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Subject: Accounting/Finance (General)
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Category: Core Textbook
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Readership: This textbook serves as an ideal introductory text for students of undergraduate business ethics-related courses.

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Category: Core Textbook
Paperback • 9781526495235 • 336pp
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Tony Morgan, Lena J. Jaspersen
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Readership: Suitable for undergraduates and postgraduates across all disciplines undertaking team-based modules and courses, as well as those studying independently, Design Thinking for Student Projects is the essential guide to learning practical Design Thinking and employability skills.

Subject: Business & Management (General)
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Anthony E. Middlebrooks, Scott J. Allen, Mindy S. McNutt, James L. Morrison

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Category: Core Textbook
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Colin Combe

At a time when the effects of climate change are becoming all too real for ordinary citizens around the world, this essential textbook offers insight into how managers can shape and influence the development of sustainability practices as a means of tackling some of the most pressing social, economic, and environmental challenges.

Readership: Suitable for upper-level undergraduate and postgraduate students of sustainable management-related courses.

Subject: Business & Management (General)
Category: Core Textbook
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1st edition • Mar-22 • £43.99
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A Contemporary & Global Approach
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A new text providing an international and contemporary introduction to Entrepreneurship, treating it as an evolving and ever-emerging social phenomenon and exploring recent trends that impact it.

Readership: Aimed at mid-upper level undergraduates studying the theory of the social phenomenon that is Entrepreneurship.

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Category: Core Textbook
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Methods, Research, and Applications for Human Resource Management
Frederick Phillip Morgeson, Michael Thomas Brannick, Edward L. Levine

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

Subject: Business & Management (General)
Category: Core Textbook
Paperback • 9781544329529 • 400pp
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Concepts, Practice, Critical Reflection
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Category: Core Textbook
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Theory and Practice
Peter G. Northouse

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

Subject: Business & Management (General)
Category: Core Textbook
Paperback & Interactive eBook • 9781071855611 • 600pp
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Theory, Application, & Skill Development
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Category: Core Textbook
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Robert N. Lussier

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Subject: Business & Management (General)
Category: Core Textbook
Paperback & Interactive eBook (Slimpack) • 9781544302607
7th edition • Feb-16 • £64
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LEADERSHIP FOR ORGANIZATIONS
David Waldman, Charles A. O'Reilly

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Subject: Business & Management (General)
Category: Core Textbook
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Sage Publications, Inc

MANAGING DIVERSITY - INTERNATIONAL STUDENT EDITION
Toward a Globally Inclusive Workplace
Michalle E. Mor Barak

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Subject: Business & Management (General)
Category: Core Textbook
Paperback • 9781071840986 • 512pp
5th edition • Mar-22 • £76.99
Sage Publications, Inc

MANAGEMENT FUNDAMENTALS - INTERNATIONAL STUDENT EDITION
Concepts, Applications, and Skill Development
Robert N. Lussier

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

Readership: For students of Management.
Subject: Business & Management (General)
Category: Core Textbook
Paperback • 9781071808061,
9th edition • Jan-20 • £100
Sage Publications, Inc

MUSIC BUSINESS HANDBOOK AND CAREER GUIDE
David Baskerville, Timothy Baskerville

The Twelfth Edition of this powerhouse bestselling text maintains its tradition as the most comprehensive, up-to-date guide to the music industry in all of its diversity.

Subject: Business & Management (General)
Category: Core Textbook
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This powerhouse best-selling text remains the most comprehensive, up-to-date guide to the music industry. The breadth of coverage that Music Business Handbook and Career Guide, Thirteenth Edition offers surpasses any other resource available.

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Oliver Laaensch

Following the impacts of the financial crisis and growing awareness around climate change, this accessible textbook aimed at 'Introduction to Management' courses empowers students to become responsible managers in today's modern world.

Readership: The textbook can be used for introductory management courses as well as courses that cover business ethics, business and society, corporate social responsibility (CSR), sustainability and responsible management.

Subject: Business & Management (General)
Category: Core Textbook
Paperback • 9781529732054 • 1024pp
2nd edition • Apr-21 • £52.99
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Moving From Conflict to Agreement

Kevin Walter Rockmann, Claus W. Langfred, Matthew A. Cronin

This book helps students see how negotiation is all around them. Using both every day and business examples, the authors emphasize not just what to do during a negotiation - but also why. With an emphasis on the psychology of negotiation levers such as reciprocity, uncertainty, power, and alternatives, the text helps students understand when to use certain tactics to get more.

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Category: Core Textbook
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Brian A. Griffith, Ethan Barrett Dunham

Preparing students to work in collaborative, interdependent environments, interesting case studies at the beginning of each chapter draw readers in, provide accessible context for the material and create a desire to know more. Also included is a 360 degree online team assessment tool that will help students to improve their team performance.

Readership: Business and management students.

Subject: Business & Management (General)
Category: Core Textbook
Paperback • 9781452286303 • 264pp
1st edition • Mar-14 • £81
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Kevin R. Murphy, Jeanette N. Cleveland, Madison E. Hanscom

Exploring common challenges and unpacking why performance appraisal often fails in organizations, Performance Appraisal and Management uses the latest thinking and research to equip readers with evidence-based tools and strategies for overcoming these obstacles.

Subject: Business & Management (General)
Category: Core Textbook
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The new edition of this bestselling text is more international, with updated content and examples to explain alternative ways of thinking about management and managing people.

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

Subject: Business & Management (General)
Category: Supplementary Textbook
Paperback • 9781529710069 • 200pp
3rd edition • Mar-21 • £15.99
Sage Publications Ltd
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Debunks and uncovers a number of enduring myths about famous theorists such as Adam Smith and Abraham Maslow in an informal, conversational and often humorous way.

Readership: Upper undergraduate and postgraduate students studying Foundations of Management, Management Theory or History of Management Thought.

Subject: Business & Management (General)
Category: Supplementary Textbook
Paperback • 9781526495136 • 160pp
1st edition • Nov-20 • £15.99
Sage Publications Ltd

BUSINESS-TO-BUSINESS MARKETING

Ross Brennan, Louise Canning, Raymond McDowell

Brennan and Canning cover the theory and practice of global business-to-business (b2b) marketing from a European perspective, illuminating the subject with a wide range of learning features and case studies.

Readership: Upper undergraduate to early postgraduate Marketing students.

Subject: Business-to-Business Marketing
Category: Core Textbook
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5th edition • May-20 • £49.99
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And Your Career

Mel Fugate

Using an applied and practical approach, this textbook focuses on the implications of business ethics on students’ careers and the organizations where they will work. Author Mel Fugate's conversational tone makes his coverage of concise philosophical and historical foundations of ethics, influential research, and real-world examples approachable for classroom discussion.

Subject: Business Ethics
Category: Core Textbook
Paperback • 9781948426343 • 334pp
1st edition • Apr-21 • £81
Sage Publications, Inc

INDUSTRIAL MARKETING

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

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

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

Subject: Business-to-Business Marketing
Category: Core Textbook
Paperback • 9781529778533 • 400pp
1st edition • Dec-22 • £55
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A Strategic Approach to Social Responsibility & Ethics

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

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Subject: Business Policy
Category: Core Textbook
Paperback • 9781948426510 • 576pp
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An Action-Oriented Toolkit

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Subject: Change Management
Category: Core Textbook
Paperback • 9781544372211
4th edition • Dec-19 • £73
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Subject: Change Management
Category: Supplementary Textbook
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Applications in Marketing
Robert East, Jaywant Singh, Malcolm Wright, Marc Vanhuele

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

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

Subject: Consumer Behaviour
Category: Core Textbook
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Hazel Huang

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

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Subject: Consumer Marketing
Category: Core Textbook
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Eric Arnould, Craig J. Thompson, Michelle Weinberger, David Crockett

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Subject: Consumer Behaviour
Category: Core Textbook
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Readership: Suitable reading for students on coaching and mentoring modules.

Subject: Coaching & Mentoring
Category: Core Textbook
Paperback • 9781529740769 • 400pp
4th edition • Oct-21 • £35.99
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Theories & Applications
Hazel Huang

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

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Subject: Consumer Marketing
Category: Core Textbook
Paperback • 9781473906983 • 376pp
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Amanda J. Broderick
Provides key reviews and analyses of the leading thinking in consumer psychology theory and practice from internationally renowned experts.
Readership: Final-year and postgraduate students in executive consumer psychology, marketing psychology, consumer behaviour, consumer studies and other related modules
Subject: Consumer Marketing
Category: Core Textbook
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Denise Lee
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Thomas Clarke
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Subject: Corporate Governance
Category: Core Textbook
Paperback • 9781412908610 • 288pp
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A Holistic Approach to Responsible and Sustainable Business
Debbie Haski-Leventhal
Based on the idea that strategic CSR offers the most holistic and effective approach to corporate social responsibility, the author presents the key concepts, theories and philosophical approaches to CSR, along with the practical tools needed to implement this knowledge in the real world.
Readership: Suitable reading for students on Corporate Social Responsibility modules.
Subject: Corporate Social Responsibility
Category: Core Textbook
Paperback • 9781529758450 • 480pp
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Category: Core Textbook
Paperback • 9781071895351 • 552pp
6th edition • Oct-22 • £85
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Concepts and Use
Duncan R. Shaw
Emerging data technologies are one of several forces that are changing the world. Following a unique macro, meso and micro structure, this textbook shows how technologies such as the Internet of Things, Artificial Intelligence and data analytics are altering business operations and strategy.
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Subject: Creativity & Innovation in Business
Category: Core Textbook
Paperback • 9781529761610 • 256pp
1st edition • Nov-22 • £41.99
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Gokhan Yildirim, Raoul V. Kübler

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**Subject:** Electronic Marketing

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An unbiased, balanced guide to all aspects of digital marketing planning and strategy, from social media, mobile and VR marketing to objectives, metrics and analytics.

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**Subject:** Electronic Marketing

**Category:** Core Textbook

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**Subject:** Electronic Marketing

**Category:** Supplementary Textbook

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1st edition • Feb-22 • £49.99
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A step-by-step, interactive journey through the process of creating digital marketing plans, from creating the strategy and objectives to planning resources and presenting work.

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**Subject:** Electronic Marketing

**Category:** Supplementary Textbook

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Readership: Advanced undergraduates and postgraduates studying organizational behaviour, HRM or organizational psychology.
Subject: Emotion in Organizations
Category: Academic
Paperback • 9780761947905 • 204pp
1st edition • May-03 • £51
Sage Publications Ltd

ESSENTIALS OF TOURISM

Chris Cooper

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

Readership: For undergraduate students studying an introduction to tourism course or tourism environment.
Subject: Hospitality, Travel & Tourism Management
Category: Core Textbook
Paperback • 9781529778571 • 480pp
4th edition • Sep-22 • £48.99
Sage Publications Ltd

EVENTS MANAGEMENT

An International Approach
Nicole Ferdinand, Paul J. Kitchin

Taking an international approach to the subject, Events Management combines theory and practice to address the challenges and opportunities of working in a global society to help prepare students for the realities of the events management sector.

Readership: Undergraduate and postgraduate students studying events management.
Subject: Hospitality, Travel & Tourism Management
Category: Core Textbook
Paperback • 9781529730791 • 376pp
3rd edition • Dec-21 • £47.99
Sage Publications Ltd

THE BUSINESS OF TOURISM

J. Christopher Holloway, Claire Humphreys

This text provides a clear introduction to the business of tourism as well as discussing the key issues facing the tourism industry such as Brexit, Covid-19 and sustainability.

Readership: For undergraduate students of tourism management or tourism operations.
Subject: Hospitality, Travel & Tourism Management
Category: Core Textbook
Paperback • 9781529780987 • 648pp
12th edition • Sep-22 • £52.99
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Robert C. Ford, Michael Craig Sturman

Preparing students for a career in hospitality management, the Second Edition reflects the latest changes in the service industry and newer developments related to sustainability and technology.

Subject: Hospitality, Travel & Tourism Management
Category: Core Textbook
Paperback • 9781544321509 • 576pp
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David Beirman

Topical and issue based, and arranged by type of crisis showcasing a wide range of examples and case studies, Beirman approaches the topic both as an academic and with a professional insight gleaned from his vast experience in industry.

Readership: For any Tourism module that deals with topics of Crises, Conflict, Disaster, Risk, Reputation, Response and Recovery at Undergraduate and Postgraduate levels.
Subject: Hospitality, Travel & Tourism Management
Category: Core Textbook
Paperback • 9781526403001 • 312pp
1st edition • Oct-21 • £43.99
Sage Publications Ltd
TOURISM MANAGEMENT

An Introduction
Clare Inkson, Lynn Minnaert

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

Readership: Suitable for students new to tourism studies.

Subject: Hospitality, Travel & Tourism Management
Category: Core Textbook
Paperback • 9781529758467 • 480pp
3rd edition • Sep-22 • £48.99
Sage Publications Ltd

HUMAN RESOURCE DEVELOPMENT

From Theory into Practice
Eugene Sadler-Smith

Combining theoretical rigor, practical relevance and pedagogical innovation, Human Resource Development: From Theory into Practice is an essential resource for students working towards a career in human resource development (HRD), human resource management (HRM), occupational and organizational psychology, and related areas of business management and organization.

Subject: Human Resource Development
Category: Core Textbook
Paperback • 9781529732122 • 488pp
1st edition • Oct-21 • £48.99
Sage Publications Ltd

APPLIED PSYCHOLOGY IN TALENT MANAGEMENT

Wayne F. Cascio, Herman Aguinis

World-renowned authors Wayne F. Cascio and Herman Aguinis provide the most comprehensive, future-oriented overview of psychological theories and how those theories impact people decisions in today's ever-changing workplace.

Subject: Human Resource Management
Category: Core Textbook
Hardcover • 9781506375915 • 632pp
8th edition • Sep-18 • £142
Sage Publications, Inc

HUMAN RESOURCE MANAGEMENT - INTERNATIONAL STUDENT EDITION

Functions, Applications, and Skill Development
Robert N. Lussier, John R. Hendon

This is an essential resource for students working towards a career in human resource development (HRD), human resource management (HRM), occupational and organizational psychology, and related areas.

Subject: Human Resource Development
Category: Core Textbook
Paperback • 9781071840955 • 696pp
4th edition • Mar-21 • £95.99
Sage Publications, Inc

CONTEMPORARY HUMAN RESOURCE MANAGEMENT

Text and Cases
Adrian Wilkinson, Tony Dundon

Written by experts in the field, this well-established book covers the core fundamentals of HRM and examines contemporary issues such as workplace bullying, flexibility and emotion at work.

Readership: Undergraduate students of Human Resource Management.

Subject: Human Resource Management
Category: Core Textbook
Paperback • 9781529758276 • 632pp
6th edition • Jun-21 • £52.99
Sage Publications Ltd
EMPLOYMENT RELATIONS
Fairness and Trust in the Workplace
Cecilie Bingham

This book reflects on current research and future directions in the field, with a unique focus on fairness and trust. It is packed with student learning features and mapped to CIPD learning outcomes at undergraduate and postgraduate level.

Readership: Undergraduate and postgraduate students on Employment Relations, Industrial Relations or HRM courses.
Subject: Human Resource Management
Category: Core Textbook
Paperback • 9781529774788 • 496pp
2nd edition • Mar-23 • £45.99
Sage Publications Ltd

HUMAN RESOURCE MANAGEMENT IN PUBLIC SERVICE
Paradoxes, Processes, and Problems
Evan M. Berman, James Stephen Bowman, Jonathan P. West, Montgomery R. Van Wart


Subject: Human Resource Management
Category: Core Textbook
Paperback • 9781071848906 • 664pp
7th edition • Sep-21 • £96
CQ Press

FUNDAMENTALS OF HUMAN RESOURCE MANAGEMENT
For Competitive Advantage
Mary Gowan

Fundamentals of Human Resource Management for Competitive Advantage delves into the essential principles and practices of human resource management, with a focus on gaining a competitive edge in the modern business landscape.

Subject: Human Resource Management
Category: Core Textbook
Paperback • 9781948426329
1st edition • Apr-21 • £96
Sage Publications, Inc

INTERNATIONAL AND COMPARATIVE EMPLOYMENT RELATIONS
Global Crises and Institutional Responses
Greg J. Bamber, Fang Lee Cooke, Virginia Doellgast, Chris F Wright

International and Comparative Employment Relations is the Employment Relations text for any lecturer taking a comparative approach, and this Seventh Edition has been thoroughly updated with new examples and discussion questions to engage students and encourage critical thinking.

Subject: Human Resource Management
Category: Core Textbook
Paperback • 9781526499653 • 448pp
7th edition • Mar-21 • £51.99
Sage Publications Ltd

HUMAN RESOURCE INFORMATION SYSTEMS - INTERNATIONAL STUDENT EDITION
Basics, Applications, and Future Directions
Richard David Johnson, Michael J. Kavanagh, Kevin D. Carlson

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

Subject: Human Resource Management
Category: Core Textbook
Paperback • 9781071808443
5th edition • Nov-20 • £64
Sage Publications, Inc

INTERNATIONAL HUMAN RESOURCE MANAGEMENT
B. Sebastian Reiche, Helene Tenzer, Anne-Wil Harzing

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

Readership: Suitable for upper-level undergraduate and postgraduate students of International Human Resource Management.
Subject: Human Resource Management
Category: Core Textbook
Paperback • 9781529763751 • 544pp
6th edition • Nov-22 • £48.99
Sage Publications Ltd
INTERNATIONAL HUMAN RESOURCE MANAGEMENT
The Transformation of Work in a Global Context
Miguel Martínez Lucio, Robert MacKenzie
Written by an internationally renowned team of experts and underpinned by cutting-edge research, International Human Resource Management tackles a broad range of controversial and often marginalised issues associated with globalisation and its impact on multinational companies and employees.


Subject: Human Resource Management
Category: Core Textbook
Paperback • 9781529734973 • 408pp
2nd edition • Apr-22 • £47.99
Sage Publications Ltd

MANAGING CAREERS AND EMPLOYABILITY
Yehuda Baruch
Combining a strong theoretical underpinning with a wide range of case studies and practical examples, this authoritative textbook provides a deep understanding of career systems, on both an individual and an organizational level.

Readership: Suitable for undergraduate and postgraduate students studying career management and related courses.

Subject: Human Resource Management
Category: Core Textbook
Paperback • 9781529751840 • 408pp
1st edition • Feb-22 • £43.99
Sage Publications Ltd

STRAIGHT TRAINING AND DEVELOPMENT
Robyn A. Berkley, David Matthew Kaplan
Strategic Training and Development translates theory and research into practical applications and best practices for improving employee knowledge, skills, and behaviors.

Subject: Human Resource Management
Category: Core Textbook
Paperback • 9781506344393 • 456pp
1st edition • Oct-19 • £96
Sage Publications, Inc

UNDERSTANDING CAREERS
J. H. “Kerr” Inkson, Nicky Dries, John Arnold
Understanding Careers focuses on the most current issues and emerging ideas in the field and relates these to everyday practice through plenty of examples and case studies.

Subject: Human Resource Management
Category: Core Textbook
Paperback • 9781446282922 • 432pp
2nd edition • Nov-14 • £45.99
Sage Publications Ltd

A very short, fairly interesting and reasonably cheap book about Human Resource Management
Irena Grugulis
Engaging and entertaining in equal measure, this is a book about work, the people who do it and the way they are managed (and mismanaged). It explores the realities of work, workers, and the communities that are affected by HRM policy and practice.

Subject: Human Resource Management
Category: Student Reference
Paperback • 9781446200810 • 144pp
1st edition • Nov-16 • £15.99
Sage Publications Ltd
CROSS-CULTURAL MANAGEMENT

Essential Concepts

David C. Thomas, Mark Frederick Peterson

This Fourth Edition has a clear focus on the interactions of people from different cultures in organizational settings, helping readers to gain an understanding of the effect of culture across a variety of contexts.

Subject: International Business & Management (General)
Category: Core Textbook
Paperback • 9781506387529 • 336pp
4th edition • Apr-17 • £62
Sage Publications, Inc

UNDERSTANDING GLOBAL CULTURES

Metaphorical Journeys Through 34 Nations, Clusters of Nations, Continents, and Diversity

Martin J. Gannon, Rajandini K. Pillai

This book demonstrates how metaphors can be used to help outsiders quickly understand what members of different cultural mindsets consider important.

Subject: International Business & Management (General)
Category: Core Textbook
Paperback • 9781483340074 • 680pp
6th edition • Apr-15 • £115
Sage Publications, Inc

DOING BUSINESS IN ASIA

Gabriele Suder, Terence Tsai, Sumati Varma

A focused look into the business and management practices across Asia, from an author team located across three Asian-Pacific countries and experience of leading organisations spanning over more than two decades.

Readership: Suitable for Postgraduate, MBA and Executive Education students preparing to do business in Asia.

Subject: International Business & Management (General)
Category: Core Textbook
Paperback • 9781526494498 • 312pp
1st edition • Oct-20 • £55
Sage Publications Ltd

THE GLOBAL CHALLENGE

International Human Resource Management

Vladimir Pucik, Paul Evans, Ingmar Bjorkman, Kenar Jhaveri

Each chapter in this book is a stand-alone guide to a particular aspect of international human resource management (HRM) – from the history and overview of international human resource management in the first chapter to the functional implications for human resource professionals in the last.

Subject: International Human Resource Development
Category: Core Textbook
Paperback • 9780983332497 • 530pp
3rd edition • Jun-16 • £96
Sage Publications Ltd

DOING BUSINESS IN EMERGING MARKETS

S Tamer Cavusgil, Pervez N. Ghauri, Leigh Anne Liu

Fully updated to include coverage on the recent COVID-19 pandemic as well as other recent macro drivers, this Third Edition provides a comprehensive and authoritative examination of emerging markets across the globe.

Readership: International business students, researchers and practitioners focused on business in emerging markets.

Subject: International Business & Management (General)
Category: Core Textbook
Paperback • 9781526494498 • 376pp
3rd edition • Apr-21 • £55
Sage Publications Ltd

INTERNATIONAL MARKETING

Daniel W. Baack, Barbara Czarnecka, Donald Edward Baack

Exploring the inter-relatedness of the key components that impact any international marketing venture – markets, the 4P’s, culture, language, political, legal economic systems, and infrastructure – this book nurtures an understanding of the synergies between international marketing and international business.

Readership: Suitable reading for students of international or global marketing modules on Marketing, International Business and Management degrees.

Subject: International Marketing
Category: Core Textbook
Paperback • 9781506389226 • 672pp
2nd edition • Dec-18 • £49.99
Sage Publications Ltd
THE SAGE HANDBOOK OF LEADERSHIP

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

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

Readership: This handbook will be of interest to students and researchers in the field of leadership.
Subject: Leadership
Category: College Handbooks
Hardcover • 9781529769067 • 600pp
2nd edition • Feb-23 • £135
Sage Publications Ltd

LEADERSHIP

Contemporary Critical Perspectives
Brigid Carroll, Jackie Ford, Scott Taylor

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

Readership: Essential reading for leadership students at both undergraduate and postgraduate level.
Subject: Leadership
Category: Core Textbook
Paperback • 9781529774078 • 408pp
3rd edition • Nov-22 • £47.99
Sage Publications Ltd

INTRODUCTION TO LEADERSHIP - INTERNATIONAL STUDENT EDITION

Concepts and Practice
Peter G. Northouse

Peter G. Northouse’s Introduction to Leadership: Concepts and Practice provides readers with a clear, concise overview of the complexities of practicing leadership and concrete strategies for becoming better leaders.

Subject: Leadership
Category: Core Textbook
Paperback • 9781071808054
5th edition • Feb-20 • £49.99
Sage Publications, Inc

LEADERSHIP

Perspectives from Practice
Laura Galloway

Examining contemporary issues of gender, culture and ethics, this concise and highly practical textbook covers the essential, need-to-know theories required by current and future leaders.

Readership: Primarily aimed at upper-undergraduate and MBA students of Leadership and leadership-related subjects. Also suitable for undergraduates and anyone interested in leadership in practice.
Subject: Leadership
Category: Core Textbook
Paperback • 9781529793420 • 208pp
1st edition • May-22 • £41.99
Sage Publications Ltd

LEADERSHIP

A Diverse, Inclusive and Critical Approach
Naveena Prakasam

The first comprehensive leadership textbook with diversity at its heart, challenging traditional ways of thinking about leadership.

Readership: Suitable for upper undergraduate and postgraduate students studying leadership.
Subject: Leadership
Category: Core Textbook
Paperback • 9781529769074 • 328pp
1st edition • Apr-23 • £39.99
Sage Publications Ltd

ORGANIZATIONAL LEADERSHIP

John Bratton

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

Readership: Mid-upper undergraduate and postgraduate students studying leadership, as part of a business and management, education, health or social work course.
Subject: Leadership
Category: Core Textbook
Paperback • 9781529793604 • 480pp
2nd edition • Feb-23 • £44.99
Sage Publications Ltd
REFLEXIVE LEADERSHIP
Organising in an imperfect world
Mats Alvesson, Martin Blom, Stefan Sveningsson

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

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

Subject: Leadership
Category: Core Textbook
Paperback • 9781443911592 • 248pp
1st edition • Dec-16 • £39.99
Sage Publications Ltd

SELF-LEADERSHIP
The Definitive Guide to Personal Excellence
Christopher P. Neck, Charles C. Manz, Jeffery Delmas Houghton

Written by the scholars who first developed the theory of self-leadership, this book offers powerful yet practical advice for leading oneself to personal excellence. It is grounded in the most recently published, cutting-edge self-leadership research.

Subject: Leadership
Category: Core Textbook
Paperback • 9781544324302 • 256pp
2nd edition • Mar-19 • £41.99
Sage Publications, Inc

STUDYING LEADERSHIP
Traditional and Critical Approaches
Doris Schedlitzki, Gareth Edwards

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

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

Subject: Leadership
Category: Core Textbook
Paperback • 9781529752885 • 488pp
3rd edition • Dec-21 • £47.99
Sage Publications Ltd

THE NATURE OF LEADERSHIP
John Antonakis, David Vaughn Day

Written by leading scholars in the field, this text covers significant aspects of leadership thought, key areas such as followership, relational leadership, and team leadership, and delves into timely topics such as social cognition, gender, power, identity.

Subject: Leadership
Category: Core Textbook
Paperback • 9781483359274 • 584pp
3rd edition • Dec-17 • £96
Sage Publications, Inc

A VERY SHORT, FAIRLY INTERESTING AND REASONABLY CHEAP BOOK ABOUT STUDYING LEADERSHIP
Brad Jackson, Ken Parry

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

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

Subject: Leadership
Category: Student Reference
Paperback • 9781446273784 • 200pp
3rd edition • May-18 • £15.99
Sage Publications Ltd
FULL RANGE LEADERSHIP DEVELOPMENT
Bruce J. Avolio
With every chapter revised and new chapters on validation and recent advances in the field, this Second Edition provides unrivalled support for the full-range model for facilitating, if not accelerating, the development of exemplary leadership.

Subject: Leadership
Category: Supplementary Textbook
Paperback • 9781412974752 • 280pp
2nd edition • Nov-10 • £58
Sage Publications, Inc

EFFECTIVE TRAINING
Systems, Strategies, and Practices
P. Nick Blanchard
Effective Training: Systems, Strategies, and Practices is unique in its integration of theory with effective and practical training applications. Authors P. Nick Blanchard and James W. Thacker examine the relationship between change management and training, introduce the ADDIE model as an overarching framework for the training process, and consider perspectives relevant to small businesses.

Subject: Management Training/Education
Category: Core Textbook
Paperback • 9781948426053 • 576pp
6th edition • May-18 • £96
Sage Publications, Inc

THEORY AND PRACTICE OF LEADERSHIP
Roger Gill
Taking a holistic and critical view of the field of leadership, this text offers an exploration of leadership in a variety of contexts, both profit-orientated and non-profit, supported with abundant examples and illustrations together with detailed explanations of how they apply in practice and takes in the latest developments in areas such as change, politics, assessment and development of leadership, and multiple intelligences.

Readership: Students and leaders across disciplines
Subject: Leadership
Category: Supplementary Textbook
Paperback • 9781849200240 • 552pp
2nd edition • Dec-11 • £63
Sage Publications Ltd

BUSINESS & MARKETING ACROSS CULTURES
Julie Anne Lee, Jean-Claude Usunier, Vasyl Taras
An essential textbook for students of cross-cultural/intercultural business and marketing. It is linked to the X-Culture project, which is a multicultural exercise where students learn to solve real world international business problems.

Readership: This textbook is aimed at upper-undergraduate and postgraduate students studying Cross-Cultural / International Marketing and International Business.
Subject: Managing Across Cultures/ Cultural Diversity
Category: Core Textbook
Paperback • 9781529754377 • 280pp
1st edition • Jun-23 • £44.99
Sage Publications Ltd

BUSINESS WRITING TODAY - INTERNATIONAL STUDENT EDITION
A Practical Guide
Natalie Canavor
Business Writing Today, Third Edition, provides a step-by-step framework to help the reader better understand the business world and to communicate effectively in today’s highly competitive work environment.

Subject: Management Communication
Category: Core Textbook
Paperback • 9781544327865 • 376pp
3rd edition • Jun-18 • £34.99
Sage Publications, Inc

CROSS-CULTURAL MANAGEMENT
A Contemporary Approach
Jasmin Mahadevan
This timely textbook is contemporary and comprehensive in its coverage of Cross-Cultural Management, and unique in its approach which fosters a multi-paradigmatic mindset among readers; embraces problem-based and experiential learning; and acknowledges the many diverse identities of cross-cultural managers.

Readership: The book is aimed at upper undergraduate/Masters students studying Cross-Cultural Management.
Subject: Managing Across Cultures/ Cultural Diversity
Category: Core Textbook
Paperback • 9781526459244 • 456pp
1st edition • Apr-23 • £47.99
Sage Publications Ltd
CROSS-CULTURAL MANAGEMENT

An Introduction

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

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

Readership: This Handbook is essential reading for postgraduate students, researchers, and practitioners in a range of disciplines exploring the area.

Subject: Managing Across Cultures/ Cultural Diversity
Category: Core Textbook
Paperback • 9781071800027 • 336pp
1st edition • May-21 • £96
Sage Publications, Inc

THE SAGE HANDBOOK OF SOCIAL MEDIA MARKETING

Annmare Hanlon, Tracy L. Tuten

This Handbook explores the foundations and methodologies in analysing the important aspects of social media for organisations and consumers. It investigates critical areas concerning communities, culture, communication and content, and considers social media sales.

Readership: This Handbook is essential reading for postgraduate students, researchers, and practitioners in a range of disciplines exploring the area.

Subject: Marketing (General)
Category: College Handbooks
Hardcover • 9781529743784 • 552pp
1st edition • Jun-22 • £120
Sage Publications Ltd

THE SAGE HANDBOOK OF DIGITAL & SOCIAL MEDIA MARKETING

Annmare Hanlon, Tracy L. Tuten

This two-volume set is the first dedicated scholarly collection to consolidate the research, theorising, industry practices and future implications. It brings together the critical factors in digital and social media marketing as the essential reference set for researchers in this area of continued growth.

Readership: This is essential reading for postgraduate students, researchers, and practitioners in a range of disciplines exploring digital and social media marketing.

Subject: Marketing (General)
Category: College Handbooks
Hardcover • 9781529752168 • 1144pp
1st edition • Jul-22 • £240
Sage Publications Ltd

THE SAGE HANDBOOK OF DIGITAL MARKETING

Annmare Hanlon, Tracy L. Tuten

This Handbook strives to advance the study and understanding of this domain and provides a digital marketing journey that flows from methods and methodologies. It moves from the fundamentals to the different aspects of digital marketing strategy, tactics, metrics and management, and ethics.

Readership: This handbook is essential reading for postgraduate students, researchers, and practitioners in a range of disciplines exploring digital marketing.

Subject: Marketing (General)
Category: Core Textbook
Paperback • 9781529767414 • 304pp
1st edition • Feb-23 • £49.99
Sage Publications Ltd

CUSTOMER RELATIONSHIP MANAGEMENT

A Global Approach

Samit Chakravorti

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

Readership: The text will appeal to advanced undergraduate and graduate students studying CRM, Relationship Marketing and International Marketing, as well as CRM and marketing practitioners.

Subject: Marketing (General)
Category: Core Textbook
Paperback • 9781529767641 • 304pp
1st edition • Feb-23 • £49.99
Sage Publications Ltd

DIRECT, DIGITAL & DATA-DRIVEN MARKETING

Lisa Spiller

In this latest edition of her classic text, Lisa Spiller takes an insightful, in-depth look at contemporary marketing concepts, tactics, and techniques and the dynamic innovations that continue to drive and shape this multi-faceted, multi-dimensional field.

Readership: Upper undergraduate to early postgraduate business students.

Subject: Marketing (General)
Category: Core Textbook
Paperback • 9781529708172 • 784pp
5th edition • Jan-20 • £55
Sage Publications Ltd
FASHION & LUXURY MARKETING
Michael R. Solomon, Mona Mrad

Written by marketing experts, this authoritative and comprehensive full-colour textbook made up of both accessible research and theory, real-world examples and case studies including Prada, Gucci and Burberry.

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

Subject: Marketing (General)
Category: Core Textbook
Paperback • 9781526419255 • 408pp
1st edition • Apr-22 • £55
Sage Publications Ltd

GLOBAL MARKETING AND ADVERTISING
Understanding Cultural Paradoxes
Marieke de Mooij

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

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

Subject: Marketing (General)
Category: Core Textbook
Paperback • 9781529732504 • 528pp
6th edition • Nov-21 • £59
Sage Publications Ltd

MARKETING PLANNING & STRATEGY
A Practical Introduction
John Dawes

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

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

Subject: Marketing (General)
Category: Core Textbook
Paperback • 9781529760132 • 296pp
1st edition • Sep-21 • £37.99
Sage Publications Ltd

PRICING STRATEGIES
Harvesting Product Value
Robert M. Schindler

Written by a leading pricing researcher, this book provides a simple unified system for the setting and management of prices. Students will gain a deeper, more generally useful understanding of this essential aspect of business.

Readership: Upper undergraduate/masters students studying pricing.

Subject: Marketing (General)
Category: Core Textbook
Paperback • 9781526494412 • 424pp
2nd edition • Feb-23 • £44.99
Sage Publications Ltd

PRINCIPLES OF MARKETING FOR A DIGITAL AGE
Tracy L. Tuten

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

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

Subject: Marketing (General)
Category: Core Textbook
Paperback • 9781529779790 • 496pp
2nd edition • Dec-22 • £49.99
Sage Publications Ltd

STAKEHOLDER MARKETING
Phil Harris, Patricia L Rees

The philosophical underpinning of this book is that all organizations need to be aware of their stakeholders/shareholders and know how to communicate with and manage them. Using a number of contemporary case studies as examples and employing vignettes to outline core areas of theory, this text puts together a number of tools to gauge and measure contemporary government and political activity.

Readership: Students and researchers in marketing.

Subject: Marketing (General)
Category: Core Textbook
Paperback • 9780761968481 • 208pp
1st edition • Sep-50 • £19.99
Sage Publications Ltd
SUSTAINABLE MARKETING
A Holistic Approach
Mark Peterson

This unique book explores the sustainability practices that benefit companies, stakeholders and society, by drawing upon the latest research and industry examples. Dissecting the interplay between marketing and society, Peterson encourages students to critically assess the demand for businesses to engage with sustainability guidelines and environmental concerns while remaining profitable.

Readership: Business & Management students typically at postgraduate or late undergraduate level, who are looking into sustainable marketing.

Subject: Marketing (General)
Category: Core Textbook
Paperback • 9781526494634 • 440pp
1st edition • May-21 • £52
Sage Publications Ltd

MARKETING COMMUNICATIONS
John Egan

An introduction to the marketing communications tools, theories and strategies in an easy-to-read way. The Fourth Edition includes updates on how the Covid-19 pandemic has affected the marketing/advertising industries, and new case studies from brands such as Amazon, Burger King, Facebook and John Lewis.

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

Subject: Marketing Communications
Category: Core Textbook
Paperback • 9781529781212 • 432pp
4th edition • Dec-22 • £49.99
Sage Publications Ltd

MARKETING COMMUNICATIONS MANAGEMENT
Analysis, Planning, Implementation
Paul Copley

"First rate and comprehensive. This book has got it just right: a rich blend of academic underpinning and practical examples in a very readable style. You are encouraged to participate in the almost distance-learning approach and via the innovative and thought provoking ‘stop-points’.

- Martin Evans, Senior Fellow, Cardiff Business School

Readership: Advanced undergraduate and postgraduate students of marketing communications.

Subject: Marketing Communications
Category: Core Textbook
Paperback • 9780857027870 • 480pp
2nd edition • Sep-14 • £61
Sage Publications Ltd

MARKETING ETHICS & SOCIETY
Lynne Eagle, Stephan Dahl

Taking a holistic and international perspective, this book critically examines the ethical challenges marketing faces and explores strategies marketers can use to respond to those challenges.

Readership: Appropriate for all Marketing students and practitioners, particularly those taking courses in the areas of Marketing Ethics, Marketing and Society, Not-for-Profit Marketing and Social Marketing.

Subject: Marketing Ethics
Category: Core Textbook
Paperback • 9781446296622 • 320pp
1st edition • Sep-15 • £47.99
Sage Publications Ltd

MARKETING RESEARCH
A Managerial Approach
Al Marshall

An exciting new textbook which introduces readers to the essential elements of market research such as problem identification, methodologies, data collection, analysis and reporting.

Readership: Aimed at undergraduate and postgraduate marketing students.

Subject: Marketing Research
Category: Core Textbook
Paperback • 9781446256152 • 296pp
1st edition • Mar-23 • £44.99
Sage Publications Ltd
MARKETING STRATEGY & MANAGEMENT
Diane M. Phillips
Marketing Strategy & Management provides students with a thorough step-by-step exploration and grounding in marketing strategy concepts, processes and models.

Readership: Aimed at upper undergraduate and postgraduate students studying Marketing Strategy / Strategic Marketing / Marketing Management.
Subject: Marketing Strategy & Theory
Category: Core Textbook
Paperback • 9781529787857 • 544pp
1st edition • Feb-23 • £51.99
Sage Publications Ltd

ORGANIZATION DESIGN
Creating Strategic & Agile Organizations
Donald L. Anderson
Structured around Jay Galbraith’s famed “Star Model”, the book explores the five interrelated elements of organization design: strategy, structure, processes, rewards, and people, and uses these factors to advise students on how to be effective when designing and redesigning organizations.

Subject: Organization Design and Development
Category: Core Textbook
Paperback • 9781506349275 • 352pp
1st edition • Oct-18 • £81
Sage Publications, Inc

ORGANIZATION DEVELOPMENT - INTERNATIONAL STUDENT EDITION
The Process of Leading Organizational Change
Donald L. Anderson
Offering a comprehensive look at individual, team and organizational change, this Fifth Edition incorporates theory, research and consulting techniques for both traditional organization development practices and newly adapted strategies for change.

Subject: Organization Design and Development
Category: Core Textbook
Paperback • 9781544372235, 5th edition • Dec-19 • £79
Sage Publications, Inc

MANAGING AND ORGANIZATIONS
An Introduction to Theory and Practice
Stewart R. Clegg, Tyrone S. Pitsis, Matthew Mount
Managing and Organizations: An Introduction to Theory and Practice has been praised for its breadth, innovative content and application to real life. Along with its full coverage of all the essential topics of organizational behaviour, it offers a critical perspective that equips readers with the tools to question dominant assumptions about organizations.

Readership: This textbook is essential reading for anyone studying organizational behaviour at undergraduate or postgraduate level.
Subject: Organization Studies (General)
Category: Core Textbook
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Subject: Organization Studies (General)
Category: Core Textbook
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Karl E. Weick

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Subject: Organization Studies (General)
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Houghton, Emma L. Murray

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Subject: Stress in Organizations
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Eleftheria J. Lekakis

This book is a comprehensive exploration of the complexities and dilemmas of using the marketplace as an arena for politics. It goes beyond simply buying or boycotting to critically explore how individuals, collectives, corporations and governments do politics with and through consumption.

Subject: Communication and Media Studies (General)
Category: Academic
Paperback • 9781529723090 • 256pp
1st edition • Sep-22 • £30.99
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INFLUENCERS AND CREATORS
Business, Culture and Practice
Robert Kozinets, Ulrike Gretzel, Rossella Gambetti

This textbook combines cutting-edge conceptual and critical thinking with practical advice for those interested in the way influencers and content creators have profoundly impacted business and culture.

Readership: Primary Target Course: Influencer Marketing Secondary Target Course: Influencer Relations, Promotional Media, Advertising, PR, Digital Marketing, Social Media Marketing.

Subject: Advertising (Analysis)
Category: Core Textbook
Paperback • 9781529720895 • 184pp
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Lina Dencik, Arne Hintz, Joanna Redden, Emiliano Treré

From data capitalism and data colonialism, to data harms to data activism - the book is an expert guide to the debates central to understanding the injustices of life in a datafied society.

Readership: ideal for upper level undergraduates and postgraduate students studying about Data and Society and related disciplines such as Sociology, Media and Politics.

Subject: Communication and Media Studies (General)
Category: Academic
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Koen Leurs
A comprehensive and impassioned account of the relationship between digital technology and migration. From 'top-down' governmental and corporate shaping of the migrant condition, to the 'bottom-up' of digital practices helping migrants connect, engage and resist.

Readership: Postgraduate students and researchers of contemporary migration across the social sciences.

Subject: Communication and Media Studies (General)
Category: Academic
Paperback • 9781529706529 • 240pp
1st edition • Jun-23 • £28.99
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Terry Flew, Jennifer Holt, Julian Thomas
This Handbook offers students, researchers and policy-makers a multidisciplinary overview of contemporary scholarship relating to the intersection of the digital economy and the media, cultural, and creative industries.

Subject: Communication and Media Studies (General)
Category: College Handbooks
Hardcover • 9781526497994 • 672pp
1st edition • Oct-22 • £120
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THE DIGITAL DISCONNECT
The Social Causes and Consequences of Digital Inequalities
Ellen Helsper
Ellen Helsper goes beyond questions of digital divides and who’s connected or not. She asks why and how social and digital inequalities are linked, as she reveals the tangible outcomes of socio-digital inequalities to everyday lives in an expert exploration of contemporary theory, research and practice in socio-digital inequalities. She makes an urgent call to broaden our horizons, to expand our theoretical and methodological toolkits, and work collectively to achieve a fairer digital future for all.

Readership: Students at all levels from a range of social science backgrounds who are specialising in - or interested in - digital inequality.

Subject: Communication and Media Studies (General)
Category: Academic
Paperback • 9781526463401 • 248pp
1st edition • Feb-21 • £33.99
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Essential Skills for Tomorrow’s Workplace
Michelle Terese Violanti, Stephanie Erin Kelly
Business and Professional Communication Playbook teaches students the essentials of business communication and necessary skillset that employers look for today through skill building exercises, engaging examples, practical and professional tips, and real-world experiences and insights from recent graduates and working professionals.

Subject: Communication and Media Studies (General)
Category: Core Textbook
Paperback • 9781071802939 • 304pp
1st edition • May-23 • £81
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THE SAGE HANDBOOK OF HUMAN-MACHINE COMMUNICATION
Andrea L. Guzman, Rhonda McEwen, Steve Jones
This Handbook provides a comprehensive grounding of the history, methods, debates and theories that contribute to the study of human-machine communication.

Subject: Communication and Media Studies (General)
Category: College Handbooks
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Surveying the Field
Andrew C. Billings, Michael Laurence Butterworth
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Simon Lindgren

Cutting-edge student exploration of what it means to live in a digital society. Introduces key concepts and research essential for digital media, social media and media/data and society modules.

Readership: Undergraduate students of digital media, social media, media and society, data and society, media sociology, and internet studies.
Subject: Communication and Media Studies (General)
Category: Core Textbook
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2nd edition • Dec-21 • £34.99
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Subject: Communication and Media Studies (General)
Category: Core Textbook
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Denis McQuail, Mark Deuze

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Readership: Undergraduate and postgraduate students of media and communication studies and mass communication.
Subject: Communication and Media Studies (General)
Category: Core Textbook
Paperback • 9781473902510 • 688pp
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Deborah T. Meem, Jonathan F. Alexander, Key Beck, Michelle A. Gibson

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Subject: Communication and Media Studies (General)
Category: Core Textbook
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An Introduction
Paul Hodkinson

Combining a critical survey of the field with a finely judged assessment of cutting-edge developments, this Second Edition cements its reputation as the ‘must have’ text for any undergraduate student studying media and communication studies.

Readership: For undergraduate students of media and communication studies, and sociology.
Subject: Communication and Media Studies (General)
Category: Core Textbook
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Barry S. Brummett

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Subject: Communication and Media Studies (General)
Category: Core Textbook
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Vincent Miller

From profiling databases and mashups to cybersex and the truth about social networking, Miller’s insightful Second Edition traces the pervasive influence of ‘digital culture’ throughout contemporary life.

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Subject: Communication and Media Studies (General)
Category: Core Textbook
Paperback • 9781473993877 • 344pp
2nd edition • Apr-20 • £34.99
Sage Publications Ltd

HOW TO DO MEDIA AND CULTURAL STUDIES
Jane Stokes

The Third Edition of the bestselling student guide to doing media and cultural studies research provides all the knowledge and practical expertise needed to carry out a project or dissertation.

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Subject: Communication Research Methods
Category: Core Textbook
Paperback • 9781526427755 • 336pp
3rd edition • Apr-21 • £36.99
Sage Publications Ltd

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Gjoko Muratovski

Research for Designers is the guide to this new, evidence-based creative process for anyone doing research in Design Studies or looking to develop their design research skills. Including interviews with 10 design experts from across the globe, this guide helps students put theory into practice and conduct successful design research.

Subject: Communication Research Methods
Category: Core Textbook
Paperback • 9781529708158 • 352pp
2nd edition • Dec-21 • £36.99
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Paths of Inquiry
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Teaching students the basics of communication research in an accessible manner, this Fourth Edition demystifies the theories and applications through its focus on methods in practice.

Subject: Communication Research Methods
Category: Core Textbook
Paperback • 9781544372167
4th edition • Aug-19 • £69
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An Introduction to Qualitative and Quantitative Approaches
Arthur Asa Berger

This step-by-step introduction to conducting media and communication research offers practical insights along with the author’s signature light-hearted style to make discussion of qualitative and quantitative methods easy to comprehend.

Subject: Communication Research Methods
Category: Core Textbook
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5th edition • Feb-19 • £62
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Klaus H. Krippendorff

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Subject: Communication Research Methods
Category: Supplementary Textbook
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Marianne W Jorgensen, Louise J Phillips

Discourse Analysis as Theory and Method offers the first systematic introduction to discourse analysis as a body of theories and methods for social research.

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Subject: Communication Research Methods
Category: Supplementary Textbook
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Kathryn Sorrells

Intercultural Communication: Globalization and Social Justice introduces students to the study of communication among cultures within the broader context of globalization. Promoting critical thinking, reflection, and action, the text’s social justice approach equips students with the knowledge and skills to create a more equitable world through communication.

Subject: Intercultural Communication
Category: Core Textbook
Paperback • 9781506362861 • 384pp
3rd edition • Mar-21 • £81
Sage Publications, Inc

INTRODUCING INTERCULTURAL COMMUNICATION
Global Cultures and Contexts
Shuang Liu, Zala Volcic, Cindy Gallois

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

Readership: Undergraduate students of intercultural Communication and Intercultural Business and Management.
Subject: Intercultural Communication
Category: Core Textbook
Paperback • 9781529778755 • 368pp
4th edition • Apr-23 • £39.99
Sage Publications Ltd

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A Contextual Approach
James W. Neuliep

This resource looks at every aspect of intercultural communication from extensive number of insightful angles, including of contexts such as cultural or ethnic, geographic and situational, covering both verbal and non-verbal interaction, alongside a range of theories and perceptions. The Eighth Edition continues to be a proven resource for media, culture and communications students.

Subject: Intercultural Communication
Category: Core Textbook
Paperback • 9781071807675
8th edition • Apr-20 • £69
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Globalization and Social Justice
Kathryn Sorrells

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Category: Core Textbook
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With its unique skill-building approach, *Interpersonal Communication*, Fifth Edition provides students with the knowledge and practice they need to make effective choices as communicators in today's rapidly changing, technologically-advanced, and diverse society.

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Vincent F. Filak  
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Category: Core Textbook  
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3rd edition • Nov-21 • £81  
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Jingrong Tong  
A cutting-edge exploration of journalism in the era of digital media technology and big and open data.

Readership: Undergraduate students of journalism.  
Subject: Journalism  
Category: Core Textbook  
Paperback • 9781526497321 • 240pp  
1st edition • Mar-22 • £32.99  
Sage Publications Ltd

*Modi's India: The Age of Intolerance*  
Jemimah Steinfeld  
The spring 2023 issue of *Index on Censorship* takes readers to the heart of India. Salil Tripathi writes movingly on how the key pillars of a democracy have been dissolved under the current leader Narendra Modi. Tripathi highlights how Muslims are singled out, while Hanan Zaffar covers a less spoken about persecution in the country - that of Christians.

Readership: Undergraduate students of journalism.  
Subject: Mass Communication (General)  
Category: Academic  
Paperback • 9781529672732  
1st edition • May-23 • £7.99  
Sage Publications Ltd
THE BEAUTIFUL GAME?
QATAR, FOOTBALL AND FREEDOMS
Jemimah Steinfeld
The 2022 World Cup in Qatar has thrown a spotlight on the grave human rights situation in the country. On a level this is good. Sports stars are using their platforms to speak up against abuse, although as Julian Baggini argues in the magazine, this comes with risks.

Subject: Mass Communication (General)
Category: Academic
Paperback • 9781529621723
1st edition • Feb-23 • £8.99
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Cees Hamelink
A student introduction to the history, present and future of global communication from one of Europe’s most respected communication scholars.

Readership: Undergraduate and postgraduate students of media and communication studies, cultural studies, and sociology.

Subject: Mass Communication (General)
Category: Core Textbook
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A Practical Guide to Digital Reporting and Publishing
Mark E. Briggs
The Fourth Edition of Journalism Next: A Practical Guide to Digital Reporting and Publishing is updated with the latest technological innovations and media industry transformations, ensuring that Mark Briggs’s proven guide for leveraging digital technology to do better journalism keeps pace with ongoing changes in the media landscape. Briggs offers practical and timely guidance for both the seasoned professional looking to get up to speed and the digital native looking to root their tech know-how in real journalistic principles.

Subject: Mass Communication (General)
Category: Core Textbook
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4th edition • Oct-19 • £41.99
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Power, Platforms, and Participation
Nicholas Carah
A critical introduction to meaning and power in an age of participatory culture, social media and digital platforms. Helps students to understand the central role media play in the social world, and how they can become informed media citizens themselves.

Readership: Undergraduate and postgraduate students of media and communication studies, cultural studies, and sociology.

Subject: Mass Communication (General)
Category: Core Textbook
Paperback • 9781529707953 • 416pp
2nd edition • May-21 • £34.99
Sage Publications Ltd

MEDIA LITERACY - INTERNATIONAL STUDENT EDITION
W. James Potter
Media Literacy teaches students how to navigate through the overwhelming flood of information found in today’s media-saturated world. Author W. James Potter presents examples and facts to help students understand how the media operate, how they attract attention, and how they influence the public.

Subject: Mass Communication (General)
Category: Core Textbook
Paperback • 9781071840993 • 504pp
10th edition • Mar-21 • £64.99
Sage Publications, Inc

MEDIA/SOCIETY - INTERNATIONAL STUDENT EDITION
Technology, Industries, Content, and Users
David R. Croteau, William D. Hoynes, Clayton Childress
This book provides a framework to help students understand the relationship between media and society and helps them develop skills for critically evaluating both conventional wisdom and one’s own assumptions about the social role of the media.

Subject: Mass Communication (General)
Category: Core Textbook
Paperback • 9781071852507 • 520pp
7th edition • Sep-21 • £64.99
Sage Publications, Inc
MUSIC MANAGEMENT, MARKETING AND PR
Chris Anderton, James Hannam, Johnny Hopkins

A guide to the study and practice of the music industries in the 21st century. Tying academic research to industry insight, it helps students understand the range of roles and institutions they need to know in order to manage artists and to promote and sell music.

Readership: Essential reading for students of music management, music business, music promotion, music marketing and anybody looking to build a career in the music industries.

Subject: Mass Communication (General)
Category: Core Textbook
Paperback • 9781526497383 • 240pp
1st edition • Mar-22 • £32.99
Sage Publications Ltd

CLIMATE OF FEAR: THE SILENCING OF ENVIRONMENTAL CAMPAIGNERS
Jemimah Steinfeld

The fight for the future of the planet and the fight for free speech are intertwined and interdependent. But this relationship also needs constant nurturing. The Autumn issue of Index on Censorship is themed around the struggle for environmental justice with a particular focus on indigenous campaigners.

Subject: Mass Communication (General)
Category: Monograph
Paperback • 9781529793659
1st edition • Mar-22 • £8.99
Sage Publications Ltd

THE CULTURAL INDUSTRIES
David Hesmondhalgh

Bringing together a huge range of research, theory and key concepts, David Hesmondhalgh provides an accessible yet critical exploration of cultural production and consumption in the global media landscape. This new edition explores the effects of digitalisation on culture and analyses the influence of IT and tech companies like Google, Apple, Amazon and Facebook on the cultural industries.

Readership: For students and researchers of media and communication studies, the cultural and creative industries, cultural studies and the sociology of the media.

Subject: Mass Communication (General)
Category: Core Textbook
Paperback • 9781526424105 • 568pp
4th edition • Dec-18 • £43.99
Sage Publications Ltd

CROWN CONFIDENTIAL: HOW BRITAIN’S ROYALS CENSOR THEIR RECORDS
Jemimah Steinfeld

The winter 2022 issue of Index on Censorship takes as its starting point an article from British historian Andrew Lownie, who recounts his unnecessary and expensive court battle to release royal archives related to the Mountbattens. From this, a special in-house investigation led by the index team reveals the thousands of records on the royal family that are being blocked today and includes interviews with those most impacted.

Subject: Mass Communication (General)
Category: Monograph
Paperback • 9781529628838
1st edition • Feb-23 • £7.99
Sage Publications Ltd

INDEX AT 50
Jemimah Steinfeld

Index on Censorship turns 50 with a special anniversary issue featuring its finest contributors. With reflections from editors who worked at the magazine over its five decades to essays from Salman Rushdie and Rana Mitter and short stories from Ariel Dorfman and Nick Harkaway, the magazine looks back at the defining moments since its creation in 1972.

Subject: Mass Communication (General)
Category: Monograph
Paperback • 9781529605426
1st edition • Aug-22 • £8.99
Sage Publications Ltd

TRAGER’S THE LAW OF JOURNALISM AND MASS COMMUNICATION
Victoria Smith Ekstrand, Caitlin Ring Carlson, Erin Coyle, Susan Dente Ross, Amy Reynolds

Trager’s The Law of Journalism and Mass Communication provides a clear and engaging introduction to media law with comprehensive coverage and analysis for future journalists and media professionals. The Eighth Edition brings the law to life with cutting-edge research, the latest court and legislative rulings, and a wealth of new content.

Subject: Mass Communication (General)
Category: Core Textbook
Paperback • 9781071857922 • 818pp
8th edition • Sep-23 • £115
Sage Publications, Inc
PLAYING WITH FIRE: THE THEATRE OF RESISTANCE IN THE FACE OF THE PANDEMIC

Jemimah Steinfeld

The Winter 2021 edition of Index is a tribute to those around the world who have kept the flame of theatre alive during the worst of times. The magazine has proud history of supporting the theatre of resistance and this magazine marks our determination to continue this tradition. The centrepiece of the magazine is a profile of long-time Index collaborators Belarus Free Theatre, who continue to play a central role in the resistance to the Lukashenka dictatorship.

Subject: Mass Communication (General)
Category: Monograph
Paperback • 9781529600797
1st edition • Nov-22 • £8.99
Sage Publications Ltd

THE BATTLE FOR UKRAINE: ARTISTS, JOURNALISTS AND DISSIDENTS RESPOND

Jemimah Steinfeld

Russia’s invasion of Ukraine and the ongoing war has seen a pluralistic society with liberal values pitted against a country synonymous with autocracy. Our summer 2022 issue delves into just what this means in terms of freedoms. Within Ukraine, Andrey Kurkov discusses Russia’s assault on the country’s culture, while Lyuba Yumichuk talks about children in Donbas being fed an alternative history.

Subject: Mass Communication (General)
Category: Monograph
Paperback • 9781529611908
1st edition • Feb-23 • £7.99
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HOW TO DO CRITICAL DISCOURSE ANALYSIS

A Multimodal Introduction

David Machin, Andrea Mayr

Written for students without prior knowledge of linguistics, this is an accessible and systematic toolkit for doing language and image analysis. Using case studies and examples from a range of media, it enables students to analyze and understand the relationship between language, discourse and social practices.

Subject: Mass Communication (General)
Category: Supplementary Textbook
Paperback • 9780857028921 • 240pp
1st edition • Mar-12 • £36.99
Sage Publications Ltd

NEGOTIATION & DISPUTE RESOLUTION

Beverly J. DeMarr, Suzanne de Janasz

Negotiation and Dispute Resolution, Second Edition utilizes an applied approach to covering basic negotiation concepts while highlighting a broad range of topics on the subject. Authors Beverly J. DeMarr and Suzanne C. de Janasz help students develop the ability to successfully negotiate and resolve conflicts in a wide variety of situations in both their professional and personal lives.

Subject: Negotiation and Conflict Resolution
Category: Core Textbook
Paperback • 9781948426022 • 496pp
2nd edition • Apr-18 • £96
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RESEARCHING NEW MEDIA

Nicholas W Jankowski, Martine van Selm

Researching New Media is a much-needed university-level methodology textbook that provides an overview and assessment of research methods employed in investigations of new media. This book is to serve as the primary text for upper division and graduate-level university courses concerned with the new communication technologies; it will also satisfy the needs of experienced researchers entering the domain of new media for the first time.

Subject: New Media and Communication Technology
Category: Core Textbook
Paperback • 9780761967071 • 336pp
1st edition • Jan-50 • £16.99
Sage Publications Ltd

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Suzanne McCorkle, Melanie Janelle Reese

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Subject: Negotiation and Conflict Resolution
Category: Core Textbook
Paperback • 9781506363547 • 272pp
3rd edition • Jun-18 • £81
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THE SOCIAL MEDIA AGE

Zoetanya Sujon

We are all aware of social media and how it is seamlessly integrated into our private and public lives as everyday users, but this book aims to provide a deeper understanding of social media by asking questions about its place in our society, our culture and our economy.

Readership: Undergraduate students of media, communication and cultural studies, the creative and cultural industries, and sociology completing modules in social/new/digital media.

Subject: New Media and Communication Technology
Category: Core Textbook
Paperback • 9781526436900 • 336pp
1st edition • Apr-21 • £33.99
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EFFECTIVE CRISIS COMMUNICATION

Moving From Crisis to Opportunity
Robert R. Ulmer, Timothy L. Sellnow, Matthew W. Seeger

In the fully updated Fifth Edition of Effective Crisis Communication: Moving From Crisis to Opportunity, three of today's most respected crisis/risks communication scholars provide the latest theory, practice, and innovative approaches for handling crisis. The book provides in-depth case studies that highlight successes and failures in dealing with core issues of crisis leadership, managing uncertainty, communicating effectively, understanding risk, promoting communication ethics, enabling organizational learning, and producing renewing responses to crisis.

Subject: Public Relations (Analysis)
Category: Core Textbook
Paperback • 9781071852392 • 264pp
5th edition • Jan-23 • £81
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DYNAMICS OF NEWS REPORTING AND WRITING - INTERNATIONAL STUDENT EDITION

Foundational Skills for a Digital Age
Vincent F. Filak

Dynamics of News Reporting and Writing shows students how to approach their stories and think on their feet in the evolving media landscape, with foundational elements like lead writing, structure, and storytelling, as well as how to think critically and determine what matters in a story.

Readership: Media students from a range of backgrounds looking for a practical guide to the inner-workings of journalism and the best techniques to use.

Subject: Newswriting/reporting
Category: Core Textbook
Paperback • 9781071840924 • 392pp
2nd edition • Mar-21 • £76.99
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ONGOING CRISIS COMMUNICATION

Planning, Managing, and Responding
Tim Coombs

Ongoing Crisis Communication: Planning, Managing, and Responding provides an integrated approach to crisis communication that spans the entire crisis management process and crosses various disciplines. A truly integrative and comprehensive text, this book explains how crisis management can prevent or reduce the threats of a crisis, providing guidelines for how best to act and react in an emergency situation.

Subject: Public Relations (Analysis)
Category: Core Textbook
Paperback • 9781071816646 • 304pp
6th edition • Mar-22 • £96
Sage Publications, Inc

PROPAGANDA & PERSUASION

Garth S. Jowett, Victoria J. O'Donnell

Providing provocative case studies and fascinating examples of the use of propaganda from ancient times up through the present day, Propaganda and Persuasion provides an original model that helps readers analyze the instances of propaganda and persuasion they encounter in everyday life.

Subject: Political Communication
Category: Core Textbook
Paperback • 9781506371344 • 416pp
7th edition • Oct-18 • £81
Sage Publications, Inc

PUBLIC RELATIONS CAMPAIGNS

An Integrated Approach
Regina M. Luttrell, Luke William Capizzo

With a focus on the tools needed for working in the PR industry, Public Relations Campaigns: An Integrated Approach gives students a hands-on introduction to creating successful, integrated PR campaigns.

Subject: Public Relations (Analysis)
Category: Core Textbook
Paperback • 9781544385587 • 336pp
2nd edition • Mar-21 • £96
Sage Publications, Inc
SOCIAL MEDIA 
FOR STRATEGIC COMMUNICATION - INTERNATIONAL STUDENT EDITION

Creative Strategies and Research-Based Applications
Karen Freberg

This book teaches students the skills and principles needed to use social media in persuasive communication campaigns. It combines cutting edge research with practical, on-the-ground instruction to prepare students for the real-world challenges they’ll face in the workplace.

Subject: Public Relations (Analysis)
Category: Core Textbook
Paperback • 9781071852514 • 488pp
2nd edition • Oct-21 • £64.99
Sage Publications, Inc

SOCIAL MEDIA
A Critical Introduction
Christian Fuchs

Social media are an integral part of contemporary society; having changed the way we communicate, use information and understand the world, we should now ask critical questions about social media and dig deeper into issues of ownership, power, class and (in)justice. This book equips readers with a critical understanding of the complexities and contradictions at the heart of social media’s relationship with society.

Readership: Students of media, communications and sociology at all levels.
Subject: Social Media
Category: Core Textbook
Paperback • 9781529752748 • 448pp
3rd edition • Mar-21 • £33.99
Sage Publications Ltd

PORTFOLIO BUILDING ACTIVITIES IN SOCIAL MEDIA
Exercises in Strategic Communication
Karen Freberg

Shows students how to communicate on social media professionally and strategically by giving them hands-on experiences with real-world challenges. Designed to be used with Freberg’s Social Media for Strategic Communication.

Subject: Public Relations (Analysis)
Category: Supplementary Textbook
Paperback • 9781071828038 • 152pp
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