



# Governance and Leadership Books 2015

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**GOWER**

# Governance and Leadership Books 2015

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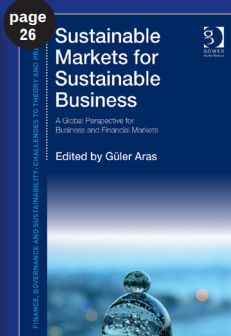
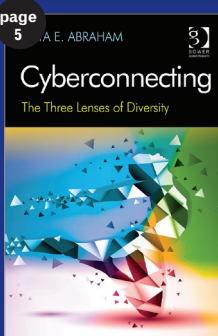
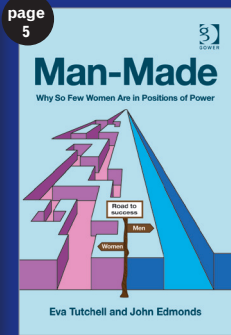
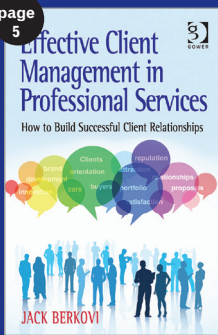
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*'It's rare that a book comes along that covers the topic of leadership in a way which makes me sit up and take notice but that is exactly what Leadership Meta-Competencies by Dimitris Bourantas and Vasia Agapitou has done. [...] I was hooked from the first page and by the time I had read Chapter 1 I had discovered the most succinct yet thorough overview of leadership theories I have ever read... If you want to understand leadership competencies in the work place – start here.'*

Carrie Foster,

Organisation Development blog

## Pricing and Contents

Prices and publication dates shown in this catalogue are correct at press time (February 2015), but are subject to change without notice. Details of forthcoming titles are necessarily provisional.

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## Excellence through Mind-Brain Development

The Secrets of World-Class Performers  
Harald S. Harung and Frederick Travis

*'Take heart, conscious people everywhere. Harung and Travis have written the book you have been waiting for! Through their exhaustive scientific and academic research, they establish the undeniable link between higher brain-mind development and superior performance, in business, sports, and music. This is a major breakthrough – that is just plain fascinating.'*

Patricia Aburdene, USA, author of *Megatrends 2010: The Rise of Conscious Capitalism and Conscious Money*

Everyone seeks to attain excellence and happiness, yet world-class performance is rare. In *Excellence through Mind-Brain Development: The Secrets of World-Class Performers*, Dr Harald Harung and Dr Frederick Travis show that excellence in any profession or activity depends on the single variable of high mind-brain development. This research-based book explains how, with higher mind-brain development, knowledge and skills become more useful, relationships more enriching, and actions more effective. Using the experiences of top performers like David Lynch, Jerry Seinfeld, Pelé, Sir Roger Bannister, Billie Jean King, Sir Alex Ferguson and Stephen Covey, the authors show how people that excel have a much more orderly, restful alert and economic brain.

Discover the many benefits of higher mind-brain development and how it can be easily attained.

August 2015	132 pages		
Hardback	978-1-4724-6201-5	£60.00	\$104.95
ebook PDF	978-1-4724-6202-2		
ebook ePUB	978-1-4724-6203-9		

[www.gowerpublishing.com/isbn/9781472462015](http://www.gowerpublishing.com/isbn/9781472462015)

## The Creative City

Vision and Execution

Edited by James Doyle and Biljana Mickov

*The Creative City: Vision and Execution*, edited by Jim Doyle and Biljana Mickov, bridges the gap between the Creative City as concept and the Creative City as practice and, in so doing, provides a contemporary template for policy makers, city planners, and citizens alike.

Doyle and Mickov examine and explain the changes to the concept of the 'creative city', explore its connectivity to the culture sector as well as other sectors and practices across Europe, illustrating the perspectives of Cultural Managers, Educators, Professionals and Researchers from the creative sector in Dublin and Europe. This book will present a new reality based on the quality of contemporary creative practice.

July 2015	220 pages		
Hardback	978-1-4724-4987-0	£70.00	\$119.95
ebook PDF	978-1-4724-4988-7		
ebook ePUB	978-1-4724-4989-4		

[www.gowerpublishing.com/isbn/9781472449870](http://www.gowerpublishing.com/isbn/9781472449870)

## Key Determinants of National Development

Historical Perspectives and Implications for Developing Economies

Edited by Kwaku Appiah-Adu and Mahamudu Bawumia

*'This remarkable book is the fruit of sustained painstaking research. Collectively the authors seamlessly elucidate the multiplicity of factors that significantly contribute to development – but they do so thankfully, using such a colourful style and language that the book comes to life and is a pleasure to read. I highly recommend it.'*

Francis K. Allotey, President,  
Ghana Academy of Arts and Sciences

*Key Determinants of National Development* addresses a suite of critical themes regarded by development experts to be germane in considering the pertinence of policies and their effective execution.

These seven general thematic areas are explored: Leadership, governance, policy and strategy; Public sector and public financial management; Culture, institutions and people; Natural resources; Science, technology and infrastructure; Private sector and financial markets and Marketing, branding and service delivery.

This thematic approach enables the contributors to explore the impact of the constituents of each subject area on national development, within the context of a developing economy. The significance of the findings for the relevant stakeholders is consequently reviewed. The combination of theory and practice makes the book and its contents unique.

July 2015	408 pages		
Hardback	978-1-4724-6283-1	£80.00	\$144.95
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## Governance of the Petroleum Sector in an Emerging Developing Economy

Edited by Kwaku Appiah-Adu

Oil exploration in the developing world has been and continues to be a high profile and high risk activity, often featured in the media and widely debated. Using the perspective of Ghana and comparisons with countries such as Trinidad and Tobago, and Norway, the contributors, global experts in their respective fields, explore five critical areas and propose strategies for: turning oil and gas wealth into sustainable and equitable development; entrenching transparency and stakeholder engagement; effective management of the oil and gas sector; and for safeguarding security and the environment. Country specific models and lessons for Ghana and other African oil producing nations are offered.

August 2013	340 pages		
Hardback	978-1-4094-6307-8	£70.00	\$124.95
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## The Tone From the Top

How Behaviour Trumps Strategy  
Ian Muir, Keeldeep Associates Ltd, UK

*'Ian Muir rightly points out that to minimise ethical risk, companies should strengthen their recruitment and assessment processes. The best way to avoid bad apples is to prevent them from joining the organisation in the first place.'*

James Reed, Chairman, REED

Many companies have been criticised for weaknesses in their business ethics, and every year, new scandals and ethical breaches hit the media. The problem of ethical lapses however, is not confined to business and there are few sectors of society that can claim the moral high ground. In an increasingly transparent world, employee engagement is founded on trust – of their boss, their department, their whole enterprise.

*The Tone from the Top: How Behaviour Trumps Strategy*, will convince you that the behaviour of leaders and the signals they send are more important than strategy. In offering a model for a much more systematic approach, and first hand evidence from interviews with the chairmen of a quarter of a trillion pounds of market capitalization (FTSE200 companies), Ian Muir will persuade you that behaviour and signalling have a much greater influence on business performance and ethics than simply communicating a strategy.

June 2015	148 pages		
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## Reframing the Leadership Landscape

Creating a Culture of Collaboration  
Roger Hayes and Reginald Watts

In *Reframing the Leadership Landscape*, Dr Roger Hayes and Dr Reginald Watts argue that the interconnected and interdependent world requires leaders to adopt a more holistic and inclusive approach.

The NEW normal must be navigated, negotiated, networked and a narrative built around it. Aggressive individualism is no longer a sustainable basis for companies needing to deliver social and economic value, now, enterprises must move beyond narrow self-interest and short-termism to balance stakeholder expectations.

The tool kit is here, ready to be unpacked. The only question is whether aspirant leaders are sensitive enough to read the signals and develop the skills needed to create an essential collaborative paradigm, which they must do if they wish to regain trust, fill the leadership void and help reshape a sustainable future.

May 2015	200 pages		
Hardback	978-1-4724-5870-4	£55.00	\$99.95
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ebook ePUB	978-1-4724-5872-8		

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## The Value Trail

How to Effectively Understand, Deploy and Monitor Successful Business Models  
Marc Sansó

*'The Value Trail is a breath of fresh air in management literature. It gives excellent examples on how organizations should operate to survive in the current competitive landscape ensuring that customer value perceived is at the top of the pyramid.'*

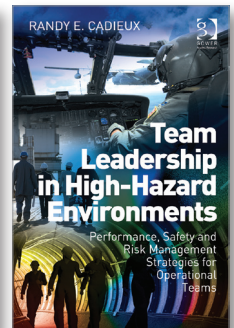
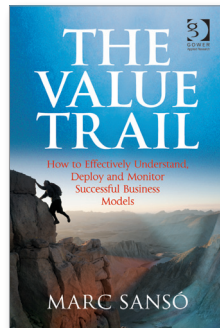
Albert Ros Manasanch, Supply Chain and S&OP Director, Wrigley Spain

Value stands as the ultimate trade-off between customers and companies. *The Value Trail* by Dr Marc Sansó develops a disruptive new model of strategic analysis based around three areas of value: Appreciation, Concentration and Predation.

A central issue for most managers is how to capture customer insights and use them to deliver outstanding products and services that encompass an irresistible charm for the customer with a profitable business model. This book allows the reader to understand how companies can set corporate goals and leverage internal resources to deliver successful value propositions, offering a comprehensive approach to competitive analysis and strategy. Above everything, it's about how to become valuable.

March 2015	150 pages		
Hardback	978-1-4724-5256-6	£65.00	\$109.95
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## Man-Made

Why So Few Women Are in Positions of Power

Eva Tutchell and John Edmonds

*'These fascinating and troubling personal stories of successful women must be read. Women shouldn't have to compensate for not being men. If we listen to the honest and thoughtful voices of a hundred women, each with their own perspective, we will realise the system has to change. We will all be the better for it.'*

James Smith, Chair of Carton Trust  
and formerly Chair of Shell UK

Eva Tutchell and John Edmonds' *Man-Made* looks at women in business, government and not-for-profit organizations to explore the reasons behind – and the solutions to – the gross underrepresentation of women in leadership positions. Along the way, the authors look at the value of work for women and vice versa; how women are seen and how they are expected to behave; the impact of prejudice and discrimination; how some women have succeeded against the odds.

The text draws on the authors' interviews with over 100 successful UK and international business women from across sectors, academic research, and the authors' own experience to offer a rigorous and convincing analysis, along with a pragmatic set of recommendations for change.

March 2015	304 pages		
Hardback	978-1-4724-3212-4	£45.00	\$79.95
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## Cyberconnecting

The Three Lenses of Diversity

Priya E. Abraham

*'Cyberconnecting is more than a good read and a resourceful handbook packed with lively examples and exciting stories illustrating the case in point. This is an up-to-date guide to one of the most important themes in professional life for today and tomorrow – a must for junior and senior professionals in a wide range of careers.'*

Andre Gingrich, University of Vienna, Austria

*Cyberconnecting: The Three Lenses of Diversity* by Dr Priya E. Abraham explains how to establish connections across technological, cultural, and social boundaries, mirrored in organisations succeeding in today's hybrid business world. Abraham shows how seemingly opposing domains (technology, business anthropology and diversity) best leverage interactions for the benefit of organisation development, using findings from practitioner-focused research. The book presents a much-needed strategic framework required for cyberconnecting: 'The Three Lenses of Diversity', designed to organise thinking in the navigation of technological, cultural, and social boundaries.

March 2015	300 pages		
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## Effective Client Management in Professional Services

How to Build Successful Client Relationships

Jack Berkovi

*'In short, it is an excellent book - packed with good advice and practical templates which are crafted into one elegant 12-stage Client Management Model™ which is designed to create a client-centric culture (as opposed to an internally focused practice or fee-earning) mind set... The fact that the author devotes so much time to addressing all aspects of marketing and business development into the client management process demonstrates his commitment to integration. ... It will be essential reading for anyone looking to implement or improve their client relationship management strategies and processes.'*

Kim Tasso, RedStarKim Ltd

December 2014	376 pages		
Hardback	978-1-4094-3789-5	£80.00	\$139.95
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## Team Leadership in High-Hazard Environments

Performance, Safety and Risk Management Strategies for Operational Teams

Randy E. Cadieux

*'In this book, the author sets out to join multiple safety and performance viewpoints by taking a different perspective from the outset – that is one that has its conceptual roots grounded in team operations and safety performance systems used in the US marine corps aviation operations, known as Crew Resource Management. One of the goals of this type of approach is to enable people to make decisions in real-time for both safety and performance goals.'*

Continuity, Insurance and Risk (CIR) Magazine

Safety performance is a complicated issue, particularly in high-hazard environments, where time and other constraints, as well as impacts can be exaggerated. From an organizational and business perspective, safety and production/performance are often seen as competing goals. *Team Leadership in High-Hazard Environments* recognizes these difficulties and constraints and proposes an approach to safety leadership in which safety and organizational performance are inextricably linked; one that addresses safety from both the systems and human factors perspectives. This is an important book that draws on techniques and models developed from crew resource management, human factors, risk management as well as more traditional HR management disciplines.

December 2014	288 pages		
Hardback	978-1-4724-3353-4	£70.00	\$109.95
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## Integrated Assurance

Risk Governance Beyond Boundaries

Vicky Kubitscheck

*'Effective assurance is undoubtedly the watch word for every non-executive director today. Based on my 10 years of experience in the boardroom, I believe that this book provides an invaluable and insightful examination of assurance and risk oversight and how these meet the needs of the board. I recommend this book to both executive and non-executive board members seeking to optimise the value of governance by ensuring an integrated approach to risk and internal control.'*

Davida Marston, experienced Non-Executive Director and Audit Chair for PLCs and non-UK listed companies

December 2014	316 pages		
Hardback	978-1-4094-2359-1	£75.00	\$134.95
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## Design for Policy

Edited by Christian Bason

DESIGN FOR SOCIAL RESPONSIBILITY

*'At the very moment those in the government are searching for new and better tools to address complex policy challenges, Christian Bason has served them up. An intellectually rigorous yet practical resource for those in the field, Design for Policy is now required reading for existing and aspiring public sector leaders alike.'*

James Anderson, Bloomberg Philanthropies, USA

December 2014	270 pages		
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## Complex Adaptive Leadership

Embracing Paradox and Uncertainty

SECOND EDITION

Nick Obolensky

*Reviews of previous edition:*

*'...a startlingly worthwhile read for a business manager keen to develop a practical understanding of different strategies with which to engage subordinates...a clever integration of ideas about leadership as well as a practical guide...an entertaining, highly readable, well set out and informative book.'*

Integral Leadership Review

*Complex Adaptive Leadership*, a Gower bestseller, has been taught in corporate leadership programmes, business schools and universities around the world to high acclaim. In this updated paperback edition, the author argues that leadership is a complex dynamic process and should involve all those engaged in a particular enterprise.

Nick Obolensky has practised, researched and taught leadership in the public, private and voluntary sectors, and in this exciting book he brings together his knowledge of theory, his own experience, and the results of 19 years of research involving 2,500 executives in 40 countries around the world.

November 2014	274 pages		
Paperback	978-1-4724-4791-3	£27.50	\$49.95
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## The Seven Inconvenient Truths of Business Strategy

Paul Hunter

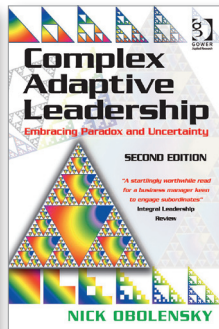
*'We know a lot about effective strategies, but little about effective strategizing. This is where Paul Hunter's hands-on approach to the art of making strategy is a great leap forward. Finally a book that helps practitioners "reinvent strategic planning" to make it work in the 21st century.'*

Ron Meyer, Tilburg University, The Netherlands and Managing Director, Center for Strategy & Leadership, The Netherlands

*The Seven Inconvenient Truths of Business Strategy* is an antidote to a process of strategic planning that in many organizations is often sporadic, biased, poorly articulated and rarely implemented with total success. Drawing on a fundamental collection of definitive principles, the author offers a structure for strategizing; an indicator and explanation of strategic tools, and insights into collaborative techniques for carrying out the process successfully: formation, evaluation, alignment and implementation. It will help you ensure that your strategic process is always professional, relevant and timely.

November 2014	230 pages		
Hardback	978-1-4724-1247-8	£70.00	\$119.95
ebook PDF	978-1-4724-1248-5		
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## Managerial Fraud

Executive Impression Management, Beyond Red Flags  
Terry A. Sheridan

In *Managerial Fraud*, Dr Terry Sheridan reports the findings of her study of fraudulent executives. Her work illuminates the particular methods fraudsters employ to appear more authentic than the average person and reveals two types of executive fraudster with very different behaviours. All this helps to explain why the current Red Flag approach fails to identify potential fraudsters and instead tends to focus on Red Flag executives who are negative characters, but non-fraudulent.

Better understanding of what Dr Sheridan has uncovered might result in organisations being able to reduce their exposure to fraud perpetrated by their own senior management.

October 2014	304 pages		
Hardback	978-1-4724-1338-3	£75.00	\$129.95
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## Leadership Meta-Competencies

Discovering Hidden Virtues

Dimitris Bourantas and Vasia Agapitou

*'It's rare that a book comes along that covers the topic of leadership in a way which makes me sit up and take notice but that is exactly what Leadership Meta-Competencies by Dimitris Bourantas and Vasia Agapitou has done. [...] I was hooked from the first page and by the time I had read Chapter 1 I had discovered the most succinct yet thorough overview of leadership theories I have ever read... If you want to understand leadership competencies in the work place – start here.'*

Carrie Foster, Organisation Development blog

The meta-competencies discussed in this refreshing book are timeless virtues of which effective leaders seem to possess: Existential intelligence – the ability to pose questions and reflect on fundamental issues in ways that develop a mature ability to interpret the world and better understand other people; Phronesis – the ability to exercise sound judgement based on skilful application of moral and political rationality; Solitude – a voluntary state achieved when an individual has the ability to momentarily withdraw and be free of external pressures and demands in order to concentrate on desired mental-cognitive activities. Trust building – the ability to be credible, show trust in and respect for other people and inspire trust

For anyone wishing to consider hidden or forgotten aspects of leadership competence this book introduces the notion of meta-competences and deals in detail with them.

October 2014	200 pages		
Hardback	978-1-4724-2068-8	£65.00	\$119.95
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## What's Your Business?

Corporate Design Strategy Concepts and Processes  
Claire T. Tomlins

*'... The book is incredibly thorough and I would highly recommend it to anyone involved in corporate design, either as a consultant or business owner. It would also be very useful as a textbook for students. ... I found it a very enjoyable read; was able to learn a lot from it and will definitely use as a reference in the future.'*

Thora Thorsdottir, specialist transition consultant and owner of T Thorsdottir

October 2014	324 pages		
Hardback	978-1-4724-1746-6	£75.00	\$129.95
ebook PDF	978-1-4724-1747-3		
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## The Open Organization

A New Era of Leadership and Organizational Development

Philip A. Foster

*'The Open Organization is both an in-depth look at how far we've moved from the closed, bureaucratic systems of the past and a manual for how to operate in a world where adaptability isn't just a competitive advantage...it's a requirement for survival.'*

David Burkus, Oral Roberts University, USA and author of *The Myths of Creativity*

Solutions for the future viability of any organization must be scalable, agile, self-forming, and self-led. In this 21st century era it is not difficult to find organizations that are getting it right. But why should only a handful succeed when there are boundless opportunities for all organizations to embrace a new way of thinking and doing? Welcome to the era of the Open Organization.

In *The Open Organization* Philip Foster explains how organizational design requires an ability to share ideas, knowledge, resources and skills across generational and cultural boundaries in order to achieve the desired goals. The book investigates the challenge to find a design that will address generational, cultural, industry, and other environmental factors in which the system must operate. It explores the impact of motivation, culture, and generational differences on the system defined as an Open Organization.

September 2014	212 pages		
Hardback	978-1-4724-4011-2	£65.00	\$109.95
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ebook ePUB	978-1-4724-4013-6		

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## Corporate Strategy in the Age of Responsibility

Peter McManners

*'A refreshing, thought-provoking and long-awaited new perspective. McManners engages directly with the looming impact of the Sustainable Revolution, and challenges business leaders to take off the blinkers of orthodox corporate strategy. Exploring the role of business and the dramatically changing world context, McManners offers refreshing and practical insights into how the strategy development process needs to be re-modelled.'*

Malcolm Kirkup, University of Edinburgh Business School, UK

During the boom times, governments championed de-regulation and business responded by adopting an anything-goes attitude. In these straitened times, strategic analysis has to engage with the challenges that society faces to create resilient corporations fit for the 21st century. In *Corporate Strategy in the Age of Responsibility*, Peter McManners provides a strategic framework for navigating the new economic environment.

The book steers senior business leaders towards radically new strategic thinking for surviving and thriving in a challenging and changing environment.

September 2014	200 pages		
Hardback	978-1-4724-2360-3	£65.00	\$119.95
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## Governance in Immigrant Family Businesses

Enterprise, Ethnicity and Family Dynamics  
Daphne Halkias and Christian Adendorff

Conservative estimates put the proportion of worldwide business enterprises owned or managed by families at 65%. The importance of family businesses to the economies of both developed and developing countries cannot be ignored.

*Governance in Immigrant Family Businesses* is an important book. It explores the relationship between ethnic cultural influence in family businesses and its impact on corporate governance, addressing the intertwined influences of contractual, relational and cultural governance mechanisms and sets out a comprehensive theoretical model which clarifies the complexities involved in business planning, family harmony, and ethnic cultural variables. The authors specifically identify the implications for research, education, and practice. Application of their model will be of value to policy makers, consultants, business researchers and educators.

July 2014	232 pages		
Hardback	978-1-4094-4557-9	£70.00	\$119.95
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## Building Anti-Fragile Organisations

Risk, Opportunity and Governance in a Turbulent World  
Tony Bendell

*'Tony Bendall has comprehensively researched and analysed the concept of anti-fragility and its implications for organisations and their people. The result is an engaging and timely tour de force which should be required reading for all business leaders as well as students embarking on a career in the corporate world.'*

Stuart Ansell, BPP Business School, UK

July 2014	248 pages		
Hardback	978-1-4724-1388-8	£70.00	\$119.95
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## Welcome to GoodCo

Using the Tools of Business to Create Public Good  
Tom Levitt

*'Welcome to GoodCo is an engaging and accessible read. It makes an important contribution to progressive thinking on responsible capitalism...'*

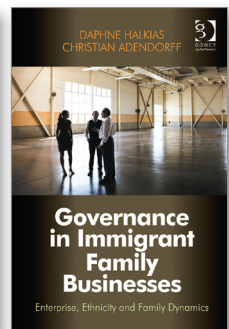
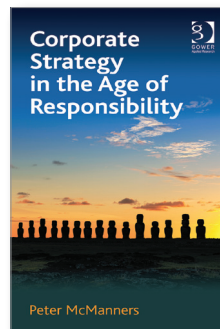
Progress

*Welcome to GoodCo* follows Tom Levitt's critically acclaimed *Partners for Good* which postulated that elements within the private sector now understood the social obligations of the corporate citizen and were willing to play that role. *Welcome to GoodCo* explores that change in attitude and examines how the processes, structures, purposes and tools of the private sector economy can be turned into instruments of social progress.

Once again there are political lessons to be learned: good or responsible capitalism has become a matter of debate. What is not at issue is that the private sector has available to it vast quantities of capital, human and other resources and logistical expertise which, when properly focused and applied, could revolutionise the delivery of public good without compromising the voluntary principle or the public sector principle of universal access to services.

June 2014	268 pages		
Hardback	978-1-4724-0931-7	£55.00	\$99.95
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## Scenario Based Strategy

Navigate the Future

Paul de Ruijter

*'Few people dare to think the unthinkable and are able to translate this into consequences for their own company. This book offers valuable insights to transform the many possible scenarios into a manageable and above all flexible strategy.'*

Wim Boonstra, Head of Economic Research at Rabobank  
Nederland

If you are dissatisfied with an approach to strategy based on simple backward looking analysis, management controls and problems solving after the fact, but would like to make a positive contribution to thinking about the future, *Scenario Based Strategy* offers the instruments to turn your intention into practice. The text provides examples from commercial to government and trade organizations; showing how others have undertaken future explorations and how they used these explorations to create a dynamic strategy.

June 2014	198 pages		
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## From Great to Gone

Why FMCG Companies are Losing the Race for Customers

Peter Lorange and Jimmi Rembiszewski

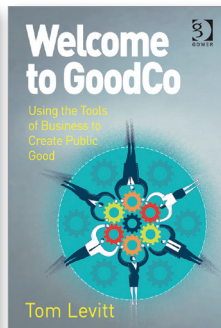
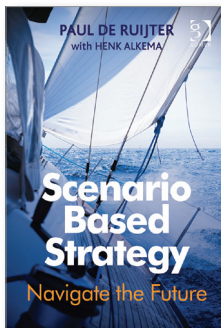
SHORTLISTED: MARKETING BOOK OF THE YEAR 2015 IN ASSOCIATION WITH M&SB MARKETING & SALES BOOKS

*'This book will open your mind to a new consumer and a new way of going to market. It is a true wake up call (innovate or die!) filled with loads of practical advice and real life examples of great successes. You will emerge from reading it a marketer ready for the 21st century.'*

Shelly Lazarus, Chairman Emeritus, Ogilvy & Mather

May 2014	174 pages		
Hardback	978-1-4724-3556-9	£45.00	\$89.95
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## Patient Safety

Perspectives on Evidence, Information and Knowledge Transfer

Edited by Lorri Zipperer

*'The authors provide the historical context of the patient safety movement but move beyond that by exploring the necessary strategies that learning organizations need to apply to their safety efforts. Offering practical tools as well as compelling stories, the authors also establish the essential role of librarians and other information specialists in improving patient safety throughout the continuum of care.'*

Margaret Bandy, Exempla Saint Joseph Hospital, USA

*Patient Safety: Perspectives on Evidence, Information and Knowledge Transfer* provides background on the patient safety movement, systems safety, human error and other key philosophies that support change and innovation in the reduction of medical error. The book draws from multidisciplinary areas within the acute care environment to share models to drive proactive changes in how team-based improvement efforts can make evidence, information and knowledge (EIK) sharing processes reliable, effective and necessary in support of safe care delivery. The publication discusses how the tenets of safety (described in the beginning of the book) can be actively applied to EIK processes in the front line of care.

June 2014	398 pages		
Hardback	978-1-4094-3857-1	£75.00	\$129.95
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## Knowledge Management in Healthcare

Edited by Lorri Zipperer

Knowledge management – used thoughtfully – takes a systemic approach to developing a learning culture, then supports that culture and the knowledge workers within it to share what they know, enabling their peers, their organizations and ultimately their patients to benefit.

*Knowledge Management in Healthcare* draws on relevant business, clinical and health administration literature and discussions with a variety of clinical, administrative, knowledge management and information experts. The result is a book that will inform thinking on knowledge access needs to mitigate potential failures, design improvements and support work towards attaining high reliability. It can be used as a general tool for leaders and individuals wishing to devise and implement a knowledge-sharing culture in their institution, and to strengthen existing programs intended to enhance knowledge sharing behaviours.

April 2014	250 pages		
Hardback	978-1-4094-3883-0	£70.00	\$119.95
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## Working at a Distance

A Global Business Model for Virtual Team Collaboration  
Cassandra J. Smith, Capella University, USA

*'Cassandra Smith's Virtual Team Global Business Model™ is a methodology that can finally make virtual teamwork viable. Through her thoughtful and creative structuring of goal-planning, role-definition, communication, and much more, Smith paints a multifaceted picture of how this business process can work in higher education. We no longer should hear, "Oh, no, not another team assignment!"'*

Tamara Fudge, Kaplan University, USA

May 2014	216 pages		
Hardback	978-1-4724-2523-2	£70.00	\$119.95
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## African-Centred Management Education

A New Paradigm for an Emerging Continent  
David N. Abdulai

*'I consider this book the first of its kind on the issue of African-centered management education. The author provides thought-provoking and radical input on a subject that is most crucial for Africa to successfully meet its development objectives and positively change its economic trajectory. It is an invaluable contribution to much-needed management literature from an African perspective.'*

Neville Gertze, Ambassador of Namibia to Germany

Abdulai believes that, like Asian economies, Africa can sustain its current growth and development by combining its abundant natural resources with its human capital to attain economic development. In *African-Centred Management Education* he explains how this will require an African cadre of well-trained managers at the helm of both private and public sector institutions. Management education will play a significant role but it cannot be effective by mimicking the West in the programmes it delivers.

May 2014	162 pages		
Hardback	978-1-4724-1349-9	£65.00	\$119.95
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## A Field Guide for Organisation Development

Taking Theory into Practice

Edited by Ed Griffin, Mike Alsop, Martin Saville and Grahame Smith

*'A Field Guide for Organisation Development offers a variety of perspectives and experiences from researchers and practitioners on Organisation Development, a concept that many organisations find difficult to tackle. ... From organisational health and planning and managing complex change, through to working with external consultants and using data wisely, the comprehensive guide covers issues that continue to challenge organisations of all shapes and sizes.'*

HR Magazine

April 2014	322 pages		
Hardback	978-1-4094-4049-9	£65.00	\$109.95
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## People, Planet and Profit

Socio-Economic Perspectives of CSR

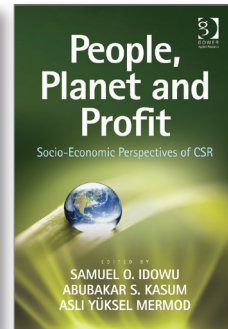
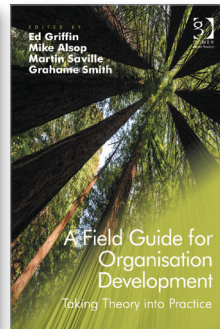
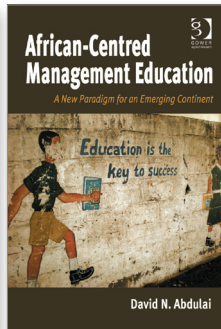
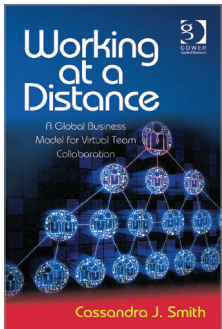
Edited by Samuel O. Idowu, Abubakar S. Kasum and Asli Yüksel Mermod

Many studies examine the relationship between good governance within corporations and socially responsible behaviour. In *People, Planet and Profit* the emphasis is on what corporations take from and give back to their stakeholders when apparently behaving in a corporately responsible fashion.

Stakeholders, including employees, customers, host communities, governments and NGOs have diverse interests and expectations of CSR. This gives rise to questions about what constitutes CSR and its benefits to today's recipients and providers. This book provides thoughtful answers to these questions and assesses the outcomes of corporate activities both in developed and developing countries and regions, in terms of economic progress and social and political advancement.

April 2014	298 pages		
Hardback	978-1-4094-6649-9	£70.00	\$124.95
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## Territorial Development and Action Research

Innovation Through Dialogue

James Karlsen, Miren Larrea and Orkestra-Basque

*Territorial Development and Action Research* examines the role of action research within fields such as territorial development, and innovation.

Based on their own experience of territorial development processes from the inside-out, James Karlsen and Miren Larrea argue that filling the gap regarding social relations in the innovation process means researchers can engage in the processes taking place in the territory, thereby revealing how to make things work.

This book will help researchers face the pressure to play a useful role in the development of their host regions. It will help policy makers continuously learn and redefine policy approaches and bring about collaboration through networks, programs and projects where researchers and practitioners in regional, local and urban development work together to construct territorial development.

April 2014	218 pages		
Hardback	978-1-4724-0923-2	£70.00	\$119.95
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## Systems Lifecycle Cost-Effectiveness

The Commercial, Design and Human Factors of Systems Engineering

Massimo Pica

The pressure to minimize expenditure and provide value for money from reduced resources means that complex projects have to encompass a wide range of often conflicting issues and interests. *Systems Lifecycle Cost-Effectiveness* shows how to manage the difficulties that can arise. Massimo Pica presents a variety of models for calculating cost, benefits and risk in projects, and explains how the human factors associated with a system's design and consequent value are as important as the technical costs associated with its construction or creation. This comprehensive text can be used by students, experienced system engineers, cost analysts and managers to improve their understanding of the wide range of issues involved in the evaluation of system life cycle cost-effectiveness.

February 2014	182 pages		
Hardback	978-1-4094-6246-0	£65.00	\$109.95
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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. Alexander Malaket not only provides a thorough and logical insight into how trade and supply chain finance can work for companies today, but also does this through an easy and interesting read. This is a book long overdue, and Malaket has nailed it for users and practitioners alike.'*

Jonathan Bell, Editor in Chief,  
Trade and Export Finance, London, UK

February 2014	312 pages		
Hardback	978-1-4094-5460-1	£85.00	\$149.95
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## Organizations

A Systems Approach

Stefan Kühl

How – as members, customers, voters or patients – do we deal with organizations: public administrations; universities and schools; hospitals; prisons; political parties; or the military?

The systems theory developed by sociologist Niklas Luhmann is among the twentieth century's seminal scientific achievements, commensurate perhaps only with Einstein's theory of relativity, Wittgenstein's philosophy of language, or Freud's analysis of the unconscious.

While systems theory is not easily accessible, the subject of organizations offers an opportunity to gain insight into the fecundity of this approach. This book is the first in which Luhmann's organizational theory and an introduction to systems theory have been presented in such brief and succinct form and will be readily grasped by a new audience.

The author of *Organizations* argues that, in future, the elaborate conception that systems theory has put forward will be the standard that other theoretical approaches to explaining organizations will have to meet.

December 2013	204 pages		
Paperback	978-1-4724-1341-3	£25.00	\$44.95
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## Project Risk Governance

Managing Uncertainty and Creating Organisational Value

Dieter Fink

*'Many project management professionals have not been exposed to business strategy and its influence on projects. The first three chapters introduce the reader to this topic and highlight the importance of the relationship and alignment between projects and business strategy. The concept of project risk governance is also tied to the organizational structure and cross functional relationships which will help the project management professional to include risks previously identified by the business and that on occasions were not considered in the project.'*

PM World Journal

December 2013	270 pages		
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## Human Nature

A Guide to Managing Workplace Relations

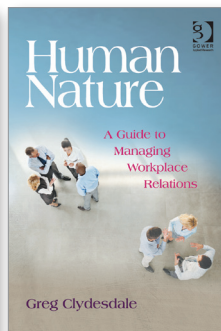
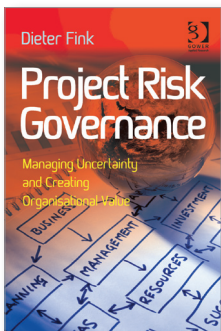
Greg Clydesdale

Humans are weird! They can be emotional, irrational and often unpredictable, yet as their manager, it is your job to get the best out of them. In fact they are often the key to your success. Sadly, humans do not come with an instruction manual which lists their technical specifications.

In *Human Nature*, Greg Clydesdale argues that even where human nature is addressed at a conceptual level; the link between theory and what actually happens in the workplace is usually weak and often fails to recognize that social ability is probably the defining aspect. Students are expected to understand the concepts but are left to themselves to grasp the workplace implications. It is an intense focus on human nature and the link between a conceptual understanding of it and what actually happens in the workplace that makes this book so valuable.

December 2013	200 pages		
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## International Multi-Unit Leadership

Developing Local Leaders in International Multi-Site Operations

Chris Edger

Replete with international case studies, *International Multi-Unit Leadership* looks at 'leading from the middle' in international service-based subsidiaries. The book captures the zeitgeist of internationalizing hospitality, retail, service and leisure organizations facing challenges in relation to technology spread, divergent national cultures and emergent local competition. It addresses the conundrum that most regional, area and district managers face, generating commitment amongst unit managers and team members, whilst coping with their firm's country of origin-based agendas. Multi-unit leaders (MULs) and directors are expected to expedite competing and contradictory functions and in subsidiary-based international situations, complexity and ambiguity escalate due to 'distance decay' and the level of internal and external contextual turbulence. The author examines how high-performance MULs manage paradox and ambiguity in an international context and how organizations can deliver local effectiveness within a strategic framework determined by a policy-making centre hundreds or thousands of miles away.

November 2013	240 pages		
Hardback	978-1-4094-6070-1	£70.00	\$119.95
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## Effective Multi-Unit Leadership

Local Leadership in Multi-Site Situations

Chris Edger

October 2012	328 pages		
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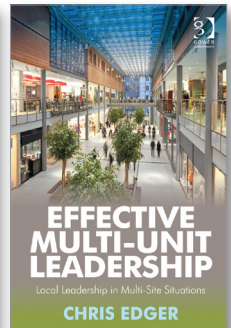
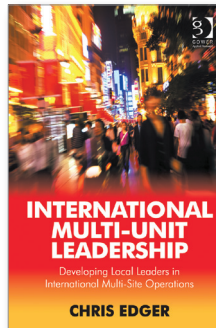
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## 2-Volume Set

Chris Edger

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## The New Brand Spirit

How Communicating Sustainability Builds Brands, Reputations and Profits

Christian Conrad and Marjorie Ellis Thompson

The core idea of *The New Brand Spirit* is to let stakeholders do the talking. Conrad and Thompson have interviewed close to 100 leading practitioners from eight different stakeholder perspectives, including NGOs, shareholders and supply chain. It provides an overview of the state-of-the-art of CSR and sustainability communications from the frontlines of business, government and civil society. What makes the book unique and extremely useful is that it combines this helicopter view with 19 comprehensive and insightful case studies.

November 2013	350 pages		
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## Predictable and Avoidable

Repairing Economic Dislocation and Preventing the Recurrence of Crisis

Ivo Pezzuto

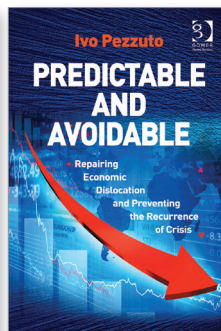
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*'An excellent analysis of the causes of the recent financial crisis. Written for a wide audience, this timely contribution educates the reader on the main causes and effects of the recent financial crisis. It is an accurate and comprehensive treatment of facts that led to the meltdown, substantiated by the overwhelming evidence of various warnings that went unheeded, and corroborated by inspiring interviews with academic and industry experts. Predictable and Avoidable does not limit itself to a sterile a-posteriori criticism, but describes concrete actions to take to prevent the occurrence of similar catastrophic events in the future. A must read!'*

Fabio Mercurio, Head of Derivatives Research, Bloomberg LP, New York, and Adjunct Professor, New York University, USA

November 2013	438 pages		
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## Heads or Tails

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

Evgenii Ivantsov

*Heads or Tails* answers the central question which has arisen post-global financial crisis: what changes should financial institutions undergo in order to be able to provide reliable protection against systemic and extreme risks? This book describes practical solutions for building a robust risk management focusing on extreme risk. The framework is designed to help address the tail risk during different stages of its development. The proposed solutions do not target particular tail risk scenarios but allow mitigating extreme risk events in general, even if the event stems from 'unknown unknowns'. While the context of Dr Ivantsov's writing is financial services, the book contains an important message for specialists from any industries traditionally exposed to the extreme risks (oil/gas, energy, mining, chemical productions, transportation, etc.).

October 2013	324 pages		
Hardback	978-1-4094-6073-2	£75.00	\$134.95
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## Sustainable Value Chain Management

A Research Anthology

Edited by Adam Lindgreen, François Maon, Joëlle Vanhamme and Sankar Sen

*'The last two decades have seen the growing recognition in business that social and environmental problems are increasingly business problems. Initially, it was in the sectors most obviously affected, such as the resource-extraction industries, now it is becoming widely taken for granted as business people in many sectors come to see how their companies affect and are affected by forces such as climate change, resource scarcity, and population growth. As this research anthology makes amply clear, value chains are key to an effective response by companies to many of these sustainability challenges, and organizations are now starting to give attention to sustainability in managing their value chains. Drawing on a wide range of different geographical and industry perspectives, this rich collection of articles provides a basis for deeper understanding of both the sustainability challenges in value chains and the business opportunities.'*

N. Craig Smith, INSEAD, Fontainebleau Cedex, France

October 2013	580 pages		
Hardback	978-1-4094-3508-2	£110.00	\$190.00
ebook PDF	978-1-4094-3509-9		
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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
ebook PDF	978-1-4724-1333-8		
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## Energy Efficiency

The Definitive Guide to the Cheapest, Cleanest, Fastest Source of Energy

Steven Fawkes

Energy risk has reappeared on the corporate and social agenda with a bang and the complexity of the issues has increased many-fold since the days of the last great wave of concern that followed the oil crises of the 1970s.

Steven Fawkes' *Energy Efficiency* is a comprehensive guide for managers and policy-makers to the fundamental questions underpinning energy-efficiency and our responses to it. The result is the most complete assessment to-date of the barriers and opportunities associated with efficient energy utilisation. Clearly written and erudite, Steven Fawkes addresses every aspect of energy efficiency, including the huge and vitally important untapped potential offered by effective energy management and the application of existing technology. He identifies problems and how they can be mitigated, and he provides a full review of innovative energy efficiency financing options. This book is a 'must read' for anyone with an interest in energy supply and demand reduction.

October 2013	288 pages		
Hardback	978-1-4094-5359-8	£65.00	\$119.95
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## The Velvet Revolution at Work

The Rise of Employee Engagement, the Fall of Command and Control

John Smythe

What drives or delivers engaged people? Employers need to focus on creating the right conditions. Employers can't impose engagement: people need to choose to engage themselves. In *The Velvet Revolution at Work*, the follow-up to his best-selling *The CEO: Chief Engagement Officer*, John Smythe explains that the essential ingredient of the right conditions is a culture of distributed leadership which enables people at work to liberate their creativity to deliver surprisingly good results for their institution and themselves.

Using models, examples and anecdotes from his client research he goes on to demonstrate exactly how to design an engagement process; one that is integrated with your business strategy and that is sustainable.

September 2013	312 pages		
Paperback	978-1-4094-4324-7	£25.00	\$49.95
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## The CEO: Chief Engagement Officer

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John Smythe

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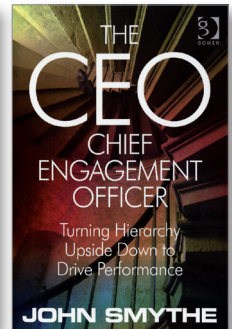
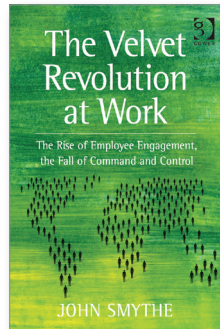
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## It Should Never Happen Again

The Failure of Inquiries and Commissions to Enhance Risk Governance

Mike Lauder

Dr Mike Lauder questions the value of public inquiries. Every day, we hear about another inquiry being set up, or why the last one failed. Time and money is spent on inquiries and on implementing their recommendations, but they do not lead to the learning they should.

Based on research into high profile inquiries and commissions, *It Should Never Happen Again* focuses on the gaps between what is known, what knowledge is used by practitioners and by those who judge them. It contrasts the judicial perspective of those who inquire; the academic perspective of those who know; and the practical perspective of those who are required to act.

The difference between these perspectives creates barriers that impede others from learning from inquiries. Crucially, inquiry outcomes do not assist the leadership of organisations to improve risk governance. The author offers new models for understanding risk and its governance.

September 2013	286 pages		
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## Beyond Goals

Effective Strategies for Coaching and Mentoring

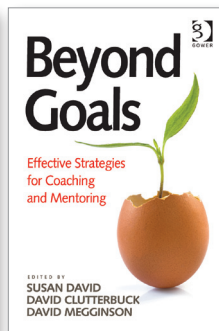
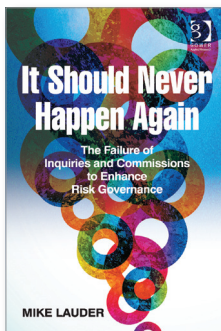
Edited by Susan David, David Clutterback and David Megginson

*'What a relief. Finally an academically sound and engrossing recognition that goals in coaching are simultaneously central and irrelevant. Demonstrating life's elegant non-linearity, the authors ask us to question current coaching lore and to build an up-to-date understanding of the real nature of goals in coaching and mentoring. A mind-opening feast.'*

Nancy Kline, Founding President, Time To Think

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## Business Transformation Essentials

Case Studies and Articles

Edited by Axel Uhl and Lars Alexander Gollenia

*'Many organizations nowadays struggle with the challenge of transforming organizations within global initiatives. This book provides comprehensive experience and practical guidance for successful completion of such endeavors. It is helpful for large as well as medium-sized companies.'*

Dr. Helmut Meitner, Director Corporate IT (CIO),  
Ströer Media AG

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## Business Transformation Management Methodology

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*'The goal of business transformation initiatives is to create agility in order to adapt to market changes. To achieve desired outcomes it is necessary to accurately manage interdependent risks associated with changes in the strategy, operating processes as well as the organization's culture. In my opinion this handbook encompasses all relevant aspects of a professional approach to business transformation.'*

Reza Nazeman, CIO Europe, Middle East & Africa, Microsoft

October 2012	344 pages		
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Robert Zimmermann, Managing Director,  
Berlin Phil Media GmbH, Berliner Philharmoniker

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## Women and Entrepreneurship

Female Durability, Persistence and Intuition at Work  
Beatrice E. Avolio Alecchi and Mirjana Radovic-Markovic

*Women and Entrepreneurship* comes from two authors with especially rich experience in this field of research. Beatrice Avolio and Mirjana Radovic-Markovic profile women entrepreneurs and consider their motivations, together with the obstacles and challenges that they face and often overcome.

A focus on emerging forms of entrepreneurship leads to a concentration on what is happening in newly developing economies, with a major case study set in a South American context. The authors deal with how rural entrepreneurship, virtual entrepreneurship, and project-based and home-based businesses lend themselves to providing opportunities for women.

The authors' findings reveal that increased participation of women in business leadership is imposing a new behavioural style on businesses; and that particularly female kinds of durability, persistence and intuition are producing business advantage. This book clearly identifies success factors and proposes guidelines for the benefit of female entrepreneurs, female-led businesses, and businesses in general.

September 2013	182 pages		
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## ProjectThink

Why Good Managers Make Poor Project Choices

Lev Virine and Michael Trumper

AWARD: PROJECT MANAGEMENT INSTITUTE –  
DAVID I. CLELAND PROJECT MANAGEMENT LITERATURE  
AWARD – 2014

*'This is a very useful guide for any project manager who is ready and willing to explore the impact of decision-making on project origination and performance. I think that for many the first step is to be aware of the issues involved, and the book does an outstanding job conveying the breadth of decision and risk issues that can affect project performance.'*

Brad Hermanson, GEI Consultants Inc., USA

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## Leadership Resilience

Lessons for Leaders from the Policing Frontline  
Edited by Jonathan Smith and Ginger Charles

*'A compelling book, bringing together the personal and very affecting accounts written by police officers, with analysis of these accounts. The analysis – like the best literary criticism – helps us return to the police narratives with new eyes, and learn even more from them. The police service, like most professions, can be dominated by accounts of efficiency and effectiveness. Yet real police officers can be driven by personal motivations, a sense of purpose or duty, a commitment to care. Resilience is indispensable, as the police face life and death experiences, and social pressures – from colleagues and from the public – tempting them to a combative or cynical approach to their work. Smith and Charles show how the police account for their lives and careers, and thereby provide lessons for all professionals in dealing with their responsibilities.'*

Julian Stern, York St John University, UK

August 2013	230 pages		
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## Safety Can't Be Measured

An Evidence-based Approach to Improving  
Risk Reduction

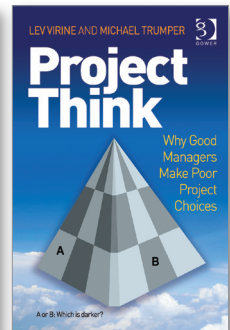
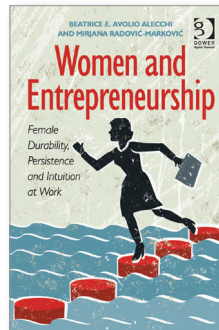
Andrew S. Townsend

*'A pithy introduction to the problems many people are encountering in assessing their safety culture. Well-argued and extensively documented, Andrew Townsend makes a persuasive case why "safety can't be measured".'*

Sidney Dekker, Griffith University, Australia

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## A Handbook of Practical Wisdom

Leadership, Organization and Integral Business Practice

Edited by Wendelin Küpers and David Pauleen

THE PRACTICAL WISDOM IN LEADERSHIP AND ORGANIZATION SERIES

*'Practical Wisdom is slowly becoming one of the more important issues in contemporary management thinking and this excellent new book is an ideal introduction to the topic. Covering all of the many facets and dimensions of this type of wisdom, it has the merits of being very clearly written and exceptionally well researched. I cannot imagine anyone not intrigued by the subject after reading it and then trying to do something to increase their own practice of wisdom. Highly recommended.'*

Larry Prusak, Visiting Professor, Columbia University, USA

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## Equality, Diversity and Opportunity Management

Costs, Strategies and Leadership

Tony Morden

*'Tony Morden has written an exceptional book of great value both to practitioners and to the general reader. It explains and it challenges and is full of useful case histories. It is meticulously researched and lucidly explained. It is an essential companion for all those with an interest in equality management.'*

Lord Shipley, House of Lords,  
former Leader of Newcastle-upon-Tyne City Council, UK

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## Integrity in Business

Developing Ethical Behavior Across Cultures and Jurisdictions

Frank Holder

*Integrity in Business* explores the complex nature of integrity and business and illustrates how organizations have avoided major setbacks to their reputations and value by encouraging integrity. It also examines those organizations that have failed or experienced serious reputational damage due to lack of preparation, lack of transparency and lack of leadership.

Using his research from a review of significant fraud cases, legislative mandates and governmental and nongovernmental initiatives over the past 15 years, the author provides a rigorous and sophisticated guide to understanding and adopting an holistic business integrity strategy – one which has a realistic chance of protecting your organization from the kind of catastrophic loss or reputational damage that can easily be the result of an error of judgement in a world that is increasingly connected and driven by instant and social media.

August 2013	132 pages		
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## Corporate Social Performance in Emerging Markets

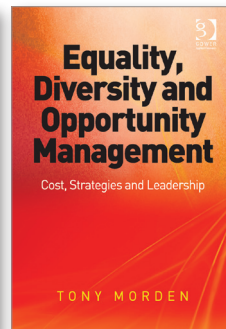
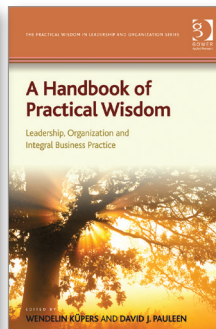
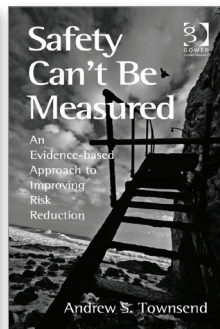
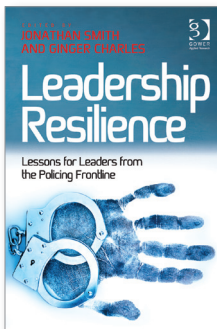
Sustainable Leadership in an Interdependent World

Zsófia Lakatos

*Corporate Social Performance in Emerging Markets* provides an effective tool for companies to help them engage in CSR activities and become a responsible company in CEE countries such as Poland, Hungary, the Czech Republic and Slovakia; focusing on the difference of stakeholders and their attitudes to those of Western Europe.

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## American Pragmatism and Organization

Issues and Controversies

Edited by Mihaela Kelemen and Nick Rumens

Emerging during the late nineteenth century in the diverse scholarship of US commentators such as Charles Sanders Peirce, William James and John Dewey, American pragmatism shaped many intellectual currents within a range of disciplines including politics, education, administrative science and religion. However, American pragmatism struggled to maintain its influence and suffered a hiatus until it experienced a renaissance within scholarly circles during the 1970s. While renewed scholarly interest in American pragmatism continues to grow, it is only relatively recently that organization studies scholars have drawn upon American pragmatist philosophies for shedding new light on aspects of contemporary organizational life.

*American Pragmatism and Organization* explores the theoretical possibilities afforded by pragmatist thinking for understanding organization, and illuminates the practical advantages of doing so.

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## Collaborating for Results

Silo Working and Relationships that Work

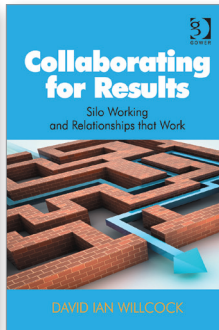
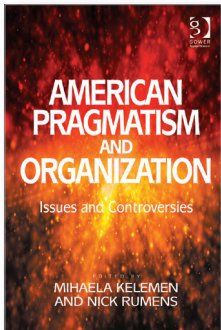
David Ian Willcock

*'This is a thoughtful and very perceptive examination of our natural tendency to want to work within silos and the problems this creates for businesses, small and large. The strategies suggested for encouraging collaboration both within and across different organisations are practical, sensible and easily implemented.'*

Alan Cook CBE, Chairman, Highways Agency, UK

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## Uncertainty, Diversity and The Common Good

Changing Norms and New Leadership Paradigms

Edited by Stefan Gröschl

Because of a management model emphasizing standardization and a one-size-fits-all approach, the previous good health of firms depended on economic performance and maximizing shareholder value. Financial crisis and the ensuing leadership void have changed the rules of the game for everyone. In this book, contributors from leading academic institutions around the world discuss different models of socially responsible global leadership from a variety of disciplinary perspectives. Together they explore unpredictability and how, being responsible for social as well as economic outcomes, requires managers to adapt and to develop a sustainable and consistent approach.

*Uncertainty, Diversity and The Common Good*, indicates what the new paradigms might look like and how working with diversity can create social change and new visions of leadership that impact social and cultural norms.

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## Corporate Risk and Governance

An End to Mismanagement, Tunnel Vision and Quackery

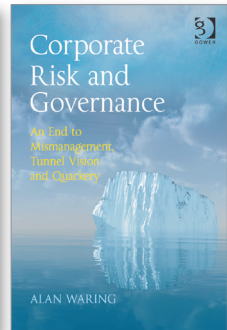
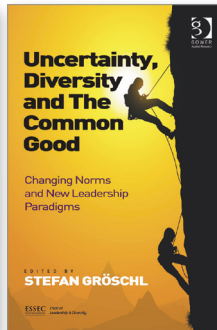
Alan Waring

*'A must read for all those who believe that good corporate governance and robust risk management do not happen by chance!...In fact this book acts as an excellent reference material to be used by both risk practitioners and board members who may seek tangible guidance through the superb list of cases on what might 'bad look like' and what pitfalls to avoid, learning from other's mistakes.'*

Socrates Coudouanis, Fellow and Non Executive Director

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## Re-Tayloring Management

Scientific Management a Century On  
Edited by Christina Evans and Leonard Holmes

*'If you ever thought Taylorism was a thing of the past, then think again! The contributions to this stimulating and insightful book provide a timely reminder that Taylorist principles of "scientific management" are alive and kicking across numerous sectors of the modern economy, debunking the myth that modern management is all about "engagement" and "empowerment". It deserves the widest readership amongst academics, students and practitioners alike.'*

Michael Gold, Professor of Comparative Employment Relations at Royal Holloway University of London, UK

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## 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.'*

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

*Bribery and Corruption* is written by the world's leading practitioners in the fields of fraud prevention, detection and investigation; they have massive practical experience in commercial and governmental sectors. The book exposes the misconceptions, myths and, indeed, 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 related 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 as intended.

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		
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## New Normal, Radical Shift

Changing Business and Politics for a Sustainable Future

Neela Bettridge and Philip Whiteley

*New Normal, Radical Shift* shows how ethical businesses can be commercially successful while both enhancing working lives and protecting the environment. Neela Bettridge and Philip Whiteley critique business practices that have failed and challenge wider economic and political beliefs, including those of anti-business campaigners.

The authors maintain that the right messages about good practice struggle to be heard, not because of indifference or inertia, but because dysfunctional philosophies are still supported, not only within business and business schools, but also within political circles and by trade unions, NGOs and others campaigning for workers' rights.

This book argues that a mistaken assumption - that employees' interests always conflict with those of managers and business owners - constitutes a remaining blind spot and highlights the need to end the turf wars between left and right and to look forensically at the requirements of a modern economy and society.

April 2013	164 pages		
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## The Self as Enterprise

Foucault and the Spirit of 21st Century Capitalism  
Peter Kelly

The way large numbers of people in the developed economies sell their time, skills and efforts in the 21st Century world of paid work is damaging to their health, well-being and relationships. They are required to commit more to the organisations they work for, who then subject them to an intensification of the expectations related to their performance claims Peter Kelly. In *The Self as Enterprise*, he analyses the various injunctions and incitements to develop new work ethics reflecting the way people practice their freedom in relation to the world of paid work.

This is an important contribution to the debate about the nature of work related identities and the consequences of the intensification of the work regimes in which these identities are regulated and displayed. For anyone interested in how all aspects of workers' lives are now seen as performance related and consequently of interest to their employers.

April 2013	240 pages		
Hardback	978-0-7546-4963-2	£70.00	\$119.95
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## Reconstructing Medical Practice

Engagement, Professionalism and Critical Relationships in Health Care

Christine Jorm

*'...a probing insight into contemporary doctoring. It is a clarion call to practising doctors: if you care for your patients, you can't turn away from the system of care. To understand and act on the system, open yourselves up to the social disciplines, where strategies have been conceptualised on how to change an order that disenfranchises doctors and disadvantages patients. Not since Miles Little's Humane medicine has such an impassioned plea been put to doctors about how to reinvent their work and reinvest it with meaning and purpose.'*

Medical Journal of Australia

February 2013	244 pages		
Paperback	978-1-4094-6766-3	£30.00	\$54.95
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## Third Sector Performance

Management and Finance in Not-for-profit and Social Enterprises

Edited by Graham Manville and Richard Greatbanks

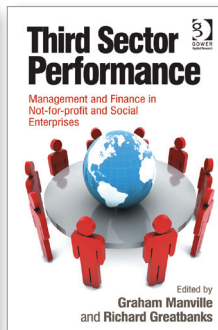
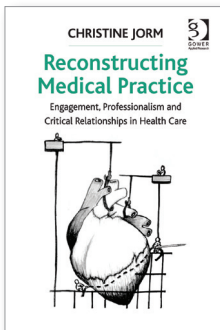
*'...a great collection of materials on performance measurement and management in the third sector. One of the few books that really brings new insights to this increasingly important sector of the economy.'*

Andy Neely, University of Cambridge, UK

Third sector organizations are not the same as conventional businesses and are also subtly different from the public sector. There is currently a dearth of knowledge and a lack of research into issues around performance in the Third Sector or Civil Society. This book begins to fill a void in the knowledge base. The internationally sourced contributions represent a balanced offering of academic research findings and practitioner accounts from the Third Sector, together with a section devoted specifically to Third Sector finance institutions.

January 2013	266 pages		
Hardback	978-1-4094-2961-6	£65.00	\$109.95
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## Energy Management in Business

The Manager's Guide to Maximising and Sustaining Energy Reduction

Kit Oung

*'... a good book for managers looking to broaden their understanding of the challenges in cutting energy use.'*

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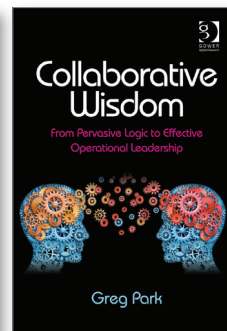
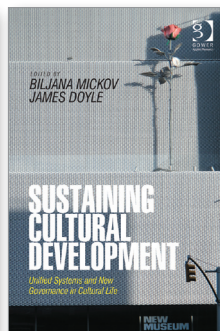
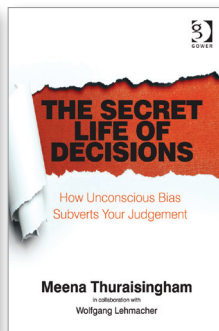
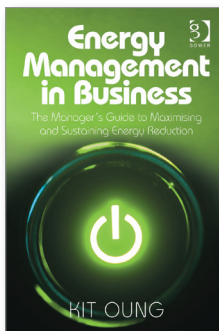
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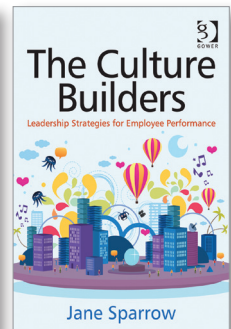
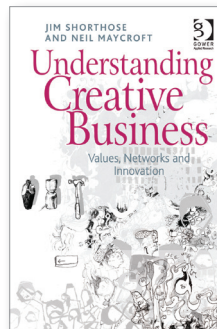
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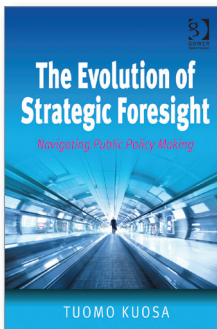
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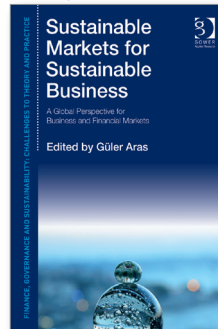
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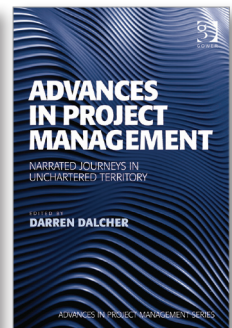
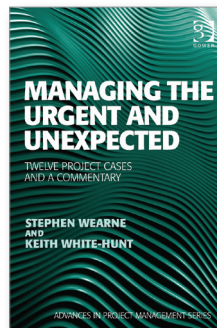
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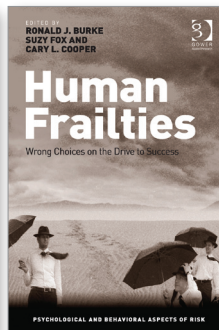
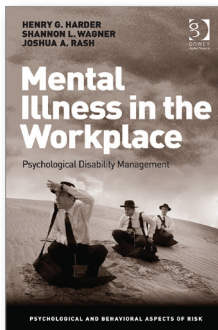
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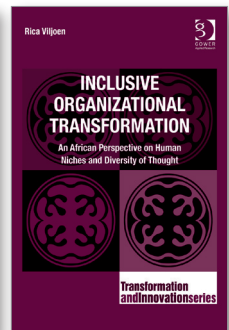
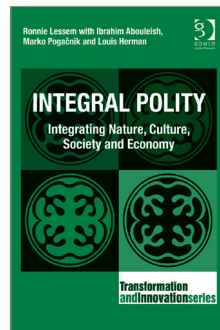
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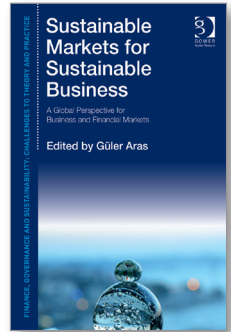
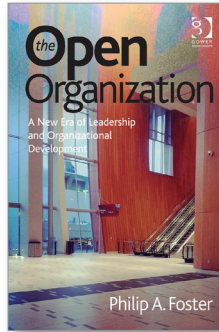
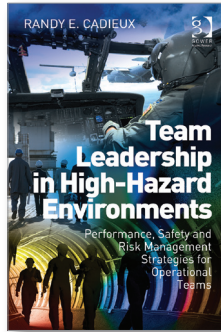
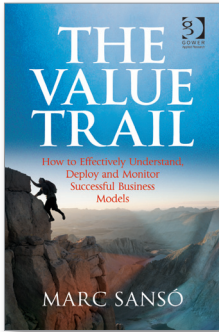
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