

# Business & Management

2005 catalogue

<b>Blackwell Encyclopedia of Management</b>	<b>2</b>
<b>Organizational Theory &amp; Behavior</b>	<b>4</b>
<b>Strategy</b>	<b>7</b>
<b>International Business &amp; Management</b>	<b>13</b>
<b>Human Resource Management</b>	<b>15</b>
<b>Gender &amp; Diversity</b>	<b>17</b>
<b>General Business &amp; Management</b>	<b>18</b>
<b>Corporate Governance</b>	<b>24</b>
<b>Business Ethics</b>	<b>25</b>
<b>Business, Finance &amp; Accounting</b>	<b>27</b>
<b>The Information Age</b>	<b>30</b>
<b>Technology &amp; Innovation Management</b>	<b>31</b>
<b>Industrial Relations</b>	<b>32</b>
<b>Public Services Management</b>	<b>34</b>
<b>Healthcare Management</b>	<b>36</b>
<b>Logistics &amp; Supply Chain Management</b>	<b>37</b>
<b>Index</b>	<b>39</b>



**Blackwell  
Publishing**

Featuring new titles and key backlist with complete stock list

## *How to use this interactive catalogue:*

**Clicking on the page numbers in the contents list will take you straight to that section.**

**Click on a book or journal title, cover image or URL to take you to the corresponding page on the Blackwell Publishing website.**

**Blackwell Publishing is not responsible for the content of external websites.**



## From the Encyclopedia Editor:

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

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

**Cary L. Cooper, CBE** *Encyclopedia Editor*

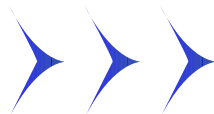
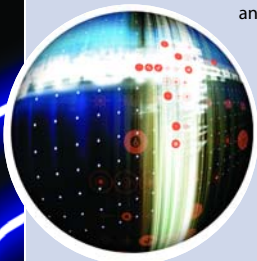
**Cary L. Cooper** is based at Lancaster University as Professor of Organizational Psychology. He is the author of over 80 books, past editor of the *Journal of Organizational Behavior* and Founding President of the British Academy of Management.

### ADVISORY EDITORS

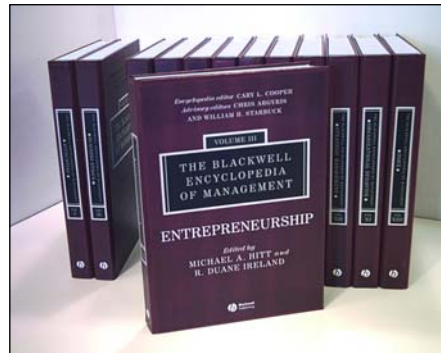
**Chris Argyris** is James B. Conant Professor of Education and Organizational Behavior at the Graduate School of Business, Harvard University. He has written many books and received numerous awards. Yale University has honored his contribution to the field by establishing the Chris Argyris Chair in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

**William Haynes Starbuck** is Professor of Management and Organizational Behavior at Stern School of Business, New York University.

He has published numerous articles, edited four books, and contributed to the *Blackwell Handbook of Organizational Learning and Knowledge Management* (2003). His new book *Organization at the Limit* will publish in 2005.



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



Bringing together specially-commissioned and carefully edited entries from an international team of the world's best scholars and teachers, the **Blackwell Encyclopedia of Management** is divided into twelve individual

subject volumes and an index. Each volume provides authoritative coverage of a specific area of management, including a brand new volume on entrepreneurship.

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

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

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

**ISBN: 0-631-23317-2 / Publication date: December 2004**  
246mm x 171mm / 6.75in x 9.75in / 12 volumes in 4224 pages

**Over 6500 individual entries**

Entries range from short definitions of key terms to essays providing explorations of major topics. Each volume has been carefully designed to give both the expert and the newcomer a multi-level guide and reference source to the subject.

**Extended bibliographies**

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

**1500 world-renowned contributors**

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

**Enhanced cross-referencing**

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

Visit the website at

[www.managementencyclopedia.com](http://www.managementencyclopedia.com)

for more information about the contributors to each volume, and to see sample sections from the volumes.



## The Editorial Team:

**Volume I: Accounting**

Edited by Colin Clubb *Imperial College London*

**Volume II: Business Ethics**

Edited by Patricia H. Werhane & R. Edward Freeman *Both University of Virginia*

**Volume III: Entrepreneurship**

Edited by Michael A. Hitt & R. Duane Ireland *Both Texas A&M University*

**Volume IV: Finance**

Edited by Ian Garrett *University of Manchester*

**Volume V: Human Resource Management**

Edited by Susan Cartwright *University of Manchester*

**Volume VI: International Management**

Edited by Jeanne McNett, Henry W. Lane, Martha Maznevski, Mark E. Mendenhall & John J. O'Connell  
*Assumption College; Northeastern University; IMD, Lausanne; University of Tennessee at Chattanooga; Thunderbird - The Garvin School of International Management*

**Volume VII: Management Information Systems**

Edited by Gordon B. Davis *University of Minnesota*

**Volume VIII: Managerial Economics**

Edited by Robert McAuliffe *Babson College*

**Volume IX: Marketing**

Edited by Dale Littler *University of Manchester*

**Volume X: Operations Management**

Edited by Nigel Slack & Michael Lewis *Both School of Management, University of Warwick*

**Volume XI: Organizational Behavior**

Edited by Nigel Nicholson with Madan Pillutla & Pino Audia *All London Business School*

**Volume XII: Strategic Management**

Edited by John McGee *Warwick Business School, University of Warwick*

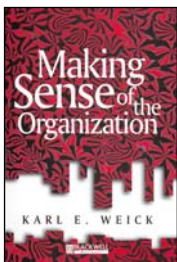
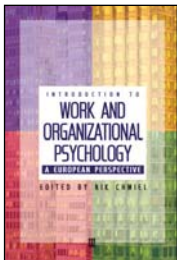
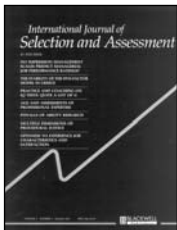
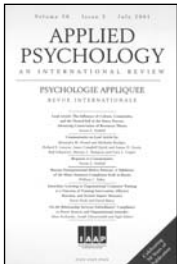
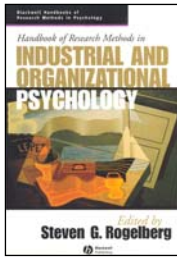
**Index****The Blackwell Encyclopedia of Management Library Online**

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

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

The online version only will be hosted and sold by EBSCO Publishing. For more information, or to order, please visit [www.ebsco.com/home](http://www.ebsco.com/home) or e-mail Mike Bucuo at: [mbucuo@epnet.com](mailto:mbucuo@epnet.com)

NEW FOR THE 2ND EDITION



## Handbook of Research Methods in Industrial and Organizational Psychology

Edited by **STEVEN G. ROGELBERG**

University of North Carolina at Charlotte

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

WALLY BORMAN, UNIVERSITY OF SOUTH FLORIDA

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

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

## An Introduction to Work and Organizational Psychology

A European Perspective

Edited by **NIK CHMIEL**

Queen's University, Belfast

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

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

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

### ALSO OF INTEREST

**Making Sense of the Organization**

KARL E. WEICK

496 PAGES / 12 FIGURES, 2 TABLES / 0-631-22319-3 PB / 2000

### JOURNALS

## Applied Psychology

An International Review

Edited by **ROBERT WOOD**

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

### SAMPLE CONTENTS

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

PUBLISHED ON BEHALF OF THE  
INTERNATIONAL ASSOCIATION OF  
APPLIED PSYCHOLOGY  
[WWW.IAAPSY.ORG](http://WWW.IAAPSY.ORG)

[www.blackwellpublishing.com/APPS](http://www.blackwellpublishing.com/APPS)

[www.blackwellpublishing.com/APPS](http://www.blackwellpublishing.com/APPS)

ISSN: 0269-994X  
VOLUME 54 (2005), 4 ISSUES PER YEAR

**RANKED 10TH BY ISI**

## International Journal of Selection and Assessment

Edited by **DENIZ S. ONES**  
& **JESÚS F. SALGADO**

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

### SAMPLE CONTENTS

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

[www.blackwellpublishing.com/IJSA](http://www.blackwellpublishing.com/IJSA)

[www.blackwellpublishing.com/IJSA](http://www.blackwellpublishing.com/IJSA)

ISSN: 0965-075X  
VOLUME 13 (2005), 4 ISSUE PER YEAR



NEW IN 2005

## On Leadership

JAMES G. MARCH & THIERRY WEIL

Both Stanford University

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

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

192 PAGES  
1-4051-3246-9 HB  
1-4051-3247-7 PB / AUGUST 2005

FORTHCOMING

## The Texture of Organizational Knowledge

SILVIA GHERARDI

University of Trento

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

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

NEW IN 2005

## Organization at the Limit

Lessons from the Columbia Disaster

Edited by WILLIAM H. STARBUCK  
& MOSHE FARJOUN

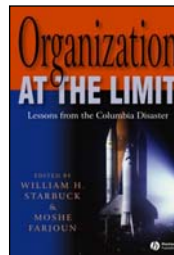
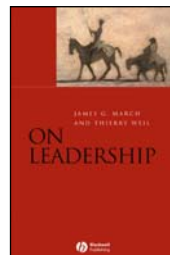
Both Stern School of Management

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

- ⑤ Includes contributions from those involved in the Investigation Board report into the incident
- ⑤ Tackles vital issues such as the role of time pressures and goal conflict in decision making, and the impediments for effective learning
- ⑤ Examines how organizational risk is managed and how technological and organizational complexities interact
- ⑤ Assesses how large, medium, and small organizations can, and in fact must, increase their resilience
- ⑤ Questions our eagerness to embrace new technologies, yet reluctance to accept the risks of innovation
- ⑤ Offers a step by step understanding of the complex factors that led to disaster.

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

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



NEW KEY TEXTBOOK

## Organization

Contemporary Principles and Practice

JOHN CHILD

University of Birmingham

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

ANDREW PETTIGREW, SCHOOL OF MANAGEMENT, UNIVERSITY OF BATH

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

CARY L. COOPER CBE, LANCASTER UNIVERSITY

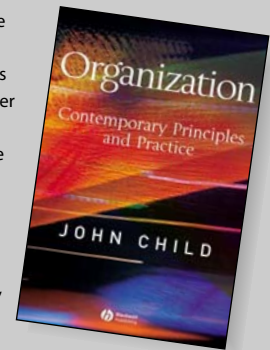
*"This book provides a timely and important synthesis of new forms of organizing activities within and between organizations. One of the foremost scholars, John Child captures the leading edge of scientific and practical knowledge about organizations and organizing."*

ANDREW H. VAN DE VEN, UNIVERSITY OF MINNESOTA

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

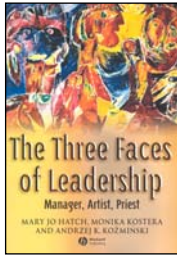
W. RICHARD SCOTT, STANFORD UNIVERSITY

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



Further lecturer resources are available online at [www.blackwellpublishing.com/child](http://www.blackwellpublishing.com/child)

376 PAGES / 1-4051-1657-9 HB / 1-4051-1658-7 PB / DECEMBER 2004



NEW

## The Three Faces of Leadership

Manager, Artist, Priest

MARY JO HATCH, MONIKA KOSTERA  
& ANDRZEJ KOZMINSKI

University of Virginia; Warsaw University; Warsaw University

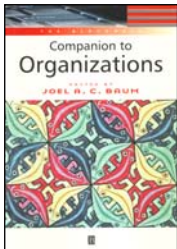
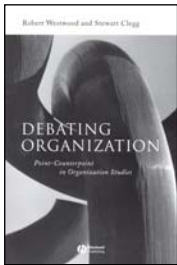
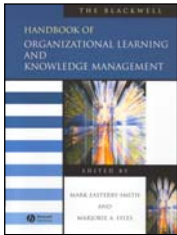
*"The stories of business leadership embodied and disembodied here take our understanding of leadership - and the importance of storytelling for leadership - into new landscapes. A thoughtful and provocative study."*

KEITH GRINT, LANCASTER UNIVERSITY

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

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

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



NEW IN PAPERBACK

## The Blackwell Companion to Organizations

Edited by JOEL A.C. BAUM

University of Toronto

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

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



NEW IN PAPERBACK

## Blackwell Handbook of Organizational Learning and Knowledge Management

MARK EASTERBY-SMITH & MARJORIE A. LYLES

Lancaster University; Indiana University

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

ORGANIZATION STUDIES

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

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

## Learning by Design

Building Sustainable Organizations

A.B. (RAMI) SHANI & PETER DOCHERTY

California Polytechnic State University; National Institute for Working Life

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

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

## Debating Organization

Point-Counterpoint in Organization Studies

Edited by ROBERT WESTWOOD & STEWART CLEGG

University of Queensland Business School; University of Technology, Sydney

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

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

## On Organizational Learning

Second Edition

CHRIS ARGYRIS

Harvard University

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

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

ALSO OF INTEREST

### Managing Organizational Behavior

HENRY L. TOSI, JOHN RIZZO & NEAL P. MERO

600 PAGES / 0-631-21257-4 HB / 2000

### The Fundamentals of Organizational Behavior

HENRY L. TOSI & NEAL P. MERO

288 PAGES / 1-4051-0074-5 PB / 2002

## KEY TEXTBOOKS

## Contemporary Strategy Analysis

Fifth Edition

ROBERT M. GRANT

Georgetown University

*"Grant excels in combining accessibility and rigor in his coverage of difficult concepts in corporate strategy. His Contemporary Strategy Analysis is one of the best available textbooks for advanced undergraduates and MBAs."*

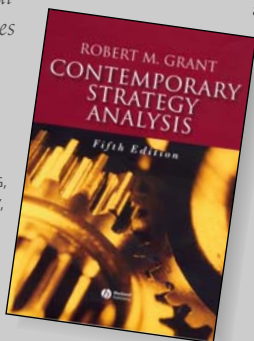
GEORGE YIP, LONDON BUSINESS SCHOOL

*"The new edition of Grant's extraordinarily well-written textbook has the same accessible style as prior editions. This comprehensive textbook makes complicated material understandable and clear. The many new capsule examples of recent business events as well as text material based on new research keep the book completely up-to-date. The book also contains revisions of core materials for even greater clarity. Students rave about this book."*

CONSTANCE E. HELFAT,  
TUCK SCHOOL OF BUSINESS AT DARTMOUTH

*"By skillfully weaving scholarly ideas with modern-day issues, Contemporary Strategy Analysis provides students of strategy with a leading edge textbook that links the practical realities of strategic management to the intellectual foundations of strategic thinking."*

ARI GINSBERG,  
NEW YORK UNIVERSITY,  
STERN SCHOOL OF BUSINESS



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

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

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

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

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

## Cases to Accompany Contemporary Strategy Analysis, Fifth Edition

ROBERT M. GRANT

Georgetown University

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

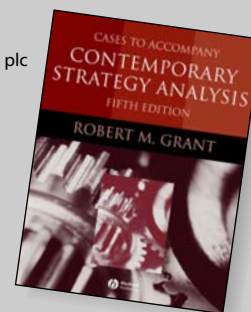
In this new edition, there is an emphasis on coverage of current strategic situations: most of the cases deal with strategic decisions between 2002 and 2004.

Featuring updated versions of previous cases, including:

- ⊙ Madonna
- ⊙ Laura Ashley Holdings plc
- ⊙ the US airline industry
- ⊙ Wal-Mart
- ⊙ Harley-Davidson, Inc.
- ⊙ EMI
- ⊙ Euro Disney
- ⊙ Richard Branson and the Virgin Group

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

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



VISIT: [WWW.BLACKWELLPUBLISHING.COM/GRANT](http://WWW.BLACKWELLPUBLISHING.COM/GRANT)

<b>CONTEMPORARY STRATEGY ANALYSIS</b> <small>ROBERT M. GRANT</small> Fifth Edition	Author Acknowledgements Related Titles Special Offers Order Inspection Copies E-mail Alert Reviews	Grant excels in combining accessibility and rigor in his coverage of difficult concepts in corporate strategy. His Contemporary Strategy Analysis is one of the best available textbooks for advanced undergraduates and MBAs. George Yip, London Business School
Overview Contents Sample Chapter 5 Orders Instructor's Manual Fourth Edition	<b>Overview</b> Through revised and updated, the Fifth Edition of Contemporary Strategy Analysis: <ul style="list-style-type: none"> <li>• Features additional material on the strategic planning processes within companies</li> <li>• Reflects recent work within the areas of resources and capabilities, industry evolution, and global strategy and the multinational company</li> <li>• Includes revisions to the section on knowledge management to reflect the maturing of this field</li> <li>• Provides a more integrated view of corporate scope, and the organization and management of the multi-business firm</li> <li>• Reconsiders the shareholder value model, and has more coverage of values and corporate social responsibility.</li> </ul>	 This is the book  This is the book 

## JOURNALS



## NEW LOOK FOR 2005

## Business Strategy Review

Edited by **STUART CRAINER**

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

### SAMPLE CONTENTS

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

PUBLISHED ON BEHALF OF THE LONDON  
BUSINESS SCHOOL

[www.blackwellpublishing.com/BSR](http://www.blackwellpublishing.com/BSR)

ISSN: 0955-6419  
VOLUME 16 (2005), 4 ISSUES PER YEAR

## Decision Sciences

Editor: **VICKI SMITH-DANIELS**

Managing Editor:  
**JEANNE ELLIOTT**

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

### SAMPLE CONTENTS

- ⊙ The Impact of Organizational Culture on Time-Based Manufacturing and Performance  
*Abraham Y. Nahm, Mark A. Vonderembse and Xenophon A. Koufteros*
- ⊙ A Comparison of Arbitration Procedures for Risk-Averse Disputants  
*Michael J. Armstrong*
- ⊙ The Role of Clinical and Process Quality in Achieving Patient Satisfaction in Hospitals  
*Kathryn A. Marley, David A. Collier and Susan Meyer Goldstein*
- ⊙ Net-Based Customer Service Systems: Evolution and Revolution in Web Site Functionalities  
*Gabriele Piccoli, M. Kathryn Brohman, Richard T. Watson and A. Parasuraman*

[www.blackwellpublishing.com/DECI](http://www.blackwellpublishing.com/DECI)

ISSN: 0011-7315  
VOLUME 36 (2005), 4 ISSUES PER YEAR

INCLUDED WITH A SUBSCRIPTION  
TO **DECISION SCIENCES**

## Decision Sciences Journal of Innovative Education

Edited by **BARBARA B. FLYNN**

**DECISION SCIENCES JOURNAL OF INNOVATIVE EDUCATION (DSJIE)** is a peer-reviewed journal. Its mission is to publish significant research relevant to teaching and learning issues in the decision sciences.

### SAMPLE CONTENTS

- ⊙ Toward a Typology of Business Education in the Internet Age  
*Manus Rungtusanatham, Lisa M. Ellram, Sue P. Siferd and Steven Salik*
- ⊙ Active Learning through Modeling: Introduction to Software Development in the Business Curriculum  
*Boris Roussev and Yvonna Rousseva*
- ⊙ So What Does Dance Have to Do with It? Using Dance to Teach Students about Leadership  
*Tim O. Peterson and Joann K. Williams*
- ⊙ Using Game Theory to Introduce Ethics in Decision Sciences  
*Gerard M. Campbell*

PUBLISHED ON BEHALF OF THE DECISION  
SCIENCES INSTITUTE

FOR MORE INFORMATION ON THE DECISION  
SCIENCES INSTITUTE, VISIT:  
[WWW.DECISIONSCIENCES.ORG](http://WWW.DECISIONSCIENCES.ORG)

[www.blackwellpublishing.com/DSJIE](http://www.blackwellpublishing.com/DSJIE)

ISSN: 1540-4595  
VOLUME 3 (2005), 2 ISSUES PER YEAR



NEW

# Blackwell Handbook of Judgment and Decision Making

Edited by **DEREK J. KOEHLER & NIGEL HARVEY**

University of Waterloo; University College London

*"Exactly what a good handbook should be; comprehensive, representative, authoritative, authentic and well-written"*

KENNETH R. HAMMOND, UNIVERSITY OF COLORADO AT BOULDER

This **HANDBOOK** is a state-of-the art overview of current topics and research in judgment and decision making. Chapters are contributed by experts in the field from various disciplines such as psychology, cognitive science, business, and law. The selection of topics reflects current trends and controversies on judgment and decision-making. Each chapter includes an overview of the past followed by current work and current directions in the field.

SERIES: BLACKWELL HANDBOOKS OF EXPERIMENTAL PSYCHOLOGY  
680 PAGES / 40 FIGURES / 1-4051-0746-4 HB / **SEPTEMBER 2004**

# Managing the Future

Foresight in the Knowledge Economy

Edited by **HARIDIMOS TSOUKAS & JILL SHEPHERD**

Athens Laboratory of Business Administration; Simon Fraser University

*"This is a fascinating book, placing contemporary techniques for managerial foresight within a rich and challenging theoretical context. It is recommended equally for thinking practitioners and for practice-sensitive teachers and researchers."*

RICHARD WHITTINGTON, SAÏD BUSINESS SCHOOL

At a time of ever-accelerating change, when more and more organizations find themselves operating in high-velocity environments, the ability to look ahead, prepare for the future, and help create it is more crucial than ever. This volume outlines what such an organizational ability consists of and how it may be developed.

Consisting of ten papers written by leading authors from both sides of the Atlantic and from Asia, all of whom are distinguished scholars in the fields of strategy or organizational learning, the book addresses four key issues:

- ⊙ How organizational foresight can be conceptualized
- ⊙ How organizations make sense of themselves and their environments
- ⊙ How the capability for strategic foresight can be developed
- ⊙ To what extent strategic foresight in organizations is possible.

240 PAGES / 1-4051-1614-5 HB / 1-4051-1615-3 PB / **MAY 2004**

# Images of Strategy

Edited by **STEPHEN CUMMINGS & DAVID WILSON**

Victoria University of Wellington; University of Warwick

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

ACADEMY OF MANAGEMENT REVIEW

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

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

464 PAGES / 103 FIGURES; 17 HALFTONES  
0-631-22609-5 HB / 0-631-22610-9 PB / **2003**

# Strategy and Capability

Sustaining Organizational Change

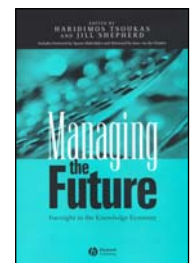
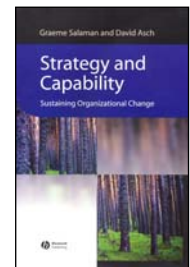
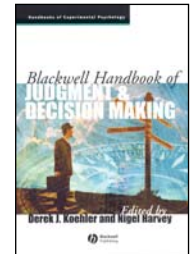
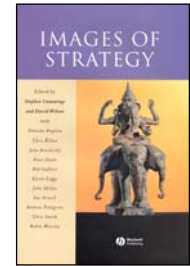
GRAEME SALAMAN & DAVID ASCH

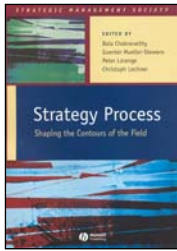
Open University Business School; De Montfort University

Modern managers and students of management are inundated with advice on how to change organizations in order to improve their effectiveness. This book makes sense of all this competing advice, considering the best ways for organizations to develop their strategic capabilities in a fast-changing world.

The authors map all the major routes to organizational improvement and classify them into a number of basic categories. Five separate categories, each with its own theoretical provenance, are identified, and each type of approach is assessed and evaluated. The authors' approach draws on both strategy and human resource management, and highlights the interesting and subtle relationships between strategy and capability.

SERIES: MANAGEMENT, ORGANIZATIONS AND BUSINESS  
SERIES EDITOR: JOHN STOREY  
224 PAGES / 7 FIGURES / 0-631-22845-4 HB / 0-631-22846-2 PB / **2003**





## STRATEGIC MANAGEMENT SOCIETY

**Strategy Process**

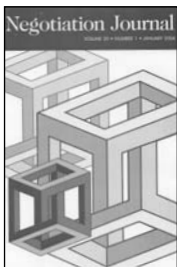
Shaping the Contours of the Field

**Edited by BALA CHAKRAVARTHY, GUENTER MÜLLER-STEWENS, PETER LORANGE & CHRISTOPH LECHNER**

IMD International; University of St Gallen; Norwegian School of Management and IMD, Lausanne; University of St Gallen

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

CONSTANCE E HELFAT, TUCK SCHOOL OF BUSINESS AT DARTFORD

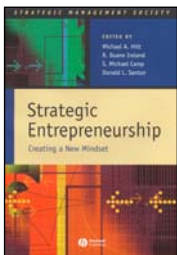
SERIES: STRATEGIC MANAGEMENT SOCIETY / SERIES EDITOR: MICHAEL A. HITT  
272 PAGES / 1-4051-0067-2 HB / 2002**Strategic Entrepreneurship**

Creating a New Mindset

**Edited by MICHAEL A. HITT, R. DUANE IRELAND, S. MICHAEL CAMP & DONALD L. SEXTON**

Texas A &amp; M University; University of Richmond; Kauffman Foundation; Ohio State University

In this volume, the world's finest entrepreneurship and strategic management scholars contribute chapters on key issues that are influencing research in both entrepreneurship and strategic management, and integrate findings across the two. What emerges is an exciting new perspective that will shape future research and managerial practice.

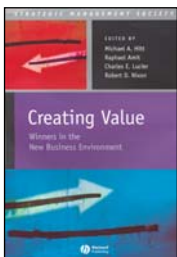
SERIES: STRATEGIC MANAGEMENT SOCIETY / SERIES EDITOR: MICHAEL A. HITT  
384 PAGES / 25 FIGURES, 25 TABLES / 0-631-23410-1 HB / 2002**Creating Value**

Winners in the New Business Environment

**Edited by MICHAEL A. HITT, RAPHAEL AMIT, CHARLES E. LUCIER & ROBERT D. NIXON**

Texas A &amp; M University; University of Pennsylvania; Booz-Allen &amp; Hamilton; University of Louisville

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

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

## JOURNALS

## NEW TO BLACKWELL PUBLISHING

**Journal of Economics & Management Strategy****Edited by DANIEL F. SPULBER**

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

## SAMPLE CONTENTS

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

[www.blackwellpublishing.com/JEMS](http://www.blackwellpublishing.com/JEMS)

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

**Negotiation Journal****Edited by MICHAEL WHEELER**

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

## SAMPLE CONTENTS

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

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

FOR MORE INFORMATION PLEASE VISIT: [WWW.PON.HARVARD.EDU](http://WWW.PON.HARVARD.EDU)

[www.blackwellpublishing.com/NEJO](http://www.blackwellpublishing.com/NEJO)

ISSN: 0748-4526  
VOLUME 21 (2005)  
4 ISSUES PER YEAR

NEW

## Strategy in Transition

Edited by **RICHARD BETTIS**

University of North Carolina at Chapel Hill

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

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

## Mergers and Acquisitions

Creating Integrative Knowledge

Edited by **AMY L. PABLO & MANSOUR JAVIDAN**

University of Calgary; Thunderbird, The Garvin School of International Management

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

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

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

## The SMS Blackwell Handbook of Organizational Capabilities

Emergence, Development and Change

Edited by **CONSTANCE E. HELFAT**

Dartmouth College

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

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

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

NEW IN 2005

## Restructuring Strategy

New Networks and Industry Challenges

Edited by **KAREL O. COOL, JAMES E. HENDERSON & RENE ABATE**

INSEAD; Babson College; The Boston Consulting Group

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

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

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

NEW

## Innovating Strategy Processes

Edited by **STEVEN W. FLOYD, JOHAN ROOS, CLAUD D. JACOBS & FRANZ W. KELLERMANN**

University of Connecticut; Mississippi State University; Imagination Lab Foundation; Imagination Lab Foundation

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

BALA CHAKRAVARTHY, IMD, SWITZERLAND

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

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

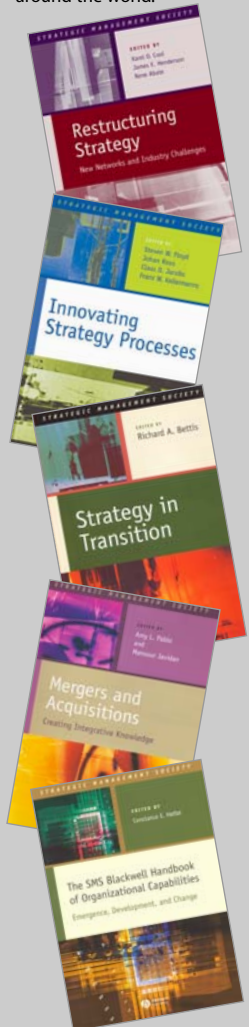
SERIES

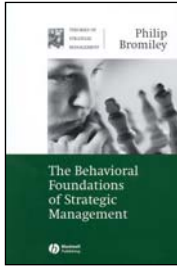
## Strategic Management Society Series

**MICHAEL A. HITT**

Texas A & M University

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



**NEW**

## The Behavioral Foundations of Strategic Management

**PHILIP BROMILEY**

*University of Minnesota*

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

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

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

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

**FORTHCOMING**

## E-Business Models

**THOMAS BRUSH**

*Purdue University*

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

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

**NEW EDITION**

## The Strategy Reader

Second Edition

**Edited by SUSAN SEGAL-HORN**

*Open University Business School*

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

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

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

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

## Strategic Management

Issues and Cases

Second Edition

**PAUL DOBSON, KEN STARKEY & JOHN RICHARDS**

*Loughborough University; University of Nottingham; University of Nottingham*

Fully revised and extended to take account of the latest developments in the field of strategic management, the second edition of this highly successful text features:

- ⊙ Twelve new cases
- ⊙ New chapters on issues relating to the resource-based view of the firm, innovation, learning, and the 'new economy'
- ⊙ A new concluding chapter looking at present and future issues in strategic management.

The text continues to combine the latest management concepts with an emphasis on current business applications and implementation.

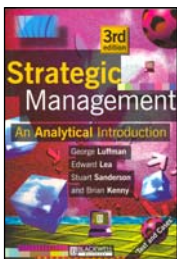
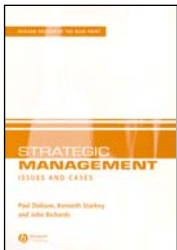
264 PAGES / 1-4051-1181-X PB / **MARCH 2004**

**ALSO OF INTEREST**

**Strategic Management: An Analytical Introduction, Third Edition**

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

512 PAGES / 0-631-20104-1 PB / **1996**





NEW EDITION

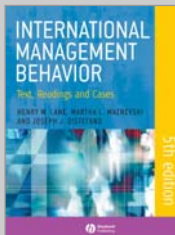
## International Management Behavior

Text, Readings and Cases  
Fifth Edition

**HENRY W. LANE, JOSEPH DISTEFANO & MARTHA L. MAZNEVSKI**

*Northeastern University; International Institute for Management, Lausanne; International Institute for Management Development, Switzerland*

**INTERNATIONAL MANAGEMENT BEHAVIOR, FIFTH EDITION** helps students develop the knowledge, perspective and skills they need in order to conduct global business successfully. The combination of well-chosen cases, current readings, and text provides them with an excellent introduction to real-life management issues and a field-tested framework for understanding cross-cultural dynamics.



For the fifth edition, the text has been thoroughly updated in light of the authors' classroom experience, as well as feedback from professors and students who have used it. The 'Text' and 'Readings' sections now reflect new thinking on regional cultures, the global mindset, network organizations, Asian values, global business ethics, and sensemaking; while approximately half the 'Cases' have been replaced with more current material, such as Enron, NES China, House of Prince, and Yahoo.

An accompanying website featuring lecturer resources is also available at [www.blackwellpublishing.com/lane](http://www.blackwellpublishing.com/lane)

1616 PAGES / 1-4051-2671-X PB / JULY 2005

## International Management

Cross-Boundary Challenges

**PAUL N. GOODERHAM & ODD NORDHAUG**

*Both Norwegian School of Economics and Business Administration*

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

MICHAEL SEGALLA, GROUPE HEC

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

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

## Intercultural Communication

A Discourse Approach  
Second Edition

**RON SCOLLON & SUZANNE WONG SCOLLON**

*Both Georgetown University*

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

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

NEW EDITION OF A KEY TEXTBOOK

## International Management

Cross-Cultural Dimensions  
Third Edition

**RICHARD MEAD**

*University of London*

This comprehensive introduction to cross-cultural management demonstrates how cultural factors influence behavior in the boardroom and the workplace, and examines the skills needed to manage across national borders.

For the third edition, the text has been extensively revised and updated to include new material on globalization and localization, strategic management, and the knowledge company. In addition, it has been restructured to look initially at how culture affects the structures and systems of a company, and then at how these internal arrangements influence international and strategic management. An appendix on dissertation and project writing has been added to make the text even more student-friendly.

As in previous editions, the numerous examples included in the book are drawn from a wide variety of sources and are truly international, being sourced from the US, Europe, and Southeast Asia. This book is also accompanied by online lecturer resources at [www.blackwellpublishing.com/mead](http://www.blackwellpublishing.com/mead).

472 PAGES / 0-631-23177-3 PB / SEPTEMBER 2004

## Blunders in International Business

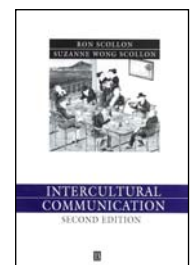
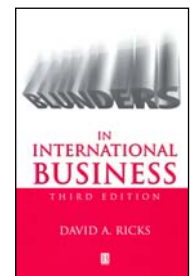
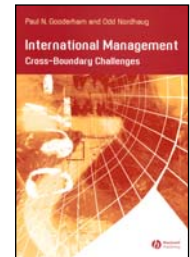
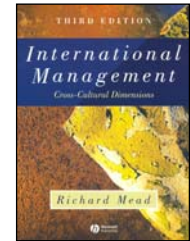
Third Edition

**DAVID A. RICKS**

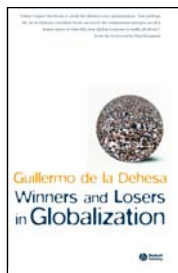
*University of Missouri, St Louis*

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

184 PAGES / 0-631-21912-9 HB / 0-631-21776-2 PB / 1999







NEW IN 2005

## Winners and Losers in Globalization

**GUILLERMO DE LA DEHESA**  
*Centre for Economic Policy Research, London*

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

232 PAGES / 1-4051-3382-1 HB / AUGUST 2005



## Integration in an Expanding European Union

Reassessing the Fundamentals

**Edited by JOSEPH H.H. WEILER, IAIN BEGG & JOHN PETERSON**

*New York University; London School of Economics; University of Glasgow*

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

SERIES: JOURNAL OF COMMON MARKET STUDIES  
 SERIES EDITOR: LEE MILES  
 436 PAGES / 1-4051-1232-8 PB / 2003



NEW IN 2005

## The European Union

Annual Review 2004/2005

**Edited by LEE MILES**  
*University of Hull*

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

SERIES: JOURNAL OF COMMON MARKET STUDIES  
 SERIES EDITOR: LEE MILES  
 200 PAGES / 1-4051-2986-7 PB / SEPTEMBER 2005

ALSO OF INTEREST

**The European Union: Annual Review 2003/2004**

Edited by LEE MILES

224 PAGES / 1-4051-1919-5 PB / SEPTEMBER 2004

**The European Union: Annual Review 2002/2003**

Edited by LEE MILES

224 PAGES / 1-4051-0877-0 PB / 2003



JOURNALS

NOW ACCEPTED BY THE  
 ISI SOCIAL SCIENCES  
 CITATION INDEX

## Global Networks

**Edited by ALISDAIR ROGERS,  
 STEVE VERTOVEC & ROBIN  
 COHEN**

**GLOBAL NETWORKS** publishes high-quality, peer-reviewed research on global networks, transnational affairs and practices, and their relation to wider theories of globalization. The journal provides a forum for discussion, debate and the refinement of key ideas in this emerging field. The international team of editors is committed to open and critical dialogue and encourages the reasoned scrutiny of claims about the coming shape of the world.

### SAMPLE CONTENTS

- ④ Globalization, the Knowledge Society, and the Network State: Poulantzias at the Millennium  
*Martin Conroy and Manuel Castells*
- ④ Trust, Commitment and Team Working: The Paradox of Virtual Organizations  
*Alf Crossman and Liz Lee-Kelley*
- ④ Networks of Organizational Learning and Adaptation in Retail TNCs  
*Andrew Currah and Neil Wrigley*
- ④ Coming Full Circle? Forging Missing Links along Nike's Integrated Production Networks  
*Jessica Rothenberg-Aalami*

WWW.  
[blackwellpublishing.com/GLOB](http://blackwellpublishing.com/GLOB)

ISSN: 1470-2266  
 VOLUME 5 (2005), 4 ISSUES PER YEAR

## The Economics of Transition

**Edited by PHILIPPE AGHION  
 & WENDY CARLIN**

**THE ECONOMICS OF TRANSITION** publishes high-quality, refereed articles on the economics of transition towards developed market systems. It includes innovative theoretical work, as well as econometric analyses of the process of economic reform. It also includes policy symposia and regular book reviews. In order to reflect the recent evolutionary changes in the study of transition, **THE ECONOMICS OF TRANSITION** has broadened its scope to include the analysis of the institutional features that produce (or may prevent) high and durable growth and welfare in the new market economies.

### SAMPLE CONTENTS

- ④ Federal Tax Arrears in Russia: Liquidity Problems, Federal Redistribution or Regional Resistance?  
*Maria Ponomareva and Ekaterina Zhuravskaya*
- ④ Breaking up the Collective Farms  
*Martin Ravallion and Dominique van de Walle*
- ④ Determinants of Interregional Mobility in Russia  
*Yuri Andrienko and Sergei Guriev*

PUBLISHED ON BEHALF OF THE  
 EUROPEAN BANK FOR RECONSTRUCTION  
 AND DEVELOPMENT AND SITE.

WWW.  
[blackwellpublishing.com/ECOT](http://blackwellpublishing.com/ECOT)

ISSN: 0967-0750  
 VOLUME 13 (2005), 4 ISSUES PER YEAR

## NEW KEY TEXTBOOK

## HRM and Personnel Practice

A Comprehensive Guide to Theory and Practice  
Fourth Edition

Edited by  
**STEPHEN BACH**

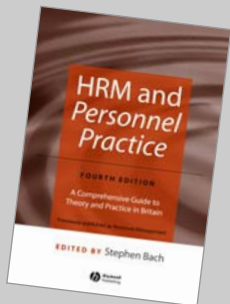
University of London

This new and thoroughly revised edition of the bestselling **PERSONNEL MANAGEMENT** text by Stephen Bach and Keith Sisson provides an authoritative analysis of the latest developments in the field for students and professionals.

New chapters reflect the importance of the EU dimension; the new diversity/race agenda led by Brussels; the extended, network organization; new training practices; and the growing importance of MNCs, both for the UK economy as a whole and as a guide to best practice.

In this new edition of a key textbook, the current complex HR scene with its different levels and layers is clearly and comprehensively explained.

480 PAGES  
1-4051-1850-4 HB  
1-4051-1851-2 PB / **OCTOBER 2005**



## NEW

## Managers of Innovation

Insights Into Making Innovation Happen

**JOHN STOREY & GRAEME SALAMAN**

Both Open University Business School

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

DAVID A. BUCHANAN, LEICESTER BUSINESS SCHOOL

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

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

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

## Human Resource Management

A Strategic Introduction  
Second Edition

**CHRISTOPHER MABEY & GRAEME SALAMAN**

Both Open University Business School

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

SERIES: MANAGEMENT, ORGANIZATIONS AND BUSINESS  
SERIES EDITOR: JOHN STOREY  
608 PAGES / 28 FIGURES / 0-631-20823-2 PB / **1998**

See page 23 for the *Blackwell Handbook of Personnel Selection*

## FORTHCOMING

## Blackwell Handbook of Mediation

Foundations of Effective Mediation

Edited by **MARGARET HERRMAN**

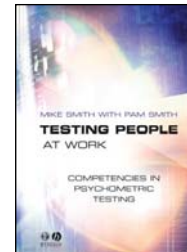
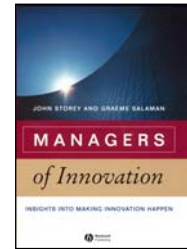
University of Georgia

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

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

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

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



## NEW

## Testing People at Work

Competencies in Psychometric Testing

**MIKE SMITH & PAM SMITH**

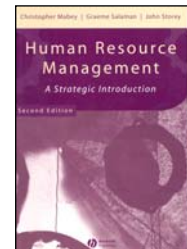
UMIST

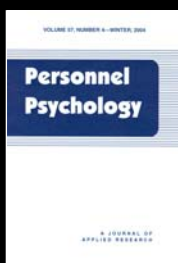
*"At last! A superbly practical book which takes you through the stages of psychometric testing sequentially, but also integrates theory and statistics into the story. The Smiths have provided all would-be practitioners with an indispensable tool for their learning, development, and reference."*

PETER HERIOT, OPEN UNIVERSITY BUSINESS SCHOOL

This authoritative and practical text is accompanied by supplementary online material at [www.blackwellpublishing.com/testing](http://www.blackwellpublishing.com/testing).

400 PAGES  
1-4051-0817-7 HB / 1-4051-0818-5 PB / **DECEMBER 2004**





## International Journal of Training and Development

Edited by PAUL LEWIS, WILLIAM J. ROTHWELL & LU FENG

The effective use of human resources is seen as a prerequisite for improving national and corporate economic performance. This has led to training and development increasing its importance as an academic subject. The **JOURNAL** is an international forum for the reporting of high-quality research, analysis and debate for the benefit of the academic and corporate communities, as well as those engaged in public policy formulation and implementation.

### SAMPLE CONTENTS

- ⊗ Company Training in the United States 1970-2000: What Have Been the Trends over Time?  
*David Stern, Yingquan Song and Bridget O'Brien*
- ⊗ Skill Upgrading within Informal Training: Lessons from the Indian Auto Mechanic  
*Jamie Barber*
- ⊗ Learning Conditions at Work: A Framework to Understand and Assess Informal Learning in the Workplace  
*Sveinung Skule*
- ⊗ The Impact of Organizational Structure and Practices on Learning in the Workplace  
*David N. Ashton*
- ⊗ When Absorptive Capacity meets Institutions and (E)learners: Adopting, Diffusing and Exploiting E-learning in Organizations  
*Graeme Martin, Jane Massy and Thomas Clarke*

[www.blackwellpublishing.com/IJTD](http://www.blackwellpublishing.com/IJTD)

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

## New Technology, Work and Employment

Edited by CHRISTOPHER BALDRY

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

### RECENT SPECIAL ISSUES

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

### SAMPLE CONTENTS

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

[www.blackwellpublishing.com/NTWE](http://www.blackwellpublishing.com/NTWE)

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

## Personnel Psychology

A Journal of Applied Research

Edited by ANN MARIE RYAN

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

### SAMPLE CONTENTS

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

[www.blackwellpublishing.com/PEPS](http://www.blackwellpublishing.com/PEPS)

ISSN: 0031-5826  
VOLUME 58 (2005), 4 ISSUES PER YEAR

## Gender, Work and Organization

Edited by DAVID KNIGHTS & DEBORAH KERFOOT

Awareness of gender as a central feature of all

aspects of everyday life and society has become more and more widespread.

Appropriately, social sciences research is

reflecting this increasing concern with gender, especially in the field of work and organization where this journal is focused. **GENDER, WORK AND ORGANIZATION** is the first journal to bring together a wide range of interdisciplinary and multidisciplinary research in this field into a new international forum for debate and analysis. Contributions are invited from all disciplinary perspectives including anthropology, history, labor economics, law, philosophy, politics, psychology, and sociology.

### SAMPLE CONTENTS

- ☉ Queering Management and Organization  
*Martin Parker*
- ☉ Organizing Gender? Looking at Metaphors as Frames of Meaning in Gender/Organizational Texts  
*Pauline Leonard*
- ☉ Distorted Views through The Glass Ceiling: The Construction of Women's Understandings of Promotion and Senior Management Positions  
*Sonia Liff and Kate Ward*

[www.blackwellpublishing.com/GWAO](http://www.blackwellpublishing.com/GWAO)

ISSN: 0968-6673  
VOLUME 12 (2005), BI-MONTHLY



## Reader in Gender, Work and Organization

ROBIN J. ELY,  
ERICA GABRIELLE FOLDY  
& MAUREEN A. SCULLY

All Center for Gender in Organizations,  
Simmons School of Management

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

DAVID A. THOMAS,  
HARVARD BUSINESS SCHOOL

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

## The Psychology and Management of Workplace Diversity

Edited by  
MARGARET S. STOCKDALE  
& FAYE J. CROSBY

Southern Illinois University; University of  
California at Santa Cruz

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

400 PAGES / 11 FIGURES  
1-4051-0099-0 HB  
1-4051-0096-6 PB / 2003

### FORTHCOMING

Learning and Development  
for Eugene

EUGENE SADLER-SMITH  
352 PAGES  
1-4051-2981-6 HB  
1-4051-2982-4 PB / DECEMBER 2005

## Building Team-based Working

A Practical Guide to Organizational Transformation

MICHAEL A. WEST & LYNN MARKIEWICZ

Aston University, Birmingham; Aston Organization Development Ltd

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

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

## Effective Teamwork

Practical Lessons from Organizational Research  
Second Edition

MICHAEL A. WEST

Aston University, Birmingham

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

NIGEL NICHOLSON, LONDON BUSINESS SCHOOL

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

## Leading in Turbulent Times

Managing in the New World of Work

Edited by RONALD J. BURKE & CARY L. COOPER

York University, Toronto; Lancaster University

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

MITCH ROTHSTEIN, IVEY SCHOOL OF BUSINESS, CANADA

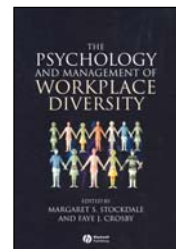
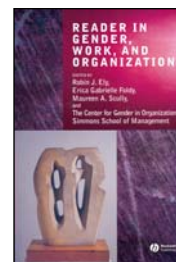
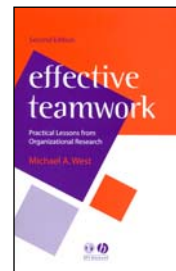
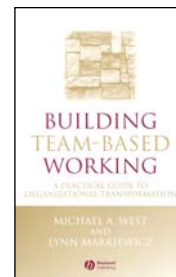
SERIES: MANCHESTER BUSINESS AND MANAGEMENT SERIES  
352 PAGES / 1-4051-1522-X HB / 2003

### ALSO OF INTEREST

International HRM

Edited by MARYANN H. ALBRECHT

416 PAGES / 16 FIGURES, 32 TABLES AND BOXES  
0-631-21922-6 PB / 2000





## NEW SERIES

## Global Dimensions of Business Management

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

This major new series provides authoritative international business and management material for graduate students. Concentrating on the strategic and practical implications in each topic area, it provides material and commentary on emergent and changing trends, as well as reviewing established knowledge.

Each book includes focused, topic-based summaries of the key global developments in the different sub-disciplines of business.



## The Future of Global Financial Services

ROBERT GROSSE

*Thunderbird, The Garvin School of International Management*

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

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

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

## FORTHCOMING

## Global Dimensions of HRM

PAULA CALIGIURI, ALLAN BIRD &  
MARK E. MENDENHALL

*Rutgers University; University of Missouri, St Louis; University of Tennessee at Chattanooga*

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

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

## FORTHCOMING

## Global Dimensions of eCommerce

SAEED SAMIEE

*University of Tulsa*

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

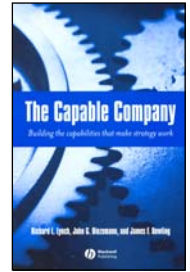
SERIES: GLOBAL DIMENSIONS OF BUSINESS  
224 PAGES / 1-4051-2617-5 HB / 1-4051-2616-7 PB / 2006

## The Capable Company

Building the capabilities that make strategy work

RICHARD L. LYNCH,  
JOHN G. DIEZEMANN &  
JAMES F. DOWLING

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



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

KENNETH D. TUCHMAN, CHAIRMAN AND CEO, TELETECH HOLDINGS

232 PAGES / 1-4051-1182-8 PB / 2003

## Managing Your Self

Management by Detached Involvement

JAGDISH PARIKH

*Vice-Chairman of the World Business Academy*

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

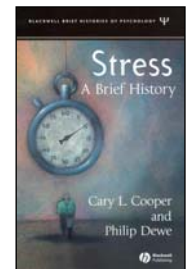
SERIES: DEVELOPMENTAL MANAGEMENT  
SERIES EDITOR: RONNIE LESSEM  
200 PAGES / 0-631-19307-3 PB / 1993

## Stress

A Brief History

CARY L. COOPER & PHILIP DEWE

*Lancaster University; Birkbeck College, London*



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

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

## ALSO OF INTEREST

**The Blackwell Cultural Economy Reader**

ASH AMIN & NIGEL J. THRIFT

448 PAGES / 7 FIGURES / 0-631-23428-4 HB / 0-631-23429-2 PB / 2003



# Journal of Management Studies

Edited by TIMOTHY CLARK, STEVEN W. FLOYD & MIKE WRIGHT

"The *Journal of Management Studies* is now one of the premier management journals. It represents a collection of cutting-edge studies of organizational issues that, most importantly, are not constrained by a parochial mentality. Work published in *JMS* is an essential reference point for the conduct of excellent research by both micro- and macro-organization researchers."

CHUNGMING LAU, DEPARTMENT OF MANAGEMENT, CHINESE UNIVERSITY OF HONG KONG

Consistently highly ranked in the management section of the ISI Social Sciences Citation Index, the **JOURNAL OF MANAGEMENT STUDIES (JMS)** is a globally respected journal with a long-established history of innovation and excellence in management research. International in scope and readership, **JMS** is a multidisciplinary journal, publishing articles on organization theory and behavior, strategic and human resource management - from empirical studies and theoretical developments to practical applications.

The **JOURNAL** provides in-depth coverage of organizational problems and organization theory, reports on the latest developments in strategic management and planning, cross-cultural comparisons of organizational effectiveness, and concise reviews of the latest publications in management studies.

## SAMPLE CONTENTS

- ⊙ Team Learning from Mistakes: The Contribution of Cooperative Goals and Problem-Solving  
*Dean Tjosvold, Zi-you Yu and Chun Hui*
- ⊙ The Definition of Strategic Liabilities, and their Impact on Firm Performance  
*Richard J. Arend*
- ⊙ 'A Land of Milk and Honey'? Reengineering the 'Past' and 'Present' in a Call Centre  
*Darren McCabe*
- ⊙ When Production and Consumption Meet: Cultural Contradictions and the Enchanting Myth of Customer Sovereignty  
*Marek Korczynski and Ursula Ott*

[www.blackwellpublishing.com/JMS](http://www.blackwellpublishing.com/JMS)

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

LAUNCHING IN 2005 ~ ISSUE 1 AVAILABLE FREE ONLINE!

# Management and Organization Review

Edited by ANNE S. TSUI

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

- ⊙ Fundamental research in management
- ⊙ International and comparative management
- ⊙ Chinese management, including research on the management and organization of Chinese companies and multinational companies operating in China.

**MOR** encourages variety, inviting indigenous, cross-cultural, and comparative research on traditional and non-traditional topics. For papers that are not China-specific, we encourage authors to discuss or speculate about the implications of their theories and findings for research in the Chinese context if appropriate.

## SAMPLE CONTENTS

- ⊙ Parochialism in the Evolution of a Research Community: the Case of Organization Studies  
*James G. March*
- ⊙ Market Transition and the Firm: Institutional Change and Income Inequality in Urban China  
*Victor Nee and Yang Cao*
- ⊙ Managing Indefinite Boundaries: The Strategy and Structure of a Chinese Business Firm  
*Marshall W. Meyer and Xiaohui Lu*
- ⊙ 'How do I Choose Thee? Let Me Count the Ways': A Textual Analysis of Similarities and Differences in Modes of Decision-making in China and the United States  
*Elke U. Weber, Daniel R. Ames and Ann-Renée Blais*
- ⊙ An Organizational Perspective of Corruption  
*Yadong Luo*

THE OFFICIAL JOURNAL OF THE INTERNATIONAL ASSOCIATION FOR CHINESE MANAGEMENT RESEARCH. ALSO SPONSORED BY HONG KONG UNIVERSITY OF SCIENCE AND TECHNOLOGY AND PEKING UNIVERSITY.

[www.blackwellpublishing.com/MOR](http://www.blackwellpublishing.com/MOR)

ISSN 1740-8776, VOLUME 1 (2005), 3 ISSUES PER YEAR

## JOURNALS



## JOURNALS



## NEW TO BLACKWELL PUBLISHING

## Family Business Review

Edited by JOSEPH H. ASTRACHAN

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

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

PUBLISHED ON BEHALF OF THE FAMILY FIRM INSTITUTE, INC.

FOR MORE INFORMATION ON THE FFI, VISIT: [WWW.FFI.ORG](http://WWW.FFI.ORG)

[www.blackwellpublishing.com/FABR](http://www.blackwellpublishing.com/FABR)

ISSN: 0894-4865, VOLUME 18 (2005), 4 ISSUES PER YEAR



## NOW PUBLISHING 6 ISSUES PER VOLUME

## Entrepreneurship Theory and Practice

Edited by D. RAY BAGBY

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

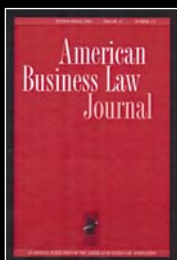
- ☉ Towards a Theory of Entrepreneurial Cognition: Rethinking the People Side of Entrepreneurship Research  
*Ronald K. Mitchell, Lowell Busenitz, Theresa Lant, Patricia P. McDougall, Eric A. Morse and J. Brock Smith*

THE OFFICIAL JOURNAL OF THE UNITED STATES ASSOCIATION FOR SMALL BUSINESS AND ENTREPRENEURSHIP

FOR MORE INFORMATION ON USASBE, VISIT: [WWW.USASBE.ORG](http://WWW.USASBE.ORG)

[www.blackwellpublishing.com/ETAP](http://www.blackwellpublishing.com/ETAP)

ISSN: 1042-2587, VOLUME 29 (2005), 6 ISSUES PER YEAR



## Journal of Small Business Management

Edited by DANIEL L. MCCONAUGHY & CHANDRA S. MISHRA

The **JOURNAL OF SMALL BUSINESS MANAGEMENT (JSBM)** features highly refereed articles on small business and entrepreneurship theory and practice. The **JOURNAL**, which is circulated in 60 countries around the world, is a leader in the field of small business research.

- ☉ 'Who Done It?' Attributions by Entrepreneurs and Experts of the Factors that Cause and Impede Small Business Success  
*Edward G. Rogoff, Myung-Soo Lee and Dong-Churl Suh*

PUBLISHED ON BEHALF OF THE INTERNATIONAL COUNCIL FOR SMALL BUSINESS AND THE WEST VIRGINIA UNIVERSITY BUREAU OF BUSINESS AND ECONOMIC RESEARCH

FOR MORE INFORMATION ON THE ICSB, VISIT: [WWW.ICSB.ORG](http://WWW.ICSB.ORG)

FOR MORE INFORMATION ON THE BBER AT WEST VIRGINIA UNIVERSITY, VISIT: [WWW.BBER.WVU.EDU](http://WWW.BBER.WVU.EDU)

[www.blackwellpublishing.com/JSBM](http://www.blackwellpublishing.com/JSBM)

ISSN: 0047-2778, VOLUME 43 (2005), 4 ISSUES PER YEAR

## NEW TO BLACKWELL PUBLISHING

## American Business Law Journal

Edited by JOAN T.A. GABEL

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

- ☉ Good Faith and Wrongful Termination in Canada and the United States: A Comparative and Relational Inquiry  
*Robert C. Bird and Darren Charters*

PUBLISHED ON BEHALF OF THE ACADEMY OF LEGAL STUDIES IN BUSINESS

FOR MORE INFORMATION ON THE ALSB, VISIT: [WWW.ALSB.ORG](http://WWW.ALSB.ORG)

[www.blackwellpublishing.com/ABLJ](http://www.blackwellpublishing.com/ABLJ)

ISSN: 0002-7766, VOLUME 42 (2005), 4 ISSUES PER YEAR

RANKED 14TH BY THE ISI

## British Journal of Management

Edited by GERARD P. HODGKINSON

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

### RECENT SPECIAL ISSUES

- ⑨ Knowledge Construction and Creation in Organizations  
*Haridimos Tsoukas and Nikos Mylonopoulos*
- ⑨ On the 'Organizational Identity' Metaphor  
*J. P. Cornelissen*
- ⑨ On Celebrating the Organizational Identity Metaphor: A Rejoinder to Cornelissen  
*Dennis A. Gioia, Majken Schultz and Kevin G. Corley*
- ⑨ Studying the Accuracy of Managers' Perceptions: A Research Odyssey  
*John M. Mezas and William H. Starbuck*
- ⑨ Developing the Concept of Transparency for Use in Supply Relationships  
*Richard Lamming, Nigel Caldwell and Deborah Harrison*
- ⑨ National Competitiveness: A Question of Cost Conditions or Institutional Circumstances?  
*Edmund R. Thompson*
- ⑨ Journal Rankings in Business and Management and the 2001 Research Assessment Exercise in the UK  
*Janet Geary, Liz Marriott and Michael Rowlinson*

A subscription to **BRITISH JOURNAL OF MANAGEMENT** includes *International Journal of Management Reviews*. See right.

AN OFFICIAL JOURNAL OF THE BRITISH ACADEMY OF MANAGEMENT

MEMBERSHIP TO BRITISH ACADEMY OF MANAGEMENT INCLUDES A SUBSCRIPTION TO BRITISH JOURNAL OF MANAGEMENT AND INTERNATIONAL JOURNAL OF MANAGEMENT REVIEWS. TO JOIN THE BRITISH ACADEMY OF MANAGEMENT (OR TO RENEW YOUR MEMBERSHIP) PLEASE VISIT [WWW.BAM.AC.UK](http://WWW.BAM.AC.UK)

[www.blackwellpublishing.com/BJOM](http://www.blackwellpublishing.com/BJOM)

ISSN: 1045-3172, VOLUME 16 (2005), 5 ISSUES PER YEAR AND 4 ISSUES OF THE INTERNATIONAL JOURNAL OF MANAGEMENT REVIEWS

ISI RANKED ~ NEW EDITORS

## International Journal of Management Reviews

Edited by STEVEN ARMSTRONG & ADRIAN WILKINSON

As the first reviews journal in the field of business management, the **INTERNATIONAL JOURNAL OF MANAGEMENT REVIEWS (IJMR)** is an essential reference tool for business academics and MBA students alike. The journal covers all the main management sub-disciplines - from accounting and entrepreneurship to strategy and technology management. All articles are specially commissioned from leading international experts in the field.

The **IJMR** complements the other publications produced by the British Academy of Management and is deliberately targeted at a wide readership interested in business and management. The **JOURNAL** publishes literature surveys and reviews that are authoritative in their content, form and balance. These will address the intellectual and academic needs of the broad academic management community both in the UK and on a wider global scale.

### SAMPLE CONTENTS

- ⑨ The Role of Top Management Teams in Formulating and Implementing Turnaround Strategies: A Review and Research Agenda  
*Franz T. Lohrke, Arthur G. Bedeian and Timothy B. Palmer*
- ⑨ Managing People and Performance: An Evidence Based Framework Applied to Health Service Organizations  
*Susan Michie and Michael A. West*
- ⑨ Flexible Employment Contracts, the Psychological Contract and Employee Outcomes: An Analysis and Review of the Evidence  
*David Guest*
- ⑨ Organizational Failure: A Critique of Recent Research and a Proposed Integrative Framework  
*Kamel Mellahi and Adrian Wilkinson*

AN OFFICIAL JOURNAL OF THE BRITISH ACADEMY OF MANAGEMENT

MEMBERSHIP TO THE ACADEMY INCLUDES A SUBSCRIPTION TO THE BRITISH JOURNAL OF MANAGEMENT AND INTERNATIONAL JOURNAL OF MANAGEMENT REVIEWS. TO JOIN THE BRITISH ACADEMY OF MANAGEMENT (OR TO RENEW YOUR MEMBERSHIP) PLEASE VISIT [WWW.BAM.AC.UK](http://WWW.BAM.AC.UK)

[www.blackwellpublishing.com/IJMR](http://www.blackwellpublishing.com/IJMR)

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

JOURNALS





## Guide to Management Research Methods

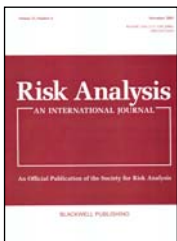
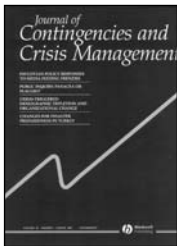
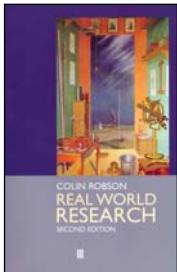
MANDY VAN DER VELDE, PAUL JANSEN & NEIL ANDERSON

Utrecht University; Vrije University Amsterdam; University of Amsterdam

*"This is a thoroughly user-friendly introduction to business research methods, taking students through the research process in a logical and applied way. I see it being recommended on many courses, both final-year undergraduate and MBA."*

JOHN HASSARD, UMIST

264 PAGES  
1-4051-1512-2 PB / 2003



## Real World Research

A Resource for Social Scientists and Practitioner-Researchers  
Second Edition

COLIN ROBSON  
University of Huddersfield

This successful text furnishes students with the skills necessary to conduct research, in real world situations.

For sample chapters please visit [www.blackwellpublishing.com/robson](http://www.blackwellpublishing.com/robson)

624 PAGES / 53 FIGURES  
0-631-21304-X HB  
0-631-21305-8 PB / 2002

## JOURNALS

### Journal of Contingencies and Crisis Management

Edited by URIEL ROSENTHAL & ALEXANDER KOUZIM

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

[www.blackwellpublishing.com/JCCM](http://www.blackwellpublishing.com/JCCM)

0966-0879, VOLUME 13 (2005), 4 ISSUES PER YEAR

### Risk Analysis

An International Journal

Edited by ELIZABETH L. ANDERSON

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

PUBLISHED ON BEHALF OF THE SOCIETY FOR RISK ANALYSIS

FOR MORE INFORMATION ON THE SRA, INCLUDING MEMBERSHIP DETAILS, VISIT: [WWW.SRA.ORG](http://WWW.SRA.ORG)

[www.blackwellpublishing.com/RISK](http://www.blackwellpublishing.com/RISK)

ISSN: 0272-4332, VOLUME 25 (2005) 6 ISSUES PER YEAR

### Journal of Risk & Insurance

Edited by RICHARD MACMINN & PATRICK BROCKETT

The **JOURNAL OF RISK AND INSURANCE (JRI)** is the flagship journal for the American Risk and Insurance Association. The **JRI** publishes both theoretical and empirical works of rigorous, original research in insurance economics and risk management. It is the most recognized academic insurance and risk management journal in the world.

[www.blackwellpublishing.com/JRI](http://www.blackwellpublishing.com/JRI)

ISSN: 0022-4367, VOLUME 72 (2005), 4 ISSUES PER YEAR

### Risk Management & Insurance Review

Edited by MARY A. WEISS

**RISK MANAGEMENT AND INSURANCE REVIEW** publishes respected, accessible, and high-quality applied research, and well-reasoned opinion and discussion in the field of risk and insurance.

[www.blackwellpublishing.com/RMIR](http://www.blackwellpublishing.com/RMIR)

ISSN: 1098-1616, VOLUME 8 (2005), 2 ISSUES PER YEAR

BOTH JOURNALS ARE PUBLISHED ON BEHALF OF THE AMERICAN RISK AND INSURANCE ASSOCIATION

MEMBERSHIP TO ARIA INCLUDES A SUBSCRIPTION TO BOTH THE **JOURNAL OF RISK & INSURANCE** AND **RISK MANAGEMENT & INSURANCE REVIEW**. FOR MORE INFORMATION, VISIT: [WWW.ARIA.ORG](http://WWW.ARIA.ORG)

# The Blackwell Handbook of Principles of Organizational Behavior

EDWIN A. LOCKE

University of Maryland

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

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

SERIES: BLACKWELL HANDBOOKS IN MANAGEMENT  
488 PAGES / 11 FIGURES; 5 TABLES  
0-631-21505-0 HB 2000  
0-631-21506-9 PB 2003

## ALSO OF INTEREST

### The Blackwell Handbook of Entrepreneurship

Edited by DONALD SEXTON & HANS LANDSTROM

SERIES: BLACKWELL HANDBOOKS IN MANAGEMENT  
480 PAGES  
0-631-21573-5 HB / 1999

# The Blackwell Handbook of Cross-Cultural Management

Edited by MARTIN J. GANNON & KAREN L. NEWMAN

California State University; University of Richmond

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

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

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

# The Blackwell Handbook of Global Management

A Guide to Managing Complexity

Edited by HENRY W. LANE, MARTHA L. MAZNEVSKI, MARK E. MENDENHALL & JEANNE MCNETT

Northwestern University; International Institute for Management, Lausanne; University of Tennessee at Chattanooga; Assumption College

This is a benchmark overview of current approaches and research in the study of international management and organizations, with a focus on implementation issues in a globalized context.

The volume is structured into sections and topical subjects covered include:

- ⊙ Developing a global mindset
- ⊙ Managing global virtual teams
- ⊙ Knowledge management in multinationals
- ⊙ The effects of globalization.

SERIES: BLACKWELL HANDBOOKS IN MANAGEMENT  
504 PAGES / 0-631-23193-5 HB / 2003

## NEW IN 2005

# The Blackwell Handbook of Personnel Selection

Edited by ARNE EVERS, NEIL ANDERSON & OLGA VOSKUJIL

All University of Amsterdam

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

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

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

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

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

## NEW IN PAPERBACK 2005

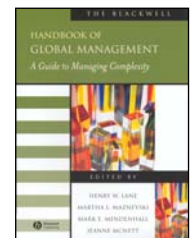
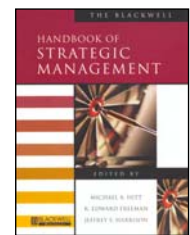
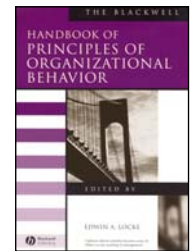
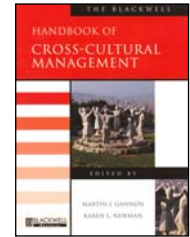
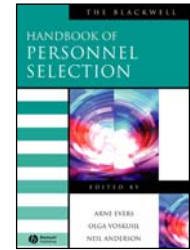
# The Blackwell Handbook of Strategic Management

Edited by MICHAEL A. HITT, R. EDWARD FREEMAN & JEFFREY S. HARRISON

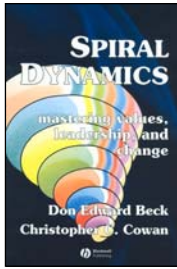
Texas A & M University; University of Virginia; University of Florida

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

SERIES: BLACKWELL HANDBOOKS IN MANAGEMENT  
744 PAGES / 29 FIGURES, 15 TABLES  
0-631-21860-2 HB 2001 / 0-631-21861-0 PB JUNE 2005







NEW IN PAPERBACK IN 2005

## Spiral Dynamics

Mastering Values, Leadership and Change

**DON EDWARD BECK & CHRISTOPHER C. COWAN**

*Both National Values Center, Texas*

Now available in paperback, this bestselling book focuses on cutting-edge leadership, management systems, processes, procedures, and techniques, to synthesize changes such as increasing cultural diversity, powerful new social responsibility initiatives, and the arrival of a truly global marketplace.

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

352 PAGES  
1-55786-940-5 HB 1996  
1-4051-3356-2 PB MAY 2005

## Business Functions

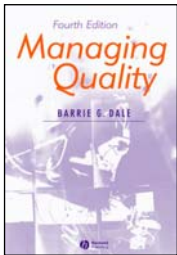
An Active Learning Approach

**JIM PEARCE, LYNNE BUTEL, JACQUELINE MCINTYRE, TONY CURTIS, DAVID SMITH & CHRISTINE SWALES**

*University of Plymouth; University of Plymouth; Open Learning Foundation; University of Plymouth; Open Learning Foundation; University of Plymouth*

This introduction to business functions delivers the knowledge and skills required to understand the key characteristics of business organizations and the core functions that contribute to their operations.

SERIES: OPEN LEARNING FOUNDATION  
SERIES EDITOR: MART GIBSON  
624 PAGES / 0-631-20177-7 PB / 1998



## Managing Quality

Fourth Edition

Edited by **BARRIE G. DALE**

*UMIST*

This popular and comprehensive text gives the reader an appreciation of the concepts and principles of total quality management (TQM) and serves as an authoritative source of reference for the many associated tools, techniques and systems.

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

552 PAGES / 78 FIGURES  
0-631-23614-7 PB / 2003

## Corporate Governance

Third Edition

**ROBERT MONKS & NELL MINOW**

*Lens Inc*

*"Authoritative and informative, with some fascinating case vignettes ... A monumental work."*

BOB TRICKER, EDITOR, CORPORATE GOVERNANCE

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

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

584 PAGES / 20 FIGURES  
1-4051-1698-6 PB / 2003

JOURNALS

## Business and Society Review

Edited by **ROBERT E. FREDERICK**

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

PUBLISHED ON BEHALF OF THE CENTER FOR BUSINESS ETHICS  
AT BENTLEY COLLEGE

[www.blackwellpublishing.com/BASR](http://www.blackwellpublishing.com/BASR)

ISSN: 0045-3609, VOLUME 110 (2005), 4 ISSUES PER YEAR



INCREASING TO 6 ISSUES

## Corporate Governance: An International Review

Edited by **CHRISTINE MALLIN**

*"Essential reading for those interested in the latest research findings and in the way in which corporate governance is developing worldwide."*

SIR ADRIAN CADBURY, CHANCELLOR OF ASTON UNIVERSITY

**CG:IR** acts as a forum for the exchange of information, insights and knowledge based on both theoretical development and practical experience. It is committed to facilitating the growth of corporate governance theory through discussion and debate in order to encourage more effective boards and to produce better directors in practice.

[www.blackwellpublishing.com/CORG](http://www.blackwellpublishing.com/CORG)

ISSN: 0964-8410, VOLUME 13 (2005), 6 ISSUES PER YEAR

NEW

## Management Ethics

**NORMAN E. BOWIE** with **PATRICIA H. WERHANE**  
*University of Minnesota; University of Virginia*

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

Laura Hartman, DePaul University

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

## The Ethics of Information Technology and Business

**RICHARD T. DE GEORGE**  
*University of Kansas*

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

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

SERIES: FOUNDATIONS OF BUSINESS ETHICS  
 304 PAGES / 0-631-21424-0 HB / 0-631-21425-9 PB / **2002**

## Accounting Ethics

**RONALD F. DUSKA & BRENDA SHAY DUSKA**  
*The American College; Rosemont College*

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

Patricia H. Werhane, Darden Graduate School, University of Virginia

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

NEW

## Business Ethics and the Natural Environment

**LISA H. NEWTON**  
*Fairfield University*

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

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

## Employment and Employee Rights

**PATRICIA H. WERHANE, TARA J. RADIN**  
 with **NORMAN E. BOWIE**  
*University of Virginia; Hofstra University; University of Minnesota*

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

R. Edward Freeman, University of Virginia

SERIES: FOUNDATIONS OF BUSINESS ETHICS  
 232 PAGES / 0-631-21428-3 HB / 0-631-21429-1 PB / **2003**

## Ethics in Finance

**JOHN R. BOATRIGHT**  
*Loyola University*

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

SERIES: FOUNDATIONS OF BUSINESS ETHICS  
 224 PAGES / 0-631-21427-5 PB / **1999**

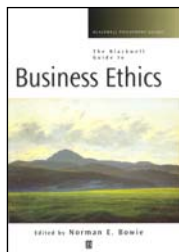
SERIES

## Foundation of Business Ethics Series

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

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





## The Blackwell Guide to Business Ethics

Edited by **NORMAN E. BOWIE**

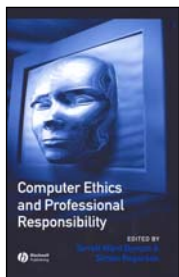
University of Minnesota

*"This masterful synthesis of theory and practice in business ethics provides insight into the role of ethics in present-day business practice. The book also offers intriguing perspectives on new directions for an evolving field."*

DIANA C. ROBERTSON, GOIZUETA BUSINESS SCHOOL, EMORY UNIVERSITY

Written by an international assembly of experts, this **GUIDE** acquaints the reader with ethical issues in the practice of business, theoretical and pedagogical issues, and important new directions in the field.

SERIES: BLACKWELL PHILOSOPHY GUIDES / SERIES EDITOR: STEVEN CAHN  
368 PAGES / 9 FIGURES / 0-631-22122-0 HB / 0-631-22123-9 PB / 2001



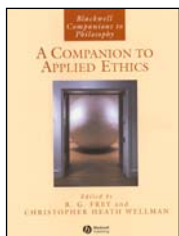
## Computer Ethics and Professional Responsibility

Edited by **TERRELL WARD BYNUM & SIMON ROGERSON**

Southern Connecticut State University; De Montfort University

This clear and accessible textbook and its associated website offer a state-of-the-art introduction to the burgeoning field of computer ethics and professional responsibility. Visit the book's website at [www.southernct.edu/organizations/RCCS/Textbook](http://www.southernct.edu/organizations/RCCS/Textbook)

376 PAGES / 1-85554-844-5 HB / 1-85554-845-3 PB / 2003



**NEW IN PAPERBACK 2005**

## A Companion to Applied Ethics

Edited by **R.G. FREY & CHRISTOPHER HEATH WELLMAN**

Bowling Green State University; Washington University in St. Louis

In this ambitious and authoritative account, leading figures of applied ethics track the growth of the field in specially commissioned essays. This volume will serve professionals as an indispensable resource, and, because it is written accessibly, will provide students and educated laymen with an excellent guide to the current state of play of major moral, social, and political issues.

SERIES: BLACKWELL COMPANIONS TO PHILOSOPHY  
720 PAGES / 5 FIGURES  
1-55786-594-9 HB 2003 / 1-4051-3345-7 PB JANUARY 2005

### JOURNALS

## Business Ethics: A European Review

Edited by **CHRISTOPHER COWTON**

*"A very welcome development that fills a real gap intelligently and with style."*

THE TIMES EDUCATIONAL SUPPLEMENT

The **REVIEW** provides a forum for business people and academics to exchange experiences of ethical challenges, to debate perspectives on ethical issues, and to generate insights and new ways of thinking about the ethical dimensions of national and global business. It is a quarterly review that aims to promote dialogue at every level on all issues relating to ethics in business.



### SAMPLE CONTENTS

- ⊙ Global Competition and Corporate Responsibilities of Small and Medium-sized Enterprises  
*Georges Enderle*
- ⊙ Ethics in the Face of Uncertainty: Judgement not Rules  
*Michael Luntley*
- ⊙ The Case Against Microsoft: An Ethics Perspective  
*Richard A. Spinello*

[www.blackwellpublishing.com/BEER](http://www.blackwellpublishing.com/BEER)

ISSN: 0962-8770  
VOLUME 14 (2005), 4 ISSUES PER YEAR

**NEW TO BLACKWELL PUBLISHING**

## Journal of Legal Studies Education

Edited by **LUCIEN J. DHOOGHE**



**THE JOURNAL OF LEGAL STUDIES EDUCATION (JLSE)** is published twice a year. The **JOURNAL** is a selective double-blind, peer-reviewed publication

focusing on pedagogical issues within business legal studies.

### SAMPLE CONTENTS

- ⊙ A Survey of Business Alumni: Evidence of the Continuing Need for Law Courses In Business Curricula  
*John Tanner and Anne Keaty*
- ⊙ Student Performance in the Legal Environment Course: Determinants and Comparisons  
*Paul L. Frantz and Alex H. Wilson*
- ⊙ The Attorney-Client Relationship as a Business Law-Legal Environment Topic  
*Murray S. Levin*

PUBLISHED ON BEHALF OF THE ACADEMY OF LEGAL STUDIES IN BUSINESS

FOR MORE INFORMATION ON THE ALSB, VISIT: [WWW.ALSB.ORG](http://WWW.ALSB.ORG)

[www.blackwellpublishing.com/JLSE](http://www.blackwellpublishing.com/JLSE)

ISSN: 0896-5811  
VOLUME 22 (2005), 2 ISSUES PER YEAR

INCREASING TO 5 ISSUES

## European Financial Management

Edited by JOHN A. DOUKAS

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

### SAMPLE CONTENTS

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

PUBLISHED IN CONJUNCTION WITH THE EUROPEAN FINANCIAL MANAGEMENT ASSOCIATION

[www.blackwellpublishing.com/EUFM](http://www.blackwellpublishing.com/EUFM)

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

## The Journal of Finance

Edited by ROBERT F. STAMBAUGH

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

### SAMPLE CONTENTS

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

THE JOURNAL OF THE AMERICAN FINANCE ASSOCIATION

FOR MORE INFORMATION ON THE AFA, INCLUDING MEMBERSHIP DETAILS, VISIT: [WWW.AFAJOF.ORG](http://WWW.AFAJOF.ORG)

[www.blackwellpublishing.com/JOF](http://www.blackwellpublishing.com/JOF)

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

NOW PUBLISHED FOR MORGAN STANLEY

## Journal of Applied Corporate Finance

Edited by DONALD H. CHEW, JR.

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

### SAMPLE CONTENTS

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

PUBLISHED ON BEHALF OF MORGAN STANLEY

FOR MORE INFORMATION, VISIT: [WWW.MORGANSTANLEY.COM](http://WWW.MORGANSTANLEY.COM)

[www.blackwellpublishing.com/JACF](http://www.blackwellpublishing.com/JACF)

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

NEW TO BLACKWELL PUBLISHING

## Fiscal Studies

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

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

### HIGHLIGHTS FROM 2004 INCLUDED:

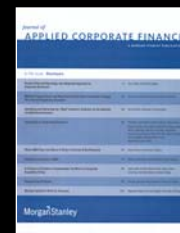
- Educational Inequality: The Widening Socio-economic Gap  
*Steve Machin and Anna Vignoles*
- Inequality and Two Decades of British Tax and Benefit Reform  
*Tom Clark and Andrew Leicester*

PUBLISHED ON BEHALF OF THE INSTITUTE FOR FISCAL STUDIES

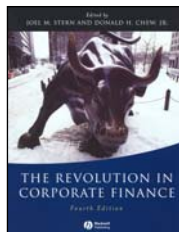
[www.blackwellpublishing.com/FISC](http://www.blackwellpublishing.com/FISC)

ISSN: 0143-5671, VOLUME 27 (2005), 4 ISSUES PER YEAR

JOURNALS







## The Revolution in Corporate Finance

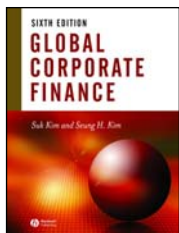
Fourth Edition

Edited by **JOEL M. STERN & DONALD H. CHEW JR.**

*Both Stern Stewart Management and Co.*

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

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



**NEW IN 2005**

## Global Corporate Finance

Sixth Edition

**SUK KIM & SEUNG H. KIM**

*University of Detroit – Mercy; St Louis University*

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

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

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



### JOURNALS

## International Finance

*The only journal bridging the gap between theory and policy in macroeconomics and microfinance*

Edited by **BENN STEIL**

**INTERNATIONAL FINANCE** features the best analysis of today's complex market and policy issues presented in a literate and engaging style. **IF** is not just another journal, it is intended as a vigorous intellectual forum for scholars who believe that it is necessary to be relevant as well as original, to influence policy as well as to publish research.

© The Euribor Futures Market: Efficiency and the Impact of ECB Policy Announcements

*Kerstin Bernoth and Jürgen von Hagen*

[www.blackwellpublishing.com/INFI](http://www.blackwellpublishing.com/INFI)

ISSN: 1367-0271  
VOLUME 8 (2005), 3 ISSUES PER YEAR

**64 MORE PAGES**

## International Journal of Auditing

Edited by **STUART TURLEY**

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

[www.blackwellpublishing.com/IJAU](http://www.blackwellpublishing.com/IJAU)

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

## Journal of Accounting Research

Edited by **RAY BALL, PHILIP G. BERGER, RICHARD LEFTWICH & ABBIE SMITH**

The **JOURNAL OF ACCOUNTING RESEARCH** publishes original research using analytical, empirical, experimental, and field study methods in all areas of accounting research. The journal now offers four regular issues and one conference issue, which contains papers and discussions from the annual accounting research conference held at the University of Chicago. The **JOURNAL OF ACCOUNTING RESEARCH** has been published since 1963 by the Institute of Professional Accounting at the Graduate School of Business, University of Chicago.

PUBLISHED ON BEHALF OF THE INSTITUTE OF PROFESSIONAL ACCOUNTING, UNIVERSITY OF CHICAGO

[www.blackwellpublishing.com/JAR](http://www.blackwellpublishing.com/JAR)

ISSN: 0021-8456  
VOLUME 43 (2005), 5 ISSUES PER YEAR

## Accounting & Finance

Edited by **ROBERT FAFF**

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

PUBLISHED ON BEHALF OF AFAANZ  
[WWW.AFAANZ.ORG](http://WWW.AFAANZ.ORG)

[www.blackwellpublishing.com/ACFI](http://www.blackwellpublishing.com/ACFI)

ISSN: 0810-5391  
VOLUME 45 (2005), 3 ISSUES PER YEAR



## Journal of International Financial Management & Accounting

Edited by **FREDERICK CHOI & RICHARD LEVICH**

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

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

[www.blackwellpublishing.com/JIFMA](http://www.blackwellpublishing.com/JIFMA)

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

## Abacus

A Journal of Accounting, Finance and Business Studies

Edited by **G. W. DEAN**

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

PUBLISHED ON BEHALF OF THE ACCOUNTING FOUNDATION, UNIVERSITY OF SYDNEY

[www.blackwellpublishing.com/ABACUS](http://www.blackwellpublishing.com/ABACUS)

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

21ST ANNIVERSARY YEAR

## Financial Accountability & Management

Edited by **IRVINE LAPSLEY**

**FINANCIAL ACCOUNTABILITY & MANAGEMENT** is a leading international academic journal, publishing new thinking and research in the financial accountability, accounting, and financial and resource management of all types of governmental and other non-profit organizations and services. Interdisciplinary in approach, the journal includes contributions in the fields of economics, political science, social and public administration, and management sciences, as well as accounting and finance.

[www.blackwellpublishing.com/FAM](http://www.blackwellpublishing.com/FAM)

ISSN: 0267-4424  
VOLUME 21 (2005), 4 ISSUES PER YEAR

JOINT RATE AVAILABLE WITH **FAM**

## Journal of Business Finance & Accounting

Edited by **P. F. POPE, A. W. STARK & M. WALKER**

The **JOURNAL** advances both the academic understanding and the professional practice of effective financial management, control, and accountability. It publishes high-quality research articles, based on theoretical or empirical analysis, in all areas of accounting and finance including capital market-based accounting, auditing, management accounting, and financial theory. The **JOURNAL** also publishes survey articles that present the current state of the art in accounting and finance.

[www.blackwellpublishing.com/JBFA](http://www.blackwellpublishing.com/JBFA)

ISSN: 0306-686X  
VOLUME 32 (2005), 10 ISSUES PER YEAR

## Understanding Market, Credit, and Operational Risk

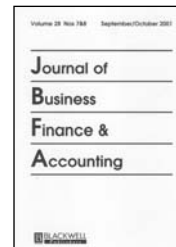
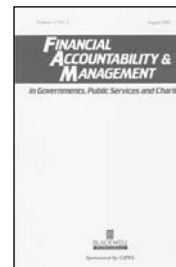
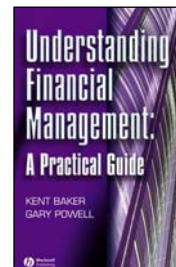
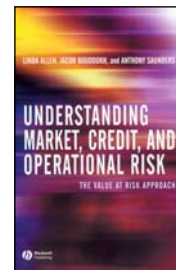
The Value at Risk Approach

LINDA ALLEN, JACOB BOUDOUGH & ANTHONY SAUNDERS

City University of New York; New York University; New York University

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

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



NEW IN 2005

## Understanding Financial Management

A Practical Guide

KENT BAKER & GARY POWELL

American University; Towson University

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

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

FORTHCOMING

## Wealth and Poverty in America: A Reader

Edited by DALTON CONLEY

312 PAGES / 1 FIGURE  
0-631-23179-X HB / 0-631-23180-3 PB / 2002



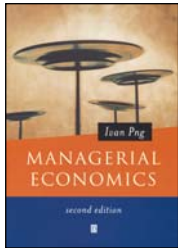
## International Bank Management

**DILEEP MEHTA & HUNG GAY FUNG**

*Georgia State University; University of Missouri*

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

KUI-WAI LI, CITY UNIVERSITY OF HONG KONG



## Managerial Economics

Second Edition

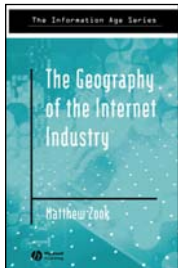
**IVAN PNG**

*National University of Singapore*

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

592 PAGES / 166 FIGURES

0-631-22516-1 HB / 0-631-22525-0 PB / 2001



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

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

## Mathematics for Economics and Business

An Interactive Introduction  
Second Edition

**JEAN SOPER**

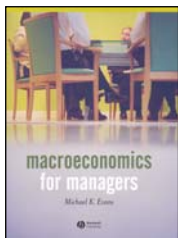
*University of Leicester*

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

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

432 PAGES / 100 FIGURES; 41 HALFTONES

1-4051-1126-7 HB  
1-4051-1127-5 PB / MARCH 2004



## Macroeconomics for Managers

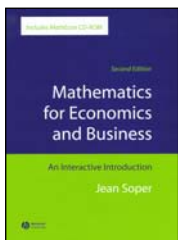
**MICHAEL K. EVANS**

*Formerly Northwestern University*

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

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

848 PAGES / 194 FIGURES / 1-4051-0144-X HB / 2003



**NEW IN 2005**

## The Geography of the Internet Industry

Venture Capital, Dot-coms, and Local Knowledge

**MATTHEW ZOOK**

*University of Kentucky*

This groundbreaking book analyses the geography of the commercial Internet industry during the dot-com boom and presents the first accurate map of Internet domains in the world.

SERIES: INFORMATION AGE SERIES  
216 PAGES  
0-631-23331-8 HB  
0-631-23332-6 PB / MARCH 2005

**ALSO OF INTEREST**

### The Internet in Everyday Life

Edited by BARRY WELLMAN & CAROLINE HAYTHORNTHWAITE

624 PAGES / 31 FIGURES

0-631-23507-8 HB / 0-631-23508-6 PB / 2002

### Managing in the Modular Age

Edited by RAGHU GARUD, ARUN KUMARASWAMY & RICHARD LANGLOIS

424 PAGES / 40 FIGURES; 4 HALFTONES

0-631-23315-6 HB / 0-631-23316-4 PB / 2002

### The Rise of The Network Society: The Information Age: Economy, Society and Culture, Volume I, Second Edition

MANUEL CASTELLS

624 PAGES / 32 FIGURES, 44 TABLES

0-631-22140-9 PB / 2000

### The Power of Identity: The Information Age: Economy, Society and Culture, Volume II, Second Edition

MANUEL CASTELLS

560 PAGES / 30 FIGURES; 1 MAP

1-4051-0713-8 PB / 2003

### End of Millennium: The Information Age: Economy, Society and Culture, Volume III, Second Edition

MANUEL CASTELLS

464 PAGES

30 LINE ILLUSTRATIONS, 20 HALFTONES

0-631-22139-5 PB / 2000

## R&D Management

Edited by JEFF BUTLER & ALAN PEARSON

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

### SAMPLE CONTENTS

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

[www.blackwellpublishing.com/RADM](http://www.blackwellpublishing.com/RADM)

ISSN: 0033-6807, VOLUME 35 (2005), 5 ISSUES PER YEAR

## Creativity and Innovation Management

Edited by OLAF FISSCHER & PETRA DE WEERD-NEDERHOF

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

### 2005 SPECIAL ISSUES INCLUDE

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

[www.blackwellpublishing.com/CAIM](http://www.blackwellpublishing.com/CAIM)

ISSN: 0963-1690, VOLUME 14 (2005), 4 ISSUES PER YEAR

## Journal of Product Innovation Management

Edited by C. ANTHONY DI BENEDETTO

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

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

PUBLISHED ON BEHALF OF THE PRODUCT DEVELOPMENT & MANAGEMENT ASSOCIATION FOR MORE INFORMATION ON THE PDMA, INCLUDING MEMBERSHIP DETAILS, VISIT: [WWW.PDMA.ORG](http://WWW.PDMA.ORG)

[www.blackwellpublishing.com/JPIM](http://www.blackwellpublishing.com/JPIM)

ISSN: 0737-6782, VOLUME 22 (2005), 6 ISSUES PER YEAR

## The Journal of Industrial Economics

Edited by YEON-KOO CHE, KENNETH HENDRICKS, PIERRE RÉGIBEAU & FRANK VERBOVEN

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

### SAMPLE CONTENTS

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

[www.blackwellpublishing.com/JOIE](http://www.blackwellpublishing.com/JOIE)

ISSN: 0022-1821, VOLUME 53 (2005), 4 ISSUES PER YEAR

### JOURNALS





## The Journal of Industrial Relations

Edited by **RON CALLUS & RUSSELL LANSBURY**

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

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

### SAMPLE CONTENTS

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

PUBLISHED ON BEHALF OF THE INDUSTRIAL RELATIONS SOCIETY OF AUSTRALIA

[www.blackwellpublishing.com/JOIR](http://www.blackwellpublishing.com/JOIR)

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

### RANKED 4TH BY THE ISI

## British Journal of Industrial Relations

Edited by **EDMUND HEERY**

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

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

[www.blackwellpublishing.com/BJIR](http://www.blackwellpublishing.com/BJIR)

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

## Industrial Relations

A Journal of Economy and Society

Edited by **DAVID I. LEVINE & DANIEL J. B. MITCHELL**

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

### SAMPLE CONTENTS

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

[www.blackwellpublishing.com/IREL](http://www.blackwellpublishing.com/IREL)

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

## Industrial Relations Journal

Edited by **NICHOLAS BACON**

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

### SAMPLE CONTENTS

- ☉ Dons, Dockers and Miners Alike... Industrial Relations and the IRJ, 1970-2002  
*Brian Towers*
- ☉ All Benchmarkers Now? Benchmarking and the 'Europeanisation' of Industrial Relations  
*Keith Sisson, James Arrowsmith and Paul Marginson*

[www.blackwellpublishing.com/IRJ](http://www.blackwellpublishing.com/IRJ)

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

AN INSTITUTIONAL SUBSCRIPTION TO **INDUSTRIAL RELATIONS JOURNAL** INCLUDES A SUBSCRIPTION TO **NEW TECHNOLOGY, WORK AND EMPLOYMENT**

## LABOUR: Review of Labour Economics and Industrial Relations

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

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

### SAMPLE CONTENTS

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

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

[www.blackwellpublishing.com/](http://www.blackwellpublishing.com/)  
LABOUR

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



## WorkingUSA

The Journal of Labor and Society

Edited by IMMANUEL NESS

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

### RECENT HIGHLIGHTS INCLUDE

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

[www.blackwellpublishing.com/  
WUSA](http://www.blackwellpublishing.com/WUSA)

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

## Industrial Relations

Theory and Practice

Second Edition

Edited by PAUL EDWARDS

University of Warwick

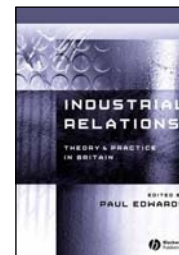
This completely revised and updated second edition continues to combine original, up-to-date evidence with expert comment and analysis.

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

Updates to the text include:

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

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



NEW

## European Industrial Relations: Annual Review 2001/2002

Edited by BRIAN TOWERS &  
MICHAEL TERRY

Nottingham Trent University; Warwick Business School Research Bureau

In this review, leading academic commentators from across the EU assess the significance of key events in European industrial relations, political economy and social policy. Published at a time when the EU is at yet another crossroads, this review acts both as a record and as a forum for exchanging ideas.

SERIES: INDUSTRIAL RELATIONS JOURNAL  
SERIES EDITORS: MICHAEL TERRY & BRIAN TOWERS  
264 PAGES / 1-4051-0876-2 PB / SEPTEMBER 2004





## Public Administration

An International Quarterly

Edited by R.A.W. RHODES

**PUBLIC ADMINISTRATION** is a major refereed journal with global circulation and global coverage. The journal publishes articles on public administration, public policy and public management. The journal's reach is both inclusive and international and much of the work published is comparative in nature. A high percentage of articles are sourced from the enlarging Europe and cover all aspects of West and East European public administration.

[www.blackwellpublishing.com/journals/PADM](http://www.blackwellpublishing.com/journals/PADM)

0033-3298, VOLUME 83 (2005), 4 ISSUES PER YEAR



## Public Budgeting & Finance

Edited by JOHN L. MIKESELL & DANIEL MULLINS

**PUBLIC BUDGETING & FINANCE** serves as a forum for the communication of research and experiences in all facets of government finance and provides meaningful exchange between research from universities, private and nonprofit research institutes, practitioners in public financial markets, government agencies, and the experience of those who practice government budgeting and finance.

PUBLISHED ON BEHALF OF PUBLIC FINANCIAL PUBLICATIONS, INC.

FOR MORE INFORMATION, VISIT: [WWW.ABFM.ORG](http://WWW.ABFM.ORG)

[www.blackwellpublishing.com/PBAF](http://www.blackwellpublishing.com/PBAF)

ISSN: 0275-1100, VOLUME 25 (2005), 4 ISSUES PER YEAR

## Public Administration Review™

The Premier Journal of Public Administration

Edited by LARRY D. TERRY

**PUBLIC ADMINISTRATION REVIEW™ (PAR)** has been the premier journal in the field of public administration research, theory, and practice for more than 60 years. **PAR** is the only journal in public administration that serves both academics and practitioners interested in the public sector and public sector management. With articles on a wide range of topics and expert book reviews, **PAR** is exciting to read and an indispensable resource.

PUBLISHED ON BEHALF OF THE AMERICAN SOCIETY FOR PUBLIC ADMINISTRATION™™™

FOR MORE INFORMATION, PLEASE VISIT THE ASPA WEB SITE AT [WWW.ASPANET.ORG](http://WWW.ASPANET.ORG)

THE SOCIETY NAME, LOGO AND JOURNAL TITLE ARE TRADEMARKS AND/OR SERVICE MARKS OF THE AMERICAN SOCIETY FOR PUBLIC ADMINISTRATION, WASHINGTON, D.C. USED WITH PERMISSION.

[www.blackwellpublishing.com/PAR](http://www.blackwellpublishing.com/PAR)

ISSN: 0033-3352, VOLUME 65 (2005), 6 ISSUES PER YEAR



## Public Money & Management

Integrating Theory and Practice in Public Management

Edited by ANDREW GRAY, JANE BROADBENT & MICHAELA LAVENDER

**PUBLIC MONEY & MANAGEMENT** is a popular review of policy and management issues in the public service and regulated industries. Authoritative and independent, the journal is essential reading for public sector managers and consultants, academics and students with interests in politics, public policy and management, economics and government.

PUBLISHED ON BEHALF OF THE CHARTERED INSTITUTE OF PUBLIC FINANCE AND ACCOUNTANCY

[www.blackwellpublishing.com/PMAM](http://www.blackwellpublishing.com/PMAM)

ISSN: 0954-0962, VOLUME 25 (2005), 5 ISSUES PER YEAR



PERSONAL SUBSCRIPTION  
INCLUDES MEMBERSHIP TO THE SOG

## Governance

An International Journal of Policy,  
Administration and Institutions

Edited by **GRAHAM K. WILSON,**  
**BERT A. ROCKMAN &**  
**ROBERT H. COX**

**GOVERNANCE** provides a forum for the theoretical and practical discussion of executive politics, public policy, administration, and the organization of the state. The journal emphasizes peer-reviewed articles that take an international or comparative approach to public policy and administration.

PUBLISHED IN ASSOCIATION WITH THE IPSA'S  
RESEARCH COMMITTEE ON THE STRUCTURE AND  
ORGANIZATION OF GOVERNMENT (SOG)

FOR MORE INFORMATION ON THE SOG, VISIT:  
[WWW.SOG-RC27.ORG](http://WWW.SOG-RC27.ORG)

[www.blackwellpublishing.com/GOVE](http://www.blackwellpublishing.com/GOVE)

ISSN: 0952-1895  
VOLUME 18 (2005), 4 ISSUES PER YEAR

## Australian Journal of Public Administration

Edited by **JOHN WANNA &**  
**PATRICK BISHOP**

The **AUSTRALIAN JOURNAL OF PUBLIC ADMINISTRATION** is committed to the study and practice of public administration, public management and policy making. It encourages research, reflection and commentary among those interested in a wide range of public sector settings – federal, state, local and inter-governmental.

PUBLISHED ON BEHALF OF THE INSTITUTE OF  
PUBLIC ADMINISTRATION AUSTRALIA

FOR FURTHER INFORMATION ON THE IPAA VISIT  
[WWW.IPAA.ORG.AU](http://WWW.IPAA.ORG.AU)

[www.blackwellpublishing.com/AJPA](http://www.blackwellpublishing.com/AJPA)

ISSN: 0313-6647  
VOLUME 64 (2005), 4 ISSUES PER YEAR

## International Social Security Review

Edited by **MIKE GAUTREY**

First published in 1948, the **INTERNATIONAL SOCIAL SECURITY REVIEW** is the only international quarterly publication in the field of social security. Articles by leading social security experts around the world present international comparisons and in-depth discussions of topical questions as well as studies of social security systems in different countries, and there is a regular, comprehensive round-up of all the latest publications in the field.

### SAMPLE CONTENTS

- ③ Structural Reform of Social Security Pensions in Latin America: Models, Characteristics, Results and Conclusions  
*Carmelo Mesa-Lago*
- ③ Gender Issues in Social Security Policy of Developing Countries: Lessons from the Kerala Experience  
*Shoba Arun and T.G. Arun*
- ③ Reforming Pensions: Myths, Truths and Policy Choices  
*Nicholas Barr*
- ③ Towards a Convergence of European Social Models?  
*Severine Chapon and Chantal Euzeby*
- ③ Pension Reform: Where Are We Now?  
*Warren McGillivray*

PUBLISHED ON BEHALF OF THE INTERNATIONAL  
SOCIAL SECURITY ASSOCIATION

[www.blackwellpublishing.com/ISSR](http://www.blackwellpublishing.com/ISSR)

ISSN: 0020-871X  
VOLUME 58 (2005), 4 ISSUES PER YEAR

NEW TO BLACKWELL PUBLISHING

## Journal of Consumer Affairs

Edited by **HERBERT JACK ROTFELD**

The purpose of **THE JOURNAL OF CONSUMER AFFAIRS** is to serve as a publication outlet for scholarly research, analysis and informed opinions advancing the consumer interest. The **JOURNAL** features analysis of individual, business, and/or government decisions and actions that can affect or influence the interests of consumers in the marketplace.

### SAMPLE CONTENT

- ③ Why Don't Households Have a Checking Account?  
*Jeanne M. Hogarth, Chris E. Anguelov and Jinkook Lee*

PUBLISHED ON BEHALF OF THE AMERICAN  
COUNCIL ON CONSUMER INTERESTS

FOR MORE INFORMATION ON THE ACCI, VISIT:  
[WWW.CONSUMERINTERESTS.ORG](http://WWW.CONSUMERINTERESTS.ORG)

[www.blackwellpublishing.com/JOCA](http://www.blackwellpublishing.com/JOCA)

ISSN: 0022-0078  
VOLUME 39 (2005) 6 ISSUES PER YEAR

## International Journal of Consumer Studies

Edited by **KATHERINE HUGHES**

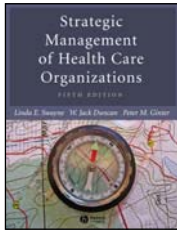
The **INTERNATIONAL JOURNAL OF CONSUMER STUDIES** is designed to provide an international forum for academics, policy makers and lay people around the world who have an interest in consumer affairs. Now established as one of the leading academic journals in the subject, the **JOURNAL** publishes articles covering consumer protection, consumer behavior, family and household studies, and the consumer ecosystem.

[www.blackwellpublishing.com/IJC](http://www.blackwellpublishing.com/IJC)

ISSN: 1470-6423  
VOLUME 29 (2005), 6 ISSUES PER YEAR

JOURNALS





NEW EDITION

## Strategic Management of Health Care Organizations

Fifth Edition

LINDA E. SWAYNE,  
W. JACK DUNCAN &  
PETER M. GINTER

*University of North Carolina at Charlotte; University of Alabama at Birmingham; University of Alabama*

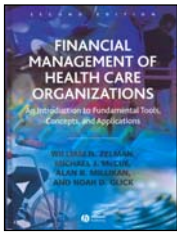
This bestselling text continues to demonstrate how students, managers, and leaders may become strategic thinkers in contemporary health care organizations.

This updated fifth edition:

- ⊙ Shows how to develop and document a plan of action through strategic planning
- ⊙ Teaches managers to evaluate strategic plans, learn what works, and incorporate new strategic thinking into future planning
- ⊙ Provides strategic momentum 'maps' and other tools for evaluating the changing environment, analyzing data, and developing new strategic directions
- ⊙ Consists of ten revised chapters that contain new or updated Introductory Incidents and Perspectives
- ⊙ Appendix A has been revised to match new strategic thinking and implement the strategic momentum model
- ⊙ Contains eight new cases plus four completely updated classics.

The book is also fully supported by online resources at [www.blackwellpublishing.com/swayne](http://www.blackwellpublishing.com/swayne)

896 PAGES / 1-4051-2432-6 HB / JULY 2005



## Financial Management of Health Care Organizations

An Introduction to Fundamental Tools, Concepts, and Applications  
Second Edition

WILLIAM N. ZELMAN,  
MICHAEL J. MCCUE,  
ALAN R. MILLIKAN &  
NOAH D. GLICK

*University of North Carolina, Chapel Hill; Virginia Commonwealth University; Duke Health Network; Integrated Healthcare Information Services, Inc.*

This new edition offers an introduction to the most-used tools and techniques of health care financial management.

Avoiding complicated formulas and using numerous examples, the text's pedagogy includes more advanced information in chapter appendices; a detailed outline beginning each chapter; a summary concluding each chapter; and 'perspectives', real-world situations and events which illustrate concepts discussed in the chapters. Now completely updated, this book provides students with the practical, up-to-date tools they need to succeed in this dynamic field.

An accompanying Instructor's Manual is available on CD-ROM and includes all exhibits in PowerPoint and Excel, answers to all problems in PowerPoint and Excel, and working spreadsheet models of exhibits and selected problems for classroom use.

544 PAGES  
0-631-23098-X HB / 2002

JOURNALS

## Health Services Research

Edited by ANN BARRY FLOOD &  
HAROLD S. LUFT

HEALTH SERVICES RESEARCH (HSR) provides those engaged in research, public policy formulation, and health services management with the latest findings, methods, and thinking on important policy and practice issues. Providing a forum for the expansion of knowledge of the financing, organization, delivery, and outcomes of health services, HSR also allows practitioners and students alike to exchange ideas that will help to improve the health of individuals and communities.

PUBLISHED ON BEHALF OF HEALTH RESEARCH AND EDUCATIONAL TRUST IN COOPERATION WITH ACADEMYHEALTH.

FOR MORE INFORMATION ON HRET, VISIT: [WWW.HRET.ORG](http://WWW.HRET.ORG)

[www.blackwellpublishing.com/HSR](http://www.blackwellpublishing.com/HSR)

ISSN: 0017-9124, VOLUME 40 (2005), 6 ISSUES PER YEAR

## The Milbank Quarterly

A Multidisciplinary Journal of Population Health and Health Policy

Edited by BRADFORD H. GRAY

THE MILBANK QUARTERLY is devoted to scholarly analysis of significant issues in health and health care policy. It presents original research, policy analysis, and commentary from academics, clinicians, and policy makers. The in-depth, multidisciplinary approach of the journal permits contributors to explore fully the social origins of health in our society and to examine in detail the implications of different health policies.

PUBLISHED ON BEHALF OF THE MILBANK MEMORIAL FUND

FOR MORE INFORMATION ON THE MILBANK MEMORIAL FUND, VISIT: [WWW.MILBANK.ORG](http://WWW.MILBANK.ORG)

[www.blackwellpublishing.com/MILQ](http://www.blackwellpublishing.com/MILQ)

ISSN: 0887-378X, VOLUME 82 (2005), 4 ISSUES PER YEAR

NEW TO BLACKWELL PUBLISHING

## Journal of Supply Chain Management

A Global Review of Purchasing Supply

Edited by ALVIN J. WILLIAMS

The **JOURNAL OF SUPPLY CHAIN MANAGEMENT - A GLOBAL REVIEW OF PURCHASING AND SUPPLY**, is a one-of-a-kind, quarterly publication written specifically for and by supply management professionals and academicians. Discover in-depth coverage and analysis of management issues, leading-edge research, long-term strategic developments, supplier relationships, applications, and more.

### SAMPLE CONTENTS

- ⑥ The Use of Organizational Design Features in Purchasing and Supply Management  
*Robert J. Trent*
- ⑥ Supplier Assistance within Supplier Development Initiatives  
*Steven C. Dunn and Richard R. Young*

PUBLISHED ON BEHALF OF THE INSTITUTE FOR SUPPLY MANAGEMENT

FOR MORE INFORMATION ON THE ISM, VISIT: [WWW.ISM.WS](http://WWW.ISM.WS)

[www.blackwellpublishing.com/JSCM](http://www.blackwellpublishing.com/JSCM)

ISSN: 1523-2409, VOLUME 41 (2005), 4 ISSUES PER YEAR

## Expert Systems

The International Journal of Knowledge Engineering and Neural Networks

Edited by JAMES L. ALTY, GORDON RUGG,  
PETER MCGEORGE & LUCIA RAPANOTTI

**EXPERT SYSTEMS** acts as a forum to increase awareness of and research into knowledge systems and the potential they have for decision-makers in industry, business and government. The journal incorporates a range of related disciplines, including:

- ⑥ Expertise and related topics such as knowledge acquisition via elicitation or machine learning, knowledge representation, and human decision making
- ⑥ Software engineering for such systems and related topics such as neural nets, genetic algorithms, intelligent agents, decision support systems and some aspects of intelligent user modelling
- ⑥ Case studies and analyses of successful and unsuccessful system use, and factors affecting the acceptance of such systems.

[www.blackwellpublishing.com/EXSY](http://www.blackwellpublishing.com/EXSY)

ISSN: 0266-4720, VOLUME 22 (2005), 5 ISSUES PER YEAR

## Information Systems Journal

Edited by DAVID AVISON, GUY FITZGERALD &  
PHILIP POWELL

The **INFORMATION SYSTEMS JOURNAL** is now firmly established as one of the leading journals in the field. The **JOURNAL** publishes only papers of the highest quality on any aspect of information systems, with particular emphasis on the relationship between information systems and people, business and organizations. Papers published cover research, practice and experience. The **JOURNAL** is a focal point for current issues and debates, such as the links between IS and OR and the relevance of soft systems movement to information systems. The **JOURNAL's** international editorial board ensures that the best research and practice from around the world is published.

[www.blackwellpublishing.com/ISJ](http://www.blackwellpublishing.com/ISJ)

ISSN: 1350-1917, VOLUME 15 (2005), 4 ISSUES PER YEAR

## International Transactions in Operational Research

Edited by CATHAL M. BRUGHA, CELSO REBEIRO &  
GRAHAM RAND

### SAMPLE CONTENTS

- ⑥ ST Logistics: Distributing Consumer Goods in China  
*Frank Y. Chen, Mark Goh, Jacob Lee, Jihong Ou, Moosa Sharafali, Chung-Piaw Teo, Puay-Guan Goh and Pragash Sivanathan*
- ⑥ Implementing Quality Improvement Strategies in Brazilian Hospitals: A Model for Guidance of the Initial Stage of Implementation  
*T. Diana. L. v. A. de Macedo-Soares and João Alberto Neves*
- ⑥ Alternate Financial Incentives to Regular Credit/Price Discounts for Extraordinary Purchases  
*F.J. Arcelus and G. Srinivasan*
- ⑥ Capacity Planning in a Transitional Setting with Simulation-based Modeling: A Case Study  
*Christoph Haehling von Lanzener, Erik Eschen and Karsten Pilz-Glombik*

PUBLISHED ON BEHALF OF IFORS (THE INTERNATIONAL FEDERATION OF OPERATIONAL RESEARCH SOCIETIES)

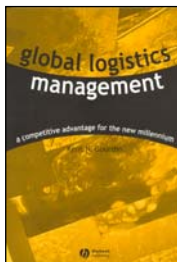
FOR MORE INFORMATION ABOUT IFORS PLEASE VISIT: [WWW.IFORS.ORG](http://WWW.IFORS.ORG)

[www.blackwellpublishing.com/ITOR](http://www.blackwellpublishing.com/ITOR)

ISSN: 0969-6016, VOLUME 12 (2005), 6 ISSUES PER YEAR

### JOURNALS





NEW IN 2005

## Supply Chains and Total Product Systems

A Reader

Edited by **ED RHODES, JAMES P. WARREN & RUTH CARTER**

All Open University

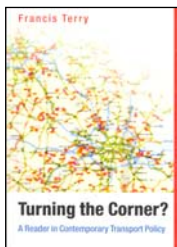
This wide-ranging reader locates supply chain management, lean production and related practice within the holistic concept of total product systems. It emphasises the importance of effective management of supply chains and supply networks across all stages of the complete 'cradle-to-grave' product life cycle, including the phases of purchase by consumers and other end users, product use and support, and end-of-life reprocessing. It reflects the increasing importance of supply chain management to organizations of all types, across service sectors as well as in manufacturing.

The readings are presented in four distinct sections, focusing on:

- ⊙ Theoretical and conceptual issues
- ⊙ Inter-organizational relationships within product systems
- ⊙ Achieving change within organizations
- ⊙ Particular issues and challenges for micro, small, and medium-sized enterprises.

An introductory chapter by the editors establishes a framework for advancing policy and practice across total products system, while the readings are interdisciplinary and international, appealing to a world-wide audience.

448 PAGES / 1-4051-2410-5 HB / 1-4051-2409-1 PB / **OCTOBER 2005**



## Food Supply Chain Management

Edited by **MICHAEL A. BOURLAKIS & PAUL H. WEIGHTMAN**

Both University of Newcastle-upon-Tyne

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

256 PAGES / 1-4051-0168-7 PB / **2003**  
THIS TITLE IS NOT AVAILABLE IN THE US OR CANADA

## Global Logistics Management

A Competitive Advantage for the New Millennium

KENT GOURDIN

College of Charleston

*"Against a background of global competition. Gourdin discussed alternatives and opportunities arising from developments in such areas as transportation, communication, electronic data interchange and so on, and with real-life examples demonstrates how individual activities are woven together to form an integrated logistics system... As a comprehensive grounding or timely update, this book will be particularly useful to practising managers and graduate and postgraduate students."*

TIMES HIGHER EDUCATION SUPPLEMENT

Manufacturing a quality product is no longer sufficient by itself to guarantee customer loyalty; companies must consistently deliver their product when and where customers demand it at a reasonable price.

In **GLOBAL LOGISTICS MANAGEMENT** Kent Gourdin provides students and managers with an accessible overview of logistics in a global setting.

320 PAGES / 66 LINE ILLUSTRATIONS / 1-55786-883-2 PB / **2000**

## Turning the Corner?

A Reader in Contemporary Transport Policy

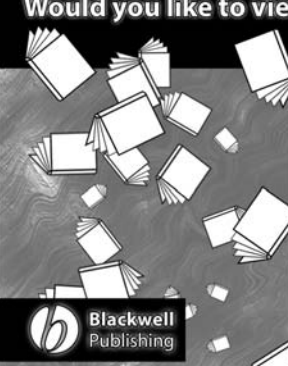
Edited by **FRANCIS TERRY**

London School of Economics

This **READER** provides a critical review of British transport policy since the Labour Government came into office in 1997 and looks at possible solutions to Britain's ongoing transport problems. It brings together the best recent articles on transport from the quarterly *Public Money & Management*, now revised and updated, with specially-written additional studies.


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

Would you like to view an examination copy  
for a course you teach?



Examination copies of most paperback books are available if you teach a relevant course with over 12 students where English is the primary teaching language.

You can order examination copies via our website, by email, telephone, fax, or post. See the center pages for full contact details.



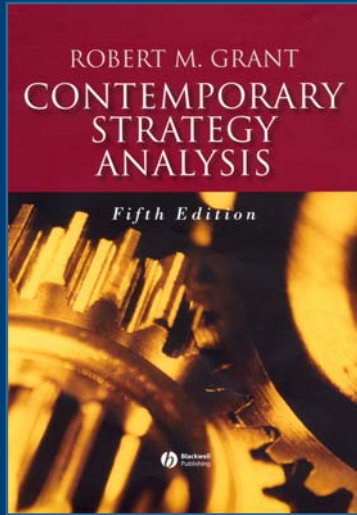
**Blackwell**  
Publishing



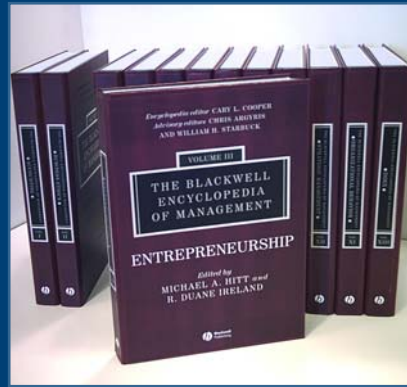
Abacus	29	Blackwell Handbook of Personnel Selection, The	23	Corporate Governance	24	FAFF, ROBERT	28	HAYTHORNTHWAITE, CAROLINE	30
ABATE, RENE	11	Blackwell Handbook of Principles of Organizational Behavior, The	23	Corporate Governance: An International Review	24	Family Business Review	20	Health Services Research	36
Accounting & Finance	28	Blackwell Handbook of Strategic Management, The	23	COWAN, CHRISTOPHER C.	24	FARJOUN, MOSHE	5	HEERY, EDMUND	32
Accounting Ethics	25	Blunders in International Business	13	COWTON, CHRISTOPHER	26	FENG, LU	16	HELFSAT, CONSTANCE E.	11
AGHION, PHILIPPE	14	BOATRUGHT, JOHN R.	25	COX, ROBERT H.	35	Financial Accountability & Management	29	HENDERSON, JAMES E.	11
ALBRECHT, MARYANN H.	17	BOUDOUKH, JACOB	29	CRAINER, STUART	8	Financial Management of Health Care Organizations	36	HENDRICKS, KENNETH	31
ALLEN, LINDA	29	BOURLAKIS, MICHAEL A.	38	Creating Value	10	Fiscal Studies	27	HERRMAN, MARGARET	15
ALTY, JAMES L.	37	BOWIE, NORMAN E.	25, 26	Creativity and Innovation Management	31	FISSCHER, OLAF	31	HITT, MICHAEL A.	10, 11, 23
American Business Law Journal	20	British Journal of Industrial Relations	32	CROSBY, FAYE J.	17	FITZGERALD, GUY	37	HODGKINSON, GERARD P.	21
AMIN, ASH	18	British Journal of Management	21	CUMMINGS, STEPHEN	9	FLOYD, STEVEN W.	11, 19	HOFFMAN, W. MICHAEL	25
AMIT, RAPHAEL	10	BROADBENT, JANE	34	CURTIS, TONY	24	FLYNN, BARBARA B.	8	HRM and Personnel Practice	15
ANDERSON, ELIZABETH L.	22	BROCKETT, PATRICK	22	DALE, BARRIE G.	24	FOLDY, ERICA GABRIELLE	17	HUGHES, KATHERINE	35
ANDERSON, NEIL	22, 23	BROMILEY, PHILIP	12	DE GEORGE, RICHARD T.	25	Food Supply Chain Management	38	Human Resource Management	15
Applied Psychology	4	BRUGHA, CATHAL M.	37	DE LA DEHESA, GUILLERMO	14	Foundation of Business Ethics Series	25	Images of Strategy	9
ARGYRIS, CHRIS	2, 6	BRUNETTA, RENATO	33	DE WEERD-NEDERHOF, PETRA	31	FREDERICK, ROBERT E.	24, 25	Industrial Relations: The Journal	32
ARMSTRONG, STEVEN	21	BRUSH, THOMAS	12	DEAN, G.W.	29	FREEMAN, R. EDWARD	23	Industrial Relations	33
ASCH, DAVID	9	Building Team-based Working	17	Debating Organization	6	FREY, R.G.	26	Industrial Relations Journal	32
ASTRACHAN, JOSEPH H.	20	BURKE, RONALD J.	17	Decision Sciences Journal of Innovative Education	8	Fundamentals of Organizational Behavior, The	6	Information Systems Journal	37
Australian Journal of Public Administration	35	Business and Society Review	24	Decision Sciences	8	Future of Global Financial Services, The	18	Innovating Strategy Processes	11
AVISON, DAVID	37	Business Ethics and the Natural Environment	25	DEL BOCA, DANIELA	33	FUNG, HUNG GAY	30	Integration in an Expanding European Union	14
BACH, STEPHEN	15	Business Ethics: A European Review	26	DEWE, PHILIP	18	GABEL, JOAN T.A.	20	Intercultural Communication	13
BACON, NICHOLAS	32	Business Functions	24	DHOOGHE, LUCIEN J.	26	GANNON, MARTIN J.	23	International Bank Management	30
BAGBY, D. RAY	20	Business Strategy Review	8	DI BENEDETTO, C. ANTHONY	31	GARUD, RAGHU	30	International Finance	28
BAKER, KENT	29	BUTEL, LYNNE	24	DIEZEMANN, JOHN G.	18	GAUTREY, MIKE	35	International HRM	17
BALDRY, CHRISTOPHER	16	BUTLER, JEFF	31	DISTEFANO, JOSEPH	13	Gender, Work and Organization	17	International Journal of Auditing	28
BALL, RAY	28	BYNUM, TERRELL WARD	26	DOBSON, PAUL	12	Geography of the Internet Industry, The	30	International Journal of Consumer Studies	35
BARRY FLOOD, ANN	36	CALIGIURI, PAULA	18	DOCHERTY, PETER	6	GERINGER, J. MICHAEL	18	International Journal of Management Reviews	21
BAUM, JOEL A.C.	6	CALLUS, RON	32	DOUKAS, JOHN A.	27	GHERARDI, SILVIA	5	International Journal of Selection and Assessment	4
BECK, DON EDWARD	24	CAMP, S. MICHAEL	10	DUNCAN, W. JACK	36	GINTER, PETER M.	36	International Journal of Training and Development	16
BEGG, IAIN	14	Capable Company, The	18	DUSKA, BRENDA SHAY	25	GLICK, NOAH D.	36	International Management: Cross Boundary Challenges	13
Behavioral Foundations of Strategic Management, The	12	CARLIN, WENDY	14	DUSKA, RONALD F.	25	Global Corporate Finance	28	International Management: Cross Cultural Dimensions	13
BERGER, PHILIP G.	28	CARTER, RUTH	38	EASTERBY-SMITH, MARK	6	Global Dimensions of Business Management Series	18	International Management Behavior	13
BETTIS, RICHARD	11	Cases to Accompany Contemporary Strategy Analysis, Fifth Edition	7	E-Business Models	12	Global Dimensions of eCommerce	18	International Social Security Review	35
BIRD, ALLAN	18	CASTELLS, MANUEL	30	Economics of Transition, The	14	Global Dimensions of HRM	18	International Transactions in Operational Research	37
BISHOP, PATRICK	35	CHAKRAVARTHY, BALA	10	EDWARDS, PAUL	33	Global Logistics Management	38	Internet in Everyday Life, The	30
Blackwell Companion to Organizations, The	6	CHE, YEON-KOO	31	Effective Teamwork	17	Global Networks	14	Introduction to Work and Organizational Psychology, An	4
Blackwell Cultural Economy Reader, The	18	CHEW, JR., DONALD H.	28	ELLIOTT, JEANNE	8	GOODERHAM, PAUL N.	13	IRELAND, R. DUANE	10
Blackwell Encyclopedia of Management	2	CHILD, JOHN	5	ELY, ROBIN J.	17	GOURDIN, KENT	38	JACOBS, CLAUS D.	11
Blackwell Guide to Business Ethics, The	26	CHMIEL, NIK	4	Employment and Employee Rights	25	Governance	35	JANSEN, PAUL	22
Blackwell Handbook of Cross-Cultural Management, The	23	CHOI, FREDERICK	29	End of Millennium	30	GRANT, ROBERT M.	7	JAVIDAN, MANSOUR	11
Blackwell Handbook of Entrepreneurship, The	23	CLARK, TIMOTHY	19	Entrepreneurship Theory and Practice	20	GRAY, ANDREW	34	Journal of Accounting Research	28
Blackwell Handbook of Global Management, The	23	CLEGG, STEWART	6	Ethics in Finance	25	GRAY, BRADFORD H.	36	Journal of Applied Corporate Finance	27
Blackwell Handbook of Judgment and Decision Making	9	COHEN, ROBIN	14	Ethics of Information Technology and Business, The	25	GROSSE, ROBERT	18	Journal of Business Finance & Accounting	29
Blackwell Handbook of Mediation	15	COLOMBINO, UGO	33	European Financial Management	27	Guide to Management Research Methods	22	Journal of Consumer Affairs	35
Blackwell Handbook of Organizational Learning and Knowledge Management	6	Computer Ethics and Professional Responsibility	26	European Industrial Relations: Annual Review 2001/2002	33	Handbook of Research Methods in Industrial and Organizational Psychology	4	Journal of Contingencies and Crisis Management	22
		CONLEY, DALTON	29	European Union, The	14	HARRISON, JEFFREY S.	23		
		Contemporary Strategy Analysis	7	EVANS, MICHAEL K.	30	HARVEY, NIGEL	9		
		COOL, KAREL O.	11	EVERS, ARNE	23	HATCH, MARY JO	6		
		COOPER, CARY L.	2, 17, 18	Expert Systems	37				



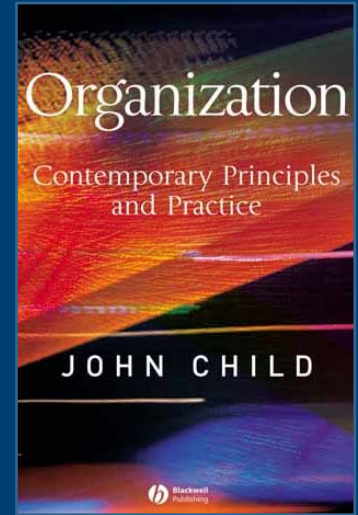




Page 7



Page 2



Page 5



Page 19



Page 35



Page 37