

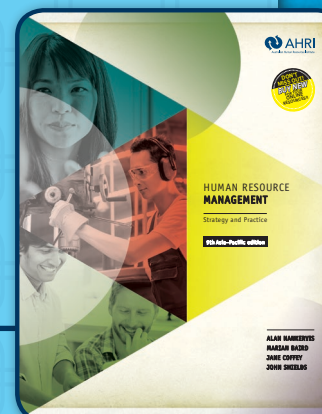
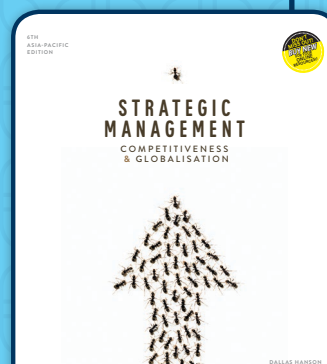
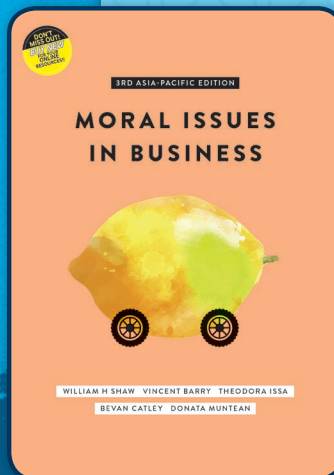
MANAGEMENT

LATEST RELEASES &
BESTSELLERS FOR 2017

ENGAGE YOUR STUDENTS USING THE LATEST RESEARCH AND ONLINE LEARNING RESOURCES.

Flexible learning solutions and market-leading content, written by renowned local and global authors who are specialists in their field, ensure the best outcomes for you and your students.

**BESTSELLING
AUSTRALIAN / NEW ZEALAND
EDITIONS FOR 2017**



Deliver a more personalised learning experience with



MindTap is the personalised platform that solves your eLearning needs.

Integrating course materials with interactive resources, **MindTap** creates a unique learning path that fosters increased comprehension. **MindTap** is designed to take advantage of the power of technology to make instructors' lives easier by helping them to better prepare for class and giving them a way to more quickly grade assignments.

Courses are enriched through learning apps including interactive assignments, ReadSpeaker, practice and present, file sharing and content creation tools. **MindTap** learning resources include eBook content, animations, videos and virtual labs; revision questions to reinforce learning; problem sets and assessments. Students analyse, apply, and improve thinking, allowing you to measure skills and outcomes with ease. Ask about LMS integration.

- Automatic integration of apps to create a seamless, self-paced learning experience
- Teach concepts through interactive exercises, quizzes and homework
- Integrates homework and assignments into the flow of learning
- Deepens students' understanding of course concepts
- Provides access to assistance related to specific homework questions or assignments
- Supports students' unique learning styles
- Creates a more engaging learning experience

High engagement, strong support for various learning styles, and increased understanding of course concepts, all point to the potential of MindTap to improve students' performance.

"The best learning aid used in any of my classes."

Justin Hart, Clarkson University

Engage your students with world-class learning solutions.

There is no off-the-rack solution in learning. Finding the right combination of content, pedagogy and technology makes it easier for teachers to teach and students to learn.

Our aim is to provide the right solution for each instructor; to develop customised and integrated teaching and learning systems that deepen student engagement and improve learning outcomes.



Bring course concepts to life with interactive learning, study, and exam preparation tools that support the printed textbook. Watch student comprehension soar as they work with the printed textbook and the textbook-specific website.

CourseMate Express includes interactive teaching and learning tools including quizzes, flashcards, videos and more, and Engagement Tracker, a first-of-its-kind tool that monitors student engagement in the course. Also available as **CourseMate** with a fully integrated eBook.



An online research library just for this subject. Fast, convenient and updated daily – so you and your students are always on top of latest research.

Search Me! provides you with 24-hour access to full-text articles from hundreds of scholarly and popular journals, eBooks, and newspapers, including *The Australian* and *The New York Times*.

The database contains a wealth of material related to a specific discipline; all are qualified sources and have citations attached that you and your students can use. Now it's easy to explore today's issues relevant to your teaching.



Management: Asia-Pacific Edition, 5e

Samson
ISBN: 9780170259798
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Strategically placed in-text case studies demonstrate real-world examples of management concepts in practice. 'Remember this' features in each chapter summarise key points to retain, and discussion questions throughout enable students to check their understanding and identify areas for further study. Chapters end with a link to an 'On the job video case': real-world applications of the theories described in the text, enabling students to consider the practical applications of management theory.

TABLE OF CONTENTS

Part 1 Innovative management for a changing world

1. The changing world of management
2. The evolution of management thinking

Part 2 The environment of management

3. The environment and corporate culture
4. Managing in a global environment
5. Ethics, social responsibility and sustainable development
6. The environment of entrepreneurship and small-business management

Part 3 Planning

7. Organisational planning and goal setting
8. Strategy formulation and implementation
9. Managerial decision making

Part 4 Organising

10. Fundamentals of organising
11. Managing change and innovation
12. Human resource management
13. Managing diversity

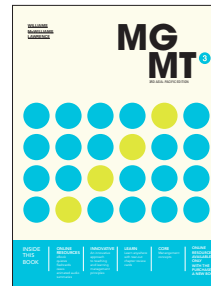
Part 5 Leading

14. Individual behaviour in organisations
15. Leading in organisations
16. Motivating employees
17. Communication in organisations
18. Teamwork in organisations

Part 6 Controlling

19. Managerial and quality control
20. Managing the value chain, information technology and e-business

Capstone Chapter: Making effective management happen



MGMT3

Williams | McWilliams | Lawrence
ISBN: 9780170369459
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With a new approach to learning the principles of management, MGMT3 supports learning outcomes for first-year, MBA, and Master of Business students. New 'What would you do?' case studies and concept summary pages at the end of every part link the learning objectives with graduate attributes. The streamlined approach to learning the principles of management assists students to develop skills in critical thinking, communication, and analysis.

TABLE OF CONTENTS

Part 1: Introduction to Management

1. Management
2. History of management
3. Organisational environments and cultures
4. Ethics and social responsibility

Part 2: Planning

5. Planning and decision making
6. Organisational strategy
7. Innovation and change
8. Global management

Part 3: Organising

9. Designing adaptive organisations
10. Managing teams
11. Managing people: human resource management

Part 4: Leading

12. Motivation
13. Leadership
14. Managing communication

Part 5: Controlling

15. Control
16. Managing information
17. Managing service and manufacturing operations

Also available in Principles of Management:



Fundamentals of Management: Asia-Pacific Edition, 5e

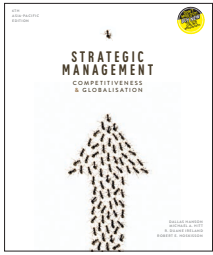
Samson
ISBN: 9780170259804
© 2015



Management in New Zealand, 2e

Samson, et al
ISBN: 9780170326650
© 2015





Strategic Management: Competitiveness and Globalisation, 6e

Hanson
ISBN: 9780170373159
© 2017



The only title available focusing on the resource-based approach to management. Students are engaged with new coverage on environmental concerns and emerging technologies, as well as chapter-opening case studies from Australia, New Zealand and Asia-Pacific. Knowledge objectives identify key concepts in each chapter, and definitions or explanations of important key terms are located in the margin for quick reference. This is a complete, accurate and up-to-date explanation of the strategic management process.

TABLE OF CONTENTS

Part 1: Strategic management inputs

1. Strategic management and strategic competitiveness
2. The external environment: opportunities, threats, industry competition and competitor analysis
3. The internal organisation: resources, capabilities, core competencies and competitive advantages

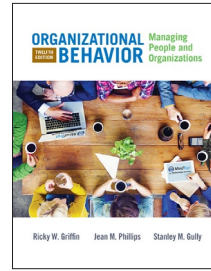
Part 2: Strategic actions: strategy formulation

4. Business-level strategy
5. Competitive dynamics
6. Corporate-level strategy
7. Acquisition and restructuring strategies
8. International strategy
9. Cooperative strategy

Part 3: Strategic actions: strategy implementation

10. Corporate governance
11. Organisational structure and controls
12. Strategic leadership
13. Strategic entrepreneurship

Part 4: Case studies



Organizational Behavior: Managing People and Organizations, 12e

Griffin | Phillips | Gully
ISBN: 9781305501393
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Balancing classic management ideas with the most recent Organisational Behaviour developments and contemporary trends, this text equips students with the assets, tools, and resources to learn how to think and act like managers.

- NEW! Streamlined chapter organisation aids delivery of material in a single semester
- NEW! Opening and in-text cases engage students and tie to specific points in the chapter
- NEW! Self-assessments help students develop better insights into their own behaviours. These assessments are also available in MindTap® with immediate feedback

TABLE OF CONTENTS

Part I: Introduction to organizational behavior

1. An overview of organizational behavior
2. The changing environment of organizations

Part II: Individual behaviors and processes in organizations

3. Individual characteristics
4. Individual values, perceptions, and reactions
5. Motivating behavior
6. Motivating behavior with work and rewards

Part III: Social and group processes in organizations

7. Groups and teams
8. Decision making and problem solving
9. Communication
10. Managing conflict and negotiating

Part IV: Leadership and influence processes in organizations

11. Traditional leadership approaches
12. Contemporary views of leadership in organizations
13. Power, influence, and politics

Part V: Organizational processes and characteristics

14. Organization structure and design
15. Organization culture
16. Organizational change and change management

Also available in Strategic Management:

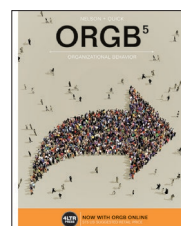


Strategic Management Theory: An Integrated Approach, 12e

Hill | Schilling | Jones
ISBN: 9781305502338
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Also available in Organisational Behaviour:



ORGB5
Nelson | Quick
ISBN: 9781305663916
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Global Business, 4e

Peng
ISBN: 9781305500891
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The first global business book that asks the big question, “What determines the success and failure of firms around the globe?”

- NEW! Mike Peng examines the emerging economies that are attracting major multinationals, as well as the up-and-coming multinationals headquartered in those emerging economies
- NEW! Videos supporting the opening and closing case of each chapter add perspective to the narrative and data presented in the cases
- NEW! More integrative cases than ever before, enabling students to examine a diverse set of current and important global business phenomena

TABLE OF CONTENTS

Part I: Laying foundations

1. Globalizing business
2. Understanding formal institutions: politics, laws, and economics
3. Emphasizing informal institutions: cultures, ethics, and norms
4. Leveraging resources and capabilities

Part II: Acquiring tools

5. Trading internationally
6. Investing abroad directly
7. Dealing with foreign exchange
8. Capitalizing on global and regional integration

Part III: Strategizing around the globe

9. Growing and internationalizing the entrepreneurial firm
10. Entering foreign markets
11. Managing global competitive dynamics
12. Making alliances and acquisitions work
13. Strategizing, structuring, and learning around the world

Part IV: Building functional excellence

14. Competing on marketing and supply chain management
15. Managing human resources globally
16. Financing and governing the corporation globally
17. Managing corporate social responsibility globally

Peng Atlas and integrative cases following each part
Glossary
Name index
Organization index
Subject index



Organisational Change: Development and Transformation, 6e

Waddell | Creed | Cummings | Worley
ISBN: 9780170366687
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Designed to be a catalyst for further learning rather than a prescriptive text, Waddell, 6e utilises new framework diagrams for each part to illustrate the connections between the key theories of organisational change.

New practitioner vignettes give examples of organisational change, development theories and concepts that they have experienced in actual companies and industries, helping students to connect the content to real life. The new mix of Australian, New Zealand and international case studies provide even more context.

TABLE OF CONTENTS

Part 1: Introduction

1. Introduction

Part 2: The environment of change

2. Understanding change
3. Leadership and the role of the change agent
4. Managing resistance and organisational culture
5. The process of organisational change

Part 3: Organisation development

6. Organisation development and change
7. Organisation development interventions: people and process
8. Organisation development interventions: strategy and structure

Part 4: Organisation transformation

9. Organisation transformation and change
10. Change in a chaotic and unpredictable environment
11. Competitive and collaborative strategies

Part 5: The future of change management

12. Future directions: change in a global setting

Part 6: Integrative case studies

Also available in International Business & Management:



GLOBAL, 3e

Peng
ISBN: 9781305627215
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Moral Issues in Business, 3e

Shaw | Issa | Catley | Muntean
ISBN: 9780170366694
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Featuring new case studies from Australia, New Zealand and Asia to provide local context, this new edition also offers a more-approachable layout and loads of visuals. New global case studies add an international aspect to the text.

Taking an applied business approach to ethics built on sound philosophical principles, Shaw 3e includes new philosophical readings online for students who want to extend their study.

TABLE OF CONTENTS

Part 1: Seeing the moral dimension in business

1. Seeing the moral dimension in business
2. Normative theories of ethics

Part 2: Taking a moral position

3. The nature of capitalism
4. Corporate social responsibility and corporate governance
5. The morality and ethics of consumption
6. International business: moral and ethical issues and globalisation
7. Environmental ethics in business

Part 3: Ethics and human talent

8. The organisation: ethical and moral issues
9. Ethics at work

Part 4: Managing business ethics

10. Ethics, leadership and culture
11. Putting it all together: towards moral and ethical decision-making

Glossary
Index



Entrepreneurship: Theory/Process/Practice, 4e

Frederick | O'Connor | Kuratko
ISBN: 9780170352550
©2016

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This fourth edition illustrates the broadest variety of sustainable entrepreneurship in the Asia-Pacific for the twenty-first century. With 'people, planet and profit' at its core, it prepares students for a career building commercially viable, socially and environmentally responsible projects.

'Entrepreneurial Edge' boxes throughout feature stories of real-life entrepreneurs and companies to illustrate the conceptual material covered in each chapter. 'Experiencing Entrepreneurship' activities at the end of each chapter give students the opportunity to put into practice the concepts discussed.

TABLE OF CONTENTS

Part 1: Entrepreneurship in the twenty-first century

1. Entrepreneurship: evolution and revolution
2. The entrepreneurial mind-set: cognition and career
3. Entrepreneurship and sustainable development
4. Social and ethical entrepreneurship

Part 2: Initiating entrepreneurial ventures

5. Pathways to entrepreneurial ventures
6. Opportunity and the creative pursuit of innovative ideas
7. Entrepreneurial families: succession and continuity
8. Developing entrepreneurship within organisations

Part 3: Developing entrepreneurial ventures

9. The assessment of entrepreneurial opportunities
10. Marketing for entrepreneurial ventures
11. Strategic entrepreneurial growth
12. Global opportunities for entrepreneurs

Part 4: Growth strategies for entrepreneurial ventures

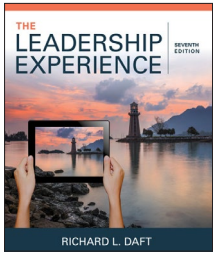
13. Legal and regulatory challenges for entrepreneurial ventures
14. Sources of capital for entrepreneurial ventures
15. Measuring performance for entrepreneurial ventures
16. Developing a sustainable business plan

Appendix: Business plan – Reviving Samoa's cocoa industry

Also available in Business Ethics & Society:

Business & Society: Ethics, Sustainability & Stakeholder Management, 10e
Carroll | Brown | Buchholtz
ISBN: 9781305959828
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MINDTAP From Cengage



The Leadership Experience, 7e

Daft
ISBN: 9781337102278
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Acclaimed author Richard Daft helps students explore the latest thinking in leadership theory as well as contemporary practices at work within organisations throughout the world.

Learning features reflect the latest leadership trends, helping prepare students for today's emerging leadership challenges and quickly changing roles.

Online-only interactive case for each chapter that includes the full text of the case, and activities with immediate scoring and feedback.

Interactive self-assessments online with MindTap®. 'The leader's self-insight' assignments accompany activities that link the concepts to the relevant chapter material.

TABLE OF CONTENTS

Part I: Introduction to leadership

1. What does it mean to be a leader?

Part II: Research perspectives on leadership

2. Traits, behaviors, and relationships
3. Contingency approaches to leadership

Part III: The personal side of leadership

4. The leader as an individual
5. Leadership mind and heart
6. Courage and moral leadership
7. Followership

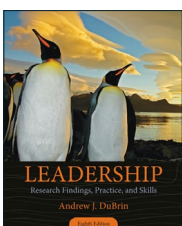
Part IV: The leader as a relationship builder

8. Motivation and empowerment
9. Leadership communication
10. Leading teams
11. Developing leadership diversity
12. Leadership power and influence

Part V: The leader as a social architect

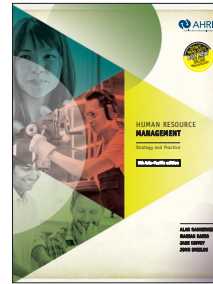
13. Creating vision and strategic direction
14. Shaping culture and values
15. Leading change

Also available in Leadership:



Leadership: Research Findings, Practice, and Skills, 8e

DuBrin
ISBN: 9781285866369
©2016



Human Resource Management, 9e

Nankervis | Baird | Coffey | Shields
ISBN: 9780170369862
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This ninth edition includes the AHRI 'Model of Excellence' - illustrating behaviours and competencies considered indispensable for HR practitioners - with every competency aligned to the key practice areas in each functional HR chapter.

- Updated with the latest material and analyses on Australian workplaces from the Fair Work Commission, Productivity Commission Review, and more
- 'HRM in practice' boxes throughout examine how theoretical concepts are applied in practice, with a regional focus to add context
- Improved referencing to and explanations of tables and graphs helps students to understand the content

TABLE OF CONTENTS

Part 1: HRM in context

1. Evolution of human resource management
2. The context of human resource management
3. Industrial relations: frameworks and practices
4. Human resource planning in a changing environment

Part 2: HRM strategies, systems and processes

5. Work design challenges in a global environment
6. Talent attraction and selection
7. Talent retention and development
8. Management of performance
9. Strategic reward management
10. Managing workplace health and safety
11. Workplace negotiation processes

Part 3: The effectiveness of HRM: towards the future

12. Evaluating HRM: towards the future

Also available in Human Resource Management:



Employment Relations: An Integrated Approach, 1e

McPhail | Jerrard | Southcombe
ISBN: 9780170254694
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