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Management



Management and
Leadership

Strategic Management

Human Resources
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International Business

Organizational Studies

Healthcare
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Governance

Business Law

Business Ethics

Green Business

Applied and
Managerial Economics

Innovation and
Entrepreneurship

Decision Science

Technology
Management

Business History

2008

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Message from the Editors

Cambridge University Press has established a well-regarded publishing programme, attracting many prestigious authors from within the field of Business and Management.

We are currently undergoing a significant expansion and are committed to publishing the highest quality monographs, handbooks, student textbooks, as well as books for the reflective practitioner.

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Proposals may be sent to: Paula Parish, Commissioning Editor, Business and Management (pparish@cambridge.org)



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Further information about Management titles: Graham Robertson (groberson@cambridge.org)

All other enquiries: phone +44 (0) 1223 312393 or email information@cambridge.org

Prices and publication dates are correct at the time of going to press but are subject to alteration without notice.

Management and Leadership

Leading in the Top Team

The CXO Challenge

Edited by Preston Bottger

IMD International, Lausanne

CXO is the collective name given to that expanding class of corporate executives whose title begins with the word 'chief' and ends with the word 'officer'. *Leading in the Top Team* explores the leadership contributions required from the CEO, and by chiefs of other key business functions, including finance, marketing, sales, supply chain, manufacturing, IT, R&D, HR, governance, communications and the strategic business unit. Leadership in each of these areas is examined by looking at its history, current challenges facing the CXO, how each function needs to work with other key areas, and likely future developments. The focus throughout is to provide practical advice based on the actions and decisions of real leaders in a range of roles and situations. This is an excellent book for giving business leaders, whether current or potential, an overview of the work of leadership and teamwork at the top level of the company.

Contents: Part I. The Business Imperatives; Part II. The CXOs; Part III. The CEO and the Leadership Team – Pulling It All Together.

2008 228 x 152 mm 432pp
38 line diagrams 7 tables 3 graphs
38 figures
978-0-521-85632-4 Hardback £35.00
Publication May 2008

Thought Leadership Meets Business

How business schools can become more successful

Peter Lorange

IMD, Lausanne, Switzerland

Drawing on the experience and wisdom gained by IMD President Peter Lorange over a distinguished career, *Thought Leadership Meets Business* offers significant new insights into the factors that have led to the delivery of high-quality executive education at the

International Institute for Management Development (IMD).

'Business schools have become an international business. Professor Peter Lorange has been at the forefront of this internationalization and his experiences at IMD have given him a unique perspective on anticipating the future of global business and designing business schools accordingly. Senior leaders at the top schools will find this to be an insightful and stimulating book.'

Thomas S. Robertson, Dean, Wharton School, University of Pennsylvania

2008 228 x 152 mm 264pp
11 line diagrams 3 tables 1 graph 11 figures
978-0-521-89722-8 Hardback £25.00

The Business School and the Bottom Line

Ken Starkey

University of Nottingham

and Nick Tiratsoo

University of Nottingham

In recent decades, business schools have become important components of higher education throughout the world. *The Business School and the Bottom Line* charts the history and character of business schools in the light of current debates about the role of universities and the evolution of advanced economies.

'Business schools play a key role in higher education and in the economic institutions that drive modern societies. Yet little systematic scholarship has been devoted to understanding and improving them. Starkey and Tiratsoo fill this gap admirably. They trace business schools' evolution globally; identify the diverse demands facing them today; describe their approaches to teaching and research; and provide reasonable prescriptions for their future success. This book is essential reading for all of us – administrators, faculty, students, and corporate leaders alike – who want (and need) business schools to thrive.'

Thomas G. Cummings, Professor and Chair, Department of Management & Organization, Marshall School of Business, University of Southern California

Contents: List of tables; Acknowledgements; Prologue; 1. Introduction; 2. The development and diffusion of the business school; 3. Business schools in the era of hyper-competition: 'more 'business' and less 'school';

4. Business school education; 5. Business school research; 6. Experiments and innovations; 7. Imaginary MBAs; 8. Business school futures: mission impossible?; Epilogue.

2007 228 x 152 mm 252pp 5 tables
978-0-521-86511-1 Hardback £25.00

Remaking Management

Between Global and Local

Edited by Chris Smith

Royal Holloway, University of London

Brendan McSweeney

Royal Holloway, University of London

and Robert Fitzgerald

Royal Holloway, University of London

Remaking Management examines current theories of change or continuity of work practices in the context of fashionable claims about unstoppable globalization or unmoveable national business systems. This is a rich and wide-ranging resource for graduate students and academics concerned with how organizations are responding to an increasingly complex commercial environment.

'There are two very good reasons why, for all those interested in organisational change and the varieties of capitalism, this is a must buy. Firstly, it demonstrates the usefulness of a multi-level framework in which globalisation, varieties of capitalism and agency at the level of the organisation all matter. Secondly, by focusing on change at the company and workplace level, it provides much needed and up-to-date case studies to inform our teaching and research.'

Jill Rubery FBA, Professor of Comparative Employment Systems and Co-director of the European Work and Employment Research Centre, Manchester Business School

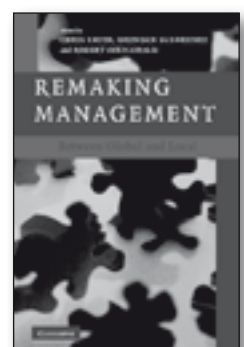
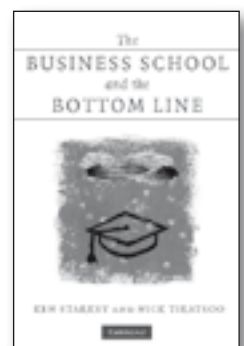
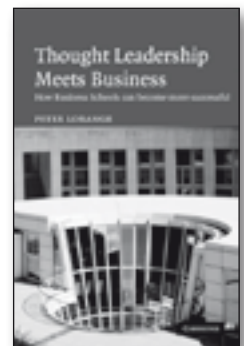
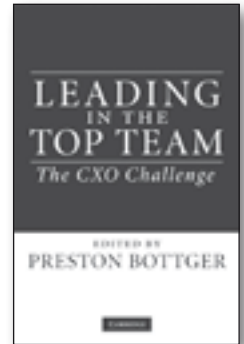
2008 228 x 152 mm 488pp 13 tables
978-0-521-86151-9 Hardback £65.00
Publication May 2008

The Economics and Sociology of Management Consulting

Thomas Armbrüster

Witten/Herdecke University

'This is one of the very best books on management consulting to appear in the last decade. It systematically applies four theoretical perspectives to one of today's fastest and least understood industries. The result is an unusually rich set of insights. The



author is careful not to overstate the general relevance of these insights, but this book will be of considerable value to anyone interested in the broader field of professional services.'

Royston Greenwood, Professor of Strategic Management, University of Alberta, Canada

2006 228 x 152 mm 266pp 10 tables
16 figures
978-0-521-85715-4 Hardback £45.00



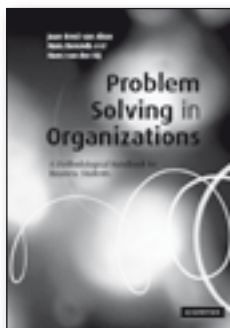
Leading the Sales Force A Dynamic Management Process

René Y. Darmon
ESSEC Business School

'Darmon's treatment of sales force management is both integrative and original. What sets this book apart from others is its thoughtful coverage of descriptive and normative topics and its ability to skillfully convey larger strategic issues, while covering operational and tactical details in everyday decision making. Darmon never loses sight of the problems and opportunities facing sales managers, yet he continually brings the reader back to scientific research upon which his ideas are based and does so in a way that truly educates the reader. This is a splendid book that will be appreciated by managers, students, and researchers.'

Richard P. Bagozzi, University of Michigan

2006 247 x 174 mm 398pp 28 tables
67 figures
978-0-521-84834-3 Hardback £25.00

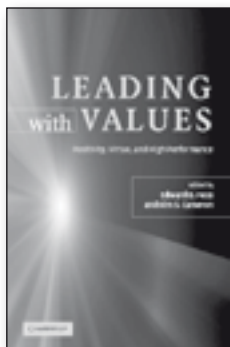


Teaching Management A Field Guide for Professors, Consultants, and Corporate Trainers

James G. S. Clawson
University of Virginia
and Mark E. Haskins
University of Virginia

'I have never understood why the academic world does so little to prepare new faculty members for the most important work they do – teaching. The many insights in this book are gleaned from a career in education and from imparting it to new faculty at the Darden School – known for outstanding educators – and we should all be grateful that so much wisdom has at last been codified.'

Allan R. Cohen, Edward A. Madden Professor and Director of Corporate Entrepreneurship, Babson College



How can every management class be a dynamic, unforgettable experience? This much-needed book distills over half a century of the authors' combined experience as university professors, consultants, and advisors to corporate training departments. It is a lively, hands-on guide to becoming a world-class teacher of management.

2006 228 x 152 mm 508pp 15 figures
978-0-521-86975-1 Hardback £50.00
978-0-521-68986-1 Paperback £22.99

eBook available

Problem Solving in Organizations

A Methodological Handbook for Business Students

Joan Ernst van Aken
Technische Universiteit Eindhoven, Holland

Hans Berends
Technische Universiteit Eindhoven, Holland

and Hans van der Bij
Technische Universiteit Eindhoven, Holland

This concise guide to the design and execution of practical projects in real organizational settings outlines a methodology which is both result-oriented and theory-based. It provides in-depth discussion of the various steps in the process of business problem solving, while examining technical, economic, political and cultural aspects of problems.

'The authors present an integrated design-focused and theory-based methodology to increase problem solving effectiveness. The ideas are interesting and come alive with the use of many examples. Business students, consultants, and thoughtful managers will find it very helpful in strengthening the professional features of their work.'

Chris Argyris, Harvard University

Contents: Preface; **Part I.** Fundamentals: 1. Scope and nature of this book; 2. The business problem solving project; 3. Design-focused business problem solving; 4. Theory-driven business problem solving; **Part II.** The Business Problem Solving Project: 5. Intake and orientation; 6. Theory-driven diagnosis of performance-related business problems; 7. Solution design; 8. Change plan design and the actual change process; 9. Termination, evaluation and reflection; **Part III.** On Methods: 10. Qualitative research methods; 11. Searching and using scientific literature; 12. Quality criteria for analysis results; **Part IV.** Conclusion: 13. Concluding remarks; References; Index.

2007 247 x 174 mm 198pp 14 figures
978-0-521-86976-8 Hardback £25.00

Leading with Values Positivity, Virtue and High Performance

Edited by Edward D. Hess
Emory University

and Kim S. Cameron
University of Michigan

Values-based leadership is based upon honesty, respect, trust and dignity, and it regards every employee within a company as a valued human being. This book shows how leaders can create extraordinary outcomes without sacrificing performance and profits, by acting ethically and virtuously and treating all stakeholders with respect and dignity.

'Great leaders inspire people to be their best. They help us to see the meaning in our work and how we are contributing to a better world. Hess & Cameron have collected fantastic examples, showing that positive values drive results and that being good is good for business. Read it. You'll remember why you were first excited with your work – and maybe find a way to recapture that enthusiasm.'

Professor Richard E. Boyatzis, Departments of Organizational Behavior and Psychology, Case Western Reserve University

Contents: Figures; Tables; Acknowledgements; Introduction; 1. Synovus Financial Corporation: 'Just take care of your people'; 2. FedEx Freight: putting people first; 3. The role of values in high risk organizations; 4. Spirituality and leadership in the Marine Corps; 5. HomeBanc Mortgage Company: 'Quest to become America's most admired company'; 6. Leadership lessons from Sarah: values-based leadership for everyday practice; 7. Leadership values that enable extraordinary success; 8. Principled leadership: a framework for action; 9. Forgiveness as an attribute of leadership; 10. Values and leadership in organizational crisis; 11. Making 'more Mike Stranks': teaching values in the United States Marine Corps; Index.

2006 228 x 152 mm 254pp 6 tables
7 figures
978-0-521-86686-6 Hardback £50.00
978-0-521-68603-7 Paperback £24.99

eBook available

The Politics of Crisis Management

Public Leadership Under Pressure

Arjen Bojn

Rijksuniversiteit Leiden, The Netherlands

Paul t'Hart

Universiteit Utrecht, The Netherlands

Eric Stern

Uppsala universitet, Sweden

and Bengt Sundelius

Uppsala universitet, Sweden

Crisis management has become a defining feature of contemporary governance. Here, in a uniquely comprehensive analysis, the authors examine how leaders deal with the strategic challenges they face in crises, the political risks and opportunities they encounter, the errors they make, the pitfalls they need to avoid.

'This compact monograph should be required reading for anyone who wishes to engage with the institutional implications of extreme natural or political events in the coming decade.'

International Public Management Journal

Herbert A Simon Award for the best book in Public Administration of ASPA. 2007 – Winner

2006 228 x 152 mm 194pp 1 table
3 graphs

978-0-521-84537-3 Hardback £45.00

978-0-521-60733-9 Paperback £16.99

eBook available

FORTHCOMING

Managing to Improve Public Services

Edited by Jean Hartley

University of Warwick

Cam Donaldson

University of Newcastle upon Tyne

Chris Skelcher

University of Birmingham

and Mike Wallace

University of Bath

Public services play a central role in the well-being, sustainability and growth of communities, cities and nations. A group of leading social science and management specialists show how management can be harnessed to improve a range of public services

by examining them through different theoretical lenses.

2008 247 x 174 mm 350 pages 1 halftone 11
line diagrams 18 tables 8 graphs 12 figures

978-0-521-86641-5 Hardback c. £60.00

978-0-521-70827-2 Paperback c. £23.99

Publication October 2008

Myths and Realities of Executive Pay

Ira Kay

Watson Wyatt Worldwide, Washington, DC

and Steven Van Putten

Watson Wyatt Worldwide, Washington, DC

This book answers the question 'Are CEOs overpaid?' It documents the realities of executive pay in the United States and the forces that have shaped pay in recent years. The authors look at how pay relates to corporate performance and provide an approach that drives business success and shareholder value.

2007 228 x 152 mm 278pp 68 tables

978-0-521-87195-2 Hardback £18.99

Strategic Management

Leading Strategic Change

Bridging Theory and Practice

Eric Flamholtz

University of California, Los Angeles

and Yvonne Randle

Why do some companies continue to be successful while others experience difficulties and even failure? In *Leading Strategic Change*, Eric Flamholtz and Yvonne Randle demonstrate that the key to long-term organizational success is the ability to adapt to and manage different types of change. Drawing on over 30 years' consultancy experience within major firms, they combine theoretical and practical models of organizational change, together with a new theory of leadership, to build a framework for understanding, planning, and leading change. The scope and value of this framework is then shown in relation to nine real-world case studies, ranging from relatively small companies (IndyMac Bank, Infogix) to large multinationals (Starbucks, Westfield). The focus throughout is to provide practical guidance to those concerned with managing and leading change in organizations. This book is an excellent

guide to the many lessons to be learned about successful organizational change.

Contents: Part I. An Integrative Framework for Leading Strategic and Organizational Change; Part II. Leading Strategic Change in Actual Organizations; Part III. Leading Strategic Change.

2008 228 x 152 mm 292pp 2 graphs

34 figures

978-0-521-84947-0 Hardback c. £25.00

Publication July 2008

Strategy as Practice

Research Directions and Resources

Gerry Johnson

Lancaster University

Ann Langley

HEC Montreal, Canada

Leif Melin

Jönköping International Business School, Sweden

and Richard Whittington

University of Oxford

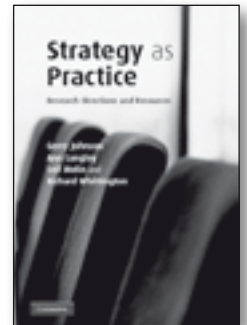
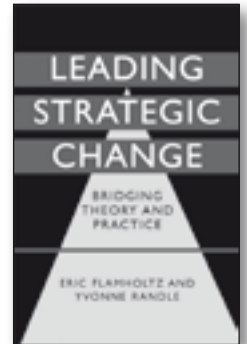
Contents: Preface; **Part I:** 1. Introducing the Strategy as Practice perspective; 2. Practical theories; 3. Doing research on doing strategy; **Part II:** Introduction to the Papers; 4. Technology as an occasion for structuring: evidence from observations of CT scanners and the social order of radiology departments *Stephen R. Barley*; 5. Making fast strategic decisions in high-velocity environments *Kathleen M. Eisenhardt*; 6. In search of rationality: the purposes behind the use of formal analysis in organizations *Ann Langley*; 7. Sensemaking and sensegiving in strategic change initiation *Dennis A. Gioia and Kumar Chittipeddi*; 8. Business planning as pedagogy: language and control in a changing institutional field *Leslie S. Oakes, Barbara Townley and David J. Cooper*; 9. Strategizing as lived experience and strategists' everyday efforts to shape strategic direction *Dalvir Samra-Fredericks*; 10. Organizational restructuring and middle manager sensemaking *Julia Balogun and Gerry Johnson*; 11. From metaphor to practice in the crafting of strategy *Peter T. Bürgi, Claus D. Jacobs and Johan Roos*; **Part III:** 12. Reflections; References.

2007 247 x 174 mm 258pp

12 line diagrams 8 tables 1 graph 12 figures

978-0-521-86293-6 Hardback £60.00

978-0-521-68156-8 Paperback £21.99



Global Competitive Strategy

Daniel F. Spulber

Northwestern University, Illinois

Globalization has fundamentally changed the game of business. Managers and business students require new approaches to understand and cope with these far-reaching changes. *Global Competitive Strategy* shows how we can do this by providing a unique set of strategic tools for international business.

'In our fiercely competitive global landscape, it is critical to stay several steps ahead of the trends, markets and technologies that ensure success. Daniel Spulber's insightful methodology is a must-read for international business managers looking for a strategic advantage.'

Bill McDermott, President & CEO, SAP Americas

Contents: List of figures; List of tables; Preface; Acknowledgements; Introduction: the global challenge; 1. The global mosaic; 2. Global strategic analysis; 3. Global competitive advantage; 4. Global competitive strategy; 5. Global investment strategy: choosing the best mix of transactions and investment; 6. The global business organization; 7. Lenovo: entering global competition; 8. Cemex: making global markets; 9. Dairy farm: regional retail strategy; 10. Danone: organizing for global competition; Conclusion.

2007 247 x 174 mm 304pp
22 line diagrams 22 tables 1 graph
22 figures
978-0-521-88081-7 Hardback £31.99

Global Brands The Evolution of Multinationals in Alcoholic Beverages

Teresa da Silva Lopes

University of Oxford

Global Brands contrasts with existing studies by providing a new dimension to the literature on the growth of multinationals through the focus on brands, using an institutional and evolutionary approach based on original and published sources about the beverage industry and firms.

Cambridge Studies in the Emergence of Global Enterprise

2007 228 x 152 mm 326pp 21 tables
978-0-521-83397-4 Hardback £30.00

Estimating Market Power and Strategies

Jeffrey M. Perloff

University of California, Berkeley

Larry S. Karp

University of California, Berkeley

and Amos Golan

American University, Washington DC

The book shows economists how to estimate the ability of firms to raise their prices above their costs and how to estimate firms' strategies. It is designed for graduate students, researchers, and practitioners. It can be used as a textbook or as a guide to conducting research.

2007 234 x 156 mm 352pp 20 tables
978-0-521-80440-0 Hardback £45.00
978-0-521-01114-3 Paperback £19.99

How to Price

**A Guide to Pricing Techniques
and Yield Management**

Oz Shy

Wissenschaftszentrum Berlin für Sozialforschung

Over the past four decades, business and academic economists, operations researchers, marketing scientists, and consulting firms have increased their research on pricing and revenue management. This book introduces a wide variety of research results on pricing techniques in a unified, systematic way and at varying levels of difficulty.

'This book provides an extremely valuable introduction to the art of pricing'. The strength of the book lies in its judicious choice of the topics to be covered and accessibility to a wide range of audiences from advanced undergraduates to practitioners who may have limited technical knowledge. In particular, the coverage of the book on 'yield management' truly stands out, where Oz Shy offers a very elegant, intuitive, and simple presentation of dynamic pricing techniques with capacity constraints that have been widely used in the airline and hotel industries. In summary, the book is bound to be the best single source for anyone interested in this broad topic of practical importance.'

Jay Pil Choi, Michigan State University

2008 253 x 177 mm 448pp 95 tables
978-0-521-88759-5 Hardback £45.00
978-0-521-71564-5 Paperback £19.99

Taxing Corporate Income in the 21st Century

Edited by Alan J. Auerbach

University of California, Berkeley

James R. Hines, Jr.

University of Michigan, Ann Arbor

and Joel Slemrod

University of Michigan, Ann Arbor

Most countries levy taxes on corporations, but the impact – and therefore the wisdom – of such taxes is highly controversial among economists. This book features state-of-the-art research that sheds light on these issues, and promises to inform the tax policy of the twenty-first century.

2007 228 x 152 mm 422pp 71 tables
978-0-521-87022-1 Hardback £45.00

Human Resources Management

Cambridge Companions to Management

Series Editors:

Cary Cooper

Lancaster University

Jone Pearce

University of California, Irvine

Cambridge Companions to Management is an essential new resource for academics, graduate students and reflective business practitioners seeking cutting-edge perspectives on managing people in organizations. Each Companion integrates the latest academic thinking with contemporary business practice, dealing with real-world issues facing organizations and individuals in the workplace, and demonstrating how and why practice has changed over time. World-class editors and contributors write with unrivalled depth on managing people and organizations in today's global business environment, making the series a truly international resource.



Diversity at Work

Edited by Arthur P. Brief
University of Utah

Organizational scholars have long been aware that diversity leads to dysfunctional individual, group, and organizational outcomes. What is not well understood is precisely when and why such negative outcomes occur. In *Diversity at Work*, leading scholars in psychology, sociology, and management present innovative theoretical ways of thinking about organizational diversity.

Cambridge Companions to Management

2008 228 x 152 mm 384pp 3 line diagrams
1 table 1 graph 3 figures
978-0-521-86030-7 Hardback £55.00
978-0-521-67763-9 Paperback £19.99
Publication April 2008

Employment Relationships

New Models of White-Collar Work

Edited by Peter Cappelli
University of Pennsylvania

Managing employment relations has become an issue of huge strategic importance as businesses struggle to respond to the pace of change in management systems and working practices. *Employment Relationships: New Models of White-Collar Work* traces the latest developments in employment arrangements drawn from a number of business contexts.

Cambridge Companions to Management

2008 228 x 152 mm 280pp 12 tables
23 figures
978-0-521-86537-1 Hardback £55.00
978-0-521-68408-8 Paperback £19.99

Managing Employee Performance and Reward

Concepts, Practices, Strategies

John Shields

University of Sydney

Managing Employee Performance and Reward critically examines contemporary theory and practice in these central fields of human resource management, providing a comprehensive overview of the key concepts and topics. The book encourages students to form a critical understanding of the debates it raises by providing an overview of the alternatives.

2007 250 x 176 mm 612pp
978-0-521-82046-2 Paperback £30.00

Building More Effective Organizations

HR Management and Performance in Practice

Edited by Ronald J. Burke

York University, Toronto

and Cary L. Cooper

Lancaster University

There is increasing agreement that the unique competitive advantage organizations have today lies in their people, their human resource management practices and their cultures. With contributions from leading academics and practitioners, this book is a survey of human resource management and the organizational practices associated with the performance of individuals.

'Burke and Cooper, two distinguished and prolific authors in management, have managed to put together an impressive text blending contributions from some of the leading scholars in the academy with contributions from senior executives from the top blue chip corporations. This book is a 'must-read' for both students and practitioners struggling with adapting innovative policies and practices which will enable their organizations to be effective in the 21st century global competitive scene. The book is informative and provocative and is highly recommended.'

Simon L. Dolan, Ramon Llull Chair in Human Resource Management, ESADE Business School, Barcelona, and Editor-in-Chief of *Cross Cultural Management*

2007 247 x 174 mm 412pp
10 line diagrams 19 tables 11 figures
978-0-521-68852-9 Paperback £24.99
978-0-521-86854-9 Hardback £60.00

Managing Executive Health

Personal and Corporate Strategies for Sustained Success

James Campbell Quick

University of Texas, Arlington

Cary L. Cooper

Lancaster University Management School

Joanne H. Gavin

Marist College, Poughkeepsie

and Jonathan D. Quick

Management Sciences for Health, Cambridge MA

The health of managers, executives, and business leaders has a massive impact on the performance and prospects of modern organizations. This book argues for a positive approach to executive health, which emphasizes physical

vigour, psychological well-being, spiritual vitality, and ethical integrity.

2008 228 x 152 mm 256pp 7 line diagrams
7 tables 2 graphs 7 figures
978-0-521-86858-7 Hardback £55.00
978-0-521-68864-2 Paperback £19.99
Publication April 2008

Harmonizing Work, Family, and Personal Life

From Policy to Practice

Edited by Steven A.Y. Poelmans

Paula Caligiuri

Rutgers University, New Jersey

Harmonizing Work, Family, and Personal Life examines the organizational challenges of introducing work-life policies and practices from both an individual and a managerial perspective. Drawing on a broad range of international case studies, it acts as a practical guide for policy design and implementation.

2008 228 x 152 mm 304pp 6 line diagrams
1 half-tone 27 tables 7 figures
978-0-521-85869-4 Hardback c. £28.00
Publication July 2008

The Individual in the Changing Working Life

Edited by Katharina Naswall

Stockholms Universitet

Johnny Hellgren

Stockholms Universitet

and Magnus Sverke

Stockholms Universitet

A team of international experts present new theoretical perspectives and research on how recent changes in working life have affected employees. They offer strategies to prevent negative working conditions and to help employees achieve a healthy work-life balance. Written for researchers and graduate students of work and organisational psychology.

2008 228 x 152 mm 462pp
10 line diagrams 13 tables
978-0-521-87946-0 Hardback £65.00

Rethinking Work

Time, Space and Discourse

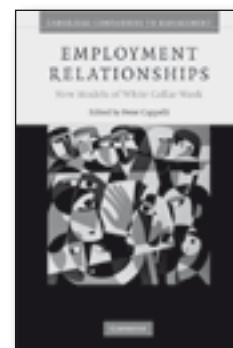
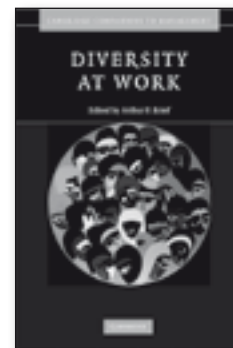
Edited by Mark Hearn

University of Sydney

and Grant Michelson

University of Sydney

Rethinking Work is an innovative reconsideration of a changing and contested domain in society. Essays are structured around the themes of time,



space and discourse to highlight the value-laden and constructed nature of these categories as they are applied to the organisation of our working lives.

2006 228 x 152 mm 368pp
978-0-521-61759-8 Paperback £27.99

Employment and the Family

The Reconfiguration of Work and Family Life in Contemporary Societies

Rosemary Crompton
City University, London

The employment of women, particularly mothers, is now accepted as a 'fact of modern life'. This book examines the origins and background of this radical shift in the gendered division of labour and relates it to contemporary changes in both employment and family life with which it is intertwined.

'A comparative analysis of the United Kingdom, France, Norway, Finland, the United States and Portugal provides an assessment of the varying impact of state policies, and the changing domestic division of labour.'

International Social Security Review

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Studies of Collaboration and Learning at Work

Yrjö Engeström
University of Helsinki

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2008 228 x 152 mm 280pp 5 tables
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Publication June 2008

International Business

TEXTBOOK

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Xiaowen Tian
University of Nottingham

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'This is a much needed textbook for all business students looking to understand the opportunities and challenges of China. Tian provides the context and insight that those doing business with China need to be successful.'

Michael Barbalas, President, American Chamber of Commerce in China, Beijing

Contents: Preface; 1. Introduction; 2. Look before leap; 3. Manage Guanxi strategically; 4. Select an entry mode; 5. Form an alliance; 6. Negotiate with Chinese partner; 7. Production operations management; 8. Marketing management; 9. Human resource management; 10. Protection of intellectual property rights; 11. Corporate finance considerations; References; Index.

2007 247 x 174 mm 312pp 9 tables
22 figures 1 map
978-0-521-86188-5 Hardback £55.00
978-0-521-67993-0 Paperback £25.99

Leadership and Management in China

Philosophies, Theories, and Practices

Edited by Chao-Chuan Chen
Rutgers University, New Jersey
and Yueh-Ting Lee
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With the rise of China in the global economy, it has never been more important for business leaders to understand Chinese leadership philosophies and practices. *Leadership and Management in China* provides a significant step forward in understanding the complex and varied

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2008 228 x 152 mm 328pp
10 line diagrams 13 tables 10 figures
978-0-521-87961-3 Hardback c. £60.00
978-0-521-70543-1 Paperback c. £21.99
Publication June 2008

The Global Economy in the 1990s

A Long-Run Perspective

Edited by Paul W. Rhode
University of North Carolina, Chapel Hill

and Gianni Toniolo
Università degli Studi di Roma 'Tor Vergata'

Some of the most eminent economic historians of our times place the 1990s in their historical context in this thought-provoking volume. They address key issues in this fascinating and contradictory period of economic development, helping us to understand what lies ahead for the world economy in the twenty-first century.

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Stanley L. Engerman, Professor of Economics and History, University of Rochester

2006 228 x 152 mm 334pp 54 tables
49 figures
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Global e-commerce

Impacts of National Environment and Policy

Edited by Kenneth L. Kraemer
University of California, Irvine

Jason Dedrick
University of California, Irvine

Nigel P. Melville
University of Michigan

and Kevin Zhu
University of California, Irvine

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53 figures
978-0-521-84822-0 Hardback £48.00
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Globalisation, Regionalism and Economic Interdependence

Edited by Filippo di Mauro

European Central Bank

Stéphane Dees

European Central Bank

and Warwick J. McKibbin

Australian National University, Canberra

An assessment of the extent to which increased global and regional integration has changed the functioning of the world economy. With contributions from both academics and professionals, it analyses the implications for global trade, relocation of production, structural changes and the international transmission of shocks.

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140 line diagrams 30 tables 140 graphs
46 figures
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Publication September 2008

TEXTBOOK

Nations and Firms in the Global Economy

An Introduction to International Economics and Business

Steven Brakman

Rijksuniversiteit Groningen, The Netherlands

Harry Garretsen

Universiteit Utrecht, The Netherlands

Charles Van Marrewijk

Erasmus Universiteit Rotterdam

and Arjen Van Witteloostuijn

Rijksuniversiteit Groningen, The Netherlands

'International trade and international business have hitherto existed in two separate worlds – a world of nations and a world of firms – in academic teaching and even in research. This book gives us a welcome integration of the two at the level of teaching. Students who use it will develop a unified vision that will benefit them

in their future careers, whether in business, government, international institutions, or academic research.'

Avinash K. Dixit, Department of Economics, Princeton University

Contents: Tables; Figures; Boxes; Preface; Course structure; **Part I.** Introduction:

1. The global economy; 2. International accounting practices; **Part II.** Firms, Trade and Location: 3. Trade and comparative advantage; 4. Trade and competitive advantage; 5. Firms, location, and agglomeration; **Part III.** Capital, Currency and Crises: 6. International capital mobility; 7. Gains from capital market integration; 8. Investors, exchange rates and currency crises; 9. Financial crises, firms, and the open economy; **Part IV.** Policy, Dynamics, and Organization: 10. Trade and capital restrictions; 11. Globalization and economic growth; 12. Nations and organization; **Part V.** Conclusion: 13. Globalization: is it really happening?; 14. Towards an international economics and business?; References; Index.

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Assessing the Linkages

Edited by Filippo di Mauro

European Central Bank, Frankfurt

and Robert Anderton

European Central Bank, Frankfurt

This book aims to improve our understanding of how, and to what extent, external economic developments affect the euro area. Using a broad range of methodologies and techniques, the chapters analyse the various channels that connect the euro area to its external environment.

'Policymakers and researchers who care about the nature of external influences on the Euro Area will find this book invaluable both for the range of state-of-the-art methodologies applied. It should be read not only by policymakers and researchers in Europe but also more widely, since the influences and the methodologies

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Japanese Exports and Foreign Direct Investment

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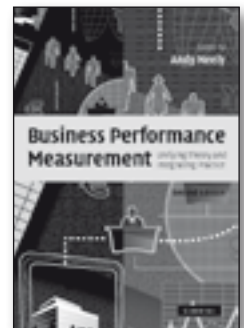
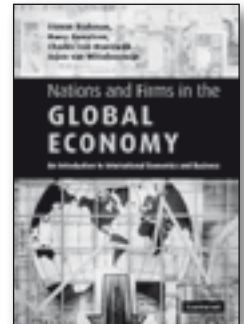
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Edited by Andy Neely

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Loizos Heraclous
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Paula Jarzabkowski, Aston Business School and Advanced Institute of Management (AIM)

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2 figures
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Richard M. Burton
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Gerardine DeSanctis and Børge Obel
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Masaaki Kotabe, Washburn Chair Professor of International Business and Marketing, Temple University, Philadelphia

Contents: Figures; Tables; Acknowledgements; 1. Outsourcing; 2. What we know about outsourcing; 3. A new perspective; 4. The outsourcing process; 5. Shifting the curve; 6. Shifts of the curve; 7. Managing outsourcing; 8. Outsourcing research agenda; 9. Future trends and conclusions; Appendix; References.

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Contesting the Corporation

Struggle, Power and Resistance in Organizations

Peter Fleming
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and André Spicer
University of Warwick

In an age when large corporations dominate the economic and political landscape, it is tempting to think that their power goes largely unchecked. *Contesting the Corporation* counters this view by showing that today's corporations are driven by political struggle, power plays and attempts to resist control.

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by the corporation is dissected by the authors in terms of corporate and contested strategies of power, resistance and struggle.'

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Lean Evolution

Lessons from the Workplace

Nick Rich
Cardiff University

Nicola Bateman
Cardiff University

Ann Esain
Cardiff University

Lynn Massey
Cardiff University

and Donna Samuel
Cardiff University

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eBook available

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Edited by George A. Boyne
Cardiff University

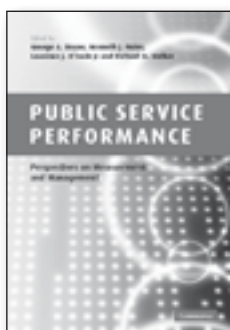
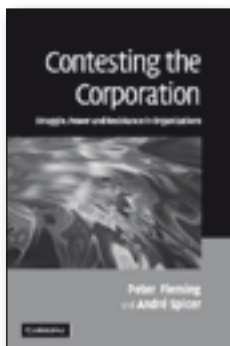
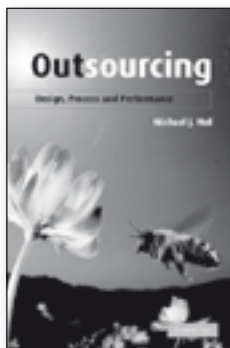
Kenneth J. Meier
Texas A & M University

Laurence J. O'Toole
University of Georgia

and Richard M. Walker
The University of Hong Kong

The performance of governments is constantly under scrutiny. Providing evidence on strategies to improve the performance of public agencies is therefore essential to the practice of public management. This important contribution to the debate focuses on the key issues of measurement, research methodology, and management influences on performance.

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Lessons from Risk Management and Risk Assessment

Edited by Paul Bracken

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Ian Bremmer

Eurasia Group, New York

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US Department of State

Risk management experts combine with world renowned national security scholars to introduce risk management concepts and thinking into national security. The contributors examine whether advance risk assessment and management techniques can be successfully applied to address contemporary national security challenges.

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39 line diagrams
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Publication August 2008

Interpersonal Networks in Organizations

Cognition, Personality, Dynamics, and Culture

Martin Kilduff

University of Texas, Austin

and David Krackhardt

Carnegie Mellon University, Pennsylvania

This book brings a social networks perspective to bear on topics of leadership, decision-making, turnover, organizational crises, organizational culture, and other major organizational behavior topics. It offers a new direction for organizational behavior theory and

research by drawing from social network ideas.

Structural Analysis in the Social Sciences, 30

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Publication October 2008

Knowledge, Scale and Transactions in the Theory of the Firm

Mario Morroni

Università degli Studi, Pisa

In this important and original contribution to the literature on the theory of the firm, Mario Morroni investigates the main influences on the competitiveness of business organisations. The book examines the key roles played by uncertainty and learning in shaping relative performance and organisational boundaries.

'Mario Morroni's Knowledge, Scale and Transactions in the Theory of the Firm is a veritable tour de force ... In order to begin to understand the complexities of decision-making in conditions of inescapable, fundamental uncertainty and the processes within firms that result, Morroni's book is the obvious starting place.'

G. C. Harcourt, Jesus College, Cambridge

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The Craft of Bureaucratic Neutrality

Interests and Influence in Governmental Regulation of Occupational Safety

Gregory A. Huber

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Discusses the apparent contradiction between political understandings of bureaucracy, in which interest groups and elected officials shape how the law is enforced, with accounts in public administration and elsewhere about the neutral and consistent implementation of the law.

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A World of Chance

Betting on Religion, Games, Wall Street

Second edition

Reuven Brenner

McGill University, Montréal

Gabrielle A. Brenner

Ecole des Hautes Commerciales, Montréal

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A World of Chance shows how some societies created more chances for their members than others and, as a result, prospered. The book looks at events through the prism of risk-taking, games of chance, futures, and financial markets, and how religion, politics, and finance interacted to bring about the situation societies find themselves in today.

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Healthcare Management

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Analytic Techniques and Health Policy

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Peter C. Smith

University of York

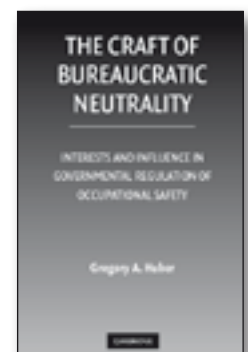
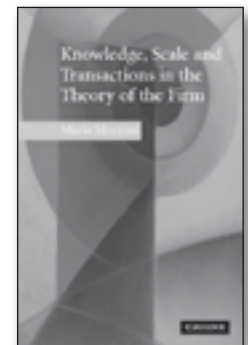
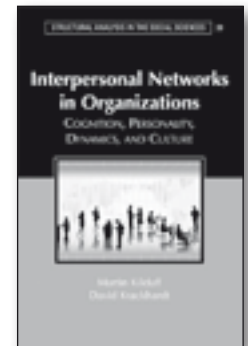
and Andrew Street

University of York

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The Globalization of Managerial Innovation in Health Care

Edited by John Kimberly

University of Pennsylvania

Gerard Pouvourville

Centre National de la Recherche Scientifique (CNRS), Paris

and Thomas d'Aunno

INSEAD, Fontainebleau, France

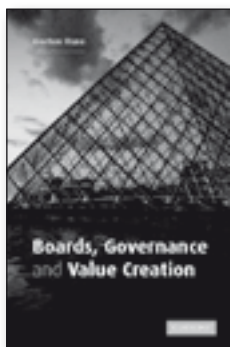
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1 map 28 graphs 47 figures

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Publication September 2008



Governance

Strategies, Markets and Governance

Exploring Commercial and Regulatory Agendas

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Institute for Management Development, Lausanne

Christine Batruch

Lundin Petroleum

Stewart Hamilton

Institute for Management Development, Lausanne

Jean-Pierre Lehmann

Institute for Management Development, Lausanne

Caryl Pfeiffer

E.ON U.S.

Ulrich Steger

Institute for Management Development, Lausanne

Strategies, Markets and Governance addresses governance concerns at firm, industry, country and international levels. The contributing authors are leading researchers on governance and public policy, and present assessments of a range of regulatory issues in a variety of institutional and international contexts.

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Publication May 2008

TEXTBOOK

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The Human Side of Corporate Governance

Morten Huse

'This book successfully combines the value creation and the behavioural and ethical approaches to the study of boards, offering a systemic framework which contributes to both the practitioner and the academic debate. I'm especially pleased to see that the subject of corporate governance is deployed with reference to all classes of firms and to different stages of their life, whereas most literature is still concentrated on large listed companies. The book suggests a wide range of different views and interpretations of the roles of boards and governance in our society.'

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Contents: Foreword; 1. Understanding boards and governance; 2. Internal and external actors: defining corporate governance; 3. Board task expectations: contributions from theory; 4. The board members; 5. Context and resources; 6. Interactions: trust, power and strategizing; 7. Structures and codes, norms and leadership; 8. Decision-making: the boardroom culture; 9. Actual board task performance; 10. The value creating board; 11. An ABC of boards; Appendix; Endnotes; Index; References.

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Transnational Governance

Institutional Dynamics of Regulation

Edited by Marie-Laure Djelic

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Uppsala universitet, Sweden

In today's globalized world, issues of transnational governance are of key importance. This book examines how new regulations are shaped, and how they change or stabilize. Building on a varied set of empirical cases, this is a comprehensive analysis of the emergence and operation of new forms of regulation.

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challenged by the rise of a multitude of transnational institutions. This welcome volume by an international group of scholars explores where, how and by whom these influential new governance systems are being constructed.'

W. Richard Scott, Professor Emeritus, Stanford University

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11 figures

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The Business Case for Corporate Governance

Edited by Ken Rushton

Director of Listing, Financial Services Authority and Company Secretary ICI, Retired

This book goes beyond the 'what and how' of corporate governance to explore the impact and benefits of good governance for companies and their investors. The book looks to dispel the belief that governance is a burden on companies by demonstrating the contribution it makes to board effectiveness and performance.

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Publication August 2008

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Harvard University, Massachusetts

Mary Graham

Harvard University, Massachusetts

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Entrepreneurs and Democracy A Political Theory of Corporate Governance

Pierre-Yves Gomez
EM Lyon

and Harry Korine
London Business School

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Business Value Creation and Society, 2

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Publication April 2008

The Character of Harms Operational Challenges in Control

Malcolm K. Sparrow
Kennedy School of Government, Harvard University

How should we deal with societal ills such as crime, poverty, pollution, and terrorism? Written for reflective practitioners charged with risk-control responsibilities across the public, private, and non-governmental sectors, *The Character of Harms* makes a powerful case for a new approach to tackling the complex problems facing society.

'I was amazed, reading Malcolm Sparrow's book, at how powerfully a careful, focused definition of a problem can open the way to novel solutions. Sparrow makes clear that we often need to reverse direction, shifting the focus from promoting the general good to addressing specific harms. He shows how to do that, and how to proceed from there. It is a joy to read someone who, through practical experience, really knows what he is talking about.'

Professor Tom Schelling, University of Maryland, Nobel-Laureate in Economics

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Publication April 2008

Business Law

Property in Securities A Comparative Study

Eva Micheler
London School of Economics and Political Science and Wirtschaftsuniversität Wien, Austria

Micheler analyses the legal nature of investment securities in German, Austrian and English law. She argues that the law of investment securities should be understood as a self-sufficient body of law, the rules of which can be explained by the special nature of the asset involved.

Cambridge Studies in Corporate Law, 6

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Edited by Carol Arrowsmith
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Barclays Bank, London

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Paul Nelson
Linklaters

In response to the Markets in Financial Instruments Directive (MiFID) and the Financial Services and Markets Act 2000, Paul Nelson presents practical guidance and a detailed analysis and critique of the regulation of the capital markets, ranging from new issues and IPOs to

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Michael A. Gollin
Venable LLP, Washington DC

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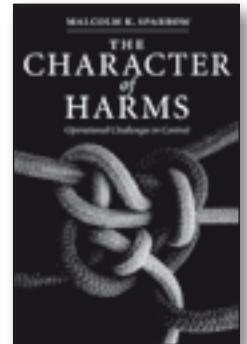
The European Company

Edited by Dirk Van Gerven
NautaDutilh, Brussels
and Paul M. Storm
Universiteit Nyenrode, The Netherlands

The two volumes in this set analyse the EC instruments (a Regulation and a Directive) and national implementing laws which serve as the legal basis of the European Company, examine its tax aspects and review the usefulness of and the opportunities presented by this legal entity for all Member States.

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Andrew Crane

Nottingham University Business School

Dirk Matten

Nottingham University Business School

and Jeremy Moon

Nottingham University Business School

It is widely accepted that corporations have economic, legal, and even social roles. Yet the political role of corporations has yet to be fully appreciated. *Corporations and Citizenship* serves as a corrective by employing the concept of citizenship in order to make sense of the political dimensions of corporations.

Business Value Creation and Society

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9 tables 9 figures

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Publication August 2008

Business, Integrity, and Peace

Beyond Geopolitical and Disciplinary Boundaries

Timothy L. Fort

George Washington University, Washington DC

'It is easy to be cynical about the proposition that business organizations can be agents for promoting peace in the complex and contentious world of the early twenty-first century. Building upon his earlier highly regarded work, Timothy L. Fort in *Business, Integrity, and Peace* argues compellingly that Peace Through Commerce is an essential aspect of achieving a more peaceful global society. Fort offers an approach termed 'Total Integrity Management' based upon three types of trust which, he contends, will assist business firms endeavoring to serve as instrumentalities of peace. This book provides crisp and original thinking about a difficult subject. It should be read by business and governmental leaders and opinion makers.'

Edwin M. Epstein, Professor of the Graduate School, International and Area Studies, University of California, Berkeley

Business Value Creation and Society

2007 228 x 152 mm 270pp 6 tables

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Business Ethics as Practice

Ethics as the Everyday Business of Business

Mollie Painter-Morland

DePaul University, Chicago

In Business Ethics as Practice,

Mollie Painter-Morland urges us to take business ethics seriously by reconsidering the role of ethics management within organizations. She redefines the typical seven-step ethics management program from within – challenging the reader to reconsider what is possible within each aspect of this process.

Business Value Creation and Society

2008 228 x 152 mm 312pp 5 tables

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Publication August 2008

Integrative Economic Ethics

Foundations of a Civilized Market Economy

Peter Ulrich

Universität St Gallen, Switzerland

Translated from German by

James Fearn

A highly original work that progresses through a series of rational and philosophical arguments to address foundational issues concerning the relationship between ethics and the market economy. It will be of interest to all scholars and advanced students of business ethics, economics, and social and political philosophy.

2008 228 x 152 mm 504pp

20 line diagrams 20 figures

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Ethics and Business

An Introduction

Kevin Gibson

Marquette University, Wisconsin

This lively undergraduate book examines topics including stakeholder responsibilities, sustainability, and corporate social responsibility. It captures the dynamic nature of business ethics in the era of globalization where jobs can be outsourced, products are made of components from various countries and sweatshops often provide the cheap goods the public demands.

Cambridge Applied Ethics

2007 247 x 174 mm 274pp

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Ethics and the Pharmaceutical Industry

Michael A. Santoro

Rutgers University, New Jersey

and Thomas M. Gorrie

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Journal of the American Medical Association

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Ethics of Global Development

Agency, Capability, and Deliberative Democracy

David A. Crocker

University of Maryland, College Park

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2008 222 x 152 mm 384pp 2 line diagrams 2 figures

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Publication June 2008

The Honest Broker

Making Sense of Science in Policy and Politics

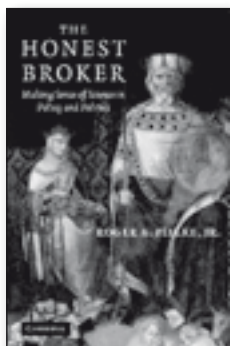
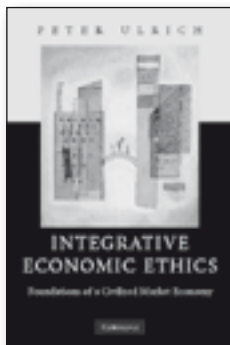
Roger A. Pielke, Jr

University of Colorado, Boulder

Using examples from a range of scientific controversies, *The Honest Broker* challenges us all – scientists, politicians and citizens – to think carefully about how best science can contribute to policy-making and a healthy democracy by identifying and explaining the distinctive choices facing scientists about how their work is to be used.

'With an analytical honesty unmarred by hidden agendas, Roger Pielke brilliantly brings the murky interface of science and politics into perfect focus. Scientists and policy makers alike need to read this book, and need to absorb its wisdom.'

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4 tables 3 figures
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Multinationals and Corporate Social Responsibility

Limitations and Opportunities in International Law

Jennifer A. Zerk

CSR Vision, Cambridge

'This is by far the best book to date exploring various national and international legal means through which to improve the human rights performance of transnational firms. Zerk is thorough yet innovative, strongly committed to the realization of rights yet admirably flexible in how best to achieve that end. She examines the responsibilities of states and corporations in equal balance, concluding that neither can suffice by itself. This should be required reading for anyone concerned with these critical issues.'

John G. Ruggie Kirkpatrick Professor of International Affairs and Director, Mossavar-Rahmani Center for Business and Government, Harvard University; UN Secretary-General's Special Representative for Business and Human Rights

Cambridge Studies in International and Comparative Law, 48

2006 228 x 152 mm 368pp
978-0-521-84499-4 Hardback £50.00

eBook available

Global Accountabilities Participation, Pluralism, and Public Ethics

Edited by Alnoor Ebrahim

Harvard University, Massachusetts

and Edward Weisband

Virginia Polytechnic Institute and State University

This volume examines debates on the nature and impacts of accountability in modern organizations. It studies public, private and nonprofit sectors of society and draws from cases across a range of comparative cultural, social, and political settings.

'This book's creative critical (re)constructions of global accountabilities are extremely welcome. 'Accountability' is so ascendant in contemporary global governance, perhaps even aspiring to the kind of pivotal position once held by 'sovereignty' in Westphalian world

politics. These authors show us how the new discourse can enable rather than frustrate societal betterment.'

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5 tables
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Green Business

Climate Change 2007 – Mitigation of Climate Change

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Intergovernmental Panel on Climate Change

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Copenhagen Business School

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28 line diagrams 3 half-tones 56 tables
20 graphs 33 figures
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The Economics of Climate Change

The Stern Review

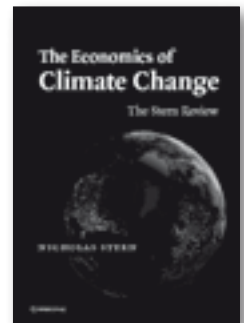
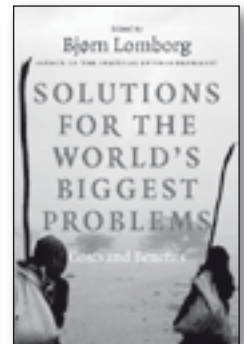
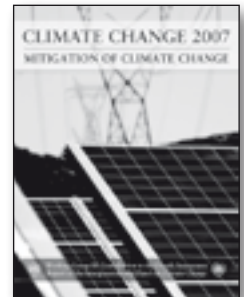
Nicholas Stern

Cabinet Office – HM Treasury

'The Stern Review shows us, with utmost clarity, while allowing fully for all the uncertainties, what global warming is going to mean; and what can and should be done to reduce it. It provides numbers for the economic impact, and for the necessary economic policies. It deserves the widest circulation. I wish it the greatest possible impact. Governments have a clear and immediate duty to accept the challenge it represents.'

James Mirrlees, recipient of the Nobel Prize for Economics, 1996

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25 line diagrams 5 half-tones 25 tables
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Sustainable Business Development

Inventing the Future Through Strategy, Innovation, and Leadership

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J. R. Clark, Probasco Chair, The University Of Tennessee/Chattanooga

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123 figures
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Internet and Digital Economics

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Edited by Eric Brousseau

Université de Paris X

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67 figures
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Gustavo Piga

Università degli Studi di Roma 'Tor Vergata'

and Giancarlo Spagnolo

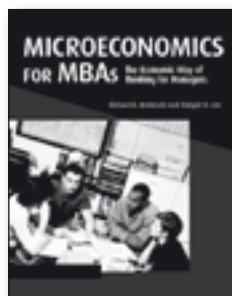
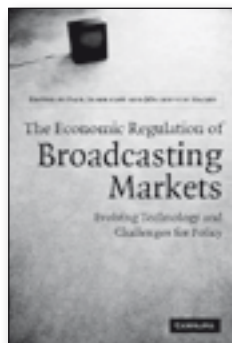
Stockholm School of Economics

'Auction theory has a crucial role in designing practical procurement strategies. With its distinguished list of editors and contributors, and its focus on translating theoretical results into practical conclusions, this volume seems certain to become an essential reference for practitioners.'

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Human Capital Advances in Theory and Evidence

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and Henriëtte Maassen van den Brink
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Johann Graf Lambsdorff
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This book shows how insights from institutional economics can be used to develop a better understanding of why corruption occurs and the best policies to combat it. It will be an invaluable resource for researchers and policy-makers concerned with anti-corruption reform.

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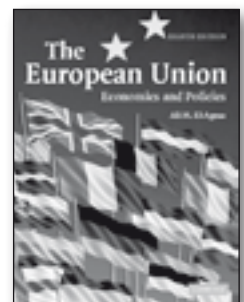
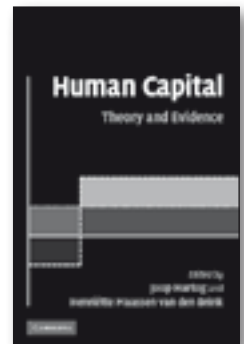
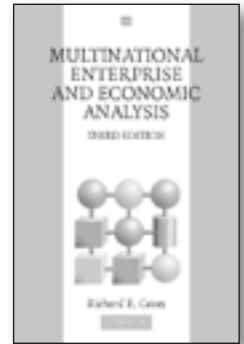
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Innovation and Entrepreneurship

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Edited by Franco Malerba
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CESPRI Centre for Research on Process Innovation and Internationalization, Milan

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University of California at Berkeley

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The Economic Geography of Innovation

Edited by Karen R. Polenske
Massachusetts Institute of Technology

This distinctive contribution to the field of innovation studies offers a global perspective on how institutional factors, including gender and culture, facilitate or hamper the flows of information and knowledge within and across firms, regions, and nations – an issue of key importance to both national and regional governments.

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Pharmaceutical Innovation

Incentives, Competition,
and Cost-Benefit Analysis in
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Edited by Frank A. Sloan
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and Chee-Ruey Hsieh
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Alain Fayolle

EM Lyon

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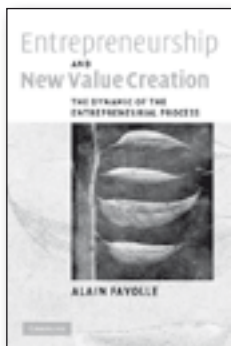
'... the book is a short valuable technological history of dyes, as well as a collection of databases on firms and plants. There's also a comprehensive bibliography and a good index. Murmann's book will interest and stimulate the thinking of anyone involved in management in a technology-based operation. I also recommend it to policy makers in governmental organizations that seek to influence international policy. As Murmann hopes, it should also encourage additional research.'

Chemical and Engineering News

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University of South Australia

Ross Donohue

Monash University, Victoria

and Brian Cooper

Monash University, Victoria

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Oklahoma State University

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University of Wyoming

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13 figures

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Cornell University, New York

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California Institute of Technology

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University of Southern California

Decision analysts offer workable solutions in domains such as the environment, health and medicine, engineering and operations research, and public policy. This book reviews and extends material typically presented in introductory texts. It will be a valuable resource for academics and students in decision analysis, decision analysts and managers.

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Sean P. Corcoran, Steinhardt School of Education, New York University

2008 768pp

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Glynis M. Breakwell

University of Bath

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18 line diagrams

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How Digital Innovations are Changing the World

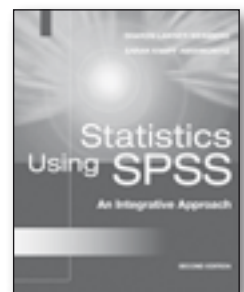
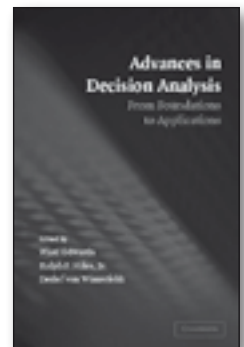
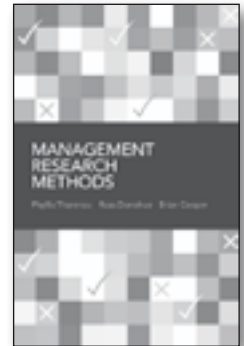
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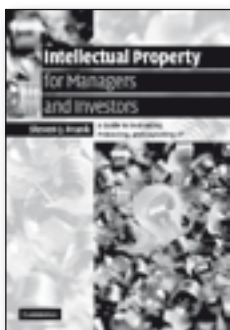
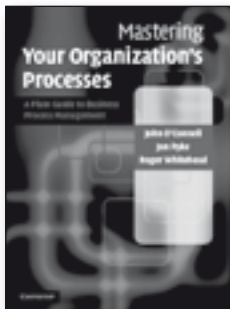
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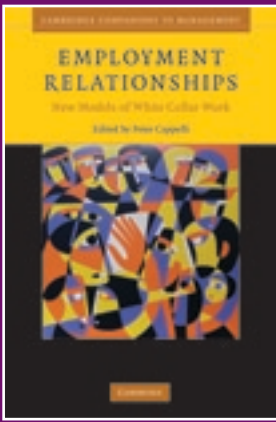
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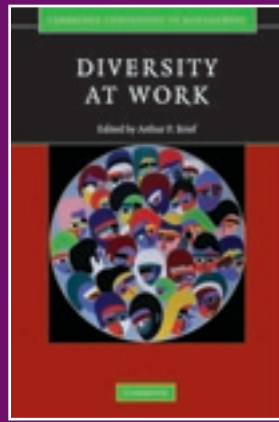
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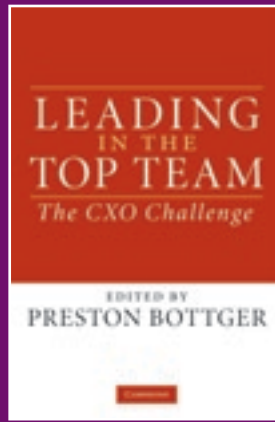
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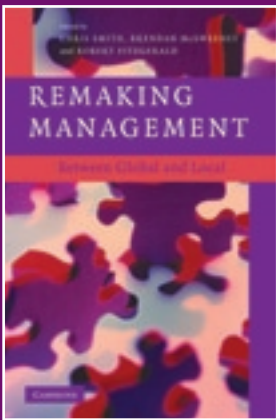
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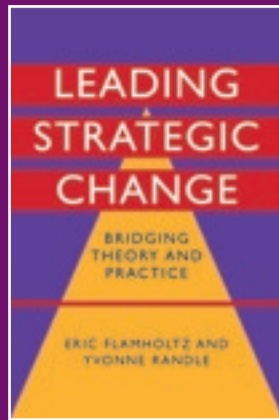
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