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CHANGE MANAGEMENT

Power, Politics, and Organizational Change: Winning the Turf Game 2ed

David A Buchanan and Richard Badham

OZ

Most managers view organisation politics as a routine part of their job, and as an important contributor to career success, as well as to personal and organisational performance. This eagerly anticipated Second Edition has been updated to reflect new research and current perspectives on this integral part of organisational life. **Power, Politics, and Organizational Change** focuses on the manager acting as internal change agent. The authors emphasise the context in which managers initiate change, how this is achieved, and how actions are accounted for.

COURSE USE: Key to MBA and other Masters degree candidates taking courses in change management, and organisational behaviour.
Pbk 376pp 9781412928342 A\$59.95 NZ\$88 2008 Sage Publications Ltd

Managing Change, Creativity and Innovation

Constantine Andriopoulos and Patrick M B Dawson

OZ

Managing Change, Creativity and Innovation brings together comprehensive aspects of change management and creativity management, providing management and HR students with an accessible and wide-ranging resource for study, debate and inspiration. Balancing theory with practice, this book looks at the human side of managing change and creativity, treating them as interdependent aspects of management and organisations.

COURSE USE: Suitable for courses in management, change management, and Human Resources.
Pbk 392pp 9781412948531 A\$63 NZ\$89 2008 Sage Publications Ltd

Organizational Change: An Action-Oriented Toolkit 2ed

Tupper F Cawsey, Gene Deszca and Cynthia Ingols

This unique book provides insights and practical tools for anyone involved in organisational change. Bridging current theory with practical applications, the authors combine conceptual models with concrete examples and useful exercises to dramatically improve the knowledge, skills, and abilities of students in creating effective change.

COURSE USE: Suitable for courses on Change Management, Human Resource Development, Management and Organisational Behaviour, Organisational Behaviour, and Organisational Development.

ANC ANCILLARY MATERIAL: Companion website for instructors.

Pbk 512pp 9781412982856 A\$87 NZ\$128 2011.03 Sage Publications Inc

COMMUNICATION

Communicating for Managerial Effectiveness: Problems, Strategies, Solutions 4ed

Phillip G Clampitt

This book enables students to clearly view their own communication abilities, organisational dilemmas, and challenges. With the help of real-world cases, readers analyse the most critical communication challenges facing managers today. With this book readers learn to: manage information; select appropriate communication channels; develop an effective performance feedback system; communicate about organisational changes; foster interdepartmental communication; and create an innovative spirit.

COURSE USE: Suitable for courses in Management and Organisational Behaviour; Managerial Communication; and Organisational Communication.

ANC ANCILLARY MATERIAL: Instructor's CD and Companion study Website.

Pbk 312pp 9781412970884 A\$99 NZ\$146 2009 Sage Publications Inc

Corporate Communication: A Guide to Theory and Practice 3ed

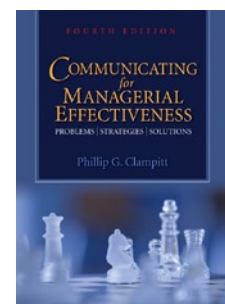
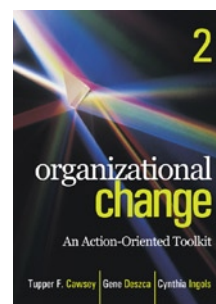
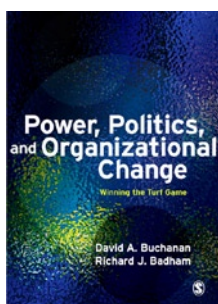
Joep Cornelissen

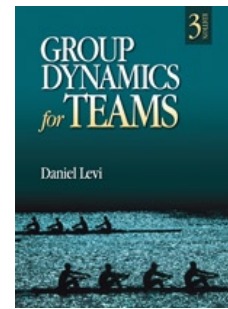
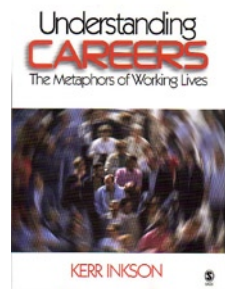
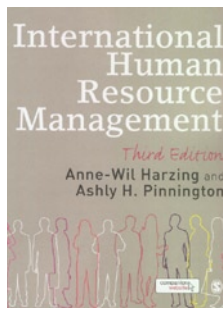
The Third Edition of this market-leading text has been updated and expanded with contemporary case material and more detailed coverage of the main topics and trends in corporate communication. The third edition contains new chapters on strategic planning and campaign management, research and measurement and CSR and community relations. It features greatly expanded coverage of key areas: internal communication, leadership and change Communication, issues management, crisis communication and corporate branding. Other topics to receive new coverage include: public affairs, social media, internal branding and issues of globalisation. New and up-to-date international case studies, including new full-length case studies and vignettes are included throughout the chapters. Further reading and new questions-for-reflection will provide the reader with a means to challenge and further their understanding of each of the topics in the book.

COURSE USE: Suitable for courses in Advanced undergraduate and postgraduate, communications, organisational communication, public relations, and marketing communications.

ANC ANCILLARY MATERIAL: Companion website for instructors.

Pbk 296pp 9780857022431 A\$74 NZ\$109 2011.03 Sage Publications Ltd





HUMAN RESOURCE MANAGEMENT

Human Resource Information Systems: Basics, Applications, and Future Directions 2ed

Michael J Kavanagh, Mohan Thite and Richard D Johnson

OZ NEW

Human Resource Information Systems (HRIS) have become a crucial focus for management professionals. This cross-disciplinary book provides a thorough introduction to the field of HRIS, which combines two major management fields that impact the competitive advantage of companies - human resources and information systems.

COURSE USE: Suitable for courses in Human Resource Development, Human Resource Management, and Human Resource Management Strategy.

ANC ANCILLARY MATERIAL: Companion website for instructors and study site for students.

Pbk 648pp 9781412991667 A\$86 NZ\$128 2011.07 Sage Publications Inc

International Human Resource Management 3ed

Anne-Wil Harzing and Ashly Pinnington

OZ

Maintaining the academic rigour and critical focus that have established its reputation as the most authoritative and cutting-edge text in the field, the Third Edition of *International Human Resource Management* positions itself firmly within the 'globalised' environment and provides wide-ranging and truly international coverage driven by the expertise of its internationally renowned writing team.

COURSE USE: Suitable for courses in human resource management and international business.

ANC ANCILLARY MATERIAL: Companion website for instructors.

Pbk 664pp 9781847872937 A\$73 NZ\$109 2010.11 Sage Publications Ltd

Understanding Careers: The Metaphors of Working Lives

Kerr Inkson

NZ

This text covers career choice, development, and management through the use of metaphor. Key archetypal metaphors from career theory and discourse, e.g. "journey", "resource", and "story" will be utilised to group research and theory about careers to effectively cover the broad curriculum of career studies.

COURSE USE: Suitable for courses in Career Counselling.

ANC ANCILLARY MATERIAL: Instructor Resources CD providing PowerPoint slides, class exercises, and worked-through case studies.

Pbk 344pp 9780761929505 A\$76 NZ\$109 2006 Sage Publications Inc

Leading Project Teams: The Basics of Project Management and Team Leadership 2ed

Anthony T Cobb

This practical book provides entry-level project tools and skills for newcomers to project management. It helps student teams become more effective at doing course projects by learning and applying project management tools and techniques. It also provides invaluable skills that students can utilise when they enter the workplace. Chapters focusing on project initiation and planning are followed by coverage of the human resource issues involved in project leadership and how to write up project reports. Appendices introduce the use of earned value analysis and show how critical paths are calculated.

COURSE USE: Suitable for courses on Project Management and Teams.

ANC ANCILLARY MATERIAL: Companion website for instructors.

Pbk 248pp 9781412991704 A\$55.95 NZ\$82 2011.05 Sage Publications Inc

Group Dynamics for Teams 3ed

Daniel Levi

This clear and engaging book explains the basic psychological concepts of group dynamics with a focus on their application with teams in the workplace. Grounded in psychology research but with a very practical focus on organisational behaviour issues, this book helps readers understand and participate in teams more effectively in day-to-day work.

COURSE USE: Suitable for courses in Group Dynamics in Organisations, Industrial and Organisational Psychology, and Organisational Behaviour.

ANC ANCILLARY MATERIAL: Companion website for instructors.

Pbk 392pp 9781412977623 A\$87 NZ\$128 2010.04 Sage Publications Inc

Work Motivation: History, Theory, Research, and Practice 2ed

Gary P Latham

NEW

This book provides a unique behavioural science framework for motivating employees in organisational settings. Drawing upon his experiences as a staff psychologist and consultant, Gary Latham writes in a "mentor voice" that is highly personal and rich in examples. The book includes anecdotes about the major thought leaders in the field of motivation, together with behind-the-scenes accounts of research and the researchers. It offers a chronological review of the field, and a taxonomy for the study and practice of motivation. Controversies of theoretical and practical significance such as the importance of money, the relationship between job satisfaction and job performance, and the distinction between intrinsic and extrinsic motivation are discussed.

COURSE USE: Suitable for courses in Human Resource Development, Leadership, and Organisational Behaviour.

Pbk 352pp 9781412990936 A\$79 NZ\$116 2011.11 Sage Publications Inc

The Sociology of Work: Continuity and Change in Paid and Unpaid Work 2ed

NEW

Stephen Edgell

Fully updated and restructured, the second edition of Stephen Edgell's comprehensive title charts the rise of 'work' from the first human societies. The book explores all aspects of work including paid and unpaid, standard and non-standard and unemployment. New material has been incorporated covering the theories and practices of globalisation, capitalist globalisation, neo-liberalism, economic crisis, technological and organisational change, and trade unions.

COURSE USE: Suitable for courses in Sociology of Work, Organisation Studies, and Industrial Sociology.

Pbk 304pp 9781849204132 A\$52.95 NZ\$79 2011.12 Sage Publications Ltd

Managing Across Cultures: Concepts, Policies and Practices

Mohamed Branine

Managing Across Cultures introduces the concepts, policies and practices of managing resources in different socioeconomic, political and cultural contexts. It is structured on a country-by-country basis to allow a closer and more rigorous examination of the factors that influence labour market trends, organisation and employment policies and practices in specific countries, and includes chapters on emerging economies in Asia, Africa, the Middle East and Latin America.

COURSE USE: Suitable for courses in Business and Management, and International Business and Management.

Pbk 640pp 9781849207294 A\$91 NZ\$135 2011.03 Sage Publications Ltd

LEADERSHIP

The Nature of Leadership 2ed

David V Day and John Antonakis

OZ

With contributions from leading authors in the most important areas of current research, this book provides insight into the streams that are driving leadership theory and practice today. *The Nature of Leadership Second Edition* provides students with an updated and complete yet concise handbook that solidifies and integrates the vast and disparate leadership literature.

COURSE USE: Suitable for courses in Industrial and Organisational Psychology, Leadership, Management, and Organisational Behaviour.

Pbk 576pp 9781412980203 A\$89 NZ\$128 2011.06 Sage Publications Inc

Leadership: Theory and Practice 5ed

Peter G Northouse

Adopted at colleges and universities worldwide, this market-leading text owes its success to the unique way in which it combines an academically robust account of the major theories and models of leadership with an accessible style and practical exercises that help students apply what they learn. Each chapter follows a consistent format, allowing students to easily contrast the various theories, and three case studies in each chapter provide practical examples of each theory or trait discussed.

COURSE USE: Suitable for courses in Educational Leadership, Human Resource Development, Industrial and Organisational Psychology, Introduction to Educational Administration/Leadership, Leadership, Management and Organisational Behaviour, Organisational Behaviour in Education, and Organisational Communication.

ANC

ANCILLARY MATERIAL: Instructor Resource CD and new study website featuring additional topics, exercises, projects, cases, chapter summaries, video clips, and social networking tools.

Pbk 456pp 9781412974882 A\$115 NZ\$148 2009 Sage Publications Inc

Introduction to Leadership: Concepts and Practice 2ed

Peter G Northouse

Offering a straightforward introduction to the basic principles of leadership, the Second Edition of *Introduction to Leadership* focuses on providing readers with practical strategies for becoming better leaders. An applied text by the author of the SAGE best-seller *Leadership: Theory and Practice, Fifth Edition*, this text provides the much needed how-to component of leading for students in leadership courses.

COURSE USE: Suitable for courses in Educational Leadership, Leadership, Leadership Strategies, and Policy Practices in the Human Services.

ANC

ANCILLARY MATERIAL: Companion website for instructors and study site for students.

Pbk 304pp 9781412989527 A\$69 NZ\$103 2011.06 Sage Publications Inc

A Very Short Fairly Interesting and Reasonably Cheap Book About Studying Leadership 2ed

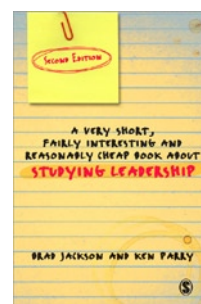
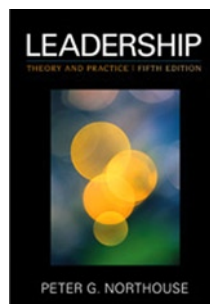
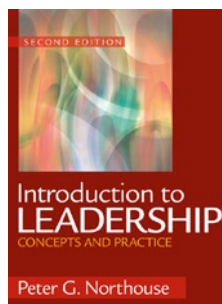
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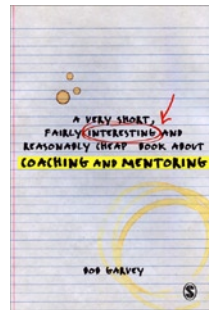
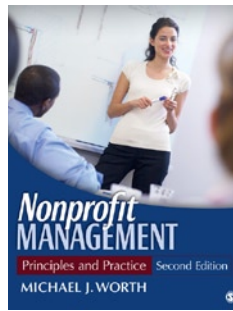
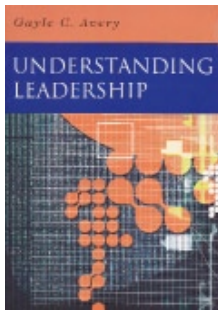
Brad Jackson and Ken Parry

The first edition of this popular and acclaimed book quickly became a favourite among students for the pithy and easy way in which it guided them through the din of competing perspectives and models on leadership. The Second Edition continues to take readers out of their comfort zones, with expanded discussion of hot topics like follower perspectives, gender, and the financial crisis.

COURSE USE: Suitable for courses on leadership across a wide range of disciplines.

Pbk 208pp 9781849207393 A\$29.95 NZ\$43.95 2011.05 Sage Publications Ltd





Understanding Leadership: Paradigms and Cases

Gayle C Avery

OZ

With a huge range of definitions and theories of leadership available, the field has become confusing for both students and practitioners alike. This text provides a framework for making sense of the field. In Part One, Gayle C Avery integrates a fragmented field into four broad paradigms or forms of leadership, helping to simplify and clarify the ill-defined field of leadership. The second part provides 10 case studies from leading organisations across Europe, Australia and the United States to illustrate how diverse leadership can be in successful organisations.

COURSE USE: Suitable for use in advanced undergraduate and MBA courses on leadership, courses in management, strategy, HRM, public management, and business communication.

Pbk 328pp 9780761942894 A\$59.95 NZ\$89 2004 Sage Publications Ltd

Nonprofit Management: Principles and Practice 2ed

Michael J Worth

The only comprehensive textbook for the Nonprofit Management course, this book provides a broad overview of key topics, including the scope and structure of the nonprofit sector, leadership and managing, fundraising and financial management, lobbying and advocacy, managing internationally, and social entrepreneurship. The Second Edition examines the effects on the nonprofit sector of the economic recession and recent changes in law, and provides new data and cases.

COURSE USE: Suitable for courses in Community Organisation and Planning, Human Services Management, Non-Profit Management in the Human Services, Not-for-Profit Management and Public Administration Leadership.

ANC

ANCILLARY MATERIAL: Companion website for instructors.

Pbk 456pp 9781412994453 A\$121 NZ\$178 2011.02 Sage Publications Inc

MANAGEMENT

Managing and Organizations 3ed

Stewart R Clegg, Martin Kornberger and Tyrone Pitsis

OZ

NEW

Now in its Third Edition, this unique and highly esteemed text goes from strength to strength, continuing to offer:

- Seamless coverage of the essential topics of organisational behaviour
- A critical perspective that takes students out of their comfort zones and questions dominant assumptions about organisations
- Interactive, instructive (and fun) learning aids and features, both in the text and on the companion Website
- An attractive, easily navigable, full-colour text design
- A guide to further reading including hand-selected journal articles, many of which are available on the companion Website

As well as cutting-edge content and features, the Third Edition now includes:

- Clearer, more concise exposition of all you need to know about organisations
- Expanded coverage of public-sector, informal and non-profit organisations
- Additional discussion of international cultures
- Revised case studies to cater for readers across the world at all levels of knowledge and experience
- A revisited companion Website with longer case studies

Over the last seven years, more and more students and tutors have been won over by *Managing and Organizations'* coverage, wisdom, and insight, and this new edition is a yet more essential guide to negotiating and understanding the bustling and complex life of organisations.

COURSE USE: Suitable for undergraduate courses in Organisational Studies.

ANC

ANCILLARY MATERIAL: Companion website for instructors and study site for students.

Pbk 720pp 9780857020413 A\$86 NZ\$122 2011.12 Sage Publications Ltd

A Very Short, Fairly Interesting and Reasonable Cheap Book About Coaching and Mentoring

Bob Garvey

NEW

Written to challenge, stimulate and inform, this book takes a critical look at the rapidly-growing field of coaching and mentoring. Focusing on all types of organisation - public, private, large, small and not-for-profit - Robert Garvey inspires and provokes readers by asking questions such as 'Are coaching and mentoring the same?' 'Are we obsessed with skills?' and 'What is performance?' He also delves into contemporary debates such as concerns about standards, competencies and codes of ethics, interspersed with views on power, control and politics.

COURSE USE: Suitable for courses in Human Resource Management, Leadership and Management in Nursing, and Leadership and Management.

Pbk 168pp 9781849207836 A\$31.95 NZ\$46.95 2011.11 Sage Publications Ltd

Performance Measurement and Management: A Strategic Approach to Management Accounting

Malcolm Smith

OZ

This text takes a refreshing look at the scope of management accounting and how strategic initiatives can be employed to improve financial performance. It argues for a focus on non-financial measures which are internal to the organisation, and market-based external measures, and in doing so emphasises the dysfunctional nature of many traditional financial accounting measures. The book looks at factors and strategies concerning the people, processes, systems, controls and innovation within the organisation and illustrates their impact through numerous worked case studies relating to real situations. Current research findings are used throughout to bridge the gap between theory and practice in management accounting.

COURSE USE: Suitable for courses in advanced undergraduate, postgraduate and MBA studies in management accounting, performance measurement and management.

Pbk 312pp 9781412907644 A\$58.95 NZ\$86 2005 Sage Publications Ltd

Key Concepts in Critical Management Studies

Mark Tadajewski, Pauline Maclaran, Elizabeth Parsons and Martin Parker

Ideal as an introduction and as a quick reference, *Key Concepts in Critical Management Studies* explores the essential concepts used within the field today. Specially edited and written by a range of international experts, key ideas are succinctly explained and illustrated beyond a simple definition. Further reading suggestions and cross-referencing provide the reader with means to develop their knowledge further.

COURSE USE: Suitable for courses on critical management.
Pbk 240pp 9781849205696 A\$49.95 NZ\$74 2011.03 Sage Publications Ltd

MARKETING

Contemporary Consumer Psychology

Amanda Broderick

NEW

Contemporary Consumer Psychology is a cutting-edge textbook that provides key reviews and analyses of the leading thinking in consumer psychology theory and practice. Each of the chapters, written by internationally renowned experts in the field, provides the state-of-the-art in the specialist subject, reviewing the key literature and addressing competing perspectives.

COURSE USE: Suitable for courses in Consumer Marketing.

ANC

ANCILLARY MATERIAL: Companion website for instructors and study site for students including free full-text journal articles.

Pbk 336pp 9780857024138 A\$75 NZ\$109 2011.11 Sage Publications Ltd

Social Marketing Casebook

Lucy Reynolds, Rowena Merritt and Jeff French

NEW

Social Marketing Casebook brings together for the first time a dedicated collection of social marketing case studies and vignettes from around the world. Each case study is explored from the scoping and research stage right through to evaluation, providing the reader with a complete overview of the most important building blocks in social marketing and how these can be applied to the real world.

COURSE USE: Suitable for courses in undergraduate and postgraduate marketing and health studies.

Pbk 280pp 9780857025449 A\$56.95 NZ\$84 2011.10 Sage Publications Ltd

Consumer Behaviour: Applications in Marketing

Robert East, Marc Vanhuele and Malcolm Wright

OZ

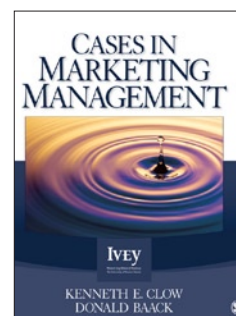
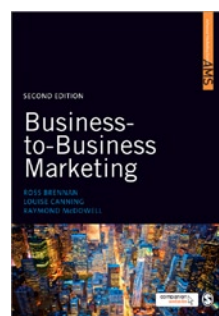
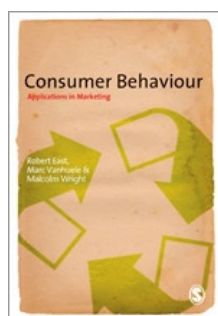
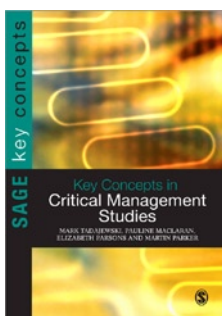
Until now Masters and MBA students have been under-served by books on consumer behaviour. Written by trusted and respected academics this book includes the psychological and social issues that students cover on their course along with exploration of more quantitative approaches to marketing research and 'evidence based' marketing solutions.

COURSE USE: Suitable for postgraduate courses in Consumer Behaviour, Marketing, and Marketing Management.

ANC

ANCILLARY MATERIAL: Companion website for instructors.

Pbk 344pp 9781412934312 A\$73 NZ\$107 2008 Sage Publications Ltd



Global Marketing and Advertising: Understanding Cultural Paradoxes 3ed

Marieke K de Mooij

Packed with cultural, company, and country examples that help explain the paradoxes international marketers are likely to encounter, *Global Marketing and Advertising, Third Edition*, offers a mix of theory and practical applications as it covers globalisation, global branding strategies, classification models of culture, and the consequences of culture for all aspects of marketing communications.

COURSE USE: Suitable for courses in International or Global Marketing and International or Global Advertising.

ANC

ANCILLARY MATERIAL: Companion website for instructors.

Pbk 344pp 9781412970419 A\$89 NZ\$129 2009 Sage Publications Inc

Business-to-Business Marketing 2ed

Ross Brennan, Louise Canning and Raymond McDowell

The Second Edition of this bestselling B2B marketing textbook offers the same accessible clarity of insight, combined with updated and engaging examples. Each chapter contains a detailed case study to further engage the reader with the topics examined.

COURSE USE: Suitable for courses in Business-to-Business Marketing and Marketing.

ANC

ANCILLARY MATERIAL: Companion website for instructors.

Pbk 408pp 9781849201568 A\$69 NZ\$103 2010.12 Sage Publications Ltd

Cases in Marketing Management

Kenneth E Clow and Donald Baack

The SAGE Text and Cases Series features IVEY Cases is a co-publishing partnership between SAGE Publications and the Richard Ivey School of Business at The University of Western Ontario. Due to their popularity in more than 60 countries, approximately 200 new cases are added to the Ivey School of Business library each year. Each of the casebooks comes equipped with instructor's resources on CD-ROM. These affordable collections will not only help students connect to real-world situations, but will benefit corporations seeking continued education in the field as well.

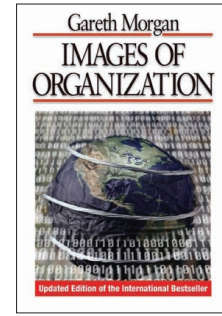
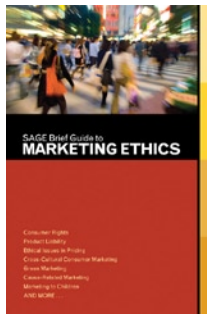
Cases in Marketing Management is edited by Kenneth E Clow and Donald Baack, and follows the structure and goals of their SAGE textbook *Marketing Management: A Customer-Oriented Approach* (9781412983044). It can also be used as a stand-alone text, or as a supplement to any other marketing management textbook, for instructors who want to more clearly connect theory and practice to actual cases.

COURSE USE: Suitable for undergraduate Marketing Management.

ANC

ANCILLARY MATERIAL: Companion website for instructors and study site for students.

Pbk 560pp 9781412996037 A\$69 NZ\$103 2011.05 Sage Publications Inc



SAGE Brief Guide to Marketing Ethics

SAGE

This essential companion for marketing courses provides all the key terms and concepts in marketing ethics in a short, easy-to-use format. The text is divided into four sections: Business Ethics, Ethics and the Marketing Mix, Ethics and the Promotional Mix, and Special Topics in Marketing Ethics. Each keyword entry is written by a scholar drawn from the fields of business and marketing ethics, and is a comprehensive essay on such crucial topics as ethical issues in pricing, green marketing, and deceptive advertising. Each essay includes a list of references and suggested readings for each article so that readers can find more information on those issues they are most interested in.

COURSE USE: Suitable for courses on Marketing Management, Marketing Strategy, Non-Profit Marketing, and Principles of Marketing.
Pbk 232pp 9781412995146 A\$42.95 NZ\$63 2011.03 Sage Publications Inc

Social Marketing to Protect the Environment: What Works

Doug McKenzie-Mohr, Nancy R Lee, P Wesley Schultz and Philip Kotler

Behaviour change is central to the pursuit of sustainability. This book details how to use community-based social marketing to motivate environmental protection behaviours as diverse as water and energy efficiency, alternative transportation, and watershed protection, among others. With case studies of innovative programs from around the world, including New Zealand, Spain, Vietnam, and Jordan, the authors present a clear process for motivating social change for both residential and commercial audiences. The case studies plainly illustrate realistic conservation applications for both work and home and show how community-based social marketing can be harnessed to foster more sustainable communities.

COURSE USE: Suitable for courses in Social Marketing.
Pbk 256pp 9781412991292 A\$55.95 NZ\$82 2011.05 Sage Publications Inc

Social Marketing: Influencing Behaviors for Good 3ed

Philip Kotler and Nancy Lee

The Third edition of **Social Marketing** examines how social marketing can be used as a strategy for changing behaviour. It highlights successful social change campaigns that have been launched by governments, by a combination of governments and citizens, and by citizens themselves. Its theme is that knowledge, techniques, and technologies now exist to organise and implement effective social change programs in virtually every area of social concern, both locally and nationally.

COURSE USE: Suitable for advanced undergraduate and graduate courses in social marketing, consumer behaviour, health communication, social change, and public communication.

ANC ANCILLARY MATERIAL: Instructor's CD.

ABRIDGED CONTENTS: Foreword / Part I: Understanding Social Marketing / Part II: Analyzing The Social Marketing Environment / Part III: Establishing Target Audiences Objectives and Goals / Part IV: Developing Social Marketing Strategies / Part V: Managing Social Marketing Programs
Pbk 456pp 9781412956475 A\$99 NZ\$145 2007 Sage Publications Inc

ORGANISATION STUDIES

A Very Short, Fairly Interesting and Reasonably Cheap Book About Studying Organizations 2ed

Christopher Grey

The Second Edition of **A Very Short Fairly Interesting and Reasonably Cheap Book About Studying Organizations** offers students a lively, focused and challenging discussion of classical and current ideas about organisations and their management. Building on the hugely popular first edition, a new chapter explores the relationship between organisation theory and behaviour as it exists today. Chris Grey shies away from the sterility of conventional textbooks, offering students an accessible and palatable overview of the field of organisation studies that questions and challenges the traditional literature.

COURSE USE: Suitable for undergraduate and postgraduate courses in organisational studies and management.
Pbk 208pp 9781847873439 A\$34.95 NZ\$49.95 2008 Sage Publications Ltd

Sociology of Organizations: Structures and Relationships

Mary Godwyn and Jody Hoffer Gittel

Sociology of Organizations: Structures and Relationships is a timely and unique collection of both classic and contemporary studies of organisations. Designed around competing theoretical frameworks, this cutting-edge book examines organisations with attention to structure and objectives, interactions among members and among organisations, the relationship between the organisation and its environment and the social significance or social meaning of the organisation. This volume sheds light on some of the most interesting changes and challenges facing organisations today: the integration of new media, the implementation of diversity and inclusion, and the promotion of sustainable workforce engagement. Lively and provocative, this textbook is theoretically rigorous, disciplinarily informed and representative of heterogeneity within organisation studies.

COURSE USE: Suitable for courses in Sociology of Organisations.

ANC ANCILLARY MATERIAL: Companion website for instructors and study site for students.

Pbk 792pp 9781412991964 A\$103 NZ\$155 2011.06 Sage Publications Inc

Images of Organization Updated Edition

Gareth Morgan

Since its first publication over twenty years ago, **Images of Organization** has become a classic in the canon of management literature. The book is based on a very simple premise - that all theories of organisation and management are based on implicit images or metaphors that stretch our imagination in a way that can create powerful insights, but at the risk of distortion. Gareth Morgan provides a rich and comprehensive resource for exploring the complexity of modern organisations internationally, translating leading-edge theory into leading-edge practice.

COURSE USE: Suitable for courses in Organisational Behaviour and Organisational Theory.

ANC ANCILLARY MATERIAL: Instructor Resources CD.

Pbk 520pp 9781412939799 A\$99 NZ\$147 2006 Sage Publications Inc

Organization Development: The Process of Leading Organizational Change 2ed

NEW

Donald L Anderson

Covering classic and contemporary organisation development (OD) techniques, this is a comprehensive text on individual, team, and organisational change. Incorporating OD ethics and values into each chapter, Donald L Anderson provides discussion of the real-world application of these theoretical ideas. In-depth case studies that follow major content chapters allow students to immediately apply what they have learned. In today's challenging environment of increased globalisation, rapidly changing technologies, economic pressures, and expectations in the contemporary workforce, this book is an essential tool.

COURSE USE: Suitable for courses in Change Management and Organisational Development.

ANC ANCILLARY MATERIAL: Companion website for instructors and study site for students.

BUNDLE: Available in a bundle (Organization Development: The Process of Leading Organizational Change 2ed + Cases and Exercises in Organization Development and Change)
Pbk 392pp 9781412987745 A\$96 NZ\$142 2011.07 Sage Publications Inc

Cases and Exercises in Organization Development and Change

Donald L Anderson

This comprehensive collection of cases and exercises allows students to practice organisation development (OD) skills at the same time as learning about theories of organisational change and human behaviour. The first part of the book presents cases about the OD process, and the second part includes cases in organisation-wide, team, and individual interventions. The final part provides practical exercises that make the course material come alive through realistic scenarios that organisational change practitioners regularly experience.

COURSE USE: Suitable for courses in Change Management and Organisational Development.

ANCILLARY MATERIAL: Companion website for instructors.

BUNDLE: Available in a bundle (Organization Development: The Process of Leading Organizational Change 2ed + Cases and Exercises in Organization Development and Change)
Pbk 360pp 9781412987738 A\$71 NZ\$104 2011.06 Sage Publications Inc

RESEARCH

Management Research: Theory and Practice 3ed

Mark Easterby-Smith, Richard Thorpe and Paul R Jackson

A phenomenal success from its first edition, the Third Edition continues to be the definitive word in management research methods. Integrating qualitative and quantitative methods, underpinned by an understanding of philosophy and, crucially, politics, **Management Research** succeeds in tackling complex issues in a clear and accessible way.

COURSE USE: Suitable for courses in management, organisation studies, and organisational research.

ANC ANCILLARY MATERIAL: Companion website for instructors and study site for students.

Pbk 368pp 9781847871770 A\$74 NZ\$107 2008 Sage Publications Ltd

Qualitative Research in Business and Management

Michael D Myers

NZ

What are the key issues that concern **Qualitative Research in Business and Management**? In this advanced textbook, the author brings a wealth of insight to the research process. Combining the abstract and theoretical considerations with those of a practical nature, like those involved with interviewing for data, or for the final stage of writing up, Myers establishes an expansive resource for those involved in qualitative research that will aid them from start to finish.

COURSE USE: Suitable for advanced courses on research in business and management.

Pbk 296pp 9781412921664 A\$54.95 NZ\$79 2008 Sage Publications Ltd

Case Study Research for Business

Jillian Farquhar

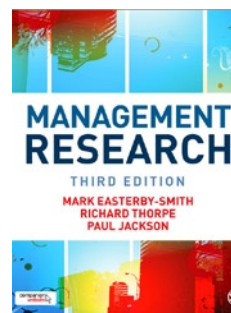
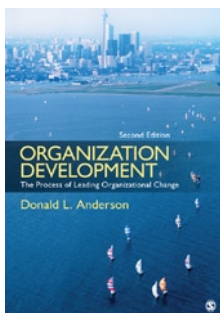
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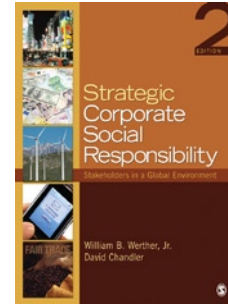
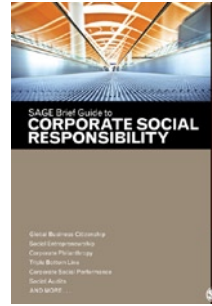
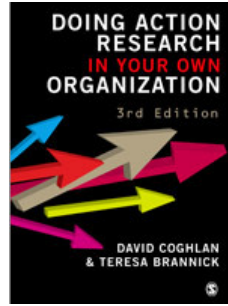
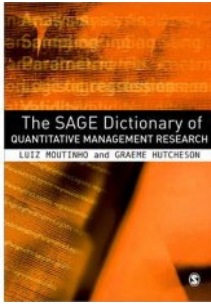
Using a step-by-step approach, **Case Study Research for Business** takes you right through the case study research process from research design and data collection using qualitative and quantitative methods, to research analysis, writing up and presenting your work.

COURSE USE: Suitable for courses in Business and Management Research.

ANC ANCILLARY MATERIAL: Companion website has additional online material including worked examples, further case studies, structure templates and online readings.

Pbk 220pp 9781849207775 A\$55.95 NZ\$82 2011.11 Sage Publications Ltd





The SAGE Dictionary of Quantitative Management Research

Luiz Moutinho and Graeme D Hutcheson

A must-have reference resource for quantitative management researchers, the Dictionary contains over 100 entries covering the fundamentals of quantitative methodologies; analysis and implementation and examples of use; and detailed graphics to aid understanding.

COURSE USE: Suitable for courses in Quantitative Techniques for Business and Management Research.

Pbk 344pp 9781412935296 A\$69 NZ\$101 2011.01 Sage Publications Ltd

Doing Action Research in Your Own Organization 3ed

David Coghlan and Teresa Brannick

Doing Action Research in Your Own Organization is the essential resource for any researcher embarking on an action research project in their own organisation, and all students of organisation studies, education, health studies and community studies. In this brand new edition of the popular work, Coghlan and Brannick provide an easy-to-follow, hands-on guide to every aspect of conducting an action research project in your own organisation.

COURSE USE: Suitable for courses in organisation studies, education, health, and community studies.

Pbk 184pp 9781848602168 A\$52.95 NZ\$78 2009 Sage Publications Ltd

SOCIAL RESPONSIBILITY

SAGE Brief Guide to Corporate Social Responsibility

SAGE

This guide to corporate social responsibility (CSR) provides discussion of key concepts in a short, easy-to-use format. It is divided into sections on key terms, the global stage, corporate governance, corporate social responsiveness, public relations and philanthropy, and implications for corporate financial performance. It is an ideal supplement for business courses or as a reference for students and practitioners who would like to learn more about the basics of CSR.

COURSE USE: Suitable as a supplemental text for courses in business ethics, corporate social responsibility, corporate strategy, and organisational behaviour

Pbk 288pp 9781412997225 A\$43.95 NZ\$65 2011.05 Sage Publications Inc

Strategic Corporate Social Responsibility: Stakeholders in a Global Environment 2ed

William B Werther Jr and David Chandler

Blending theory with practical application, this comprehensive text supports courses at the intersection of corporate social responsibility (CSR), corporate strategy, and public policy. Part I provides an overview of the field, defining CSR and placing it in the context of wider corporate strategy. Part II contains chapters on CSR issues related to the organisation, the economy, and society, and provides detailed case studies on a variety of well-known firms. Adopting a stakeholder perspective, the authors explore CSR issues within the complex global business environment in which corporations operate today.

COURSE USE: Suitable for courses in Business and Society, Business Ethics, Corporate Social Responsibility, Public Administration Leadership, Public Relations Ethics, Public Relations Management, and Strategic Management.

ANC ANCILLARY MATERIAL: Companion website for instructors.

Pbk 448pp 9781412974530 A\$84 NZ\$124 2010.04 Sage Publications Inc

Key Concepts in Corporate Social Responsibility **OZ**

Suzanne Benn and Dianne Bolton

Introducing the key concepts in corporate social responsibility, Suzanne Benn and Dianne Bolton bring together the essential issues relevant to the responsible management of businesses, not-for-profit organisations and government. With detailed coverage and cross-referencing for each concept and over 50 concepts introduced, this guide to both the theory and implementation of CSR and sustainability, provides an indispensable reference for any student of the subject.

COURSE USE: Suitable for undergraduate and graduate courses in business and management.

CONTENTS: Accountability / Business Ethics / Corporate Citizenship / Corporate Environmental Reporting / Definitions of CSR / Ethical Consumerism / Human Rights NGOs / Risk Management / Stakeholder Theory / Sustainable Development.

Pbk 248pp 9781847879295 A\$41.95 NZ\$61 2011.01 Sage Publications Ltd

SAGE Brief Guide to Business Ethics

SAGE

This guide to business ethics provides key terms and concepts related to business ethics in a short, easy-to-use format. It provides objective coverage of theories, corporate social responsibility, human resources issues, consumer protection, and ethical issues in marketing and advertising. It is an ideal supplement for business ethics courses or as a reference for students and practitioners who would like to learn more about the basics of business ethics.

COURSE USE: Suitable for courses on Business Ethics, Corporate Social Responsibility, Organisational Behaviour, and Organisational Culture

Pbk 408pp 9781412997218 A\$45.95 NZ\$68 2011.03 Sage Publications Inc

STATISTICS

Statistics for Research: With a Guide to SPSS 3ed

George Argyrous

OZ

This fully updated edition of *Statistics for Research* explains statistical concepts in a straight-forward and accessible way using practical examples from a variety of disciplines. If you're looking for an easy-to-read, comprehensive introduction to statistics with a guide to SPSS, this is the book for you!

COURSE USE: This is the ideal textbook for any course in statistical methods across the health and social sciences and a perfect starter book for students, researchers and professionals alike.

ANC

ANCILLARY MATERIAL: Companion website for instructors and study site for students.

CONTENTS: Part One: An Introduction to Statistical Analysis / Variables and Their Measurement / Setting up an SPSS Data File / Part Two: Descriptive Statistics: Graphs and Tables / The Graphical Description of Data / The Tabular Description of Data / Using Tables to Investigate the Relationship between Variables: Crosstabulations / Measures of Association for Crosstabulations: Nominal Data / Measures of Association for Crosstabulations: Ranked Data / Multivariate Analysis of Crosstabs: Elaboration / Part Three: Descriptive Statistics: Numerical Measures / Measures of Central Tendency / Measures of Dispersion / The Normal Curve / Correlation and Regression / Multiple Regression / Part Four: Inferential Statistics: Tests for a Mean / Sampling Distributions / Introduction to Hypothesis Testing and the One Sample Z-Test for a Mean / The One Sample T-Test for a Mean Inference Using Estimation and Confidence Intervals / The Two Samples T-Test for the Equality of Means / The F-Test for the Equality of More Than Two Means: Analysis of Variance / The Two Dependent Samples T-Test for the Mean Difference / Part Five: Inferential Statistics: Tests for Frequency Distributions / One Sample Tests for a Binomial Distribution / One Sample Tests for a Multinomial Distribution / The Chi-Square Test for Independence / Frequency Tests for Two Dependent Samples / Part Six: Inferential Statistics: Other Tests of Significance / Rank-Order Tests for Two or More Samples / The T-Test for a Correlation Coefficient / Part Seven: Advanced Topics / Statistical Power / Generating New Variables in SPSS: The Recode, Compute, and Multiple Response Commands / Appendix.

Pbk 608pp 9781849205955 A\$67 NZ\$99 2011.01 Sage Publications Ltd

STRATEGY

Competitive Solutions: The Strategist's Toolkit

R Preston McAfee

Competitive Solutions is an entertaining and wide-ranging introduction to successful business methods applied to a variety of real-world situations. Rejecting the one-size-fits-all premise that underlies so many guides to business strategy, Preston McAfee develops the intellectual tools and insights needed to confront many marketplace problems. Drawing on his broad experience as a consultant for major U.S. companies, as well as extensive research, McAfee emphasises co-operation, pricing, litigation, and antitrust as vital to a firm's competitive posture - and focuses more attention on these elements than do most business strategy accounts.

Pbk 424pp 9780691124032 A\$49.95 NZ\$77 2005 Princeton University Press

Essentials of Strategic Management

Martyn R Pitt and Dimitrios Koufopoulos

NEW

Built on the belief that strategic management principles are more straightforward than they seem, this exciting textbook does not overcomplicate the discussion with enigmatic layers of theory or irrelevant perspectives from other disciplines. Instead you will find focused, clearly articulated coverage of the key topics of strategic management, encouraging critical reflection and deeper exploration on your own terms. Fully developed to cover the essentials of any strategic management course, this textbook not only creates understanding of the principles of strategy, but shows you how to apply them constructively in the face of real-world practicalities. Throughout the text, these principles are put into context with illustrations and examples drawn from all over the world and from all kinds of organisation - from Shell, Airbus and Tesco to small and non-profit enterprises.

COURSE USE: Suitable for courses in Strategic Management and Business Policy.

ANC

ANCILLARY MATERIAL: Companion website for instructors and study site for students.

Pbk 400pp 9781849201872 A\$76 NZ\$112 2011.11 Sage Publications Ltd

Strategy: Theory and Practice

Stewart R Clegg, Chris Carter, Martin Kornberger and Jochen Schweitzer

OZ

Written by a team of leading academics with international renown, this textbook will prove an invaluable guide through all of the core elements of your strategic management course while encouraging you to challenge conventional thinking about the field. The book is underpinned by the premise that strategic management is an important social practice in organisations and society alike.

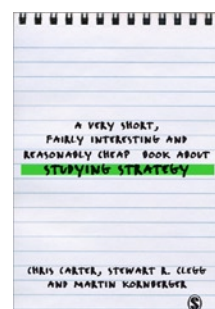
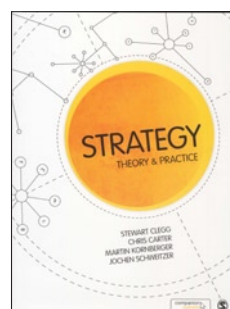
COURSE USE: Suitable for undergraduate and postgraduate courses in Strategic Management.

ANC

ANCILLARY MATERIAL: Companion website for instructors and study site for students.

CONTENTS: Part One: Introduction / Part Two: Central Currents In Strategy / Part Three: The Politics Of Strategy / Part Four: Global Strategies.

Pbk 488pp 9781849201520 A\$78 NZ\$115 2011.01 Sage Publications Ltd



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Change Management							
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9781848600362	Introducing Intercultural Communication: Global Cultures and Contexts	LIU	2010.11	\$55.95	\$82.00	Pbk	OZ
Entrepreneurship							
9781412992657	Entrepreneurship: An Innovator's Guide to Startups and Corporate Ventures	MEYER	2010.12	\$122.00	\$178.00	Pbk	
Human Resource Management							
9781848601994	Understanding Social Enterprise: Theory and Practice	RIDLEY-DUFF	2011.01	\$64.00	\$94.00	Pbk	
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9781412944700	Global Comparative Management: A Functional Approach	EDFELT	2009.02	\$76.00	\$109.00	Pbk	
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9781412930482	Public Relations: Concepts, Practice and Critique	L'ETANG	2007.11	\$58.95	\$87.00	Pbk	
Research							
9781847870131	Social Research: An Introduction 2ed	DAVID	2010.12	\$71.00	\$106.00	Pbk	
9781412906685	Program Evaluation and Performance Measurement: An Introduction to Practice	MCDAVID	2005.08	\$119.00	\$177.00	Pbk	
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9780761944942	Practice of Making Strategy: A Step-by-Step Guide	ACKERMANN	2004.08	\$62.00	\$89.00	Pbk	
9781412947879	A Very Short, Fairly Interesting and Reasonably Cheap Book About Studying Strategy	CARTER	2008.09	\$29.95	\$44.95	Pbk	OZ

