

International catalogues

Business & Management Media & Communication

New and key backlist titles
Autumn 2025

 Sage

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The Sage Book Sales Team

INTERNATIONAL BUSINESS

Mastering Strategic Challenges in the 21st Century

Thomas Lindner, Jonas Puck

Discover a fresh take on International Business with this textbook, which focuses on the key trends of sustainability and digitalisation in today's global business environment.

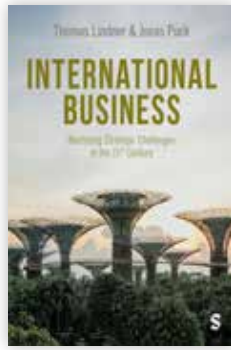
Readership: Suitable for undergraduate and postgraduate students of International Business, Global Business, and International Management courses and related modules.

Subject: International Business & Management (General)
Category: Core Textbook

Paperback • 9781529683462

1st edition • Dec-25 • £51

Sage Publications Ltd



RESEARCHING INFORMATION SYSTEMS AND COMPUTING

Briony J Oates, Marie Griffiths, Rachel McLean

Written specifically for information systems (IS) and computing students and providing everything they need to know about executing a research project, this book is packed with guidance and examples.

Readership: Upper level UG and PG students working on a dissertation or research project in information systems (IS) or computing.

Subject: Research Methods for Business & Management (General)
Category: Core Textbook

Paperback • 9781529682939

3rd edition • Nov-25 • £45.99

Sage Publications Ltd



RESPONSIBLE HUMAN RESOURCE MANAGEMENT

Sustainable, Ethical and Inclusive

Katy Marsh-Davies, Michelle Blackburn

A comprehensive guide to HRM that emphasizes DEI, ethics, and sustainability, equipping students with the skills to drive positive change in the workplace.

Readership: Ideal for HRM students in undergraduate and postgraduate programs, particularly those focusing on responsible management practices.

Subject: Human Resource Development
Category: Core Textbook

Paperback • 9781529681505

1st edition • Nov-25 • £40.99

Sage Publications Ltd



STRATEGIC CORPORATE SOCIAL RESPONSIBILITY

A Holistic Approach to Sustainable and Impactful Business

Debbie Haski-Leventhal

Based on the idea that strategic corporate social responsibility offers the most holistic and effective approach to CSR, this revised new edition of **Strategic Corporate Social Responsibility** presents the key concepts, theories and philosophical approaches to CSR, along with the practical tools needed to implement this knowledge in the real world.

Readership: This book is ideal for students and professionals in Corporate Social Responsibility modules, business ethics, and sustainability courses, as well as business leaders looking to integrate CSR into their strategic planning.

Subject: Corporate Social Responsibility
Category: Core Textbook

Paperback • 9781036201159

3rd edition • Oct-25 • £54

Sage Publications Ltd



EMPLOYMENT LAW

An Introduction

Stephen Taylor, Astra Emir

Get a clear and accessible introduction to employment law, with practical activities, case law examples, and critical debates designed for HRM, business, and CIPD students.

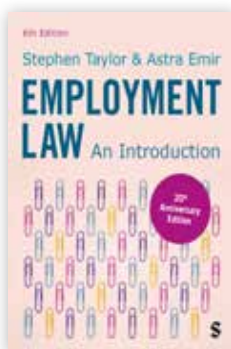
Readership: Ideal for HRM, business, and CIPD students studying employment law at undergraduate and postgraduate levels.

Subject: Human Resource Management
Category: Core Textbook

Paperback • 9781529690668

6th edition • Nov-25 • £52

Sage Publications Ltd



THE SAGE HANDBOOK OF POLITICAL MARKETING

Paul Baines, Phil Harris, Denisa Hejllova, Costas Panagopoulos

A comprehensive resource that explores the global and contemporary practices of political marketing, offering insights from diverse regions and addressing the latest trends and challenges.

Readership: Ideal for scholars, practitioners, and students seeking to understand the complexities and contemporary practices of political marketing in a global context.

Subject: Political Marketing
Category: College Handbooks

Hardcover • 9781529609707

1st edition • Sep-25 • £135

Sage Publications Ltd



APPLIED MARKETING ANALYTICS USING PYTHON

Gokhan Yildirim, Raoul V. Kübler

Gain a thorough grounding in marketing analytics using Python with this practical guide which balances applied analytics tools with marketing theory.

Readership: Suitable for undergraduate and postgraduate students studying Marketing Analytics and Marketing Metrics.

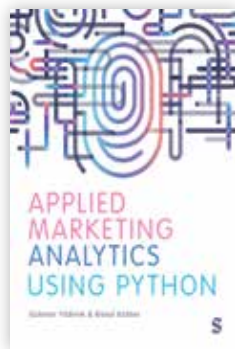
Subject: Marketing (General)

Category: Core Textbook

Paperback • 9781529684162

1st edition • Apr-25 • £46.99

Sage Publications Ltd



AN INTRODUCTION TO BUSINESS & MANAGEMENT CONSULTANCY

Marc G. Baaij

A practical, step-by-step guide to learning and developing the proven successful methods and techniques of the world's leading management consultancy firms.

Readership: Aimed at undergraduate and postgraduate students studying business/management consultancy.

Subject: Business & Academic Skills

Category: Core Textbook

Paperback • 9781529681888

3rd edition • Mar-25 • £53

Sage Publications Ltd



QUALITATIVE RESEARCH IN BUSINESS AND MANAGEMENT

Michael D Myers

This accessible, comprehensive yet remarkably concise textbook is designed to help students and researchers in business and management with their research project.

Readership: Undergraduate and postgraduate students (including PhD) studying research methods or completing a research project.

Subject: Qualitative Techniques for Business & Management Research

Category: Core Textbook

Paperback • 9781529667264

4th edition • Apr-25 • £44.99

Sage Publications Ltd



AN INTRODUCTION TO HUMAN RESOURCE MANAGEMENT

Nick Wilton

Grasp the fundamentals of Human Resource Management with this engaging and accessible text, ideal for undergraduate and postgraduate students.

Readership: Grasp the fundamentals of Human Resource Management with this engaging and accessible text, ideal for undergraduate and postgraduate students. Covering the key aspects of HRM, this bestselling book will prepare you for the strategic decisions and issues you may face in your HR career.

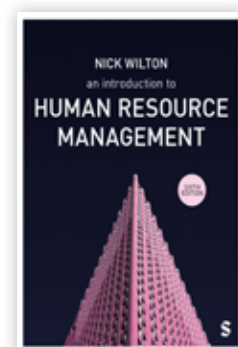
Subject: Human Resource Management

Category: Core Textbook

Paperback • 9781529672831

6th edition • Mar-25 • £56

Sage Publications Ltd



DIGITAL MARKETING

Strategy, Planning & Disruption

Annamarie Hanlon

Explore all aspects of digital marketing with this accessible guide which blends theory, research, practice and application and includes a wide range of international case studies.

Readership: Aimed at undergraduate and postgraduate students studying digital marketing/social media marketing.

Subject: Electronic Marketing

Category: Core Textbook

Paperback • 9781529680430

3rd edition • Mar-25 • £53

Sage Publications Ltd



LEADERSHIP - INTERNATIONAL STUDENT EDITION

Theory and Practice

Peter G. Northouse

Adopted in thousands of courses in 89 countries and translated into 15 different languages, this market-leading text successfully combines an academically robust account of the major theories and models of leadership with an accessible style and focus on how leadership theory can inform leadership practice.

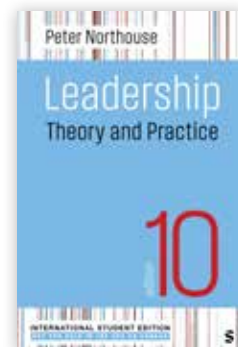
Subject: Business & Management (General)

Category: Core Textbook

Paperback & Interactive eBook • 9781071980132

10th edition • Feb-25 • £103

Sage Publications, Inc



CONTEMPORARY HUMAN RESOURCE MANAGEMENT

Text and Cases

Adrian Wilkinson, Tony Dundon, Edward Yates

Written by experts in the field, this well-established book covers the core fundamentals of HRM, contemporary issues and contains a rich array of research-based case studies.

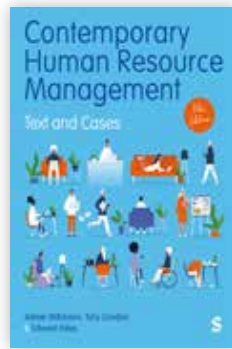
Readership: Undergraduate and Postgraduate students studying HRM / An Introduction to HRM.

Subject: Human Resource Management
Category: Core Textbook

Paperback • 9781529629996

7th edition • Feb-25 • £55

Sage Publications Ltd



MANAGING AND ORGANIZATIONS

An Introduction to Theory and Practice

Stewart R. Clegg, Tyrone S. Pitsis, Matthew Mount

Covering all the basics, as well critically reflecting on the institutions and practices of business life, the Seventh Edition of **Managing and Organizations** is essential reading for anyone studying organizational behavior at undergraduate or postgraduate level.

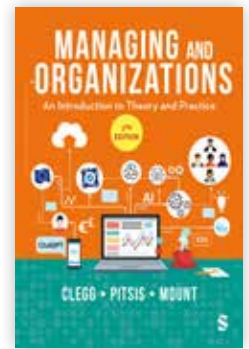
Readership: Essential reading for anyone studying organizational behavior at undergraduate or postgraduate level.

Subject: Organization Studies (General)
Category: Core Textbook

Paperback • 9781529683660

7th edition • Dec-24 • £54

Sage Publications Ltd



SKILLS IN RELATIONAL COACHING

Simon Cavicchia, Charlotte Sills

This illuminating guide to the core skills and techniques of the relational approach to coaching brings the intersubjective, collaborative relationship between coach and client into focus. Filled with a variety of exercises and reflective questions, this will be an invaluable tool for trainee coaches or those already practicing wishing to refine their skills.

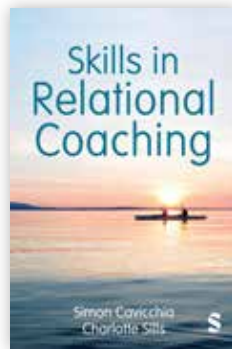
Readership: Trainee and practitioner coaches.

Subject: Coaching & Mentoring
Category: Core Textbook

Paperback • 9781529793901

1st edition • Jan-25 • £26.99

Sage Publications Ltd



MANAGING CHANGE, CREATIVITY AND INNOVATION

Patrick Dawson, Costas Andriopoulos, Steven Pattinson

This bestselling text brings a fresh and unique approach to managing organizational change, taking the view that change, creativity and innovation are interconnected.

Readership: Upper UG and PG students studying Change Management / Managing Change / Organizational Change as a core module.

Subject: Organization Studies (General)
Category: Core Textbook

Paperback • 9781529667226

5th edition • Dec-24 • £53

Sage Publications Ltd



ARTIFICIAL INTELLIGENCE & WORK

Transforming Work, Organizations, and Society in an Age of Insecurity

John Bratton, Laura Steele

This thought-provoking book looks at how AI technologies are changing organizations, society and the world of work, combining breadth, critical analysis and academic rigour.

Readership: This interdisciplinary text is essential reading for students studying contemporary and emerging issues in business and management, including AI, business analytics, digitalization, and the future of work, or as recommended reading for courses on the sociology of work, ethics, organization studies, management, leadership, and HRM.

Subject: Organizational Behaviour (General)
Category: Supplementary Textbook

Paperback • 9781529667257

1st edition • Dec-24 • £38.99

Sage Publications Ltd



PROJECT MANAGEMENT

Creating Sustainable Value

Stewart R. Clegg, Torgeir Skyttermoen, Anne Live Vaagaasar

This textbook provides students with a thorough grounding in the theory and practice of project management, guiding them through the project management process across a wide range of project types and examples, and highlighting the ways in which projects can achieve success and create value for all stakeholders, ensuring projects for people, planet and prosperity.

Readership: Undergraduate and postgraduate students studying project management.

Subject: Project Management
Category: Core Textbook

Paperback • 9781529629330

2nd edition • Dec-24 • £56

Sage Publications Ltd



MARKETING MANAGEMENT

A Customer-Centric Approach

Fred Selnes, Even J. Lanseng

This textbook introduces students to the field of marketing management by drawing on a customer-centric approach that best reflects the way marketing is conceptualised and practiced today.

Readership: Aimed at undergraduate and postgraduate students studying Marketing Management and Strategic Marketing.

Subject: Marketing Management
Category: Core Textbook

Paperback • 9781529624243
1st edition • Nov-24 • £51

Sage Publications Ltd



SELF-LEADERSHIP

The Definitive Guide to Personal Excellence

Christopher P. Neck, Jeffery Delmas Houghton, Charles C. Manz

Written by the scholars who first developed the theory of self-leadership, **Self-Leadership: The Definitive Guide to Personal Excellence**, Third Edition offers powerful yet practical advice for leading yourself to personal excellence.

Subject: Leadership
Category: Core Textbook

Paperback • 9781071925201
3rd edition • Sep-24 • £60

Sage Publications, Inc



LEADERSHIP

A Reflective and Student Focused Approach

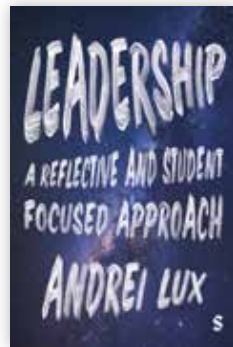
Andrei A. Lux

This exciting leadership textbook takes a student-centric approach, encouraging students to reflect on their own experiences and showing them the potential for them to transform into leaders in their every day lives.

Subject: Leadership
Category: Core Textbook

Paperback • 9781529603477
1st edition • Nov-24 • £43.99

Sage Publications Ltd



THE SAGE HANDBOOK OF HUMAN RESOURCE DEVELOPMENT

Tonette S. Rocco, Michael Lane Morris, Rob F. Poell

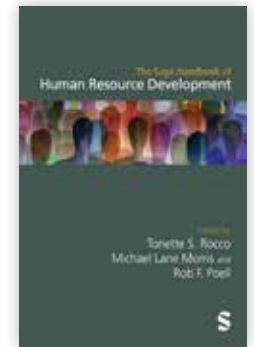
This Handbook presents the contemporary landscape of the profession and discipline of HRD, offering both an orientation to the profession and an analytic examination of HRD as a field of study and research.

Readership: Designed for academics, graduate students, HR leaders, executives, managers, and consultants, this handbook stands out with its diverse perspectives and insights, making it an indispensable guide for those seeking a deep understanding of the dynamic field of Human Resource Development.

Subject: Human Resource Development
Category: College Handbooks

Hardcover • 9781529672541
1st edition • Sep-24 • £135

Sage Publications Ltd



MANAGERIAL COMMUNICATION

Strategies and Applications

Jennifer R. Veltsos, Geraldine E. Hynes

This book focuses on communication skills and strategies that managers need to be successful in today's workplace. The Ninth Edition provides coverage of current topics like managing hybrid and virtual teams, ChatGPT and artificial intelligence, and empathic listening.

Subject: Business & Management (General)
Category: Core Textbook

Paperback • 9781071925256
9th edition • Nov-24 • £133

Sage Publications, Inc



BUSINESS ANALYTICS

Solving Business Problems With R

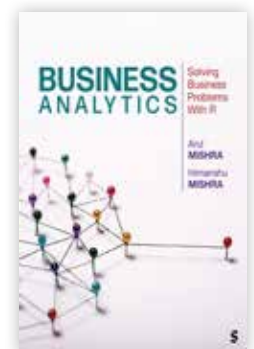
Arul Mishra, Himanshu Mishra

This book offers a practical, hands-on introduction to analytical methods, including machine learning in real-world business scenarios. Connecting business decisions and analytical methods across multiple fields, this book guides readers through a wide range of business problems and their fitting analytical solutions, offering examples and implementation using R.

Subject: Management Sciences (General)
Category: Core Textbook

Paperback • 9781071815236
1st edition • Sep-24 • £114

Sage Publications, Inc



CREATING EFFECTIVE TEAMS

A Guide for Members and Leaders

Susan A. Wheelan, Maria Åkerlund, Christian Jacobsson

This guide describes why teams are important, how they function, and what makes them successful. It covers the four stages of team development—forming, storming, norming, and performing—to help readers effectively navigate these different phases. Separate chapters are devoted to the responsibilities of team leaders and team members.

Subject: Business & Management (General)
Category: Supplementary Textbook

Paperback • 9781071922231

7th edition • Jul-24 • £60

Sage Publications, Inc



ORGANIZATIONAL PARADOXES

Theory and Practice

Medhanie Gaim, Stewart R. Clegg, Miguel Pina e Cunha

This captivating book delves into the complex realm of management and organizational dynamics, focusing on the significance of paradoxes.

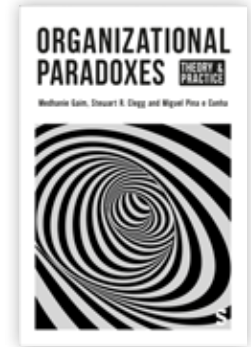
Readership: *UG or PG students of organization management, organization change and strategy.*

Subject: Organization Studies (General)
Category: Supplementary Textbook

Paperback • 9781529791891

1st edition • May-24 • £28.99

Sage Publications Ltd



APPLIED PSYCHOLOGY IN TALENT MANAGEMENT

Wayne F. Cascio, Herman Aguinis

This text provides the most comprehensive, future-oriented overview of psychological theories and how they impact people decisions in today's workplace with integrated coverage of technology, strategy, globalization, and social responsibility.

Subject: Human Resource Management
Category: Core Textbook

Hardcover • 9781071912058

9th edition • Jul-24 • £192

Sage Publications, Inc



QUALITATIVE RESEARCH METHODS FOR BUSINESS STUDENTS

A Global Approach

Kingsley O. Omeihe, Christian Harrison

The textbook provides a practical and accessible overview of qualitative research methods and their philosophical underpinnings. It will empower you with the knowledge and skills needed to navigate the dynamic landscape of qualitative research.

Readership: *Students studying a Research Methods module/Project/Dissertation module at the following levels: UG2, UG3 or PG.*

Subject: Research Methods for Business & Management (General)
Category: Core Textbook

Paperback • 9781529601725

1st edition • Apr-24 • £40.99

Sage Publications Ltd



RESEARCH METHODOLOGY

Best Practices for Rigorous, Credible, and Impactful Research

Herman Aguinis

This book provides a comprehensive guide to conducting high-impact empirical research. A valuable resource for all researchers, it offers step-by-step explanations of diverse methodologies with practical guidelines.

Subject: Research Methods for Business & Management (General)
Category: Core Textbook

Paperback • 9781071871942

1st edition • Jun-24 • £133

Sage Publications, Inc



DIGITAL BUSINESS

Strategy, Management & Transformation

Annamarie Hanlon

This textbook covers all the essentials for understanding and doing business in a digital world to help equip students for graduate success in a fast-changing, digitalised and technology-led business environment.

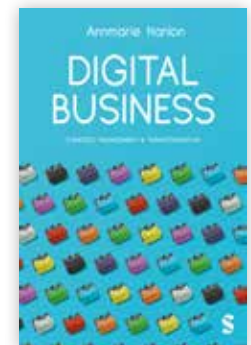
Readership: *Aimed at undergraduate/postgraduate students studying a digital business course.*

Subject: Business & Management (General)
Category: Core Textbook

Paperback • 9781529624229

1st edition • Apr-24 • £47.99

Sage Publications Ltd



MEETING THE ETHICAL CHALLENGES OF LEADERSHIP

Casting Light or Shadow

Craig E. Johnson

This book takes a multidisciplinary approach, drawing from many fields of research to help readers make ethical decisions, lead with integrity, and create an ethical culture. Packed with real-world case studies, examples, self-assessments, and applications, the fully-updated Eighth Edition is designed to increase ethical competence and leadership abilities.

Subject: Business & Management (General)

Category: Core Textbook

Paperback • 9781071904244

8th edition • Mar-24 • £114

Sage Publications, Inc



ENTREPRENEURIAL THINKING

Mindset in Action

Suzanne Mawson, Lucrezia Casulli

The ability to think entrepreneurially has become essential today. This new, unique and engaging textbook guides all students in their learning and application of an entrepreneurial mindset to ensure that they are ready to generate ideas, solve problems and contribute towards a better world.

Readership: Undergraduate and postgraduate students on an entrepreneurial mindset/thinking course.

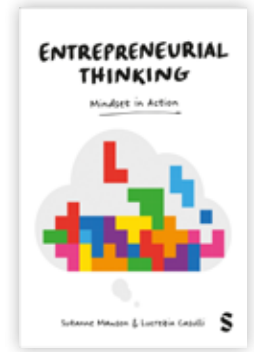
Subject: Small Business/Entrepreneurship

Category: Core Textbook

Paperback • 9781529795318

1st edition • Mar-24 • £56

Sage Publications Ltd



ORGANIZATIONAL CHANGE

An Action-Oriented Toolkit

Gene Deszca, Cynthia A. Ingols, Evelina Atanassova, Thomas F. Cawsey

Organizational Change: An Action-Oriented Toolkit, Fifth Edition is the ultimate guide that combines theory, practical tools, and real-world examples to awaken, mobilize, and accelerate change while ensuring sustainable growth and achieving your organization's objectives.

Subject: Change Management

Category: Core Textbook

Paperback • 9781071876312

5th edition • Mar-24 • £133

Sage Publications, Inc



STRATEGIC MANAGEMENT

Richard Lynch, Oliver Barish, Vinh Sum Chau, Charles Thornton, Karl S. R. Warner

Taking a truly international approach, **Strategic Management** offers you comprehensive coverage of all the core areas of business strategy in a reader-friendly way.

Readership: Suitable for upper undergraduate and postgraduate students of Strategy/Strategic Management.

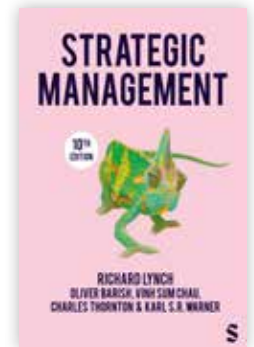
Subject: Strategic Management & Business Policy (General)

Category: Core Textbook

Paperback • 9781529672558

10th edition • Mar-24 • £59

Sage Publications Ltd



MANAGING HOSPITALITY ORGANIZATIONS

Achieving Excellence in the Guest Experience

Robert C. Ford, Michael Craig Sturman

This Third Edition takes students on a journey through the evolving service industry. Each chapter focuses on a core principle of hospitality management and is packed with practical advice, examples, and cases from some of the best companies in the service sector.

Subject: Hospitality, Travel & Tourism Management

Category: Core Textbook

Paperback • 9781071876275

3rd edition • Mar-24 • £158

Sage Publications, Inc



GENDER IN MANAGEMENT

Gary Powell

Gender in Management by Gary N. Powell provides a comprehensive survey and review of the literature on sex, gender, and organizations, including research-based strategies for promoting an organizational culture of diversity, equity, and inclusion.

Subject: Women in Management

Category: Core Textbook

Paperback • 9781071910351

6th edition • Mar-24 • £133

Sage Publications, Inc



BRAND MANAGEMENT

Co-creating Meaningful Brands

Michael Beverland, Pinar Cankurtaran

This popular textbook introduces students to contemporary brand management and innovation with a focus on how companies and consumers are interacting and co-creating brands today.

Readership: Undergraduate and postgraduate students studying brand management.

Subject: Brand Management

Category: Core Textbook

Paperback • 9781529616972

3rd edition • Mar-24 • £50

Sage Publications Ltd



BUSINESS-TO-BUSINESS MARKETING

Ross Brennan, Louise Canning, Helen McGrath

The leading, authoritative, comprehensive and only updated textbook for teaching and learning B2B Marketing!

Readership: Undergraduate and Postgraduate students studying B2B marketing and Industrial Marketing.

Subject: Business -to-Business Marketing

Category: Core Textbook

Paperback • 9781529791501

6th edition • Feb-24 • £56

Sage Publications Ltd



ENTREPRENEURSHIP

A Contemporary & Global Approach

David Deakins, Jonathan M. Scott

A new textbook providing a contemporary and global approach to entrepreneurship.

Readership: Aimed at undergraduate and postgraduate students studying entrepreneurship.

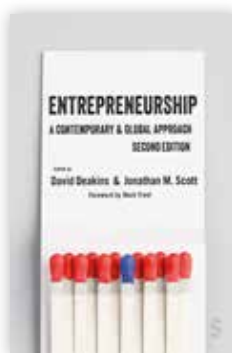
Subject: Business & Management (General)

Category: Core Textbook

Paperback • 9781529621877

2nd edition • Mar-24 • £53

Sage Publications Ltd



MANAGING ORGANISATIONAL CHANGE

Allan Ramdhony, Christoph Thiele

Structured around the three pillars of successful change management, the book examines change in the context of the global economy and looks at a range of international examples.

Readership: The book is primarily targeted at both top-tier undergraduate and postgraduate students across business schools who are studying change management as either a core or an optional module. Also targeted at MBA courses, in which leadership and organisation change are commonly taught.

Subject: Organization Studies (General)

Category: Core Textbook

Paperback • 9781446298312

1st edition • Feb-24 • £48.99

Sage Publications Ltd



PRINCIPLES OF BUSINESS & MANAGEMENT

Practicing Ethics, Responsibility, Sustainability

Oliver Laasch

This popular, UN-endorsed textbook supports introductory student learning of business and management alongside the Sustainable Development Goals (SDGs) and their '5Ps' prioritization of people, partnership, planet, peace and prosperity for all.

Readership: Aimed at undergraduate and postgraduate students studying a management or sustainability module/course.

Subject: Business & Management (General)

Category: Core Textbook

Paperback • 9781529610819

3rd edition • Feb-24 • £59

Sage Publications Ltd



A HANDS-ON INTRODUCTION TO BIG DATA ANALYTICS

Funmi Obembe, Ofer Engel

This practical textbook offers a hands-on introduction to big data analytics, helping you to develop the skills required to hit the ground running as a data professional.

Readership: PG students studying Big Data Analytics.

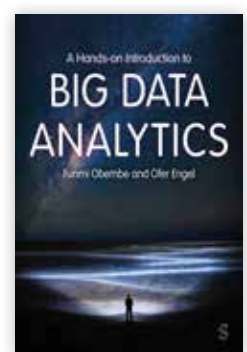
Subject: Quantitative Techniques for Business & Management Research

Category: Core Textbook

Paperback • 9781529600087

1st edition • Feb-24 • £45.99

Sage Publications Ltd



BUSINESS ETHICS

The Sustainable and Responsible Way

Sunil G. Savur

This new business ethics textbook takes a highly practical approach, including a rich array of global case studies and reflective questions to develop students' ability to respond to ethical decisions in their future careers.

Readership: Business Ethics courses - primarily UG2 and UG3 but can also be PG and MBA. Also suitable for MBA courses teaching Business Ethics.

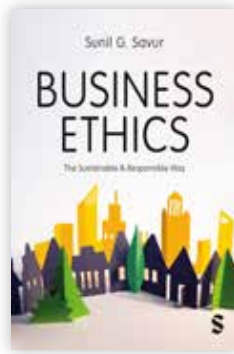
Subject: Business Ethics

Category: Core Textbook

Paperback • 9781529604443

1st edition • Feb-24 • £42.99

Sage Publications Ltd



ORGANIZATION DEVELOPMENT

The Process of Leading Organizational Change

Donald L. Anderson

Organization Development: The Process of Leading Organizational Change, Sixth Edition offers a comprehensive look at individual, team, and organizational change, covering classic and contemporary organization development techniques.

Subject: Organization Design and Development

Category: Core Textbook

Paperback • 9781071876206

6th edition • Feb-24 • £133

Sage Publications, Inc



ENTREPRENEURSHIP - INTERNATIONAL STUDENT EDITION

The Practice and Mindset

Heidi Marie Neck, Christopher P. Neck, Emma L. Murray

Entrepreneurship: The Practice and Mindset catapults students beyond the classroom by helping them develop an entrepreneurial mindset so they can create opportunities and take action in uncertain environments.

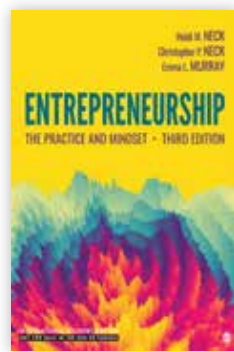
Subject: Small Business/Entrepreneurship

Category: Core Textbook

Paperback • 9781071942260

3rd edition • Feb-24 • £158

Sage Publications, Inc



THE SAGE HANDBOOK OF QUALITATIVE RESEARCH IN ORGANIZATIONAL COMMUNICATION

Boris H. J. M. Brummans, Bryan C. Taylor, Anu Sivunen

The Sage Handbook of Qualitative Research in Organizational Communication is the essential guide for scholars, researchers, and practitioners seeking to explore the latest methods and emerging trends in this dynamic field, written by a global team of experts.

Readership: Readership is scholars and researchers in the field of Qual Research in Org Comms, as well as having interdisciplinary relevance across both Business and Communication/Media Schools.

Subject: Research Methods for Business & Management (General)

Category: College Handbooks

Hardcover • 9781529794632

1st edition • Jan-24 • £135

Sage Publications Ltd



EFFECTIVE TRAINING

Systems, Strategies, and Practices

P. Nick Blanchard, James W. Thacker, Dana M. Cosby

Effective Training emphasizes the need to combine learning and design theories for successful training programs and provides a step-by-step process for developing learning objectives. This text considers the small business perspective while introducing the ADDIE model as an overarching framework for the training process and examining the relationship between change management and training.

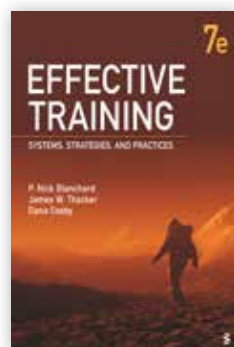
Subject: Management Training/Education

Category: Core Textbook

Paperback • 9781071927809

7th edition • Feb-24 • £133

Sage Publications, Inc



ORGANIZATIONAL CHANGE MANAGEMENT

Inclusion, Collaboration and Digital Change in Practice

Danielle A Tucker, Stefano Cirella, Paul R Kelly

This new change management textbook takes a unique approach, looking at change management from the perspective of change-agents who will be putting change into practice, and is full of rich case studies and activities.

Readership: Postgraduate students studying Organizational Change Management / Change Management / Managing Change. Also suitable for MBA courses, as the text is very practical and can be used on change management courses for B & M, Healthcare etc.

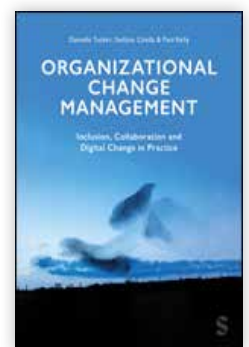
Subject: Business & Management (General)

Category: Core Textbook

Paperback • 9781529792249

1st edition • Jan-24 • £44.99

Sage Publications Ltd



INTRODUCTION TO LEADERSHIP - INTERNATIONAL STUDENT EDITION

Concepts and Practice

Peter G. Northouse

This book provides readers with a clear, concise overview of the complexities of practicing leadership and concrete strategies for becoming better leaders. It is organized around key leader responsibilities such as creating a vision, engaging strengths, establishing a constructive climate, and overcoming obstacles.

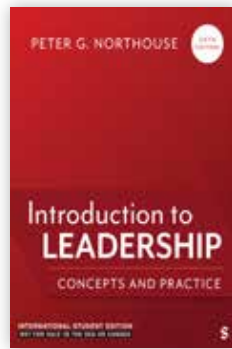
Subject: Business & Management (General)

Category: Core Textbook

Paperback • 9781071942253

6th edition • Jan-24 • £114

Sage Publications, Inc



MANAGEMENT INFORMATION SYSTEMS

Harnessing Technologies for Business & Society

Tomayess Issa, Theodora Issa, Sarita Hardin-Ramanan, Bilal Abu-Salih, Lydia Maketo, Rohini Balapumi, S. Zaung Nau, Raadila Hajee Ahmud-Boodoo

This textbook provides a concise introduction to Management Information Systems. It introduces core concepts in an accessible style and adopts a contemporary approach that reflects the opportunities and challenges faced as businesses and technologies continue to evolve.

Readership: Aimed at lower level undergraduate students studying Management/Business Information Systems.

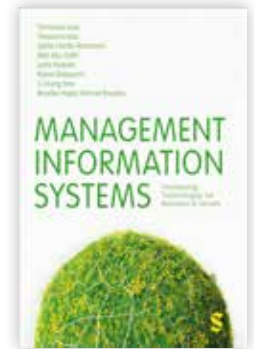
Subject: Management Information Systems

Category: Core Textbook

Paperback • 9781529781182

1st edition • Dec-23 • £53

Sage Publications Ltd



BUSINESS SKILLS FOR THE 21ST CENTURY

Marc G. Baaij

This new student textbook using a wide range of learning features covers essential skills such as creative and critical thinking, communication and cooperation as well as data-driven decision-making for businesses and societies at large, as they encounter problems, identify opportunities and seek solutions during complex and turbulent times.

Readership: Undergraduate students taking a business/study skills module.

Subject: Business & Management (General)

Category: Core Textbook

Paperback • 9781529600001

1st edition • Dec-23 • £36.99

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STRATEGIC MANAGEMENT

From Confrontation to Transformation

Henk W. Volberda, Rick M. A. Hollen, Joana R. Pereira, Jatinder S. Sidhu, Kevin Heij

In the quest for competitive advantage, navigating change can be daunting. Following a unique, four-part structure focussing on and confronting strategic issues, sensing opportunities and threats choosing strategies and transforming organizations, this essential textbook offers a fresh and provocative perspective on strategic management.

Readership: Suitable for undergraduate and postgraduate students of Strategy or Strategic Management and Global Strategic Management.

Subject: Business & Management (General)

Category: Core Textbook

Paperback • 9781529770575

1st edition • Dec-23 • £59

Sage Publications Ltd



MARKETING FOR TOURISM, HOSPITALITY & EVENTS

A Global & Digital Approach

Simon Hudson, Louise Hudson

This cutting-edge and engaging student textbook, now in a Second Edition, provides essential coverage of marketing principles for Tourism, Hospitality and Events, with a strong focus on the increasing global and digital aspects of these industries.

Readership: Aimed at undergraduate and postgraduate students studying tourism/hospitality marketing.

Subject: Hospitality, Travel & Tourism Management

Category: Core Textbook

Paperback • 9781529628081

2nd edition • Dec-23 • £56

Sage Publications Ltd



BUSINESS ANALYTICS

Applied Modelling and Prediction

James Abdey

Through a unique combination of data visualisation and analytics (both theoretical and applied), this ground-breaking textbook provides you with the expertise to analyse, interpret and communicate data with confidence, to inform real-world decision making.

Readership: Suitable for undergraduate and postgraduate students of Business Analytics and related courses. Also suitable for MBA courses, where analytics pathways or modules are offered.

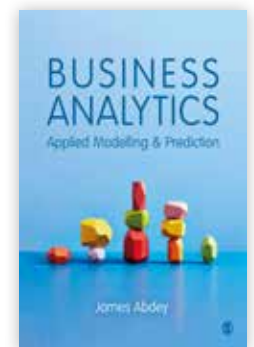
Subject: Research Methods for Business & Management (General)

Category: Core Textbook

Paperback • 9781529774092

1st edition • Nov-23 • £58

Sage Publications Ltd



SOCIAL MEDIA MARKETING

Tracy L. Tuten

The original, bestselling, and award-winning textbook on social media marketing, featuring all the essential topics, concepts, research and practical application for study and career success.

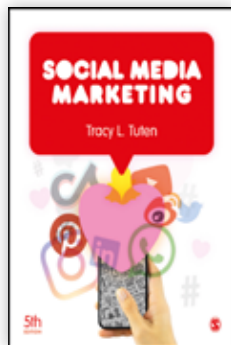
Readership: Aimed at undergraduate and postgraduate students studying social media/digital marketing.

Subject: Electronic Marketing
Category: Core Textbook

Paperback • 9781529623819

5th edition • Nov-23 • £59

Sage Publications Ltd



CORPORATE COMMUNICATION

A Guide to Theory and Practice

Joep P. Cornelissen

Fully updated in light of the Covid-19 pandemic and recent social and technological advances, this popular, market-leading textbook for corporate communication continues to be the authoritative and definitive textbook for students and educators.

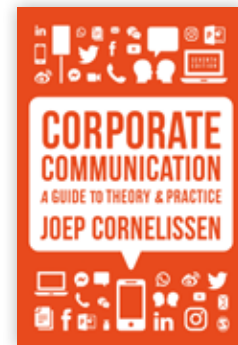
Readership: Aimed at undergraduate and postgraduate students studying corporate communications.

Subject: Public Relations (Practice)
Category: Core Textbook

Paperback • 9781529600025

7th edition • Oct-23 • £48.99

Sage Publications Ltd



HUMAN RESOURCE MANAGEMENT

Strategic and International Perspectives

Jonathan Crawshaw, Pawan Budhwar, Ann Davis

This comprehensive introduction examines key theories, practices and debates and treats international, strategic and contemporary issues as central to the study and practice of Human Resource Management.

Readership: Suitable for undergraduate and postgraduate students studying Human Resource Management (HRM), including Strategic HRM and International HRM.

Subject: Human Resource Management
Category: Core Textbook

Paperback • 9781529600674

4th edition • Nov-23 • £50

Sage Publications Ltd



THE COMPLETE HANDBOOK OF COACHING

Elaine Cox, Tatiana Bachkirova, David A. Clutterbuck

This book provides a wide-ranging guide to the complex, multidisciplinary area of coaching, exploring coaching theories and approaches, genres and settings, and professional issues.

Readership: Coaching trainees, including students taking a coach practitioner course or coaching module.

Subject: Coaching & Mentoring
Category: Core Textbook

Paperback • 9781529604887

4th edition • Oct-23 • £41.99

Sage Publications Ltd



MANAGING CHANGE IN ORGANIZATIONS

Stefan Svenningsson, Nadja Sörgärde

This book explores a broad range of perspectives on change management, encouraging critical reflection and making sense of a complex field of theories. The unique approach is based around three key perspectives of change: how, what and why.

Readership: Upper Undergraduate and Postgraduate Change Management/Organizational Change Courses.

Subject: Organizational Behaviour (General)
Category: Core Textbook

Paperback • 9781529798982

2nd edition • Nov-23 • £46.99

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CONSUMER CULTURE THEORY

Eric Arnould, Craig J. Thompson, David Crockett, Michelle F. Weinberger

The definitive text for students and scholars of Consumer Culture Theory (CCT), now fully updated and expanded to include the latest CCT research and consumption and marketplace phenomena.

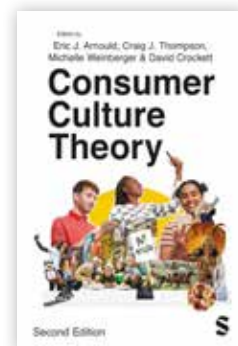
Readership: Aimed at undergraduate/postgraduate students studying consumer culture theory or consumer behavior.

Subject: Consumer Behaviour
Category: Core Textbook

Paperback • 9781529609257

2nd edition • Sep-23 • £42.99

Sage Publications Ltd



APPLIED MARKETING ANALYTICS USING R

Gokhan Yildirim, Raoul V. Kübler

Taking a very hands-on approach with the use of real-world datasets, case studies and R (a free statistical package), this book supports students and practitioners to explore a range of marketing phenomena using various applied analytics tools.

Readership: This book is essential reading for advanced level marketing students and marketing practitioners who want to become cutting-edge marketers.

Subject: Marketing (General)

Category: Core Textbook

Paperback • 9781529768725

1st edition • Aug-23 • £47.99

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DISCOVERING LEADERSHIP

Designing Your Success

Anthony E. Middlebrooks, Scott J. Allen, Mindy Sue McNutt, James L. Morrison

Discovering Leadership: Designing Your Success, Second Edition provides a comprehensive practice-based introduction to leadership. The text guides students to design their leadership purposefully and mindfully as they develop their leadership knowledge, skills, and dispositions.

Subject: Business & Management (General)

Category: Core Textbook

Paperback • 9781071866986

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BUSINESS & SOCIETY

A Strategic Approach to Social Responsibility & Ethics

O.C. Ferrell, Debbie M. Thorne, Linda Ferrell

Business & Society, Eighth Edition integrates business and society into organizational strategies to showcase social responsibility as an actionable and practical field of interest. This innovative text covers the global impact of new technologies and helps prepare students for the social responsibility challenges and opportunities they will face throughout their careers.

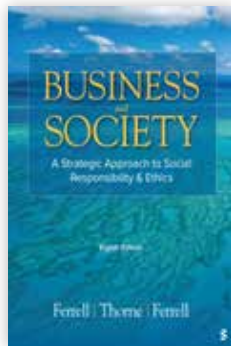
Subject: Business Policy

Category: Core Textbook

Paperback • 9781948426510

8th edition • Jul-23 • £133

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FOUNDATIONS OF BUSINESS THOUGHT

Calvin Boardman, Alan Sandomir, Harris Sondak

This Tenth Edition presents the writings of great contemporary and historical thinkers to develop the conceptual foundation for commercial activity in general and the ideals of accounting, finance, management, marketing, and operations/production in particular.

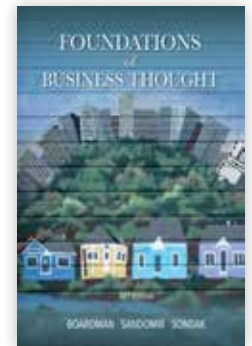
Subject: Organizational Theory

Category: Core Textbook

Paperback • 9781948426572

10th edition • Jul-23 • £133

Sage Publications, Inc



STRATEGIC STAFFING

Jean M. Phillips

Strategic Staffing equips both current and future managers with the knowledge and skills to adopt a strategic and contemporary approach to talent identification, attraction, selection, deployment, and retention. The Fifth Edition provides students with the latest and most relevant information in the field in an engaging and reader-friendly format.

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PERFORMANCE MANAGEMENT

Herman Aguinis

The Fifth Edition covers the design and implementation of effective and successful performance management systems - the key tools that can be used to transform employee talent and motivation into a strategic business advantage.

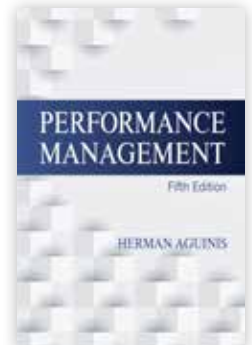
Subject: Performance Management

Category: Core Textbook

Paperback • 9781948426497

5th edition • Jul-23 • £133

Sage Publications, Inc



PROFESSIONAL SELLING

Dawn Deeter-Schmelz, Gary Hunter, Terry Loe, Ryan Mullins, Gregory A. Rich, Lisa Beeler, Wyatt Schrock

Professional Selling covers key sales concepts and strategies by highlighting detailed aspects of each step in the sales process, from lead generation to closing. Co-authored by faculty from some of the most successful sales programs in higher education, the Second Edition also offers unique chapters on digital sales, customer business development strategies, and role play.

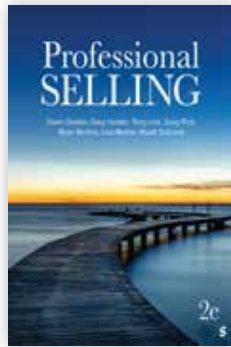
Subject: Sales Management

Category: Core Textbook

Paperback • 9781948426541

2nd edition • Jul-23 • £114

Sage Publications, Inc



CONSUMER BEHAVIOUR

Zubin Sethna

This textbook provides a comprehensive introduction to Consumer Behaviour, drawing on an accessible writing style, engaging examples and a wealth of learning features throughout.

Readership: Aimed at undergraduate students studying consumer behavior or consumer psychology modules.

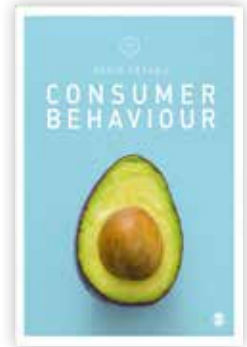
Subject: Consumer Behaviour

Category: Core Textbook

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5th edition • May-23 • £50

Sage Publications Ltd



BUSINESS ANALYTICS

Combining data, analysis and judgement to inform decisions

Mary Ellen Gordon

This Business Analytics textbook takes a practical approach to how data and analytics can be used to help inform organisational decisions and actions.

Readership: Undergraduate and Postgraduate students studying Business Analytics courses. Also suited to MBA courses, as the text is short, very practical and contains real-life cases.

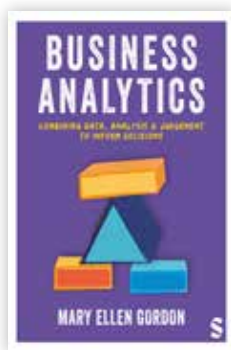
Subject: Quantitative Techniques for Business & Management Research

Category: Core Textbook

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1st edition • Jun-23 • £47.99

Sage Publications Ltd



CONSUMER PSYCHOLOGY

Theories & Applications

Hazel Huang

Consumer Psychology: Theories and Applications is the first textbook that systematically discusses a wide range of the psychological theories and their applications in consumer behaviour in an accessible style.

Readership: This textbook is aimed at upper-undergraduate and postgraduate students studying a consumer psychology module. It can also be used as supplementary reading for consumer behaviour modules across all levels.

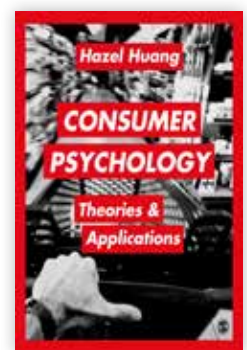
Subject: Consumer Marketing

Category: Core Textbook

Paperback • 9781473906983

1st edition • Apr-23 • £38.99

Sage Publications Ltd



SOCIAL MARKETING

Behavior Change for Good

Nancy R. Lee, Philip Kotler, Julie Colehour

This is the definitive guide for designing and implementing memorable social marketing campaigns. Authors Nancy R. Lee, Philip Kotler, and Julie Colehour present a proven 10-step strategic marketing plan and guides students through each stage of the process.

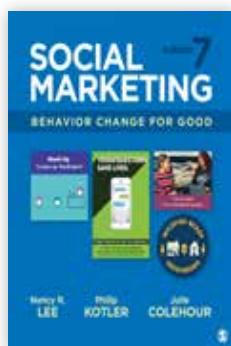
Subject: Social Marketing

Category: Core Textbook

Paperback • 9781071851647

7th edition • Jun-23 • £133

Sage Publications, Inc



CROSS-CULTURAL MANAGEMENT

A Contemporary Approach

Jasmin Mahadevan

An essential textbook on Contemporary Cross-Cultural Management covering theory, practice and skills.

Readership: The book is aimed at upper undergraduate/Masters students studying Cross-Cultural Management.

Subject: Managing Across Cultures/ Cultural Diversity

Category: Core Textbook

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Fairness and Trust in the Workplace

Cecilie Bingham

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Readership: Undergraduate and postgraduate students on *Employment Relations, Industrial Relations or HRM courses*.

Subject: Human Resource Management

Category: Core Textbook

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David Baskerville, Timothy Baskerville, Serona Elton

This powerhouse best-selling text remains the most comprehensive, up-to-date guide to the music industry. The breadth of coverage that **Music Business Handbook and Career Guide**, Thirteenth Edition offers surpasses any other resource available.

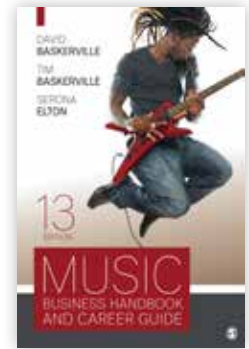
Subject: Business & Management (General)

Category: Core Textbook

Paperback • 9781071854211

13th edition • Mar-23 • £133

Sage Publications, Inc



ORGANIZATIONAL STRESS

A Review and Critique of Theory, Research, and Applications

Christina G. Nerstad, Ingvild M. Seljeseth, Astrid M. Richardsen, Cary L. Cooper, Philip J. Dewe, Michael P O'Driscoll

This book represents a comprehensive review of relevant research into sources and consequences of work stress, enabling leaders, researchers and practitioners to implement interventions that address these outcomes and to engage in preventative initiatives in the workplace in order to bring benefits to individuals and organizations.

Readership: For postgraduate students studying *Organisational/Occupational Psychology or Organisational Behaviour*.

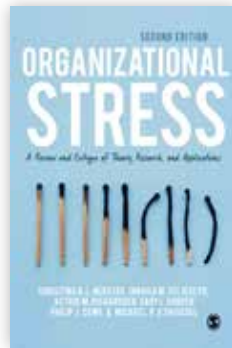
Subject: Stress in Organizations

Category: Supplementary Textbook

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Al Marshall

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Jesper Blomberg

Jesper Blomberg explores the fields of organization theory and management, making sense of complex theories and encouraging critical thinking.

Readership: This book is suitable for undergraduate and postgraduate students studying *Organization Theory and Management*.

Subject: Organizational Theory

Category: Core Textbook

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2nd edition • Mar-23 • £55

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THE SAGE HANDBOOK OF LEADERSHIP

Doris Schedlitzki, Magnus Larsson, Brigid Carroll, Michelle C. Bligh, Olga Epitropaki

This Second Edition Handbook provides a retrospective and prospective overview of the state of knowledge on leadership as a multidisciplinary field, and utilises an innovative structure to create synergies between different leadership schools.

Readership: This handbook will be of interest to students and researchers in the field of leadership.

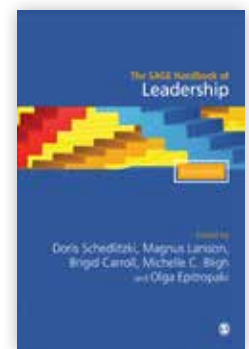
Subject: Leadership

Category: College Handbooks

Hardcover • 9781529769067

2nd edition • Feb-23 • £135

Sage Publications Ltd



ORGANIZATIONAL LEADERSHIP

John Bratton

Organizational Leadership provides a critical introduction to traditional and contemporary leadership approaches, demonstrates leadership as a process shaped by internal and external factors. The book demonstrates how theory translates into practice through international case studies and video interviews with leaders across different organizations and sectors.

Readership: Mid-upper undergraduate and postgraduate students studying leadership, as part of a business and management, education, health or social work course.

Subject: Leadership

Category: Core Textbook

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Diane M. Phillips

Marketing Strategy & Management provides students with a thorough step-by-step exploration and grounding in marketing strategy concepts, processes and models.

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Subject: Marketing Strategy & Theory

Category: Core Textbook

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Samit Chakravorti

A uniquely global, holistic, strategic and tactical grounding in managing customer and other stakeholder experiences and relationships across the value chain, cultures and countries.

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Subject: Marketing (General)

Category: Core Textbook

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Tracy L. Tuten

From understanding markets, consumers and value to explaining the marketing mix and illustrating the roles of analytics, brand and customer experience today, this award-winning textbook introduces you to the essential concepts and tools for marketing in a digital age.

Readership: Suitable for introductory courses to Marketing, including Principles of Marketing, Introduction to Marketing and Digital Marketing modules.

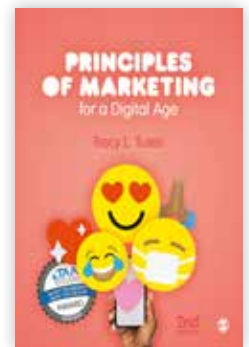
Subject: Marketing (General)

Category: Core Textbook

Paperback • 9781529779790

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Harvesting Product Value

Robert M. Schindler

Written by a leading pricing researcher, this book provides a simple unified system for the setting and management of prices.

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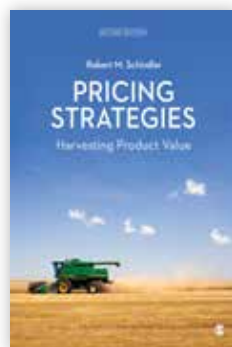
Subject: Marketing (General)

Category: Core Textbook

Paperback • 9781526494412

2nd edition • Feb-23 • £60

Sage Publications Ltd



MARKETING COMMUNICATIONS

John Egan

An introduction to the marketing communications tools, theories and strategies in an easy-to-read way.

Readership: The book is aimed at lower lever undergraduate students on marketing communications/public relations courses.

Subject: Marketing Communications

Category: Core Textbook

Paperback • 9781529781212

4th edition • Dec-22 • £56

Sage Publications Ltd



INDUSTRIAL MARKETING

**Thomas Fotiadis, Adam Lindgreen,
George J. Siomkos, Christina Öberg,
Dimitris Folinas**

An introductory textbook on industrial marketing and supply chain management that discusses industrial products and pricing, as well as key topics such as co-creation of value, big data, innovation, green practices and CSR.

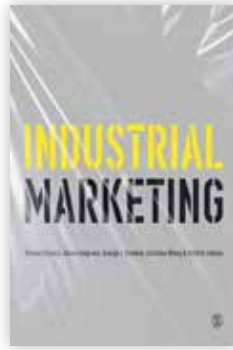
Readership: *The book is for upper level undergraduate students who are taking and Industrial Marketing/B2B Marketing course.*

Subject: Business -to-Business Marketing
Category: Core Textbook

Paperback • 9781529778533

1st edition • Dec-22 • £59

Sage Publications Ltd



ESSENTIALS OF TOURISM

Chris Cooper

An introduction to the elements of tourism covering topics such as changing government policy, VR tourism and the metaverse, climate change, sustainable tourism and the Sustainable Development Goals (SDGs). This Fourth Edition has been updated to include the impact of Covid-19 on the tourism industry.

Readership: *For undergraduate students studying an introduction to tourism course or tourism environment.*

Subject: Hospitality, Travel & Tourism Management
Category: Core Textbook

Paperback • 9781529778571

4th edition • Sep-22 • £53

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INTERNATIONAL HUMAN RESOURCE MANAGEMENT

**B. Sebastian Reiche, Helene Tenzer,
Anne-Wil Harzing**

Written by leading experts in the field, this bestselling textbook has guided over 25,000 students across 130 countries through their International Human Resource Management studies.

Readership: *Suitable for upper-level undergraduate and postgraduate students of International Human Resource Management.*

Subject: Human Resource Management
Category: Core Textbook

Paperback • 9781529763751

6th edition • Nov-22 • £55

Sage Publications Ltd



TOURISM MANAGEMENT

An Introduction

Clare Inkson, Lynn Minnaert

This introductory text provides readers with a robust understanding of tourism and its industries, including how destinations are developed, marketed and managed, and how tourism impacts communities, environments and economies.

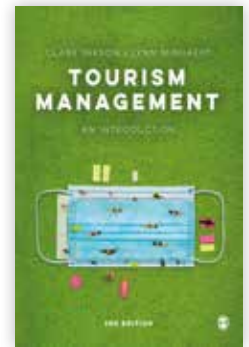
Readership: *Suitable for students new to tourism studies.*

Subject: Hospitality, Travel & Tourism Management
Category: Core Textbook

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3rd edition • Sep-22 • £53

Sage Publications Ltd



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Brigid Carroll, Jackie Ford, Scott Taylor

Written by a team of international experts and taking a truly global approach, **Leadership: Contemporary Critical Perspectives** is the essential guide to key concepts and contemporary concerns in leadership studies.

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Subject: Leadership
Category: Core Textbook

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**J. Christopher Holloway,
Claire Humphreys**

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Readership: *For undergraduate students of tourism management or tourism operations.*

Subject: Hospitality, Travel & Tourism Management
Category: Core Textbook

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12th edition • Sep-22 • £59

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Subject: Accounting/Finance (General)

Category: Core Textbook

Paperback • 9781529779776

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Concepts, Practice, Critical Reflection

Dirk Holtbrügge

This textbook explores the reasons for intercultural differences and their effects on the behavior of individuals and organizations within the context of management.



Readership: This textbook is essential reading for students taking university courses related to intercultural management.

Subject: Business & Management (General)

Category: Core Textbook

Paperback • 9781529789744

1st edition • Mar-22 • £53

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FASHION & LUXURY MARKETING

Michael R. Solomon, Mona Mrad

Written by marketing experts, this authoritative and comprehensive full-colour textbook made up of both accessible research and theory, real-world examples and case studies including Prada, Gucci and Burberry, provides students with an overview of the global fashion industry and fashion marketing, strategy, branding, communications, retailing and distribution.



Readership: Suitable for Fashion Marketing/Fashion Consumer Behaviour modules as well as a general text for Fashion Marketing programmes. The text will also appeal to Luxury programmes (MBA etc) and Retail Marketing modules (UG).

Subject: Marketing (General)

Category: Core Textbook

Paperback • 9781526419255

1st edition • Apr-22 • £63

Sage Publications Ltd

RESEARCHING INFORMATION SYSTEMS AND COMPUTING

Briony J Oates, Marie Griffiths, Rachel McLean

Written specifically for information systems (IS) and computing students and providing everything they need to know about executing a research project.



Readership: Suitable for upper-level undergraduate and postgraduate students of information systems, computing and research methods-related courses.

Subject: Research Methods for Business & Management (General)

Category: Core Textbook

Paperback • 9781529732696

2nd edition • Feb-22 • £47.99

Sage Publications Ltd

SOCIAL ENTREPRENEURSHIP AND INNOVATION

Carole Carlson

This book equips students with the theories, models, tools, and templates they need to generate ideas and shape opportunities into impactful social enterprises.



Subject: Small Business/Entrepreneurship

Category: Core Textbook

Paperback • 9781071811597

1st edition • Apr-22 • £114

Sage Publications, Inc

THE DIGITAL MARKETING PLANNER

Your Step-by-Step Guide

Annamarie Hanlon

A step-by-step, interactive journey through the process of creating your digital marketing plan – from creating the strategy and objectives to planning resources and presenting your work.



Readership: Suitable for undergraduate and postgraduate digital and e-marketing courses on marketing and advertising degrees that include a planning component or assessment. Also suitable for practitioners looking for a framework or professional courses.

Subject: Electronic Marketing

Category: Supplementary Textbook

Paperback • 9781529742787

1st edition • Feb-22 • £16.99

Sage Publications Ltd

STUDYING LEADERSHIP

Traditional and Critical Approaches

Doris Schedlitzki, Gareth Edwards

This book is your comprehensive guide to key leadership theories, topics and trends. It goes beyond the basics to explore contemporary issues such as power and politics, authenticity, followership, toxicity, language, identity, ethics and sustainability, enabling you to gain a deep, holistic understanding of the field.

Readership: Suitable for upper-level undergraduate students of leadership courses in a range of subject areas, including Business & Management, Health and Education. Suitable for MBA courses.

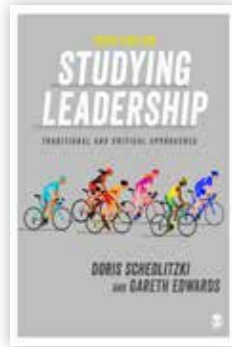
Subject: Leadership

Category: Core Textbook

Paperback • 9781529752885

3rd edition • Dec-21 • £52

Sage Publications Ltd



MARKETING FOR ENTREPRENEURS

Concepts and Applications for New Ventures

Frederick G. Crane

Provide your students with practical insights, strategies, and tips on how applying marketing concepts can increase the chances of new venture success.

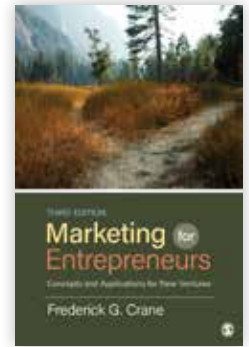
Subject: Small Business/Entrepreneurship

Category: Core Textbook

Paperback • 9781483391342

3rd edition • Nov-21 • £114

Sage Publications, Inc



CONSUMER BEHAVIOUR

Applications in Marketing

Robert East, Jaywant Singh, Malcolm Wright, Marc Vanhuele

Written by respected marketing academics, this popular textbook extends beyond a basic psychological approach to Consumer Behaviour by providing a more empirical understanding of the subject, helping students grasp marketing applications at both individual and market levels.

Readership: This textbook is relevant for upper undergraduate and postgraduate students taking courses in consumer behaviour, as well as doctoral candidates with a focus on consumer behaviour.

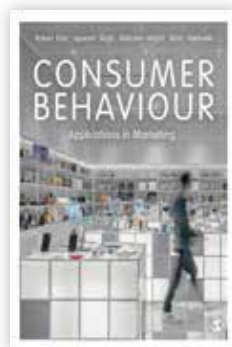
Subject: Consumer Behaviour

Category: Core Textbook

Paperback • 9781529730838

4th edition • Dec-21 • £57

Sage Publications Ltd



STRATEGIC CORPORATE SOCIAL RESPONSIBILITY

A Holistic Approach to Responsible and Sustainable Business

Debbie Haski-Leventhal

Based on the idea that strategic CSR offers the most holistic and effective approach to corporate social responsibility, the author presents the key concepts, theories and philosophical approaches to CSR, along with the practical tools needed to implement this knowledge in the real world.

Readership: Suitable reading for students on Corporate Social Responsibility modules.

Subject: Corporate Social Responsibility

Category: Core Textbook

Paperback • 9781529758450

2nd edition • Nov-21 • £53

Sage Publications Ltd



A VERY SHORT, FAIRLY INTERESTING AND REASONABLY CHEAP BOOK ABOUT STUDYING ORGANIZATIONS

Chris Grey

Updated throughout with examples from the biggest global news events, including the Trump presidency, cost-cutting at Boeing, working conditions at Sports Direct and the fallout of the Covid-19 pandemic, the Fifth Edition explores contemporary developments in organizations.

Readership: This book is ideal for students of organizational studies, management professionals and anyone curious about the workings of organizations.

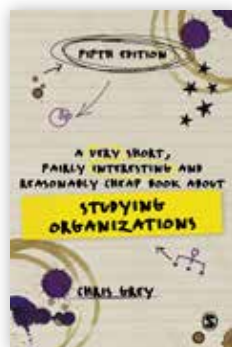
Subject: Organization Studies (General)

Category: Supplementary Textbook

Paperback • 9781529753721

5th edition • Nov-21 • £17.99

Sage Publications Ltd



GLOBAL MARKETING AND ADVERTISING

Understanding Cultural Paradoxes

Marieke de Mooij

Packed with cultural, company, and country examples, this book offers a mix of theory and practical applications covering globalization, global branding strategies, classification models of culture, and the consequences of culture for all aspects of marketing communications.

Readership: Suitable reading for students of International Marketing, Global Advertising or practitioners in global marketing departments.

Subject: Marketing (General)

Category: Core Textbook

Paperback • 9781529732504

6th edition • Nov-21 • £64

Sage Publications Ltd



SELLING & SALES MANAGEMENT

Developing Skills for Success

Lisa Spiller

A step-by-step "how-to" guide to selling in the contemporary world with a focus on storytelling to enhance relationship building and help drive sales; alongside skills development for sales management and today's role for sales data analytics.

Readership: Suitable for courses on selling and sales management at undergraduate and postgraduate levels.

Subject: Marketing (General)

Category: Core Textbook

Paperback • 9781529712575

1st edition • Oct-21 • £63

Sage Publications Ltd



HUMAN RESOURCE MANAGEMENT IN PUBLIC SERVICE

Paradoxes, Processes, and Problems

Evan M. Berman, James Stephen Bowman, Jonathan P. West, Montgomery R. Van Wart

This text offers provocative and thorough coverage of the complex issues of management in the public sector. The Seventh Edition encourages active learning for students through skill-building exercises, problem-solving tasks, and new sections on critical thinking.

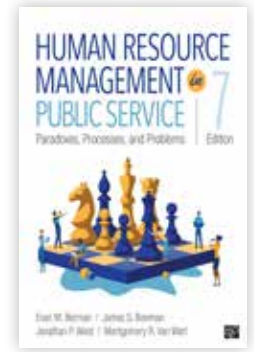
Subject: Human Resource Management

Category: Core Textbook

Paperback • 9781071848906

7th edition • Sep-21 • £133

CQ Press



MARKETING PLANNING & STRATEGY

A Practical Introduction

John Dawes

This new book guides you concisely through the marketing planning process from start to finish, drawing on examples from large brands like Ikea and Krispy Kreme to digital start-ups like Starling Bank.

Readership: Undergraduate marketing planning and marketing planning & strategy hybrid modules.

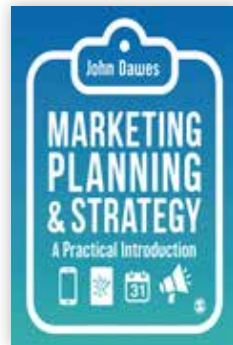
Subject: Marketing (General)

Category: Core Textbook

Paperback • 9781529760132

1st edition • Sep-21 • £41.99

Sage Publications Ltd



LEADERSHIP - INTERNATIONAL STUDENT EDITION

Theory and Practice

Peter G. Northouse

Successfully combining an academically robust account of the major theories and models of leadership, this text uses a consistent format for each chapter so students can compare the various theories.

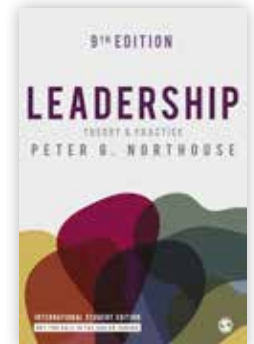
Subject: Business & Management (General)

Category: Core Textbook

Paperback & Interactive eBook • 9781071856611

9th edition • Jun-21 • £114

Sage Publications, Inc



EXPLORING ENTREPRENEURSHIP

Richard Blundel, Nigel Lockett, Catherine Wang, Suzanne Mawson

A detailed and critical analysis of the multiple types of entrepreneurship, helping students to understand the practical skills and theoretical concepts needed to create their very own entrepreneurial venture.

Readership: Suitable reading for students taking modules in Entrepreneurship or Small Business Management at upper undergraduate and postgraduate levels.

Subject: Small Business/Entrepreneurship

Category: Core Textbook

Paperback • 9781529733716

3rd edition • Sep-21 • £59

Sage Publications Ltd



MANAGING HUMAN BEHAVIOR IN PUBLIC AND NONPROFIT ORGANIZATIONS

Robert B. Denhardt, Janet V. Denhardt, Maria P. Aristigueta Coons, Kelly Campbell Rawlings

This is an established core text designed to help you develop your leadership and management skills. Bestselling authors Denhardt, Denhardt, Aristigueta, and Rawlings cover important topics such as stress, decision-making, motivation, leadership, teams, communication, and change.

Subject: Public & Nonprofit Management (General)

Category: Core Textbook

Paperback • 9781506382661

5th edition • Jun-21 • £133

CQ Press



CROSS-CULTURAL MANAGEMENT

An Introduction

David C. Thomas, J. H. "Kerr" Inkson

Cross-Cultural Management: An Introduction offers students a hands-on approach to cross-cultural management that they can apply to a wide variety of organizational contexts.

Subject: Managing Across Cultures/ Cultural Diversity

Category: Core Textbook

Paperback • 9781071800027

1st edition • May-21 • £133

Sage Publications, Inc



A VERY SHORT, FAIRLY INTERESTING AND REASONABLY CHEAP BOOK ABOUT MANAGEMENT

Ann L. Cunliffe

The new edition of this bestselling text is more international, with updated content and examples to explain alternative ways of thinking about management and managing people.

Readership: *Ann Cunliffe's book will stretch, surprise and reward business and management students at undergraduate, postgraduate and MBA levels.*

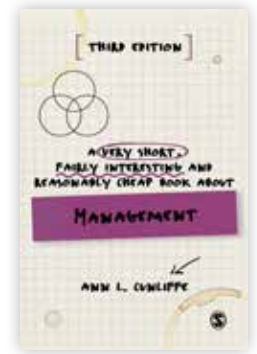
Subject: Business & Management (General)

Category: Supplementary Textbook

Paperback • 9781529710069

3rd edition • Mar-21 • £17.99

Sage Publications Ltd



MANAGEMENT AND BUSINESS RESEARCH

Mark Easterby-Smith, Lena J. Jaspersen, Richard Thorpe, Danat Valizade

An updated edition of a bestselling text that provides readers with a clear and comprehensive overview of methods for conducting management and business research.

Readership: *Undergraduate and Postgraduate Business and Management students taking a course on Research Methods. Suitable for MBA courses.*

Subject: Research Methods for Business & Management (General)

Category: Core Textbook

Paperback • 9781529734515

7th edition • Apr-21 • £50

Sage Publications Ltd



STRATEGIC HUMAN RESOURCE MANAGEMENT

An International Perspective

Gary Rees, Paul Smith

A stellar author team guides you through the key topics of human resource management from strategic and international perspectives in this updated edition.

Readership: *UG and PG students of Strategic Human Resource Management and HRM courses taught with a strategic slant.*

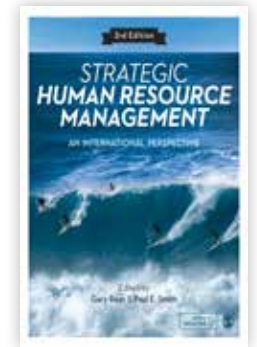
Subject: Human Resource Management

Category: Core Textbook

Paperback • 9781529740783

3rd edition • Feb-21 • £52

Sage Publications Ltd



WOMEN AND LEADERSHIP

Journey Toward Equity

Lisa DeFrank-Cole, Sherylle J. Tan

Examines issues of women and leadership from an interdisciplinary perspective. Profiles and examples highlight a diverse array of female leaders.

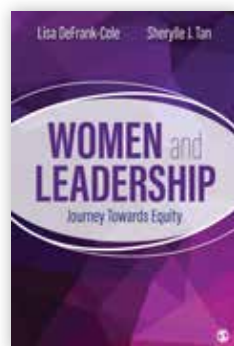
Subject: Business & Management (General)

Category: Core Textbook

Paperback • 9781544361475

1st edition • Apr-21 • £84

Sage Publications, Inc



MARKETING

An Introduction

Rosalind Masterson, Nichola Phillips, David Pickton

This highly accessible Fifth Edition continues to open windows to the world of marketing, with cases that are vibrant and engaged, links that allow students to explore topics in more detail and content to encourage them to relate theory to practice.

Readership: *Suitable as core reading for undergraduate marketing students.*

Subject: Marketing (General)

Category: Core Textbook

Paperback • 9781526494573

5th edition • Feb-21 • £61

Sage Publications Ltd



HUMAN RESOURCE INFORMATION SYSTEMS - INTERNATIONAL STUDENT EDITION

Basics, Applications, and Future Directions

Richard David Johnson,
Michael J. Kavanagh, Kevin D. Carlson

Providing a thorough introduction to the field of Human Resource Information Systems (HRIS), this one-of-a-kind book shows how organizations can leverage HRIS to make better people decisions and manage talent more effectively.

Subject: Human Resource Management
Category: Core Textbook

Paperback • 9781071808443
5th edition • Nov-20 • £114
Sage Publications, Inc



ENTREPRENEURSHIP - INTERNATIONAL STUDENT EDITION

The Practice and Mindset

Heidi Marie Neck, Christopher P. Neck,
Emma L. Murray

Entrepreneurship: The Practice and Mindset catapults students beyond the classroom by helping them develop an entrepreneurial mindset so they can create opportunities and take action in uncertain environments.

Subject: Small Business/Entrepreneurship
Category: Core Textbook

Paperback • 9781071808078
2nd edition • Jan-20 • £158
Sage Publications, Inc



MANAGEMENT DECISION-MAKING, BIG DATA AND ANALYTICS

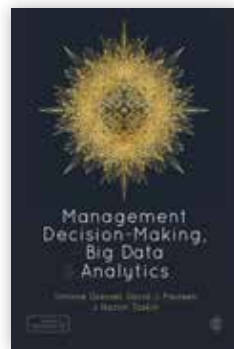
Simone Gressel, David J. Pauleen,
Nazim Taskin

An exciting new textbook examining big data and business analytics to look at how they can help managers become more effective decision-makers.

Readership: Suitable for management students studying business analytics and decision-making at undergraduate, postgraduate and MBA levels.

Subject: Strategic Management & Business Policy (General)
Category: Core Textbook

Paperback • 9781526492005
1st edition • Oct-20 • £45.99
Sage Publications Ltd



MANAGEMENT FUNDAMENTALS - INTERNATIONAL STUDENT EDITION

Concepts, Applications, and Skill Development

Robert N. Lussier

Packed with experiential exercises, self-assessments, and group activities, this book develops essential management skills students can use in their personal and professional lives.

Readership: For students of Management.

Subject: Business & Management (General)
Category: Core Textbook

Paperback • 9781071808061
9th edition • Jan-20 • £158
Sage Publications, Inc



CREATING EFFECTIVE TEAMS - INTERNATIONAL STUDENT EDITION

A Guide for Members and Leaders

Susan A. Wheelan, Maria Åkerlund,
Christian Jacobsson

This guide describes why teams are important, how they function, and what makes them productive. Susan A. Wheelan covers in depth the four stages of a team - forming, storming, norming, and performing - clearly illustrating the developmental nature of teams and describing what happens in each stage.

Subject: Teamwork in Organizations
Category: Supplementary Textbook

Paperback • 9781071807668
6th edition • Oct-20 • £60
Sage Publications, Inc



MANAGING DIVERSITY AND INCLUSION

An International Perspective

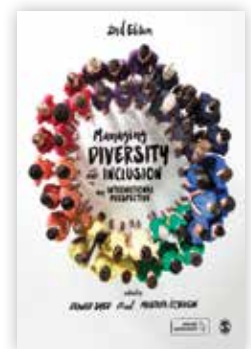
Jawad Syed, Mustafa Ozbilgin

Written and edited by leading experts in the field, this authoritative account sets UK and European practices firmly within a global context. It offers an in-depth and contextual account of enduring, contemporary and cutting edge theories and approaches to diversity and inclusion management.

Readership: For Human Resources students.

Subject: Human Resource Management
Category: Core Textbook

Paperback • 9781526458896
2nd edition • Jan-20 • £53
Sage Publications Ltd



KNOWLEDGE MANAGEMENT

Theory in Practice

Peter Massingham

An overview of what knowledge management is, the theoretical basis behind it, and practical insights into how it can be implemented effectively in a professional setting.

Readership: Suitable reading for undergraduate and postgraduate business and management students on knowledge management and organizational learning modules.

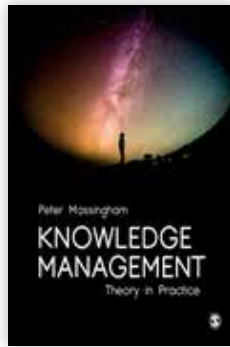
Subject: Knowledge Management

Category: Core Textbook

Paperback • 9781473948204

1st edition • Oct-19 • £62

Sage Publications Ltd



LEADERSHIP

A Critical Text

Simon Western

A much loved, highly regarded Leadership text which provides a refreshing counterpoint to traditional textbooks. It is not a typical textbook but rather presents a new framework for understanding leadership.

Readership: Suitable for students taking Leadership modules across the social sciences but especially on Business and Management & Health and Social Care degrees.

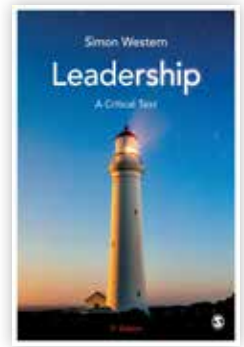
Subject: Leadership

Category: Core Textbook

Paperback • 9781526459527

3rd edition • Apr-19 • £52

Sage Publications Ltd



CONSUMER BEHAVIOR AND CULTURE

Consequences for Global Marketing and Advertising

Marieke de Mooij

Marieke de Mooij answers the fundamental questions about consumption in this new edition, using her own model of consumer behavior that integrates culture in the self, in personality and in people's relationships with others.

Readership: For students of Consumer Behaviour.

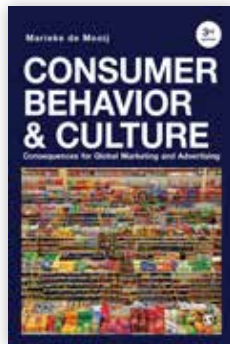
Subject: Consumer Marketing

Category: Core Textbook

Paperback • 9781544318165

3rd edition • Jul-19 • £64

Sage Publications Ltd



ORGANIZATION DESIGN

Creating Strategic & Agile Organizations

Donald L. Anderson

This book prepares students to make smart strategic decisions when designing and redesigning organizations. Structured around Galbraith's Star Model™, the text explores five facets of organization design: strategy, structure, processes, people, and rewards.

Subject: Organization Design and Development

Category: Core Textbook

Paperback • 9781506349275

1st edition • Oct-18 • £114

Sage Publications, Inc



JOB AND WORK ANALYSIS

Methods, Research, and Applications for Human Resource Management

Frederick Phillip Morgeson,
Michael Thomas Brannick,
Edward L. Levine

Providing an in-depth exploration of job analysis, unpacking the best job analysis methods and illustrating how to apply these to solve some of the most common workplace problems.

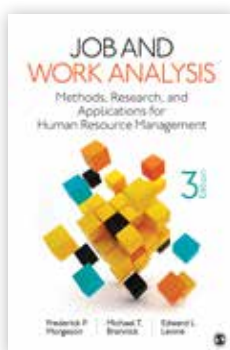
Subject: Business & Management (General)

Category: Core Textbook

Paperback • 9781544329529

3rd edition • May-19 • £133

Sage Publications, Inc



CONDUCTING ACTION RESEARCH FOR BUSINESS AND MANAGEMENT STUDENTS

David Coghlan, Abraham B. (Rami) Shani

This concise and practical guide explores the use of action research as a method for conducting research in a business and management Masters dissertation.

Readership: Ideal for Business and Management students reading for a Master's degree, each book in the series may also serve as reference books for doctoral students and faculty members interested in the method.

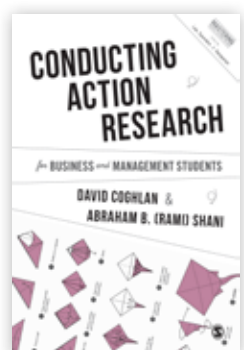
Subject: Research Methods for Business & Management (General)

Category: Core Textbook

Paperback • 9781526404787

1st edition • Aug-18 • £32.99

Sage Publications Ltd



CASES IN LEADERSHIP

W. Glenn Rowe, Laura Guerrero

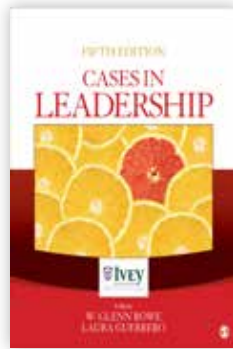
The book presents cases that explore integrative issues, such as globalization, diversity, ethical dilemmas, and motivation, giving readers opportunities to grapple with difficult real-world decisions that have grabbed the attention of real-world managers in recent years.

Subject: Business & Management (General)
Category: Core Textbook

Paperback • 9781544310374

5th edition • Jun-18 • £84

Sage Publications, Inc



A VERY SHORT, FAIRLY INTERESTING AND REASONABLY CHEAP BOOK ABOUT STUDYING LEADERSHIP

Brad Jackson, Ken Parry

An engaging guide through the cacophony of competing perspectives and models of leadership, the new edition includes an expanded discussion of contemporary topics like followership, gender, ethics, authenticity, and leadership and the arts, set against the backdrop of the global financial crisis.

Readership: Suitable for students of leadership, professionals working in organizations and anyone curious about the workings of leadership.

Subject: Leadership

Category: Student Reference

Paperback • 9781446273784

3rd edition • May-18 • £17.99

Sage Publications Ltd



REFLEXIVE LEADERSHIP

Organising in an imperfect world

Mats Alvesson, Martin Blom, Stefan Sveningsson

Making a case for a reflexive approach to leadership that is informed by in-depth studies of managers. The book aims to facilitate reflexivity in terms of challenging one's position - understanding of leadership - and considering alternatives.

Readership: Suitable for leadership and organisation courses at upper-level undergraduate and upwards (including MBA-classes and Executive Education). It should also have a good market among practitioners and management development professionals wanting to engage in thought-provoking discussions.

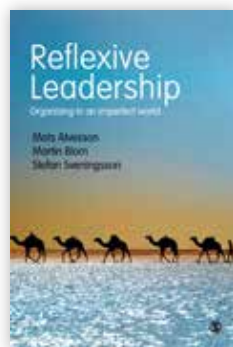
Subject: Leadership

Category: Core Textbook

Paperback • 9781412961592

1st edition • Dec-16 • £45.99

Sage Publications Ltd



ORGANIZATIONAL CRISIS COMMUNICATION

A Multivocal Approach

Finn Frandsen, Winni Johansen

Based on the theory of the Rhetorical Arena and the multivocal approach, this guide explores a new perspective on crisis communication, and what happens when external voices start communicating as a crisis breaks out.

Readership: Students studying crisis communication modules on corporate communication, public relations, and management and organization studies courses.

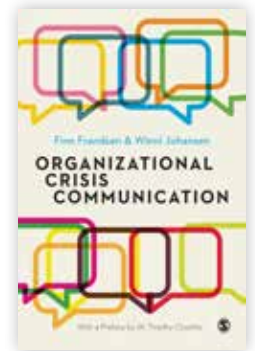
Subject: Public Relations (Practice)

Category: Core Textbook

Paperback • 9781446297063

1st edition • Nov-16 • £59

Sage Publications Ltd



QUALITATIVE METHODS IN BUSINESS RESEARCH

Päivi Eriksson, Anne Kovalainen

Covering all the major qualitative approaches in business research (including case study research, ethnography, narrative inquiry, discourse analysis, grounded theory and action research), this practical, how-to guide shows how qualitative methods are used within management, marketing and organizational studies.

Readership: Upper undergraduate and postgraduate business and management students undertaking research.

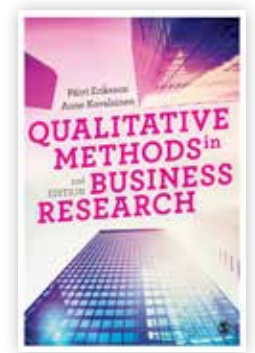
Subject: Qualitative Techniques for Business & Management Research

Category: Core Textbook

Paperback • 9781446273395

2nd edition • Nov-15 • £57

Sage Publications Ltd



CORPORATE SOCIAL RESPONSIBILITY

Esben Rahbek Gjerdrum Pedersen

Shortlisted in the Management and Leadership Textbook Category at CMI Management Book of the Year Awards 2016, this book explores the key questions and challenges prevalent in CSR including the history, key drivers, main theoretical perspectives and the dominant practices found in the business community, and also how to implement CSR in practice.

Readership: Students in need of an accessible and engaging introduction to corporate social responsibility.

Subject: Corporate Social Responsibility

Category: Core Textbook

Paperback • 9780857022455

1st edition • Jan-15 • £47.99

Sage Publications Ltd



WORKING IN TEAMS

Moving From High Potential to High Performance

Brian A. Griffith, Ethan Barrett Dunham

This textbook prepares students to work in collaborative, interdependent environments, featuring engaging case studies at the beginning of each chapter that draw readers in, provide accessible context for the material, and create a desire to know more. It also includes a 360-degree online team assessment tool to help students improve their team performance.

Readership: Business and management students.

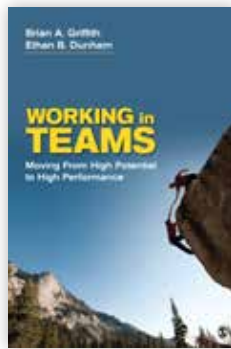
Subject: Business & Management (General)

Category: Core Textbook

Paperback • 9781452286303

1st edition • Mar-14 • £114

Sage Publications, Inc



CORPORATE GOVERNANCE

Principles and Issues

Donald Nordberg

A fresh look at the commonly accepted view of what constitutes good governance, based on examples from Europe, North America and Asia.

Readership: Final-year undergraduate and postgraduate students of corporate governance; also students of corporate social responsibility and business ethics, and related topics.

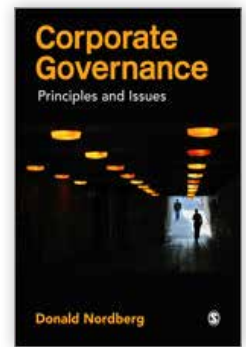
Subject: Accounting/Finance (General)

Category: Supplementary Textbook

Paperback • 9781847873330

1st edition • Nov-10 • £59

Sage Publications Ltd



INSTITUTIONS AND ORGANIZATIONS

Ideas, Interests, and Identities

William Richard Scott

By presenting the differences as well as the underlying commonalities of institutional theories, this book presents a cohesive view of the many flavours and colours of institutionalism. It evaluates and clarifies developments in both theory and research while identifying future research directions.

Readership: Upper-level undergraduate and graduate students of Institutional Theory, Organization Theory, Sociology of Organizations, and Public Administration will gain an in-depth understanding from this core text.

Subject: Organizational Theory

Category: Core Textbook

Paperback • 9781452242224

4th edition • Sep-13 • £84

Sage Publications, Inc



FULL RANGE LEADERSHIP DEVELOPMENT

Bruce J. Avolio

With every chapter revised and new chapters on validation and recent advances in the field, this Second Edition provides unrivalled support for the full-range model for facilitating, if not accelerating, the development of exemplary leadership.

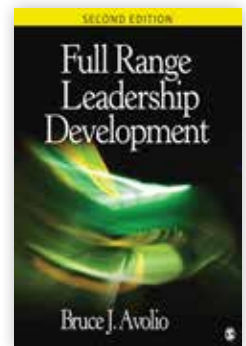
Subject: Leadership

Category: Supplementary Textbook

Paperback • 9781412974752

2nd edition • Nov-10 • £84

Sage Publications, Inc



THEORY AND PRACTICE OF LEADERSHIP

Roger Gill

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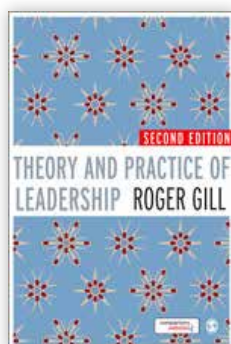
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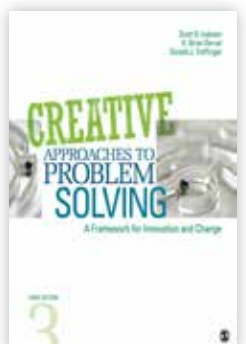
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Kathrin Koster

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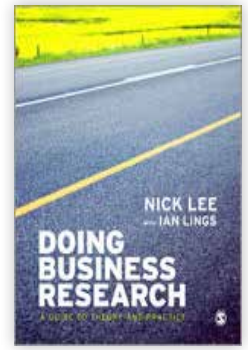
Nick Lee, Ian Lings

An integrated, accessible and humorous guide to why research methods are the way they are and how they do what they do.

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Category: Core Textbook

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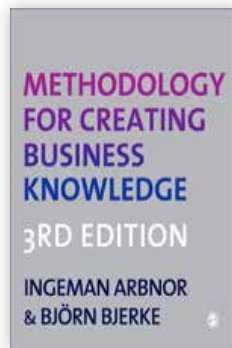
Ingeman Arbnor, Bjorn Bjerke

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Category: Supplementary Textbook

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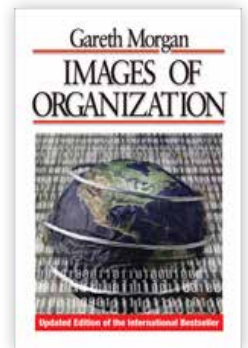
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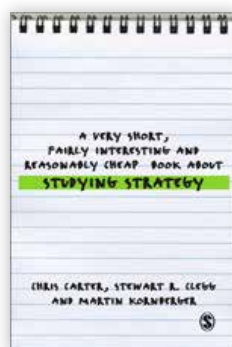
Chris Carter, Stewart R. Clegg, Martin Kornberger

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The text introduces students to the study of communication among cultures within the broader context of globalization. Through a social justice approach, it equips students with the skills and knowledge to create a more equitable world through communication.

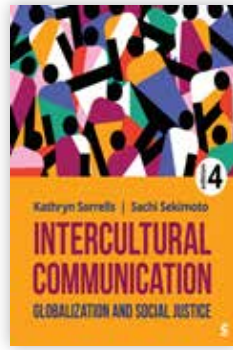
Subject: Intercultural Communication

Category: Core Textbook

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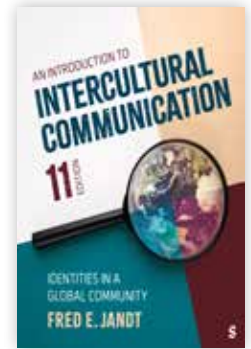
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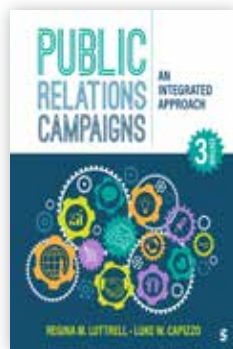
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Category: Core Textbook

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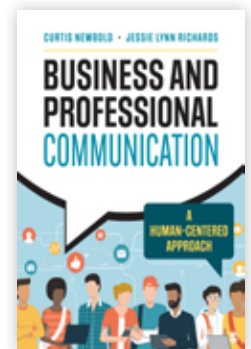
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Anamik Saha

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Readership: Undergraduate and postgraduate media students.

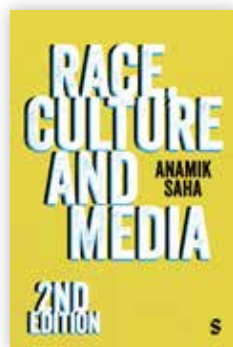
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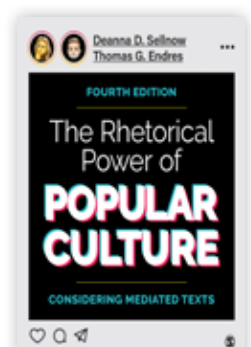
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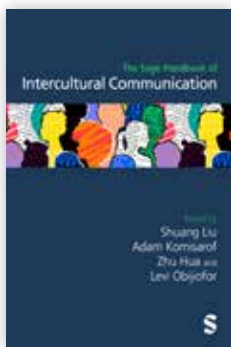
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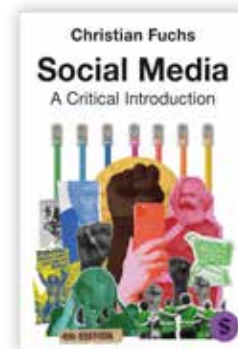
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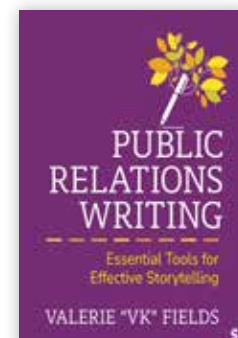
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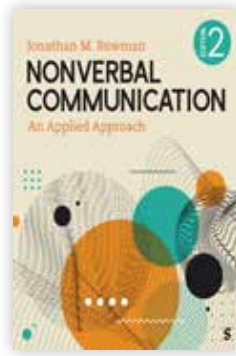
Subject: Nonverbal Communication

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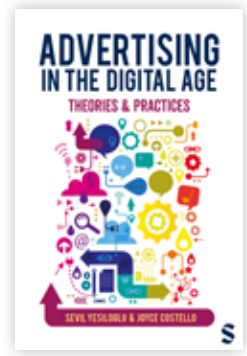
Subject: Advertising (Analysis)

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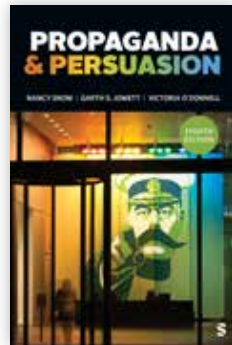
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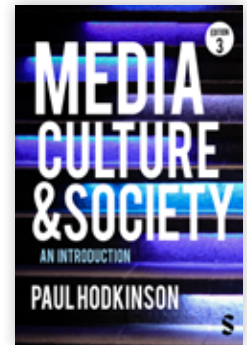
Subject: Communication and Media Studies (General)

Category: Core Textbook

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Subject: Communication and Media Studies (General)

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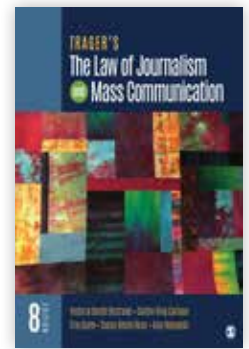
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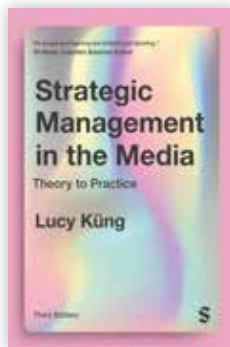
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Brett Caraway

Written for a wide audience, from undergraduate and graduate students to citizens and activists, this engaging text explains how economics can help us to better understand the development of digital technologies.

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Taking a global and critical perspective, this textbook presents the concepts, theories and applications from the field of intercultural communication in a lively and easy-to-follow style.

Readership: *Undergraduate students of intercultural Communication and Intercultural Business and Management.*

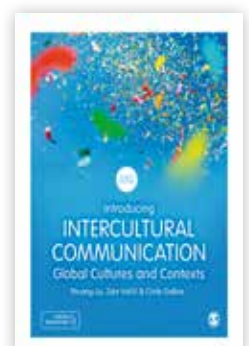
Subject: Intercultural Communication

Category: Core Textbook

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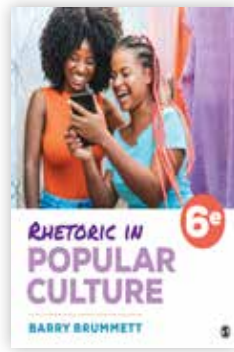
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APPLYING COMMUNICATION THEORY FOR PROFESSIONAL LIFE

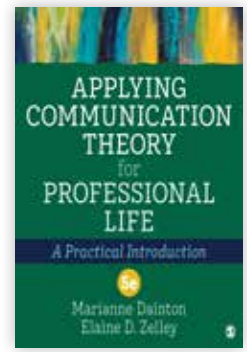
A Practical Introduction

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FINDING OUT

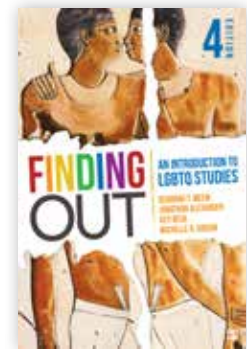
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Finding Out, Fourth Edition introduces readers to lesbian-gay-bisexual-transgender-queer (LGBTQ) studies. By combining accessible introductory and explanatory material with primary texts and artifacts, this text explores the development and growth of LGBTQ identities and the interdisciplinary nature of sexuality studies.

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ADVERTISING CREATIVE

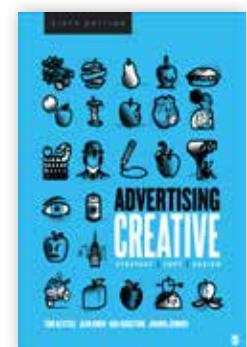
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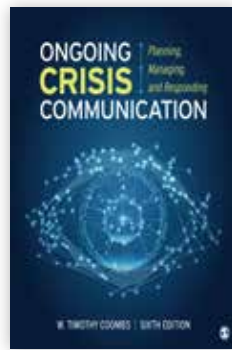
Subject: Public Relations (Analysis)

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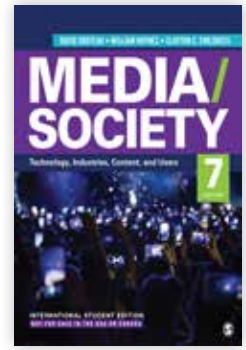
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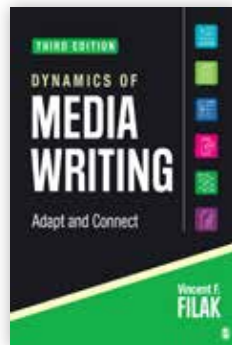
Subject: Journalism

Category: Core Textbook

Paperback • 9781544385686

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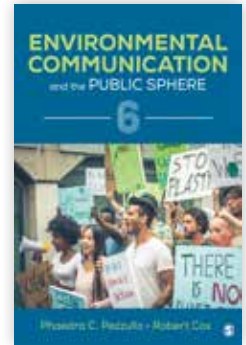
Subject: Communication and Media Studies (General)

Category: Core Textbook

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Tony Harcup

The bestselling guide to both the theory and practice journalism. An essential resource for all students of journalism.

Readership: Undergraduate students of journalism.

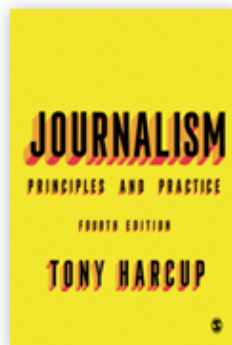
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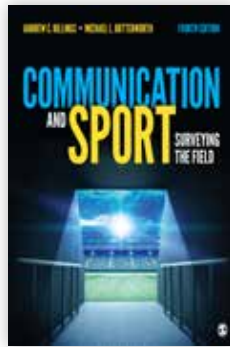
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Readership: Essential reading for anyone looking to understand how far-right and populist politics have moved into the mainstream, and what we can do about it.

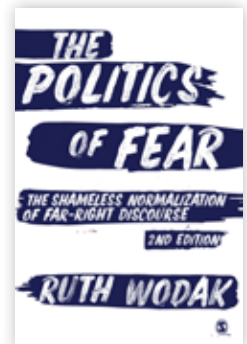
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Globalization and Social Justice

Kathryn Sorrells

This book introduces students to the study of communication among cultures within the broader context of globalization. Promoting critical thinking, reflection, and action, the text's social justice approach equips students with the knowledge and skills to create a more equitable world through communication.

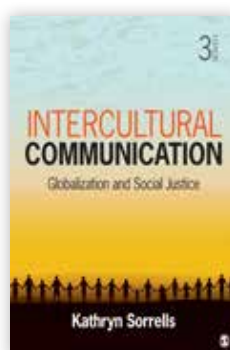
Subject: Intercultural Communication

Category: Core Textbook

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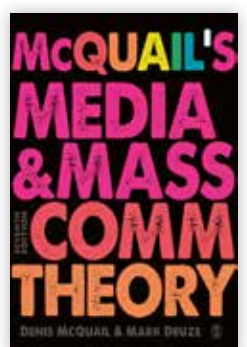
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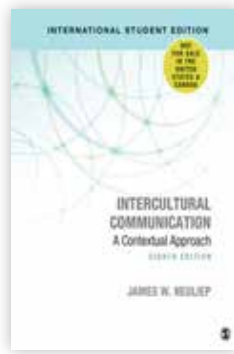
Subject: Intercultural Communication

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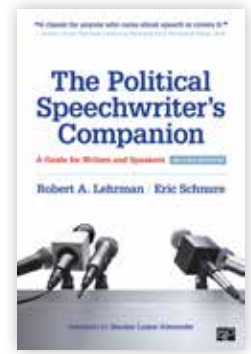
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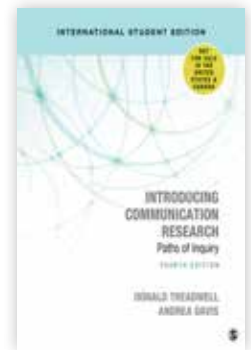
Subject: Communication Research Methods

Category: Core Textbook

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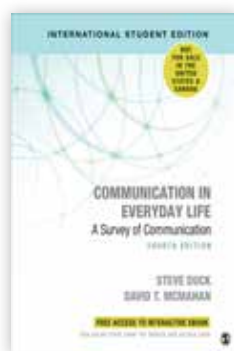
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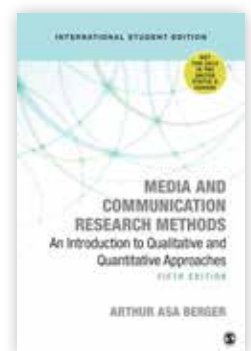
Subject: Communication Research Methods

Category: Core Textbook

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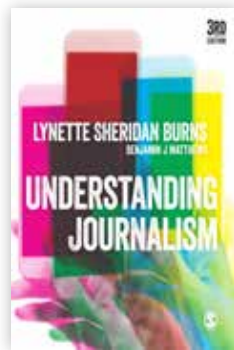
Subject: Journalism

Category: Core Textbook

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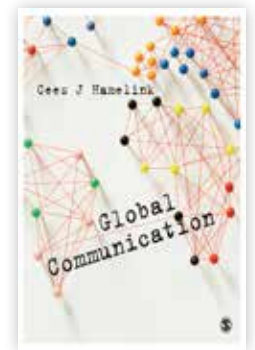
Subject: Mass Communication (General)

Category: Core Textbook

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ORGANIZATIONAL COMMUNICATION - INTERNATIONAL STUDENT EDITION

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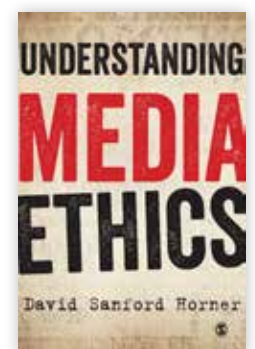
Subject: Media Law and Ethics

Category: Core Textbook

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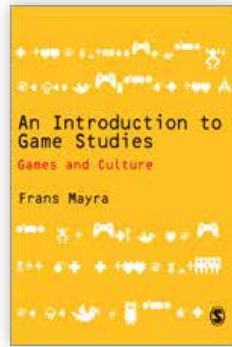
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