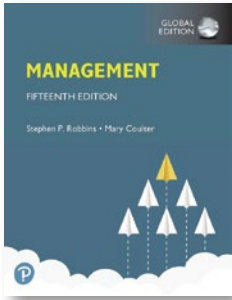


Management

Principles of Management



Management, 15e

Stephen P. Robbins
& Mary A. Coulter

©2020 • 624pp • Paperback

Available with MyLab Management

Course: Principles of Management

With a renewed focus on job-relevant skills, the newest edition of this bestselling text helps management and non-management students alike better prepare to enter the workforce. This new edition vividly illustrates effective management theories by incorporating the perspectives of real-life managers. Through examples, cases and hands-on exercises, students will see and experience management in action – helping them develop the specific skills that employers are looking for and understand how the concepts they're learning about actually work in today's dynamic business world.

Print	Pearson eText	VitalSource/Kortext eBook
9781292340883	9781292345857	9781292340975
MyLab Management	Pack of print text + MyLab Management	
9781292340999	9781292341019	



Fundamentals of Management, 11e

Stephen P. Robbins,
David A. De Cenzo & Mary Coulter

©2019 • 552pp Paperback

Available with MyLab Management

Course: Principles of Management

Fundamentals of Management covers the essential concepts of management by providing a solid foundation for understanding the key issues facing managers and organizations. The 11th Edition maintains a focus on learning and applying management theories, while now also highlighting opportunities to develop the skills in high demand by today's employers. The text offers an easy-to-understand, straightforward and realistic approach to what works for managers and what doesn't – with the ultimate goal to help students be successful in their careers.

Print	VitalSource/Kortext eBook
9781292307329	9781292307398
MyLab Management	Pack of print text + MyLab Management
9781292307435	9781292307459



Management, 3e

Michael A. Hitt, Stewart Black
& Lyman W. Porter

©2013 • 492pp • Paperback

Course: Principles of Management

This text connects theory with practice, incorporating the latest research findings to make management relevant and exciting to aspiring managers.

Print	VitalSource/Kortext eBook
9781292020594	9781292033877



Management, An Interactive Approach

Kelly Mollica & Nicole Coomber

©2024

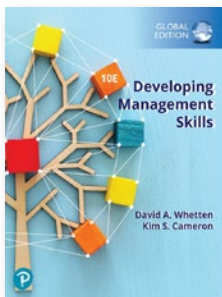
Available as a Revel course only.

Revel	Pearson eText
9781292734910	9781292734910

Course: Principles of Management

This Revel for principles of management courses helps students develop the critical-thinking skills needed to make them tomorrow's successful managers and business leaders. This 1st Edition examines foundational management concepts, weaving topics throughout each chapter and integrating global, inclusive, and ethical perspectives into real-world examples. With an abundance of integrated videos, case studies, and assessment questions, the text helps equip students for the 21st-century workplace.

Management Skills



Developing Management Skills, 10e

David A. Whetten & Kim S. Cameron

©2023 • 560pp • Paperback

Available with MyLab Management

Print	Pearson eText	VitalSource/Kortext eBook
9781292457741	9781292457772	9781292726038
MyLab Management	Pack of print text + MyLab Management	
9781292726045	9781292457758	

Course: Management Skills

Designed for all skill levels and learning styles, *Developing Management Skills* has become the standard text for learning hands-on management. It helps students apply knowledge to real-world situations, connect concepts to their own lives, and experience theory in a tactile and engaging way.

The 10th Edition features updated, contemporary examples; new skill assessments and cases; updated research; and tangible goals for students to work toward.

Organizational Behavior



Organizational Behavior, 19e

Stephen P. Robbins & Timothy A. Judge

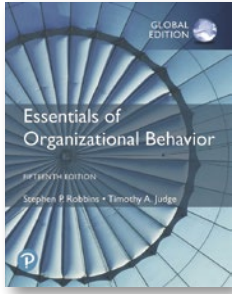
©2023 • 800pp • Paperback

Available with MyLab Management

Print	Pearson eText
9781292450025	9781292449920
MyLab Management	VitalSource/Kortext eBook
9781292449937	9781292449968

Course: Organizational Behavior

Organizational Behavior provides the information you want, in the language your students understand. Reflecting the most recent research and events within the field of OB, the 19th Edition continues its hallmark focus on clear writing, cutting-edge content, and intuitive pedagogy. There's a reason why Robbins and Judge's OB textbooks have educated millions of students and have been translated into 20 languages: because of a commitment to provide engaging, cutting-edge material that helps students understand and connect with this important field of study.



Essentials of Organizational Behavior, 15e

Stephen P. Robbins
& Timothy A. Judge

©2021 • 440pp • Paperback

Available with MyLab Management and Pearson Horizon

Print	Pearson eText	Horizon
9781292406664	9781292406572	9781292406558
MyLab Management	Pack of print text + MyLab Management	VitalSource/ Kortex eBook
9781292406602	9781292406633	9781292406558

Course: Organizational Behavior

Currently in use at more than 500 colleges and universities worldwide, *Essentials of Organizational Behavior*, 15th Edition teaches students how to communicate and interact within organizations. The text uses real-world scenarios and offers comprehensive coverage of key organizational behavior concepts that resonate with students — making each lesson engaging, relevant, and easy to absorb. With updated research and examples, and the integration of contemporary global issues, readers can apply what they've learned to their own education, future career plans, and other organizational endeavors.



Organisational Behaviour

Jane Southall

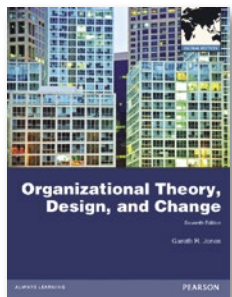
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Available as a Revel course only.

Revel
9781292309545

Course: Organizational Behavior

Revel for *Organisational Behaviour* is a modern, highly interactive learning resource – written especially for the digital environment – which helps students learn concepts, apply theory and develop critical thinking; boosting their confidence of working in today's complex business environment. A media rich learning resource incorporating over 60 videos, animations and concept checks, mini-simulations of real-life scenarios and surveys on personality, change and diversity for students to understand this qualitative subject.



Organizational Theory, Design and Change, 7e

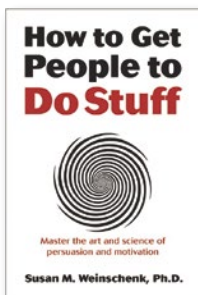
Gareth R Jones

©2012 • 512pp • Paperback

Print	VitalSource/Kortex eBook
9780273765608	9780273765615

Course: Organizational Behavior

Organizational Theory, Design and Change continues to provide students with the most up-to-date and contemporary treatment of the way managers attempt to increase organizational effectiveness. By making organizational change the centerpiece in a discussion of organizational theory and design, this text stands apart from other books on the market.



How to Get People to Do Stuff: Master the art and science of persuasion and motivation

Susan Weinschenk

©2013 • 224pp • Paperback

Print
9780321884503

Course: Motivation

We all want people to do stuff. Whether you want your customers to buy from you, vendors to give you a good deal, your employees to take more initiative, or your spouse to make dinner – a large amount of everyday is about getting the people around you to do stuff. Instead of using your usual tactics that sometimes work and sometimes don't, what if you could harness the power of psychology and brain science to motivate people to do the stuff you want them to do – even getting people to want to do the stuff you want them to do.



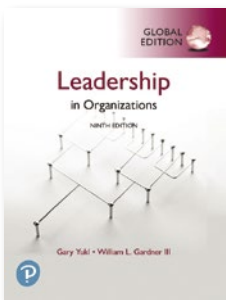
Making the Team: A Guide for Managers, 5e

Leigh L. Thompson
©2015 • 480pp • Paperback

Course: Groups and Teams

Gain insight to help team leaders and team members maximize their success in business. *Making the Team: A Guide for Managers* combines cutting-edge theory with the latest research and real-world applications in order to help team leaders and team members succeed in the business world. Every chapter of this edition contains new information, new research, updated examples and more.

Print	VitalSource/Kortext eBook
9781292060781	9781292070346



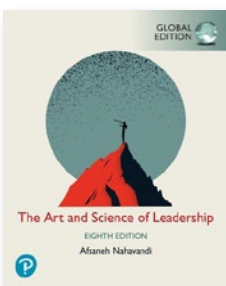
Leadership in Organizations, 9e

Gary Yukl
©2019 • 560pp • Paperback

Course: Leadership

Leadership in Organizations provides a balance of theory and practice as it covers the major theories and research on leadership and managerial effectiveness in formal organizations. Rather than detailing an endless series of studies or prescribing exactly how leaders must operate, it sticks to the major findings and offers recommendations for improving managerial effectiveness. Using this approach, readers understand the implications of their decisions and can determine the best courses of action specific to the situation. With new examples, citations and guidelines for better clarity and presentation, the text is a relevant and useful tool for students who expect to become managers in the near future.

Print	VitalSource/Kortext eBook
9781292314402	9781292314426



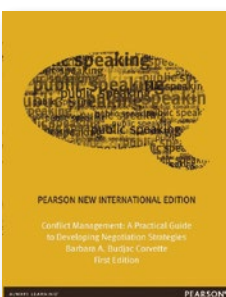
The Art and Science of Leadership, 8e

Afsaneh Nahavandi
©2024 • Paperback

Course: Leadership

This textbook delves into what it takes to be an effective leader. With strong theoretical coverage and cutting-edge research, the text provides a cross-cultural and integrative analysis of leadership in today's organizations. The 8th Edition continues its focus on application, offering numerous opportunities for students to apply and reflect on leadership concepts in their own development.

Print
9781292736679



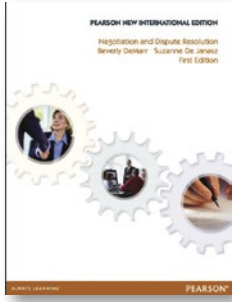
Conflict Management: A Practical Guide to Developing Negotiation Strategies

Barbara A. Budjac Corvette
©2013 • 336pp • Paperback

Course: Negotiation

Becoming an effective negotiator is a universal skill that can benefit all. Unlike other books, *Conflict Management* explores how to develop this universal skill, using a very individual, personalized approach. Grounded in theory and research, it examines the psychological and sociological factors inherent in the negotiation process. It explores the complexities of negotiations, by looking at how conflict is related and how temperaments and personality traits impact the process.

Print	VitalSource/Kortext eBook
9781292039992	9781292052182



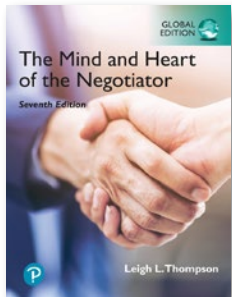
Negotiation and Dispute Resolution

Beverly DeMarr
& Suzanne C. de Janasz
©2013 • 408pp • Paperback

Course: Negotiation

Complete and broad in coverage, this book addresses negotiations and dispute resolution in a wide variety of settings. Because skill development is an important part of becoming a masterful negotiator, concepts are augmented with numerous exercises, activities, role plays and self-assessments. By combining theoretical foundations with experiential exercises, the book helps students develop their ability to negotiate and resolve conflicts in both personal and professional settings.

Print	VitalSource/Kortext eBook
9781292039725	9781292052625



The Mind and Heart of the Negotiator, 7e

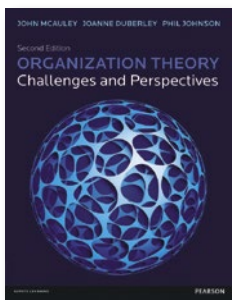
Leigh Thompson
©2021 • 368pp • Paperback

Course: Negotiation

Key features:

- Inclusion of groundbreaking findings from over 175 new scientific articles.
- New chapters on negotiator personality and motivation and on managing emotions.

Print	VitalSource/Kortext eBook
9781292399461	9781292399447



Organization Theory: Challenges and Perspectives, 2e

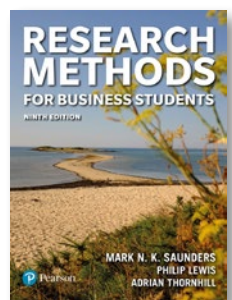
John McAuley, Philip Johnson
& Joanne Duberley
©2013 • 472pp • Paperback

Course: Organization Theory

This book addresses fundamental questions such as what is organization theory and why does it matter. It explores the historical development of organization theory from its origins right up to present-day debates. It asks what challenges it presents to contemporary organizations and explores the solutions it can provide. It brings a fresh approach to long-standing questions and is aimed at undergraduate and postgraduate students for whom the study of organizational theory or analysis is an integral part of their degree programme.

Print	VitalSource/Kortext eBook
9780273724438	9780273724445

Research Methods in Management



Research Methods for Business Students, 9e

Mark D. Saunders, Philip Lewis
& Adrian Thornhill
©2023 • 888pp • Paperback

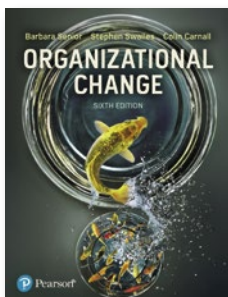
Course: Research Methods

Research Methods for Business Students offers robust and pragmatic guidance to Business, Marketing, and Management students conducting a research-led project or dissertation. Written by experts, it includes a range of features such as boxed examples demonstrating students' experiences, news articles and contemporary case studies. The self-study prompts help your students apply learnt material to their own research projects.

Available with Revel

Print	Pearson eText
9781292402727	9781292737621
Revel	VitalSource/Kortext eBook
9781292403816	9781292402741

Strategic Management



Organizational Change, 6e

Barbara Senior & Stephen Swailes

©2020 • 456pp • Paperback

Course: Change Management

Organizational Change by Senior, Swailes and Carnall reflects a rapidly evolving world and explores 'how change has changed'. The book is structured into three parts. The first part considers the causes and nature of change. Part two opens up the organization to expand on issues of structuring for change, the cultural and political contexts for change and how to lead change. Part three moves firmly into addressing the more practical considerations of designing, planning and implementing change.

Print	VitalSource/Kortext eBook
9781292243436	9781292243450



Managing Change in Organizations, 6e

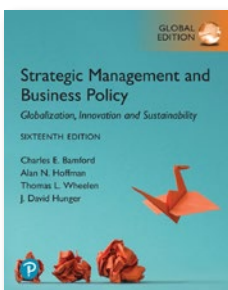
Colin Carnall & Rune Todnem By

©2014 • 384pp • Paperback

Course: Change Management

Managing Change in Organizations provides a practical and thorough overview of how effective change can be achieved in organizations. The text is ideal for advanced undergraduates, MBA and postgraduate students on courses in managing change and organizational change.

Print	VitalSource/Kortext eBook
9780273736417	9780273736431



Strategic Management and Business Policy: Globalization, Innovation and Sustainability, 16e

Thomas L. Wheelen,
J. David Hunger, Alan N. Hoffman
& Charles E. Bamford

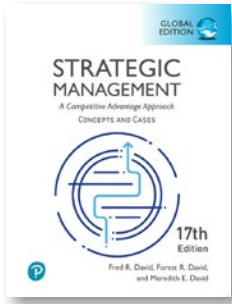
©2023 • 816pp • Paperback

Course: Strategic Management

Picking up where popular previous editions left off, *Strategic Management and Business Policy* further sharpens and modernizes this text's approach. It teaches strategy with an emphasis on globalization, innovation and sustainability. And educates students about strategic concepts they need to know as they face the issues that all organizations must build upon to push their businesses forward. New cases, vignettes, examples and statistics.

Available with MyLab Management

Print	Pearson eText	VitalSource/Kortext eBook
9781292727424	9781292727448	9781292727417
MyLab Management	Pack of print text + MyLab Management	
9781292727431	9781292459172	



Strategic Management: A Competitive Advantage Approach, Concepts and Cases, 17e

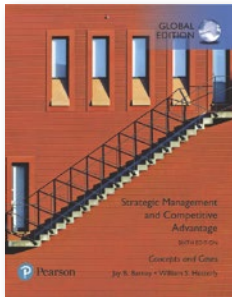
Fred R. David & Forest R. David
©2022 • 672pp • Paperback

Available with MyLab Management

Course: Strategic Management

In today's economy, gaining and sustaining a competitive advantage is harder than ever. *Strategic Management: A Competitive Advantage Approach, Concepts and Cases*, offers current research and examples, skills, exercises and concepts to help students develop their own strategy for a sustainable competitive business advantage. The text covers important issues relating to business ethics, social responsibility, global operations and sustainability.

Print	Pearson eText	VitalSource/Kortext eBook
9781292441405	9781292441306	9781292441351
MyLab Management	Pack of print text + MyLab Management	
9781292441283	9781292441313	



Strategic Management and Competitive Advantage: Concepts and Cases, 6e

William Hesterly & Jay B. Barney
©2019 • 544pp • Paperback

Available with MyLab Management

Course: Strategic Management

Just the essentials, *Strategic Management and Competitive Advantage* strips out excess by only presenting material that answers the question: does this concept help students analyze real business situations? This carefully crafted approach provides students with all the tools necessary for strategic analysis.

Print	VitalSource/Kortext eBook
9781292258041	9781292258058
MyLab Management	Pack of print text + MyLab Management
9781292258164	9781292258140

Strategic Planning



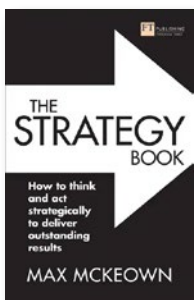
Brilliant Strategy for Business: How to plan, implement and evaluate strategy at any level of management

Chris Dalton
©2016 • 296pp • Paperback

Course: Strategic Planning

In Business, strategy is king. Leadership and hard work are all very well and luck is mighty useful, but it is strategy that makes or breaks a business, organization or team. Of course, it is easier to talk a good strategic game than it is to execute one. This book will help you turn your words into effective and successful actions.

Print	VitalSource/Kortext eBook
9781292107844	9781292107875



The Strategy Book: How to Think and Act Strategically to Deliver Outstanding Results, 3e

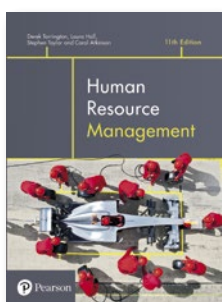
Max Mckeown
©2020 • 288pp • Paperback

Course: Strategic Planning

Strategy is about shaping the future. Thinking strategically is what separates good managers and great leaders. Learn the fundamentals about how to create winning strategy and lead your team to deliver it. From understanding what strategy can do for you, through to creating a strategy and engaging others with strategy, this book offers practical guidance and expert tips. It is peppered with punchy, memorable examples from real leaders winning (and losing) with real world strategies.

Print	VitalSource/Kortext eBook
9781292264134	9781292264158

Human Resource Management



Human Resource Management, 11e

Derek Torrington, Laura Hall, Carol Atkinson & Stephen Taylor
©2020 • 752pp • Paperback

Course: Human Resource Management

Human Resource Management by Torrington, Hall, Taylor and Atkinson is praised for its comprehensive scope of topics, coverage of important HRM issues and succinctness. It is a great introduction to human resources for students pursuing undergraduate business and management courses, as well as those on CIPD accredited courses. The Eleventh Edition has been thoroughly updated with the economic, social and legal employment practice changes and is specifically designed to cover the issues and debates facing HRM today, backed up by academic research.

Print	VitalSource/Kortext eBook
9781292261645	9781292261669



Human Resource Management, 17e

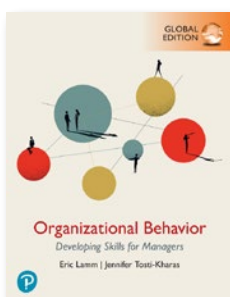
Gary Dessler
©2023 • 688pp • Paperback

Available with MyLab Management

Course: Human Resource Management

This text introduces students to the daily tools and skills they'll need to function as successful managers, in both HR and business in general. Using a practical approach, it explores the evolution of the field, highlighting the introduction of revolutionary new technologies and social media platforms. With a heavy focus on emerging industry trends and the positive impacts of technology on HR, the 17th Edition prepares students with everything they need to be effective managers and HR personnel in the 21st century.

Print	Pearson eText	VitalSource/Kortext eBook
9781292449876	9781292449777	9781292449791
MyLab Management	Pack of print text + MyLab Management	
9781292449746	9781292449739	



Organizational Behavior: Developing Skills for Managers

Eric Lamm & Jennifer Tosti-Kharas
©2024

Available as a Revel course only.

Revel
9781292467054

Course: Human Resource Management

Grounded in research, this Revel for *Organizational Behavior* teaches students how to succeed in today's ever-changing business environment. The text analyzes both classic and contemporary OB concepts using a theme of change management, and then links those concepts with associated skills. Includes relevant, real-world examples involving a wide variety of industries, organizations and geographies. Media-rich videos, interactives and resources help keep students engaged while also preparing them for a successful career in management.



Human Resource Management, 15e

R. Wayne Dean Mondy & Joseph J. Martocchio

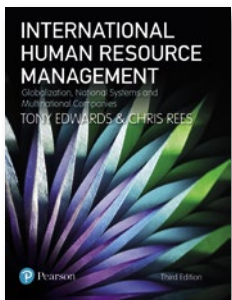
©2019 • 464pp • Paperback

Available with MyLab Management

Course: Human Resource Management

For students to succeed in a rapidly changing HR job market, knowledge of career options and skill development is key. This text provides students with examples of how HR management is practiced in the real world and the relationships between various HR topics are interwoven throughout the text, giving a thorough introduction to the field. This edition covers the latest trends in performance appraisals and has new small group activities.

Print	VitalSource/Kortext eBook
9781292264332	9781292264387
MyLab Management	Pack of print text + MyLab Management
9781292264448	9781292264424



International Human Resource Management: Globalization, National Systems and Multinational Companies, 3e

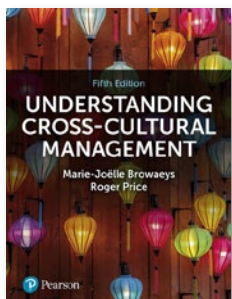
Tony Edwards & Chris Rees

©2017 • 352pp • Paperback

Course: International HRM

This engaging textbook offers a readable introduction to international human resource management. It explores the international dimensions of managing human resources, with a focus on comparative HRM and multinational organizations. It tackles the issues raised by cross-national differences in HRM styles and explores key themes.

Print	VitalSource/Kortext eBook
9781292004105	9781292004143



Understanding Cross-Cultural Management, 5e

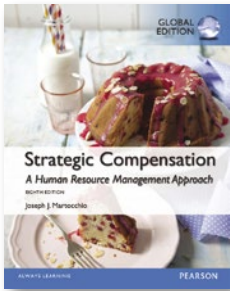
Marie-Joelle Browaeys & Roger Price

©2024 • Paperback

Course: International HRM

Understanding Cross-Cultural Management is the ideal learning resource, that reflects the increasing diversity within the workforce and the global nature of business today, from theory to practice. Updated with new topical examples and articles, this edition encourages your students to explore and debate ideas and insights from multiple perspectives and regions.

Print	Pearson eText	VitalSource/Kortext eBook
9781292730042	9781292467214	9781292461854



Strategic Compensation: A Human Resource Management Approach, 8e

Joseph J. Martocchio

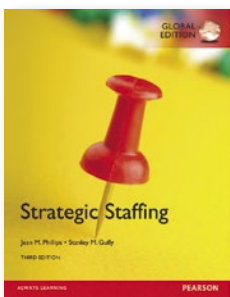
©2015 • 408pp • Paperback

Available with MyLab Management

Course: Compensation Management

Strategic Compensation: A Human Resource Management Approach illustrates the art and science of compensation practice and its role in promoting a company's competitive advantage.

Print	VitalSource/Kortext eBook
9781292058863	9781292075945
MyLab Management	Pack of print text + MyLab Management
9781292075976	9781292059310



Strategic Staffing, 3e

Jean M. Phillips & Stan M. Gully

©2015 • 448pp

Available only as an eBook.

VitalSource/Kortext eBook
9781292073507

Course: Staffing

Strategic Staffing prepares all current and future managers to take a strategic and modern approach to the identification, attraction, selection, deployment and retention of talent. Grounded in research but full of real-world examples, this text describes how organizations can develop a staffing strategy that reinforces business strategy, leverages staffing technology and evaluates and improves staffing systems.