

## Contents

List of contributors	vii
Acknowledgments	viii
<b>Overview:</b> A rationale for needs analysis and needs analysis research <i>Michael H. Long</i>	1
<b>I Methodological issues</b>	
Chapter 1 Methodological issues in learner needs analysis <i>Michael H. Long</i>	19
<b>II The public sector</b>	
Chapter 2 Language needs analysis at the societal level <i>Richard D. Brecht &amp; William. P. Rivers</i>	79
Chapter 3 Foreign language needs assessment in the US military <i>John A. Lett</i>	105
<b>III The occupational sector</b>	
Chapter 4 Sources, methods and triangulation in needs analysis: A critical perspective in a case study of Waikiki hotel maids <i>Rebeca Jasso-Aguilar</i>	127
Chapter 5 Foreign language need of business firms <i>Sonja Vandermeeren</i>	159
Chapter 6 Evaluating the use of multiple sources and methods in needs analysis: A case study of journalists in the Autonomous Community of Catalonia (Spain) <i>Roger Gilabert</i>	182
Chapter 7 “Feet speak louder than the tongue”: A preliminary analysis of language provisions for foreign professional footballers in the Netherlands <i>Eric Kellerman, Hella Koonen, &amp; Monique van der Haagen</i>	200

