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From the Encyclopedia Editor:

“It is very exciting to see the second edition of this major management reference source appear in print. The Blackwell Encyclopedia of Management provides unparalleled coverage of the whole field; this has been an amazing feat of coordination!

Fully updated, drawing on an international author base of 1500 of the best-known and respected academics, this 12-volume set brings you the latest scholarship from Harvard, IMD, INSEAD, London Business School, London School of Economics, Michigan, Stanford, and over 300 leading business schools world-wide. Over 4500 specially-commissioned entries, each with bibliographies of relevant sources, make this the definitive guide to traditional and contemporary issues in the management sciences.”

Cary L. Cooper, CBE Encyclopedia Editor

Cary L. Cooper is based at Lancaster University as Professor of Organizational Psychology. He is the author of over 80 books, past editor of the Journal of Organizational Behavior and Founding President of the British Academy of Management.

ADVISORY EDITORS

Chris Argyris is James B. Conant Professor of Education and Organizational Behavior at the Graduate School of Business, Harvard University. He has written many books and received numerous awards. Yale University has honored his contribution to the field by establishing the Chris Argyris Chair in Social Psychology of Organizations.

William Haynes Starbuck is Professor of Management and Organizational Behavior at Stern School of Business, New York University. He has published numerous articles, edited four books, and contributed to the Blackwell Handbook of Organizational Learning and Knowledge Management (2003). His new book Organization at the Limit will publish in 2005.

We are delighted to announce the publication of the second edition of the Blackwell Encyclopedia of Management: the definitive management reference source for students, researchers, academics and practitioners in the field of business and management.

Bringing together specially-commissioned and carefully edited entries from an international team of the world’s best scholars and teachers, the Blackwell Encyclopedia of Management is divided into twelve individual subject volumes and an index. Each volume provides authoritative coverage of a specific area of management, including a brand new volume on entrepreneurship.

This new edition has been extensively revised and expanded to take account of rapid changes that have taken place in knowledge management; globalization; new technologies; ethics and governance-related issues; technology and innovation; e-business; emerging markets; networks and alliances; new organizational forms; and new avenues of business growth.

All of the volumes provide clear, concise, expert definitions and explanations of the key concepts in each area. With entries ranging from extended explorations of major topics, to short definitions of key terms, each dictionary volume has been carefully designed to give both the expert and the newcomer a multi-level guide and reference source to the subject.

This will be the standard reference for students, researchers, academics and practitioners in the field of business and management.

ISBN: 0-631-23317-2 / Publication date: December 2004
246mm x 171mm / 6.75in x 9.75in / 12 volumes in 4224 pages
Over 6500 individual entries
Entries range from short definitions of key terms to essays providing explorations of major topics. Each volume has been carefully designed to give both the expert and the newcomer a multi-level guide and reference source to the subject.

Extended bibliographies
Comprehensive and up-to-date bibliographies refer the reader to the relevant wider international literature and the foremost scholarship in their field.

1500 world-renowned contributors
The editors have brought together an international team of contributing scholars from the world’s leading schools of business and management including: Harvard Business School, Babson College, Warwick Business School, Manchester Business School, Thunderbird - The Garvin School of International Management, and Texas A&M University.

Enhanced cross-referencing
Sophisticated cross-referencing allows the reader to move from topic to related topic within each volume and between volumes.

Visit the website at www.managementencyclopedia.com for more information about the contributors to each volume, and to see sample sections from the volumes.

The Blackwell Encyclopedia of Management Library Online
In addition to the print format, the new edition of this landmark work will be available online via the EBSCO host platform. This online facility will widen the scope of the whole project and provide users with a fully flexible resource linked to wider literature, including an associated Blackwell Library of Handbooks in the field.

The Blackwell Library of Handbooks will include access to a range of full text, cross-referenced PDF chapters from the Blackwell Publishing Handbooks & Companions reference series

The online version only will be hosted and sold by EBSCO Publishing. For more information, or to order, please visit www.ebsco.com/home or e-mail Mike Bucco at: mbucco@epnet.com
Handbook of Research Methods in Industrial and Organizational Psychology
Edited by STEVEN G. ROGELBERG
University of North Carolina at Charlotte

“A Handbook that brings together the best researchers and thinkers in the areas of social science methodology and data analysis. This informative collection is a ‘must-read’ for all those interested in method-related issues.”

WALLY BORMAN, UNIVERSITY OF SOUTH FLORIDA

This HANDBOOK provides a comprehensive and contemporary treatment of research philosophies, approaches, tools, and techniques indigenous to industrial and organizational psychology. Leading methodological and measurement scholars discuss topics spanning the entire organizational research process. Chapters are written so that both the novice and the experienced researcher will gain new and useful practical and theoretical insights into how to systematically and pragmatically study work-related phenomena.

SERIES: BLACKWELL HANDBOOKS OF RESEARCH METHODS IN PSYCHOLOGY
536 PAGES / 40 FIGURES
0-631-22259-6 HB 2002 / 1-4051-2700-7 PB JULY 2004

An Introduction to Work and Organizational Psychology
A European Perspective
Edited by NIK CHMIEL
Queen’s University, Belfast

This textbook provides the first truly integrated introduction to work and organizational psychology with a European focus.

Top contributors from the UK and Europe provide a comprehensive, in-depth account of European work and organizational psychology. Highly accessible to students, each chapter opens with an introduction to the topic and goes on to discuss both the theory and current arguments surrounding each issue. Chapters also include points for discussion as well as suggestions for further reading.

528 PAGES / 0-631-20676-0 PB / 1999

 ALSO OF INTEREST
Making Sense of the Organization
KARL E. WEICK
496 PAGES / 12 FIGURES, 2 TABLES / 0-631-22319-3 PB / 2000

JOURNALS

Applied Psychology
An International Review
Edited by ROBERT WOOD

APPLIED PSYCHOLOGY is a forum for the scholarly exchange of applied psychology research findings. It has multinational contributors and covers a diverse range of the most important applied psychology fields. Particularly invited are articles that advance understanding of psychological processes across a range of applied phenomena and studies that examine the effects of different national and cultural contexts. Review papers that stimulate debate and discussions are also encouraged.

SAMPLE CONTENTS
☞ Social Cognitive Theory in Cultural Context
Albert Bandura
☞ The Influence of Culture, Community, and the Nested-Self in the Stress Process: Advancing Conservation of Resources Theory
Stevan E. Hobfoll
☞ Individual Differences in Work Motivation: Further Explorations of a Trait Framework
Ruth Kanfer and Phillip Ackerman

PUBLISHED ON BEHALF OF THE INTERNATIONAL ASSOCIATION OF APPLIED PSYCHOLOGY
WWW.IAAPSY.ORG

www.blackwellpublishing.com/APPS
ISSN: 0269-994X
VOLUME 54 (2005), 4 ISSUES PER YEAR

| RANKED 10TH BY ISI |

International Journal of Selection and Assessment
Edited by DENIZ S. ONES & JESÚS F. SALGADO

The INTERNATIONAL JOURNAL OF SELECTION AND ASSESSMENT (IJSI) is a quarterly scientific journal that publishes original articles related to all aspects of personnel selection, staffing, and assessment in organizations. Using an effective combination of academic research with professional-led best practice, IJSI aims to develop new knowledge and understanding in these important areas of work psychology and contemporary workforce management. It is ranked 10th in the management section of the Social Sciences Citation Index and 4th in the Applied Psychology section.

SAMPLE CONTENTS
☞ Personality Factors and Adult Attachment Affecting Job Mobility
Annelies E. M. Van Vianen, Jan A. Feij, Moshe Krausz and Ruben Taris
☞ Warning Against Faking on a Personality Test: Effect on Applicant Reactions and Personality Test Scores
Lynn A. McFarland

www.blackwellpublishing.com/IJSI
ISSN: 0965-075X
VOLUME 13 (2005), 4 ISSUE PER YEAR
On Leadership
JAMES G. MARCH & THIERRY WEIL
Both Stanford University

For over 50 years, James March has made a sustained and innovative contribution to the study of organizations. In his renowned course on leadership at Stanford University he explores the problems of leadership using works of great literature, such as War and Peace and Don Quixote. This book contains the lectures from that course, previously unpublished in English, and now reconstructed and interpreted by noted French scholar Thierry Weil and translated from the original French.

March uses literature to examine a set of dilemmas related to leadership and encourages the reader to explore ideas that are sometimes subversive and unpalatable, but may allow organizations to adapt in a rapidly changing world.

192 PAGES
1-4051-3246-9 HB / AUGUST 2005

Organization at the Limit
Lessons from the Columbia Disaster
Edited by WILLIAM H. STARBUCK & MOSHE FARJOUN
Both Stern School of Management

In this timely analysis of the Columbia disaster, Professors Bill Starbuck and Moshe Farjoun invite a diverse group of experts to contribute their thoughts on the organizational lessons that can be learned from the accident. This ground-breaking text:

- Includes contributions from those involved in the Investigation Board report into the incident
- Tackles vital issues such as the role of time pressures and goal conflict in decision making, and the impediments for effective learning
- Examines how organizational risk is managed and how technological and organizational complexities interact
- Assesses how large, medium, and small organizations can, and in fact must, increase their resilience
- Questions our eagerness to embrace new technologies, yet reluctance to accept the risks of innovation
- Offers a step by step understanding of the complex factors that led to disaster.

This book shows that, while events like these are distressing reminders of how things can go wrong, particularly in large, and often highly regarded, social systems, they also afford opportunities for reflection, learning and improvement that should not be wasted.

320 PAGES / 20 FIGURES / 1-4051-3108-X HB / JULY 2005

The Texture of Organizational Knowledge
SILVIA GHERARDI
University of Trento

In this new book the author uses her detailed study of safety practices in different corporate settings to ground the theories of organizational learning and show how they evolve at different levels of the organization, among different communities and in different contexts. The result is a rich account of how institutions ‘learn’ and how corporate practices and policies evolve.

240 PAGES
1-4051-2559-4 HB
1-4051-2560-8 PB / NOVEMBER 2005

Organization
Contemporary Principles and Practice
JOHN CHILD
University of Birmingham

“John Child has done it again. This accessible and scholarly book brings the analysis of organizational forms where it belongs at the very centre of the fields of organization and strategy.”

ANDREW PETTIGREW, SCHOOL OF MANAGEMENT, UNIVERSITY OF BATH

“This is an outstanding contribution to literature from a world class academic, Professor John Child. His contribution to the field of Organizational Study is without parallel and this work is a monumental contribution to the global literature on Organizational Behavior.”

CARY L. COOPER CBE, LANCASTER UNIVERSITY

“Drawing on his wealth of scholarly research and consulting experience, John Child provides a lucid and engaging guide to the changing world of organizations.”

W. RICHARD SCOTT, STANFORD UNIVERSITY

Written in an approachable style, and featuring new international examples, this sequel to John Child’s earlier classic text is a major contemporary guide to the role of organization in business success. Each chapter contains summaries of key points, lists of practical guidelines, questions for discussion, and sources of further reading.

Further lecturer resources are available online at www.blackwellpublishing.com/child

376 PAGES / 1-4051-1657-9 HB / 1-4051-1658-7 PB / DECEMBER 2004
The Three Faces of Leadership
Manager, Artist, Priest
MARY JO HATCH, MONIKA KOSTERA & ANDRZEJ KOZMINSKI
University of Virginia; Warsaw University; Warsaw University

“The stories of business leadership embodied and disembodied here take our understanding of leadership - and the importance of storytelling for leadership - into new landscapes. A thoughtful and provocative study.”
KEITH GRINT, LANCASTER UNIVERSITY

This book takes readers inside the minds of CEOs who have been celebrated by the Harvard Business Review over the last decade of the twentieth century. Drawing on interviews with these famous CEOs, the authors demonstrate how business leaders today use aesthetics, specifically storytelling, dramatizing and mythmaking, to lead their companies successfully.

This book encourages students and executives to align the creative and spiritual aspects of business with their technical training and practice.

184 PAGES / 3 FIGURES
1-4051-2259-5 HB / 1-4051-2260-9 PB / OCTOBER 2004

The Blackwell Companion to Organizations
Edited by JOEL A.C. BAUM
University of Toronto

Drawing on the research of more than 50 influential international scholars, this extensive interdisciplinary survey consolidates and evaluates what is known and not known about organizations, and critically examines how we learn about and study them.

992 PAGES / 22 FIGURES, 50 TABLES
0-631-21694-4 HB 2002
0-631-21695-2 PB MAY 2005

Learning by Design
Building Sustainable Organizations
A.B. (RAMI) SHANI & PETER DOCHERTY
California Polytechnic State University; National Institute for Working Life

This book facilitates a learning organization by providing both a coherent framework for analysis and practical models for action. It focuses on the choices organizations make about the design and implementation of specific learning mechanisms.

SERIES: MANAGEMENT, ORGANIZATIONS AND BUSINESS
SERIES EDITOR: JOHN STOREY
240 PAGES
0-631-23276-1 HB / 0-631-23277-X PB / 2003

The Blackwell Handbook of Organizational Learning and Knowledge Management
MARK EASTERBY-SMITH & MARJORIE A. LYLES
Lancaster University; Indiana University

“The handbook shows perfectly what has been achieved in the field of KM and OL, but also clearly demonstrates the gaps in our research and the need to start a dialogue, to fight and unite, to build bridges between old and emerging management disciplines.”

ORGANIZATION STUDIES

In this volume knowledge management, the most hotly debated area of business theory, is examined in relation to the processes of management learning, while the nature of organizational learning, innovation and creativity is explored in light of theories of knowledge.

696 PAGES / 30 FIGURES; 100 TABLES
0-631-22672-9 HB 2003
1-4051-3304-X PB JULY 2005

On Organizational Learning
Second Edition
CHRIS ARGYRIS
Harvard University

This second edition discusses vital topics of management research, such as tacit knowledge and management, so reflecting the evolving field of organizational learning.

480 PAGES / 12 FIGURES
0-631-21309-0 PB / 1999

Debating Organization
Point-Counterpoint in Organization Studies
Edited by ROBERT WESTWOOD & STEWART CLEGG
University of Queensland Business School; University of Technology, Sydney

In this volume, major figures in the field of organization studies articulate their opposing arguments, in an innovative ‘point’ and ‘counterpoint’ structure.

424 PAGES / 4 FIGURES; 1 TABLE
0-631-21692-8 HB / 0-631-21693-6 PB / 2003

NEW IN PAPERBACK
Contemporary Strategy Analysis
Fifth Edition
ROBERT M. GRANT
Georgetown University

“Grant excels in combining accessibility and rigor in his coverage of difficult concepts in corporate strategy. His Contemporary Strategy Analysis is one of the best available textbooks for advanced undergraduates and MBAs.”
GEORGE YIP, LONDON BUSINESS SCHOOL

“The new edition of Grant’s extraordinarily well-written textbook has the same accessible style as prior editions. This comprehensive textbook makes complicated material understandable and clear. The many new capsule examples of recent business events as well as text material based on new research keep the book completely up-to-date. The book also contains revisions of core materials for even greater clarity. Students rave about this book.”
CONSTANCE E. HELFAT, TUCK SCHOOL OF BUSINESS AT DARTMOUTH

“By skillfully weaving scholarly ideas with modern-day issues, Contemporary Strategy Analysis provides students of strategy with a leading edge textbook that links the practical realities of strategic management to the intellectual foundations of strategic thinking.”
ARI GINSBERG, NEW YORK UNIVERSITY, STERN SCHOOL OF BUSINESS

This best-selling text has gained widespread recognition for its rigorous approach to business strategy analysis. Introducing students to the fundamental concepts and principles of strategy, it reflects current academic thinking and management practice, and gives students the tools they need to formulate and implement strategies that will enhance the performance of their organizations.

Now in its fifth edition, the book has been thoroughly revised and updated to:

⊙ Feature additional material on the strategic planning processes within companies
⊙ Reflect recent work in the areas of resources and capabilities, industry evolution, and global strategy and the multinational company
⊙ Include revisions to the section on knowledge management to reflect the maturing of this field
⊙ Provide a more integrated view of corporate scope, and the organization and management of the multi-business firm
⊙ Reconsider the shareholder value model, with more coverage of values and corporate social responsibility.

Additional support is available at www.blackwellpublishing.com/grant. The website features a Guide for Instructors, downloadable PowerPoint slides, and a selection of new cases to help lecturers plan their courses and make teaching even easier.

560 PAGES / 104 ILLUSTRATIONS
1-4051-1998-5 HB
1-4051-1999-3 PB / DECEMBER 2004

Cases to Accompany Contemporary Strategy Analysis, Fifth Edition
ROBERT M. GRANT
Georgetown University

The cases in this book have been written specially to accompany the leading strategy text, Contemporary Strategy Analysis, Fifth Edition (Blackwell Publishing, 2005). Designed to illuminate the utilization of the key strategic management concepts and frameworks described in the textbook, they deal with prominent companies facing the challenge of competitive international markets.

In this new edition, there is an emphasis on coverage of current strategic situations: most of the cases deal with strategic decisions between 2002 and 2004.

Featuring updated versions of previous cases, including:
⊙ Madonna
⊙ Laura Ashley Holdings plc
⊙ the US airline industry
⊙ Wal-Mart
⊙ Harley-Davidson, Inc.
⊙ EMI
⊙ Euro Disney
⊙ Richard Branson and the Virgin Group

and a new case on Eni SpA and the world oil and gas industry, the book ensures its focus on well-known companies drawn from North America and Europe.

368 PAGES / 1-4051-2408-3 PB / DECEMBER 2004

VISIT: WWW.BLACKWELLPUBLISHING.COM/GRANT
Business Strategy Review
Edited by STUART CRAINER

In Autumn 2004 BUSINESS STRATEGY REVIEW launched a dynamic new design. Drawing together international thought leaders in business, it provides a forum in which the very latest research, ideas, and issues animating the global business environment can be debated. Each issue combines original research, global case studies, corporate profiles and world-class contributors. Some of the most progressive and important work on contemporary issues is featured. Content is wide-ranging and international, making it an invaluable resource for leading business professionals, managers, academics and students alike.

SAMPLE CONTENTS

- Six Rules to Become Simply Better
  Patrick Barwise and Sean Meehan
- Management is the Art of Doing and Getting Done
  Heike Bruch and Sumantra Ghoshal
- Creating Value in an Unpredictable World
  Donald N. Sull and Martin Escobar
- Innovation as Unusual
  John Bessant, Julian Birkinshaw and Rick Delbridge
- The Characteristics of Great Leader-Builder Companies
  Douglas A. Ready

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VOLUME 16 (2005), 4 ISSUES PER YEAR

Decision Sciences
Editor: VICKI SMITH-DANIELS
Managing Editor: JEANNE ELLIOTT

DECISION SCIENCES seeks and publishes high-quality, theoretical and empirical articles addressing decision-making techniques and processes in private and public organizations. Articles make a significant and original contribution to existing literature in the decision sciences. The journal addresses problems or topics of managerial relevance and significance from an interdisciplinary perspective.

SAMPLE CONTENTS

- The Impact of Organizational Culture on Time-Based Manufacturing and Performance
  Abraham Y. Nahm, Mark A. Vonderembse and Xenophon A. Koufteros
- A Comparison of Arbitration Procedures for Risk-Averse Disputants
  Michael J. Armstrong
- Creating Value in an Unpredictable World
  Donald N. Sull and Martin Escobar
- Innovation as Unusual
  John Bessant, Julian Birkinshaw and Rick Delbridge
- The Characteristics of Great Leader-Builder Companies
  Douglas A. Ready

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VOLUME 36 (2005), 4 ISSUES PER YEAR
Images of Strategy
Edited by STEPHEN CUMMINGS & DAVID WILSON
Victoria University of Wellington; University of Warwick

“Images of Strategy... puts forward a way of looking at strategy development that seeks to acknowledge, combine and network ideas from a variety of perspectives... the approach is a refreshing, challenging, and energizing one that can potentially stimulate significant breakthroughs in theory and practice. Images of Strategy is a fascinating book to read.”

ACADEMY OF MANAGEMENT REVIEW

This book develops an innovative and multi-faceted approach to strategic management which will enable students to use and develop interesting and wide-ranging applications alongside some of the latest ideas and analysis. It does so by asking if we really are looking in at the same static object when we look at strategy and by suggesting approaches to strategy as fluid and complex.

Students who use this text will learn to analyse, integrate and apply the many functional elements of strategic choice that shape complex corporate outcomes in today's world.

464 PAGES / 103 FIGURES; 17 HALFTONES
**STRATEGIC MANAGEMENT SOCIETY**

**Strategy Process**
Shaping the Contours of the Field

Edited by BALA CHAKRAVARTHY, GUENTER MÜLLER-STEWENS, PETER LORANGE & CHRISTOPH LECHNER
IMD International; University of St Gallen; Norwegian School of Management and IMD, Lausanne; University of St Gallen

“This timely collection of work on ‘realizing strategy’ showcases new research on strategy process. Many of the chapters integrate strategy content and process, greatly improving our understanding of the links between key aspects of strategy. The handbook leads the way toward promising new directions in research on strategy process, including longitudinal analyses and evolutionary dynamics, and is essential reading for all strategic management scholars, consultants, and executives.”

CONSTANCE E HELFAT, TUCK SCHOOL OF BUSINESS AT DARTFORD

SERIES: STRATEGIC MANAGEMENT SOCIETY / SERIES EDITOR: MICHAEL A. HITT
280 PAGES / 16 FIGURES, 32 TABLES / 0-631-23511-6 HB / 2002

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**JOURNALS**

**Journal of Economics & Management Strategy**

Edited by DANIEL F. SPULBER

The JOURNAL OF ECONOMICS & MANAGEMENT STRATEGY provides a leading forum for interaction and research on the competitive strategies of managers and the organizational structure of firms. The Journal features theoretical and empirical industrial organization, applied game theory, and management strategy.

SAMPLE CONTENTS

- Sequential Investment, Firm Motives, and Agglomeration of Japanese Electronics Firms in the United States Wilbur Chung and Jaeyong Song
- Does Advertising Overcome Brand Loyalty? Evidence from the Breakfast-Cereals Market Matthew Shum
- Market Structure and the Demand for Free Trade Orlando I. Balboa, Andrew F. Daughety and Jennifer F. Reinganum

www.blackwellpublishing.com/JEMS

ISSN: 1058-6407
VOLUME 14 (2005)
4 ISSUES PER YEAR

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**Creating Value**
Winners in the New Business Environment

Edited by MICHAEL A. HITT, RAPHAEL AMIT, CHARLES E. LUCIER & ROBERT D. NIXON
Texas A & M University; University of Pennsylvania; Booz-Allen & Hamilton; University of Louisville

In this collection, leading experts from the fields of entrepreneurship and strategy explain how to identify entrepreneurial opportunities and how to exploit these opportunities in the context of today’s turbulent and volatile business environment. The contributors illustrate how to tackle current business challenges with effective strategies that create value.

SERIES: STRATEGIC MANAGEMENT SOCIETY / SERIES EDITOR: MICHAEL A. HITT
280 PAGES / 16 FIGURES, 32 TABLES / 0-631-23511-6 HB / 2002

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**Negotiation Journal**

Edited by MICHAEL WHEELER

NEGOTIATION JOURNAL is committed to the development of better techniques for resolving differences through the give-and-take process of negotiation. The JOURNAL’s eclectic, multidisciplinary approach reinforces its reputation as an invaluable resource for anyone interested in the practice and analysis of negotiation and dispute resolution including diplomats, lawyers, business leaders, labor negotiators, government officials, family mediators, researchers and educators.

SAMPLE CONTENTS

- Understanding Barriers to Peace: Reflecting on Israeli-Palestinian Economic Negotiations Bari Bar-Zion
- Negotiating Integrative Medicine: A Framework for Provider-Patient Conversations Michael H. Cohen

PUBLISHED BY THE PROGRAM ON NEGOTIATION AT HARVARD LAW SCHOOL AND BLACKWELL PUBLISHING

FOR MORE INFORMATION PLEASE VISIT: WWW.PON.HARVARD.EDU

www.blackwellpublishing.com/NEJO

ISSN: 0748-4526
VOLUME 21 (2005)
4 ISSUES PER YEAR
Strategy in Transition
Edited by RICHARD BETTIS
University of North Carolina at Chapel Hill

Comprising a series of outstanding contributions by experts in the field, this collection focuses on changes that are occurring in how strategy is viewed, formulated and analysed, and looks forward to the future of strategic management. It discusses the emergence of new modes of thinking, new models, and new processes, and lays foundations on which strategy can build in the future.

SERIES: STRATEGIC MANAGEMENT SOCIETY
320 PAGES / 1-4051-1849-0 HB / NOVEMBER 2004

Mergers and Acquisitions
Creating Integrative Knowledge
Edited by AMY L. PABLO & MANSOUR JAVIDAN
University of Calgary; Thunderbird, The Garvin School of International Management

This thought-provoking book reviews both successful and unsuccessful mergers and acquisitions, exploring the reasons why so many fail to live up to expectations.

Drawing on the latest scholarly research, the book presents original ideas about the merger and acquisition strategy, the effects of mergers and acquisitions on performance, and the critical processes involved in implementation and integration. Together, the contributors stretch the boundaries of what we know about these complex phenomena.

SERIES: STRATEGIC MANAGEMENT SOCIETY
288 PAGES / 1-4051-1623-4 HB / APRIL 2004

The SMS Blackwell Handbook of Organizational Capabilities
Emergence, Development and Change
Edited by CONSTANCE E. HELFAT
Dartmouth College

How do the resources and capabilities of organizations emerge and develop over time? This HANDBOOK brings together scholars of strategic management, economics, history, organizational theory, international business, and technology management in order to address this question.

This body of work provides a firm basis for future research and practice, promoting a better understanding of why firms, industries, technologies, and even entire economies fare well or poorly.

SERIES: STRATEGIC MANAGEMENT SOCIETY
448 PAGES / 25 FIGURES / 1-4051-0304-3 HB / 2003

Restructuring Strategy
New Networks and Industry Challenges
Edited by KAREL O. COOL, JAMES E. HENDERSON & RENE ABATE
INSEAD; Babson College; The Boston Consulting Group

This book seeks to better understand the challenges facing industries, networks, businesses and management during periods of industry structuring and restructuring.

Comprising a series of contributions from experts in the field, the book addresses key questions about the opportunities and threats posed by these times of turmoil. In answering these questions, the contributors provide an overview of the strategies that industries, networks, businesses and managers are currently deploying in order to adapt to chaotic conditions and to enhance business profitability. Their responses make a distinctive contribution to scholarly thought and management practice.

SERIES: STRATEGIC MANAGEMENT SOCIETY
312 PAGES / 1-4051-2601-9 HB / JANUARY 2005

Innovating Strategy Processes
Edited by STEVEN W. FLOYD, JOHAN ROOS, CLAUS D. JACOBS & FRANZ W. KELLERMANS
University of Connecticut; Mississippi State University; Imagination Lab Foundation; Imagination Lab Foundation

“The editors of this book have done a fabulous job of selecting creative papers and thoughtful essays on innovating strategy processes. Both academics and practitioners alike will find the ideas in this book stimulating and useful”.

BALA CHAKRAVARTHY, IMD, SWITZERLAND

This book has something to offer to a wide range of readers. For the reflective executive, it contains new ideas and rich case descriptions that will trigger creative thinking about how to design a more innovative strategy process. For consultants, there are many new conceptual frameworks for analyzing and designing strategy process. Academic readers will relish the diversity and creativity behind the different contributions. Collectively, the essays signal the future direction of the field.

SERIES: STRATEGIC MANAGEMENT SOCIETY
296 PAGES / 1-4051-2939-5 HB / DECEMBER 2004

Strategic Management Society Series

MICHAEL A. HITT
Texas A & M University

The SMS book series brings the very latest thinking on strategic management to the leading MBAs, executives and management scholars around the world.
The Behavioral Foundations of Strategic Management

PHILIP BROMILEY
University of Minnesota

This book argues that assumptions of rationality and market equilibrium are inconsistent with rigorous strategic management research and that strategic management should adopt behavioral assumptions.

The author suggests that most scholars in strategic management implicitly adopt a behavioral view by assuming firms can make better or worse decisions, and then trying to understand the characteristics of these decisions. He outlines the basics of a behavioral approach to strategic management; he examines assumptions of rationality and equilibrium and the problems they create; and he considers how a behavioral approach relates to several major strains of strategic management scholarship. Relevant methodological issues are also explored.

The book as a whole argues persuasively that a behavioral perspective offers the best foundation for strategic management scholarship.

SERIES: THEORIES OF STRATEGIC MANAGEMENT SERIES
160 PAGES / 5 FIGURES
1-4051-2471-7 HB  /  1-4051-2470-9 PB  /  NOVEMBER 2004

The Strategy Reader

Second Edition

Edited by SUSAN SEGAL-HORN
Open University Business School

This popular STRATEGY READER provides a remarkable overview of continuing debates in the field of strategic management. In an extended introduction, the editor gives an overview of the development of the field of strategic management, while introductions to each section explain the thinking in each article.

Now in its second edition it retains many of the classic readings from the previous edition, including those by Porter, Mintzberg, Grant, Hamel and Prahalad, while adding more recent top-quality articles by prominent international scholars such as Teece, Pascale, Bartlett and Ghoshal, Shapiro, Hitt and Ireland, Miller, and Birkinshaw. Topics cover a range of issues affecting the field.

Designed to be used with any major textbook, this book will provide the basic structure for any course in strategic management.

544 PAGES / 1-4051-2687-6 PB / SEPTEMBER 2004

E-Business Models

THOMAS BRUSH
Purdue University

This book examines theoretical literature in strategy and economics that sheds light on how the adoption of e-business technology can influence the delivery of different types of services.

SERIES: THEORIES OF STRATEGIC MANAGEMENT SERIES
224 PAGES
1-4051-1648-X HB  /  1-4051-1649-8 PB  /  NOVEMBER 2005

Strategic Management: An Analytical Introduction, Third Edition

G.A LUFFMAN, EDWARD LEA, STUART SANDERSON & BRIAN KENNY

512 PAGES / 0-631-20104-1 PB / 1996
International Management
Cross-Boundary Challenges
PAUL N. GOODERHAM & ODD NORDHAUG
Both Norwegian School of Economics and Business Administration

“Gooderham and Nordhaug have succeeded in finding just the right spot in the triangle of strategy, cultural understanding, and organization management. Their book is immediately usable, comes with excellent cases, and focuses on the key issues of cross national organizational management. It is also one of those rare academic texts that is clear to read while offering superb insight and depth. I like their book and am happy to recommend it.”

MICHAEL SEGALLA, GROUPE HEC

This text focuses on the most crucial challenge faced by managers of multinational companies today - that of the generation and transfer of knowledge across national settings, organizations and networks.

SERIES: MANAGEMENT, ORGANIZATIONS AND BUSINESS
SERIES EDITOR: JOHN STOREY
496 PAGES
75 FIGURES; 1 MAP; 4 SCREEN DUMPS; 19 HALFTONES
0-631-23341-5 HB / 0-631-23342-3 PB / 2003

Intercultural Communication
A Discourse Approach
Second Edition
RON SCOLLON & SUZANNE WONG SCOLLON
Both Georgetown University

This revised volume is both a lively introduction and practical guide to the main concepts and problems of intercultural communication.

SERIES: LANGUAGE IN SOCIETY
SERIES EDITOR: PETER TRUDGILL
336 PAGES / 0-631-22418-1 PB / 2000

Blunders in International Business
Third Edition
DAVID A. RICKS
University of Missouri, St Louis

This book takes a fascinating look at how mistakes are made every day by large and small companies as they try to compete globally.

Winners and Losers in Globalization

GUILLERMO DE LA DEHESA

This book presents a technical, objective and dispassionate analysis of the globalization debate, detailing the economic effects of globalization on governments, nation-states and on business.

Integration in an Expanding European Union

Just as the European Union was about to enlarge radically, this volume brought together a world-class group of scholars and practitioners to examine the fundamentals of integration in an expanding EU.

The European Union: Annual Review 2004/2005

The ANNUAL REVIEW covers the key developments in the European Union and its member states in 2004. It contains analytical articles on key political, economic and legal issues in the EU by leading experts, together with a keynote article.

The Economics of Transition

The ECONOMICS OF TRANSITION publishes high-quality, refereed articles on the economics of transition towards developed market systems. It includes innovative theoretical work, as well as econometric analyses of the process of economic reform. It also includes policy symposia and regular book reviews. In order to reflect the recent evolutionary changes in the study of transition, THE ECONOMICS OF TRANSITION has broadened its scope to include the analysis of the institutional features that produce (or may prevent) high and durable growth and welfare in the new market economies.
Managers of Innovation
Insights Into Making Innovation Happen
JOHN STOREY & GRAEME SALAMAN
Both Open University Business School

“By focusing on managers’ own theories, Storey and Salaman break fresh ground in our understanding of the processes of organizational innovation, a topic that has national and practical, as well as theoretical, significance.”

DAVID A. BUCHANAN, LEICESTER BUSINESS SCHOOL

Drawing on 350 in-depth interviews with senior managers, this book presents an original theory about the characteristics of managers in ‘good innovative organizations’ and ‘poor innovative organizations’.

The text is supported by real-life, internationally-known cases such as Hewlett-Packard, Zeneca and the BBC, as well as voluntary sector cases such as Oxfam. It is also enriched by substantial and highly revealing quotations from senior managers themselves.

SERIES: MANAGEMENT, ORGANIZATIONS AND BUSINESS
SERIES EDITOR: JOHN STOREY
208 PAGES
1-4051-2462-8 HB / 1-4051-2461-X PB / OCTOBER 2004

Human Resource Management
A Strategic Introduction
Second Edition
CHRISTOPHER MABEY & GRAEME SALAMAN
Both Open University Business School

This second edition reviews the potential contribution of HRM to the arena of strategic decision-making and draws conclusions concerning the ‘status’ of HRS and HR theorising in the new millennium.

SERIES: MANAGEMENT, ORGANIZATIONS AND BUSINESS
SERIES EDITOR: JOHN STOREY

See page 23 for the Blackwell Handbook of Personnel Selection

Blackwell Handbook of Mediation
Foundations of Effective Mediation
Edited by MARGARET HERRMAN
University of Georgia

This unique and far-reaching HANDBOOK combines a significant research and theory development tool with reflective responses by leading scholars and mediator practitioners.

Focusing chapters explore dynamics that are pivotal to an understanding of effective mediation, including understanding the context in which the mediation occurs, power, justice, and supporting the dignity of clients. Meanwhile summary chapters bring the entire book together, suggesting gaps in the discussion, consequences for research methods, and implications for the skills and knowledge areas central to discussions of effective mediation.

The reflections of the leading scholars and practitioners who contribute to the volume move discussions about negotiation and problem solving involving outside third parties into new territory.

544 PAGES / 1-4051-2742-2 HB / NOVEMBER 2005

Testing People at Work
Competencies in Psychometric Testing
MIKE SMITH & PAM SMITH
UMIST

“At last! A superbly practical book which takes you through the stages of psychometric testing sequentially, but also integrates theory and statistics into the story. The Smiths have provided all would-be practitioners with an indispensable tool for their learning, development, and reference.”

PETER HERIOT, OPEN UNIVERSITY BUSINESS SCHOOL

This authoritative and practical text is accompanied by supplementary online material at www.blackwellpublishing.com/testing.

400 PAGES
1-4051-0817-7 HB / 1-4051-0818-5 PB / DECEMBER 2004
The effective use of human resources is seen as a prerequisite for improving national and corporate economic performance. This has led to training and development increasing its importance as an academic subject. The JOURNAL is an international forum for the reporting of high-quality research, analysis and debate for the benefit of the academic and corporate communities, as well as those engaged in public policy formulation and implementation.

SAMPLE CONTENTS

- Skill Upgrading within Informal Training: Lessons from the Indian Auto Mechanic Jamie Barber
- Learning Conditions at Work: A Framework to Understand and Assess Informal Learning in the Workplace Sveinung Skule
- The Impact of Organizational Structure and Practices on Learning in the Workplace David N. Ashton
- When Absorptive Capacity meets Institutions and (E)learners: Adopting, Diffusing and Exploiting E-learning in Organizations Graeme Martin, Jane Massy and Thomas Clarke

www.blackwellpublishing.com/IJTD

ISSN:1360-3736
VOLUME 9 (2005), 4 ISSUES PER YEAR

NEW TECHNOLOGY, WORK AND EMPLOYMENT

NEW TECHNOLOGY, WORK AND EMPLOYMENT presents analysis of the changing contours of technological and organizational systems and processes, to encourage an enhanced understanding of the many dimensions of technological change in the workplace. The journal is eclectic and multidisciplinary, inviting contributions from all the applied social sciences. Its objective is to promote understanding through conceptual debate firmly rooted in the analysis of current practice.

RECENT SPECIAL ISSUES

- Teamworking
- The Future of Work
- Teleworking
- Gender Issues in the Digital Society

SAMPLE CONTENTS

- Digitising Inequality: The Cul-de-sac of Women’s Work in European Services Juliet Webster
- Shadowboxing with Data: Production of the Subject in Contemporary Call Centre Organisations Donald J. Winiecki
- ‘We Have the Values’: Customers, Control and Corporate Ideology in Call Centre Operations Diane van den Broek
- Teams Investing Their Knowledge Shares in the Stock Market of Virtuality: A Gain or a Loss? Lefki Papacharalambous and James McCalman

www.blackwellpublishing.com/NTWE

ISSN:0268-1072
VOLUME 20 (2005), 3 ISSUES PER YEAR

NEW TO BLACKWELL PUBLISHING

PERSONNEL PSYCHOLOGY

Personnel Psychology is a Journal of Applied Research
Edited by ANN MARIE RYAN

PERSONNEL PSYCHOLOGY publishes applied psychological research on personnel problems facing public and private sector organizations. Articles deal with all human resource topics, such as selection and recruitment, training and development, job analysis, performance appraisal, feedback, compensation and rewards, legal issues, labor relations, work attitudes, motivation and leadership.

SAMPLE CONTENTS

- A Longitudinal Model of Sponsorship and Career Success: A Study of Industrial-Organizational Psychologists Timothy A. Judge, John Kammeyer-Mueller and Robert D. Bretz
- Work Value Congruence and Intrinsic Career Success: The Compensatory Roles of Leader-Member Exchange and Perceived Organizational Support Berriin Erdogan, Maria L. Krammer and Robert C. Liden
- Understanding Self-Other Agreement: A Look at Rater and Ratee Characteristics, Context, and Outcomes Cheri Ostroff, Leanne E. Atwater and Barbara J. Feinberg
- Remote Control: Predictors of Electronic Monitoring Intensity and Secrecy Bradley J. Alge, Gary A. Ballinger and Stephen G. Green

www.blackwellpublishing.com/PEPS

ISSN:0031-5826
VOLUME 58 (2005), 4 ISSUES PER YEAR
Gender, Work and Organization

Edited by DAVID KNIGHTS & DEBORAH KERFOOT

Awareness of gender as a central feature of all aspects of everyday life and society has become more and more widespread. Appropriately, social sciences research is reflecting this increasing concern with gender, especially in the field of work and organization where this journal is focused. GENDER, WORK AND ORGANIZATION is the first journal to bring together a wide range of interdisciplinary and multidisciplinary research in this field into a new international forum for debate and analysis. Contributions are invited from all disciplinary perspectives including anthropology, history, labor economics, law, philosophy, politics, psychology, and sociology.

SAMPLE CONTENTS

Queering Management and Organization
Martin Parker

Organizing Gender? Looking at Metaphors as Frames of Meaning in Gender/Organizational Texts
Pauline Leonard

Distorted Views through The Glass Ceiling: The Construction of Women’s Understandings of Promotion and Senior Management Positions
Sonia Liff and Kate Ward

The Psychology and Management of Workplace Diversity

Edited by MARGARET S. STOCKDALE & FAYE J. CROSBY
Southern Illinois University; University of California at Santa Cruz

This text provides sophisticated and comprehensive views of the challenges and opportunities that diversity poses for organizations, their leaders, and their members.

400 PAGES / 11 FIGURES
1-4051-0999-0 HB
1-4051-0996-6 PB / 2003

Reader in Gender, Work and Organization

ROBIN J. ELY, ERICA GABRIELLE FOLDY & MAUREEN A. SCULLY
All Center for Gender in Organizations, Simmons School of Management

“The best and most up to date compilation of research and theory which examines the interplay among these key factors shaping our daily lives.”

DAVID A. THOMAS, HARVARD BUSINESS SCHOOL

456 PAGES / 2 FIGURES
1-4051-0255-1 HB
1-4051-0256-X PB / 2003

Building Team-based Working

A Practical Guide to Organizational Transformation

MICHAEL A. WEST & LYNN MARKIEWICZ
Aston University, Birmingham; Aston Organization Development Ltd

Designed for use by managers and consultants who are introducing team-based working into organizations, this book synthesizes knowledge about how to build team-based organizations. Rather than advise managers on how to build effective teams, as most books in this area tend to do, this book instead focuses on how to build organizations structured around teams.

SERIES: ONE STOP TRAINING / SERIES EDITOR: MICHAEL WEST
184 PAGES / 5 FIGURES / 1-4051-0611-5 HB / 2003

Effective Teamwork

Practical Lessons from Organizational Research
Second Edition

MICHAEL A. WEST
Aston University, Birmingham

“A marvellous work of integration, retaining the authoritative, imaginative and intensely practical character of the first edition, this new edition has incorporated the very latest insights into a complex and challenging area with great clarity.”

NIGEL NICHOLSON, LONDON BUSINESS SCHOOL

SERIES: PSYCHOLOGY OF WORK AND ORGANIZATIONS
232 PAGES / 1-4051-1058-9 HB / 1-4051-1057-0 PB / 2003

Leading in Turbulent Times

Managing in the New World of Work

Edited by RONALD J. BURKE & CARY L. COOPER
York University, Toronto; Lancaster University

“A remarkable and eclectic collection of papers focusing on the myriad of challenges faced by private and public sector organizations in the increasingly turbulent global business environment.”

MITCH ROTHSTEIN, IVEY SCHOOL OF BUSINESS, CANADA

SERIES: MANCHESTER BUSINESS AND MANAGEMENT SERIES
352 PAGES / 1-4051-1522-X HB / 2003

International HRM

Edited by MARYANN H. ALBRECHT

416 PAGES / 16 FIGURES, 32 TABLES AND BOXES
0-631-21922-6 PB / 2000
The Future of Global Financial Services

ROBERT GROSSE
Thunderbird, The Garvin School of International Management

After living through the stock market crises of 1987 and 2001-2, many people wonder just how safe the financial system is, and what kinds of financial instruments they should trust their savings to. This book explores the future of the financial services industry, giving readers an idea of the kinds of institutions and services that will survive in the early twenty-first century.

The author’s informative and, at times, provocative assertions will be of interest to anyone who wants to understand how the financial services sector is developing.

SERIES: GLOBAL DIMENSIONS OF BUSINESS
240 PAGES / 1-4051-1701-X HB / 1-4051-1700-1 PB / MAY 2004

The Capable Company

Building the capabilities that make strategy work

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Results-Based Leadership; Results-Based Leadership; Management Consultant

“Building, adapting and shedding capabilities is the key to taking vision to action. The Capable Company provides leaders with a disciplined process for strategy execution - one that is focused, aligned and actionable.”

KENNETH D. TUCHMAN, CHAIRMAN AND CEO, TELETECH HOLDINGS

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Management by Detached Involvement

JAGDISH PARIKH
Vice-Chairman of the World Business Academy

This book is a guide to increasing personal and professional effectiveness in a business context and how to contribute effectively and progressively to organizations.

SERIES: DEVELOPMENTAL MANAGEMENT
SERIES EDITOR: RONNIE LESSEM
200 PAGES / 0-631-19307-3 PB / 1993

Stress

A Brief History

CARY L. COOPER & PHILIP DEWE
Lancaster University; Birkbeck College, London

This lively and accessible look at the origins of the field of stress research explores different theories and models of stress, examines the contributions of different researchers, identifies common themes and controversies, and culminates in a discussion of what makes a good theory and what obligations stress researchers have to those whose working lives they study.

SERIES: BLACKWELL BRIEF HISTORIES OF PSYCHOLOGY
160 PAGES / 1-4051-0744-8 HB / 1-4051-0745-6 PB / APRIL 2004

Global Dimensions of HRM

PAULA CALIGIURI, ALLAN BIRD & MARK E. MENDENHALL
Rutgers University; University of Missouri, St Louis; University of Tennessee at Chattanooga

This text focuses on the principal issues involved in the management of a global workforce. It provides new and up-to-date coverage of the stages of global development for organizations and includes ‘the strategic global assignment process’ - the self-assessment of global competence.

SERIES: GLOBAL DIMENSIONS OF BUSINESS
240 PAGES / 1-4051-0731-6 HB / 1-4051-0732-4 PB / 2006

Global Dimensions of eCommerce

SAEED SAMIEE
University of Tulsa

This examination of the domain of eCommerce takes an international perspective. Throughout, theories are tested against the most up-to-date examples from different types of business around the world, based on cases developed by the author in Asia, the US and Europe. The emerging patterns of eCommerce are explained to the student, together with their impact on contemporary business models.

SERIES: GLOBAL DIMENSIONS OF BUSINESS
224 PAGES / 1-4051-2617-5 HB / 1-4051-2616-7 PB / 2006

Global Dimensions of Business Management

Edited by DAVID A. RICKS, BODO SCHLEGELMILCH & J. MICHAEL GERINGER

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GLOBAL DIMENSIONS OF BUSINESS
232 PAGES / 1-4051-1182-8 PB / 2003

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SERIES: GLOBAL DIMENSIONS OF BUSINESS
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ALSO OF INTEREST

The Blackwell Cultural Economy Reader
ASH AMIN & NIGEL J. THRIFT

448 PAGES / 7 FIGURES / 0-631-23428-4 HB / 0-631-23429-2 PB / 2003
“The Journal of Management Studies is now one of the premier management journals. It represents a collection of cutting-edge studies of organizational issues that, most importantly, are not constrained by a parochial mentality. Work published in JMS is an essential reference point for the conduct of excellent research by both micro- and macro-organization researchers.”

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Dean Tjosvold, Zi-you Yu and Chun Hui

️ The Definition of Strategic Liabilities, and their Impact on Firm Performance
Richard J. Arend

️ 'A Land of Milk and Honey'? Reengineering the 'Past' and 'Present' in a Call Centre
Darren McCabe

️ When Production and Consumption Meet: Cultural Contradictions and the Enchanting Myth of Customer Sovereignty
Marek Korczynski and Ursula Ott

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ISSN:0022-2380, VOLUME 42 (2005), 8 ISSUES PER YEAR

MANAGEMENT AND ORGANIZATION REVIEW (MOR) is dedicated to advancing global knowledge on management and organizations. MOR aims to publish innovative research contributing to management knowledge in three domains:

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Victor Nee and Yang Cao

️ Managing Indefinite Boundaries: The Strategy and Structure of a Chinese Business Firm
Marshall W. Meyer and Xiaohui Lu

️ 'How do I Choose Thee? Let Me Count the Ways': A Textual Analysis of Similarities and Differences in Modes of Decision-making in China and the United States

️ An Organizational Perspective of Corruption
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www.blackwellpublishing.com/MOR

ISSN 1740-8776, VOLUME 1 (2005), 3 ISSUES PER YEAR
Family Business Review
Edited by JOSEPH H. ASTRACHAN

The FAMILY BUSINESS REVIEW combines scholarly research and practical experience in the only journal devoted exclusively to exploration of the dynamics of the family firm. Its interdisciplinary forum captures the insights of professions from such diverse fields as management, family therapy, organizational behavior, finance, consulting, law and government, as well as managers and owners of family businesses.

First-, Second-, and Third-Generation Family Firms: A Comparison
Matthew C. Sonfield and Robert N. Lussier

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FOR MORE INFORMATION ON THE FFI, VISIT: WWW.FFI.ORG

www.blackwellpublishing.com/FABR
ISSN: 0894-4865, VOLUME 18 (2005), 4 ISSUES PER YEAR

Entrepreneurship Theory and Practice
Edited by D. RAY BAGBY

ENTREPRENEURSHIP: THEORY AND PRACTICE (ET&P) is a leading scholarly journal in the field of entrepreneurship studies. The journal’s mission is to publish original papers that contribute to the advancement of the field of entrepreneurship. ET&P publishes conceptual and empirical articles of interest to scholars, consultants, and public policy makers.

Towards a Theory of Entrepreneurial Cognition: Rethinking the People Side of Entrepreneurship Research
Ronald K. Mitchell, Lowell Busenitz, Theresa Lant, Patricia P. McDougall, Eric A. Morse and J. Brock Smith

THE OFFICIAL JOURNAL OF THE UNITED STATES ASSOCIATION FOR SMALL BUSINESS AND ENTREPRENEURSHIP
FOR MORE INFORMATION ON USASBE VISIT: WWW.USASBE.ORG

www.blackwellpublishing.com/ETAP
ISSN: 1042-2587, VOLUME 29 (2005), 6 ISSUES PER YEAR

American Business Law Journal
Edited by JOAN T.A. GABEL

The AMERICAN BUSINESS LAW JOURNAL (ABLJ) is a quarterly law review published on behalf of the Academy of Legal Studies in Business (ALSB). The JOURNAL explores the whole range of topics related to business law and is an essential resource for both students and professors.

Good Faith and Wrongful Termination in Canada and the United States: A Comparative and Relational Inquiry
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FOR MORE INFORMATION ON THE ALSB, VISIT: WWW.ALSB.ORG

www.blackwellpublishing.com/ABLJ
ISSN: 0002-7766, VOLUME 42 (2005), 4 ISSUES PER YEAR
British Journal of Management

Edited by GERARD P. HODGKINSON

Edited by a team of leading researchers and supported by an international editorial board, the BRITISH JOURNAL OF MANAGEMENT provides a valuable outlet for research and scholarship on management-orientated themes and topics. BJM is a unique international forum for the publication of articles which explore new ideas, and which develop and challenge tradition-bound practice and theory. With contributions from around the globe, the journal includes articles across the full range of business and management disciplines.

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  J. P. Cornelissen
- On Celebrating the Organizational Identity Metaphor: A Rejoinder to Cornelissen
  Dennis A. Gioia, Majken Schultz and Kevin G. Corley
- Studying the Accuracy of Managers’ Perceptions: A Research Odyssey
  John M. Mezias and William H. Starbuck
- Developing the Concept of Transparency for Use in Supply Relationships
  Richard Lamming, Nigel Caldwell and Deborah Harrison
- National Competitiveness: A Question of Cost Conditions or Institutional Circumstances?
  Edmund R. Thompson
- Journal Rankings in Business and Management and the 2001 Research Assessment Exercise in the UK
  Janet Geary, Liz Marriott and Michael Rowlinson

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SAMPLE CONTENTS

- The Role of Top Management Teams in Formulating and Implementing Turnaround Strategies: A Review and Research Agenda
  Franz T. Lohrke, Arthur G. Bedeian and Timothy B. Palmer
- Managing People and Performance: An Evidence Based Framework Applied to Health Service Organizations
  Susan Michie and Michael A. West
- Flexible Employment Contracts, the Psychological Contract and Employee Outcomes: An Analysis and Review of the Evidence
  David Guest
- Organizational Failure: A Critique of Recent Research and a Proposed Integrative Framework
  Kamel Mellahi and Adrian Wilkinson

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ISSN: 1460-8545, VOLUME 7 (2005), 4 ISSUES PER YEAR PLUS 5 ISSUES OF THE BRITISH JOURNAL OF MANAGEMENT

www.blackwellpublishing.com/BJOM

ISSN: 1045-3172, VOLUME 16 (2005), 5 ISSUES PER YEAR AND 4 ISSUES OF THE INTERNATIONAL JOURNAL OF MANAGEMENT REVIEWS
Guide to Management Research Methods
MANDY VAN DER VEELDE, PAUL JANSEN & NEIL ANDERSON
Utrecht University; Vrije University Amsterdam; University of Amsterdam

“This is a thoroughly user-friendly introduction to business research methods, taking students through the research process in a logical and applied way. I see it being recommended on many courses, both final-year undergraduate and MBA.”
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A Resource for Social Scientists and Practitioner-Researchers
Second Edition
COLIN ROBSON
University of Huddersfield

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Journal of Contingencies and Crisis Management
Edited by URIEL ROSENTHAL & ALEXANDER KOUZIM

The JOURNAL OF CONTINGENCIES AND CRISIS MANAGEMENT is an invaluable source of information on all aspects of contingency planning, scenario analysis and crisis management in both corporate and public sectors. It focuses on the opportunities and threats facing organizations, and presents analysis and case studies of crisis prevention, crisis planning, recovery and turnaround management. With contributions from world-wide sources including corporations, governmental agencies, think tanks and influential academics, this publication provides a vital platform for the exchange of strategic and operational experience, information and knowledge.

www.blackwellpublishing.com/JCCM
0966-0879, VOLUME 13 (2005), 4 ISSUES PER YEAR

Risk Analysis
An International Journal
Edited by ELIZABETH L. ANDERSON

Published for the Society for Risk Analysis, RISK ANALYSIS traces the evolution of risk-based thought and its application to the world around us. Ranked among the top ten journals in the ISI Journal Citation Reports under the social sciences, mathematical methods category, it is designed to meet the need for organization, integration, and communication and provide a focal point for new developments in the field.

www.blackwellpublishing.com/RISK
ISSN: 0272-4332, VOLUME 25 (2005), 6 ISSUES PER YEAR
The Blackwell Handbook of Principles of Organizational Behavior

EDWIN A. LOCKE
University of Maryland

This first ever attempt to accumulate the wisdom of decades of research and consulting, and to turn this accumulated knowledge into easy to understand and practically useful management principles, provides students and managers with an essential resource that is neither theory divorced from practice nor practice divorced from theory but rather the application of theory to the real world of organizations.

The updated paperback edition of the HANDBOOK includes a keynote essay by Edwin Locke that was recently published in the AMLE Journal (2002). In it he sets out his principles-based approach to teaching management.

SERIES: BLACKWELL HANDBOOKS IN MANAGEMENT
488 PAGES / 11 FIGURES, 5 TABLES
0-631-21506-9 PB 2003

The Blackwell Handbook of Cross-Cultural Management

A Guide to Managing Complexity

Edited by HENRY W. LANE,
MARTHA L. MAZNEVSKI, MARK E. MENDENHALL & JEANNE MCNETT
Northeastern University; International Institute for Management, Lausanne; University of Tennessee at Chattanooga; Assumption College

This distinctive volume brings together perspectives previously considered independently, placing the work of management experts alongside contributions from leading cross-cultural psychologists, sociologists and economists.

Reflecting a systems feedback model of management, the structure of the HANDBOOK allows the reader to view the issues within a dynamic and systematic context.

SERIES: BLACKWELL HANDBOOKS IN MANAGEMENT
544 PAGES / 15 FIGURES, 18 TABLES
0-631-21430-5 HB / 2001

The Blackwell Handbook of Global Management

A Guide to Managing Complexity

Edited by ARNE EVERS, NEIL ANDERSON & OLGA VOSKUIJL
All University of Amsterdam

This state-of-the-art review of theory, research, and professional practice in the field of selection and assessment contains five sections covering:

- Activities that precede selection
- Tools of selection
- Decisions and their contexts
- Criterion measures
- Emerging trends and assessment for change.

In each section internationally eminent authors in the field clarify concepts, describe models and theories, summarize evidence from empirical research, and discuss the practical implications of research evidence and trends.

Attention is drawn to the ways in which academic and practitioner perspectives complement one another and, at times, conflict as highlighted by trends toward a science-practice divide.

SERIES: BLACKWELL HANDBOOKS IN MANAGEMENT
568 PAGES / 1-4051-1702-8 HB / MAY 2005

The Blackwell Handbook of Strategic Management

Edited by MICHAEL A. HITT, R. EDWARD FREEMAN & JEFFREY S. HARRISON
Texas A & M University; University of Virginia; University of Florida

Now available in paperback, this major reference work presents original contributions from top strategic management scholars, who explain the background on their topic through their own lenses, whilst also introducing new ideas that will influence the future of research in the field.

SERIES: BLACKWELL HANDBOOKS IN MANAGEMENT
744 PAGES / 29 FIGURES, 15 TABLES
0-631-21861-0 PB JUNE 2005

NEW IN 2005

NEW IN PAPERBACK 2005

The Blackwell Handbook of Personnel Selection

Edited by DONALD SEXTON & HANS LANDSTROM
The Blackwell Handbook of Entrepreneurship, The

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The Blackwell Handbook of Entrepreneurship, The

Edited by DONALD SEXTON & HANS LANDSTROM
The Blackwell Handbook of Entrepreneurship, The
Spiral Dynamics
Mastering Values, Leadership and Change
DON EDWARD BECK & CHRISTOPHER C. COWAN
Both National Values Center, Texas
Now available in paperback, this bestselling book focuses on cutting-edge leadership, management systems, processes, procedures, and techniques, to synthesize changes such as increasing cultural diversity, powerful new social responsibility initiatives, and the arrival of a truly global marketplace.

Ideal for managers, consultants, and strategists, this inspiring book adds power and precision to the theory of human systems and twenty-first century leadership and demonstrates how, by applying the right tools at a base level rather than to surface symptoms, any bright, curious human being can, quite simply, change the world.

Managing Quality
Fourth Edition
Edited by BARRIE G. DALE
UMIST
This popular and comprehensive text gives the reader an appreciation of the concepts and principles of total quality management (TQM) and serves as an authoritative source of reference for the many associated tools, techniques and systems.

New to this edition are chapters on: The Received Wisdom on TQM; Old Economy Businesses and the Quality Function; Integrated Management Systems. The book also includes the latest information on ISO 9000 series of standards service management, and the Excellence Model.

Corporate Governance
Third Edition
ROBERT MONKS & NELL MINOW
Lens Inc
“Authoritative and informative, with some fascinating case vignettes ... A monumental work.”
BOB TRICKER, EDITOR, CORPORATE GOVERNANCE

In the wake of the recent dramatic series of corporate meltdowns, the new edition of this successful text provides a welcome update of the key issues facing managers, boards of directors, investors, and shareholders.

A CD-ROM containing a comprehensive case study of the Enron collapse, complete with senate hearings and video footage, accompanies the text. Further lecturer resources and links are available at www.blackwellpublishing.com/monks

Business and Society Review
Edited by ROBERT E. FREDERICK

BUSINESS AND SOCIETY REVIEW addresses a wide range of ethical issues concerning the relationships between business, society, and the public good. Its contents are of vital concern to business people, academics, and others involved in the contemporary debate about the proper role of business in society.

PUBLISHED ON BEHALF OF THE CENTER FOR BUSINESS ETHICS AT BENTLEY COLLEGE
www.blackwellpublishing.com/BASR
ISSN: 0045-3609, VOLUME 110 (2005), 4 ISSUES PER YEAR
NEW

Management Ethics

NORMAN E. BOWIE with PATRICIA H. WERHANE

University of Minnesota; University of Virginia

“In a fresh approach to stakeholder analysis, Bowie and Werhane articulate and persuasively hone in on the unique ethical obligations that guide manager-level decision-making. Management Ethics delineates the competing pressures on managers and provides them not only with insights but actual processes for ensuring accountability for their decisions.”

LAURA HARTMAN, DEPAUL UNIVERSITY

SERIES: FOUNDATIONS OF BUSINESS ETHICS
168 PAGES / 0-631-21472-0 HB / 0-631-21473-9 PB / OCTOBER 2004

NEW

Business Ethics and the Natural Environment

LISA H. NEWTON

Fairfield University

An excellent resource for students, this book examines the present status of relations between corporate enterprise and the natural environment in the world today. It provides a full background in ethics, an overview of business ethics and environmental legal issues, and an account of the problems associated with globalization and the response of nongovernmental organizations.

SERIES: FOUNDATIONS OF BUSINESS ETHICS
280 PAGES / 1-4051-1662-5 HB / 1-4051-1663-3 PB / DECEMBER 2004

SERIES

Foundation of Business Ethics Series

Series Editors: ROBERT E. FREDERICK & W. MICHAEL HOFFMAN

Written by an assembly of the most distinguished figures in business ethics, this series explains and assesses the fundamental issues that motivate interest in each of the main subjects of contemporary research.

NEW

The Ethics of Information Technology and Business

RICHARD T. DE GEORGE

University of Kansas

This is the first study of business ethics to take into consideration the plethora of issues raised by the Information Age.

The book explores a wide range of topics including: marketing, privacy, and the protection of personal information; employees and communication privacy; the ethical issues of e-business; and Internet-related business ethics problems.

SERIES: FOUNDATIONS OF BUSINESS ETHICS

NEW

Employment and Employee Rights

PATRICIA H. WERHANE, TARA J. RADIN with NORMAN E. BOWIE

University of Virginia; Hofstra University; University of Minnesota

“This is the latest and last word on employee rights. It’s everything you wanted to know about employee rights, and it’s a very practical, hands-on, business-oriented book. Every manager will benefit from reading it. Every human resources manager simply must read it.”

R. EDWARD FREEMAN, UNIVERSITY OF VIRGINIA

SERIES: FOUNDATIONS OF BUSINESS ETHICS

NEW

Accounting Ethics

RONALD F. DUSKA & BRENDA SHAY DUSKA

The American College; Rosemont College

“This book is a long awaited and significant contribution to business ethics. At last, a book that addresses the full range of accounting, tax, and audit issues, integrating the perspective of the accounting profession with that of a trained ethicist. This is a must-read for everyone in the accounting profession and in business ethics. Bravo Duskas!”

PATRICIA H. WERHANE, DARDEN GRADUATE SCHOOL, UNIVERSITY OF VIRGINIA

SERIES: FOUNDATIONS OF BUSINESS ETHICS
336 PAGES / 0-631-21651-0 PB / 2002

NEW

Ethics in Finance

JOHN R. BOATRIGHT

Loyola University

This ground-breaking work in the field of finance ethics begins with examples of the scandals that have shaken public confidence in the ethics of Wall Street, and explains the need for ethics in the personal conduct of finance professionals and the operation of financial markets and institutions.

SERIES: FOUNDATIONS OF BUSINESS ETHICS
224 PAGES / 0-631-21427-5 PB / 1999
The Blackwell Guide to Business Ethics
Edited by NORMAN E. BOWIE
University of Minnesota
“This masterful synthesis of theory and practice in business ethics provides insight into the role of ethics in present-day business practice. The book also offers intriguing perspectives on new directions for an evolving field.”
DIANA C. ROBERTSON, GOIZUETA BUSINESS SCHOOL, EMORY UNIVERSITY
Written by an international assembly of experts, this GUIDE acquaints the reader with ethical issues in the practice of business, theoretical and pedagogical issues, and important new directions in the field.
SERIES: BLACKWELL PHILOSOPHY GUIDES / SERIES EDITOR: STEVEN CAHN

Computer Ethics and Professional Responsibility
Edited by TERRELL WARD BYNUM & SIMON ROGERSON
Southern Connecticut State University; De Montfort University
This clear and accessible textbook and its associated website offer a state-of-the-art introduction to the burgeoning field of computer ethics and professional responsibility. Visit the book’s website at www.southernct.edu/organizations/RCCS/Textbook
376 PAGES / 1-85554-844-5 HB / 1-85554-845-3 PB / 2003

NEW IN PAPERBACK 2005
A Companion to Applied Ethics
Edited by R.G. FREY & CHRISTOPHER HEATH WELLMAN
Bowling Green State University; Washington University in St. Louis
In this ambitious and authoritative account, leading figures of applied ethics track the growth of the field in specially commissioned essays. This volume will serve professionals as an indispensable resource, and, because it is written accessibly, will provide students and educated laymen with an excellent guide to the current state of play of major moral, social, and political issues.
SERIES: BLACKWELL COMPANIONS TO PHILOSOPHY
720 PAGES / 5 FIGURES
1-55786-594-9 HB 2003 / 1-4051-3345-7 PB JANUARY 2005

NEW TO BLACKWELL PUBLISHING
Business Ethics: A European Review
Edited by CHRISTOPHER COWTON
“A very welcome development that fills a real gap intellectually and with style.”
THE TIMES EDUCATIONAL SUPPLEMENT
The REVIEW provides a forum for business people and academics to exchange experiences of ethical challenges, to debate perspectives on ethical issues, and to generate insights and new ways of thinking about the ethical dimensions of national and global business. It is a quarterly review that aims to promote dialogue at every level on all issues relating to ethics in business.
SAMPLE CONTENTS
© Global Competition and Corporate Responsibilities of Small and Medium-sized Enterprises
Georges Enderle
© Ethics in the Face of Uncertainty: Judgement not Rules
Michael Luntley
© The Case Against Microsoft: An Ethics Perspective
Richard A. Spinello
www.blackwellpublishing.com/BEER
ISSN: 0962-8770
VOLUME 14 (2005), 4 ISSUES PER YEAR

Journal of Legal Studies Education
Edited by LUCIEN J. DHOOGE
THE JOURNAL OF LEGAL STUDIES EDUCATION (JLSE) is published twice a year. The JOURNAL is a selective double-blind, peer-reviewed publication focusing on pedagogical issues within business legal studies.
SAMPLE CONTENTS
© A Survey of Business Alumni: Evidence of the Continuing Need for Law Courses In Business Curricula
John Tanner and Anne Keaty
© Student Performance in the Legal Environment Course: Determinants and Comparisons
Paul L. Frantz and Alex H. Wilson
© The Attorney-Client Relationship as a Business Law-Legal Environment Topic
Murray S. Levin
www.blackwellpublishing.com/JLSE
ISSN: 0896-5811
VOLUME 22 (2005), 2 ISSUES PER YEAR
**European Financial Management**

Edited by JOHN A. DOUKAS

EUROPEAN FINANCIAL MANAGEMENT publishes the best applied research from around the world, providing a forum for both executives and academics concerned with the financial management of European corporations and financial institutions. The journal highlights key trends in Europe in a clear and accessible way, with articles covering international research and practice that have direct bearing on Europe.

**SAMPLE CONTENTS**

- Shareholder Value Creation In European M&As
  J. M. Campa and I. Hernando
- Differences between European and American IPO Markets
  Jay R. Ritter

**PUBLISHED IN CONJUNCTION WITH THE EUROPEAN FINANCIAL MANAGEMENT ASSOCIATION**

www.blackwellpublishing.com/EUFM

ISSN: 1354-7798, VOLUME 11 (2005), 5 ISSUES PER YEAR

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**The Journal of Finance**

Edited by ROBERT F. STAMBAUGH

The JOURNAL OF FINANCE publishes leading research across all the major fields of financial research. It is the most widely cited academic journal on finance and one of the most widely cited journals in all of economics as well. Each issue of the JOURNAL reaches over 8,000 academics, finance professionals, libraries, government and financial institutions around the world.

**SAMPLE CONTENTS**

- Presidential Address, Committing to Commit: Short-term Debt When Enforcement Is Costly
  Douglas W. Diamond
- Are Judgment Errors Reflected in Market Prices and Allocations?
  Experimental Evidence Based on the Monty Hall Problem
  Brian D. Kluger and Steve B. Wyatt

**PUBLISHED IN CONJUNCTION WITH THE AMERICAN FINANCE ASSOCIATION**

FOR MORE INFORMATION ON THE AFA, INCLUDING MEMBERSHIP DETAILS, VISIT: WWW.AFAJOF.ORG

www.blackwellpublishing.com/JOF

ISSN: 0022-1082, VOLUME 60 (2005), 6 ISSUES PER YEAR

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**Journal of Applied Corporate Finance**

Edited by DONALD H. CHEW, JR.

Published since 1988 and reaching a broad audience of senior corporate policy makers, this highly regarded quarterly brings together academic thinkers and financial practitioners to address topics driving corporate value. The JOURNAL covers a range of topics, including risk management, corporate strategy, corporate governance and capital structure. The JOURNAL also features its popular roundtable discussions among corporate executives and academics, on topics such as integrity in financial reporting.

**SAMPLE CONTENTS**

- Value Maximization, Stakeholder Theory, and the Corporate Objective Function
  Michael C. Jensen, The Monitor Group and Harvard Business School
- Real Options: State of the Practice
  Alex Triantis, University of Maryland and Adam Borison, PricewaterhouseCoopers

**PUBLISHED ON BEHALF OF MORGAN STANLEY**

FOR MORE INFORMATION, VISIT: WWW.MORGANSTANLEY.COM

www.blackwellpublishing.com/JACF

ISSN: 1078-1196, VOLUME 17 (2005) 4 ISSUES PER YEAR

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**Fiscal Studies**

Edited by DAVID MILES, GARETH D. MYLES & HELEN SIMPSON

FISCAL STUDIES prides itself on publishing high-quality, original research papers that have topical policy application and are accessible to a wide audience. FISCAL STUDIES also features symposia on specific policy issues, and publishes the Institute for Fiscal Studies Annual Lecture.

**HIGHLIGHTS FROM 2004 INCLUDED:**

- Educational Inequality: The Widening Socio-economic Gap
  Steve Machin and Anna Vignoles
- Inequality and Two Decades of British Tax and Benefit Reform
  Tom Clark and Andrew Leicester

**PUBLISHED ON BEHALF OF THE INSTITUTE FOR FISCAL STUDIES**

www.blackwellpublishing.com/FISC

ISSN: 0143-5671, VOLUME 27 (2005), 4 ISSUES PER YEAR
The Revolution in Corporate Finance

Fourth Edition
Edited by JOEL M. STERN & DONALD H. CHEW JR.
Both Stern Stewart Management and Co.

This extensively revised and updated fourth edition contains a significant amount of new material highlighting important recent developments, whilst including two new sections devoted to International Finance and International Corporate Governance. It offers, in one volume, coverage of the latest academic thinking, written by leading financial economists in a way that is accessible to students and corporate management.

648 PAGES / 63 FIGURES; 7 HALFTONES
1-4051-0781-2 PB / AUGUST 2003

Global Corporate Finance

Sixth Edition
SUK KIM & SEUNG H. KIM
University of Detroit – Mercy; St Louis University

GLOBAL CORPORATE FINANCE provides students with the practical skills needed to understand global financial problems and techniques. The sixth edition of this comprehensive text retains the user-friendly aspects of previous editions while offering expanded material on corporate finance and governance, international markets, global financial dynamics and strategies, and risk management techniques.

Real-world case studies are explained by theories and research findings presented throughout the chapters, while end-of-chapter mini-cases further reinforce students’ understanding of the material covered. Visit www.blackwellpublishing.com/kim for online resources.

544 PAGES / 64 FIGURES, 2 MAPS
1-4051-1990-X HB / AUGUST 2005

International Journal of Auditing

Edited by STUART TURLEY

INTERNATIONAL JOURNAL OF AUDITING (IJA) is a high-quality specialist journal. Its primary aim is to communicate clearly to an international readership the results of original auditing research conducted in practice and in research institutions. Articles have an international appeal either due to the research topic transcending national frontiers, or due to the clear potential for readers to apply the results, perhaps with adaptation, to their local environments. IJA covers the whole area of auditing.

www.blackwellpublishing.com/IJA

ISSN: 1090-6738
VOLUME 9 (2005), 3 ISSUES PER YEAR

Accounting & Finance

Edited by ROBERT FAFF

This established journal publishes theoretical, empirical and experimental papers which significantly contribute to the disciplines of accounting and finance. Using a wide range of research methods including statistical analysis, analytical work, case studies, field research and historical analysis, articles examine significant research questions from a broad range of perspectives.

www.blackwellpublishing.com/ACFI

ISSN: 0810-5391
VOLUME 45 (2005), 3 ISSUES PER YEAR
Journals of International Financial Management & Accounting
Edited by FREDERICK CHOI & RICHARD LEVICH

The JOURNAL OF INTERNATIONAL FINANCIAL MANAGEMENT & ACCOUNTING publishes original research dealing with international aspects of financial management and reporting banking and financial services, auditing and taxation. Providing a forum for the interaction of ideas from both academics and practitioners, JIFMA keeps you up-to-date with new developments and emerging trends.

PUBLISHED IN ASSOCIATION WITH NEW YORK UNIVERSITY'S STERN SCHOOL OF BUSINESS, SALOMON CENTER

www.blackwellpublishing.com/JIMFA

ISSN: 0954-1314
VOLUME 16 (2005), 3 ISSUES PER YEAR

Abacus
A Journal of Accounting, Finance and Business Studies
Edited by G. W. DEAN

ABACUS reports current research; critically evaluates current developments in theory and practice; analyses the effects of the regulatory framework of accounting, finance and business, and explores alternatives to, and explanations of, past and current practices.

PUBLISHED ON BEHALF OF THE ACCOUNTING FOUNDATION, UNIVERSITY OF SYDNEY

www.blackwellpublishing.com/ABACUS

ISSN: 0001-3072
VOLUME 41 (2005), 3 ISSUES PER YEAR

Understanding Market, Credit, and Operational Risk
The Value at Risk Approach
LINDA ALLEN, JACOB BOUDOUKH & ANTHONY SAUNDERS
City University of New York; New York University; New York University

A step-by-step, real-world guide to the use of Value at Risk (VaR) models, this text applies the VaR approach to the measurement of market risk, credit risk, and operational risk. The book describes and critiques proprietary models, illustrating them with practical examples drawn from actual case studies. Explaining the logic behind the economics and statistics, this technically sophisticated yet intuitive text should be an essential resource for all readers operating in a world of risk.

312 PAGES / 43 FIGURES / 0-631-22709-1 HB / 2003

Understanding Financial Management
A Practical Guide
KENT BAKER & GARY POWELL
American University; Towson University

Designed for those who want to gain a understanding of the fundamental concepts and techniques used in financial management, this book draws on a wealth of experience in the academic and professional worlds to discuss how firms can accomplish their objectives by making appropriate investment and financing decisions.

496 PAGES / 0-631-23100-5 PB / APRIL 2005

Wealth and Poverty in America: A Reader
Edited by DALTON CONLEY

312 PAGES / 1 FIGURE
International Bank Management
Dileep Mehta & Hung Gay Fung
Georgia State University; University of Missouri

“Mehta and Fung’s work is a textbook and more; it summarizes the lessons of global banking management of the past few decades and provides new frameworks and insights for the new century. Its detailed discussion and analysis produces a comprehensive coverage of the topic. The learning objective and discussion questions given at the beginning and the end of each chapter, respectively, together with various inserts, make the reading very appealing.”
Kui-wai Li, City University of Hong Kong

Managerial Economics
Second Edition
Ivan Png
National University of Singapore

Presenting the essentials of managerial economics in an accessible style, this book uniquely integrates the discipline to other managerial functions — including accounting, finance, human resource management, and marketing. MANAGERIAL ECONOMICS teaches students how to make better business decisions, not how to build models, and is supported by on-line resources for students and instructors. Visit: www.comp.nus.edu.sg/~ipng/mecon.htm.

592 PAGES / 166 FIGURES
0-631-22516-1 HB / 0-631-22525-0 PB / 2001

Mathematics for Economics and Business
An Interactive Introduction
Second Edition
Jean Soper
University of Leicester

This text offers the ideal approach for economics and business students seeking to understand the mathematics relevant to them. Each chapter demonstrates basic mathematical techniques, while also explaining the economic analysis and business context where each is used.

Students are encouraged to develop their understanding of both mathematics and economics by using the interactive CD-ROM in the back of the book that includes the award-winning MathEcon software, Excel files, Powerpoint slides, all definitions and ‘remember’ boxes, and additional practice questions.

432 PAGES / 100 FIGURES; 41 HALFTONES
1-4051-1126-7 HB
1-4051-1127-5 PB / MARCH 2004

International Bank Management provides current, integrated coverage of international banking issues. A focus on the increasing globalization of financial markets in this text enables students to obtain the comprehensive, international perspective essential for a successful career in banking.

416 PAGES / 5 FIGURES / 1-4051-1128-3 HB / 2003

Macroeconomics for Managers
Michael K. Evans
Formerly Northwestern University

This text offers an excellent practical explanation of the short-term linkages that impact the performance of the overall economy. While the underlying theoretical constructs are not ignored, emphasis is placed on the empirical underpinnings and managerial implications of macroeconomics.

Engaging the reader through many features, the text includes detailed case studies and “Manager’s Briefcase” discussions, which provide practical applications of macroeconomic concepts to real-world situations. Additionally, each chapter ends with a list of key concepts, a chapter summary, and practice questions.

848 PAGES / 194 FIGURES / 1-4051-0144-X HB / 2003
R&D Management
Edited by JEFF BUTLER & ALAN PEARSON

R&D MANAGEMENT publishes articles which address the interests of both practicing managers and academic researchers in R&D and innovation management. Covering the full range of topics in research, development, design and innovation, and related strategic and human resource issues - from exploratory science to commercial exploitation - articles also examine social, economic and environmental implications.

SAMPLE CONTENTS

- Business Model Fashion and the Academic Spinout Firm
  D. Jane Bower
- Management Principles for Evaluating and Introducing Disruptive Technologies: The Case of Nanotechnology in Switzerland
  Philip Bucher, Beat Birkenmeier, Harald Brodbeck and Jean-Philippe Escher

www.blackwellpublishing.com/RADM
ISSN: 0033-6807, VOLUME 35 (2005), 5 ISSUES PER YEAR

Creativity and Innovation Management
Edited by OLAF FISSCHER & PETRA DE WEERD-NEDERHOF

CREATIVITY AND INNOVATION MANAGEMENT bridges the gap between the theory and practice of organizing imagination and innovation. The journal’s central consideration is how to challenge and facilitate creative potential, and how then to imbed this into result-oriented innovative business development. The creativity of individuals coupled with structured and well-managed innovation projects create a sound base from which organizations may operate effectively within their inter-organizational and societal environment. Today, successful operations must go hand in hand with the ability to anticipate future opportunities. Therefore, a cultural focus and inspiring leadership are as crucial to an organization’s success as efficient structural arrangements and support facilities.

2005 SPECIAL ISSUES INCLUDE

- Organizing for Innovation in Established Firms
  Guest Editor: Bart van Looy
- Updating the Theory of Inventive Problem Solving
  Guest Editor: Martin Moehrle

www.blackwellpublishing.com/CAIM
ISSN: 0963-1690, VOLUME 14 (2005), 4 ISSUES PER YEAR

Journal of Product Innovation Management
Edited by C. ANTHONY DI BENEDETTO

In every facet of product innovation, JOURNAL OF PRODUCT INNOVATION MANAGEMENT advances management practice by offering both theoretical structures and practical techniques. The journal is at the cutting edge of academic theory and effective management practice for both the internal and external environment of the organization and offers managers, academics and students innovative, informative and thought-provoking reading.

- Supportiveness of Organizational Climate, Market Orientation, and New Product Performance in Chinese Firms
  Yinhong (Susan) Wei and Neil A. Morgan

PUBLISHED ON BEHALF OF THE PRODUCT DEVELOPMENT & MANAGEMENT ASSOCIATION FOR MORE INFORMATION ON THE PDMA, INCLUDING MEMBERSHIP DETAILS, VISIT: WWW.PDMA.ORG

www.blackwellpublishing.com/JPIM
ISSN: 0737-6782, VOLUME 22 (2005), 6 ISSUES PER YEAR

The Journal of Industrial Economics
Edited by YEON-KOO CHE, KENNETH HENDRICKS, PIERRE RÉGIBEAU & FRANK VERBOVEN

First published in 1952, the JOURNAL has a wide international circulation and is recognized as a leading journal in the field. It was founded to promote and publish the analysis of modern industry, particularly the behavior of firms and the functioning of markets. Contributions are welcomed in all areas of industrial economics including: organization of industry, applied oligopoly theory, product differentiation and technical change, theory of the firm and internal organization, regulation, monopoly, merger and technology policy.

SAMPLE CONTENTS

- The Advertising Market in a Product Oligopoly
  Anthony Dukes
- The Choice of Commercial Breaks in Television Programs: The Number, Length and Timing
  Wen Zhou

www.blackwellpublishing.com/JOIE
ISSN: 0022-1821, VOLUME 53 (2005), 4 ISSUES PER YEAR
The Journal of Industrial Relations
Edited by RON CALLUS & RUSSELL LANSBURY

THE JOURNAL OF INDUSTRIAL RELATIONS brings together representatives of management, the trade unions, the government services and the professions, as well as specialists in the various academic disciplines concerned with industrial relations.

The JOURNAL takes the view that comprehensive understanding of industrial relations must take into account economic, political and social influences on the power of capital and labor, and the interactions between employers, workers, their collective organizations and the state.

SAMPLE CONTENTS
- The Australian Labor Market in 2002
  John Burgess, William Mitchell and Alison Preston
- Flexibility at Work? The Feminisation of Part-Time Work in Japan
  Kaye Broadbent

PUBLISHED ON BEHALF OF THE INDUSTRIAL RELATIONS SOCIETY OF AUSTRALIA

www.blackwellpublishing.com/JOIR

ISSN: 0022-1856, VOLUME 47 (2005), 4 ISSUES PER YEAR

British Journal of Industrial Relations
Edited by EDMUND HEERY

With 64 more pages in 2005, the BRITISH JOURNAL OF INDUSTRIAL RELATIONS presents the latest research on developments in employment relations from across the globe. Contributions are drawn from across the social sciences, deal with a broad range of employment topics and express a range of viewpoints. Recent topics have included: equality and diversity at work; migrant workers; the (im)balance between life and work; high performance management; union revitalisation; the impact of the global economy; new public policies; corporate governance and employee participation; international employment standards.

PUBLISHED IN CONJUNCTION WITH THE LONDON SCHOOL OF ECONOMICS & POLITICAL SCIENCE

www.blackwellpublishing.com/BJIR

ISSN: 0007-1080, VOLUME 43 (2005), 4 ISSUES PER YEAR

Industrial Relations
A Journal of Economy and Society
Edited by DAVID I. LEVINE & DANIEL J. B. MITCHELL

Corporate restructuring and downsizing, the changing employment relationship in union and nonunion settings, high-performance work systems, the demographics of the workplace, and the impact of globalization on national labor markets - these are just some of the major issues covered in INDUSTRIAL RELATIONS.

SAMPLE CONTENTS
- Fighting for Other Folks’ Wages: The Logic and Illogic of Living Wage Campaigns
  Richard B. Freeman
- The Reform of the German Works Constitution Act: A Critical Assessment
  John T. Addison, Lutz Bellmann, Claus Schnabel and Joachim Wagner

www.blackwellpublishing.com/IREL

ISSN: 0019-8676, VOLUME 44 (2005), 4 ISSUES PER YEAR

Industrial Relations Journal
Edited by NICHOLAS BACON

INDUSTRIAL RELATIONS JOURNAL reports good practice and sound research in industrial relations, industrial relations management and industrial relations law in the UK, the European Union, Eastern Europe and elsewhere. The journal now has a particularly European focus with regular new features from European based experts. It bridges the interests of academics and practitioners by providing a forum for the wider dissemination of current thinking and sound academic research by industrial relations practitioners.

SAMPLE CONTENTS
- Dons, Dockers and Miners Alike… Industrial Relations and the IRJ, 1970–2002
  Brian Towers
- All Benchmarkers Now? Benchmarking and the ‘Europeanisation’ of Industrial Relations
  Keith Sisson, James Arrowsmith and Paul Marginson

www.blackwellpublishing.com/IRJ

ISSN: 0019-8692, VOLUME 36 (2005), 6 ISSUES PER YEAR

AN INSTITUTIONAL SUBSCRIPTION TO INDUSTRIAL RELATIONS JOURNAL INCLUDES A SUBSCRIPTION TO NEW TECHNOLOGY, WORK AND EMPLOYMENT
LABOUR: Review of Labour Economics and Industrial Relations

Edited by
RENATO BRUNETTA, UGO COLOMBINO, DANIELA DEL BOCA, FRANCO PERACCHI, PAOLO SESTITO & PIERO TEDESCHI

LABOUR publishes work which combines both theoretical and analytical originality with political awareness of the changing conditions of labour markets and the industrial relations system. The journal features high-quality, model-oriented, empirically based contributions on domestic and international labour markets, balancing both theoretical and methodological approaches for dealing with these themes.

SAMPLE CONTENTS

- On the Asymmetric Volatility of Employment Outflows
  Gareth Leeves
- Labor Mobility, Job Preferences & Income Distribution
  Alvaro Montenegro
- Special Issue: Causes & Economic Effects of Migration Flows
  Maria Rosaria Carillo, Beniamino Quinteri and Concetto Paula Vinci

PUBLISHED ON BEHALF OF CEIS AND THE FONDAZIONE GIACOMO BRODOLINI, ROME

www.blackwellpublishing.com/LABOUR

ISSN: 1121-7081
VOLUME 19 (2005), 4 ISSUES PER YEAR

WorkingUSA
The Journal of Labor and Society
Edited by IMMANUEL NESS

WORKINGUSA is an important forum for new ideas on the work experience. Addressing the range of concerns of working people, the journal covers workers both employed and unemployed, union and non-union, both in the marketplace and at home. A wide range of respected contributors examine the economic, political and social means to achieving a democratic worklife.

RECENT HIGHLIGHTS INCLUDE

- The United States Budget on Working People
- The Success of Living Wage Campaigns
- Central Labor Councils and Community Labor Coalitions
- Labor and the Consolidation of the Media Industry
- Labor and Corporate Investment

www.blackwellpublishing.com/WUSA

ISSN: 1089-7011
VOLUME 9 (2005), 4 ISSUES PER YEAR

Industrial Relations
Theory and Practice
Second Edition
Edited by PAUL EDWARDS
University of Warwick

This completely revised and updated second edition continues to combine original, up-to-date evidence with expert comment and analysis.

Each of the chapters is written by an acknowledged expert in the field and provides a strong argument on a particular topic. At the same time key issues, such as coherence of efforts to reform industrial relations and the potential different routes of development, run through many chapters.

Updates to the text include:

- Particular attention to the effects of European and international developments on British industrial relations
- New chapters:
  - The first examines the role of multinational companies in changing the British employment relationship
  - The second looks at the individualisation of the employment relationship, building on the book's existing analysis of the experience of work from an employee perspective.

SERIES: INDUSTRIAL RELATIONS
552 PAGES / 0-631-22258-8 PB / 2003

European Industrial Relations: Annual Review 2001/2002

Edited by BRIAN TOWERS & MICHAEL TERRY
Nottingham Trent University; Warwick Business School Research Bureau

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SERIES: INDUSTRIAL RELATIONS JOURNAL
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264 PAGES / 1-4051-0876-2 PB / SEPTEMBER 2004
Public Administration
An International Quarterly
Edited by R.A.W. RHODES

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SAMPLE CONTENTS
- Structural Reform of Social Security Pensions in Latin America: Models, Characteristics, Results and Conclusions Carmelo Mesa-Lago
- Gender Issues in Social Security Policy of Developing Countries: Lessons from the Kerala Experience Shoba Arun and T.G. Arun
- Reforming Pensions: Myths, Truths and Policy Choices Nicholas Barr
- Towards a Convergence of European Social Models? Severine Chapon and Chantal Euzeby
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544 PAGES / 0-631-23098-X HB / 2002

Health Services Research

Edited by ANN BARRY FLOOD & HAROLD S. LUFT

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www.blackwellpublishing.com/ISJ
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Edited by CATHAL M. BRUGHA, CELSO REBEIRO & GRAHAM RAND

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Frank Y. Chen, Mark Goh, Jacob Lee, Jihong Ou, Moosa Sharafali, Chung-Piaw Teo, Puay-Guan Goh and Pragash Sivanathan

Implementing Quality Improvement Strategies in Brazilian Hospitals: A Model for Guidance of the Initial Stage of Implementation
T. Diana. L. v. A. de Macedo-Soares and João Alberto Neves

Alternate Financial Incentives to Regular Credit/Price Discounts for Extraordinary Purchases
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London School of Economics

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220 PAGES / 1-4051-1915-2 PB / MAY 2004

Food Supply Chain Management
Edited by MICHAEL A. BOURLAKIS & PAUL H. WEIGHTMAN
Both University of Newcastle-upon-Tyne

The food supply chain is a series of links and interdependencies, from farms to food consumers' plates, embracing a wide range of disciplines. FOOD SUPPLY CHAIN MANAGEMENT brings together the most important of these disciplines and aims to provide an understanding of the chain, to support those who manage parts of the chain and to enhance the development of research activities in the discipline.

256 PAGES / 1-4051-0168-7 PB / 2003
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