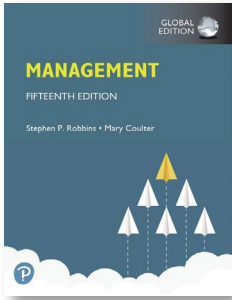


# Management

## Principles of Management



### Management, 15e

Stephen P. Robbins  
& Mary A. Coulter

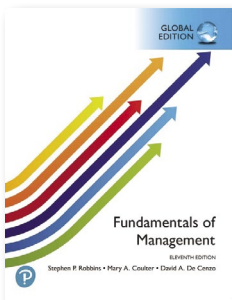
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### **Course:** Principles of Management

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.



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David A. De Cenzo & Mary Coulter

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*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.



### Management, 3e

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

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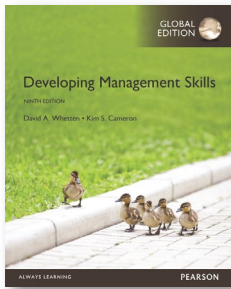
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This text connects theory with practice, incorporating the latest research findings to make management relevant and exciting to aspiring managers.

## Management Skills



### Developing Management Skills, 9e

David A. Whetten & Kim S. Cameron

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

## Organizational Behavior



### Organizational Behavior, 18e (Update)

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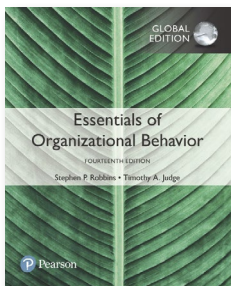
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The world's most successful organizational behavior textbook provides the research you want, in the language your students understand. This text makes current, relevant research come alive for readers. This update to the 18th Edition includes the latest research, new cases and COVID-19 updates.



### Essentials of Organizational Behavior, 14e

Stephen P. Robbins  
& Timothy A. Judge

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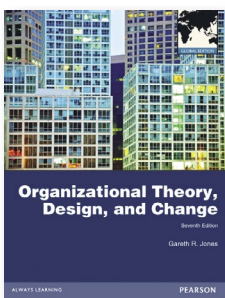
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#### Course: Organizational Behavior

*Essentials of Organizational Behavior* teaches students how to communicate and interact within organizations, through real-world scenarios. The text offers comprehensive coverage of key organizational behavior (OB) concepts, making each lesson engaging and easy to absorb. Students can use the book's concepts to apply what they've learned to their own education, future career plans and other organizational endeavors.



### Organizational Theory, Design and Change, 7e

Gareth R Jones

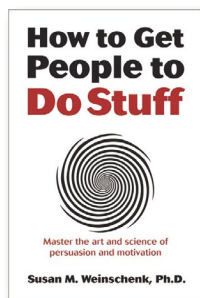
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#### Course: Organizational Behavior

*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

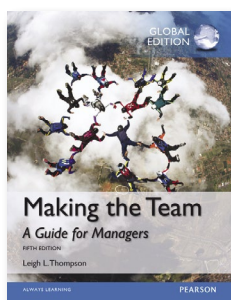
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### Course: Motivation

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

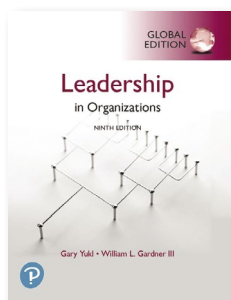
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Gain insight to help team leaders and team members maximize their success in business. *Making the Team: A Guide for Managers* combines cutting-edge theory with the latest research and real-world applications in order to help team leaders and team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



## Leadership in Organizations, 9e

Gary Yukl

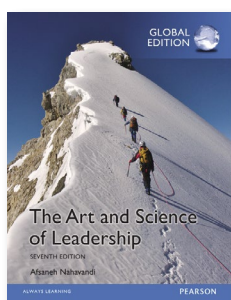
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## The Art and Science of Leadership, 7e

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Nahavandi's text has an application emphasis with a cross cultural perspective on leadership.



## Conflict Management: A Practical Guide to Developing Negotiation Strategies

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**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.



## Negotiation and Dispute Resolution

Beverly DeMarr  
& Suzanne C. de Janasz

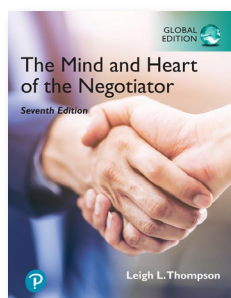
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**Course:** Negotiation

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.



## The Mind and Heart of the Negotiator, 7e

Leigh Thompson

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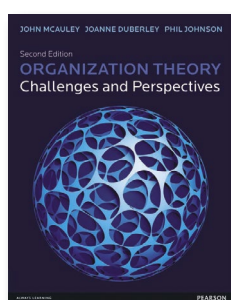
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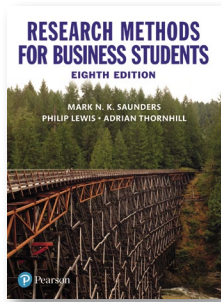
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**Course:** Organization Theory

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.



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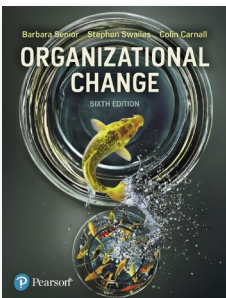
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With over 400,000 copies sold, *Research Methods for Business Students*, is the definitive and market-leading textbook for Business and Management students conducting a research-led project or dissertation. The fully revised 8th Edition answers key questions such as: How do I choose my topic and design the research? Why is research philosophy relevant to my research? How do I collect and analyze my data? When and what do I need to write?

## Strategic Management



### Organizational Change, 6e

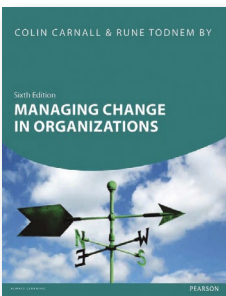
Barbara Senior & Stephen Swailes

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### 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.



### Managing Change in Organizations, 6e

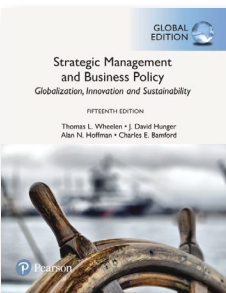
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### Course: Change Management

*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.



### Strategic Management and Business Policy: Globalization, Innovation and Sustainability, 15e

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

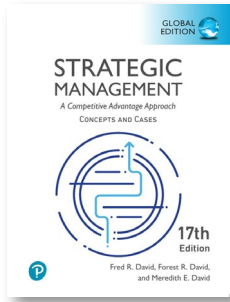
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### Course: Strategic Management

The new edition of this popular textbook further sharpens and modernizes this classic text's approach to teaching strategy with an emphasis on globalization, innovation and sustainability. Throughout, the authors equip students with the strategic concepts they will need to know as they face the issues that all organizations must build upon to push their businesses forward. In this edition, Alan Hoffman and Chuck Bamford bring a fresh perspective to this extraordinarily well-researched and practically crafted lesson. Also included is a new chapter on Global Strategy, along with new vignettes and comprehensive, real-world case studies.



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

Fred R. David & Forest R. David

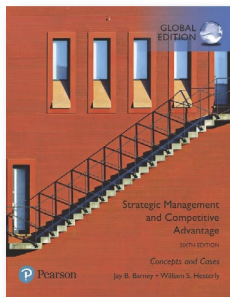
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**Course:** Strategic Management

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.



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

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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.

## Strategic Planning



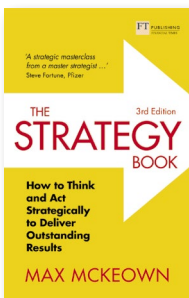
## Brilliant Strategy for Business: How to plan, implement and evaluate strategy at any level of management

Chris Dalton

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**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.



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

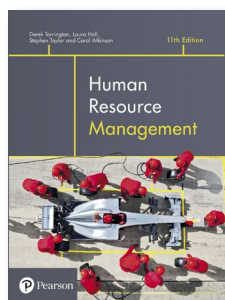
Max Mckeown

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**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.

## Human Resource Management



### Human Resource Management, 11e

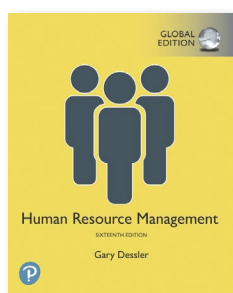
Derek Torrington, Laura Hall,  
Carol Atkinson & Stephen Taylor

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752pp • Paperback

eBook version available

#### 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.



### Human Resource Management, 16e

Gary Dessler

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#### Course: Human Resource Management

*Human Resource Management* provides students with an introduction to the daily tools and skills they'll need to function as successful managers – in both human resources and business in general. With a practical approach, the text explores the evolution of the field, highlighting the introduction of revolutionary new technologies and social media platforms. The 16th Edition focuses on the positive impacts technology has had on the HR field.



### Human Resource Management, 15e

R. Wayne Dean Mondy  
& Joseph J. Martocchio

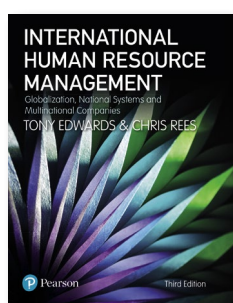
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#### Course: Human Resource Management

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.



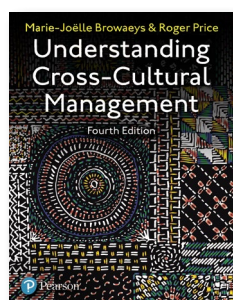
### International Human Resource Management: Globalization, National Systems and Multinational Companies, 3e

Tony Edwards & Chris Rees

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#### 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.



### Understanding Cross-Cultural Management, 4e

Marie-Joelle Browaeys  
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#### Course: International HRM

*Understanding Cross-Cultural Management* offers a selective but broad view of classic and contemporary thinking on cultural management. It encourages you to apply theories and ideas to practice – and to relate them to your own experience - through various examples and cases from the business world as well as through a range of practical activities.