

# Finance



- Financial Services and Investment Studies
- Accounting
- Auditing and Annual Reporting
- Acquisitions, Mergers and Buyouts
- Credit Management
- Business Performance and Leadership

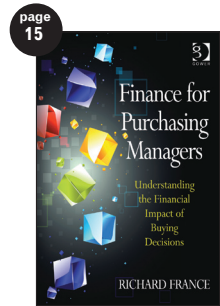
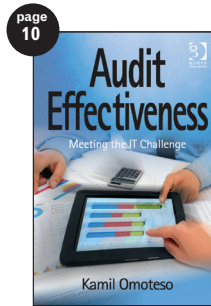
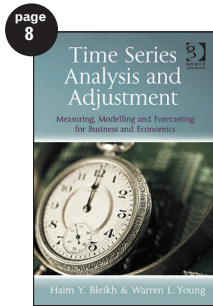
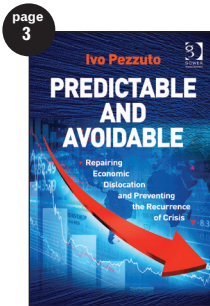
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# Finance

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## Solvency II

Stakeholder Communications and Change  
SECOND EDITION

Gabrielle O'Donovan

*'...here is the main virtue of the book: it is not only providing a fair summary of what Solvency II is all about, but guides the reader through the complex task of change-management, as well as developing communication strategy and plans to address, impress and inform all stakeholders: the staff, the customers, the shareholders, the delivery partners, the supervisors, etc. And this is done in a clear and well understandable style and language, thus the book can be an invaluable help for all those who are involved in the implementation of Solvency II rules into the everyday practice. Albert Einstein wrote once aptly: "you have to learn the rules of the game. And then you have to play better than anyone else." O'Donovan's book helps the reader learn the necessary rules; moreover it even inspires to apply them. The only thing where the reader is left on its own: to play the learned stuff better than anyone else.'*

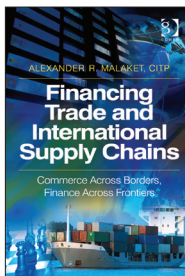
Mr Elemer Tertak, European Commission, Principal Advisor, Director General Internal Market and Services

As the deadline for Solvency II approaches, affected entities will find implementing the required policies into everyday practices becomes a major focus. The second edition of *Solvency II: Stakeholder Communications and Change*, explains how to prepare for and negate the associated risks.

Gabrielle O'Donovan uses her research and the latest industry developments to demonstrate how to approach stakeholder communications and change management in a structured and disciplined way, framed by the EU Directive's governance requirements. She shows how to use a variety of tools and techniques to engage people with change and embed new ways of doing things. She also reveals how to entrench risk consciousness into your culture, helping you secure Solvency II approval and operate successfully in the Solvency II world.

August 2014	176 pages		
Paperback	978-1-4724-4090-7	£35.00	\$64.95
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## Conceptions of Professionalism

Meaningful Standards in Financial Planning  
Ken Bruce and Abdullahi D. Ahmed

*'This book makes an original contribution in the field of financial planning literature as well as in the epistemology of professionalism. Professional financial planners, standard setters and corporate regulators, financial planners' association and present and potential clients of financial planners will find this book interesting reading.'*

Professor Sheikh F. Rahman,  
Central Queensland University, Australia

In *Conceptions of Professionalism*, Ken Bruce and Abdullahi Ahmed present the results of research into understanding what professionalism means to individuals who are CERTIFIED FINANCIAL PLANNER™ professionals and how they conceive of acting professionally. Financial planning is establishing itself as a relatively new, emerging profession and an understanding of how its members experience professionalism provides insights that will help those responsible across the international financial planning community to establish relevant, accurate and meaningful professional standards for financial planners.

May 2014	200 pages		
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## Financing Trade and International Supply Chains

Commerce Across Borders, Finance Across Frontiers  
Alexander R. Malaket

*'This is an essential source of reference for anyone involved in international trade and using or seeking to use short-term financing...an easy and interesting read. This is a book long overdue, and Malaket has nailed it for users and practitioners alike.'*

Jonathan Bell, Managing Editor, Trade Finance Magazine, Euromoney Institutional Investor, UK

*Financing Trade and International Supply Chains* takes the mystery out of trade and supply chain finance. The book suggests that every trade or supply chain finance solution – no matter how elaborate – addresses some combination of four elements: facilitation of secure and timely payment, effective mitigation of risk, provision of financing and liquidity, and facilitation of transactional and financial information flow. The book includes observations on the effective use of traditional mechanisms such as Documentary Letters of Credit, plus an overview of emerging supply chain finance solutions critical to the financing of strategic suppliers and other members of complex supply chain ecosystems.

February 2014	250 pages		
Hardback	978-1-4094-5460-1	£85.00	\$149.95
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## Competitiveness in the Real Economy

Value Aggregation, Economics and Management in the Provision of Goods and Services

Rui Vinhas da Silva

Value aggregation to goods and services is unbelievably important to the balance of trade of modern nations, yet it receives minute attention by economists and policy-makers alike.

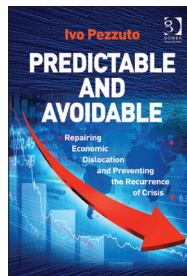
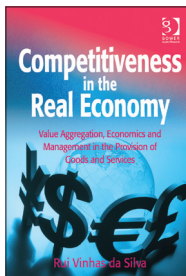
In *Competitiveness in the Real Economy*, Rui Vinhas da Silva shows that the nature and dynamics of contemporary global competition requires a sharper focus on value aggregation. He provides a rounded, integrative and multi-disciplinary perspective linking national competitiveness, economics and management. The emphasis is on a transversal philosophy of value aggregation as a key driver of national competitiveness across sectors in the real economy and from production to the consumption of goods and services.

The links between exports, inflows of foreign direct investment (FDI) and country competitiveness are examined along with the role of exports and the attraction of FDI inflows in building national GDP. The author emphasises that culture, the notion of being cosmopolitan and understanding aspirational and discriminatory consumers with high disposable income are key drivers of success in the global economy.

Acknowledging that the complexity of problems comes from diversity of global actors, the author highlights the limitations of current economics in responding to contemporary challenges. His concern about the management sciences and management learning is that solutions do not lie in the formulation and prescription of universal laws, but are contextually-laden and derive from an informed intuition that is partly taught and partly experiential. The book addresses the implications of all this for how the management skills needed for competitive advantage might best be developed.

December 2013	410 pages		
Hardback	978-1-4094-6122-7	£80.00	\$144.95
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## Predictable and Avoidable

Repairing Economic Dislocation and Preventing the Recurrence of Crisis

Ivo Pezzuto

*'This remarkable and insightful book shows the reader what really went wrong, and why, in the global financial crisis. A fact-based and unbiased perspective, robustly coupled with analytical insights, "connects the dots" of all the events that led to the financial meltdown and its aftermath. Based on the author's own deductive reasoning, his extensive research and his seasoned managerial experience, the book is enriched with valuable "thought-leaders" insights on the crisis and sound proposals for improved financial regulation.'*

Asghar Aghilii Dehkordi, CEO Management Consultant to Goldiran Industries Corp, Iran

In *Predictable and Avoidable*, Dr Pezzuto offers business school students; academics; and industry experts in the fields of finance, risk management, audit, corporate governance, economics, and regulation, a truly independent and unbiased analysis of the financial crises starting in 2007 and one of the first fully considered expositions of the financial, governance and regulatory reforms needed for the future.

Augmented with personal interviews involving selected global thought leaders and industry experts, the author's narrative focuses on the technical issues that led to the global crisis, but also addresses the human, cultural, and ethical aspects of the events from both sociological and managerial perspectives. The book exposes the root causes and contributes significantly to the debate about the change needed in the banking and finance industries and to supervisory frameworks and regulatory mechanisms.

This analysis enables readers to understand that the crisis we have seen was predictable and should have been avoidable, and that a recurrence can be avoided, if lessons are learned and the right action taken.

November 2013	438 pages		
Hardback	978-1-4094-5445-8	£80.00	\$144.95
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## Heads or Tails

Financial Disaster, Risk Management and Survival Strategy in the World of Extreme Risk

Evgueni Ivantsov

*'This book is an excellent read for anyone that has been involved with, or wants to learn about, the recent financial crisis. The author provides thought provoking analysis and presents a very engaging section that challenges the regulatory response to the crisis. The book is a joy to read. It is written in a forthright style using irrefutable empirical evidence and effective demonstrative analogies to great effect. As a risk practitioner I thoroughly enjoyed this book however I believe the author has approached the subject in such an engaging manner that its appeal will span a much wider audience.'*

Kevin O'Rourke, Chief Risk Officer & General Manager, Mizuho Bank (Europe)

In the wake of the global financial crisis, *Heads or Tails* answers the question: what changes should financial institutions undergo to ensure reliable protection against extreme risks?

Recent massive failures among large and respected financial institutions, clearly demonstrate that contemporary risk management and regulation fail to provide adequate responses to the challenges set by extreme risks.

Dr Evgueni Ivantsov combines analysis of the nature of extreme risk (so-called tail risk), risk management practices and practical solutions to build a robust, enterprise-wide, extreme risk management framework which includes three lines of defence, ranging from strategic to tactical, designed to help address the tail risk during different stages of its development.

The author also discusses: Why modern 'sophisticated' risk management frameworks, strong capitalisation and liquidity do not prevent banks from failure in the face of systemic crisis; What it means to build an effective defence against systemic and catastrophic losses; What risk architecture should look like to ensure that extreme risk events are identified early and efficiently mitigated; How modern management practices, regulation and risk and business culture need to change to guarantee sustainability.

While the context of Dr Ivantsov's writing is financial services, the book contains an important message for specialists from any industries exposed to the extreme risks (oil/gas, energy, mining, chemical productions, transportation, etc.).

Until the shortcomings of current risk management and regulation are resolved, financial services and other at risk industries will repeat the painful mistakes of the past, over and over again.

October 2013	324 pages			
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## Foreign Direct Investment

Smart Approaches to Differentiation and Engagement

Daniel Nicholls

*'This timely book provides cogent, insightful analysis of the seismic shifts taking place in the FDI landscape since the financial crash, and the many implications for investment promotion efforts and location branding. Essential reading for FDI practitioners.'*

Courtney Fingar, editor, fDi Magazine from The Financial Times Ltd

Daniel Nicholls' *Foreign Direct Investment* offers an exploration of some of the key trends, issues and practices that are shaping the global FDI landscape. Along the way he provides insight into how economic developers and investors alike can make the most of their opportunities and mitigate reputational and communications challenges that can impede or hinder a successful investment.

December 2012	126 pages			
Hardback	978-1-4094-2357-7	£40.00	\$74.95	
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## Threat Finance

Disconnecting the Lifeline of Organised Crime and Terrorism

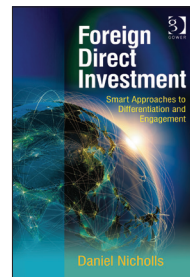
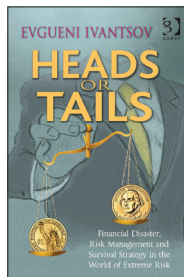
Dr Shima D. Keene

*'This is a remarkable work on a complex and little understood subject which has long deserved the level of forensic examination Shima provides. It acts as an exceptionally useful reference for those engaged in the fight against organized crime and terrorism in both the public and private sectors, and especially in the security and compliance departments of international banks.'*

Karl Barclay, Chairman Stirling Assynt International Group Limited and former Head of Global Security and Fraud Risk for the HSBC Group

September 2012	328 pages			
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## Entrepreneurship and Sustainability

Business Solutions for Poverty Alleviation from Around the World

Edited by Daphne Halkias and Paul W. Thurman

*Entrepreneurship and Sustainability* challenges the notion that not-for-profit social entrepreneurship is the only sort that can lead to the alleviation of poverty. It explores how to bring commercial investors together with those who are best placed to reach the poorest customers. With case studies from around the world, the focus of the contributions is on the new breed of entrepreneurs who are blending a profit motive with a desire to make a difference in their communities and beyond borders. A significant number of the contributions here also recognize that although much research has been devoted to the issue of poverty alleviation and to struggles in developing countries, this is only part of the story. This book also focuses upon enterprise solutions to poverty in pockets of significant deprivation in high-income countries, such as in the US, in parts of Europe, and the richer Asian countries.

September 2012	270 pages			
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## The Principles of Project Finance

Edited by Rod Morrison

*'What I liked about this book was that there was detailed, useful information that was presented in a writing style that was easy to digest. The efforts of the numerous contributors complimented each other in a way that enables the reader to build on the concepts presented... All in all, this book is very good reading... It does give a person very good information and perspective in to Project Finance.'*

Jamey Reeves, PM World Journal

*The Principles of Project Finance* highlights the ideas behind an important concept in the global capital markets: project finance. This technique is used to fund large capital expenditure projects and is positioned at a key point between the global capital markets and the energy and infrastructure industries. The chapters, written by leading players from around the world, explain and illustrate the ideas behind project finance. The first reviews various themes and issues key to the project finance market; the second section looks at how project finance is used in various sectors of the energy and infrastructure markets; the third then takes an in-depth look at various projects finance markets from around the world; finally, the fourth section presents a series of Top 10 deal cases studies from the pages of Thomson Reuters Project Finance International (PFI), the leading source of global project finance information.

May 2012	528 pages			
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## Collaborative Leadership in Financial Services

Philip Ullah

*Collaborative Leadership in Financial Services* is a practical guide which focuses on technologists within investment banking and capital markets. It is intended for everyone within the hierarchy of an organization whose collaboration is essential for the smooth running of a technology operation with many stakeholders. It helps improve leadership by showing how to make this collaboration successful and effective.

October 2011	266 pages			
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## The Competitive Advantage of Regions and Nations

Technology Transfer Through Foreign Direct Investment

Boris Ricken and George Malcotsis

In *The Competitive Advantage of Regions and Nations*, the authors stress that companies, investment promotion agencies, and government bodies cannot simply sit and wait until new technologies arrive in their domain. Rather, they need to manage the identification, assessment, attraction, absorption and application of new technologies.

In this comprehensive book, Boris Ricken and George Malcotsis explain how technology transfer in Foreign Direct Investment (FDI) projects can be systematically managed. Using some 40 case studies as illustration, they give step-by-step guidance for managers.

May 2011	254 pages			
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## Country Analysis

Understanding Economic and Political Performance  
David M. Currie

This valuable book shows how to interpret country performance and provides the practicing investor with sufficient background on economic principles, so that they better understand how to interpret country summaries as they appear in business periodicals and other media. Other books set out the criteria used in evaluating country risk and economic performance, but often do not clarify why particular elements of the analysis are important. *Country Analysis* explains the reasoning behind those criteria, without the need for a sophisticated understanding of economics or mathematics.

May 2011	224 pages		
Hardback	978-0-566-09237-4	£65.00	\$109.95
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## Finance at the Threshold

Rethinking the Real and Financial Economies  
Christopher Houghton Budd

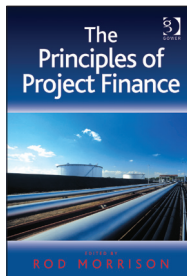
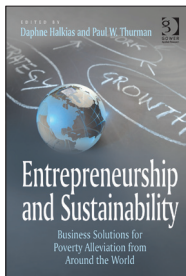
Why did the banks stop lending to one another, and why at this moment in history? Is the problem merely a matter of over-loose credit due to the relaxation of traditional prudence, or did global finance find itself at its limits, both technically and epistemologically?

In *Finance at the Threshold*, Christopher Houghton Budd views the contemporary crisis from his perspective as an economic and monetary historian. In his contribution to the *Transformation and Innovation Series*, the author argues that global finance has brought us to the limits of what mechanistic economic explanations can capture. New ideas and above all new instruments are needed.

February 2011	258 pages		
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## The Business of Europe is Politics

Business Opportunity, Economic Nationalism and the Decaying Atlantic Alliance  
Dimitris N. Chorafas

An investigation into the particular nature of the European cocktail of business and politics, explaining how this affects both trade and relations between, for example, continental Europe and the UK, Europe and the US, and Russia and Asia. Dr Chorafas explains and critiques Europe's conflicting aims and what he describes as its wanting business plan. The book features case studies to illustrate the consequences for business of the deficiencies identified.

July 2010	424 pages		
Hardback	978-0-566-09151-3	£89.00	\$154.95
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## Globalization's Limits

Conflicting National Interests in Trade and Finance  
Dimitris Chorafas

Globalization, the internationalization of trade, and financial integration are having enormous implications for businesses as well as for the whole economies of countries or blocks of countries. Dr Chorafas argues that research is now producing evidence that there may be limits to such globalization and amalgamation and that these need to be better defined and understood if problems now being identified are to be prevented from applying the brakes, or worse, putting the process into reverse gear.

June 2009	354 pages		
Hardback	978-0-566-08885-8	£84.00	\$149.95
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## Risk and Financial Management in Construction

Simon A. Burtonshaw-Gunn

The book covers Risk Management describing the tools and methods to reduce the occurrence and consequences of risk, and the financial management of construction projects from raising funding, to contract strategy and through to estimating, budgeting and cost control. It includes a chapter covering international project risk, bringing together the issues of risk management, prime contracting, and PFI funding for construction projects undertaken away from the contractors main home market.

February 2009	200 pages		
Hardback	978-0-566-08897-1	£70.00	\$124.95

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Paul Barnes

What makes stock market efficiency so important for the economy? This book looks at the theory and issues that underpin market abuse and why an offence often dismissed as a victimless crime is punished so severely. It explores the impact of perception and other factors that distort the market and outlines the extent of abuse.

February 2009	224 pages		
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## Looking Beyond Profit

Small Shareholders and the Values Imperative

Peggy Chiu

This fascinating in-depth study of small shareholders provides both theoretical and empirical insights into their personal values and attitudes to corporate social responsibility (CSR). Peggy Chiu establishes that personal values are a major influence on decisions about the type of investments people make and about which companies they choose to invest in. Financial risk and return are far from being the only factors that determine small shareholders' investment decisions – irresponsible behaviour is not acceptable and will not attract investment from this significant group.

January 2009	218 pages		
Hardback	978-0-7546-7337-8	£74.00	\$134.00
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## Price Management in Financial Services

Smart Strategies for Growth

Georg Wuebker, Jens Baumgarten, Dirk Schmidt-Gallas and Martin Koderisch

*Price Management in Financial Services* shows how to incorporate the modern techniques of value based pricing in both product design and pricing. You are given an overview of basic pricing techniques and introduced to strategic pricing issues such as: strategic market segmentation, product bundling, multi-channel pricing and non linear pricing. As exemplified by a large number of Simon-Kucher & Partners' international case studies, the book illustrates how such professional pricing techniques hold the key to enormous profit potential.

October 2008	212 pages		
Hardback	978-0-566-08821-6	£74.00	\$134.95

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## Countering Terrorist Finance

A Training Handbook for Financial Services

Tim Parkman and Gill Peeling

*Countering Terrorist Finance* is a practical, specialist guide to the processes and skills needed to counter money laundering specifically related to terrorist financing. The book includes a CD of training materials to support each section and help compliance officers develop awareness and relevant behaviour amongst employees tasked with spotting and preventing terrorist financing activities.

July 2007	234 pages		
A4 Hardback	978-0-566-08725-7	£79.00	\$139.00

[www.gowerpublishing.com/isbn/9780566087257](http://www.gowerpublishing.com/isbn/9780566087257)

## Digital Identity Management

Technological, Business and Social Implications

Edited by David Birch

Based on the work of the annual Digital Identity Forum in London, this book provides a wide perspective on the subject and explores the current technology available for identity management, its applications within business, and its significance in wider debates about identity, society and the law. This is an essential introduction for organizations seeking to use identity to get closer to customers; for those in government at all levels wrestling with online delivery of targeted services; as well as those concerned with the wider issues of identity, rights, the law, and the potential risks.

May 2007	280 pages		
Hardback	978-0-566-08679-3	£74.00	\$134.95

[www.gowerpublishing.com/isbn/9780566086793](http://www.gowerpublishing.com/isbn/9780566086793)

## Data Protection in the Financial Services Industry

Mandy Webster

Explains how to manage privacy and data protection issues throughout the customer cycle; from making contact to seeking additional business from current customers. She also looks at the precise role of the Financial Services Authority and its response to compliance or non-compliance. Each of the Eight Principles of the Data Protection Act are reviewed and explained.

February 2006	242 pages		
Hardback	978-0-566-08662-5	£79.00	\$139.95

[www.gowerpublishing.com/isbn/9780566086625](http://www.gowerpublishing.com/isbn/9780566086625)

## Time Series Analysis and Adjustment

Measuring, Modelling and Forecasting for Business and Economics

Haim Y. Bleikh and Warren L. Young

In *Time Series Analysis and Adjustment* the authors explain how the last four decades have brought dramatic changes in the way researchers analyze economic and financial data on behalf of economic and financial institutions and provide statistics to whomsoever requires them. Such analysis has long involved what is known as econometrics, but time series analysis is a different approach driven more by data than economic theory and focused on modelling. An understanding of time series and the application and understanding of related time series adjustment procedures is essential in areas such as risk management, business cycle analysis, and forecasting.

Dealing with economic data involves grappling with things like varying numbers of working and trading days in different months and movable national holidays. Special attention has to be given to such things. However, the main problem in time series analysis is randomness. In real-life, data patterns are usually unclear, and the challenge is to uncover hidden patterns in the data and then to generate accurate forecasts.

The case studies in this book demonstrate that time series adjustment methods can be efficaciously applied and utilized, for both analysis and forecasting, but they must be used in the context of reasoned statistical and economic judgment. The authors believe this is the first published study to really deal with this issue of context.

July 2014	148 pages		
Hardback	978-1-4094-4192-2	£47.50	\$89.95
ebook PDF	978-1-4094-4193-9		
ebook ePUB	978-1-4724-0072-7		

[www.gowerpublishing.com/isbn/9781409441922](http://www.gowerpublishing.com/isbn/9781409441922)

## The Failure and the Future of Accounting

Strategy, Stakeholders, and Business Value

David Hatherly

*'Hatherly has made an important, if controversial, contribution to the debate on improving the standards of corporate financial reporting. His proposed deconstruction of reported results and returns into discrete categories poses real challenges to the status quo and his ideas merit careful consideration and discussion. Investment managers, financial analysts and journalists would do well to read this timely book.'*

Stewart Hamilton, IMD, Lausanne, Switzerland

David Hatherly rethinks accounting in the light of the financial crisis which exposed its limitations. Financial institutions reported increasing profits and healthy balance sheets whilst their business models undermined their own financial health and the economy. Accounts failed to provide feedback on business performance.

This failure highlighted the need for alignment between business and accounting models. To understand business performance we need to know about value: how much is created; how it is created, who it is created for, what kind it is; and how it is measured. Here, Professor Hatherly provides an accounting model that addresses these questions. Overcoming the complexity and incoherence of existing accounting standards, the new model allows stakeholders to analyse the effectiveness of their business model, making financial crises less likely.

With its insights into accounting and business more generally, this book is for accountants, accountancy students and those running businesses of any description.

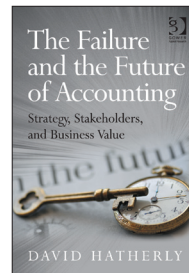
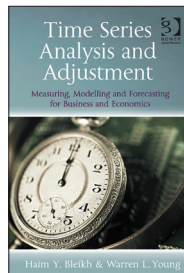
January 2013	242 pages		
Hardback	978-1-4094-5354-3	£70.00	\$119.95
ebook PDF	978-1-4094-5355-0		
ebook ePUB	978-1-4094-6249-1		

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## Inside Accounting

The Sociology of Financial Reporting and Auditing  
David Leung

*Inside Accounting* examines how accountants and non-accounting managers construct their company's earnings. As well as considering the accounting structure such as budgeting and financial control, David Leung looks at how people prepare for and facilitate the audit, and how a person's professional experience influences their view of the process and its results. His research into the theory and practice of accounting will be of interest to professionals and academics in the field, and to sociologists and academic researchers.

September 2011	158 pages			
Hardback	978-1-4094-2049-1	£68.00	\$124.95	
ebook PDF	978-1-4094-2050-7			
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## Training in Organisations

A Cost-Benefit Analysis

John Talbot

May 2011	240 pages			
Hardback	978-0-566-09210-7	£74.00	\$134.95	
ebook PDF	978-1-4094-2361-4			
ebook ePUB	978-1-4094-8659-6			

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## Systems Cost Engineering

Program Affordability Management and Cost Control

Edited by Dale Shermon

August 2009	328 pages			
Hardback	978-0-566-08861-2	£84.00	\$149.95	

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## Accounting Irregularities in Financial Statements

A Definitive Guide for Litigators, Auditors and Fraud Investigators

Benny K.B. Kwok

August 2005	232 pages			
Hardback	978-0-566-08621-2	£84.00	\$149.00	

[www.gowerpublishing.com/isbn/9780566086212](http://www.gowerpublishing.com/isbn/9780566086212)

## The Meaning of Company Accounts

EIGHTH EDITION

Walter Reid and D.R. Myddelton

May 2005	320 pages			
Paperback	978-0-566-08660-1	£37.00	\$74.95	

[www.gowerpublishing.com/isbn/9780566086601](http://www.gowerpublishing.com/isbn/9780566086601)

## Practical Schedule Risk Analysis

David Hulett

*'The book being organized into eleven chapters has a broad and in-depth coverage of the subject matter... The book seeks to encourage and promote the need for project schedulers and project managers to develop practical as well as thorough competencies...Another impressive perspective is the inclusion of a novel way to take account of risks in schedule risk analysis models called the 'Risk Driver' method – a powerful way of mapping risks to activities...The book provides an interesting read.'*

PM World Today

July 2009	240 pages			
Hardback	978-0-566-08790-5	£70.00	\$119.95	
ebook PDF	978-0-7546-9196-9			
ebook ePUB	978-1-4094-5852-4			

[www.gowerpublishing.com/isbn/9780566087905](http://www.gowerpublishing.com/isbn/9780566087905)

## Integrated Cost-Schedule Risk Analysis

David Hulett

June 2011	240 pages			
Hardback	978-0-566-09166-7	£70.00	\$119.95	
ebook PDF	978-1-4094-2812-1			
ebook ePUB	978-1-4094-5910-1			

[www.gowerpublishing.com/isbn/9780566091667](http://www.gowerpublishing.com/isbn/9780566091667)

## SAVE on the set

## Practical Schedule Risk Analysis and Integrated Cost-Schedule Risk Analysis

David Hulett

June 2011	480 pages			
Hardback	978-1-4094-3767-3	£104.00	\$190.00	

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## Shared Services in Finance and Accounting

Tom Olavi Bangemann

March 2005	262 pages			
Hardback	978-0-566-08607-6	£70.00	\$119.95	

[www.gowerpublishing.com/isbn/9780566086076](http://www.gowerpublishing.com/isbn/9780566086076)

## Audit Effectiveness

Meeting the IT Challenge

Kamil Omoteso

*'A much needed addition to the auditing field with its concentration on the challenges posed by IT systems to auditors and the business community. This book should prove invaluable to academics, students and practitioners given its highly readable and relevant content further enhanced by an excellent bibliography. The challenge of auditing IT covered, explained and explored in a highly relevant text for a world where the risks of getting IT systems and controls wrong cannot be ignored.'*

Professor Hugh Coombs, University of Glamorgan, UK

*'Dr Kamil Omoteso's book is an important contribution in auditing and assurance services because of the rapid advances of IT in the financial market, importance of real-time reporting and increasing concerns for better and timelier assurance in corporate reporting.'*

Professor Bahram Soltani,  
University of Paris 1 Sorbonne, France

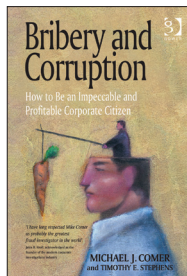
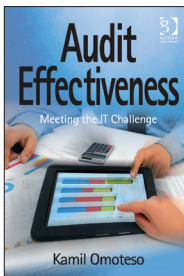
In *Audit Effectiveness*, Dr Kamil Omoteso examines how growing use of information technology is changing the audit profession. IT tools and techniques continue to be developed to enable the auditing process to match current IT standards in accounting and elsewhere. Auditing tools include general business and accounting programmes; audit-specific programmes; computer-based decision support systems; and intelligent expert systems and neural networks.

Dr Omoteso's three-layered model fills a gap by focusing specifically on IT and auditing and recognising that accounting bodies and regulators are giving increased attention to the technologies and systems used in business and auditing.

Shedding light on subjects including audit automation, continuous online auditing and computer auditing, *Audit Effectiveness* is practical, but also introduces theory that helps explain the motivation for the use of new tools and techniques and assists understanding of their impact on the quality of audit judgment.

July 2013	218 pages		
Hardback	978-1-4094-3468-9	£65.00	\$119.95
ebook PDF	978-1-4094-3469-6		
ebook ePUB	978-1-4094-7132-5		

[www.gowerpublishing.com/isbn/9781409434689](http://www.gowerpublishing.com/isbn/9781409434689)



## Bribery and Corruption

How to Be an Impeccable and Profitable Corporate Citizen

Michael J. Comer and Timothy E. Stephens

*'I have long respected Mike Comer as probably the greatest fraud investigator in the world.'*

Julius B. Kroll, acknowledged as the founder of the modern corporate investigations industry

Politicians and regulators do not run businesses. *Bribery and Corruption* is for managers who do. It will help you transform uncertainties and problems created via legislation and regulations (such as The UK Bribery Act, The Proceeds of Crime Act, The Foreign Corrupt Practices Act, Sarbanes-Oxley) into opportunities to:

- Maintain entrepreneurial, profitable, and enjoyable working environments while easily surpassing compliance standards
- Control incoming, internal, outgoing, competitive corruption and fraud
- Take decisions in grey areas, confidently

*Bribery and Corruption* frames control and compliance in an entirely different way: not as a brake on your company's forward motion but as essential protective equipment enabling you to go faster and further in safety.

Written by the world's leading practitioners in the fields of fraud prevention, detection and investigation with massive practical experience in both commercial and governmental sectors, *Bribery and Corruption* exposes the misconceptions, myths and corruption of the word bribery and suggests effective solutions that go well beyond simple compliance. It commits to assertive managerial rather than timorous legal solutions to anti-bribery and other laws. It explains how processes can be tested – using automated fraud detection software – to expose current cases of fraud and corruption or to provide assurance that controls are functioning optimally. It tackles the usually ignored problems of stratospheric, political, academic and media corruption, which often motivate commercial bribery. It exposes the dangers of employee to employee corruption; skulduggery by blue collar workers and lots more.

Over the last 25 years, Mike Comer, occasionally writing with Tim Stephens, has been responsible for some of the most readable and influential books on fraud. *Bribery and Corruption* is another tour de force, complete, authoritative and yet a great pleasure to read.

April 2013	910 pages		
Hardback	978-1-4094-5357-4	£150.00	\$275.00
ebook PDF	978-1-4094-5358-1		
ebook ePUB	978-1-4724-0452-7		

[www.gowerpublishing.com/isbn/9781409453574](http://www.gowerpublishing.com/isbn/9781409453574)

## Auditor Independence

Auditing, Corporate Governance and Market Confidence

Ismail Adelopo

*'A valuable, original contribution to our understanding of the association between, and the value of, auditing and corporate governance including the role of audit committees. Based on empirical research and very well sourced, this is attractively written and easy to read. Vital reading for directors and regulators and students of corporate governance and auditing, and a "must" for my own students. Highly recommended.'*

Andrew D. Chambers, Cass Business School

In *Auditor Independence*, Ismail Adelopo argues that the importance of auditors' independence cannot be over-emphasised. Not only do auditors provide certification of the truth and fairness of the information prepared by managers, they also have a duty to express opinions on the degree of compliance with laws and regulations guiding a firm's operations. There is a socially important responsibility.

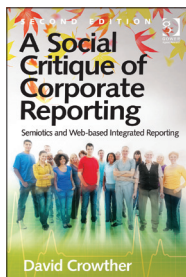
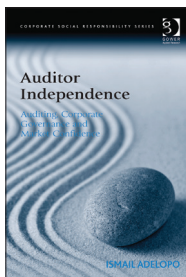
In all that has been proposed to mitigate the governance crisis and restore confidence in the market system, relatively little attention has been paid to auditor independence. Examining the historical role of auditing in corporate governance and the regulatory context, this book sets the function within a theoretical framework and then provides empirical analysis of the problem issues such as the relationship between audit committees and external auditors and the probity of providing non-auditing services to audit clients.

The focus on matters that are damaging to market confidence and threatening to the reputation of the auditing profession, means the conclusions and recommendations in this book are important for key stakeholders, including policy makers, regulators, those running companies, and their investors and customers. This is also a book for those responsible for training in the auditing profession and for others with a research or academic interest.

December 2012	242 pages		
Hardback	978-1-4094-3470-2	£74.00	\$134.95
ebook PDF	978-1-4094-3471-9		
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## A Social Critique of Corporate Reporting

Semiotics and Web-based Integrated Reporting  
SECOND EDITION

David Crowther

In the critically acclaimed first edition of *A Social Critique of Corporate Reporting*, David Crowther examined the perceived dialectic around traditional and environmental corporate reporting to show it to be a false dialectic. In this updated edition the conflict between financial performance representing the needs of investors, and other dimensions of performance representing those of other stakeholders, is re-examined. Wider issues relating to company and corporate reporting, particularly in light of the growth in web-based reporting are also considered. The analysis in this book makes use of both statistics and semiotics and in so doing develops a semiology of corporate reporting that offers an alternative to research largely based on econometrics and financial analysis.

October 2012	254 pages		
Hardback	978-1-4094-4188-5	£74.00	\$180.00
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## Performance Auditing of Public Sector Property Contracts

Lori Keating

Despite the rhetoric PPP/PFI contracts tend to create a context where dispute and litigation rather than partnership are the norm. In this environment, effective auditing is essential to ensure that projects are delivering what the end-user requires.

*Performance Auditing of Public Sector Property Contracts* is a practical guide to performance auditing for public sector property managers with a series of guidelines for auditors of public sector property contracts. The book concentrates on Facilities Management contracts.

May 2011	182 pages		
Hardback	978-0-566-08999-2	£79.00	\$139.00
ebook PDF	978-0-566-09051-6		
ebook ePUB	978-1-4094-5906-4		

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## An Introduction to Internet-Based Financial Investigations

Structuring and Resourcing the Search for Hidden Assets and Information

Kimberly Goetz

How would an engineer who oversees the clean-up of a toxic waste site track down the former owners of the site to find the polluter? Or maybe an attorney needs help finding the assets with which a client's former spouse has absconded. *An Introduction to Internet-Based Financial Investigations* features clear sections describing how to approach an investigation, including the ethical perspective; what to look for, and what you find. It will enable anyone who conducts financial investigations as part of their job to reduce their dependence on trial and error by showing them where to look.

March 2011	246 pages		
Hardback	978-0-566-09190-2	£74.00	\$134.95
ebook PDF	978-0-566-09191-9		
ebook ePUB	978-1-4094-5899-9		

[www.gowerpublishing.com/isbn/9780566091902](http://www.gowerpublishing.com/isbn/9780566091902)

## A Handbook of Corporate Governance and Social Responsibility

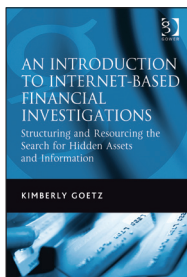
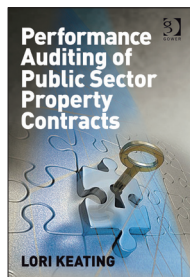
Edited by Güler Aras and David Crowther

Written by experts from all over the world, *A Handbook of Corporate Governance and Social Responsibility* is the most authoritative single-volume guide to the relationship between good governance and social responsibility and the reality of managing both. In addition to the theory and practice of governance and CSR, the book includes case studies from large and small organizations and NGOs.

March 2010	716 pages		
Hardback	978-0-566-08817-9	£100.00	\$180.00
ebook PDF	978-0-7546-9217-1		
ebook ePUB	978-1-4094-5991-0		

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## Intelligent Internal Control and Risk Management

Designing High-Performance Risk Control Systems

Matthew Leitch

*'Matthew Leitch provides compelling evidence that a scientific approach to internal controls and risk management can significantly improve performance. This book combines theory with case studies and the author's unrivalled experience in implementing value-adding control systems.'*

Michael Mainelli, Executive Chairman of Z/Yen Group

This important book offers a way of improving the value of control and risk management by bringing creativity and design skills to the fore. It provides an arsenal of 60 high performance control mechanisms, including several alternative ways to design controls and control systems, controls for monitoring and audit, controls for accelerated learning, and techniques for finding and recovering cash.

This design material is combined with insights into the psychology of risk control, strategies for encouraging helpful behaviour and enabling change, and a surprisingly simple integration of internal control with risk management. The material is not specific to any one country and has international appeal for internal auditors and all those concerned with risk management, corporate governance and security.

May 2008	272 pages		
Hardback	978-0-566-08799-8	£74.00	\$134.95
ebook PDF	978-0-7546-8893-8		
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## Risk-Based Auditing

Phil Griffiths

November 2005	236 pages		
Hardback	978-0-566-08652-6	£74.00	\$134.00
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## Constructive Engagement

Directors and Investors in Action

Nicholas Beale

October 2005	300 pages		
ebook PDF	978-0-7546-8289-9	£75.00	\$134.95
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## Statistical Sampling and Risk Analysis in Auditing

Peter Jones

January 1999	182 pages		
Hardback	978-0-566-08080-7	£74.00	\$134.95

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## Value in Due Diligence

Contemporary Strategies for Merger and Acquisition Success

Edited by Ronald Gleich, Gordana Kierans and Thomas Hasselbach

*'This comprehensive book targets all managers, and their team members, responsible for corporate Due Diligence. It is also a must read for consultants, controllers, accountants, lawyers and both professors and students. The contributing authors, selected for their global expertise on a wide cross-section of M&A issues, offer both a theoretically sound treatise but also a handy and expedient "how-to" guideline to better ensure your M&A strategies will succeed.'*

Dr Axel Steiger-Bagel, Board Member,  
Bayer MaterialScience AG

*Value in Due Diligence* explores new applications for due diligence including areas such as corporate culture, social responsibility, and innovation. It also examines the due diligence process itself to draw out those elements that provide effective risk and opportunity management as opposed to simple compliance.

October 2010	242 pages		
ebook PDF	978-1-4094-0938-0	£75.00	\$134.95
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## Employee Communication During Mergers and Acquisitions

Jenny Davenport and Simon Barrow

Communication is the key to organisational success and nowhere is this truism more apparent than in the influence of internal communication during a transformational process as dramatic as a merger or acquisition.

During the complex and, often, painful process of bringing the two sets of employees together, a continuous flow of negotiation is essential for keeping in touch with how people feel; communicating information clearly across both bidder and target; and beginning the process of creating a new culture for the merged company. *Employee Communication During Mergers and Acquisitions* provides a blueprint for your internal communication during a merger or acquisition. The authors start with the genesis of your strategy and the statutory framework, before the partner company has been identified then move on to each of the stages of negotiation, merger announcement, pre-merger preparation, and in the critical first 100 days, following the merger. The book includes chapters exploring the process of developing the employer brand for the new entity as well as of measuring and building on the success of your strategy and is illustrated throughout by a range of case studies.

December 2009	190 pages		
Hardback	978-0-566-08638-0	£68.00	\$124.95
ebook PDF	978-0-7546-8141-0		
ebook ePUB	978-1-4094-5864-7		

[www.gowerpublishing.com/isbn/9780566086380](http://www.gowerpublishing.com/isbn/9780566086380)

## Checklists for Due Diligence

Peter Howson

This collection of checklists is designed to make your due diligence process as smooth and as effective as possible. They cover both the commercial due diligence process – in other words, how can you be sure you are buying the company you think you are? Are you sure it is as good as the seller says? How can you be certain unexpected costs and obligations will not suddenly appear once you are the owner and responsible for them? How best can you arm yourself for the negotiations? As well as the due diligence process itself – making sure you manage the risk aspects of any acquisition.

August 2008	150 pages		
Paperback	978-0-566-08862-9	£45.00	\$79.95

[www.gowerpublishing.com/isbn/9780566088629](http://www.gowerpublishing.com/isbn/9780566088629)

## Commercial Due Diligence

The Key to Understanding Value in an Acquisition

Peter Howson

*Commercial Due Diligence* is written by someone with over 25 years' experience of practical strategic analysis who nonetheless has a strong academic grounding. Here is a book that deals with the essentials of strategic analysis with the practitioner's eye. If you are in the business of formulating company strategy, and you want to see how to apply the theories and understand in practical terms what works, when, and what can go wrong, this is the book for you.

May 2006	416 pages		
Hardback	978-0-566-08651-9	£89.00	\$154.00
ebook PDF	978-0-7546-8558-6		
ebook ePUB	978-1-4094-5797-8		

[www.gowerpublishing.com/isbn/9780566086519](http://www.gowerpublishing.com/isbn/9780566086519)

## The HR Guide to European Mergers and Acquisitions

James F. Klein with Robert-Charles Kahn

A practical, hands-on guide to successfully integrating HR functions following a merger or acquisition within Europe. Guides the reader step-by-step through the processes, providing the methodology, tools, sequence of events and material necessary. Includes comparative tables, tips, advice, examples, checklists and warnings of pitfalls throughout to aid and illustrate. Particular attention is given to the local differences in labour law, regulation and practices within different European countries.

December 2003	200 pages		
Hardback	978-0-566-08564-2	£84.00	\$149.00
ebook PDF	978-0-7546-8633-0		

[www.gowerpublishing.com/isbn/9780566085642](http://www.gowerpublishing.com/isbn/9780566085642)

## Due Diligence

The Critical Stage in Mergers and Acquisitions  
Peter Howson

Due diligence is one of the most important but least well understood aspects of the acquisition process. This book is a comprehensive manual on getting due diligence right. It is a uniquely comprehensive guide, covering all aspects of the process from financial, legal and commercial due diligence right through to environmental and intellectual property due diligence. There are also useful chapters on working with advisers and project managing the work. It also includes a number of checklists to help ensure that the right questions are asked.

Written in a clear and accessible style, with plenty of case studies and from a no-nonsense commercial perspective, this book provides expert guidance for executives, senior managers and anybody else contemplating or working on an acquisition.

April 2003	304 pages		
Hardback	978-0-566-08524-6	£80.00	\$144.95
ebook PDF	978-0-566-08978-7		

[www.gowerpublishing.com/isbn/9780566085246](http://www.gowerpublishing.com/isbn/9780566085246)

## Exit Strategy Planning

Grooming Your Business for Sale or Succession  
John Hawkey

This book shows the owners of private businesses how to plan for the most important event in their business lives – a successful exit from their businesses. It is unique because it is written from the owner's point of view, bringing together in one place all you need to know about planning for this key event.

December 2002	224 pages		
Hardback	978-0-566-08498-0	£79.00	\$139.95
ebook PDF	978-0-566-08946-6		

[www.gowerpublishing.com/isbn/9780566084980](http://www.gowerpublishing.com/isbn/9780566084980)

## Credit Management

SIXTH EDITION

Edited by Glen Bullivant

*'Whether you are a student or a more experienced practitioner, an aspiring credit manager or seasoned professional, Credit Management is an essential reference, and I have great pleasure in recommending it.'*

Philip King, Chief Executive,  
The Institute of Credit Management

The best single-volume guide for anyone responsible for managing credit, risk and customers. Previously published as *Credit Management Handbook*, the new edition, with a new editor, has been revised to reflect changes in practice and technology and is the set text for the Institute of Credit Management (ICM) examinations.

June 2010	748 pages		
Hardback	978-0-566-08842-1	£125.00	\$225.00
ebook PDF	978-0-7546-9215-7		
ebook ePUB	978-1-4094-6059-6		

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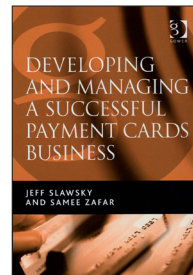
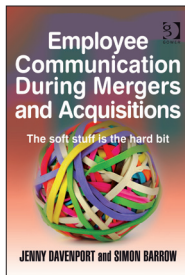
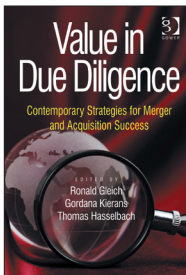
## Developing and Managing a Successful Payment Cards Business

Jeff Slawsky and Samee Zafar

*Developing and Managing a Successful Payment Cards Business* offers information, analysis, observations, perspectives and advice on developing and managing a card business. There is comprehensive coverage of all areas including card business strategy, product development, customer acquisition and retention strategies, and product marketing techniques.

November 2005	214 pages		
Hardback	978-0-566-08648-9	£74.00	\$134.95

[www.gowerpublishing.com/isbn/9780566086489](http://www.gowerpublishing.com/isbn/9780566086489)



## Finance for Purchasing Managers

Understanding the Financial Impact of Buying Decisions

Richard France

*'Professional purchasing people need to understand business finance and costing, frequently as part of an upstream Supplier Appraisal process, but also within existing relationships. As Purchasing moves to be more strategic this is evermore so. This book will be a useful resource for buyers both testing the viability of supplying organisations and also those investigating the sources of cost which Suppliers propose to include within in the goods and services they provide.'*

Mike Fogg FCIPS MIAP MCMI

Richard France explores four strategic areas of expertise required of a buyer in today's environment:

Financial analysis of suppliers – this includes understanding the financial aspects of a buyer's own organisation as well as analysing key suppliers and how to use information to gain a negotiating edge.

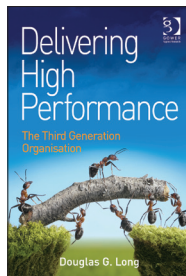
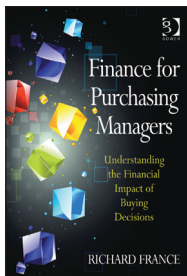
Pricing, costing and cost modelling – including costing methods and their application and how an understanding of these can give a buyer a greater understanding when dealing with supplier quotations.

Managing resources – including budgeting and sources of finance. This shows how budgets are drawn up and the importance of understanding the implications of the buyer's decisions on a supplier's cash flow forecast.

Capital and revenue purchasing decisions and techniques – covering standard investment appraisal techniques and how these can be used for deciding on the best deal from a choice of suppliers for both capital items as well as a standard long term parts supply contract.

October 2013	298 pages		
Hardback	978-0-566-09171-1	£60.00	\$109.95
ebook PDF	978-1-4094-6419-8		
ebook ePUB	978-1-4094-6420-4		

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## Delivering High Performance

The Third Generation Organisation

Douglas G. Long

Douglas Long's *Third Generation Leadership and the Locus of Control* focused on individuals' values, world views and the behaviours needed to facilitate leadership in the future. Here, in *Delivering High Performance*, he concentrates on the individual, unit and organisational performance tied to Third Generation Leadership. Leaders constantly seek high levels of performance and staff engagement; but achieving either depends on the competence and commitment of individuals or groups.

Many people are competent to do things, but not prepared to do them. They lack the willingness, confidence or motivation – the readiness to perform. You can have the most committed and capable people, yet still miss targets due to other factors impacting performance.

This is a 'How to ...' book for those excited by the prospect of a Third Generation Leadership approach but who still have to grapple with performance issues.

October 2013	182 pages		
Hardback	978-1-4724-1332-1	£60.00	\$109.95
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ebook ePUB	978-1-4724-1334-5		

[www.gowerpublishing.com/isbn/9781472413321](http://www.gowerpublishing.com/isbn/9781472413321)

## Energy Management in Business

The Manager's Guide to Maximising and Sustaining Energy Reduction

Kit Oung

*'Compulsory reading in any organization seeking to reduce its energy consumption.'*

Luc Hens, International Journal of Environment and Pollution

Kit Oung's *Energy Management in Business* is an expert's guide to energy reduction. It covers four important aspects of managing energy: strategy for successful implementation, available tools and techniques, generating sustainable quick wins and active management involvement.

This book offers distilled practical concepts with real life case studies chosen to build insight, and illustrate how managers and engineers can relate to a broad range of energy reduction opportunities.

*Energy Management in Business* places the process firmly in the context of commercial and industrial business practice. The book is an excellent companion for any organisation seeking ISO 50001 certification, and a reduced energy consumption, as well as those that simply wish to better understand the options, strategies and risks that every business now faces.

January 2013	278 pages		
Hardback	978-1-4094-5245-4	£55.00	\$99.95
ebook PDF	978-1-4094-5246-1		
ebook ePUB	978-1-4724-0245-5		

[www.gowerpublishing.com/isbn/9781409452454](http://www.gowerpublishing.com/isbn/9781409452454)

## The Secret Life of Decisions

How Unconscious Bias Subverts Your Judgement  
 Meena Thuraisingham in collaboration with  
 Wolfgang Lehmacher

*'Why do leaders often get decisions wrong? What can you do to make better decisions? Integrating case examples and business experience with research evidence this book skilfully addresses these two central questions and provides clear frameworks to enable effective decision making.'*

Rob Goffee, Emeritus Professor of Organisational Behaviour, London Business School, UK

*The Secret Life of Decisions* exposes the unchallenged myths and distortions that impact our reasoning ability, raising our awareness of the many traps we can fall into.

Meena Thuraisingham and her collaborator, Wolfgang Lehmacher, have drawn from decades of work with leaders showing that even the most talented leaders and teams can end up making sub-optimal decisions. This is rarely because they had poor critical thinking faculties but rather because they did not pay enough attention to the often invisible traps hardwired into our thinking processes, letting through only information that conforms with our current beliefs, mental models and expectations. This leaves many leaders and businesses exposed.

This book is an essential read for developing and seasoned executives who have to work through high stakes decisions. It treats choosing wisely and the thinking involved as a skill that can be improved with the guided practice and supporting tools provided here. The journey however starts with awareness that comes from outing the 'secret' forces that can sabotage the quality of our decisions.

January 2013	214 pages		
Paperback	978-1-4094-5327-7	£26.00	\$49.95
ebook PDF	978-1-4094-5328-4		
ebook ePUB	978-1-4724-0816-7		

[www.gowerpublishing.com/isbn/9781409453277](http://www.gowerpublishing.com/isbn/9781409453277)

## A Stakeholder Approach to Corporate Social Responsibility

Pressures, Conflicts, and Reconciliation  
 Edited by Adam Lindgreen, Philip Kotler,  
 Joëlle Vanhamme and François Maon

According to a recent McKinsey & Co. global survey, 95% of surveyed CEOs believe that 'society has greater expectations than it did five years ago that companies will assume public responsibilities.' In turn, corporate social responsibility has grown into a global phenomenon that encompasses businesses, consumers, governments, and civil society.

The editors of *A Stakeholder Approach to Corporate Social Responsibility*, who include marketing guru Philip Kotler, have combined a collection of original applied research contributions that bring together the two important disciplines of stakeholder theory and social responsibility theory.

July 2012	460 pages		
Hardback	978-1-4094-1839-9	£90.00	\$154.95
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ebook ePUB	978-1-4094-5640-7		

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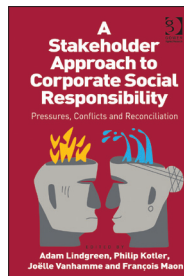
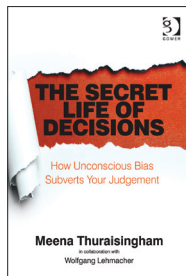
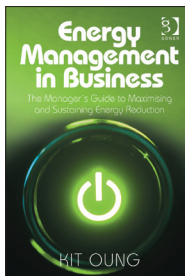
## Measuring Performance

A Toolkit of Traditional and Alternative Methods  
 David Jenkins

David Jenkins' book examines many of the more traditional measures of performance and highlights their shortcomings as well as assessing the merits of the alternative approaches that are currently available. The book concludes with a step-by-step guide to reviewing the effectiveness of your organization's existing systems for measuring performance and identifying ways of improving them.

March 2012	150 pages		
Hardback	978-0-566-08860-5	£68.00	\$124.95
ebook PDF	978-1-4094-4025-3		
ebook ePUB	978-1-4094-5935-4		

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## Strategy Mapping for Learning Organizations

Building Agility into Your Balanced Scorecard  
Phil Jones

For anyone involved in strategy and performance, *Strategy Mapping for Learning Organizations* is a detailed guide to developing, rolling out and managing strategy. It incorporates the latest strategic thinking on strategy maps and modern balanced scorecards. Illustrated by examples from both commercial and not for profit organizations, it explains the underlying thinking and techniques that help organizations to manage with greater flexibility and agility. Applying even the basic techniques in this book will move your balanced scorecard from an operational tool, to one of strategy and change. More advanced organizations can use this book to learn from their strategy, become more agile, and so succeed, even amidst uncertainty and change.

December 2011	338 pages		
Hardback	978-0-566-08811-7	£75.00	\$134.95
ebook PDF	978-1-4094-3701-7		
ebook ePUB	978-1-4094-5929-3		

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## Enterprise Growth Strategy

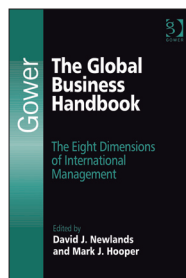
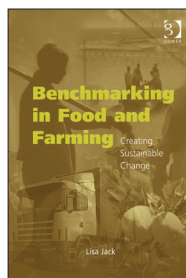
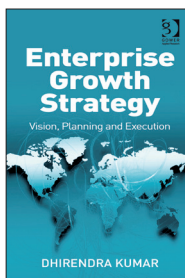
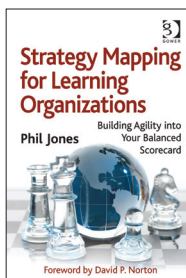
Vision, Planning and Execution  
Dhirendra Kumar

Even during economic downturns businesses have to grow to survive and compete in domestic and international markets. There is always a need to plan for future growth.

*Enterprise Growth Strategy* presents the total process of a growth strategy. Dr Kumar, is an engineer who entered the academic world following a long career in manufacturing business and has since taught almost every aspect of business and management. The 'growth strategy' concept he has developed is comprehensive and manifestly practical.

September 2010	418 pages		
Hardback	978-0-566-09198-8	£89.00	\$154.95
ebook PDF	978-0-566-09199-5		
ebook ePUB	978-1-4094-5969-9		

[www.gowerpublishing.com/isbn/9780566091988](http://www.gowerpublishing.com/isbn/9780566091988)



## Benchmarking in Food and Farming

Creating Sustainable Change  
Lisa Jack

At a time when food producers have to make significant changes to their businesses in order to survive, a review of benchmarking in agriculture and discussion of its future potential is critical. This book meets that need by providing an overview of existing benchmarking practices in agriculture and the food supply chain, and evaluating the potential of these practices to drive sustainable innovation in food and farming.

Lisa Jack and her contributors draw on a wide range of data and sources from Australia, New Zealand, the USA, the UK and Europe to provide critical evaluations of what might be considered 'state of the art' benchmarking practices at this time, including recent strategic developments such as the use of non-financial measures in balanced scorecards.

This book important for those working in food supply chain businesses, but also for those involved in the general practice of benchmarking.

September 2009	148 pages		
Hardback	978-0-566-08835-3	£74.00	\$134.95
ebook PDF	978-0-566-09184-1		
ebook ePUB	978-1-4094-5858-6		

[www.gowerpublishing.com/isbn/9780566088353](http://www.gowerpublishing.com/isbn/9780566088353)

## The Global Business Handbook

The Eight Dimensions of International Management

Edited by David Newlands and Mark J. Hooper

*The Global Business Handbook* is based on the structure of the very successful IESEG International School of Management's programme on international management. Concentrating on the big developments that are currently happening internationally, the book considers how managers operating in the global business landscape must change what they do to create advantages and remain competitive.

February 2009	612 pages		
Hardback	978-0-566-08747-9	£60.00	\$109.95
ebook PDF	978-0-7546-8137-3		
ebook ePUB	978-1-4094-5889-0		

[www.gowerpublishing.com/isbn/9780566087479](http://www.gowerpublishing.com/isbn/9780566087479)

## Hoshin Kanri

The Strategic Approach to Continuous Improvement

David Hutchins

Hoshin Kanri is not the next big thing in quality, it is a strategic approach to continuous improvement that provides a context for ongoing initiatives such as Six Sigma and Lean Manufacturing. David Hutchins' *Hoshin Kanri* shows you how to develop a dynamic vision for continuous improvement; to implement effective policies to support it; to link key performance indicators to Six Sigma, Lean Manufacturing and Kaizen and to sustain a strategy-led programme for improving business performance.

September 2008	308 pages		
Hardback	978-0-566-08740-0	£50.00	\$89.95
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## Purchasing Performance

Measuring, Marketing and Selling the Purchasing Function

Derek Roylance

If the only measure of your organization's purchasing performance is forcing down prices from suppliers then not only is your purchasing team failing to add value, they may also be damaging your supply chain and the medium to long-term competitiveness of your organization. Derek Roylance's *Purchasing Performance* provides practical methods for measuring purchasing performance and then communicating effectively – to the whole organization – the contribution the function can make to increase competitive advantage, profitability and all-round efficiency.

June 2006	192 pages		
Hardback	978-0-566-08678-6	£68.00	\$124.95
ebook PDF	978-0-7546-8308-7		
ebook ePUB	978-1-4094-5819-7		

[www.gowerpublishing.com/isbn/9780566086786](http://www.gowerpublishing.com/isbn/9780566086786)

## It's Not Luck

Eliyahu M. Goldratt

There has been a shift of policy at board level. Cash is needed and Alex Rogo's companies are to be put on the block. Alex faces a cruel dilemma. If he successfully completes the turnaround of his companies they can be sold for the maximum return: if he fails they will be closed down. Either way Alex and his team will be out of work. It looks like lose-lose, both for Alex and for his team. And as if he doesn't have enough to deal with, his two children have become teenagers.

As Alex grapples with problems at work and at home, we begin to understand the full scope of Eli Goldratt's powerful techniques. *It's Not Luck* reveals more of the Thinking Process-techniques that consistently produce win-win solutions to seemingly impossible problems.

February 2002	288 pages		
Paperback	978-0-566-07627-5	£19.99 *	

[www.gowerpublishing.com/isbn/9780566076275](http://www.gowerpublishing.com/isbn/9780566076275)

\* Note: This title is not available in North or South America

## MBA Management Models

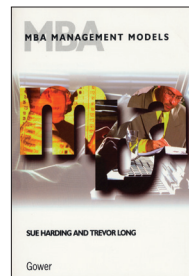
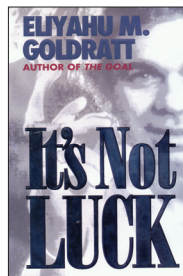
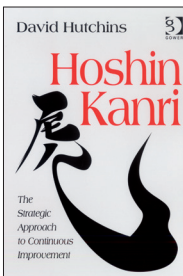
Sue Harding and Trevor Long

If you're a student on an MBA or management course, you'll be expected to demonstrate a knowledge of a range of models.

This textbook collects together the 45 models most likely to be required, summarized in a standard format. Each entry contains a diagram of the model; the principles on which it's based; underlying assumptions; guidance on application, and relevant issues; related models; and sources of further reference. Models are organized by subject area: accounting; business strategy; human resources; organizational strategy; and strategic marketing. An alphabetical matrix index facilitates the process of finding the right model quickly.

September 1998	240 pages		
Paperback	978-0-566-08137-8	£19.99	\$39.95

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