

Higher Education New Books Preview

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Entrepreneurial Finance

S. Hulme, University College London, London, UK; C. Drew,

About the author

Simon Hulme is an award-winning Senior Teaching Fellow at UCL School of Management, where he has lectured in Entrepreneurial Finance since 2013. He is also Programme Director of the MSc Entrepreneurship programme. Simon is an active Business Angel investor having made around 40 investments. At the age of 24 he started his first business, Frame Express, a chain of fast picture framing shops, which was sold to a public company in 1989. Simon then co-founded Card Connection with Chris Drew in 1992, a greeting card publisher distributing through over 100 franchisees in the UK and Ireland. The business was one of the ten largest UK greeting publishers and was sold to American Greetings Inc in 2008, and is today a key division of their UK business. Further information can be found on Simon's website www.simonhulme.co.uk. Teaching awards: Best teacher on MSc Entrepreneurship 2014/15 and 2015/16.; Chris Drew acts as a consultant to start-up and early stage businesses, specialising in the provision of financial modeling services. Prior to this, his career spanned a range of activities from corporate planner in a FTSE 100 company, to finance director of both Frame Express and Card Connection, to managing director of a pioneering financial services company, to designer and licensor of a proprietary investment management model. He is a graduate of Lancaster University, in Management Sciences, and later studied Investment Management at the London Business School.

About the book

Financial literacy is the key to small business success, and this ground-breaking textbook teaches students the key skills required by entrepreneurs. It covers every aspect of setting up and establishing a new business, using solid financial principles and based upon real, practical experience. The author's extensive entrepreneurial background underscores the book whilst his teaching experience provides valuable insight into the needs of students. Drawing on case studies and exercises throughout, the book uses a step-by-step approach which carefully develops the reader's knowledge of the three key financial statements: Profit & Loss, Balance Sheet and Cash Flow. It explains the different considerations for raising capital: the requirements of banks, business angels, crowdfunding platforms, and venture capitalists, along with details and pitfalls of Term Sheets. Finally, it suggests ways of using accounting data to create a financially intelligent company and ensure profitability. Entrepreneurial Finance is an accessible and engaging introduction, especially suitable for those who find finance topics daunting. Aimed primarily at students on entrepreneurship and business courses, it will also appeal to entrepreneurs who wish to scale their business, as well as managers seeking to consolidate their understanding of finance.

- Written by a serial entrepreneur who has built up and sold two significant businesses and is now Programme Director at UCL School of Management.
- Accessible, highly practical content suitable for non-finance students.
- Features a running case study, mini cases and a range of international examples.
- Online support materials include PowerPoint slides and adaptive spreadsheets to aid student understanding.

Table of contents

1. INTRODUCTION.- 1.1 Purpose of Accounts.- 1.2 Setting the Scene.- 2. PROFIT & LOSS.- 2.1 The Profit & Loss Statement.- 2.2 The Importance of Gross Profit.- 2.3 Product Pricing Structures.- 2.4 Accrual Accounting.- 2.5 Depreciation.- 2.6 Break-Even Analysis.- 3. THE BALANCE SHEET.- 3.1 The Balance Sheet Statement.- 3.2 A Tour of the Balance Sheet.- 3.3 Analysing the Balance Sheet.- 3.4 Balance Sheet Examples.- 3.5 Returning to the Balance Sheet Formula.- 4. CASH FLOW MANAGEMENT & FORECASTING.- 4.1 The Cash Flow Statement.- 4.2 The Cash Conversion Cycle.- 4.3 Improving Cash Flow.- 4.4 The Cash Flow Forecast.- 4.5 Building a Financial Model.- 5. FINANCIAL CAPITAL.- 5.1 Sources of Capital.- 5.2 Debt Funding.- 5.3 Understanding Share Capital.- 5.4 Sources of Equity Funding.- 5.5 The Equity Funding Process Explained.- 6. CAPITAL INVESTMENT APPRAISAL.- 6.1 Introducing Capex Appraisal.- 6.2 The Payback Method.- 6.3 Net Present Value.- 6.4 Internal Rate of Return.- 6.5 Establishing The Discount Rate.- 6.6 Applications of Capital Investment Appraisal.- 7. RUNNING A FINANCIALLY INTELLIGENT BUSINESS.- 7.1 A Financially Intelligent Business.- 7.2 The Annual Budgeting Process.- 7.3 Management Accounts.- 7.4 Trailing 12 Month Graphs.- 7.5 Looking to the Future.

Related Titles

Burns, Entrepreneurship & Small Business (4th Edition) Burns, New Venture Creation (2nd Edition)

ISBN

9781352009811



Price

£ 36.99 | \$ 51.99 | € 42,99*

Publisher

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Main Discipline

Business and Management

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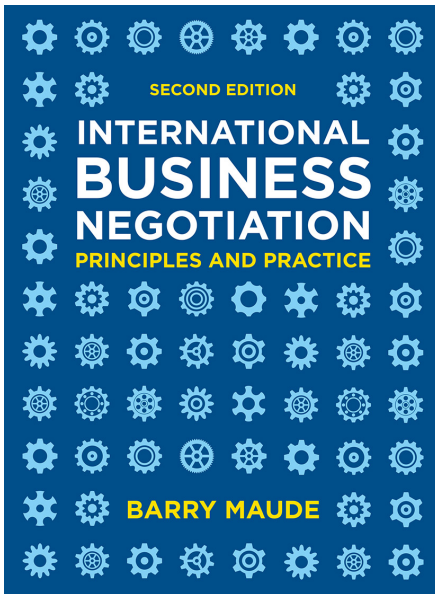
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193x260mm

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Previous ISBN

9781137270511

International Business Negotiation

Principles and Practice

2nd Edition

B. Maude, Newcastle, UK

About the author

Barry Maude is a management and training consultant and formerly senior lecturer in management studies at Staffordshire University. He has negotiated and implemented many consultancy and training projects for companies and public sector clients in countries around the world. Previous books by Barry Maude have dealt with a range of management topics including leadership in management and effective management communication. Two editions of *Managing Cross-Cultural Communication* have been published by Red Globe Press.

About the book

Expertly blending theory and practice, this accessible and up-to-date textbook offers a clear and comprehensive introduction to international business negotiation. The book draws on the practical experiences of managers, consultants and entrepreneurs who have successfully conducted business negotiations around the world, offering practical and realistic guidelines for improving negotiation practice in a wide range of international and cross-cultural contexts. It covers the key negotiation theories, concepts, strategies and practices needed to succeed in contemporary business negotiations. Thoroughly updated throughout, this edition contains new content on ethical, cross-border M&A, and international joint ventures negotiations. With engaging pedagogy and rigorous coverage of key theories and research findings, this textbook is an essential companion for modules in negotiation and international negotiation at undergraduate, postgraduate and MBA modules. It is also suitable for managers and practitioners who are interested in, or participate in, international negotiation.

- Balance of theory and practice
- Long and mini-case studies covering negotiation in a range of international contexts
- Bridges the gap between scholarly and prescriptive texts
- Truly international focus, ideal for today's globalised business environment
- New and updated content in hot topic areas, including M&A negotiations and international joint venture negotiations
- Tailored activities to help the students practice their negotiation skills

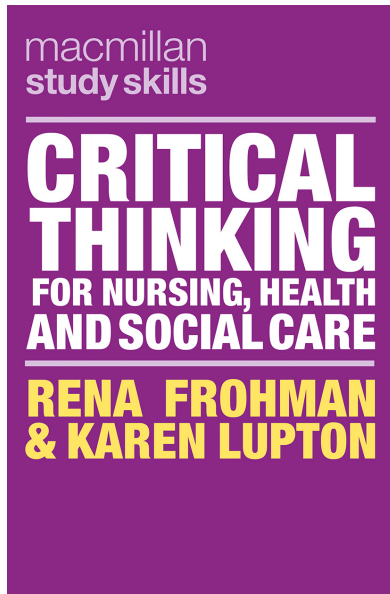
Table of contents

PART I: PRINCIPLES.- 1. International Business Negotiation: An Overview.- 2. Culture and Negotiation.- 3. Ethics in Negotiation.- 4. Negotiating Power.- 5. Preparing to Negotiate.- 6. Negotiation Process.- PART II: PRACTICE.- 7. Multi-Party Business Negotiations.- 8. Negotiation Strategies.- International Buying/Selling Negotiations.- 10. Cross-border M&A Negotiations.- 11. International Joint Ventures Negotiations.- 12. Dispute Resolution.- 13. Negotiator Selection and Training.

Related Titles

J. Morrison, *International Business*, 9781403945631 Maude, *Managing Cross-Cultural Communication*, 2nd edition, 9781137507464 M. Guirdham, *Communicating Across Cultures at Work*, 4th edition, 9781137526366 P. Franklin and C. Barmeyer, *Intercultural Management*, 9781137027375

*Please note that Euro pricing may vary depending on country



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Education

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Critical Thinking for Nursing, Health and Social Care

R. Frohman, Woolloongabba, QLD, Australia; K. Lupton, Mt Gravatt, QLD, Australia

About the author

Rena Frohman is a Language and Learning Educator at The University of Queensland, Australia.; Karen Lupton is a Language Educator and Learning Adviser at The University of Queensland, Australia.

About the book

This practical book will equip students with the critical thinking, reading and writing skills required to succeed both on their course and in their professional placements. It takes readers through the core stages of working on an assignment, from finding and evaluating sources through to critically reading material and demonstrating critical analysis in their writing. With chapters featuring content-specific examples and engaging exercises, this book is an essential resource for undergraduate students of Nursing, Health, Social Care and related disciplines.

- Practice exercises which cater to students' specific needs
- Relevant, content-specific examples
- Practical guidance on developing a critical voice for a wide range of assignment tasks
- Systematic approach in which topics are addressed in the order expected over the course of university study
- Organised around four key aspects which are based upon researcher expertise

Table of contents

Introduction.- 1. What is critical thinking?.- 2. What is academic writing?.- 3. How do you get started on assessments? Using a 5-step process to begin thinking critically.- 4. How do you read with a critical eye?.- 5. How do you use evidence? Building a logical system to organise and critically analyse sources.- 6. How do you refer to the evidence effectively in your writing?.- 7. How do you put it all together? Building logical academic paragraphs that demonstrate a critical voice.- 8. How can you apply critical thinking to write reflections and develop life-long learning behaviours?.- 9. How can you demonstrate critical thinking and effective communication on placement?.- 10. Glossary.- 11. References.- 12. Index.

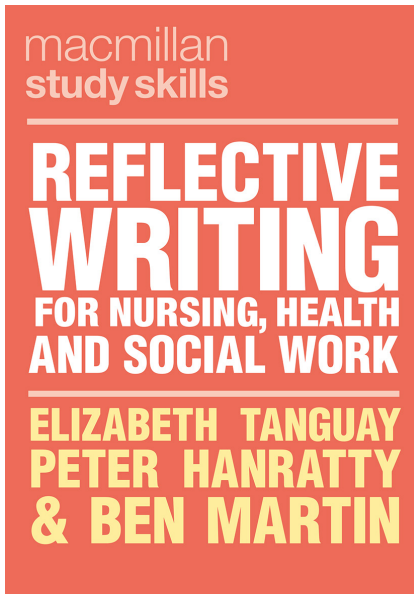
Who will buy this book

Students of all levels on Nursing, Health and Social Care courses, and on courses in related disciplines.

Related Titles

Cottrell, Critical Thinking Skills 3e, ISBN: 9781137550507. Williams, Getting Critical 2e, ISBN: 9781137402516. Katz, Critical Thinking and Persuasive Writing for Postgraduates, ISBN: 9781137604422. Gimenez, Writing for Nursing and Midwifery Students 3e, ISBN: 9781137531186.

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148x210mm

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Reflective Writing for Nursing, Health and Social Work

E. Tanguay, Swansea University, Swansea, UK; **P. Hanratty**, Swansea University, Swansea, UK; **B. Martin**, Swansea University, Swansea, UK

About the author

Elizabeth Tanguay is Lecturer at Swansea University's Centre for Academic Success and advises students on all aspects of their academic work. She has published on academic writing and second language teaching. Elizabeth has a PhD in Applied Linguistics and is a Senior Fellow of the Higher Education Academy.; Peter Hanratty is a lecturer with over ten years' experience in creating and delivering sessions on academic writing for students from a range of academic disciplines and has published in the areas of criticality, note-taking and writing academically. He is currently pursuing a PhD in Politics.; Ben Martin is a freelance writer and also works as a lecturer in Swansea University's Centre for Academic Success, where he has more than five years' experience developing and delivering writing workshops for students of all levels. He is a Fellow of the Higher Education Academy.

About the book

This book takes students step-by-step through the process of planning and writing a reflective essay, beginning with crucial guidance on planning and structure. It introduces different reflective frameworks and shows readers how to structure a piece of writing according to a particular framework. Chapters contain a wealth of activities and exercises which will help build students' skills and confidence. Suitable for students of all health-related disciplines in which written assignments requiring reflective practice are required.

- Uses a step-by-step approach to enable successful planning and writing of reflective essays
- Introduces different reflective frameworks
- Contains samples of reflective writing, enabling students to see what works - and why.
- Provides activities and exercises to build skills and confidence

Table of contents

Introduction.- 1. Types of reflective writing.- 2. What is reflection and why is it important?.- 3. The reflective writing journey.- 4. Capturing reflections while on placement.- 5. How to identify themes.- 6. Approaching reflective writing – frameworks, models and cycles.- 7. Planning.- 8. The style of reflective academic writing.- 9. Introductions for reflective assignments.- 10. Paragraphs for reflective assignments.- 11. Conclusions for reflective assignments.- 12. Theory to practice – first steps.- 13. Incorporating sources into your reflective writing.- 14. Writing critically & writing with flow.- 15. Editing and proofreading your reflective assignment.- 16. Reflective writing for professional development.- Appendix 1: Examples of different types of reflective writing.- Appendix 2: Punctuation guide.- Appendix 3: Feedback glossary.- Answers.-

Related Titles

Bassot, *The Reflective Journal 2e*, ISBN: 9781137603487. Williams et al., *Reflective Writing*, ISBN: 9780230377257. Thompson & Thompson, *The Critically Reflective Practitioner 2e*, ISBN: 9781352002157. Gimenez, *Writing for Nursing and Midwifery Students 3e*, ISBN: 9781137531186.

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macmillan
study skills

SKILLS FOR BUSINESS AND MANAGEMENT

MARTIN SEDGLEY

ISBN

9781137603357



Price

£ 17.99 | \$ 25.99 | € 20,99*

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Education

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212 pp

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168x240mm

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Skills for Business and Management

M. Sedgley, University of Bradford, Bradford, UK

About the author

Martin Sedgley ran the Effective Learning Service (ELS) at Bradford University School of Management for twelve years, and now runs ELS International, specialising in personal and academic guidance for university business and management students.

About the book

This book will help students of business and management to make a successful transition to university and take control of their personal development. In bringing together academic and employability skills, readers are encouraged to make connections between the skills they have developed inside and outside the classroom and to start the process of personal development planning sooner rather than later. Chapters are organised around five essential skills for success (time management, academic reading, academic writing, group-work and independent learning), and enlivened by student perspectives, activities and 'pause for thought' reflective exercises. This book is an essential resource for undergraduate and postgraduate students on any business and management course, as well as related fields including accounting, finance, marketing, human resource management, and hospitality, leisure, and tourism management.

- Utilises cognitive-behavioural techniques to coach students through the experience of adjusting to the demands of university life
- Integrates academic and employability skills so that students can make links between their academic and personal development
- Provides consistent explanation of how critical thinking underpins all the key skills, with step-by-step instructions for how to apply this at each stage.
- Rooted in students' real-life experiences: draws upon students' own experiences to give authenticity to the text.

Table of contents

1. The distinctive learning journey on a business and management degree.- 2. Believe in Yourself.- 3. Effective time management.- 4. Searching for relevant texts.- 5. Efficient reading strategies.- 6. Essentials of academic writing.- 7. Understanding referencing.- 8. Critically analytical writing.- 9. Reflective writing.- 10. Getting started with group-work.- 11. Managing challenges in group-work.- 12. Effective presentations.- 13. Make the most of your learning journey.-

Related Titles

Dainty, The MBA Companion, ISBN 9781403998859 Groucutt, Business Degree Success, ISBN: 9780230506459 Cottrell, Critical Thinking Skills 3e, ISBN: 9781137550507 Cottrell, The Exam Skills Handbook 2e, ISBN: 9780230358546 Godfrey, How to Use Your Reading in Your Essays. ISBN: 9781352002973 Cottrell, The Study Skills Handbook 5e. ISBN: 9781137610874 Cottrell, Skills for Success 3e. ISBN: 9781137426529

*Please note that Euro pricing may vary depending on country



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Where's Your Evidence?

E. Coonan, University of East Anglia, CB6 3EA, UK

About the author

Emma Coonan is Research Fellow at the Centre for Innovation in Higher Education, Anglia Ruskin University, UK, where she carries out research into transformative teaching and learning approaches. A librarian for ten years, Emma's background is in academic, digital and information literacies in higher education. She is editor-in-chief of the Journal of Information Literacy and Associate Editor of the Journal of University Teaching & Learning Practice .

About the book

This engaging guide will equip students with the knowledge, skills and tools to find and evaluate academic information in a critical, informed and thoughtful way. It begins by encouraging students to think about the purpose of their information search, before taking them step-by-step through the process of searching for information, from sifting through search results to critically evaluating information. The final part of the book explores finding and evaluating information in the wider world, and shows students how to put the skills they've learned into effect in the workplace and in daily life. This will be an essential resource for students of all disciplines who need to master the fundamentals of finding information.

- Knowing where to look and how to begin are key concerns for students who are starting a research project: this Pocket will guide readers through the maze of finding and evaluating information
- Provides guidance on how to design a strategic search plan that will help stretch students' understanding of a topic
- Outlines useful strategies for evaluating evidence
- Explores how to present evidence in an interesting way, how to address conflicting points of view, and how to guide a reader through your argument
- Provides applications for the skills developed in evaluating and using evidence beyond academia

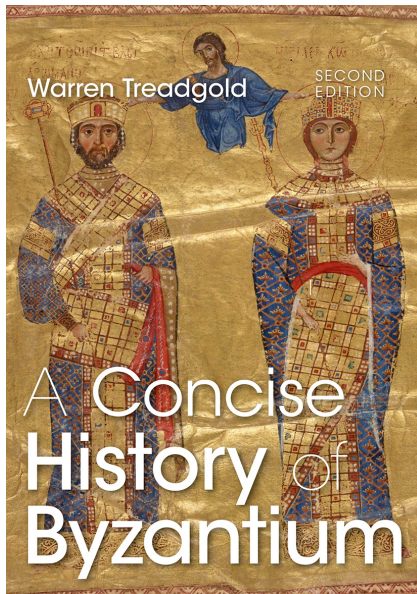
Table of contents

INTRODUCTION.- PART I: WHY GOOD EVIDENCE MATTERS.- Chapter 1: What do we mean by evidence?.- Chapter 2: But what's the right answer?.- Chapter 3: What are my lecturers looking for?.- Chapter 4: Using Wikipedia and other factual sources.- PART II: CHOOSING YOUR EVIDENCE.- Chapter 5: Finding your focus.- Chapter 6: Information ,flavours'.- Chapter 7: Where to start.- Chapter 8: Collecting your evidence: a 4-step plan.- Chapter 9: Taking it further.- PART III: EXPLORING YOUR EVIDENCE.- Chapter 10: Getting your feet wet: skim reading strategies.- Chapter 11: Squeezing out the juice: summarising your skim reading.- Chapter 12: Active notemaking.- Chapter 13: Stepping stones: finding your way to (and through) more material.- PART IV: USING YOUR EVIDENCE.- Chapter 14: Putting the pieces together.- Chapter 15: Dealing with conflicting evidence.- Chapter 16: Building the ,spine' of your argument.- Chapter 17: Signposting your evidence.- PART V: EVIDENCE IN EVERYDAY LIFE.- Chapter 18: Reading between the lines - uncovering bias in everyday information.- Chapter 19: Social biases and structural inequality.- Chapter 20: Dealing with misinformation and fake news.- CONCLUSION.- REFERENCES.

Related Titles

Grix & Watkins, Information Skills, ISBN: 9780230222502. Dolowitz et al., Researching Online, ISBN: 9781403997227. Williams, Getting Critical 2e, ISBN: 9781137402516. Williams & Davis, Referencing and Understanding Plagiarism 2e, ISBN: 9781137530714. Pears & Shields, Cite Them Right 10e, ISBN: 9781137585042. Thomas, Doing Research 2e, ISBN: 9781137605917.

*Please note that Euro pricing may vary depending on country



A Concise History of Byzantium

2nd Edition

W. Treadgold, Saint Louis University, St Louis, MO, USA

About the author

Warren Treadgold is Professor of Late Ancient and Byzantine History at Saint Louis University, USA.

About the book

This introductory text provides a concise overview of the history of Byzantium, from AD 285, when it first separated from the Western Roman Empire, to 1461, when the last Byzantine splinter state disappeared. Over the course of this period, the Byzantine state and society underwent many crises, triumphs, declines and recoveries. Spanning twelve centuries and three continents, the Byzantine empire linked the ancient and modern worlds, shaping and transmitting Greek, Roman and Christian traditions that remain vigorous today. This book examines the causes behind Byzantium's successes, failures and remarkable longevity. The author shows how Byzantine political leadership, military strategy, cultural attitudes and social, institutional and demographic changes combined with the strengths and weaknesses of the empire's enemies to explain the paradoxes of Byzantium's long history. This revised second edition has been updated throughout to incorporate new research, most notably on gender, iconoclasm and environmental history. It is an essential text for students taking courses on Byzantine history seeking an introductory overview to this broad and complex topic.

- Covers the entire period of the Byzantine empire in under 300 pages
- Includes social, political, military and cultural aspects of the empire's history
- Highly readable, with each chapter establishing a narrative account before embarking on further analysis
- Updated throughout to incorporate the new research to have come out since the new edition published – most notably on gender, iconoclasm and environmental history
- More attention paid to primary sources
- Improved maps and images

ISBN

9781352009873



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History

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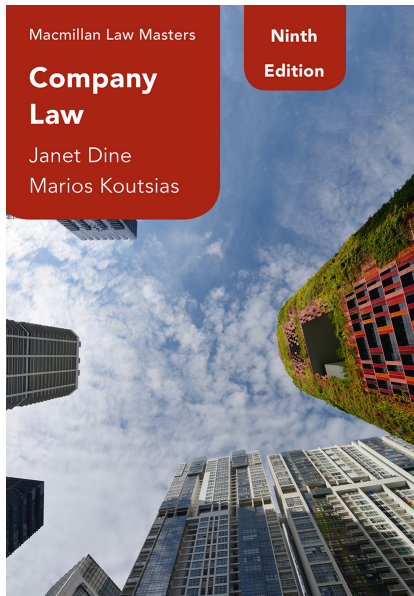
Table of contents

1. Introduction.- 2. The Formation of Byzantium (285-457).- 3. Reconquest and Crisis (457-610).- 4. Catastrophe and Containment (610-780).- 5. Recovery and Victory (780-1025).- 6. Wealth and Weakness (1025-1204).- 7. Restoration and Fall (1204-1461).- 8. Conclusion.

Related Titles

Collins, Early Medieval Europe 300-1000 3e, 9780230006737 Imber, The Ottoman Empire 1300-1650 3e, 9781352004137 Whittow, The Making of Orthodox Byzantium 600-1025, 9780333496015

*Please note that Euro pricing may vary depending on country



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Previous ISBN

9780230362079

Company Law

9th Edition

J. Dine, Queen Mary University of London, LONDON, UK; **M. Koutsias**, University of Essex, Colchester, UK

About the author

Janet Dine is Professor of International Economic Development Law at Queen Mary, University of London, UK. She has practised at the bar in England and Wales and lectured in law at the University of Essex, London Guildhall University and Kings College London.; Marios Koutsias is a Senior Lecturer in EU Commercial Law and Company Law at the University of Essex, UK. He has practised as a lawyer in Greece and in Brussels at the offices of the European Commission.

About the book

The new edition of this popular textbook offers an in-depth analysis of the legal framework in which companies operate. Updated with the latest developments in law and case-law, it goes beyond black letter analysis to explain important concepts such as corporate governance and multinational corporations in an international context. Logically structured, the writers' clear writing style help students understand this complex area of the law. Ideal for students taking a module in company law, the book includes learning resources throughout such as key terms and concepts, helpful summaries for each chapter, case notes and suggestions for further reading. Informative end-of-chapter summaries and exercises act as a useful refresher.

- Student-friendly pedagogical approach includes key terms and concepts, helpful summaries for each chapter, case notes and suggestions for further reading
- Also includes end of chapter exercises which act as a useful refresher
- Includes topical content on gender issues within Company Law and multi-national companies
- Includes latest case law
- Up-to-date material on directors/ duties and derivative claims.
- More on corporate governance issues

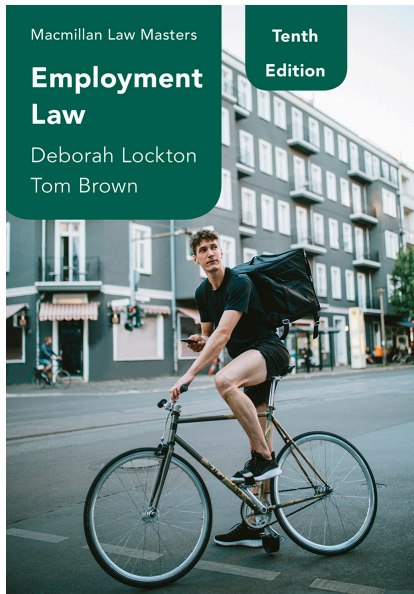
Table of contents

1. Introduction.- 2. Corporate Governance.- 3. Articles of Association.- 4. The Power to Represent the Company.- 5. Shares.- 6. The Regulation of Investment Business.- 7. Maintenance of Capital.- 8. The Management of the Company.- 9. Directors' Duties.- 10. Shareholders' Remedies.- 11. Lending Money and Securing Loans.- 12. Takeovers, Reconstructions and Amalgamations.- 13. Insolvency.- 14. Multinational Companies.

Related Titles

Lorraine Talbot, *Great Debates in Company Law*, 15 August 2014, 28.99
Cowan Ervine, *Core Statutes on Company Law 2019-20* 2019-20, 31/07/18 01/08/2019, 9.99 9.99

*Please note that Euro pricing may vary depending on country



Employment Law

10th Edition

D. J. Lockton, Leicester, UK; T. Brown, Cloisters, London, UK

About the author

Deborah J. Lockton was formerly Professor of Employment Law at De Montfort University, UK. She has conducted specialist in-house training courses for both companies and the profession and is the author of several books on employment law. She is also Editor of the journal *Contemporary Issues in Law*. Tom Brown practices as a barrister from Cloisters Chambers, London, specialising in employment, equality, and human rights law. He has worked as a Judicial Assistant to the late Lord Bingham of Cornhill, Senior Law Lord, and for the United Nations on human rights and humanitarian projects. Tom has sat as a fee-paid Employment Judge since 2013. He was nominated for Employment Law Junior Barrister of the year in 2018 by Chambers and Partners. Tom is one of the Attorney General's panel of Junior Counsel to the Crown. He has trained lawyers and judges in equality law at the Academy of European Law and has contributed to books on employment and equality law. Tom has appeared in seminal cases in the Court of Appeal and Supreme Court on employment law including *Buckland v University of Bournemouth* [2011] QB 323 on constructive dismissal, and *Haywood v Newcastle Upon Tyne NHS Trust* [2018] UKSC 22 on implied terms and notice of termination.

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About the book

A revised new edition of a popular and long-established textbook, updated to include the most relevant developments in employment law today. This edition sees barrister Tom Brown join Deborah Lockton on the writing team, providing insightful commercial experience into this dynamic field. The text steers readers confidently through the complexities of this diverse subject, highlighting its practical and theoretical underpinnings. The book covers the most recent developments in one of the fastest moving areas of the law, explaining the rights of employees and responsibilities of employers. Reinforced with summaries, exercises and extensive further reading, it helps students get to grips with the subject. An ideal textbook for students on an LLB or GDL/CPE course taking a module on Employment Law.

- Written in straightforward and clear language
- Up-to-date on the latest case law
- Includes significant material on trade unions and industrial action
- Practical with necessary theory
- A new section on employees and workers in the gig economy and modern day slavery
- Brand new section on whistleblowing

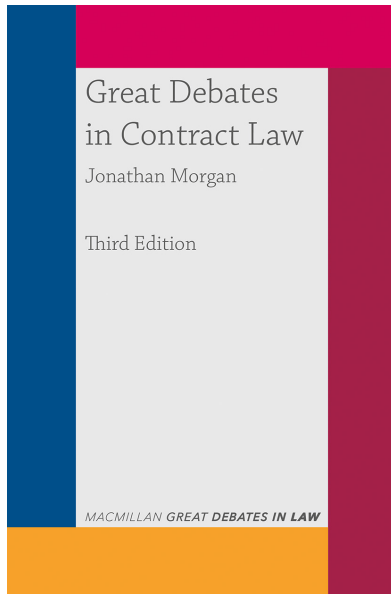
Table of contents

PART I: INTRODUCTION.- 1. Sources and Institutions of Employment Law.- PART II: THE EMPLOYMENT RELATIONSHIP.- 2. The Nature of the Relationship.- 3. Terms of the Contract.- 4. Implied Duties in the Contract of Employment.- 4A. Transfers of Undertakings.- PART III: CONSTRAINTS ON THE EMPLOYMENT RELATIONSHIP.- 5. Discrimination.- 6. Equality of Terms.- 6A. Whistleblowing.- 7. Employment Protection.- PART IV: TERMINATION OF EMPLOYMENT.- 8. Termination at Common Law.- 9. Unfair Dismissal.- 10. Redundancy.- 11. Duties of Ex-Employees.- PART V: TRADE UNIONS AND THE LAW OF INDUSTRIAL ACTION.- 12. Trade Unions.- 13. The Rights of Trade Union Members.- 14. Industrial Action.

Related Titles

- Honeyball ,Great Debates in Employment Law' April 2015 £27.99 - Horton ,Core Statutes on Employment Law' £9.99

*Please note that Euro pricing may vary depending on country



Great Debates in Contract Law

3rd Edition

J. Morgan, Corpus Christi College, Cambridge, UK

About the author

Jonathan Morgan is Reader in English Law, University of Cambridge, and a Fellow of Corpus Christi College. He has written extensively about contract and tort law. His other teaching and research interests include equity, constitutional law, human rights and legal history.

About the book

This textbook is an engaging introduction to the more advanced writings on contract law, primarily designed to allow students to 'get under the skin' of the topic and begin to build their critical thinking and analysis skills. Each chapter is structured around key questions and debates that provoke deeper thought and, ultimately, a clearer understanding. This edition has been extensively rewritten to include new cases and scholarship throughout. New sections include 'no oral modification' clauses, substantive fairness, regulation of standard-form contracts, and remoteness of damage in contract. An excellent book for students of contract law who wish to know more, the aim of the book is not to present a complete overview of theoretical issues in contract law, but rather to illustrate the current debates which are currently going on among those working in shaping the area. The text features summaries of the views of notable experts on key topics and each chapter ends with a list of guided further reading.

- Helpful summaries of the views of notable experts on key topics
- Each chapter ends with a list of guided additional reading to provoke further thought and discussion
- Fact boxes present useful hypothetical examples to illustrate when and where the debates discussed would have relevant application
- Extensively rewritten to include new cases and scholarship throughout.
- New sections and debates include 'no oral modification' clauses, substantive fairness, regulation of standard-form contracts, and remoteness of damage in contract.

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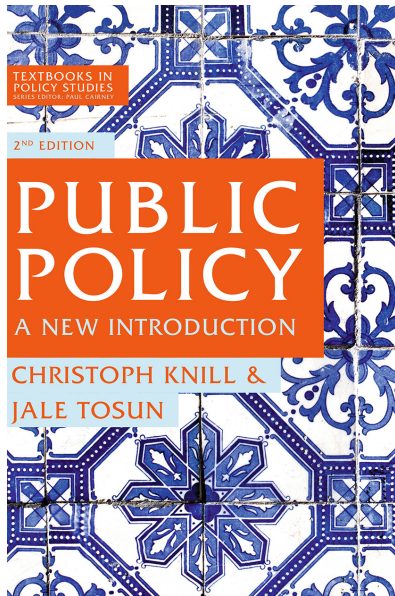
Table of contents

1. Formation of Contract?.- 2. Enforceability: Consideration, Intention and Estoppel.- 3. Standard Forms and Written Contracts.- 4. Contractual Content: Terms and Their Meaning.- 5. Misrepresentation and Mistake.- 6. Frustration.- 7. Inequality of Bargaining Power.- 8. Party-Agreed Remedies.- 9. Judicial Remedies: Performance, Compensation and Remoteness.- Appendix: Third Parties.

Related Titles

Ewan McKendrick, Contract Law (12th Edition), 19 April 2017, £30.99, 2017. Graham Stephenson, Core Statute on Contract, Tort and Restitution 2018-19 31/07/18, £9.99, (Red Globe Press only edition).

*Please note that Euro pricing may vary depending on country



Public Policy

2nd Edition

C. Knill, University of Konstanz, Germany; J. Tosun, University of Heidelberg, Germany

About the author

Christoph Knill is Chair of Comparative Public Policy and Administration at the University of Konstanz, Germany. Jale Tosun is Assistant Professor of Political Science at the University of Heidelberg, Germany.

About the book

In this major new text, Christoph Knill and Jale Tosun provide an engaging introduction to the theory and practice of public policy analysis and to the changing nature of the policy process. The book examines the key approaches and methods of public policy analysis and shows how these can inform public policy choices. It assesses the way various actors, interests and institutions affect each stage of the policy process – including agenda-setting, decision-making and implementation. The authors go on to explore core themes such as policy change over time and policy variation across countries and sectors. Diverse real-world examples – from alcohol control in Russia to environmental policy in Mexico – are included throughout to illustrate the international and multilevel dimensions of public policy.

- Provides a fully up-to-date, comprehensive introduction to the changing
- nature of the policy process and the real world of policy
- Truly international in scope, taking full account of global and multilevel
- dimensions

Table of contents

I. Introduction.- 2. The Context for Policy Making.- 3. The Nature of Public Policies.- 4. Theoretical Approaches to Policy Making.- 5. Problem Definition and Agenda Setting.- 6. Decision Making.- 7. Implementation.- 8. Evaluation.- 9. Governance: A Synoptic Perspective on Policy Making.- 10. Public Policies Beyond the Nation-State.- 11. Policy Change and Policy Convergence.- 12. Conclusions.

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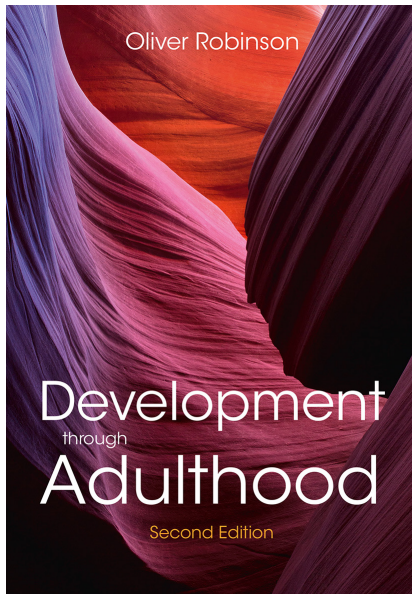
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Development through Adulthood

2nd Edition

O. Robinson, University of Greenwich, London

About the author

Oliver Robinson is Programme Leader and Senior Lecturer for Psychology in the Department of Psychology and Counselling at the University of Greenwich, UK. His research focuses on how life transitions, crises and relationships are involved in shaping personality, values and identity, and his work has attracted media interest from The Times, the BBC, the New Scientist and The Guardian.

About the book

Now updated for its second edition, this illuminating textbook explores the developmental stages during adulthood which define some of the most pivotal and formative years of our entire lives. Discussing the experiences which shape these years – love, parenthood, life crises, fulfilment, funerals, friendships, retirement, birth and death – the book considers their psychological consequences and asks how they can be reliably described, explained and understood in psychological research. Taking a thematic approach, Oliver Robinson expertly guides the reader through the interdependent areas of our cognitive, psychological, social, cultural and moral lives that constitute this fascinating area in psychology. This book delivers an interdisciplinary understanding of the changes that occur across the human life span as well as the psychological research tools needed to measure them. Providing an empirical analysis, it considers models for understanding behaviour and development, methods of collecting data and study design. Academically rigorous and elegantly written, Development through Adulthood is the perfect guide to classic and current research in the field. It is essential reading for students studying adult or lifespan development, gerontology and the psychology of ageing. It will also appeal to those studying an applied social science, and anyone interested in fully understanding adulthood and ageing.

- Takes a thematic approach to the study of adult development
- Coverage of both qualitative and quantitative research
- Individual voices boxes bring theories to life by providing insight into real-life experiences
- Cross-cultural and alternative perspectives provide an important counterbalance to Western research
- End of chapter questions and resources aid further reflection, study and analysis
- Adopts research from a diverse set of fields besides psychology, ensuring a balanced and objective tone

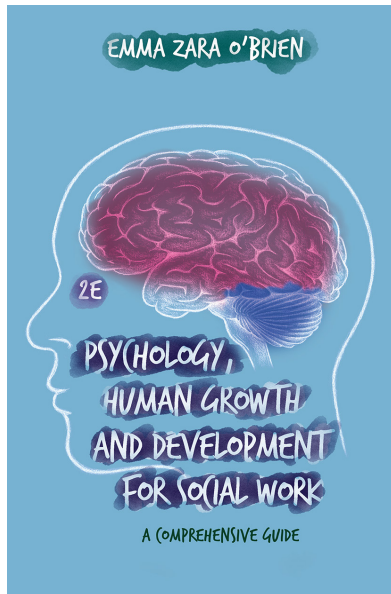
Table of contents

1. Adult Development: Concepts, History, Paradigms.- 2. Research methods in adult development.- 3. Cognitive development.- 4. Emotional development.- 5. Motivational development.- 6. Psychosocial life stages, transitions and crises.- 7. Personality and ego development.- 8. Moral development.- 9. Wisdom.- 10. Spirituality and religiosity.- 11. Mental disorder, age and adult life events.- 12. Social developments in adulthood.- 13. Career development and retirement.- 14. Dying and bereavement.

Related Titles

Thornton, Understanding Human Development (2008) £46.99

*Please note that Euro pricing may vary depending on country



Psychology, Human Growth and Development for Social Work

A Comprehensive Guide

2nd Edition

E. Z. O'Brien, Dublin 14, Ireland

About the author

Emma Zara O'Brien teaches at Inchicore College of Further Education. She has lectured at University College Dublin and Dublin Institute of Technology. She has worked as a researcher in the Centre for Disability Studies, University College Dublin, and in the Department of Children and Youth Affairs.

About the book

This exciting new edition is an engaging and accessible introduction to understanding human behaviour and development from a psychological perspective. Written by a psychologist with extensive teaching experience, it offers a clear and systematic exploration of psychological concepts and research, and discussion of their relevance for social work practice. The psychological framework provides thematic coherence for a uniquely wide range of material, from brain development to communication skills, psychiatric diagnoses to forms of discrimination. With a logical and intuitive structure, it's perfect for Human Growth and Development modules and a range of other Social Work modules with psychological content, enabling students to see how different elements of theory and research connect together for practical application.

- An authoritative and thorough grounding in psychology, an important knowledge base for social work
- Makes clear – at every level, from chapter headings through to pedagogy - how psychological theory and evidence connects with social work practice
- Provides a one-stop-shop combination of clarity and depth to suit a range of students' study needs

Table of contents

1 Introduction.- The Brain and Behaviour.- 3 Communication and Relationship in Social Work.- 4 Approaches to Psychology.- 5 Human Growth and Development.- 6 Disabilities.- 7 Mental Health.- 8 Well-Being and Environmental Stressors.- 9 Abuse and Trauma.- 10 Social Psychology.- Appendices.- References.- Index.

Related Titles

Nicholson/Bayne, Psychology for Social Work Theory and Practice, Palgrave

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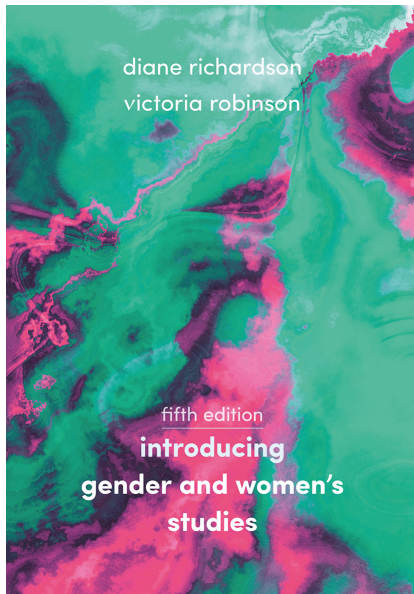
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Introducing Gender and Women's Studies

5th Edition

D. Richardson, Newcastle University, Newcastle Upon Tyne, UK; **V. Robinson**, Centre for Women's Studies, Heslington, UK

About the author

Diane Richardson is Professor of Sociology & Social Policy at Newcastle University, UK; Victoria Robinson is Professor of Sociology and Director of the Centre for Women's Studies at the University of York, UK

About the book

The fifth edition of this classic core textbook continues to offer a succinct yet insightful introduction to the key concerns of gender and women's studies, while also taking into account the theoretical and political developments that have shaped the field over the last few years. Edited by two well-respected experts in the field and with contributions from more than a dozen global contributors, the text considers such issues as gender and feminist theories, gender politics, sexuality, gender and race, masculinities, gender and education, and gender and work, while new social movements such as #MeToo, new forms of politics like the Alt-Right, and the future of women's and gender studies within the academy are taken into account. This is an essential textbook for undergraduate and postgraduate students studying introductory or more advanced courses on women, gender and sexuality as part of sociology and gender studies degree programmes. It is also vital reading for students studying gender from a wide range of social science, arts and humanities perspectives.

- A concise introduction to both the fundamentals of the subject and the latest trends in gender and women's studies
- Co-edited by two leading international experts, with contributions from fourteen more scholars in the field
- Useful pedagogical features throughout, including further reading and revision questions at the end of each chapter, boxed case studies and illustrations
- New material on intersectionality, trans issues, disability and recent debates on masculinities, as well as extended coverage of international feminism and contemporary global perspectives
- A brand new chapter on Gender and Migration, a timely topic covering issues such as sex tourism and trafficking
- References, examples and further reading updated throughout, with consideration of new social movements and new forms of politics such as #MeToo and the Alt-Right

Table of contents

PART I: THEORY AND POLITICS.- 1. Conceptualizing Gender; Diane Richardson.- 2. Feminist Theories; Sally Hines.- 3. Feminist Politics: From Activism to Representation; Nickie Charles.- 4. Masculinity Studies, Gender Relations and Feminism; Victoria Robinson.- 5. Gender Sensitive Method/ologies; Gayle Letherby.- PART II: BODIES –IDENTITIES.- 6. Gendered Bodies: Gendered Lives; Kath Woodward.- 7. Violence Against Women; Liz Kelly.- 8. Racing the Feminist Agenda: Exploring the Intersections Between Race, Ethnicity and Gender; Kate Reed.- 9. Sexuality; Priscilla Dunk-West and Heather Brook.- PART III: INSTITUTIONS.- 10. Families, Domesticity and Intimacy: Changing Relationships in Changing Times; Stevi Jackson.- 11. Postfeminist Educational Media Panics, Girl Power and the Problem/Promise of 'Successful Girls'; Jessica Ringrose and Debbie Epstein.- 12. Transformation and Persistence in the Gender Division of Work; Zoe Irving.- PART IV: CULTURES AND CONTEXT.- 13. Media and Popular Culture; Ruth Holliday.- 14. Gender and Environment: Feminist Thought, Politics and Practice; Dianne Rocheleau and Padini Nirmal.

Related Titles

Kantola and Lombardo, Gender and Political Analysis, 2017 McCann and Monaghan, Queer Theory Now, October 2019 Huppatz, Gender, Work and Social Theory, 2020

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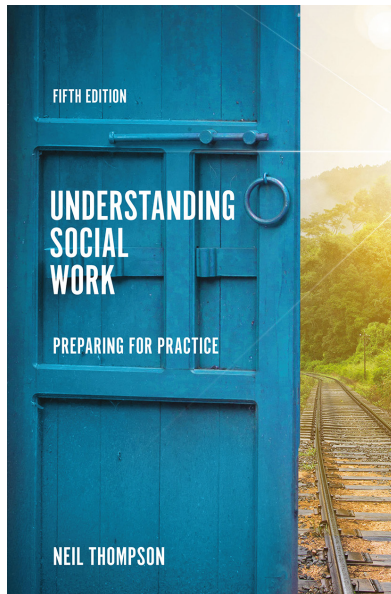
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Understanding Social Work

Preparing for Practice

5th Edition

N. Thompson, Avenue Consulting Ltd, WREXHAM, UK

About the author

Neil Thompson is a highly respected writer, teacher and adviser, with over 40 years' experience in the people professions. He has held full or honorary professorships at four UK universities, and is now a sought-after trainer, consultant and conference speaker.

About the book

Focusing on the challenges of achieving good practice, this popular textbook reflects recent developments in social work within the context of contemporary society, law and policy. Getting to the heart of what this profession is all about, Understanding Social Work continues to offer an excellent foundation for readers for anyone wanting a better understanding of the social work role. What is social work? How is it carried out? What skills does it require?

- Ideal preparatory text for those considering a career in social work, students just starting their degree and in preparation for the first placement
- A popular and enduring text provides an accessible and engaging introduction to the nature of social work
- Focuses on the challenges of achieving good practice and reflects recent developments in social work within the context of contemporary society, law and policy
- Covers legal and policy base of social work; as well as the knowledge, skills and values involved; and the challenges and pitfalls practitioners face
- Updates include new material on the importance of social media, resilience, the impact of austerity, rising case-loads, and the increase pressure on social workers

Table of contents

1. Making Sense of Social Work.- 2. The Legal and Policy Context.- 3. The Knowledge Base.- 4. The Skills Base.- 5. The Value Base.- 6. Achieving Good Practice.- 7. Facing the Challenge.- 8. Conclusion.- Guide to Further Learning.- Appendix: Internet Resources.

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Youth Sociology

A. France, University of Auckland School of Social Science, Auckland, New Zealand; **J. Coffey**, University of Newcastle, Ourimbah, NSW, Australia; **S. Roberts**, Monash University School of Social Sciences, Clayton, VIC, Australia; **C. Waite**, Shepparton, VIC, Australia

About the author

Alan France is Professor of Sociology at the University of Auckland, NZ.

About the book

A holistic and cross-cutting sociological introduction and analysis of what it means to 'grow up' in the modern world which will make perfect reading for those studying childhood and youth.

- The first textbook to truly integrate the studies of childhood and youth together;
- Draws on a wide range of international examples and research;
- Written by a popular figure in the field of youth studies who previously ran the Centre for the Study of Childhood and Youth at Sheffield, a key department in childhood studies.

Table of contents

Introduction.- 1. What is Youth?.- 2. Dimensions of Difference.- 3. Education and Imagined Futures.- 4. Work and Transitions.- 5. Youth Cultures and Subcultures.- 6. Social Media and Digital Lives.- 7. Space, Place and Geographical Mobility.- 8. Risk and Risk-Taking.- 9. Crime, Victimization and Justice.- 10. Health and Wellbeing.- 11. Youth Citizenship and Belonging in a Globalised World.- Future Directions.

Related Titles

Wyness, *Childhood and Society 3e*, 29.99, 9781137514844 McNamee, *The Social Study of Childhood*, 30.99, 9780230308343 Cote, *Youth Studies*, 34.99, 9780230368453

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