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SAGE LIBRARY IN BUSINESS AND MANAGEMENT

New Directions in Organizational Behavior

FOUR-VOLUME SET

Edited by
 Cary Cooper
 Lancaster University, UK



New Directions in Organizational Behavior highlights the current studies and theories in the field of organizational behavior reflecting the developments of the last 10 years. Following five overarching themes—the individual; individual and group interface in organizations; macro-organizational issues; organizational theories; and strategy and methodologies in organizational behavior—this collection explores literature on state-of-the-art science and the practice of organizational behavior.

CONTENTS:

- Volume 1:
PART I: THE INDIVIDUAL
- Volume 2:
PART II: INDIVIDUAL AND GROUP INTERFACE IN ORGANIZATIONS
- Volume 3:
PART III: MACRO-ORGANIZATIONAL ISSUES
- Volume 4:
PART IV: ORGANIZATIONAL THEORIES
PART V: STRATEGY AND METHODOLOGY IN ORGANIZATIONAL BEHAVIOR

£575.00, ISBN: 978-1-84787-280-7
Pre-publication price: £500.00*
***Pre-publication price expires: 31st December, 2008**
 December 2008, 1624 pages



Corporate Strategy

THREE-VOLUME SET

Edited by
Jeffrey A. Krug
Virginia Commonwealth University



Strategy has become an increasingly difficult task in light of rapid technological change and globalization trends. Corporate Strategy focuses on the multi-business firm with competitive positions in a broad range of industries, geographical areas and value chain activities. Corporate strategy is not only the domain of the chief executive officer or chief strategist, it is also the domain of other key functions that support and promote the firm's overall strategic direction: marketing, finance, production, and human resource management. Dealing with the theory on the management of the multi-business or diversified firm, this major work focuses on corporate-level strategy issues such as the structural analysis of industries and the determinants of competition, models of portfolio analysis, determination of firm scale and scope, diversification and performance, vertical integration, global integration, structure and control, and organizational leadership.

Volume I examines how organizations create competitive advantage at the corporate level, focusing on value creation in multi-divisional firms and coordination of business activities across businesses and locations. Volume II examines the literature on firm scope, diversification and vertical integration. Volume III looks at growth and control in multi-divisional firms, reviews literature on alternative modes of firm expansion, and examines the issue of strategic change in organizations and implications of change for firm performance and the firm's stakeholders.

CONTENTS:

Volume 1: Corporate Strategy
PART I: DOMAIN OF CORPORATE STRATEGY
PART II: SCOPE OF THE FIRM
PART III: STRUCTURAL ANALYSIS OF INDUSTRIES
PART IV: STRUCTURAL ANALYSIS WITHIN INDUSTRIES

Volume 2: Diversification and Growth of the Firm
PART V: DIVERSIFICATION
PART VI: VERTICAL INTEGRATION
PART VII: GLOBAL INTEGRATION
PART VIII: GROWTH AND ENTRY MODE STRATEGIES

Volume 3: Strategy, Structure, and Leadership
PART IX: PORTFOLIO ANALYSIS
PART X: DIVESTITURE AND PORTFOLIO RESTRUCTURING
PART XI: STRATEGY AND STRUCTURE
PART XII: THE ROLE OF EXECUTIVES AND CORPORATE HEADQUARTERS

£425.00, ISBN: 978-1-84787-355-2

Pre-publication price: £375.00*

***Pre-publication price expires: 30 November, 2008**
November 2008, 1600 pages

**NEW
2008**

Fundamentals of Business Strategy

SIX-VOLUME SET

Edited by
Mie Augier
Stanford University
David J. Teece
University of California, Berkeley



This collection of selected papers provides a range of fundamental readings in strategic management. The collection covers basic and advanced topics and includes selections from both traditional masters in the field as well as writings by contemporary authors. Divided into four parts, this resource contains the classical foundational texts which helped create the field, covers the key texts in the areas of industry analysis and competitive strategy, highlights contributions to the resources-based view, and addresses dynamic capability theory. Each volume contains an introduction to the content included. The collection is of great value to scholars, students, and practitioners of corporate strategy.

Part I contains the classical foundational texts (from scholars such as Herbert Simon, Alfred Chandler, and Alfred Sloan) who helped create the field. Part II covers the key texts in the areas of industry analysis and competitive strategy (with contributions by Porter, Nalebuf, Ghemewhat, and others). Part III highlights contributions to the resources-based view (including key articles from Richard Rumelt, Jay Barney, and others). Part IV addresses dynamic capability theory (with contributors such as Sidney Winter, Richard Rumelt, David J. Teece, and others), covering areas such as organizational learning, entrepreneurship, and future directions for strategic management.

CONTENTS:

Volume 1: The Circular Flow of Economic Life as Conditioned by Given Circumstances

PART I: CLASSICAL FOUNDATIONAL TEXTS

Volume 2: The Enduring Logic of Industrial Success
PART II: INDUSTRY ANALYSIS AND COMPETITIVE STRATEGY

Volume 3: Do Markets Differ Much?
PART III: THE RESOURCE COMPETENCES-BASED APPROACH TO STRATEGY

Volume 4: Determinants of Firm Performance
PART IV: DYNAMIC CAPABILITIES APPROACH

Volume 5: Dynamic Capabilities and Strategic Management

Volume 6: Timid Choice and Bold Forecasts

£825.00, ISBN: 978-1-4129-0106-2
2008, 2296 pages

**NEW
2008**

Crisis Management

THREE-VOLUME SET

Edited by

R. A. Boin, Louisiana State University



Our world is replete with crises. The landmarks of the new millennium bear the names of unprecedented adversity: 9/11, the Madrid and London bombings, the Boxing Day Tsunami, SARS and avian flu, to name only a few. Crises, threats against the core values or life-sustaining functions of a social system, require urgent and immediate remedial action and are "inconceivable threats come true."

This major work provides a map towards effective crisis management starting with an introductory essay by the editor explaining the reasoning behind the selections, defining key concepts and introducing the key themes around which the major work set is organized. The collection is organized into three parts, each part dealing with a specific theme.

CONTENTS:

PART I: CAUSES AND DYNAMICS

PART II: CHALLENGES OF CRISIS MANAGEMENT

PART III: CONSEQUENCES OF CRISIS MANAGEMENT

£425.00, ISBN: 978-1-84787-088-9

2008, 1136 pages

NEW
2008

Corporate Social Responsibility

THREE-VOLUME SET

Edited by

Andy Crane, University of York, UK

Dirk Matten, University of London, UK

Over the last four decades Corporate Social Responsibility (CSR) has acquired distinctive organizational status and become the subject of an increasing number of social and environmental policies. This development has been reflected by an outpouring of literature that focuses on CSR and constitutes a distinct area of business education and research. This major work carefully and constructively brings together seminal articles to provide a comprehensive overview of the burgeoning, interdisciplinary, and international scholarly writing in the field. The volumes provide a comprehensive grounding in the conceptual and normative CSR literature, a thorough overview of CSR as a practical phenomenon, and an integrated international perspective on CSR theory and practice.

CONTENTS:

Volume 1: Theories and Concepts of Corporate Social Responsibility

Volume 2: Managing and Implementing Corporate Social Responsibility

Volume 3: Corporate Social Responsibility in Global Context

£425.00, ISBN: 978-1-4129-3063-5

2007, 1088 pages

Employee Selection and Performance Management

THREE-VOLUME SET

Edited by

Neil Anderson, University of Amsterdam, Netherlands

Ute Hülshager, Maastricht University, Netherlands



Employee selection, assessment, and performance management/appraisal have grown immeasurably in importance in the last two decades, both as areas of scientific enquiry and as professional HR practice. Not surprisingly, ESPM literatures are highly disparate, international in orientation, multi-level in their foci, ranging from the individual to the workgroup to the whole organization, and dual-focused in terms of their dominant attention to either more fundamental research issues or more pragmatic issues of best practice in ESPM. This major work brings together in four volumes the seminal papers in ESPM and creates a single collection of keynote papers spanning both research and practice. The four-volume set comprehensively covers the scope of ESPM as a discipline and reflects its historical development and spread from its roots in the USA.

CONTENTS:

Volume 1: Key Theoretical Issues and Concerns in ESPM

Volume 2: Selection Methods and Performance Outcomes I

Volume 3: Selection Methods and Performance Outcomes II

Volume 4: Key Issues in Performance Management and the Future of Employee Selection

£425.00, ISBN: 978-1-84787-041-4

2008, 1312 pages

NEW
2008

Foundations of Cross Cultural Management

FOUR-VOLUME SET

Edited by

Mark F. Peterson, University of Texas, Arlington

Mikael Søndergaard, University of Aarhus, Denmark



International studies of cultures and organizations continue to increase in significance. Foundations of Cross Cultural Management gives researchers and academics access to classic works underlying current controversies in international organization studies. Scholars in this field require an understanding of the background readings of current work which can only be attained by being exposed to key publications in anthropology, economics, sociology and psychology. They also require exposure to influential early publications that have particularly focused on cross cultural and international issues in management. In short, this major work will provide ready access to classic and contemporary materials that provide people interested in international organization studies and cross cultural management with the insight to understand current developments.

CONTENTS:

Volume 1: Introduction: The Foundations of Cross Cultural Management Research

Volume 2: Sociology and Economics Foundations

Volume 3: Applications and Adaptations

Volume 4: Advances in Cross Cultural Psychology and Management Applications

£575.00, ISBN: 978-1-84787348-4

2008, 1488 pages

NEW
2008

Fundamentals of Corporate Governance

FOUR-VOLUME SET

Edited by

Thomas Clarke, University of Technology, Sydney, Australia

Marie dela Rama, University of Technology, Sydney, Australia

Fundamentals of Corporate Governance assembles definitive work by leading international scholars in the field of corporate governance from the United States, UK, Europe, Asia, and Australia. The editors provide an illuminating focus on the mechanisms and institutions of corporate governance. Each of the four volumes addresses a major theme, examines historical and current debates, analyzes research findings, and projects policy development.

As corporate governance has become more prominent in public debate it is increasingly included in the mainstream business and management curriculum, and this critical development is likely to continue.

Fundamentals of Corporate Governance will appeal to university and institutional libraries wishing to have an accessible, authoritative guide to corporate governance.

CONTENTS:

Volume 1: Ownership and Control

Volume 2: Boards and Directors

Volume 3: Executives and Performance

Volume 4: Stakeholders and Sustainability

£575.00, ISBN: 978-1-4129-3589-0

2007, 1600 pages

Fundamentals of HRM

FOUR-VOLUME SET

Edited by

Neil Anderson, University of Amsterdam, Netherlands

Human Resource Management as an international focus for research and practice is a well established and respected branch of management science. The articles in this four-volume set are drawn from the best scholarship in the field and comprehensively cover the central currents of HRM as a discipline as well as reflecting its historical development. Advised by a panel of eminent HRM scholars, Neil Anderson has selected a collection of classic and field defining articles. This exciting major work will be an invaluable research tool for students, researchers, and scholars in HRM.

CONTENTS:

Volume 1: HRM Defined and in Organizational Context

Volume 2: HRM Practices and Procedures I

Volume 3: HRM Practices and Procedures II

Volume 4: Key Debates and the Future of HRM

£575.00, ISBN: 978-1-4129-3080-2

2007, 1664 pages

International Themes in Business Law

FIVE-VOLUME SET

Edited by

Stephen T. Hardy, University of Manchester, UK

Mark Butler, Teaching Fellow, University of Manchester, UK

With contributions from the main stakeholders in the field, including company lawyers as well as leading scholars, this five-volume collection of classic and contemporary articles maps out the key issues in Business Law. International Themes in Business Law moves logically from the establishment of companies, the funding and management of companies, the operation of companies in the global context, and what happens when companies fail and how should they be reformed. Contributors demonstrate not only the depth of the complicated regulation which surrounds modern companies today, but also the breadth of the legal issues to be applied and analyzed.

CONTENTS:

Volume One: Corporate Personality, Incorporation, Registration, Memo and Articles

Volume Two: Limited Liability Partnership

Volume Three: Insider Dealing, Directors and Their Duties, Corporate Governance

Volume Four: International Trade, Conflicts of Laws, Insolvency and Liquidation

Volume Five: Continues from Volume Four

£695.00, ISBN: 978-1-4129-2900-4

2007, 1204 pages

Major Currents in Information Systems

SIX-VOLUME SET

Edited by

Leslie Willcocks, University of Warwick, UK

Allen S. Lee, Virginia Commonwealth University



Information Systems is, in terms of a reference discipline, over thirty years old and is represented by an immense volume of refereed journals and other publications that have developed to chart the rapid development of Information and Communications Technologies. The purpose of this major reference collection is to represent sufficiently the Information Systems field in terms of its range, the quality of the evidence that has been produced, the methods adopted for research, and the practices it has pointed to. Each volume has been compiled by leading international academics with advice from an exceptional editorial board. An introduction to the set was written by the series editors, acclaimed subject specialists Leslie Willcocks and Allen S. Lee.

CONTENTS:

Volume 1: Information Systems Infrastructure

Volume 2: Information Systems Development

Volume 3: Design Science Theories and Research Practices

Volume 4: Management of Information Systems

Volume 5: Social and Organizational Information Systems Research

Volume 6: Information Systems, Globalization and Developing Countries

£825.00, ISBN: 978-1-4129-2262-3

Pre-publication price: £725.00*

***Pre-publication price expires: 30 September, 2008**

September 2008, 2448 pages



Managerial Psychology

THREE-VOLUME SET

Edited by

Yochanan Altman
London Metropolitan University, UK
Frank Bournois
University of Paris, France
David M. Boje
New Mexico State University



Compiled by three leading authorities on Managerial Psychology, this collection of seminal works in the field delineates the boundaries of a vibrant and multidisciplinary subject area. With benchmark articles and cutting-edge articles, this major work is the first to draw together the work of leading academic writers on Managerial Psychology. Its audience will bridge two major academic communities, management scholars and psychology scholars.

CONTENTS:

Volume 1: The Psychology of Management and Managing: Leadership (Personality, Communication, Teams/Groups), Careers, Influencing and Decision Making, Sense Making, Organizational Behavior

Volume 2: Managing the New Workplace: Psychological Correlates (Personality, Well-Being Stress, Work/Life Balance), Comparative (Cross Cultural), Gender and Diversity, Identity, Personnel Development

Volume 3: Managerial Psychology: Theory and Applications: Epistemologies and Methodologies, Psychoanalysis, Cognitive Processes, Psycholinguistics

£425.00, ISBN: 978-1-4129-4490-8
2008, 1280 pages

NEW
2008

Mergers & Acquisitions

THREE-VOLUME SET

Edited by

Jeffrey A. Krug, Virginia Commonwealth University



Mergers and acquisitions play a major role in shaping business activities worldwide, and consequently, is a widely researched area within the field of business and management. It is also a multi-disciplinary area, with very few topics cutting across so many different functional areas of business or generating interest across such a wide range of groups as this one. This three-volume major work critically examines the research on the "soft side" of mergers and acquisitions, i.e. strategy and organizational issues.

CONTENTS:

Volume 1: Mergers & Acquisitions (Merger Trends, Corporate Strategy and Mergers & Acquisitions, Merger Types, Theoretical Explanations for Mergers & Acquisitions)

Volume 2: The Mergers & Acquisitions Process (Acquisition Analysis, Negotiation Process, Decision Making Processes, Stakeholder Effects of Mergers & Acquisitions)

Volume 3: Post-Merger Integration (Corporate Governance, Integration Capabilities, Value Creation)

£425.00, ISBN: 978-1-84787-057-5

Pre-publication price: £375.00*

*Pre-publication price expires: 31 August, 2008
August 2008, 1248 pages

NEW
2008

Multinational Enterprise Theory

THREE-VOLUME SET

Edited by

Jeffrey A. Krug
Virginia Commonwealth University
John D. Daniels
University of Miami

This three-volume work examines the research on the multinational enterprise (MNE) and presents a comprehensive, scholarly discussion of significant articles in this field. The two eminent editors, experts in this area, focus on the micro issues of the MNE, identifying important research that has defined the field in many ways. The set includes a variety of articles (i.e. the classics as well as more recent publications) from a wide selection of international sources and provides a good balance between U.S. and non-U.S. papers; Volume I examines the theory on the development of the multinational enterprise. Volume II investigates proactive motivations for FDI and the political ramifications of the MNE; Volume III collects together literature on structure and control of MNEs, focusing on how MNEs are managed and controlled. As a result, this major work provides practitioners and scholars with a comprehensive, scholarly discussion of the existing work, as well as an in-depth discussion to guide future research in the area.

CONTENTS:

Volume 1: The Multinational Enterprise

Volume 2: Internationalization Process of the Multinational Enterprise

Volume 3: Organizational Structure and Control

£425.00, ISBN: 978-1-4129-3513-5
2008, 1088 pages

NEW
2008

Small Business and Entrepreneurship

FIVE-VOLUME SET

Edited by

Robert Blackburn, Kingston University, UK
Candida G. Brush, Babson College



This exciting new major work provides a compendium of alternative perspectives on research into small business and entrepreneurship. Edited by two world-class experts, the selection reflects the principles of theoretical grounding and empirical rigor. The collection captures the richness and variety of this burgeoning and dynamic field. Small Business and Entrepreneurship is structured within six main areas: theory and theoretical developments, research approaches, populations of entrepreneurs, forms of entrepreneurship, entrepreneurial processes and activities, and the outcomes of entrepreneurship.

CONTENTS:

Volume 1: Small Business and Entrepreneurship Theory and Theory Development

Volume 2: Immigrant and Ethnic Minority Businesses

Volume 3: Entrepreneurship and Small Firms in Transition and Developing Economies

Volume 4: Finance and Financial Management

Volume 5: Outcomes of Entrepreneurship

£695.00, ISBN: 978-1-4129-3437-4
2008, 2246 pages

NEW
2008

CONTEMPORARY ISSUES IN BUSINESS & GLOBALIZATION

Entrepreneurship and Globalization

FIVE-VOLUME SET

Edited by

Rob B. McNaughton, University of Waterloo, Canada
Jim D. Bell, University of Ulster, UK



The popular business press is full of examples of small firms, often technology based, that internationalize rapidly from inception. Portrayed as entrepreneurial in their strategy, these firms commercialize new technology or take advantage of gaps in markets left by large firms.

This phenomenon of international new ventures has attracted the attention of university researchers, and there are an increasing number of articles in business journals about the rapid internationalization of smaller firms. The result is an emerging area of research at the interface of international business and entrepreneurship. Early literature on the topic is fragmented across a number of journals and books. The topic was initially not well received by international business researchers as most IB theories do not posit a role for small firms in international trade. However, in 2004 Oviatt and McDougal's paper won the Journal of International Business Studies/Palgrave Macmillan Decade award for 'most influential paper' published in the Journal of International Business Studies. The agenda for International Business has been radically altered. Now all major International Business journals cover international entrepreneurship.

£695.00, ISBN: 978-1-84787-500-2

Pre-publication price: £600.00*

***Pre-publication price expires: 31 March, 2009**
March 2009, 2048 pages



International Business and Globalization

THREE-VOLUME SET

Edited by

John D. Daniels, University of Miami

Jeffrey A. Krug, Virginia Commonwealth University

This three-volume work examines the research on the multinational enterprise (MNE) and presents a comprehensive, scholarly discussion of significant articles in this field. Editors John D. Daniels and Jeffrey A. Krug, experts in this area, focus on the micro issues of the MNE, identifying important research that has defined the field in many ways. The set includes a variety of articles, the classics as well as more recent publications, from a wide selection of international sources and provides a good balance between U.S. and non-U.S. papers. This major work provides practitioners and scholars with a comprehensive scholarly discussion of the existing work, as well as an in-depth discussion to guide future research in the area.

CONTENTS:

Volume One: The Growth, Consequences and Future of Globalization

Volume Two: Globalization and National Cultures

Volume Three: Effects of Globalization on the Firm

£325.00, ISBN: 978-1-4129-3530-2

2007, 1288 pages

Strategy and Globalization

FOUR-VOLUME SET

Edited by

Karl Moore, McGill University, Canada

Louis Hébert, HEC Montréal, Canada

This major work offers scholars a comprehensive and sensitive reading of the strategic challenges and opportunities represented by globalization. Karl Moore and Louis Hébert are the leading authorities in this area and have gathered together a collection of first-class conceptual and empirical papers that represent a coherent picture of the state of the field. Articles are drawn from respected journals and leading practitioner publications.

CONTENTS:

Volume One introduces key foundational readings on strategy

Volume Two focuses on the concept and phenomenon of globalization

Volume Three explores how organizations have exploited the strategic opportunities created by globalization.

£575.00, ISBN: 978-1-4129-3564-7

Pre-publication price: £475.00*

***Pre-publication price expires: 30 November, 2008**
November 2008, 1704 pages

NEW
2008

CENTRAL CURRENTS IN GLOBALIZATION

Globalization and Economy

FOUR-VOLUME SET

Edited by

Paul James, Royal Melbourne Institute of Technology, Australia

Globalisation and Economy is part of the Central Currents in Globalization Series, an integrated collection of four multi-volume sets that represent the systematic mapping of globalization studies. The series sets out the contours of a field that now crosses the boundaries of all the older disciplines in the social sciences and humanities. The result is a gold-standard collection of over 320 of the most important writings on globalization, structured around four interrelated themes: Violence; Economy; Culture; and Politics.

Globalisation and Economy, is edited by Paul James, with contributions from Barry Gills, Heikki Patomäki, Ronen Palan and Robert O'Brien.

CONTENTS:

Volume 1: Global Markets and Capitalism (with Barry Gills, University of Newcastle, UK) examines the relationship between global trade, commodity relations, and economic development and covers mainstream takes on economic globalization as well as the two major radical approaches to global markets, world systems theory and dependency theory

Volume 2: Global Finance and the New Global Economy (with Heikki Patomäki, Helsinki University, Finland) focuses on globalization and money, finance, and taxation, linking it to the new form of knowledge-based economies

Volume 3: Global Economic Institutions (with Ronen Palan, University of Sussex, UK) examines the global institutions and forums of economic governance—the WTO, the World Bank, the IMF, and the World Economic Forum

Volume 4: Globalizing Labor and Global Class (with Robert O'Brien, McMaster University, Canada) considers the changing nature of class and labor from the nineteenth century to the present, including the rise of a global labor movement

£575.00, ISBN: 978-1-4129-1952-4

2007, 1832 pages

Globalization and Culture

FOUR-VOLUME SET

Edited by

Paul James, Royal Melbourne Institute of Technology, Australia

Central Currents in Globalization is an integrated collection of four multi-volume sets that represent the systematic mapping of globalization studies. The series sets out the contours of a field that now crosses the boundaries of all the older disciplines in the social sciences and humanities. The result is a gold-standard collection of over 320 of the most important writings on globalization, structured around four interrelated themes: Violence; Economy; Culture; and Politics.

Globalization and Culture addresses culture in the form of global communications, global religions, global-local consumption, and ideologies of globalism.

CONTENTS:

Volume 1: Global Communications (John Tulloch, Brunel University)
Volume 2: Global Religions Peter Mandaville, George Mason University)
Volume 3: Global-Local Consumption (Imre Szeman, McMaster Univ.)
Volume 4: Ideologies of Globalism (Manfred Steger, Univ. of Illinois)

£575.00, ISBN: 978-1-4129-1953-1

Pre-publication price: £500.00

***Pre-publication price expires: 31 March, 2009**
March 2009, 1664 pages

NEW
2009

SAGE LIBRARY IN ACCOUNTING & FINANCE

Accounting Theory

THREE-VOLUME SET

Edited by

Harry I. Wolk, Drake University



In this major reference collection, accounting theory is taken as the basic assumptions, definitions, principles, and concepts—and how we derive them—that underlie accounting rule-making by a legislative body as well as the reporting of financial information. The major work starts with a philosophical overview of accounting, including accounting theory. Among some of the other issues examined are whether accounting is an art or a science and whether or not it can be value free.

As a reference work, Accounting Theory, compiled by industry expert Harry I. Wolk, is a key resource for accounting students, financial statement preparers, and auditors, as well as standard setters themselves.

CONTENTS:

SECTION I: PHILOSOPHICAL BACKGROUND
SECTION II: INFORMALLY DEVELOPED ACCOUNTING CONCEPTS
SECTION III: CONCEPTUAL FRAMEWORKS
SECTION IV: ACCOUNTING FOR CHANGING PRICES
SECTION V: ACCOUNTING STANDARDS AND FINANCIAL STATEMENTS
SECTION VI: APPLIED ACCOUNTING THEORY
SECTION VII: POSITIVE ACCOUNTING THEORY
SECTION VIII: THE TRUE AND FAIR VIEW AND PRINCIPLES VERSUS RULES-BASED STANDARDS
SECTION IX: INTERNATIONAL ACCOUNTING AND CONVERGENCE
SECTION X: OTHER NATIONAL AND REGIONAL ACCOUNTING STUDIES

£425.00, ISBN: 978-1-84787-6096

Pre-publication price: £375.00

Pre-publication price expires: 31 January, 2009
January 2009, 1280 pages

NEW
2009

Corporate Governance and Financial Reporting (Volumes I-III)

THREE-VOLUME SET

Edited by

Niamh Brennan

University College, Dublin, Republic of Ireland



This major work, compiled by one of the leading academics in Europe in the area of Corporate Governance, brings together key readings in the field, focusing on those corporate governance mechanisms influencing financial reporting and accountability. Volume 1 covers a number of key papers on the theoretical origins of corporate governance, followed by a selection of articles surveying corporate governance generally, and corporate governance and financial reporting specifically, to give readers a broad understanding of the field. It concludes with a number of papers addressing corporate governance failures and recent financial reporting scandals. Volume 2 comprises primarily empirical research findings on specific accounting issues, commencing with disclosure and transparency, going on to earnings management and concluding with sundry other financial reporting issues. Volume 3 pays particular attention to four mechanisms of governance: audit committees, internal audit, risk management and external audit. This is followed by two papers addressing broader issues of corporate governance and accountability. The major work concludes with some considerations of governance and accountability in the public sector and with the regulatory aspects of the topic.

CONTENTS:

Volume 1: Overview of Corporate Governance and Theoretical Context
Volume 2: Corporate Governance and Financial Reporting
Volume 3: Mechanisms of Governance Relevant to Financial Reporting

£425.00, ISBN: 978-1-84787-002-5
2008, 1248 pages

NEW
2008

SAGE LIBRARY IN MARKETING

Fundamentals of Marketing Research

SIX-VOLUME SET

Edited by

Naresh Malhotra

Georgia Institute of Technology

Drawing together seminal and cutting-edge papers on qualitative and quantitative market research, this collection has been compiled by an award-winning scholar internationally hailed as a leading authority on market research. Naresh Malhotra offers academics a nuanced and comprehensive set of readings on the key issues and concepts across the field.

CONTENTS:

Volume 1: Research Design Aspects
Volume 2: Scaling Techniques and Questionnaire Design
Volume 3: Sampling Plans
Volume 4: Basic Techniques of Data Analysis
Volume 5: Commonly Used Techniques of Data Analysis
Volume 6: Advanced Multivariate Techniques of Data Analysis

£825.00, ISBN: 978-1-4129-2123-7
2007, 2560 pages

The History of Marketing Thought

THREE-VOLUME SET

Edited by
Mark Tadajewski
University of Leicester, UK
Brian Jones
Quinnipiac University



This new major work performs the vital task of collecting together those articles that have examined the history of marketing thought. It includes not only the seminal articles in the field, but also those that have been forgotten, neglected and elided from the history of marketing as it has been represented to date.

Part I provides an overview of the development of marketing thought using a range of key publications that cover the history of marketing thought until present day. Part II introduces historical figures that have played an important role in developing marketing thought. Part III places the development of marketing thought in its historical context by connecting the changing industrial climate of the late nineteenth century with the emerging conceptual foundations of marketing thought. This major work, compiled by well-reputed researchers in the field, will ensure that material published in difficult-to-obtain sources is kept in circulation as well as providing academics and students with a resource that will endow them with an in-depth understanding of the development of their discipline.

CONTENTS:

Volume 1

PART I: THE DEVELOPMENT OF MARKETING THOUGHT: AN OVERVIEW
PART II: THE PIONEERS OF MARKETING THOUGHT

Volume 2

PART II: CONTEXTUALIZING THE DEVELOPMENT OF MARKETING THOUGHT

Volume 3

PART III: CONTEXTUALIZING THE DEVELOPMENT OF MARKETING THOUGHT

£425.00, ISBN: 978-1-84787-001-8
2008, 1208 pages



International Marketing

SIX-VOLUME SET

Edited by
Masaaki Kotabe
Temple University



Edited by a scholar at the forefront of the field, this collection of articles represents the state of the art in International Marketing research, with particular emphasis on the conceptual framework and theory development in the field. The last two decades have seen significant changes for international marketing, with global political and economic liberalization trends creating tremendous business opportunities and challenges. Reviewing the core micro and macro topics to emerge during this key period, leading edge papers examine organizational and personal consumer behavior, the implications for success of various entry modes, marketing strategy, global strategy and strategic alliances.

CONTENTS:

Volume 1: Consumer Behavior, Organizational Buying Issues, Country of Origin, Global Marketing Research and Methodological Issues. **Volume 2:** Internationalization of Firms, Specific Modes of Entry, Exporting, and Licensing. **Volume 3:** Franchising, Joint Ventures, Exit Strategies, Internet in Global Marketplace, and Marketing Strategies for Emerging Markets. **Volume 4:** Competitive Strategy, Conceptual Development, Sources of Competitive Advantage and Performance Implications, Regionalization of Global Strategy, Strategic Alliances, Learning and Trust, and Recipes for Alliance Success. **Volume 5:** Global Sourcing, Global Sourcing in a Service Context, Market Segmentation and Positioning, Global Standardization vs. Local Responsiveness, and Marketing Mix. **Volume 6:** Global Product Strategy, Product Development, Global New Product Diffusion, Global Branding, Global Advertising, Global Pricing, and Global Distribution.

£825.00, ISBN: 978-1-4129-2830-4
2007, 2392 pages

Marketing Theory

THREE-VOLUME SET

Edited by
Pauline Maclaran
Keele University, UK
Mike Saren
University of Leicester, UK
Mark Tadajewski
University of Leicester, UK

Marketing Theory presents a comprehensive, scholarly overview of the development of marketing theory. Drawing on a variety of international sources, the three editors bring together key contributions to the field that reflect both historical and contemporary debates and influences.

CONTENTS:

Volume 1: The Development of Marketing Theory and Its Philosophical Underpinnings
Volume 2: Major Theoretical Debates and Contemporary Issues in Marketing Theory
Volume 3: The Impact of Theory on Representations of the Consumer and the Marketing Organization

£425.00, ISBN: 978-1-84787-000-1
2008, 1232 pages



Nonprofit Marketing

THREE-VOLUME SET

Edited by

Liz Parsons, Keele University, UK

Pauline Maclaran, Keele University, UK

Mark Tadajewski, University of Leicester, UK



As early as the sixties, academics began to question the borders and boundaries of marketing. A new wave of thinking born from social influences entreated them to liberate the marketing concept from the confines of the commercial profit motive.

Despite several shifts in focus for nonprofit marketing, topics that have continued to receive particular attention include the attraction of resources (including fundraising and volunteer recruitment), issues surrounding image and reputation, the use of marketing to promote behavioral change and the evolving relationship between principles and practices of marketing and the arts.

This major work addresses both the historical and conceptual development of the field as well as the new concepts and challenges it faces in the new millennium. This collection of articles and book chapters will equip academics and practitioners to participate in and steer the key and contemporary debates.

CONTENTS:

Volume 1: The Evolution of Nonprofit Marketing

Volume 2: Nonprofit Marketing Applications

Volume 3: Key Debates and Contemporary Issues in Nonprofit Marketing

£425.00, ISBN: 978-1-84787-359-0
2008, 1248 pages

NEW
2008

COMMUNICATION

SAGE BENCHMARKS IN COMMUNICATION

Political Communication

FOUR-VOLUME SET

Edited by

Philip Seib, University of Southern California



This collection provides an overview of the broad landscape of political communication, with material suited for the theorist and the more practically inclined. The main criterion for organizing this collection was diversity—presenting a range of authors and ideas. The contributions cover a span of almost eighty years, beginning with an article from 1927 and culminating with work from the first decade of the 21st century. Some of the authors are famous scholars and some are little known, but each article is like a piece of a jigsaw puzzle and fits into an appropriate place.

CONTENTS:

Volume 1:

PART I: THEORIES AND PRINCIPLES

PART II: WATCHING GOVERNMENT, AFFECTING POLICY

Volume 2:

PART I: AFFECTING THE POLITICAL PROCESS

PART II: PUBLIC OPINION, THE PUBLIC'S AGENDA, AND THE PRESS

Volume 3:

PART I: CAMPAIGNS AND ELECTIONS

Volume 4:

PART I: GLOBAL CONVERSATION

PART II: THE RISE OF NEW MEDIA

£575.00, ISBN: 978-1-4129-4738-1
2007, 1672 pages

New Media

FOUR-VOLUME SET

Edited by

Leah A. Lievrouw

University of California, Los Angeles

Sonia Livingstone

London School of Economics and Political Science



In the past 20 years, "new media" has emerged as one of the most dynamic research fronts in media and communication, addressing the diversity and proliferation of new information and communication technologies and their social contexts. This growing field is both international and transdisciplinary. The editors have mined a rich collection of published material covering the historical, economic, social and behavioral issues at stake to trace the development and implications of new media.

The first volume offers an historical overview, as well as the "visions" of a society influenced by new media put forward by such influential scholars as McLuhan, Innis, and Debord. The second volume introduces new media as comprised of artifacts (technologies, hardware, systems themselves) and how they're designed and made. The third volume covers the social "arrangements" behind new media: institutions, social structures, and culture broadly conceived). The fourth volume focuses on practices, or what people do, covering human interaction, organizing, identity, and cultural practices

CONTENTS:

VOLUME 1: VISIONS, HISTORIES, MEDIATION

Part I: Visions

Part II: Histories

Part III: Mediation

VOLUME 2: TECHNOLOGY: ARTIFACTS, SYSTEMS, DESIGN

Part IV: Technology and Society

Part V: Communication Technologies in Transition

Part VI: Computers as Media

VOLUME 3: SOCIAL INSTITUTIONS, STRUCTURES, ARRANGEMENTS

Part VII: Information Society: Debates

Part VIII: Policy, Law and Regulation

Part IX: New Media Economics and Markets

Part X: Politics and Power

Part XI: Technology and Space

VOLUME 4: PRACTICES: INTERACTION, IDENTITY, CULTURE

Part XII: Interaction/Computer-Mediated Communication

Part XIII: New Media and Community

Part XIV: Identity and Self

Part XV: Everyday/Domestic Contexts of New Media

Part XVI: New Media and Cultural Practices

£575.00, ISBN: 978-1-4129-4710-7

Pre-publication price: £500.00*

***Pre-publication price expires 31 December, 2008**

December 2008, 1688 pages

NEW
2008

SAGE BENCHMARKS DISCOURSE STUDIES**Discourse Studies**

FIVE-VOLUME SET

Edited by

Teun A. Van Dijk, Universitat Pompeu Fabra, Spain

In the mid-1960s the humanities and the social sciences witnessed a paradigm shift with the birth of several new but mutually related 'interdisciplines,' including semiotics, psycholinguistics, sociolinguistics, pragmatics as well as the study of discourse. This became the 'linguistic turn.' The articles collected in the volumes of this book are prominent contributions to the latter field of study, traditionally called 'discourse analysis,' but more appropriately labeled 'discourse studies.' Assembled by Teun van Dijk, a leading scholar in discourse studies, the collection covers all the major fields of discourse studies, including grammar, stylistics, conversation analysis, narrative analysis, argumentation, psychology of comprehension, ethnography of speaking, and media. With over 80 articles, it brings together classic texts and work from the top scholars in the field to reflect all the significant debates in the field.

£695.00, ISBN: 978-1-4129-3617-0
2007, 2128 pages

CRIMINOLOGY

SAGE LIBRARY OF CRIMINOLOGY**Crime and Media**

THREE-VOLUME SET

Edited by

Yvonne Jewkes, University of Leicester, UK



The relationship between the media and crime is a topic of extremely lively debate and research internationally. With Yvonne Jewkes' background in both media studies and criminology, she introduces readers to the most salient themes and puts together the definitive collection on the topic. Crime and Media includes the most important and influential work from contemporary and classic literature that traverses media studies and criminology.

CONTENTS:

Volume 1: Overview of the theoretical contours that have shaped the study of crime and the media and explores both production and consumption of crime-related media in the shape of news, documentary and current affairs, soap, sitcom and docu-drama.

Volume II: Explores notions of "newsworthiness" and considers the news values that underpin media representations of crime.

Volume III: Discusses the innovative media technologies and surveillance technologies that are changing all our lives.

£425.00, ISBN: 978-1-84787-024-7

Pre-publication price: £375.00**

***Pre-publication price expires: 31 March, 2009**
March 2009, 1248 pages

Criminal Justice and Crime Control

THREE-VOLUME SET

Edited by

John Muncie, The Open University, England

This three-volume set of original (classic and contemporary) readings is designed to reveal the broad range of crime control strategies typically encountered in criminal justice systems worldwide. Such a collection is particularly timely not only because of growing concerns over the development of 'new punitive' responses to offenders (mass incarceration; new cultures of control, surveillance and security; naming and shaming) but also because of the imperative to unravel the impact that the emergence of supranational legal orders and international standards is likely to have on questions of national sovereignty and the democratic accountability of the nation state.

CONTENTS:

Volume 1: Visions of Justice

Volume 2: Punishment and Correction

Volume 3: Risk, Prevention, and Security

£425.00, ISBN: 978-1-4129-3054-3
2007, 1176 pages

Youth Crime and Juvenile Justice

THREE-VOLUME SET

Edited by

John Muncie, The Open University, England

Barry Goldson, University of Liverpool, England



This three-volume set of original readings reveals how and why children and young people have been repeatedly the subject of adult concern, censure and intervention. It conceptualizes notions of "childhood," "youth" and "adolescence" while also tracing the complex history of adult intervention and juvenile justice. Particularly timely not only because of persistent concerns over "out of control" youth, but also because of an apparent hardening of adult reactions in many jurisdictions, Youth Crime and Juvenile Justice provides a lens through which to navigate this complex field. In the 21st century, discourses of protection, restoration, punishment, responsibility, rehabilitation, welfare, retribution, diversion, human rights and so on exist alongside each other in a perpetually uneasy and contradictory manner. This collection comprehensively defines and maps out the fields of youth criminology and juvenile justice studies.

CONTENTS:

Volume 1: The Youth Problem

Volume 2: Juvenile Corrections

Volume 3: Children's Rights and State Responsibilities

£425.00, ISBN: 978-1-84787064-3

Pre-publication price: £375.00**

***Pre-publication price expires: 31 December, 2008**
December 2008, 1184 pages

SAGE LIBRARY OF EDUCATIONAL THOUGHT & PRACTICE

Inclusion and Diversity in Education

FOUR-VOLUME SET

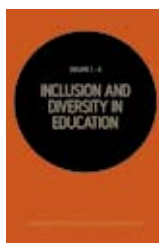
Edited by

Peter P. Hick

Birmingham University, UK

Gary Thomas

Birmingham University, UK



This four-volume set brings together seminal articles and key writings on the theme of inclusion and diversity in education. The collection takes disability and special educational need as a starting point from which to develop a broader focus on a range of themes relating to learners who may be marginalized from educational opportunities, including members of minority ethnic communities, students excluded from schools or who are "looked after" in public care, and other dimensions of exclusion arising from social class, gender or sexuality.

The starting point for understanding inclusive education lies in social justice perspectives, and this forms the basis for the first volume. Volumes Two and Three focus on research aimed at developing more inclusive practices both at the levels of schools and school systems, and at the levels of inclusive pedagogy, enacted in the classroom and through the curriculum. Volume Four reflects the range of voices in research on inclusive education, drawing on traditionally marginalized voices and those of learners in particular. Three cross-cutting themes are represented across all four volumes: a chronological approach, showing how key concepts and perspectives have developed in each area of the literature; identified groups of learners, developing more nuanced readings of how processes of exclusion and inclusion intersect dimensions such as disability, class and race; and contexts for learning, such as urban education and global or comparative perspectives.

CONTENTS:

Volume 1: The Concept of Oppression and the Development of a Social Theory of Disability

Volume 2: Developing Inclusive Education Systems

Volume 3: Making Sense of the Development of Inclusive Practices

Volume 4: Encounters with Exclusion through Disability Arts

£575.00, ISBN: 978-1-4129-4709-1

Pre-publication price: £500.00*

***Pre-publication price expires: 30 November, 2008**

November 2008, 1664 pages

**NEW
2008**

Educational Leadership and Administration

FOUR-VOLUME SET

Edited by

Fenwick W. English

The University of North Carolina at Chapel Hill



Educational Leadership and Administration makes a real contribution in focusing scholars' attention of this key field on its relevant past and possible future. The selection of articles in this major work draws on regional knowledge from the United States, Canada, the United Kingdom, Hong Kong, Australia, and New Zealand to offer researchers and academics a global perspective of the leading theories and ideas within educational leadership and administration.

Drawn from the broad perspectives of behaviorism, structuralism, critical theory and postmodernism, these articles and chapters represent the intellectual turning points of thinking in Educational Leadership and Administration within the last 30-40 years. These pieces are considered "groundbreaking" in that they became the foundation of further research or are considered "classic" pieces which represent a summation of critical work in similar work. As such, this is a must-have reference resource for any student in the field.

£575.00, ISBN: 978-1-84787-564-8

Pre-publication price: £500.00*

***Pre-publication price expires: 31 December, 2008**

December 2008, 1704 pages

**NEW
2008**

Citizenship Education

FOUR-VOLUME SET

Edited by

James Arthur, Canterbury Christ Church University, UK

Ian Davies, York University, UK

This four-volume set brings together key articles from the political and educational literature, providing theoretical discussion and extracts from research reports in citizenship and citizenship education. The first volume focuses on historical and philosophical material. Volume Two examines the purposes of citizenship education, including arguments for particular aspects such as "race," class, gender, or broader matters such as justice and equality. The third volume describes and discusses particular forms of education that relate strongly and directly to citizenship education, e.g. global education, character education, political education, moral education, social education). Volume Four focuses on material about socialization, curriculum, pedagogy and assessment. Throughout the four volumes, the following key themes are highlighted: What is the nature of citizenship and citizenship education? Why is citizenship education promoted? Where does citizenship education occur? Who is citizenship education for and how does it affect learners and others?

CONTENTS:

Volume 1: Fundamental Issues: The Nature of Citizenship Education

Volume 2: Purposes of Citizenship Education

Volume 3: Towards Practice: Types of Citizenship Education

Volume 4: Action: Implementing Citizenship Education

£575.00, ISBN: 978-1-4129-4711-4

2008, 1664 pages

NEW
2008

Foundations of Educational Thought

FOUR-VOLUME SET

Edited by

Eugene F. Provenzo, Jr, University of Miami



This landmark study brings together a comprehensive collection of readings on Educational Thought from Antiquity to the Present. It includes four volumes and over 100 different selections: From Montaigne to Chomsky, the editor has included articles from some of the Western world's most influential educational thinkers alongside authoritative voices from the field to show a full spectrum of ideas about Education, its purpose and objectives. The first volume includes a lead essay by the editor on the nature of Educational Thought and the Social and Cultural Foundations of Education. Each volume also includes its own introduction. Taken together, the volumes provide an unparalleled resource featuring broad coverage of the subject with historical depth and contemporary relevance.

CONTENTS:

Volume 1: Classic/Early Modern (Antiquity to 1945)

Volume 2: Modern (1932-1979)

Volumes 3 and 4: Postmodern Educational Thought (1979)

£575.00, ISBN: 978-1-4129-4586-8

2008, 1624 pages

NEW
2008

Student Assessment and Testing

FOUR-VOLUME SET

Edited by

Wynne Harlen, Visiting Professor, Bristol University



This four-volume set brings together key articles from the literature providing theoretical discussion and reporting research in student assessment throughout the range from pre-school to post-school education. The range of purposes, procedures, policies and properties of assessment are covered, along with issues and practices of wide general application to provide an unparalleled resource. Volume One includes key articles on a major theme of the 1990s and early 21st century, that of using assessment to help teaching and learning, and on how assessment for this use may or may not be related to other uses, such as for reporting on learning. Volume Two brings together studies of different ways of conducting assessment, going beyond testing, and some designed to assess a range of competencies, such as problem-solving, learning dispositions and critical thinking. Related issues of validity and reliability are also included. Volume Three includes articles on the methods, design and use of findings of national surveys, such as NAEP and the APU, and international surveys of the IEA and OECD. Related issues about standards, and the interpretation and reporting of results are also discussed. Volume Four considers how assessment and testing for a particular purpose impacts on students, teachers and on other parts of an assessment system. It includes matters relating to equity and the high stakes use of test scores for accountability.

CONTENTS:

Volumes 1: Assessment Roles and Purposes

Volume 2: Assessment Roles and Purposes (continued) and Methods and Technical Issues in Assessment

Volume 3: Methods and Technical Issues in Assessment (continued) and National and International Assessment

Volume 4: National and International Assessment (continued) and Assessment Policies and Systems

£575.00, ISBN: 978-1-84787-047-6

2008, 1640 pages

NEW
2008

POLITICAL SCIENCE & INTERNATIONAL RELATIONS

Multiparty Negotiations

FOUR-VOLUME SET

Edited by

Lawrence E. Susskind, Massachusetts Institute of Technology

Larry Crump, Griffith University



Multiparty negotiation is a rapidly developing but complex field whose literature is scattered across a broad range of disciplines and sources. This four-volume collection consolidates this knowledge by bringing together classic works and cutting-edge papers from law, international politics, organization studies and public administration.



Published in Association with the Program on Negotiation at Harvard Law School

CONTENTS:

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Volume 2: Theory and Practice of Public Dispute Resolution

Volume 3: Complex Legal Transactions

Volume 4: Organizational and International Negotiations

£575.00, ISBN: 978-1-4129-4812-8

Pre-publication price: £500.00*

***Pre-publication price expires 30 September, 2008**

September 2008, 1712 pages

NEW
2008

SAGE LIBRARY OF POLITICAL SCIENCE**Comparative Political Science****FOUR-VOLUME SET**

Edited by Alan S. Zuckerman, Brown University



The SAGE Library of Political Science collects together the articles that have been most influential in shaping the discipline. Each multi-volume set presents a collection of field-defining published works, both classical and contemporary, sourced from the foremost publications in the discipline by an internationally renowned editor or editorial team. They also include a full introduction, presenting a rationale for the selection and mapping out the past, present and likely future of each area. The series covers both the key approaches to studying the discipline and the primary sub-fields that form the focus of political scientists' work.

Comparative Political Science addresses the central questions of political science anywhere and everywhere: from ancient Greece to the contemporary world; from established democracies to totalitarian regimes; from small communities to capital cities; and from the international scale to the individual. Edited by one of the world's foremost political science scholars, this four-volume set provides researchers with a comprehensive overview of the numerous methods and applications of the comparative approach.

CONTENTS:

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Volume 3: Macro-Politics: Politics, Economics, and Society
Volume 4: Political Choice and Behavior: Voting, Political Participation, Contentious and Revolutionary Behavior

£575.00, ISBN: 978-1-4129-4487-8
Pre-publication price: £500.00*
Pre-publication price expires: 31 July, 2008
July 2008, 1656 pages

**NEW
2008****Electoral Behaviour****FOUR-VOLUME SET**

Edited by

Kai Arzheimer, Essex University
Jocelyn Evans, University of Salford



This four-volume collection provides a rich overview of one of the core areas of political science research: voting. The quantitative study of voting behavior (psephology) in particular has developed as a highly specialized field since the 1980s and has spawned a vast literature from a wide array of theoretical perspectives and methodological approaches. This set maps out the development of psephology in the post-war period to its current state, and covers the following broad themes: historical evolution of voting studies, sociological models, cognition and the voter calculus, electoral systems, the electoral context, debates, and methodology

CONTENTS:

Volume 1: Social-Political Models
Volume 2: Cognition and the Voter Calculus
Volume 3: Forecasting and Electoral Context
Volume 4: Debates and Methodology

£575.00, ISBN: 978-1-4129-4752-7
July 2008, 1050 pages

**NEW
2008****Institutionalism****FOUR-VOLUME SET**

Edited by

B. Guy Peters, University of Pittsburgh
Jon Pierre, University of Gothenburg, Sweden

Institutional explanations have been, and continue to be, one of the most important means of understanding the choices made by governments and other actors in society. This four-volume set brings together a collection of the key readings in institutional theory and its applications to political phenomena. Although the principal focus of these readings is on institutional theory based in political science, articles from other disciplines that have been central to the development of theory in this discipline, or that have substantial relevance for political phenomena, have also been included. Forming part of the SAGE Library of Political Science, this set contains a substantial overall introduction and conclusion as well as shorter introductions to each Part. It is an essential purchase for social science libraries around the world.

CONTENTS:

PART I: INSTITUTIONALISMS, OLD AND NEW
PART II: THE REVIVAL OF INSTITUTIONALISM
PART III: APPROACHES TO INSTITUTIONALISM
PART IV: APPLICATIONS OF INSTITUTIONALISM
PART V: THEORETICAL PROBLEMS
PART VI: INSTITUTIONALISM AS METHODOLOGY
PART VII: CRITIQUES OF INSTITUTIONALISM
PART VIII: CONCLUSION

£575.00, ISBN: 978-1-4129-2875-5
2007, 1724 pages

Public Governance**FOUR-VOLUME SET**

Edited by

Mark Bevir, University of California at Berkeley



The language of public governance referring to changes in the nature and the role of the state has arisen to prominence in the last twenty years across the social, political, and economic sciences. "Public Governance" has also become a major topic of concern for political and non-profit actors, as evidenced, for example, by its role in shaping the lending criteria of institutions such as the World Bank. A vast literature encompassing contributions derived from many of the leading theories in the contemporary social sciences, including rational choice, institutionalism, functionalism, systems theory, and interpretive approaches can be found across a large range of journals severing different academic disciplines.

This four volume set, the first to collect the most significant and insightful articles into a single set, elucidates and explains many new trends of public sector reform at the state and local levels, including multi-level governance, new public management, networks, and partnerships; explores these trends and others across many of today's most important areas of policy, such as urban regeneration, the environment, and e-governance; and illustrates ethical and political questions about good governance: how might we rethink accountability, social inclusion, and democracy given these extensive changes in political organizations? Public Governance is an essential purchase for academic libraries around the world.

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Volume 1: Theories of Governance
Volume 2: Public Sector Reform
Volume 3: Public Policy
Volume 4: Democratic Governance

£575.00, ISBN: 978-1-4129-2145-9
2007, 1736 pages

Rational Choice Politics

FOUR-VOLUME SET

Edited by
Keith Dowding
Australian National University, Australia
Torun Dewan
London School of Economics
Kenneth A. Shepsle
Harvard University, Cambridge

The formal modeling techniques of rational choice theory have become central to the discipline of political science, for example with regard to the understanding of the working of legislatures, coalition governments, executive-bureaucracy relations or electoral systems. The collection includes the very best work in this field, as well as an editors' introduction to each volume that describes the importance of the articles and their place in political science.

CONTENTS:

Volume 1: Social Choice and Equilibrium
Volume 2: Voting, Elections and Pressure Politics
Volume 3: Legislatures
Volume 4: Bureaucracy, Constitutional Arrangements and the State

£575.00, ISBN: 978-1-4129-4502-8

Pre-publication price: £500.00*

***Pre-publication price expires: 31 January, 2009**

January 2009, 1664 pages

NEW
2009

Federalism

FOUR-VOLUME SET

Edited by
John Kincaid
US Advisory Commission on Intergovernmental Relations

£575.00, ISBN: 978-1-84787-458-0

Pre-publication price: £500.00*

***Pre-publication price expires: 31 March, 2009**

March 2009, 1600 pages

NEW
2009

SAGE LIBRARY OF INTERNATIONAL RELATIONS

International Law

SIX-VOLUME SET

Edited by
Beth A. Simmons
Harvard University



The role of law in world politics has become a major part of the study of international relations in the last fifteen years. This four-volume set brings together in a single source articles that reflect the spectrum of theoretical and empirical work on International Law in the social sciences. Together they address the central questions about the necessity, development and role of International Law: How do international norms and rules about behavior develop? Do they influence important aspects of interactions among states and other entities? How do they condition international politics? International Law is organized into the following parts:

Part One covers approaches to the study of international law, including the history and background of international law, realism and international law, constructivist and normative approaches, and legalization and judicialization.

Part Two covers international law and international relations, including sovereignty and international and domestic settings.

Part Three covers institutional design, compliance, adjudication, and democracies and international law.

Part Four covers issues areas such as economic and property rights cooperation, security, use of force and the laws of war, human rights, humanitarian intervention, and war crimes.

CONTENTS:

PART I: APPROACHES TO THE STUDY OF INTERNATIONAL LAW
PART II: INTERNATIONAL LAW AND INTERNATIONAL RELATIONS:
THE CONCEPTUAL TERRAIN
PART III: INSTITUTIONS AND THEORIES OF COMPLIANCE
PART IV: ISSUE AREAS

£825.00, ISBN: 978-1-4129-1255-6
2008, 2304 pages

NEW
2008

Genocide

FOUR-VOLUME SET

Edited by
Adam Jones
Yale University



This four-volume set provides a comprehensive collection of classic and contemporary works on genocide sourced from a wide range of disciplines, including international relations, international law, anthropology, psychology, history and sociology.

This four-volume set provides a comprehensive collection of classic and contemporary works on genocide sourced from a wide range of disciplines, including international relations, international law, anthropology, psychology, history, and sociology:

Volume I highlights the legal framings of genocide and deploys some of the key theoretical contributions of the academic field of comparative genocide studies.

Volume II provides both an empirical and an argumentative survey of key genocides in human history, particularly those of the modern period.

Volume III focuses on the rich debates over human beings' agency in genocide, and the political, psychological, sociological, and anthropological perspectives that illuminate it.

Volume IV explores diverse strategies of genocide prevention and the spirited debate over humanitarian intervention and post-genocide peace building and restitution.

CONTENTS:

Volume 1: Genocide in Theory and Law
Volume 2: Genocide in History Paul Farmer
Volume 3: Perpetrators, Victims, Bystanders, Rescuers
Volume 4: Prevention, Intervention, and Accountability

£575.00, ISBN: 978-1-84787-022-3

Pre-publication price: £500.00*

***Pre-publication price expires 31 October, 2008**
October 2008, 1712 pages

NEW
2008

Approaches to International Relations

FOUR-VOLUME SET

Edited by
Stephen Chan
University of London, UK
Cerwyn Moore
University of Birmingham, UK



This four-volume collection of seminal journal articles and book excerpts examines traditional approaches to international relations (IR) as well as critical, radical and non-Western theories of global politics. The set includes a detailed introduction by the editors and is designed to complement their successful set, Theories of International Relations.

CONTENTS:

Volume 1: Traditional Approaches to International Relations
Volume 2: Critical Approaches to International Relations
Volume 3: Radical Approaches to International Relations
Volume 4: Non-Western Approaches in International Relations

£575.00, ISBN: 978-1-84787-405-4

Pre-publication price: £500.00*

***Pre-publication price expires: 31 January, 2009**
January 2009, 1664 pages

NEW
2009

Ethnic Conflict

FOUR-VOLUME SET

Edited by
Rajat Ganguly
Murdoch University, Australia



Ethnic conflicts in various scales and forms are a feature of the post-Cold War international landscape from which no region of the world is completely free. This four-volume collection examines the many dimensions of ethnic conflict including their causes, consequences and resolution.

CONTENTS:

Volume 1: Ethnic Identity
Volume 2: Causes of Ethnic Conflict
Volume 3: The Consequences of Ethnic Conflict
Volume 4: The Settlement of Ethnic Conflict

£575.00, ISBN: 978-1-84787-272-2

Pre-publication price: £500.00*

***Pre-publication price expires: 31 January, 2009**
January 2009, 1760 pages

NEW
2009

Global Terrorism

FOUR-VOLUME SET

Edited by James Lutz, Purdue University at Fort Wayne
Brenda Lutz, Purdue University at Fort Wayne

This collection brings together the very best research on terrorism as viewed from a global and comparative perspective. Many of the papers included are from the post-9/11 period, which has seen a significant increase in the volume of research on terrorism whose focus goes beyond individual groups or countries. There are also a number of extremely important contributions that trace the development of this strand of terrorism research in the second half of the twentieth century, in particular the 1980s and 1990s. The collection covers the causes of terrorism, tactics and targets, religious terrorism, ethnic/nationalist terrorism, ideological terrorism, terrorist groups and criminal organizations, state involvement in terrorism, countermeasures, and the global "war on terrorism." The editors' introductory essay contextualizes the selection, sets out a basic framework on terrorism and terrorists, and discusses some of the groups and countries that are especially relevant to the analysis of global terrorism.

CONTENTS:

- Volume 1: PART I: Definitions and Causes and PART II: Tactics and Targets
Volume 2: PART III: Religious Terrorism; PART IV: Ethnic/Nationalist Terrorism; and PART V: Ideological Terrorism
Volume 3: PART V: Ideological Terrorism (continued); PART VI: Terrorist Groups and Criminal Organizations; PART VII: State Involvement as an External Support for Indigenous Groups; and PART VIII: State Involvement in or Toleration of the Use of Terror Against Their Own Citizens
Volume 4: PART IX: Countermeasures and PART X: The Global War on Terrorism

£575.00, ISBN: 978-1-4129-3603-3
2008, 1648 pages

NEW
2008

International Environmental Politics

FOUR-VOLUME SET

Edited by
Ronald B. Mitchell, Texas Tech University



International environmental politics is an important component of both current scholarship in, and the curricula of, departments of international relations, international studies, and political science in the United States and around the world. These four volumes bring together the very strongest writings from the scholarly literature on the increasingly important topic of international environmental politics, selected from a diverse range of disciplines and publications. The collection sheds light on the political sources of global environmental problems, the processes by which states negotiate solutions to them, and the efforts of international institutions to address them.

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£575.00, ISBN: 978-1-4129-3005-5
Pre-publication price: £500.00*
***Pre-publication price expires: 31 October, 2008**
October 2008, 1664 pages

NEW
2008

International Political Economy

FIVE-VOLUME SET

Edited by
Angus Cameron, Leicester University, UK
Ronen Palan, University of Sussex, UK
Anastasia Nesvetailova, University of Sussex, UK

International Political Economy (IPE) has become one of the most innovative and productive areas of International Relations in recent years. With origins in classical political economy, heterodox economics, political science, human geography, sociology and other social sciences, IPE has gained in academic weight and political relevance during the past thirty years and has come to embrace a diverse range of disciplinary perspectives.

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NEW
2008

International Relations of the European Union

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Edited by
Wyn Rees, Nottingham University, UK
Michael Smith, Loughborough University, UK



From its beginnings as a trading organization the European Union (EU) has become an immensely important actor in the international system. This collection distills the very best writings, both classic and contemporary, in the field of its international relations across a range of policy fields. The selected articles and chapters reflect the breadth of the EU's activities in the world, including its economic and security relationships, as well as its unique status in the academic study of international relations.

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£575.00, ISBN: 978-1-4129-4753-4
June 2008, 1632 pages

NEW
2008

International Security

FOUR-VOLUME SET

Edited by

Barry Buzan

London School of Economics and Political Science, UK

Lene Hansen

University of Copenhagen, Denmark

This four-volume collection brings together seminal journal articles and some book chapters to map the main themes and turning points in the development of International Security Studies. Together the four volumes map the progress from the traditional security agenda to more contemporary challenges like terrorism. They serve to demonstrate the wide scope of the international security agenda today, as well as the wide range of methodologies and epistemologies used to approach the subject. Including an extensive overall introduction and part introductions by the editors, this multi-volume set is an essential purchase for all Political Science Libraries and Schools of International Relations.

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Pre-publication price: £500.00

*Pre-publication price expires 31 March, 2009
March 2009, 1600 pages

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Edited by

Koen Lamberts University of Warwick, UK



This new major work in a key area of psychological study and research has been bought together by one of Europe's leading cognitive scientists and is included as part of the Sage Benchmarks in Psychology series. Drawing upon highly influential classic and contemporary sources, Koen Lamberts guides readers through the central defining papers that anchor the field of Cognitive Science. Taken together, the six volumes provide access to the key debates within the field and all the main lines of research that have emerged. Cognitive Science consists of 80 papers. The six volumes present an interdisciplinary collection of wide ranging readings taken from leading behavioral sciences publications, including highly cited theoretical articles and empirical articles that have had great impact on the key debates in the field.

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Loughborough University, UK

This collection brings together classic and contemporary papers at the boundaries of the fields of discourse studies and psychology. It includes work from the fields of discourse analysis, discursive psychology, ethnomethodology and conversation analysis that is focused on the way psychological issues and topics feature in human discourse. The studies included have been chosen because of their position as key articles and chapters in the development of the emerging field of discourse and psychology and because of their influence on subsequent work. The volumes are organized to highlight different strands of work, are organized thematically for extra clarity, and are introduced by an introductory essay by the editor who is himself a key figure in the field. The overall effect is to provide a synoptic integrated account of this exciting and rapidly developing field.

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Cardiff University, UK

Covering the entire scope of the psychology of emotion, this collection contains benchmark readings with a combination of classic works and more recent key publications. Volume 1 includes theoretical papers that set out major theoretical positions in the psychology of emotion, while the remaining readings are predominantly empirical articles that show how psychological knowledge of emotion is acquired through research. In addition to the 74 key papers included, the collection opens with an introductory editorial essay by Antony Manstead in which he sets out the rationale behind the selection of papers, and provides an illuminating discussion of the key issues in emotion theory and research. This five-volume reference set makes an invaluable addition to any academic library with an interest in and/or existing collections in the psychology of emotion, an excellent supplement on courses in emotion where students need to engage with the theoretical views and empirical research that have made this field of inquiry so fascinating, and a perfect reference work for researchers from any domain of emotional research.

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Edited by
Robert W. Proctor
Purdue University



Attention is edited by Robert Proctor who is based at one of the leading Cognitive Psychology institutions in the US, Purdue University. Research on Attention has links with areas of Perception, though it has very different theoretical roots. It's perhaps the oldest field of research of all topics in this new series, extending back to the start of the last century given its links with each of major cognitive systems associated with the brain: memory, perception, language, learning, thinking and reasoning. As a result it is a core component of any study in Cognitive Psychology throughout the world.

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University College London, UK



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April 2009, 1600 pages

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David Shanks, University College London, UK



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Pre-publication price: £600.00*

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RESEARCH METHODS

SAGE BENCHMARKS IN SOCIAL RESEARCH METHODS SERIES

Attitude Measurement

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Edited by
Caroline Roberts
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The field of attitude research has long been recognized as one of the most important and influential within social psychology. But the ever-increasing popularity of survey research as a source of what the public thinks and feels about a wide range of issues has brought the subject into the popular arena, heightening the relevance of the theory and practice of attitude measurement. Caroline Roberts and Roger Jowell, acknowledged specialists in this area of research, have combed the literature to bring together the most comprehensive collection available. The four volumes cover key advances since serious study of the subject began, where the selection of articles and papers present the key figures, major steps forward in theory or practice and some of the most creative and ingenious methodological work in the social sciences. This set provides a rich reference source that should appeal to academics and practitioners alike.

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Edited by

Anders Hansen, Centre for Mass Communication Research, University of Leicester, UK



Mass communication research is a sprawling and multidisciplinary field of research approaches and theories, drawing inspiration from a range of disciplines in the humanities and the social sciences, and even from such science disciplines such as mathematics, computing, and engineering. It continually develops and adapts to the changing nature and application of media technologies as well as changing political and social concerns with “the media.” This major work combines “pure” methods, articles, or discussions with a range of “exemplary” applications—within particular theoretical frameworks—of each particular method or approach.

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Pre-publication price: £500.00*

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Content Analysis

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Edited by

Roberto Franzosi, Emory University



Content Analysis is a popular social science technique for the analysis of text data. While early examples trace back to the late 19th and early 20th century, the technique came of age during the Second World War through the efforts of Lasswell and others aimed at decoding enemy propaganda. This major work brings together the most significant methodological contributions and substantive applications ever published on Content Analysis. Students and scholars in sociology, political science, journalism and mass communication, and business and management will find in this major work a unique and comprehensive overview of the technique and its applications.

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Data Analysis

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Edited by

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Charles Sturt University, Australia

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Volume 2: Mixed Methods, including mixed method approaches and techniques and the integration of findings.

Volume 3: Quantitative Data Analysis, including analyzing survey data, text, structure and sequences, testing and multivariate analysis.

Volume 4: Issues Surrounding the Quality of Research Outcomes.

£575.00, ISBN: 978-1-4129-2276-0
2007, 1672 pages

Gender and Research

FOUR-VOLUME SET

Edited by

Sara Delamont, Cardiff University, UK
Paul Atkinson, University of Cardiff, UK



For the past thirty years, there have been vigorous debates about the roles played by gender, sexuality and sexual orientation in research. This collection brings together the debates, sets them into their historical and theoretical context, and deals with the major criticisms and refutations. A particular strength of this collection is that it makes available key sources otherwise scattered and hard to obtain.

Volume I discusses three sub-themes, the context in which gender became a matter of concern for researchers, the context in which feminist methods were developed, and the (re)discovery of the methodological work of well-known women such as Jane Addams and Florence Nightingale. Volume II looks at research that has been conducted with explicit awareness of gender. Volume III focuses on the pioneering work of innovative scholars who argued for feminist methods in the years after 1950, and investigates research that defended and debated the formulations of feminist methods. Finally, Volume IV explicitly relates the themes of Queer Theory, Subaltern Theory and Polyvocality, themes that evolved with feminist methods, to those topics showcased in the other three volumes.

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Interviewing II

FOUR-VOLUME SET

Edited by Nigel G. Fielding, University of Surrey, UK



Interviewing has a strong claim to be the most widely-practiced social science research method. Nigel Fielding, the acknowledged expert in the field, has again collected together a set of contemporary and classic readings. Interviewing has been established as the authoritative and balanced research resource in this subject. It is comprehensive and generic; however, its coverage does not entirely reflect the apportionment of intellectual effort and interest in the field. Interviewing II delves further into the subject and concentrates on articles representing topics that have proven controversial and thus attracted many contributions.

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£575.00, ISBN: 978-1-4129-2867-0

Pre-publication price: £500.00*

***Pre-publication price expires: 30 November, 2008**
November 2008, 1664 pages

NEW
2008

Life Story Research

FOUR-VOLUME SET

Edited by

Barbara Harrison University of East London, UK



Life Story Research gathers together articles on a number of methodological approaches within the social sciences that focus on research in which the individual and his or her life experiences, and thinking is the core focus of study. The personal narrative can be teased out in many ways using methods such as the autobiographical or oral history, and even the psychoanalytical. This four-volume set covers an extensive time period, with classic pieces providing an important context for much of the later work. This set is invaluable to researchers within the social sciences and related research fields (nursing, criminology, cultural studies). With many "new" approaches available, individual researchers are offered access to material that addresses the "how to" as well as a critical evaluation of issues associated with them.

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PART III: Types of Life Story Research: Traditional and New Sources of Life Story Data
PART IV: Doing Life Story Research
PART V: Research Contexts and Life Stories

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Pre-publication price: £500.00*

***Pre-publication price expires: 31 December, 2008**
December 2008, 1600 pages

NEW
2008

Qualitative Research 2

FOUR-VOLUME SET

Edited by

Alan Bryman
University of Leicester, UK

Qualitative research is a burgeoning field which has attracted a growing amount of self-reflection. Reflecting the growth of interest among qualitative researchers in the nature of their craft, this collection extends the value of the critically acclaimed First Edition of Qualitative Research, edited by Alan Bryman and Robert G. Burgess, by emphasizing key issues that demand the attention of qualitative researchers. It explores topics that have come increasingly to the fore in the years since the publication of Qualitative Research in 1999. Thus, topics such as visual research, biographical method, narrative analysis, computer-assisted qualitative data analysis, and reflexivity that have become more prominent over the last five years are given the greater attention they increasingly warrant.

Volume I covers issues to do with the collection of data, including sampling. While covering traditional topics, such as ethnography and qualitative interviewing, this set reflects the greater diversity of approaches to data collection that have arisen since the last set, such as visual ethnography, qualitative evaluation, biographical approaches, and new developments in qualitative interviewing.

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Volume 3: Issues of Representation, Realism and Reflexivity
Volume 4: Qualitative Data Analysis

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2007, 1720 pages

Questionnaires 2

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Edited by

Martin Bulmer, University of Surrey, UK

Despite questionnaires being one of the principal research tools in social research, there remains a glaring lack of material on this method. Following on the success of his first set, Martin Bulmer once again tackles this lack by bringing together a wealth of material—both the classics and difficult-to-find key material—to create a second invaluable resource on questionnaires. With entirely new material and a shift in emphasis, Questionnaires 2 makes the SAGE Benchmarks coverage of this key method even more complete.

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Volume 4: Covers the varieties and problems of research involving questionnaires, bringing together key material on using projective tests, vignettes, constructing questions for qualitative interviewing, the role of questions in the focus group, attitude measurement and measurement problems in general.

£575.00, ISBN: 978-1-4129-2056-8

Pre-publication price: £500.00*

***Pre-publication price expires: 30 September, 2009**
September 2009, 1664 pages

NEW
2009

Representing Ethnography

Reading, Writing and Rhetoric in
Qualitative Research

FOUR-VOLUME SET

Edited by

Paul Atkinson, University of Cardiff, UK

Sara Delamont, Cardiff University, UK

Qualitative research, especially ethnography, has seen a paradigm shift since 1968. This so-called "Third Moment" was concerned with the critical issue of the textual representation of ethnographic work. There was a call for a turn towards texts that mirrored the messiness of social life, that were faithful to the many voices of social worlds, in which the artfulness of ethnographic writing was manifest, and in which the ethnographer was visibly present in the text.

This major work brings together into one set all the important material on this "rhetorical turn" in qualitative research. Many of the critiques of the rhetorical turn are particularly hard to obtain and have never been gathered together in an accessible way.

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£575.00, ISBN: 978-1-4129-4598-1

Pre-publication price: £500.00*

***Pre-publication price expires: 31 August, 2008**
August 2008, 1807 pages

NEW
2008

The Secondary Analysis of Survey Data

FOUR-VOLUME SET

Edited by

Martin Bulmer
University of Surrey, UK

Patrick J. Sturgis
University of Surrey, UK

Nick Allum
University of Surrey, UK

This collection brings together the key publications on the secondary analysis of data and embraces many aspects of how to analyze quantitative survey data, whether primary or secondary. As secondary analysis, defined as use of data that was collected by individuals other than the investigator, is often a starting point for other social science research methods, this set will be a critical resource for researchers across the social sciences.

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Volume 1: Issues in the Analysis of Survey Data

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£575.00, ISBN: 978-1-4129-0384-4

Pre-publication price: £500.00

Pre-publication price expires: 31 March, 2009
March 2009, 1664 pages

NEW
2009

Social Networks Analysis

FOUR-VOLUME SET

Edited by

Linton Freeman

Social network analysis, a crucial method in the understanding of human behavior, is currently growing at an extremely rapid rate and has become a major focus of teaching and research—not only in social science departments, but in computer science and physics and in business schools. This four-volume set is brought together by Linton Freeman, founder and editor for 28 years of the key journal in the field, *Social Networks*. He has collected the very best published work on social network analysis, covering over forty years of journals and books. It is a key addition to the SAGE Benchmarks in Social Research Methods series.

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Volume 3: The Structure of Social Positions

Volume 4: Antecedents and Consequences of Network Structure

£575.00, ISBN: 978-1-4129-3406-0

2007, 1648 pages

Social Surveys 2

FOUR-VOLUME SET

Edited by
David de Vaus
La Trobe University, Australia

Surveys are undisputedly a core method of social research. David de Vaus, the acknowledged expert in the field, has collected a second set of essential readings in the field. *Social Surveys 2* makes available a much more substantial source of information about survey research and extends the coverage of the first four volumes. The book will enable researchers to make better informed judgments about the use of the survey method and to implement their survey in the most effective, efficient and error-free way.

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£575.00, ISBN: 1-4129-2368-2
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FUNDAMENTALS OF APPLIED RESEARCH

Philosophy and Methodology of the Social Sciences II

FOUR-VOLUME SET

Edited by
Mark J. Smith
The Open University, UK

This four-volume set of essays on the philosophical and methodological debates in the social sciences builds on Mark Smith's highly successful first set of essays (SAGE 2005). This new set draws together classic and contemporary material on key debates, such as the linguistic turn in social science; reformist and transformist social science, and discursive approaches to social research.

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Volume Four: Discursive Social Science

£575.00, ISBN: 978-1-4129-2851-9
Pre-publication price: £500.00*
Pre-publication price expires: 28 February, 2009
February 2009, 1664 pages

NEW
2009

Qualitative Health Research

FOUR-VOLUME SET

Edited by
Robert Dingwall
University of Nottingham, UK

Qualitative research methods are growing in importance and in use among nurses and other health researchers. *Qualitative Health Research* showcases the cutting-edge developments and seminal studies in research practice and research theory in this field. At the same time these volumes detail the long and fascinating history of the use of qualitative approaches to the study of health and illness, providing a complete map of the field.

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£575.00, ISBN: 978-1-84787-354-5
Pre-publication price: £500.00*
Pre-publication price expires: 31 July, 2008
July 2008, 1728 pages

NEW
2008

Quantitative Research in Education

THREE-VOLUME SET

Edited by
Stephen Gorard
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