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We’re delighted to announce new editions of our bestsellers, such as Stewart Clegg et al.’s Managing and Organisations, Fifth Edition (p.19) and Nick Wilton’s Introduction to Human Resource Management, Fourth Edition (p.4), as well as brand new titles by Dhruv Grewal, Retail Marketing Management (p.14) and by Annmarie Hanlon, Digital Marketing (p.12).

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Edited by Elaine Cox, Tatiana Bachkirova both at Oxford Brookes University and David Clutterbuck Clutterbuck Associates
The most comprehensive guide to the field of coaching, supporting trainees and professionals to identify and develop a personal style of coaching. Each chapter makes links between theory and practice and includes discussion questions, further reading suggestions and case studies.

AN INTRODUCTION TO COACHING SKILLS
A Practical Guide
Second Edition
Christian van Nieuwerburgh
ICCE Ltd. (International Centre for Coaching in Education)
With evidence-based research, activities and suggestions for further reading, this is a clear and practical, all-you-need guide to becoming a coach.

CORPORATE COMMUNICATION
A Guide to Theory and Practice
Fifth Edition
Joep Cornelissen Rotterdam School of Management, Erasmus University
Used by nearly 25,000 students in over 50 countries, the book combines theoretical foundation with practical guidelines and insights, which will assist managers (or soon to be managers) in their day-to-day communication decisions.

COACHING AND MENTORING
Theory and Practice
Third Edition
Bob Garvey The Lio Partnership, a coaching and mentoring consultancy in the UK, Paul Stokes and David Megginson both at Sheffield Hallam University
Drawing on extensive research and the authors’ own experiences as coaches and mentors, the book offers a critical perspective on the theory and practice of coaching and mentoring. The third edition is split into four parts and has been updated to include the contemporary debates, issues and influences in the field. It features a collection of new international case studies drawn from the USA, Africa, Asia and South America, along with an increased emphasis on current topics such as internal coaching schemes, e-technologies and social media. In addition to these features, there are four new chapters:

- Perspectives on Coaching and Mentoring from around the Globe – Comparing case studies written by practitioners in locations around the world
- The Skilled Coachee – An examination of the role of coachee in the coaching and mentoring process
- Question of Ethics – A chapter devoted to the ethical issues inherent in coaching and mentoring
- Towards a Meta-Theory – A chance for the reader to conceive new ways to engage with theory and practice

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UNDERSTANDING PUBLIC RELATIONS
Theory, Culture and Society
Lee Edwards London School of Economics; University of Leeds
Lee Edwards introduces a socio-cultural approach to public relations as a way of analysing the growing importance of public relations in its social, cultural and political contexts. This text brings theory to life with a range of case studies, including YouTube vlogging, the global fair trade movement and the 2016 EU referendum in the UK.
The book is split into three parts; the first part provides the theoretical background of CSR, the second part examines various CSR approaches and how they can be implemented, and the third part discusses measuring and communicating CSR.

Each chapter contains questions for reflection and discussion, exercises and case studies from globally recognised brands such as Ben & Jerry’s, Nestle, Marks & Spencer, TOMS Shoes, LEGO and Coca-Cola.

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Tony Dundon Alliance Manchester Business School, University of Manchester, Niall Cullineane Queen’s University Management School, Queen’s University Belfast and Adrian Wilkinson Centre for Work, Organisation and Wellbeing, Griffith Business School, Griffith University

‘An accessible introduction to the interdisciplinary field of employment relations that also sheds light on broader social and economic dilemmas we face. The authors are provocative - hitting the important tensions and contradictions facing working people today - with rich anecdotes from popular media and culture that bring the underlying academic research to life.’

- Rosemary Batt, Professor of Women and Work, ILR School, Cornell University, USA

EMPLOYMENT RELATIONS

Fairness and Trust in the Workplace

Cecilie Bingham Westminster University

‘This thought-provoking text provides academic, practical and theoretical insights into the contested nature of contemporary work and employment relations at workplace level. It should become essential reading for students, scholars, practitioners and policy-makers in the field.’

- David Farnham, University of Portsmouth

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Fourth Edition

Nick Milton University of the West of England

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- A free interactive eBook giving students digital access to all the content as well as author videos, case studies, web-links, journal articles and quizzes. Lecturers can also access PowerPoint slides, teaching videos, a testbank and a comprehensive and fully updated Instructor’s manual

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March 2019 • 648 pages
Cloth (9781526460158) • £120.00
Paper & Interactive eBook (9781526487933) • £44.99

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We’re here to help with any questions you may have and would love to hear from you!
The authors have provided a fascinating examination and exploration of IHRM theories, practices and debates. Reflecting on the global landscape of HR, this book offers a wide range of current examples, tasks, questions and further reading. It is an invaluable resource for both students and lecturers.”

- Pia Glen, Module Co-ordinator and Lecturer in Human Resource Management, Robert Gordon University

A book about work, the people who do it and the way they are managed; raising issues such as work intensification and unemployment, exploring the realities of work, workers and the communities that are affected by HRM policy and practice.

VERY SHORT, FAIRLY INTERESTING & CHEAP BOOK

Irena Grugulis Leeds University Business School

A book about work, the people who do it and the way they are managed; raising issues such as work intensification and unemployment, exploring the realities of work, workers and the communities that are affected by HRM policy and practice.
Written by three of the most prominent scholars in the field, this text explores common challenges and unpacks why performance appraisal often fails in organizations, equipping readers with evidence-based tools and strategies for overcoming these obstacles.

PERFORMANCE APPRAISAL AND MANAGEMENT

Kevin R. Murphy  University of Limerick, Jeanette N. Cleveland and Madison E. Hanscom both at Colorado State University

April 2018 • 424 pages
Paper (9781506352909) • £65.00

An experiential and skills-building approach, exploring the realities and complexities of performance management. Cross-cultural cases, review questions and exercises provide students with the practical skills they need to understand how performance management links to business results.

This concise book presents the theoretical underpinnings and the practical applications of key topics, with practical concepts or skills highlighted in terms of how they fit into the Performance Management system. Learning features include:

• "Developing PMS Skills" boxes - highlighting a particular skill that is relevant to the surrounding chapter content; mapped against the skills objectives
• "PMS in Practice" boxes - real-life examples from around the world.
• "Experiential Exercise" - encourage active learning

October 2019 • 248 pages
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Don’t miss the fifth edition of Clegg et al.’s Managing and Organizations on p. 19

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THE SAGE HANDBOOK OF HUMAN RESOURCE MANAGEMENT

Second Edition
Edited by Adrian Wilkinson, Griffith University, Nicolas Bacon, City University of London, David Lepak, University of Massachusetts and Scott Snell, University of Virginia

The new edition of this SAGE Handbook builds on the success of the first by providing a fully updated and expanded overview of the field of human resource management.

Bringing together contributions from leading international scholars - and with brand new chapters on key emerging topics such as talent management, engagement, e-HRM and big data - the Handbook focuses on familiarising the reader with the fundamentals of applied human resource management, while contextualising practice within wider theoretical considerations. Internationally minded chapters combine a critical overview with discussion of key debates and research, as well as comprehensively dealing with important emerging interests. The second edition of this Handbook remains an indispensable resource for advanced students and researchers in the field.

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April 2019 • 700 pages
Cloth (9781526435026) • £120.00

GLOBAL TALENT MANAGEMENT

An Integrated Approach
Sonal Minocha and Dean Hristov both at Bournemouth University

This textbook provides the theory and practice context of global talent management within an accessible conceptual framework for students, spanning individuals (micro), organisations (meso) and policy (macro).

Including discussions on the development of self as global talent and current organisational approaches to the attraction, development and retention of global talent, this book encourages critical reflection of how global talent management is affected by policy, society and the economy.

The authors draw on interdisciplinary fields, practical insights from global employers and wide-ranging case studies to help students grasp the complexities of this evolving field.

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December 2018 • 352 pages
Cloth (9781526424228) • £120.00
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Jean-Claude Usunier, University of Lausanne, Hester van Herk, Vrije Universiteit Amsterdam and Julie Anne Lee, University of Western Australia

By successfully combining cross-cultural management and business research methods, this team of international authors investigates the various cultural influences that should be considered when undertaking business research in nations across the world.

2017 • 200 pages
Cloth (9781473975880) • £39.00
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March 2018 • 632 pages
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Jasmin Mahadevan Pforzheim University
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LEADERSHIP

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‘Power’ is taken as central theme for this book, opening up discussion about issues that are often neglected in leadership texts i.e. fairness, equity, justice, resistance, conflict, emancipation, oppression, rationality, politics, globalization, the natural environment, and knowledge.

New to this edition:

• Two new chapters - Suze Wilson on “An Unconventional History of Leadership Studies” and David Knights on “Embodyed Leadership, Ethics and its Affects”
• A new “summary case” feature - integrative case studies with accompanying discussion questions, featuring topics such as the #MeToo movement, New Zealand Prime minister Jacinda Ardern and Suma Foods
• All chapters revised to incorporate new research published since 2014

The book is complemented by a range of online resources including PowerPoint slides, videos of the book’s authors providing chapter overviews and discussing why the topic is important, access to journal articles discussed in the book and links to additional relevant material.

CONTENTS


March 2019 • 440 pages
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HUBRISTIC LEADERSHIP

Eugene Sadler-Smith University of Surrey

‘An elegant, scholarly and absolutely timely analysis of the kinds of dangerous people who want to be leaders, but never should be allowed to be. Read it, weep with despair for the state of international politics, and some big business – and understand it better.’

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The 2008 financial crash, the war in Iraq and the Trump Administration are just some of the examples Eugene Sadler-Smith uses to bring hubristic leadership and all its pitfalls to life in this groundbreaking new text. Using critical analysis and reflective anecdotes, this book explores the characteristics and impacts of hubristic leadership and how these might be anticipated, mitigated and allayed.

CONTENTS

In Perspective / Mythic and Historical Approaches / Biological and Neuroscientific Approaches / The Hubris Syndrome Approach / A Behavioural Approach / An Organizational Approach / A Relational Approach / Paradox and Processual Approaches / Avoidance Approaches

November 2018 • 224 pages
Cloth (9781526431165) • £35.00
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Leadership, Culture, and Connectivity
Tian Tao Director of Ruihu Innovative Research Institute at Zhejiang University, 
David De Cremer Cambridge University and Wu Chunbo School of Public Administration, Renmin University of China

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April 2018 • 528 pages
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Third Edition
Brad Jackson Griffith University and Ken Parry Deakin University

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May 2018 • 200 pages
Cloth (9781446273777) • £49.99
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Global Leadership Perspectives
Insights and Analysis
Simon Western Analytic-Network Coaching Ltd and Éric-Jean Garcia Sciences Po

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Second Edition
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Stephan Dahl James Cook University

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CONTENTS

PART I: UNDERSTANDING ACTORS IN SOCIAL MEDIA MARKETING / Consumer Tribes and Communities / Users and Co-creation of Value / Brand and Anthropomorphic Marketing / PART II: UNDERSTANDING PLATFORMS IN SOCIAL MEDIA MARKETING / Traditional Social Media Platforms / Gaming and Hybrid Platforms / Mobile and Location-Based Platforms / PART III: UNDERSTANDING CONTENT IN SOCIAL MEDIA MARKETING / Persuasiveness / Engagement / Electronic Word of Mouth (eWOM) / PART IV: UNDERSTANDING CONTEXT IN SOCIAL MEDIA MARKETING / Measurement, Metrics and Analytics / Cross-Cultural Aspects and Implications / Privacy, Ethical and Legal Issues / Afterword: Where Next for Social Media Marketing?

March 2018 • 296 pages
Cloth (9781473982338) • £110.00
Paper (9781473982345) • £36.99

SOCIAL MEDIA MARKETING

Third Edition

Tracy L. Tuten Professor of Marketing, East Carolina University, Greenville and Michael R. Solomon Professor of Marketing, Saint Joseph’s University, Philadelphia

Social Media Marketing melds essential theory with practical application and covers core skills such as strategic planning for social media applications, incorporating these platforms into the brand’s marketing communications, and harnessing social media data to yield consumer insights. The authors outline the ‘four zones’ of social media that marketers can use to help achieve their strategic objectives: Community, Publishing, Entertainment, and Commerce.

The new third edition has been extensively updated to include a new chapter on tactical planning and execution, coverage of the latest research within social media marketing, and expanded and all new case studies and examples, including Facebook, Instagram, Twitter, Snapchat etc., and discussing these in relation to globally recognized brands such as Pokemon Go, Nike, Amazon Kindle and Lady Gaga.

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Available as inspection copy for lecturers
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CONTENTS

PART I / What Does Digital Luxury Experience Stand for? / A New Digital Marketing Strategy for Luxury Experience Design / Connecting With Digital Natives and Sharing Luxury Experiences on Social Media / PART II / Immersive Digital Luxury Experiences / Connected Digital Luxury Experiences / Playful Digital Luxury Experiences / Humanized Digital Luxury Experiences / Prototyped Digital Luxury Experiences / PART III / Switch to the Experiential Marketing Mix (7Es) & Design the Ultimate Digital Luxury / From Big Data to Immersive Smart Data Insights Into Digital Luxury Experience / Phygital Luxury Consumption Experiences: A New Paradigm

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Taking a contemporary view that branding is done collectively in the round by all stakeholders, including employees and consumers, it gives an overview of the many perspectives and introduces the theory of co-creation, engaging with cultural perspectives of branding.

A collection of geographically diverse case studies are included, such as Burger King, Lego, Lynx, Maserati, HSBC and Vegemite, as well as examples from social media and online brand communities. The book is complemented by a range of online resources for lecturers and students, including PowerPoint slides, journal articles, web and video links, and a selection of exclusive videos with a professional brand consultant.

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January 2018 • 416 pages
Cloth (9781473951976) • £120.00
Paper (9781473951983) • £43.99

**RETAIL MARKETING MANAGEMENT**

The 5 Es of Retailing

Dhruv Grewal Babson College

In this new text Dhruv Grewal, a leading Professor of Marketing and Retailing, explores the complexities of the contemporary retail environment by drawing on what he refers to as the 5 Es of retailing: Entrepreneurial, Excitement, Education, Experience and Engagement.

These are illustrated using a wide range of examples such as Tesco, Kroger, Zara, Wholefoods, Groupon and Amazon. Together, the framework and examples enable readers to navigate today’s challenging retail environment made up of social media, retailing analytics and online and mobile shopping. Retail Marketing Management is essential reading for students of retailing and marketing, as well as practitioners working in retail today.

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Second Edition

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Presenting the basics of brand management, this book provides both a theoretical and practical guide to brands, placing emphasis on the theory that the consumer is a co-creator in a brand’s identity.

Taking a contemporary view that branding is done collectively in the round by all stakeholders, including employees and consumers, it gives an overview of the many perspectives and introduces the theory of co-creation, engaging with cultural perspectives of branding.

A collection of geographically diverse case studies are included, such as Burger King, Lego, Lynx, Maserati, HSBC and Vegemite, as well as examples from social media and online brand communities. The book is complemented by a range of online resources for lecturers and students, including PowerPoint slides, journal articles, web and video links, and a selection of exclusive videos with a professional brand consultant.

CONTENTS


January 2018 • 416 pages
Cloth (9781473951976) • £120.00
Paper (9781473951983) • £43.99

**RETAIL MARKETING MANAGEMENT**

The 5 Es of Retailing

Dhruv Grewal Babson College

In this new text Dhruv Grewal, a leading Professor of Marketing and Retailing, explores the complexities of the contemporary retail environment by drawing on what he refers to as the 5 Es of retailing: Entrepreneurial, Excitement, Education, Experience and Engagement.

These are illustrated using a wide range of examples such as Tesco, Kroger, Zara, Wholefoods, Groupon and Amazon. Together, the framework and examples enable readers to navigate today’s challenging retail environment made up of social media, retailing analytics and online and mobile shopping. Retail Marketing Management is essential reading for students of retailing and marketing, as well as practitioners working in retail today.

CONTENTS


December 2018 • 200 pages
Cloth (9781526446845) • £85.00
Paper (9781526446852) • £29.99

**THE SAGE HANDBOOK OF CONSUMER CULTURE**

Edited by Olga Kravets, Pauline Maclaran
both at Royal Holloway University of London, Steven Miles Metropolitan University and Alladi Venkatesh University of California, Irvine

This is a one-stop resource for scholars and students of consumption, providing critical discussion of the key dimensions of consumer culture from a global and interdisciplinary team of scholars.

January 2018 • 576 pages
Cloth (9781473929517) • £120.00
CONSUMER CULTURE THEORY

Edited by Eric J. Arnould Aalto
University; EMLYON Business
School and Craig J Thompson
University of Wisconsin-Madison

Outlining the key themes, concepts and theoretical areas in the field, this book draws on contributions from prominent researchers to unravel the complexities of consumer culture by looking at how it affects personal identity, social interactions and the consuming human being.

The structure of the book is designed to help students map the field in the way it is interpreted by researchers, following the conceptual mapping in the classic Arnould & Thompson 2005 journal article. Organised into three parts - the Consumption Identity, Marketplace Cultures and the Socio-Historic Patterning of Consumption - insight is offered into both the historical roots of consumer culture and the everyday experiences of navigating the contemporary marketplace. The book is supported by a collection of international case studies and real world scenarios, including: How Fashion Bloggers Rule the Fashion World; the Kendall Jenner Pepsi Commercial; Professional Beer Pong, Military Recruiting Campaigns, The World Health Organisation and the Corporatization of Education.

CONTENTS


June 2019 • 368 pages
Cloth (9781526420725) • £100.00
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BUSINESS-TO-BUSINESS MARKETING

Fourth Edition

Ross Brennan Hertfordshire Business
School, University of Hertfordshire,
Louise Canning Kedge Business School
and Raymond McDowell Bristol Business
School, University of the West of England

‘Offering fresh insights into both the theory and practice of industrial marketing. This textbook combines highly relevant concepts and models with a wealth of very interesting and useful examples, cases and practical exercises from a variety of industries and contexts. Students of all levels, including doctoral, will find this book an inseparable companion.’

- Professor Enrico Baraldi, Department of Engineering Sciences, Uppsala University

2017 • 416 pages
Cloth (9781473973435) • £126.00
Paper (9781473973442) • £46.99

NEW EDITION!

CONSUMER BEHAVIOUR

Fourth Edition

Zubin Sethna Regent’s University London and
Jim Blythe University of Plymouth

Informal yet academically rigorous in style, this fun textbook focuses on examples of international consumer behaviour in action, and provides open access online resources to encourage student engagement and understanding. The book strikes a balance between sociological and psychological aspects of consumer behavior and features coverage of social media, digital consumption and up to date marketing practice. All content is supported by an array of global international examples and cases from a variety of geographic locations such as the United Kingdom, Europe, Canada, USA and Japan, including different themes as diverse as fashion, education, ethics, travel, age, gender and family roles as well as politics, technology and B2B. New to this edition:

• A new chapter on sustainable consumption which encompasses the future of consumer behaviour and consumption behaviour
• Increased focus on branding
• A new learning feature exploring the experiential role of brands in consumers’ lives today titled: ‘Brand Experiences’

CONTENTS


March 2019 • 544 pages
Cloth (9781526450005) • £120.00
Paper (9781526450012) • £44.99

Available as inspection copy for lecturers
GLOBAL MARKETING AND ADVERTISING

Understanding Cultural Paradoxes
Fifth Edition
Marieke de Mooij

Now in its fifth edition, this popular textbook explores marketing and advertising with a refreshing take on the paradoxes international markets encounter. It considers the impact globalization, branding and culture can have on marketing communications.

This new edition has been updated to include:
• Up-to-date research on new topics including: culture and the media, culture and the Internet, and a more profound comparison of the different cultural models
• More examples from major regions and countries from around the world
• Broader background theory on usage differences of new digital media and extensive coverage of consumer behaviour

CONTENTS
The Paradoxes in Global Marketing Communications / Global Branding / Values and Culture / Dimensions of Culture / Culture and Consumer Behavior / Researching and Applying Cultural Values / Culture and Communication / Culture and Media / Culture and Advertising Appeals / Culture and Executional Style / From Value Paradox to Strategy

October 2018 • 512 pages
Cloth (9781544318134) • £120.00
Paper (9781544318141) • £49.99

CONSUMER BEHAVIOR AND CULTURE

Consequences for Global Marketing and Advertising
Third Edition
Marieke de Mooij

Continuing to explore how cultural influences can affect consumer behaviour, the new edition uses the author’s own model of consumer behaviour to answer the fundamental questions about consumption - what people buy, why they buy it and how they buy.

The third edition includes:
• An insight into the different roles of the internet and the growing influence of social media
• An exploration of the various psychological and sociological aspects of human behaviour, such as concept of self, personality, group influence, motivation, emotion, perception and information processing
• Updated examples throughout, including millennials as consumers and how the language of consumption can differ across cultures

CONTENTS
Consumer Behavior Across Cultures / Values and Culture / Convergence and Divergence in Consumer Behavior / The Consumer: Attributes / Social Processes / Mental Processes / Culture, Communication, and Media Behavior / Consumer Behavior Domains

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CONSUMER BEHAVIOUR
Applications in Marketing
Third Edition
Robert East Kingston University,
Jaywant Singh Kingston University Business School, Malcolm Wright
Massey University and Marc Vanhuele
HEC School of Management

This third edition maintains a strong focus on the use of research, helping students to develop analytical and evidence-based thinking in marketing and to take into consideration not just the individual but also the marketing environment. New examples and research findings have been included with special attention paid to the digital environment, including online consumer behaviour and research.

2016 • 368 pages
Cloth (9781473919495) • £126.00
Paper (9781473919501) • £44.99

MARKETING COMMUNICATIONS
Objectives, Strategy, Tactics
John R Rossiter University of Wollongong, Larry Percy Copenhagen Business School and Lars Bergkvist
Zayed University, Abu Dhabi

Uniting industry experience with academic expertise, the authors combine marketing communications and advertising with the branding perspective, providing students with a practical planning system and a seven-step approach to creating a comprehensive marketing plan. The new Marketing Communications textbook is a contemporary evolution of the well-known Rossiter and Percy Advertising and Promotion Management textbook. Key features include:

• An author analytical approach with checklist frameworks in chapters
• A managerial perspective, helping students to become a marketing manager and study as though they are in the role
• Coverage of key new marketing communications topics such as branding and social media

In each of the end-of-chapter questions there are mini-cases that involve real brands, and the numerous examples throughout the text refer to globally known brands such as Gillette, Mercedes, Revlon and Toyota.

CONTENTS
PART I: MARCOMS AND BRANDING / Marketing Communications and Campaign Planning / Branding and Brand Positioning / PART II: MARCOMS CAMPAIGN OBJECTIVES / Campaign Target Audience Selection and Action Objectives / Campaign Communication Objectives / PART III: CREATIVE STRATEGY / Key Benefit Claim and the Creative Idea / Brand Awareness and Brand Attitude (Grid) Tactics / Attention Tactics and Pretesting / PART IV: SALES PROMOTION STRATEGY / Manufacturer and Retailer Promotions / PART V: MEDIA STRATEGY / Media-Type Selection and the Reach Pattern / Effective Frequency and Strategic Scheduling Rules / PART VI: CAMPAIGN MANAGEMENT / Setting the Campaign Budget / Campaign Tracking / PART VII: OTHER MARCOMS / Corporate Image Advertising, Sponsorships, and PR / Personal Selling and Customer Database Marketing / Social Marketing and Ethics

August 2018 • 584 pages
Cloth (9781526438645) • £120.00
Paper (9781526438652) • £45.99

NEW EDITION!
MARKETING COMMUNICATIONS
Third Edition
John Egan Regent’s University London

John Egan draws on both his industry and academic background to explain the why as well as the how of marketing communications. The book takes an industry-driven approach which provides all the theories with application and from a real world perspective. It also uses accessible, straight-forward language and all content is supported by a collection of learning features.

New to this edition:
• New chapters on Digital Marketing and Analytics and Social Media Marketing
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CONTENTS

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UNDERSTANDING SOCIAL ENTERPRISE
Theory and Practice
Third Edition
Rory Ridley-Duff Sheffield Hallam University and Mike Bull Manchester Metropolitan University

Packed with a wealth of learning features to help students understand the theory and practice within the ever-expanding field of social enterprise, the new edition includes new case studies and examples throughout. The authors focus on the pathways that social enterprise follow and consider new developments in policy, the economy and the legal implications of social enterprise.

CONTENTS

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A Skill-Building Approach

Second Edition

Christopher P. Neck Arizona State University, Jeffery D. Houghton West Virginia University and Emma L. Murray

Providing insight into organizational behaviour concepts and processes through an interactive skill-building approach, the second edition helps students understand why this topic is important and how it applies to them.

March 2019 • 568 pages
Paper (9781473964273) • £126.00

MANAGING CHANGE, CREATIVITY AND INNOVATION

Third Edition

Patrick Dawson The University of Adelaide and Constantine Andriopoulos Cass Business School, City University London

'This is a benchmark text . . . Change management is often presented as a reaction to business problems, but change can also be proactive, driven by entrepreneurship, leadership, creativity and innovation. Combining these perspectives in a processual framework, this text offers fresh explanations, beyond oversimplified guidelines and complex theories, with new case studies and updated material.'

- David A. Buchanan, Emeritus Professor of Organizational Behaviour, Cranfield University School of Management

2017 • 664 pages
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A VERY SHORT, FAIRLY INTERESTING AND REASONABLY CHEAP BOOK ABOUT STUDYING ORGANIZATIONS

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Chris Grey Royal Holloway University London

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2016 • 192 pages
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Paper (9781473953468) • £15.99

MANAGING AND ORGANIZATIONS
An Introduction to Theory and Practice

Fifth Edition

Stewart R. Clegg University of Technology Sydney, Martin Kornberger EMLYON Business School, Tyrone S. Pitsis Durham University; The University of Technology, Sydney; Newcastle University and Matt Mount Deakin University

A realist’s guide to management, the authors capture the complex life of organizations, providing not only an account of theories, but also an introduction to their practice with examples from everyday life and culture discussing the key themes and debates along the way. Used by nearly 50,000 students and tutors worldwide, Managing and Organizations 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 behavior, the book offers a critical perspective that gives the reader the tools to question dominant assumptions about organizations. New to this edition:

- A new chapter structure to create a clearer, elegant chapter navigation for students. Chapters have now been streamlined to no more than 15,000 words each
- New and up to date global cases and examples to engage students (Including Netflix, the Crown, Trump and North Korea)
- Updated and fully integrated Interactive eBook – offers a dynamic learning experience for students
- Definitions in margins to support learners who do not speak English as a first language
- Updated online resources and new author videos

CONTENTS

PART I: MANAGING PEOPLE IN ORGANIZATIONS / Managing and Organizations / Managing Individuals / Managing Teams and Groups / Managing Leading, Coaching, and Motivating / Managing Human Resources / PART II: MANAGING ORGANIZATIONAL PRACTICES / Managing Cultures / Managing Conflict / Managing Power, Politics, and Decision-making in Organizations / Managing Communications / Managing Knowledge and Learning / Managing Innovation and Change / Managing Social Responsibility Ethically / PART III: MANAGING ORGANIZATIONAL STRUCTURES AND PROCESSES / Managing Principles / Managing Organizational Design / Managing Globalization

February 2019 • 608 pages
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Paper & Interactive eBook (9781526487964) • £49.99

Organizational Behaviour & Organization Studies

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A STEP-BY-STEP INTRODUCTION TO STATISTICS FOR BUSINESS
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Richard N. Landers University of Minnesota

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• New cases, examples and diagrams throughout to illustrate key points and reinforce students’ learning

The book also comes with access to a comprehensive range of free online resources including step-by-step video tutorials on how to use Excel and IBM SPSS, an unlimited dataset and worked solutions generator, and a full Instructor’s manual with in-class activities and PowerPoint slides for lecturers to use in class.

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MANAGEMENT AND BUSINESS RESEARCH

Sixth Edition

Mark Easterby-Smith University of Lancaster, Richard Thorpe University of Leeds, Paul R. Jackson University of Manchester and Lena J. Jaspersen University of Leeds

The sixth edition continues to give students a comprehensive overview of what is needed to carry out successful and effective research, with practical hands-on guidance on how to conduct a dissertation project or research thesis in business and management. With a strong philosophical underpinning, it combines academic depth with practical hands on experience, encouraging an informed, critical and reflexive stance towards management and business research.

New to this edition:

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• Research philosophy in chapter 3 is further supported by an online author video overview and a pull out at the back of the book that gives a visual representation of each key component of the research process
• “Research in Action” textboxes, which consist of engaging accounts of real-world research experiences from academics, practitioners and students

CONTENTS
Finding Your Feet in Management and Business Research / Reviewing the Literature / The Philosophy of Management and Business Research / Designing Management and Business Research / The Research Experience / Crafting Qualitative Data through Language and Text / Crafting Qualitative Data through Observation and Participatory Research / Framing and Interpreting Qualitative Data / Crafting Quantitative Data / Summarizing and Making Inferences from Quantitative Data / Multivariate Analysis / Writing Management and Business Research

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David E Gray University of Greenwich

’The approach and methodologies used to present this book are very refined with expanded sections and detailed consideration of concepts, techniques and applications of the research process. This book will give both tutors and students the opportunity to think clearly about their research from start to finish!’

- Alfred Akakpo, Faculty of Business, Coventry University

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Malcolm Smith

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BUSINESS RESEARCH

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Donald R. Cooper

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CONTENTS

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Sarah Quinton Oxford Brookes University and Nina Reynolds University of Wollongong

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- **Accessing Digital Data**: An outline of the characteristics of digital data, temporality issues in digital research and different data sources
- **Moving Forward with Digital Research**: Examining the practicalities of how to conduct digital research, with examples and suggestions to strengthen the implementation of digital research

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February 2018 • 256 pages
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Torkild Thanem Stockholm University and David Knights Lancaster University

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Patricia Bazeley Western Sydney University

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Mark Carrigan Digital Engagement Fellow
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Paul Brunt, Susan Horner and Natalie Semley all at Plymouth University

By employing a step-by-step approach, the authors guide tourism, hospitality or event-based students through the whole research process, including the research proposal, using quantitative and qualitative data, and writing up and presenting the research findings.

2017 • 360 pages
Cloth (978147393919143) • £126.00
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A Practical Guide to Your Research Project

Huiping Xian Sheffield University Management School, University of Sheffield and Yue Meng-Lewis Coventry Business School, Coventry University

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- Chinese translations of key concepts and definitions
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- Clear definitions of key terms
- Short illustrative examples
- A list of useful resources about Chinese research

The book also features examples of Chinese research from the authors’ own work and from top journals to illustrate how the methods can be applied in the Chinese context.

CONTENTS

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Supporting research at all levels, SAGE Research Methods provides material to guide users through every step of the research process. Find out more at sageresearchmethods.com

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A Global & Digital Approach

Simon Hudson University of South Carolina and Louise Hudson Independent Researcher

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2017 • 384 pages
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May 2018 • 1120 pages
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**THE SAGE HANDBOOK OF TOURISM MANAGEMENT**

Edited by Chris Cooper Leeds Beckett University, Serena Volo Libera Università di Bolzano, William C. Gartner University of Minnesota and Noel Scott Griffith University

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