Welcome...

The SAGE Rights Team is pleased to present our Global Rights catalogue for 2017-2018!

SAGE publishes over 800 titles a year, working closely with our acclaimed authors to create a wide range of publications for the Humanities and Social Sciences. Above all, our editorial team is dedicated to producing innovative and high-quality content.

This year, we are pleased to introduce a small selection of Education titles published by our outstanding US brand Corwin. Corwin publishes books that help educators make the greatest impact on teaching and learning, representing the latest thinking from some of the most respected experts in Education. Please refer to the middle section of this catalogue for our exciting 2017 selection!

In this catalogue, we are particularly pleased to recommend:

- **Social Media, Second Edition**, by Christian Fuchs (p. 12)
- **New Pedagogies for Deep Learning** by Michael Fullan, Joanne Quinn and Joanne McEachen (p. 16)
- **Doing Qualitative Research, Fifth Edition**, by David Silverman (p. 33).

Our catalogue only includes a small selection of forthcoming titles and bestsellers. For a complete list of SAGE titles, please visit our website or view our subject catalogues for this publication year.

If you are a publisher and would like to receive updates on new titles, please email us at foreign-rights@sagepub.co.uk, listing any subject area of special interest. Please contact us to confirm the availability of rights in your language, request review copies and arrange translation agreements.

We would like to take this opportunity to thank you for your ongoing support and interest in our titles.

We hope that you will find this catalogue useful and look forward to working with you!

The SAGE Rights Team
foreign-rights@sagepub.com

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New Hot Titles

- **Social Media**, by Christian Fuchs
- **Deep Learning**, by Michael Fullan, Joanne Quinn and Joanne McEachen
- **Doing Qualitative Research**, by David Silverman
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COMMUNICATING FOR MANAGERIAL EFFECTIVENESS
Challenges | Strategies | Solutions
Sixth Edition
Phillip G Clampitt University of Wisconsin, Green Bay
This resource equips students, managers and executives with the strategies and tools to address common communication problems experienced in organizations, with the goal of learning how to add value to their organizations.
January 2017 • 384 pages
Paper (9781483358512) • £82.00

NEW EDITION!
ORGANIZATIONAL COMMUNICATION
A Critical Introduction
Second Edition
Dennis K Mumby University of North Carolina at Chapel Hill
Organizational Communication is the first textbook in the field written from a critical perspective, while providing a comprehensive survey of theory and research in organizational communication. This edition includes the most recent advances in research and theory, and incorporates contemporary examples and case studies throughout.
March 2018 • 432 pages
Paper (9781483317069) • £79.00

REFLEXIVE LEADERSHIP
Organising in an imperfect world
Mats Alvesson, Martin Blom and Stefan Sveningsson all at Lund University
Making a case for a reflexive approach to leadership, the authors draw upon decades of carrying out in-depth studies of professionals trying to ‘do’ leadership. The result is a book that draws upon rich empirical material and which has a number of new, provocative, critical and constructive ideas that help to develop sharper and more thoughtful thinking and practice - both in academic and practical contexts.
November 2016 • 248 pages
Cloth (9781412961585) • £85.00
Paper (9781412961592) • £28.99
SELF-LEADERSHIP
The Definitive Guide to Personal Excellence

Christopher P Neck Arizona State University,
Charles C Manz University of Massachusetts Amherst
and Jeffery D Houghton West Virginia University

Before learning to lead others, students need to first be able to lead themselves effectively. Written by the scholars who first developed the theory of self-leadership, Self-Leadership aims to equip students with the skills necessary to navigate challenging circumstances, uncertainty, and ambiguity by examining the behavioural, emotional, and cognitive aspects of self-leadership.

2016 • 240 pages
Paper (9781506314464) • £37.99

ORGANIZATIONAL CREATIVITY
A Practical Guide for Innovators & Entrepreneurs

Gerard J Puccio, John F Cabra both at Buffalo State, State University of New York and Nathan Schwagler The Dali Museum, St. Petersburg, FL

Whether students are preparing to become entrepreneurs or work in an established firm, Organizational Creativity will transform them into creative thinkers and leaders, ready to thrive in an era of innovation and change.

June 2017 • 264 pages
Paper (9781452291550) • £43.99

THE BUSINESS OF INNOVATION

Jay Mitra University of Essex

Innovation is driving economic and societal change, but it is still a myth or a black box. Professor Jay Mitra’s new book dissects the myth and sheds light into the black box. The Business of Innovation is a brilliant, comprehensive tool to understand the critical factor dominating the knowledge economy in the 21st century

- Sergio Arzeni, President, International Network for SMEs (INSME) Former Director, OECD Centre for Entrepreneurship

April 2017 • 325 pages
Cloth (9781446210802) • £100.00
Paper (9781446210819) • £34.99
BRAND MANAGEMENT

Co-creating Meaningful Brands

Michael Beverland  RMIT University

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

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Paper (9781473951983) • £43.99

MARKETING FOR TOURISM, HOSPITALITY & EVENTS

A Global & Digital Approach

Simon Hudson  University of South Carolina and Louise Hudson  Independent Researcher

A comprehensive overview of the marketing principles specific to the fields of tourism, hospitality and events. The book approaches the field of tourism marketing through a uniquely international angle, with increased emphasis on the impact of digital technology and all topics supported by international case studies.

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Cloth (9781473926639) • £120.00
Paper (9781473926646) • £44.99

INTERNATIONAL ENTREPRENEURSHIP

Starting, Developing, and Managing a Global Venture

Third Edition

Robert D Hisrich  Kent State University

Combining robust narrative with a wide variety of interesting cases, this inspiring and practical book focuses on what every student entrepreneur needs to know to succeed in a global market.

2015 • 440 pages
Paper (9781483344393) • £76.00
EXPLORING MORGAN’S METAPHORS
Theory, Research, and Practice in Organizational Studies

Edited by Anders Örtenblad Nord University, Kiran Trehan University of Birmingham and Linda L Putnam University of California, Santa Barbara

This sophisticated and insightful book is an invaluable addition to commentary on metaphors in organization studies. A work of disciplined imagination, it delivers on its promise to enrich not just academics but students, consultants and managers’ understandings of processes of organizing

- Andrew D Brown, University of Bath

2016 • 304 pages
Paper (9781506318776) • £49.99

AN INTRODUCTION TO COACHING SKILLS
A Practical Guide
Second Edition

Christian van Nieuwerburgh
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.

March 2017 • 232 pages
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Paper (9781473975811) • £23.99

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Forces of Change and Challenges

Philip J Dewe Birkbeck College, University of London and Cary L Cooper Manchester Business School

A historical account of workplace stress, what the research in the field of occupational stress tells us about the changing nature of work, and what individuals and organizations can do about it to create more liveable environments.

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Ragnhild Oussoren Education trainer

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Supporting Learning Difficulties in Maths

Third Edition

Ronit Bird Teacher, London

The new edition of the bestselling resource for maths teachers; now enhanced with a companion website featuring demo videos of games and activities.

January 2017 • 224 pages
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DIGITAL TECHNOLOGIES AND LEARNING IN THE EARLY YEARS

Edited by Lorna Arnott University of Strathclyde

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April 2017 • 160 pages
Cloth (9781412962421) • £75.00
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THE GOOD WRITING GUIDE FOR EDUCATION STUDENTS

Fourth Edition

Dominic Wyse and Kate Cowan both at UCL Institute of Education

This practical, down-to-earth guide is tailored for Education students and uses real examples of student’s work to explain what tutors look for and how to get there.

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Seeing Through Multiple Perspectives

Edited by Alma Fleet, Catherine Patterson and Janet Robertson all at Macquarie University

The book draws on research from various countries to offer guidance, support and inspiration on how to implement meaningful and sustainable child-focused observation in early years contexts.

June 2017 • 240 pages
Cloth (9781473944602) • £75.00
Paper (9781473944619) • £24.99

CHILDHOOD TODAY

Edited by Alex Owen Liverpool Hope University

This book provides a detailed insight into different social constructs of childhood today. It keeps the reader enthralled, at the same time as deepening their knowledge and understanding. Incredibly useful for essays and exams!

- Amalie Quevedo, Early Childhood and Education Studies student, Liverpool Hope University

August 2017 • 160 pages
Cloth (9781473989368) • £75.00
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STRATEGIC MANAGEMENT IN THE MEDIA

Theory to Practice

Second Edition

Lucy Künig *Reuters Institute for the Study of Journalism, University of Oxford*

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Guy Julier *University of Brighton/Victoria and Albert Museum*

This groundbreaking book shines a spotlight on how design has become embedded in political economies, emerging as a vital feature of neoliberal economic systems, from urban strategies to commercial processes to government policy-making.

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COMMUNICATION AND SPORT

Surveying the Field

Third Edition

Andrew C Billings *University of Alabama*, Michael L Butterworth *Ohio University* and Paul D Turman *South Dakota Board of Regents*

Communication and Sport examines a wide range of topics that are essential for understanding sports media, rhetoric, culture and organizations from micro- to macro-level issues. The Third Edition includes the latest topics and perspectives in the field such as fan cultures, racial identity and gender in sports media, politics and nationality in sports, crisis communication in sports organizations and more.

April 2017 • 384 pages
Paper (9781506315553) • £56.00
Rights Sold: Previous editions sold in Chinese (Sim)
DIGITAL MEDIA AND SOCIETY
Simon Lindgren Umeå University
This book analyzes how digital media impacts society, looking at how the digital can offer novel tools for creation and circulation of content, potentially enable new or transformed social roles and relationships, alter or re-establish hierarchies, and create new social structures and places, as well as new ways of seeing and feeling.
May 2017 • 328 pages
Cloth (9781473925007) • £75.00
Paper (9781473925014) • £26.99

SOCIAL MEDIA
A Critical Introduction
Second Edition
Christian Fuchs University of Westminster
This introduction equips students with the critical thinking they need to understand the complexities and contradictions of social media and make informed judgements. The Second Edition explores social media in China and the sharing economy of Uber and Airbnb.
February 2017 • 400 pages
Cloth (9781473966826) • £85.00
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NEW EDITION!

THE RHETORICAL POWER OF POPULAR CULTURE
Considering Mediated Texts
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Deanna D Sellnow University of Central Florida
This step-by-step introduction to rhetorical theory and criticism focuses on the powerful roles that TV programmes, advertisements, music, comics and movies play in persuading us what to believe and how to behave.
May 2017 • 344 pages
Paper (9781506315218) • £56.00
LEADERSHIP AND MANAGEMENT IN HEALTHCARE

Third Edition

Neil Gopee Coventry University and Jo Galloway Executive Nurse, Quality and Patient Safety, NHS Redditch and Bromsgrove and Wyre Forest Clinical Commissioning Group

Drawing on the most up-to-date policies and professional regulations, and with an emphasis on the provision of person-centred care, the authors - both of whom have backgrounds in clinical practice, education and management - show how essential leadership and management skills can be applied across a range of situations in everyday practice.

March 2017 • 320 pages
Cloth (9781473965010) • £75.00
Paper (9781473965027) • £25.99
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Chris Mulryan University of Bolton

This book will equip readers with all the physical examination skills they need to competently and confidently assess, diagnose and develop a differential diagnosis list and plan initial care.

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Cloth (9781849200035) • £60.00
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Fourth Edition

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SAGE KEY CONCEPTS SERIES
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PSYCHOSOCIAL ASSESSMENT IN MENTAL HEALTH

Edited by Steve Trenoweth University of Bournemouth and Nicola Moone

This practical and comprehensive book guides students through the theory and practice of psychosocial assessments to help them prepare for the effective planning of treatment and interventions.

March 2017 • 256 pages
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CARING FOR PEOPLE WITH DEMENTIA

A Shared Approach

Christine Brown Wilson University of Queensland

This text presents the latest research in improving dementia care by guiding readers through the different approaches to person-centred and relationship-centred care, and providing case scenarios with a range of practical strategies.

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Third Edition

Chris Beckett University of East Anglia, Andrew Maynard Anglia Ruskin University and Peter Jordan University of East Anglia

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Third Edition
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Richard Griffith Swansea University and Cassam Tengnah
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Mark Haith Department of Health
November 2017 • 192 pages
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PALLIATIVE AND END OF LIFE CARE IN NURSING
Second Edition
Jane Nicol University of Birmingham and Brian Nyatanga University of Worcester
June 2017 • 184 pages
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SAFEGUARDING ADULTS IN NURSING PRACTICE
Second Edition
Ruth Northway University of South Wales and Robert Jenkins
January 2017 • 240 pages
Cloth (9781473954830) • £65.00
Paper (9781473954847) • £21.99

CLINICAL JUDGEMENT AND DECISION MAKING IN NURSING
Third Edition
Mooi Standing
April 2017 • 248 pages
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Paper (9781473957268) • £20.99

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Graham R Williamson University of Plymouth and Andrew Whittaker
London South Bank University
February 2017 • 224 pages
Cloth (9781473967298) • £60.00
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Corwin titles

Established in 1990 on the belief that all children can learn and all children deserve a great education, Corwin is both publisher and full-service professional learning organization. Our more than 3,000 books are research-based, peer-reviewed, and ready-to-use resources for the educators of children of all ages. Authors who are experts in leadership, assessment, equity, instructional technology, and teaching methods write for us, and many also work with educators in the field.

Our signature imprints - Corwin Math and Corwin Literacy - focus on the core elements of education and include such well-known thought leaders as John Hattie, Doug Fisher, and Nancy Frey. We are pleased to introduce here a small selection of our Corwin titles for 2017. You may visit our website and download our full catalogues at Corwin.com

**NEW PEDAGOGIES FOR DEEP LEARNING**

*Leading Transformation in Schools, Districts and Systems*

*Michael Fullan* Michael Fullan Enterprises Inc, *Joanne Quinn* Quinn Consultants Inc and *Joanne McEachen* The Learner First, CEO/Founder

*New Pedagogies for Deep Learning* provides a comprehensive strategy for transforming learning for whole schools, districts, and systems as well as a call to action. The book defines deep learning, examines the elements that foster it, and identifies the practical processes that will mobilize change.

*February 2018*  
*Paper (9781506368580) • £26.99*

**TEACHING LITERACY IN THE VISIBLE LEARNING CLASSROOM, GRADES K-5**

*Douglas Fisher, Nancy Frey* both at *San Diego State University* and *John Hattie* University of Melbourne

This K-5 book takes implementation and assessment to the next level by digging deeper into specific lessons and providing grade-level strategies, with an emphasis on planning and executing highly-effective lessons supported by John Hattie’s Visible Learning research.

*CORWIN LITERACY*  
*April 2017 • 272 pages*  
*Paper (9781506332369) • £27.99*
TEACHING LITERACY IN THE VISIBLE LEARNING CLASSROOM, GRADES 6-12

Douglas Fisher, Nancy Frey both at San Diego State University, John Hattie University of Melbourne and Marisol Thayre Health Sciences High and Middle College

This companion to Visible Learning for Literacy shows you how to use learning intentions, success criteria, formative assessment and feedback to achieve profound instructional clarity.

CORWIN LITERACY

SOCIAL MEDIA WELLNESS

Helping Tweens and Teens Thrive in an Unbalanced Digital World

Ana Homayoun Green Ivy Educational Consulting, Founder

This book is a guide to help schools understand how to deal with the ever-changing issues involving social networking and healthy female development, and provides a starting point of reference for school districts and policymakers.

TOOLS FOR TEACHING CONCEPTUAL UNDERSTANDING, ELEMENTARY

Harnessing Natural Curiosity for Learning That Transfers

Julie Stern, Nathalie Lauriault and Krista Ferraro

An elementary book for teachers, helping them to learn why conceptual learning is a natural fit for young minds, strategies for introducing children to conceptual learning, instructional strategies to help students uncover and transfer concepts, and much, much more.

CONCEPT-BASED CURRICULUM AND INSTRUCTION SERIES

corwin.com
TOOLS FOR TEACHING CONCEPTUAL UNDERSTANDING, SECONDARY
Designing Lessons and Assessments for Deep Learning
Julie Stern, Krista Ferraro and Juliet Mohnkern

In order for students to become experts and innovators, they need a strong understanding of how the world works. This book helps learners uncover conceptual relationships and how to transfer them to new situations.

CONCEPT-BASED CURRICULUM AND INSTRUCTION SERIES
April 2017 • 192 pages
Paper (9781506355702) • £20.99

THE COMMON CORE MATHEMATICS COMPANION: THE STANDARDS DECODED, HIGH SCHOOL
What They Say, What They Mean, How to Teach Them
Frederick L Dillon Ideastream, Cleveland Area Public Broadcasting System, W Gary Martin Auburn University, Alabama, Basil M Conway IV Jacksonville State University and Marilyn E Strutchens Auburn University, Alabama

This book helps teachers get beyond a surface-level treatment, and instead offers clear guidance on what the standards say, what they mean, and how to teach them in high school, as well as tackling common student misconceptions around key mathematical ideas.

CORWIN MATHEMATICS SERIES
November 2017 • 504 pages
Spiral (9781506332260) • £29.99

EVERY MATH LEARNER, GRADES K-5
A Doable Approach to Teaching With Learning Differences in Mind
Nanci N Smith Effective Classrooms Educational Consulting, LLC (President and CEO)

For busy classroom teachers, this practical book makes manageable the process of differentiating mathematics instruction to maximize each student’s learning potential, ultimately leading to improved test scores.

CORWIN MATHEMATICS SERIES
April 2017 • 304 pages
Paper (9781506340739) • £26.99
EVERY MATH LEARNER, GRADES 6-12
A Doable Approach to Teaching With Learning Differences in Mind

Nanci N Smith Effective Classrooms Educational Consulting, LLC (President and CEO)

Through immediately actionable tools, tasks, and strategies, this book will help grades 6 through 12 teachers know and understand their students as learners, plan for differentiation at both the macro level and the day-to-day classroom level, assess learning as it occurs and revise teaching strategies responsively, and manage the ins and outs of facilitating the ideal differentiated learning space.

MATHEMATICS FORMATIVE ASSESSMENT, VOLUME 2
50 More Practical Strategies for Linking Assessment, Instruction, and Learning

Page Keeley Consultant, Speaker, and Author and Cheryl Rose Tobey Tobey Education Group, LLC

This new volume from award-winning author Page Keeley and mathematics expert Cheryl Rose Tobey helps you improve student outcomes with 50 all-new formative assessment classroom techniques (FACTS) that are embedded throughout a cycle of instruction.

HOW TO GRADE FOR LEARNING
Fourth Edition

Edited by Ken O’Connor

In this Fourth Edition of the bestselling How to Grade for Learning, Ken O’Connor shows how to link grades and standards, support student understanding of success, and provides clear guidelines for creating good grades.
FEEDBACK THAT MOVES WRITERS FORWARD
How to Escape Correcting Mode to Transform Student Writing
Patty McGee
This book shows teachers how to deliver clear feedback during planning, drafting, revising, and editing, as well as how to help writers apply what they learned about content, craft, and style to their future writing.

WHAT DO I TEACH READERS TOMORROW? NONFICTION, GRADES 3-8
Your Moment-to-Moment Decision-Making Guide
Gravity Goldberg and Renee Houser
Your students are telling you what they need next, you just need to know what to look and listen for. Two renowned educators show you how to mine what readers write and say for clues that guide follow-up lessons.

WHAT DO I TEACH READERS TOMORROW? FICTION, GRADES 3-8
Your Moment-to-Moment Decision-Making Guide
Gravity Goldberg and Renee Houser
The authors take the guesswork out of determining students’ needs with a moment-to-moment guide focused on the decisions that make the biggest impact on readers’ skill development.
LEARNING SCIENCE BY DOING SCIENCE

10 Classic Investigations Reimagined to Teach Kids How Science Really Works, Grades 3-8

Alan Colburn California State University, Long Beach

Designed foremost for grades 3-8 teachers, this accessible, classroom-based primer gently introduces teachers to the Next Generation Science Standards and Engineering Practices, and helps teachers better understand and teach key ideas around the Nature of Science.

March 2017 • 208 pages
Paper (9781506344614) • £25.99

STUDENTS WITH INTERRUPTED FORMAL EDUCATION

Bridging Where They Are and What They Need

Brenda Custodio Ohio State University (Retired) and Judith B O’Loughlin

This all-in-one guide offers expert insight on how to build the skills and supportive environments these students need for success in school and beyond.

May 2017 • 152 pages
Paper (9781506359656) • £23.99

TEACHING KIDS TO THRIVE

Essential Skills for Success

Debbie Silver and Dedra Stafford both Education Consultants, Keynote Speakers, and Authors

The strategies and tools in this guide equip educators with the skills to develop resilient and mindful learners primed for academic growth and personal success.

June 2017 • 288 pages
Paper (9781506326931) • £20.99
ENGAGEMENT BY DESIGN
Creating Learning Environments Where Students Thrive
Douglas Fisher, Nancy Frey both at San Diego State University, Russell J Quaglia Quaglia Institute for Student Aspirations, President and Founder, Dominique Smith and Lisa L Lande International Center for Teacher Voice and Aspirations Inc., Executive Director

The focus of this book is to provide teachers with the tools to cultivate engaged learners, which includes developing healthy relationships with their students, based on research suggesting that positive teacher-student relationships improve achievement.

CORWIN LITERACY
November 2017 • 192 pages
Paper (9781506375731) • £27.99

EXPLICIT DIRECT INSTRUCTION (EDI)
The Power of the Well-Crafted, Well-Taught Lesson
Second Edition (Revised Edition)
John R Hollingsworth and Silvia E Ybarra both at DataWORKS Educational Research

Written in an entertaining, teacher-friendly, easy-to-read style with classroom examples, boxed features, and detailed sample lessons, the book covers checking for understanding, lesson objectives, activating prior knowledge, concept and skills development, guided practice, and much more.

December 2017 • 248 pages
Paper (9781506337517) • £23.99
Rights Sold: Previous editions sold in French and Dutch

RELEASING LEADERSHIP BRILLIANCE
Breaking Sound Barriers in Education

Drawing on their expertise in business and education, the authors provide a simple, sustainable framework that will help overcome educational inertia to reach new heights of achievement by using school staff’s personal brilliance, encouraging smart risks and designing potent changes.

April 2017 • 168 pages
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Russell J Quaglia Quaglia Institute for Student Aspirations, President and Founder, Kristine Fox Quaglia Institute for Student Aspirations, Senior Field Specialist and Deborah Young

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Randall B Lindsey California State University, Los Angeles

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