perspective on the dynamics of labor control and class power, integrating the complex pathways of Marxism, historical institutionalism, and feminism, and giving readers a subtle yet revelatory new understanding of workplace control and power during England's Industrial Revolution.

*Embedded Case Study Methods* University of Chicago Press

Founder of the largest indigenous Christian church in American history, Joseph Smith published the 584-page Book of Mormon when he was twenty-three and went on to organize a church, found cities, and attract thousands of followers before his violent death at age thirty-eight. Richard Bushman, an esteemed cultural historian and a practicing Mormon, moves beyond the popular stereotype of Smith as a colorful fraud to explore his personality, his relationships with others, and how he received revelations. An arresting narrative of the birth of the Mormon Church, *Joseph Smith: Rough Stone Rolling* also brilliantly evaluates the

prophet's bold contributions to Christian theology and his cultural place in the modern world.

**The Body of Faith** Mohr Siebeck

The story begins in Jerusalem in 70 AD as Abraham the Temple scribe flees the destruction of his home. Two thousand years and a hundred generations later, another Abraham perishes, immolated in the fires of the Warsaw Ghetto.

*How Customers Buy...& Why They Don't* SAGE

Joseph Smith survives today as one of nineteenth-century America's most controversial religious figures. He claimed visions of angels, dictated a lost record of the ancient inhabitants of the New World, announced new revelations from heaven, and restored what he believed was an ancient yet more complete form of Christianity, over which he presided as prophet, seer, and revelator until his death in 1844. A child of impoverished Yankees, raised in rural New England and New York, Smith grew up in a hardscrabble frontier culture that embraced a spectrum of competing folkways, religious fervor, and intellectual thought. He was both a product of his times and a syncretic innovator of a compelling vision for God's people. Perhaps more importantly, he was the self-proclaimed herald of Christ's imminent return, called by the Father to reveal the

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fullness of the Christian gospel for the last of Christ, known today as the Church of Jesus time. As prize-winning historian Richard S. Van Wagoner narrates the first twenty-five years of Smith's life, the young seer struggled with his family through a series of roller-coaster hardships, eventually securing work as a scribe of lost treasure and money digger. In the wake of successive failures, including run-ins with the law, Smith's glass-looking activities gave way to more religiously oriented pursuits, especially after a heavenly messenger showed him the location of buried golden plates containing a pre-Columbian story of the Americas and charged him with the record's decipherment and publication. Smith also learned, following another extraordinary vision, that his sins had been remitted, that humanity was in a state of apostasy, and that Jesus would soon return to the earth. After eloping with Emma Hale, much to her skeptical father's chagrin, the couple settled down to complete work on what would appear for sale in early 1830 as the Book of Mormon. By this time, Smith had begun to shoulder more fully the prophet's mantle, issuing proclamations in God's own voice, and on April 6, 1830, organized the Church of Christ of Latter-day Saints. "I treat the early years of the Mormon prophet as I would approach an archaeological dig," Van Wagoner explains. "The deepest levels, those deposited first and least contaminated by subsequent accumulates, are of primary interest in my pursuit of the historical Joseph. Mindful of the prophet's controversial reputation, I try to remain sensitive to the impact that some of the more problematic elements of his behavior may have on believers. But truth is often best evidenced in the detail." Van Wagoner's meticulously researched study offers more detail than any previously published biography of Smith, and provides what may be the most culturally nuanced analysis ever attempted of the early years of the American prophet.

**Dudjom Rinpoche's Vajrak Laya Works** Princeton University Press

"Profound and revelatory, Racial Innocence tackles head-on the insidious grip of white supremacy on our communities and how we all might free ourselves from its predation. Tanya Katerí Hernández is fearless and brilliant . . . What fire!"—Junot Díaz  
The first comprehensive book about anti-Black bias in the Latino community that unpacks the

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misconception that Latinos are "exempt" from racism due to their ethnicity and multicultural background. Racial Innocence will challenge what you thought about racism and bias and demonstrate that it's possible for a historically marginalized group to experience discrimination and also be discriminatory. Racism is deeply complex, and law professor and comparative race relations expert Tanya Katerí Hernández exposes "the Latino racial innocence cloak" that often veils Latino complicity in racism. As Latinos are the second-largest ethnic group in the US, this revelation is critical to dismantling systemic racism. Basing her work on interviews, discrimination case files, and civil rights law, Hernández reveals Latino anti-Black bias in the workplace, the housing market, schools, places of recreation, the criminal justice system, and Latino families. By focusing on racism perpetrated by communities outside those of White non-Latino people, Racial Innocence brings to light the many Afro-Latino and African American victims of anti-Blackness at the hands of other people of color. Through exploring the interwoven fabric of discrimination and examining the cause of these issues, we can begin to move toward a more egalitarian society.

Divine Teaching and the Way of the World University of Chicago Press

The Utah War—an unprecedented armed confrontation between Mormon-controlled Utah Territory and the U.S. government—was the most extensive American military action between the U.S.-Mexican and Civil Wars. Drawing on author-editor William P.

MacKinnon's half-century of research and a wealth of carefully selected new material, *At Sword's Point* presents the first full history of the conflict through the voices of participants—leaders, soldiers, and civilians from both sides. MacKinnon's lively narrative, continued in this second volume, links and explains these firsthand accounts to produce the most detailed, in-depth, and balanced view of the war to date. *At Sword's Point, Part 2* carries the story of the Utah War from the end of 1857 to the conclusion of hostilities in June 1858, when Brigham Young was replaced as territorial governor and almost one-third of the U.S. Army occupied Utah. Through the testimony of Mormon and federal leaders, combatants, emissaries, and onlookers, this second volume describes the war's final months and uneasy resolution. President James Buchanan and his secretary of war, John B. Floyd, worked to break a political-military stalemate in Utah, while Mormon leaders prepared defensive and aggressive countermeasures ranging from an attack on Forts Bridger and Laramie to the "Sebastopol Strategy" of evacuating and torching Salt Lake City and sending 30,000 Mormon refugees on a mass exodus and fighting retreat toward Mexican Sonora. Thomas L. Kane, self-appointed intermediary and Philadelphia humanitarian, sought a peaceful conclusion to the conflict, which ended with the arrival in Utah of President Buchanan's two official peace commissioners, the president's blanket pardon for Utah's population, and the army's peaceful march into the Salt Lake Valley. MacKinnon's narrative weaves a panoramic yet intimate view of a turning

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point in western, Mormon, and American history far bloodier than previously understood. With its sophisticated documentary analysis and insight, this work will stand as the definitive history of the complex, consequential, and still-debated Utah War.

**Christian Prophecy** Oxford University Press

Many people believe in angels and evil spirits, and popular culture abounds in talk about encounters with such entities. Yet the question of the existence of such spirits is ignored in the academy. Even the Christian Church, which one might expect to show keen interest in transcendent realities, does not appear to be paying much attention. In this book Phillip Wiebe defends the plausibility of the traditional Christian claim that spirits are real. Wiebe examines descriptions of encounters with both good and evil transcendent beings in biblical times and in later Christian history, along with recent accounts of similar experiences. He argues that invisible beings can be postulated to explain events just as unobservable objects are postulated in many scientific theories. Beyond supporting claims for the existence of lesser spirits such as demons and angels, this empirical approach yields important results for assessing common arguments surrounding the existence of God - a question that has become artificially separated from the question of spirits as such. Grounding his argument in a wide range of phenomena - from near death experiences to demonic possession - Wiebe offers a sophisticated case for belief in God on philosophical and epistemological grounds.

Christ and Revelatory Community in Bonhoeffer's Reception of Hegel Princeton University Press

The Sixth Edition of Robert K. Yin's bestseller provides a complete portal to the world of case study research. Offering comprehensive coverage of the design and use of the case study method in addition to an integration of applications, the book gives readers access to exemplary case studies drawn from a wide variety of academic and applied fields. The integration of applications will enable users to see more directly how concrete case studies can implement the principles of case study research methods.

*Social Science Research* Oxford University Press on Demand

Philip L. Barlow analyzes the approaches taken to the Bible by key Mormon leaders, from founder Joseph Smith up to the present day. This edition includes an updated preface and bibliography.

**American Scriptures** Vintage

In an embedded case study, the starting and end point is the comprehension of the case as a whole in its real-world context. This book bridges the gap between quantitative and qualitative approaches to complex problems when using this methodology.

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*Ancient Religions, Modern Politics* Princeton University Press

Santería is an African-inspired, Cuban diaspora religion long stigmatized as witchcraft and often dismissed as superstition, yet its spirit- and possession-based practices are rapidly winning adherents across the world. Aisha M. Beliso-De Jesús introduces the term "copresence" to capture the current transnational experience of Santería, in which racialized and gendered spirits, deities, priests, and religious travelers remake local, national, and political boundaries and reconfigure notions of technology and transnationalism. Drawing on eight years of ethnographic research in Havana and Matanzas, Cuba, and in New York City, Miami, Los Angeles, and the San Francisco Bay area, Beliso-De Jesús traces the phenomenon of copresence in the lives of Santería practitioners, mapping its emergence in transnational places and historical moments and its ritual negotiation of race, imperialism, gender, sexuality, and religious travel. Santería's spirits, deities, and practitioners allow digital technologies to be used in new ways, inciting unique encounters through video and other media. Doing away with traditional perceptions of Santería as a static, localized practice or as part of a mythologized "past," this book emphasizes the

religion's dynamic circulations and calls for nontranscendental understandings of religious transnationalisms.

**Who Is God?** Anchor

This book is designed to introduce doctoral and graduate students to the process of conducting scientific research in the social sciences, business, education, public health, and related disciplines. It is a one-stop, comprehensive, and compact source for foundational concepts in behavioral research, and can serve as a stand-alone text or as a supplement to research readings in any doctoral seminar or research methods class. This book is currently used as a research text at universities on six continents and will shortly be available in nine different languages.

Applications of Case Study Research Equinox Publishing (UK)

The hard work required to make God real, how it changes the people who do it, and why it helps explain the enduring power of faith. How do gods and spirits come to feel vividly real to people—as if they were standing right next to them? Humans tend to see supernatural agents everywhere, as the cognitive science of religion has shown. But it isn't easy to maintain a sense that there are invisible spirits who care about you. In *How God Becomes Real*, acclaimed anthropologist and scholar of religion T. M.

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Luhmann argues that people must work incredibly hard to make gods real and that this effort—by changing the people who do it and giving them the benefits they seek from invisible others—helps to explain the enduring power of faith. Drawing on ethnographic studies of evangelical Christians, pagans, magicians, Zoroastrians, Black Catholics, Santeria initiates, and newly orthodox Jews, Luhmann notes that none of these people behave as if gods and spirits are simply there. Rather, these worshippers make strenuous efforts to create a world in which invisible others matter and can become intensely present and real. The faithful accomplish this through detailed stories, absorption, the cultivation of inner senses, belief in a porous mind, strong sensory experiences, prayer, and other practices. Along the way, Luhmann shows why faith is harder than belief, why prayer is a metacognitive activity like therapy, why becoming religious is like getting engrossed in a book, and much more. A fascinating account of why religious practices are more powerful than religious beliefs, *How God Becomes Real* suggests that faith is resilient not because it provides

intuitions about gods and spirits—but because it changes the faithful in profound ways. *England's Great Transformation* Oxford University Press  
Annotation Ann Taves addresses the subject of religious experience directly and the problems of reductionism and humanistic fears of the sciences indirectly and by example. The orientation of this book is practical more than philosophical.