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Encyclopedia of Biomedical Devices

Four-Volume Set

Edited by [Decision Resources Inc](#)

July 2007 · 2064 pages

Cloth (978-1-4129-5054-1) Price £850.00

Special pre-publication offer: £725.00 - save £125.00

BIC Codes: TGM

SAGE Reference is proud to announce the [Encyclopedia of Biomedical Devices](#).

Biomedical devices undoubtedly represent one of the most striking examples of the revolutionary developments, in both medicine and technology, in the 21st century. The explosive growth of research, scientific output, industrial market development and investments in today's global applications of scientific and technological knowledge to health care is vast and all the indications point to the continued increase in all of these developments in the years to come.

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Sample list of entries include:

- Global Markets for Minimally Invasive Vertebral Compression Fracture Treatments;
- European Markets for Image Guided Surgery Systems;
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- Global Markets for Pelvic Floor Reconstruction;
- United States Markets for Emerging Technologies in Cardiac Surgery;
- European Markets for Critical Care Patient Monitoring Devices;
- Global Markets for CABG Devices;
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- European Markets for Heart Valve Devices;
- Global Markets for Powered Surgical Instruments;
- RSNA Radiologist Survey 2006: United States and European PACS.

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International Encyclopedia of Organization Studies

Three-Volume Set

Edited by [Stewart R Clegg](#) *University of Technology, Sydney; University of Aston; Visiting Professor at the Faculty of Business at Maastricht University; the Vrije Universiteit of Amsterdam and EM-Lyon*

August 2007 Cloth (978-1-4129-1515-1) Price £350.00

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BIC Codes: KMKH,JCH

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The key themes include:

- Organization Careers;
- Organization Structure;
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- Organization Cultures;
- Organization Diversity;
- Organization Innovation;
- Organization Change;
- Organization Strategy;
- Organization Power;
- Organization Leadership;
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- Organization Knowledge;
- Organization Ethics;
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- Organization Research;
- Organization Conflict;
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Readership

Organization studies and psychology libraries



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Organizations



Management Without Control

Howard P. Greenwald *University of Southern California*

July 2007 · 496 pages

Paper (978-1-4129-4247-8) Price £29.99

BIC Codes: KMKH

Organizations: Management Without Control is an upper-level introductory text on organizations that provides a comprehensive understanding of the functions of formal organizations and the challenges they face. The text emphasizes the importance of forces that organizations or their leaders cannot fully control as a key distinctive theme. It covers basic features of organizations such as roles, structure, reward systems, power and authority, and culture and introduces important theoretical perspectives related to these features.

Readership

Upper level students on organizational studies courses

Contents

PART ONE: UNDERSTANDING ORGANIZATIONS / Let's Get Organized! / The Organizational Milieu / Organizational Theories and Perspectives / PART TWO: MEANS OF COHESION AND COORDINATION / Social Roles in Organization / The Rule of Structure / Reward and Punishment / Imperative Forces / Organizational Culture / PART THREE: ORGANIZATIONAL DYNAMICS / Leadership and Followership / Communication and Decision Making / Politics, Conflict and Change / PART FOUR: THE FUTURE ORGANIZATION / Another Look at Bureaucracy / Innovations and Experiments / PART FIVE: ORGANIZATIONS, PERSONAL INTERESTS AND RESPONSIBILITY / Organizations and Individual Decisions / Organizations and Society



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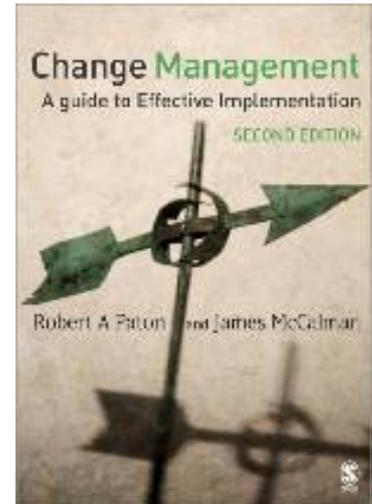
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Change Management

A Guide to Effective Implementation

Third Edition



Robert A Paton *University of Glasgow* and **James McCalman**
Sotheby's Institute of Art, London

July 2007 • 320 pages

Cloth (978-1-4129-1220-4) Price £75.00

Paper (978-1-4129-1221-1) Price £24.99

BIC Codes: KMK

Guiding readers through the technological, organizational and people-oriented strategies that managers use to implement change, the **Third Edition** has been revised to cover power, politics, culture and gender. The authors have also added international case studies that set change management within the context of globalization.

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Previous Edition: *Change Management Cloth* 978-0-7619-6498-8 £70.00 *Paper* 978-0-7619-6499-5 £23.99 (February 2000)



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Organizational Change

Theory and Practice

Second Edition

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Paper (978-1-4129-2670-6) Price £29.99

BIC Codes: KMK ,JCH

The **Second Edition** provides an overview of the theoretical and research foundation for our current understanding of organization change, including the nature and types of change organizations experience.

W Warner Burke reviews various models, including the one developed by Burke and Litwin, and uses cases to demonstrate how the models can be used to diagnose change issues in organizations. Emphasizing planned, revolutionary change over the gradual, evolutionary change organizations typically experience, Burke combines and integrates theory and research with application for insight into all aspects of organization change.

Readership

Students on courses on organization change, organization psychology, industrial psychology, business administration, and organizational behaviour

Contents

Sources of Understanding Organization Change / Rethinking Organization Change / A Brief History of Organization Change / Theoretical Foundations of Organizations and Organization Change / The Nature of Organization Change / Levels of Organization Change: Individual, Group, and Larger System / Organization Change: Research and Theory / Conceptual Models for Understanding Organization Change / Integrated Models for Understanding Organizations and for Leading and Managing Change / The Burke-Litwin Causal Model of Performance and Change / Application of the Burke-Litwin Model / Transformation Leadership / Leading Organization Change / Organization Change: Integration and Future Needs

Previous Edition: *Organization Change* Cloth: 978-0-7619-1482-2 £62.00 Paper: 978-0-7619-1483-9 £26.99 (August 2002)



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NEW FROM SAGE PUBLICATIONS

Handbook of Organization Development

Edited by **Thomas G Cummings** *University of Southern California, Los Angeles*

Not available for sale in Thailand

March 2007 • 500 pages

Cloth (978-0-7619-2812-6) Price £75.00

BIC Codes: KMKH

The **Handbook of Organization Development** reflects the field of organizational development's rapid growth and success since its inception 50 years ago into a far more diffuse and complex study than it was just a few decades ago. It shows how organizational development has expanded from the need to help organizations cope with internal social problems, to a broader attempt to address more strategic issues of firm structure and competitive advantage in a global environment.

The Handbook provides a synthesis of new methods and perspectives from diverse areas far removed from organizational development's psychological origins, including management, economics, sociology, personnel, information systems, and international relations. International contributors are included, reflecting similarities and differences from around the world.

Readership

Students, academics and researchers in organizational development

Contents

PART ONE: THE NATURE OF ORGANIZATION DEVELOPMENT / **Thomas G Cummings** Introduction / **W Bennis** Historical Perspective of Organization Development / **W Burke** Contemporary View of Organization Development / **D Boje** Postmodern Organization Development / **C Worley and D Jamieson** The Profession of Organization Development / PART TWO: THE ORGANIZATION DEVELOPMENT PROCESS / **Thomas G Cummings** Introduction / **J Bartunek** Intervening in Organizations / **P Reason** Participative Inquiry / **M Elden** Action Research and Action Learning / **D Cooperrider** Appreciative Inquiry / **C Lundberg** Diagnosing Organizations / **J Kotter and J Conger** Leading Change / **P Vaill** Implementing Change / **R Woodman** Assessing Organization Development Interventions / PART THREE: ORGANIZATION DEVELOPMENT INTERVENTIONS / **Thomas G Cummings** Introduction / Human Process Interventions / **K Cameron** Individual Development / **R Purser** Large Group Interventions / **C Argyris** Organization Learning / **E Schein** Process Consultation / **W Boss** Team-Building / **K Thomas and C Alderfer** Conflict Resolution and Inter-Group Relations / Techno-Structural Interventions / **R Shani** Socio-Technical Systems / **J Galbraith** Organization Design / **G Spreitzer** Empowerment / **R Hackman and Cris Gibson** Work Teams / Human Resource Interventions / **E Lawler** Strategic Human Resource Management / **G Ledford** Performance Management / **E Bell** Diversity / **T Hall** Career Development / Strategic Interventions / **L Greiner** Strategic Change / **M Beer** Transformational Change / **S Mohrman** Knowledge Management / **G Roth** The Learning Organization / **R Quinn** Changing Organization Culture / **D Nadler** Organization Development at the Top of the Organization / PART FOUR: SPECIAL APPLICATIONS OF ORGANIZATION DEVELOPMENT / **Thomas G Cummings** Introduction / **D Brown** Development Organizations / **R Chisholm** Transorganizational Development / **R Chisholm** Global Organization Development / **E Poza and W Gartner** Organization Development in Small Businesses and Entrepreneurial Settings / **R Golembiewski** Organization Development in the Public Sector / **R Schmuck** Organization Development in Educational Systems



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NEW FROM SAGE PUBLICATIONS

Handbook of Organizational and Managerial Wisdom

Edited by [Eric H Kessler](#) *Pace University* and [James R Bailey](#) *George Washington University*

July 2007 · 608 pages

Cloth (978-1-4129-1561-8) Price £85.00

This ground breaking compendium of globally renowned thinkers systematically explores the characteristics of understanding, applying, and developing organizational and managerial wisdom.

Wisdom is among the most complex and profound concepts in our vernacular. It represents the epitome of human development and conduct, characterizing the most enlightened and successful people and collectives. Yet its systematic analyses and application to professional pursuits has been extremely elusive.

This is particularly true with regard to the domain of organization management, as evidenced by preoccupations with information and knowledge as well as business headlines replete with tales of poor judgment and questionable morality.

The [Handbook of Organizational Wisdom](#) integrates the insights of some of the field's most respected thinkers to further our understanding of its essential characteristics, consider how it might be practically applied, and explore how it might be developed.

Readership

Business and Management



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NEW FROM SAGE PUBLICATIONS

International Handbook of Organizational Crisis Management

Christine M Pearson *University of Western Ontario*, **Christophe Roux-Dufort** *Edward Hines Jr VA Hospital* and **Judith Clair** *Boston College*

February 2007 Cloth (978-0-7619-8851-9) Price £85.00
BIC Codes: KMC



Although a number of books have been written on the topic of organizational crisis management, none has yet to capture a cross-section of perspectives grounded in the literature. **The International Handbook of Organizational Crisis Management** provides a comprehensive and coherent base of the latest understanding of organizational crisis management drawn from prominent scholars and practitioners around the globe.

Key features include:

- bringing together leading scholars and practitioners from around the globe to provide a current state-of-the-art profile of crisis management thought;
- offering a framework synthesizing an overview of the field useful for students, scholars, and thoughtful practitioners;
- providing the first significant volume on the subject to explore international perspectives.

Readership

Postgraduate students, academics and researchers in strategic management and business policy, as well as occupational and industrial psychologists



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NEW FROM SAGE PUBLICATIONS

Storytelling Organization

David M Boje *University of New Mexico*

June 2007 • 224 pages

Cloth (978-1-4129-2976-9) Price £70.00

Paper (978-1-4129-2977-6) Price £21.99

The idea of organizations using 'storytelling' to make sense of themselves and their environment has generated a lot of excitement.

Written by the leading scholar in this field, **Storytelling Organization** explores how narrative and storytelling is an important part of an organization's strategy, development and learning processes. With excellent examples from Nike, McDonald's and Disney, readers are shown how the theory that underpins organizational storytelling connects with storytelling in everyday organizational life.

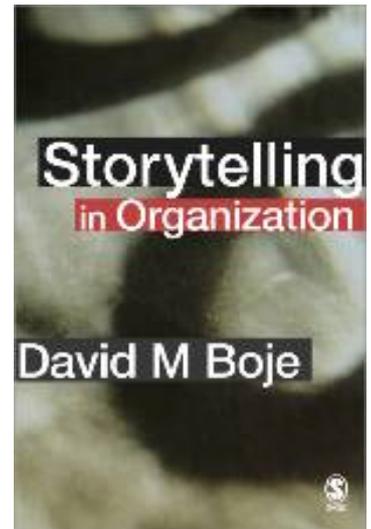
David Boje's theories and ideas in relation to the study of storytelling in organizations are highly influential and this book will be a 'must have' for any student or scholar interested in the area.

Readership

Management and organization studies students

Contents

Story Escaping Narrative Prison / PART I: SYSTEMICITY / Systemicity Complexity Levels / Dialogisms / Collective Memory / PART II: STRATEGIES / Polyphonic Strategy / Stylistic Strategy / Chronotopic Strategy / Architectonic Strategy / Polypi Strategy / PART III: RESTORYING / Developing / Transorganization Development / PART IV: STORY METHOD / Living Story Method / Socratic Symposium



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NEW FROM SAGE PUBLICATIONS

Group Dynamics for Teams



Second Edition

Daniel Levi *California Polytechnic State University, San Luis Obispo*

April 2007 • 360 pages

Paper (978-1-4129-3749-8) Price £29.99

BIC Codes: KMKH,KMMH

Thoroughly updated and revised, the **Second Edition** of **Group Dynamics for Teams** provides a clear and concise overview of the basic psychological concepts of group dynamics with a focus on their application with teams in the workplace.

Grounded in psychology research but with a very practical focus on organizational behaviour issues, the book helps readers understand and participate in teams more effectively in day-to-day work.

New to the **Second Edition**:

- A new chapter on evaluating and rewarding teams
- A new “Be a Team Leader” section
- Provides the most up-to-date research
- Increased variety of examples and hands-on activities.

Readership

Advanced undergraduate and graduate courses on organizational behaviour, team building and management, human resource development

Contents

Introduction / PART I. CHARACTERISTICS OF TEAMS / Understanding Teams / Defining Team Success / PART II: PROCESSES OF TEAMWORK / Team Beginnings / Understanding the Basic Team Processes / Cooperation and Competition / Communication / PART III: ISSUES TEAMS FACE / Managing Conflict / Power and Social Influence / Decision Making / Leadership / Problem Solving / Creativity / Diversity / PART IV. TEAMS AT WORK / Team and Organizational Culture / Virtual Teams / Teams at Work / Team Building and Team Training / Evaluating and Rewarding Teams

Previous Edition: *Group Dynamics for Teams* Paper: 978-0-7619-2254-4 £38.99 (June 2001)



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NEW FROM SAGE PUBLICATIONS

Toolkit for Organizational Change

Tupper F. Cawsey and Gene Deszca both at Wilfrid Laurier University



August 2007 · 416 pages
Paper (978-1-4129-4106-8) Price £42.00
BIC Codes: KMK

Toolkit for Organizational Change is a text designed to assist educators in advancing the knowledge, skills and abilities of students in creating effective change.

It is an applied book which bridges current organizational change theory with practical applications through exercises and cases in the belief that students learn better when they can anchor conceptual materials in concrete examples and situations.

Readership

Organization studies students

Contents

Organizational Change in Our Complex World / Change Frameworks for Organizational Diagnosis: How to Change / Change Frameworks for Organizational Discourse: What to Change / Understanding and Building the Need for Change / Case Study: Northwell Inc. / Organizational Structures and Systems and Change / The Emergent or Informal Organization / The Recipients of Change: Those on the Receiving End / Change Agent Types and Effectiveness / Case Study: Jessica Casserra's Task Force: Hospital Integration in the Region of Erie / Action Planning, Aligning, and Implementing Change / Measuring Change: Designing Effective Control Systems / Case Study: Oshawa Industries / Summary Thoughts on Organizational Change / Case Study: Self-Managed Work Teams at South Australia Ambulance Service



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NEW FROM SAGE PUBLICATIONS

Leadership

A Critical Text



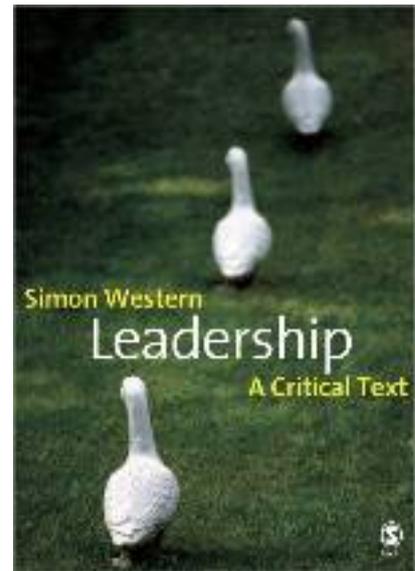
Simon Western *Lancaster University*

July 2007 • 220 pages

Cloth (978-1-4129-2304-0) Price £70.00

Paper (978-1-4129-2305-7) Price £24.99

BIC Codes: KMKH



Providing a critical review and analysis of the key debates within leadership, this book challenges the notion of the individual or “hero” leader.

Simon Western develops the idea of leadership as a distributed process between lots of agents in an organization. In doing so he provides a new framework which readers can use to understand and implement this “distributed” type of leadership.

Chapters include vignettes and case studies to support readers' understanding of ideas, and pedagogical features emphasize core learning points.

Readership

Students of business and management

Contents

Why a Critical Theory Approach? / Leadership: Key Contested Areas / The Leader as Individual / A Critical Analysis of the Transformational Leader / Leadership as Organizing / The Emerging Patterns of Work-Based Leadership / An Alternative Social Explanation of the Rise of the Transformational Leader / Three Discourses of Leadership / A Critical Theory Framework for Practicing Leaders / Implication for Leadership Development



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NEW FROM SAGE PUBLICATIONS

Discursive Leadership

In Conversation with Leadership Psychology

Gail Fairhurst *University of Cincinnati*



March 2007 • 256 pages

Cloth (978-1-4129-0424-7) Price £62.00

Paper (978-1-4129-0425-4) Price £24.99

BIC Codes: KMKH

Discursive Leadership presents a new, groundbreaking way for scholars and graduate students to examine and explore leadership. Differing from a psychological approach to leadership which tries to get inside the heads of leaders and employees, the author focuses on the social or communicative aspects between them.

A discursive approach to leadership introduces a host of relatively new ideas and concepts and helps us understand leadership's changing role in organizations.

Readership

Postgraduate students on leadership or organizational communication courses

Contents

Two Traditions / Sequence and Temporal Form / Membership Categorization / Disciplinary Power / Self-Identities, Interpretive Repertoires / Narrative Logics / Material Mediations / Praxis and More Conversation



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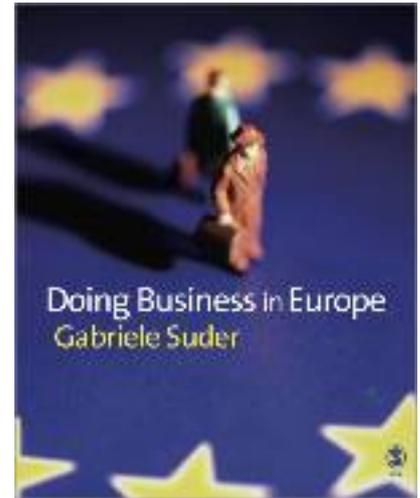
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NEW FROM SAGE PUBLICATIONS

Doing Business in Europe

Gabriele Suder CERAM Sophia Antipolis



April 2007 • 352 pages
Cloth (978-1-4129-1846-6) Price £75.00
Paper (978-1-4129-1847-3) Price £26.99
BIC Codes: KMB

Covering all the key topics for students studying European Business at upper level undergraduate and graduate level, this textbook focuses on the relationship between business and the political institutions, policies and regulations of the European Union post-enlargement this book supports readers with pedagogical features that include:

With a website to accompany the book containing student resources and an instructor's manual, the book also supports readers with features that include:

- Mini-cases with questions to test students understanding
- In-depth readings and testimonials from executives and managers
- Vignettes and cameos written by practitioners
- Extracts from Business and European publications
- Review questions and assignments to consolidate learning
- Weblinks to helpful resources

Readership

European business students at upper undergraduate and postgraduate level

Contents

Introduction / Landmarks of European Integration: Or, How History and Politics Shape the Business Environment / Enlargement and the Theories of Integration / Institutional Players: Rules and Agenda Setting / The Europeanization of a Business Environment / The Europeanization of Business Management / European Economics and Finance / Marketing in Europe / Lobbying the Playing Field / Competing Internationally



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NEW FROM SAGE PUBLICATIONS

Corporate Social Responsibility

Three Volume Set

Edited by [Andy Crane](#) *University of Nottingham* and [Dirk Matten](#) *University of London*

[SAGE Library in Business and Management](#)

August 2007 · 1248 pages

Cloth (978-1-4129-3063-5) Price £425.00 **Special pre-publication offer: £375.00 - save £50**

Over the last four decades Corporate Social Responsibility (CSR) has acquired distinctive organisational 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.

Papers will cover the following areas:

Volume I: Theories and Concepts of CSR – providing a comprehensive grounding in the conceptual and normative CSR literature

Volume II: Managing and Implementing CSR – providing a thorough overview of CSR as a practical phenomenon

Volume III: CSR in Global Context – providing an integrated international perspective on CSR theory and practice

[Readership](#)

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NEW FROM SAGE PUBLICATIONS

Managerial Psychology

Three Volume Set

Edited by [David M Boje](#) *University of New Mexico*

[SAGE Library in Business and Management](#)

August 2007 · 1248 pages

Cloth (978-1-4129-4490-8) Price £425.00 [Special pre-publication offer: £375.00 - save £50](#)

Compiled by three leading authorities on Managerial Psychology, this collection of seminal works in the field work to delineate the boundaries of a vibrant and multidisciplinary subject area.

With benchmark articles and cutting edge articles, this collection is the first of its kind 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. Topics covered include:

Vol 1: The psychology of management and managing - leadership, personality, communication, teams (groups), careers, influencing and decision making, sense making, organizational behaviour

Vol 2: Managing the new workplace: psychological correlates - personality, well-being (stress, work life balance), comparative (cross cultural), gender and diversity, identity, personal development

Vol 3: Managerial Psychology: theory and applications -epistemologies and methodologies, psychoanalysis, cognitive processes, psycholinguistics

[Readership](#)

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NEW FROM SAGE PUBLICATIONS

SAGE Handbook of New Approaches in Management and Organization

Edited by **David Barry** and **Hans Hansen** both at Victoria University of Wellington

May 2007 · 448 pages
Cloth (978-1-4129-1218-1) Price £75.00

Ten years ago critical theory and postmodernism were considered new and emerging theories in Business and Management. What will be the next new important theories to shape the field?

In one edited volume, **David Barry and Hans Hansen** have commissioned new chapters that will allow readers to stay one step ahead of the latest thinking. Contributors draw on research and practice and introduce ideas that are considered 'fringe' and controversial.

Each chapter sets these ideas in their historical context, lays out the key theoretical positions taken by each new approach and makes it clear why these approaches are different to more mainstream concepts. Throughout contributors refer to existing studies that show how these developing themes will change the Business and Management arena.

Readership

Researchers, teachers and advanced students who are interested in the future for Business and Management scholarship will want to read this Handbook



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NEW FROM SAGE PUBLICATIONS

Handbook of Career Studies

Edited by **Hugh P Gunz** *University of Toronto* and **Maury Peiperl** *London Business School*

June 2007 Cloth (978-0-7619-3039-6) Price £85.00

Handbook of Career Studies will provide a comprehensive understanding about the latest findings and issues in career studies for researchers in the fields of industrial and organizational studies, human resources, organizational psychology, educational counseling.

The chapters are not intended to be exhaustive summaries of all the relevant literature and research, but will emphasize basic knowledge and understanding of the field.

Readership

Organization studies



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NEW FROM SAGE PUBLICATIONS

Career Management and Work/life Integration

Using Self-Assessment to Navigate Contemporary Careers

Douglas T Hall *Boston University* and **Brad Harrington** *Boston College*

July 2007 · 264 pages

Cloth (978-1-4129-5410-5) Price £65.00

Paper (978-1-4129-3745-0) Price £29.95

Combining thoroughly class tested self-assessment activities and career management strategies with practical work/life information and advice that is grounded in research, *Career Management and Work/life Integration* is an outstanding conceptual resource and a highly useful self-assessment guide for students and other individuals who want to deal with the challenge of succeeding in a meaningful career while living a happy, well-balanced life.

Readership

HRM students and professionals



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NEW FROM SAGE PUBLICATIONS

Strategy, Systems and Scope

Andrea Prencipe *University of Sussex*



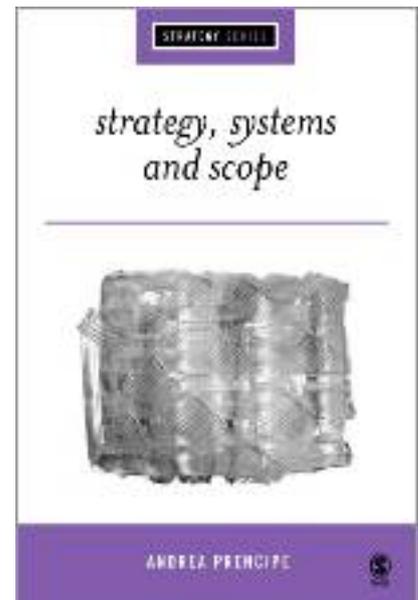
SAGE Strategy series

May 2007 · 208 pages

Cloth (978-0-7619-4037-1) Price £60.00

Paper (978-0-7619-4038-8) Price £27.00

BIC Codes: KMRL



Systems integration capabilities have been hailed as a new foundation for firm competitive advantage. This book delves into the nature of these capabilities and examines their impact upon firm business strategies. The book is grounded in field research project and draws upon qualitative and quantitative research methods and data. Chapters cover:

- the origins and development of systems integration
- case studies that highlight the empirical foundations of systems integration
- the implications of findings for other industries

Readership

Postgraduate students and researchers in business

Contents

Systems Integration and Modularity / Dimensions and Dynamics of Systems Integration Capabilities: Synchronic versus Diachronic / Complementarity and External Linkages: The Strategy of System Integrators / Intramural Capabilities and Critical Components / The Nature of Systems Integration Capabilities



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NEW FROM SAGE PUBLICATIONS

Fundamentals of Business Strategy

Six-Volume Set

Edited by [David J Teece](#) *University of California, Berkeley* and [Mie Augier](#) *Stanford University*

September 2007 • 1664 pages

Cloth (978-1-4129-0106-2) Price £750.00 **Special pre-publication offer: £675.00 - save £75**

BIC Codes: KMC

This collection of selected papers provides a range of fundamental readings in strategic management. The collection covers basic and advanced topics and including selections from both traditional masters in the field as well as writings by contemporary authors.

Volume One contains the classical foundational texts (from scholars such as Herbert Simon, Alfred Chandler, and Alfred Sloan) which helped create the field.

Volume Two covers the key texts in the areas of industry analysis and competitive strategy (with contributions by Porter, Nalebuf, Ghemewhat and others).

Volume Three highlights contributions to the resources based view (including key articles from Richard Rumelt, Jay Barney and others), and Volume Four addresses dynamic capability theory (with contributors such as Sidney Winter, Richard Rumelt, David Teece and others), covering areas such as organizational learning, entrepreneurship, and future directions for strategic management.

Each volume contains an introduction to the content included. The collection will be of great value to scholars, students and practitioners of corporate strategy.

Volume One: Foundations of Corporate Strategy

Volume Two: Industry Analysis and Competitive Strategy

Volume Three: The Resource Competences Based Approach to Strategy

Volume Four: Dynamic Capabilities Approach

Readership

Libraries

Contents

VOLUME ONE: FOUNDATIONS OF CORPORATE Strategy / VOLUME TWO: INDUSTRIAL ANALYSIS AND COMPETITIVE STRATEGY / VOLUME THREE: THE RESOURCE COMPETENCES BASED APPROACH TO STRATEGY / VOLUME FOUR: DYNAMIC CAPABILITIES APPROACH



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NEW FROM SAGE PUBLICATIONS

Managing Internationally

Succeeding in a Culturally Diverse World

Kamal Fatehi *Kennesaw State University*



January 2007 Cloth (978-1-4129-3690-3) Price £40.00
BIC Codes: KMB

Ideal for a course on international management for undergraduate business administration and MBA programs, this textbook deals with the management of international business operations in the global market and discusses the basic managerial functions in an international enterprise.

The textbook explores the theoretical and practical aspects of managing international business operations, and deals with multi-cultural, multinational and global issues of managing the business expansion beyond the domestic market.

Readership

Business Administration undergraduates and MBAs

Contents

PART ONE: INTRODUCTION / Introduction: The Management of International Business / Socio-Ethical Issues and International Management / PART TWO: CULTURE AND BEHAVIOR / International Management and the Cultural Context / International Communication and Negotiation / Managerial Leadership and Motivation in an International Context / PART THREE: STRATEGY AND OPERATIONS / International Environment and Strategy / Legal Issues and International Management / Organization of Multinational Operations / Control of International Operations / International Information Systems Management / PART FOUR: HUMAN RESOURCES / International Human Resource Management / International Labor Relations



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NEW FROM SAGE PUBLICATIONS

Logistics & Supply Chain Integration

Ian Sadler *Victoria University of Technology*



June 2007 • 256 pages

Cloth (978-1-4129-2978-3) Price £75.00

Paper (978-1-4129-2979-0) Price £24.99

BIC Codes: KMMZ



For students who want to advance their understanding of company logistics and supply chains, the author examines how a number of firms in a supply chain work together to create a flow of products and services that satisfies end customers, whilst enabling all the manufacturing and service companies involved to grow profitably.

Including the most recent concepts and theoretical advances to emerge from the field of logistics and supply chain management, this text informs and assists its readers with the aid of case studies and accompanying questions, diagrams, photos and an accompanying website.

Readership

Students taking modules on supply chain management, logistics, operations, marketing, distribution, purchasing, transport and ERP systems at upper level undergraduate, post-graduate and MBA levels

Contents

Walk along a Supply Chain / Logistics of One Link in the Chain: Manufacturing / Logistics in Services / International Logistics / Active Information Communication / Outsourcing Logistics / Essential Integration of the Supply Chain / Integrating the Supply Chain: Complicating Issues / Satisfaction, Change and Challenge



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NEW FROM SAGE PUBLICATIONS

Operations Management

Andrew Greasley *Aston University*

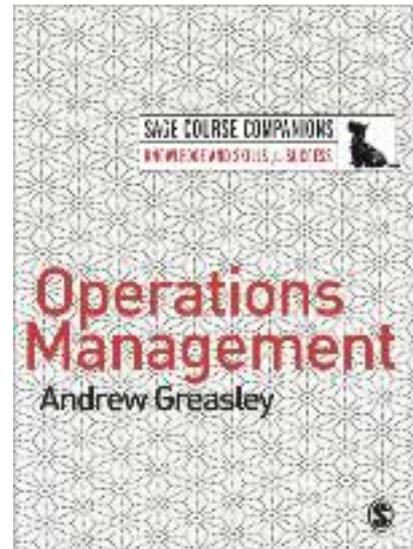
Sage Course Companions series

May 2007 · 144 pages

Cloth (978-1-4129-1882-4) Price £45.00

Paper (978-1-4129-1883-1) Price £12.99

BIC Codes: KMKD



The Sage Course Companion on **Operations Management** is an accessible introduction to the subject that will help readers to extend their understanding of key concepts and enhance their thinking skills in line with course requirements.

It provides support on how to revise for exams and prepare for and write assessed pieces. Readers are encouraged not only to think like an operations manager but also to think about the subject critically.

Readership

Students about to embark on an operations management course

Contents

Introduction: Why Take a Short Cut? / Operations Management Basics: What Does an Operations Manager Do? / The Curriculum in a Nutshell / Study, Writing and Revision Skills / Essential Index and Glossary



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NEW FROM SAGE PUBLICATIONS

Business-to-Business Marketing

Ross Brennan *Middlesex University*, Louise Canning *University of Birmingham* and Raymond McDowell *University of The West of England*

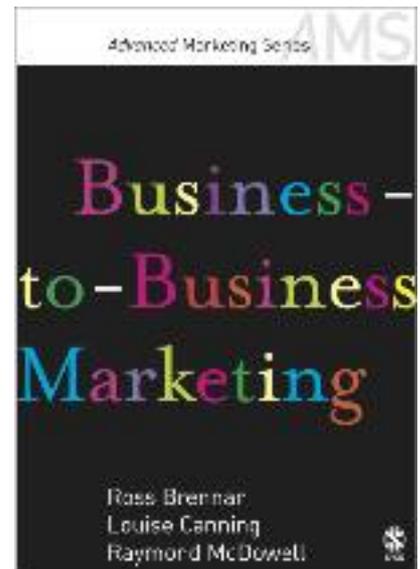
SAGE Advanced Marketing Series

February 2007 · 384 pages

Cloth (978-1-4129-1969-2) Price £75.00

Paper (978-1-4129-1970-8) Price £24.99

BIC Codes: KMP



Is there really a difference between business-to-business marketing and consumer marketing?

Business-to-Business Marketing helps students answer this question by examining views that argue B2B marketing is simply a variant of consumer marketing or is only concerned with inter-organizational relationship management.

Written from a European perspective and recognizing that organizational markets can be very different, the ideas and examples used in this book are based on the latest research and scholarship. Chapters include learning outcomes and objectives, discussion questions and small cases to help readers consolidate their learning.

Readership

Advanced undergraduate and postgraduate students of marketing, management and business studies

Contents

Introduction to Business-to-Business Markets and Marketing / Organizational Buying Behaviour / Inter-Firm Relationships and Networks / Business-to-Business Marketing Strategy / Researching Business-to-Business Markets / Segmenting Business-to-Business Markets / Impersonal Marketing Communications / Personal Selling and Sales Management / Managing the Relationship Portfolio / Managing the Product Portfolio / Managing Distribution Channels / Price Setting in Business-to-Business Markets



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NEW FROM SAGE PUBLICATIONS

Job and Work Analysis

Methods, Research, and Applications for Human Resource Management
Second Edition

Michael T Brannick, **Edward L Levine** both at University of South Florida and **Frederick P Morgeson** University of Michigan

April 2007 • 368 pages
Paper (978-1-4129-3746-7) Price £43.00
BIC Codes: JCH



Thoroughly updated and revised, this **Second Edition** presents the most important and commonly used methods in human resource management in detail.

The authors offer practical tips on how to conduct a job analysis, as well as anecdotes from their own experiences, to help organizations create programs that make people work smarter, improve hiring and training, make jobs safer, and provide a satisfying work environment.

The Second Edition contains expanded coverage of: strategic job analysis, competencies and competency modelling and inaccuracy in job analysis ratings.

Readership

Advanced undergraduate and graduate courses such as Job Analysis, Human Resource Management, Personnel Selection, and Training Compensation in the fields of Industrial/Organizational Psychology and Business & Management

Previous Edition: *Job Analysis* Cloth: 978-0-8039-7202-5 £62.00 Paper: 978-0-8039-7203-2 £27.99 (March 2002)



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NEW FROM SAGE PUBLICATIONS

Fundamentals of Marketing Research

Six Volume Set

Edited by **Naresh Malhotra** *Georgia Institute of Technology*

SAGE Library in Marketing

August 2007 · 2496 pages

Cloth (978-1-4129-2123-7) Price £750.00 **Special pre-publication offer: £675.00 - save £75**

BIC Codes: KMPD

Drawing together seminal and cutting edge papers on qualitative 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 reading of the key issues and concepts across the field. A companion three volume set covering quantitative research will be publishing in May 2007.

This three volume set covers the following areas:

Volume 1 - Research Design Aspects: Defining the Marketing Research Problem, Secondary Data Analysis, Qualitative Research, Surveys and Observation, Experimentation

Volume 2 - Scaling Techniques and Questionnaire Design: Fundamental Types of Measurement, Noncomparative Scaling Techniques, Comparative Scaling Techniques, Multi-item Scales, Reliability, Validity, and Generalizability Issues, Questionnaire Design, Design of Observation Forms

Volume 3 - Sampling Plans: Sampling considerations, Nonprobability sampling techniques, Probability sampling Techniques, Sampling versus Nonsampling Errors, Statistical Approaches to Sample Size: Mean and Proportion

Readership

B&M libraries



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NEW FROM SAGE PUBLICATIONS

Business Information Systems

Alicia Gazely Nottingham Trent University and **Michael Lambert** Finance Director

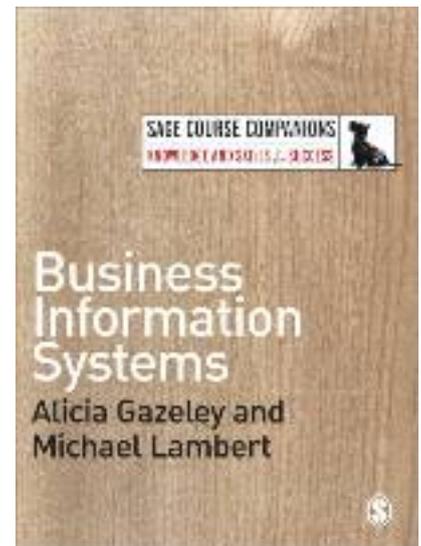
Sage Course Companions series

May 2007 · 144 pages

Cloth (978-1-4129-2876-2) Price £50.00

Paper (978-1-4129-2877-9) Price £12.99

BIC Codes: KMRL



The Sage Course Companion on **Business Information Systems** is an accessible introduction to the subject that will help readers to extend their understanding of key concepts and enhance their thinking skills in line with course requirements.

Business Information Systems changes at a rapid pace and the book directs readers to the increasingly wide variety of lighter reading about the field which are available. It provides support on how to revise for exams and prepare for and write assessed pieces.

Readership

Undergraduate students of business information systems

Contents

PART ONE: INTRODUCING YOUR COMPANION / PART TWO: CORE AREAS OF THE CURRICULUM / What Do We Mean by an Information System? / Databases in Business / Data Processing / Decision-making / Information Systems and Business Strategy / Information Systems Strategy / Communications / E-Commerce / System Development / Information as a Valuable Asset / Information Systems and Work / PART THREE: STUDY, WRITING AND REVISION SKILLS / PART FOUR: ESSENTIAL INDEX AND GLOSSARY



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NEW FROM SAGE PUBLICATIONS

Entrepreneurship in the Social Sector

Jane Wei-Skillern, James E. Austin, Herman Leonard and Howard Stevenson *all at Harvard Business School*

July 2007 · 528 pages
Cloth (978-1-4129-5137-1) Price £46.00
BIC Codes: KMHL



Written for students and practitioners of social entrepreneurship, **Entrepreneurship in the Social Sector** is about the opportunity and challenge of applying leadership skills and entrepreneurial talents creatively and appropriately to create social value.

This book spans a range of social enterprise activity, using international examples from nonprofit-making to social purpose for-profits settings, with a primary focus on the social entrepreneurial process itself.

This casebook is designed to develop knowledge and skills for creating, leading, or supporting social purpose organizations and to achieving maximum impact through social entrepreneurship.

Readership

Students and practitioners of social entrepreneurship and entrepreneurship in the public sector

Contents

Social Entrepreneurship: Need and Opportunity / The Social Entrepreneurship Process / Navigating the Philanthropic Labyrinth / Earning Your Own Way / Crafting Alliances / Managing Growth / Performance Management for Entrepreneurial Organizations



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NEW FROM SAGE PUBLICATIONS

Gender in the Workplace

A Case Study Approach

Second Edition



Jacqueline DeLaat *Marietta College*

April 2007 · 176 pages

Paper (978-1-4129-2817-5) Price £23.00

BIC Codes: KMKH

This brief collection of cases is designed to help students and employees gain a hands-on understanding of gender issues in the workplace and to provide the necessary tools to handle those issues.

Based on actual legal cases, nationally reported incidents, and personal interviews, the case studies in **Gender in the Workplace** address the range and types of gender issues in the workplace. Completely revised and updated, this **Second Edition** provides a more international dimension to reinforce the varying impact of different cultures on gender issues.

Readership

Suitable for courses in management, HRM and gender studies

Contents

Introduction / Half a Pie, or None? / One Step Forward, Two Steps Back? / Did Attorney Evans Bump her Head on the Glass Ceiling? / Medical Mentoring / The Pregnant Professor / Kinder, Kirke, Kuche: Working Mothers in Germany / Sexual Harassment in the Military

Previous Edition: *Gender in the Workplace* Cloth: 978-0-7619-1478-5 £43.00 Paper: 978-0-7619-1479-2 £18.99 (March 1999)



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NEW FROM SAGE PUBLICATIONS

Writers on Organizations

Sixth Edition

Derek S Pugh *The Open University* and **David J Hickson** *University of Bradford*



Available from SAGE only in North America, Europe and Asia, Penguin have UK rights

March 2007 · 216 pages

Cloth (978-1-4129-4102-0) Price £62.00

Paper (978-1-4129-4103-7) Price £21.99

Long a best-seller, this eagerly awaited sixth edition offers an illuminating overview of the field of organizations studies through the views of leading writers whose ideas are presently the subject of much interest and debate.

Derek S. Pugh and David J. Hickson do a masterful job of capturing the essence of each writer's contribution to the field—providing coverage of all the cutting-edge theories in management today.

The clear explanation of complex ideas and the breadth of coverage makes this book a valuable resource to a wide audience. The book is completely updated and, including the discussion of approximately eleven new writers.

Key Features: provides brief summaries of major contributions to the field helps the reader understand and classify different types of organizations serves as a resource giving a general overview of the field

Readership

Useful for both students and professionals in management, organization studies, industrial psychology, public administration, social psychology, sociology, political science, and communication

Contents

Introduction to the Sixth Edition / 1 The Structure of Organizations: Max Weber Derek Pugh and the Aston Group, including John Child and David Hickson Lex Donaldson Alfred D. Chandler Oliver E. Williamson Henry Mintzberg Charles Handy Stewart Clegg Christopher Bartlett and Sumantra Ghoshal / 2 The Organization in its Environment: Tom Burns Paul Lawrence and Jay Lorsch Jeffrey Pfeffer and Gerald R. Salancik Raymond E. Miles and Charles C. Snow Michael T. Hannan and John Freeman Geert Hofstede Richard Whitley / 3 Management and Decision-making in Organizations: Henri Fayol Frederick W. Taylor Peter F. Drucker Michel Foucault Herbert A. Simon James G. March Karl E. Weick / 4 People in Organizations: Elton Mayo and the Hawthorne Investigations Rensis Likert and Douglas McGregor Edgar H. Schein Frederick Herzberg Eric Trist and the Work of the Tavistock Institute Rosabeth Moss Kanter / 5 Organizational Change and Learning: Paul J. DiMaggio and Walter W. Powell Andrew Pettigrew Chris Argyris Peter Senge Kathleen Eisenhardt Gareth Morgan / About the Authors

Previous Edition: *Writers on Organizations, Fourth Edition* Cloth: 978-0-8039-3507-5 £39.00
Paper: 978-0-8039-3508-2 £18.95 (September 1989)



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NEW FROM SAGE PUBLICATIONS

Communicating in Global Business Negotiations

A Geocentric Approach

Jill Rudd *Cleveland State University* and Diana Lawson *St Cloud State University*

May 2007 · 272 pages

Paper (978-1-4129-1658-5) Price £25.99

Communicating in Global Business Negotiations presents a new method for the study of communication and negotiation in international interactions and provides students with the knowledge to conduct negotiations from a geocentric framework by integrating communication and international business perspectives.

Readership

Students of international business

Contents

Preface / 1. Introduction / 2. A Geocentric Perspective / 3. A Geocentric Negotiation Process / 4. The Influence of Cultural Goals & Values / 5. Communication Profile: Characteristics, Behaviors, & Skills / 6. The Role of Intercultural Communication Competency in Global Business Negotiations / 7. The International Business Context / 8. Alternative Dispute Resolution / 9. A Practitioner Perspective / 10. Conclusion



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NEW FROM SAGE PUBLICATIONS

Person-Centred Counselling in Action

Third Edition

Dave Mearns *University of Strathclyde* and **Brian Thorne** *The Norwich Centre for Personal & Professional Development, Norwich*

Counselling in Action series

May 2007 · 328 pages

Cloth (978-1-4129-2854-0) Price £30.00

Paper (978-1-4129-2855-7) Price £18.99

BIC Codes: JBSN



It is now almost twenty years since the first edition of **Person-centred Counselling in Action** appeared. In that time this SAGE bestseller has maintained enormous popularity with trainees and practitioners and has achieved world-wide acclaim.

This substantially revised **Third Edition** provides an excellent introduction to the theory and practice of person-centred counselling while incorporating exciting new developments in the approach.

Dave Mearns and Brian Thorne have preserved the compelling and accessible style of its predecessors. At the same time they provoke reflection on many of the key issues which concern not only person-centred practitioners but those across the whole counselling and psychotherapy field. Central to such issues is the nature of the therapeutic relationship and what it means to enter into a depth of relationship where the client can experience profound transformation. The developmental challenges which the person-centred counsellor inevitably encounters are also fully explored.

New to this edition is:

- the inclusion of "relational depth", a key development for the person-centred approach and counselling generally
- extended discussion of the counsellor's use of self
- a new chapter containing the authors' answers to frequently-asked-questions
- the inclusion of diversity issues covering religion, gender and sexual orientation
- further reading suggestions.

Much has changed in the person-centred orientation since the death of Carl Rogers in 1987. Not only have new schools of thought emerged with different emphases and therapeutic possibilities but the authors of this book have themselves been responsible for significant advances in key areas of person-centred theory and practice. These developments are fully reflected in the revised text.

Continuing to offer a clear exposition of the theory and practice of the approach, **Person-centred Counselling in Action, Third Edition** will be invaluable for those embarking on their first stages of training. Well-established practitioners and even seasoned scholars will continue to find much to interest and stimulate them.

Readership

Trainees, trainers and practitioners of counselling, psychotherapy and counselling psychology

Contents

The Person-Centred Approach: A Contemporary Review and Basic Theory / Recent Developments in Person-Centred Theory / The Counsellor's Use of Self / Empathy / Unconditional Positive Regard / Congruence / Beginnings / Middles / Endings / Appendix: Most Frequently Asked Questions

Previous Edition: *Person-Centred Counselling in Action Second Edition* Cloth: 978-0-7619-6316-5 £60.00 Paper: 978-0-7619-6317-2 £17.99 (July 1999)



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NEW FROM SAGE PUBLICATIONS

Transactional Analysis Counselling in Action

Third Edition

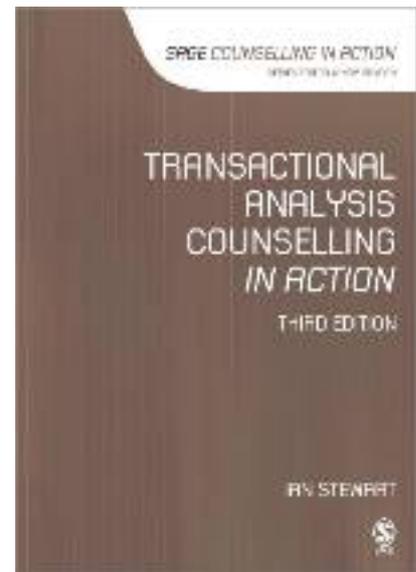
Ian Stewart *The Berne Institute, Nottingham*

Counselling in Action series

July 2007 · 232 pages

Cloth (978-1-4129-3494-7) Price £60.00

Paper (978-1-4129-3495-4) Price £18.99



Transactional Analysis Counselling in Action, Third Edition

meets a demand from trainee and practising counsellors and therapists for a clearly-written step-by-step account of the process and practice of using transactional analysis to promote personal change.

Fully revised, the book also retains the successful overall structure and organisation of the popular earlier editions.

Key features of this new edition include:

- emphasis on powerful new techniques and concepts in transactional analysis - some of them previously only accessible in specialist journals - presented in an accessible style, immediately useful to the practitioner
- the sequence of chapters ordered to reflect successive stages in the typical process of counselling with transactional analysis. This assists in building understanding and application of transactional analysis step by step, in the order that is likely to arise during actual counselling
- a single extended case history that runs through the book to illustrate practice and theory
- "Key Ideas" panels which provide summaries of the main ideas that are described in each section or chapter
- "Self-supervision sequences" offering suggested checklists of questions that readers can use in appraising their own work with clients.

Readership

Counsellors and therapists in practice and in training

Previous Edition: *Transactional Analysis Counselling in Action Second Edition* Cloth 978-0-7619-6318-9 £60.00 Paper: 978-0-7619-6319-6 £18.99 (Feb 2000)



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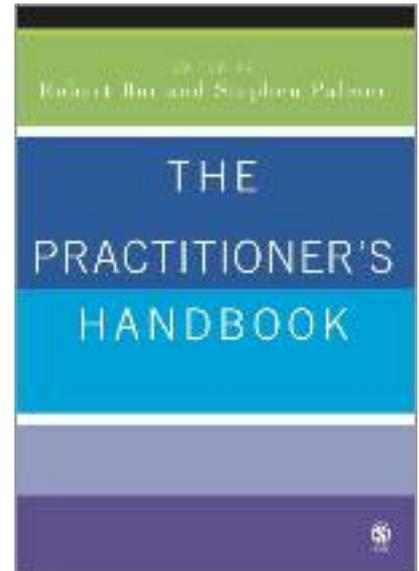
The Practitioner's Handbook

Edited by **Robert Bor** *Royal Free Hospital* and **Stephen Palmer**
Centre for Stress Management, London and City University

July 2007 · 176 pages

Cloth (978-0-7619-4165-1) Price £55.00

Paper (978-0-7619-4166-8) Price £17.99



The Practitioner's Handbook is an essential guide to professional development written for qualified practitioners as well as those nearing the end of their training. Written in a friendly and informal style, this new text seeks to capture the attention of the reader by addressing those concerns and questions most frequently raised by practitioners.

Covering subjects which all practising counsellors, psychotherapists and counselling psychologists need to know about, including report writing and avoiding complaints, this text also outlines different avenues for career development for example research, supervision, training and management. The book provides the reader with practical hints and guidance in how to develop their professional career and organise their continuing professional development.

The editors, **Professor Stephen Palmer** and **Professor Robert Bor**, are both highly qualified trainers and practitioners, and contributors have been selected on the basis of their familiarity with professional issues.

Readership

Practitioners in counselling, psychotherapy and counselling psychology, and senior students nearing the end of their training.

By Same Editor: *The Trainee Handbook 2nd Edition* 1-4129-2022-9 £24.99



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NEW FROM SAGE PUBLICATIONS

Psychotherapy and Counselling for Depression

Third Edition

Paul Gilbert *Mental Health Research Unit, Kingsway Hospital, Derby*

Counselling in Practice series

May 2007 · 448 pages

Cloth (978-1-4129-0276-2) Price £65.00

Paper (978-1-4129-0277-9) Price £20.99

BIC Codes: JBSN,JC



Paul Gilbert's **Psychotherapy and Counselling for Depression, Third Edition** is a popular and practical guide to working with people suffering from depression. As well as describing the skills and techniques used by practitioners, the book explores the features and complexities of depressed states including general negativity, sense of failure and abandonment, and feelings of powerlessness, anger, shame and guilt.

The book examines the essential stages of the therapeutic process from conceptualization and formulation through to a wide variety of interventions for different types of difficulty. It has been greatly revised, expanded and updated for the **Third Edition** and features:

- a new chapter focusing on the role of the therapeutic relationship, including therapeutic dialogues
- new material on compassionate mind theory
- more information on the basic processes underpinning depression
- increased guidance on how to work with both mild to moderate and more complex cases.

Psychotherapy and Counselling for Depression, Third Edition is an essential resource and comprehensive guide for practitioners and anyone involved with treating depression.

Paul Gilbert is Professor of Psychology in the Mental Health Research Unit at Kingsway Hospital, Derby.

Readership

Trainee counsellors and other mental health professionals

Contents

PART ONE: UNDERSTANDING THE NATURE OF DEPRESSION WITH A BIOPSYCHOSOCIAL APPROACH / Depression: The Basics / Multi-Level Systems in Depression / The Brain, Threats and Depression / Behavioural Approaches: Action Matters / Human Social Needs and Roles: Attachment, Social Connectedness and Defeat / Thinking, Self-Awareness, Social Goals and the Role of Shame in Depression / PART TWO: PROCESSES FOR THE THERAPEUTIC JOURNEY / The Therapeutic Relationship and Working Alliance / Beginning the Therapeutic Journey with the Depressed Person / Thoughts, Beliefs and Safety Strategies: Constructing Formulations / Helping People Engage and Change: Some Basic Principles / Developing Self-Compassion / Focusing Interventions with a Special Reference to Self-Criticism / Working with Specific Difficulties 1: Approval, Achievement, Assertiveness and Rebellion / Working with Specific Difficulties 2: Shame, Guilt, Ideal and Envy

Previous Edition: *Counselling for Depression Second Edition* Cloth 978-0-7619-6576-3 £60.00
Paper 978-0-7619-6577-0 £18.99 (May 2000)



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NEW FROM SAGE PUBLICATIONS

Applied Helping Skills

Transforming Lives

Jeffrey A Kottler *California State University, Fullerton* and **Leah Brew** *California State University*

July 2007 Paper (978-1-4129-4990-3) Price £52.00

Applied Helping Skills covers the basic skills necessary to serve and help clients in a therapeutic relationship. It takes an experiential, student-centered approach and reflects upon therapy as an art, rather than just a diagnostic tool. This helps students understand that a skilled therapist looks at every situation and person differently and draws on their embedded skills to best serve the client.

The skills covered include listening, building and maintaining relationships, establishing trust, assessing and diagnosing client issues, exploring and collecting meaningful information, moving from insight to action, reading verbal and nonverbal behavior, among others.

Readership

Trainees on counselling, social care and other helping profession courses



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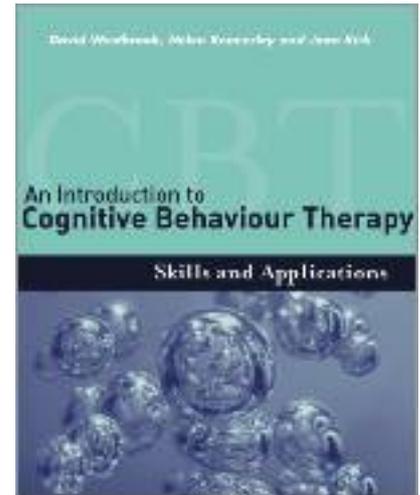
NEW FROM SAGE PUBLICATIONS

An Introduction to Cognitive Behaviour Therapy

Skills and Applications

David Westbrook Director of the Oxford Cognitive Therapy Centre and a consultant clinical psychologist with Oxfordshire & Buckinghamshire Mental Health Partnership NHS Trust,

Helen Kennerley Consultant clinical psychologist with Oxford Cognitive Therapy Centre and Oxfordshire & Buckinghamshire Mental Health Partnership NHS Trust and **Joan Kirk** Was founding Director of Oxford Cognitive Therapy Centre and now a consultant clinical psychologist with OCTC and in private practice



March 2007 · 304 pages
Cloth (978-1-4129-0839-9) Price £60.00
Paper (978-1-4129-0840-5) Price £19.99
BIC Codes: MMJT,JBSN,JCR



An Introduction to Cognitive Behaviour Therapy is a beginner's guide to the basic theory, skills, and applications of CBT.

Well supported by research evidence, CBT has become one of the most widely practised and most popular therapeutic approaches. For those new to the approach this practical text sets out the core concepts and generic skills of CBT including:

- the method of Socratic dialogue
- case formulation
- the therapeutic relationship
- therapeutic strategies - cognitive, behavioural, and physiological.

The text then goes on to illustrates how these techniques can be applied to the most common mental health problems - depression, panic and agoraphobia, OCD and health anxiety, social anxiety, and generalized anxiety disorder. Other, less common, disorders are also explored, as are different methods of delivery including work with individuals, groups, couples, and families.

An Introduction to Cognitive Behaviour Therapy will be invaluable to all those coming to CBT for the first time whether on training courses or as part of their everyday work.

Readership

All those coming to CBT for the first time whether on training courses or as part of their everyday work

Contents

Basic Theory, Development & Current Status of CBT / Distinctive Characteristics of CBT / The Therapeutic Relationship / Assessment & Formulation / Measurement in CBT / Helping Clients become their Own Therapists / Socratic Method / Cognitive Techniques / Behavioural Experiments / Physical Techniques / The Course of Therapy / Depression / Anxiety Disorders / Anxiety Disorders: Specific Models and Treatment Protocols / Wider Applications of CBT / Alternative Methods of Delivery / Developments in CBT / Evaluating CBT Practice / Using Supervision in CBT



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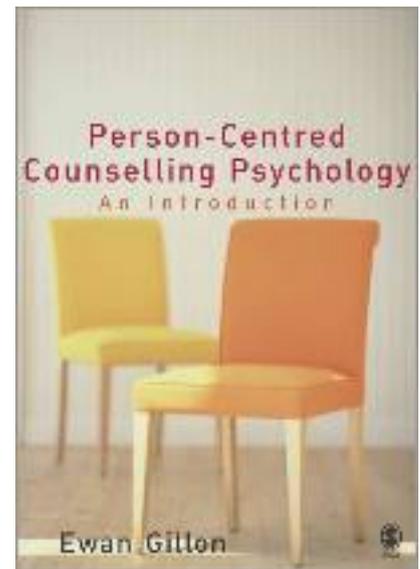
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NEW FROM SAGE PUBLICATIONS

Person-Centred Counselling Psychology

An Introduction

Ewan Gillon *Glasgow Caledonian University*



June 2007 • 224 pages

Cloth (978-0-7619-4334-1) Price £60.00

Paper (978-0-7619-4335-8) Price £16.99

BIC Codes: JBSN

Person-Centred Counselling Psychology is an introduction to the philosophy, theory and practice of the person-centred approach. It is designed to be an applied, accessible text, providing a dialogue between the psychological basis of person-centred therapy and its application within real world.

Focusing on the psychological underpinnings of the approach, Ewan Gillon describes the theory of personality on which it is based and the nature of the therapeutic which is characterised by unconditional positive regard, empathy and congruence.

The book also:

- shows how the person-centred approach relates to others within counselling psychology and to contemporary practices in mental health generally
- gives guidance to readers on how to research, train and work as a person-centred practitioner.

Readership

Psychology students, as well as students from other disciplines, counselling trainees, those within the caring professions, and person-centred therapists from a non-psychological background

Contents

Introduction: What is Person-Centred Counselling Psychology? / PART ONE: THE THEORY AND PRACTICE OF PERSON-CENTRED COUNSELLING PSYCHOLOGY / The History and Development of Person-Centred Counselling Psychology / A Person-Centred Theory of Personality and Individual Difference / Person-Centred Theory of Psychological Therapy / Facilitating a Process of Change: Person-Centred Counselling Psychology in Action / PART TWO: PSYCHOLOGY AND THE PERSON-CENTRED APPROACH / The Person-Centred Approach and the Three Paradigms of Counselling Psychology / Person-Centred Counselling Psychology, Severe Disturbance and Contemporary Practice in Mental Health. / Critical Psychology and the Person-Centred Approach / PART THREE: PERSON-CENTRED COUNSELLING PSYCHOLOGY IN CONTEXT / Research and Person-Centred Counselling Psychology / Training To Become a Person-Centred Practitioner / Working As a Person-Centred Practitioner



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NEW FROM SAGE PUBLICATIONS

A Practical Approach To Trauma

Empowering Interventions

Priscilla Dass-Brailsford *Lesley University*

April 2007 • 376 pages

Cloth (978-1-4129-1637-0) Price £54.00

Paper (978-1-4129-1638-7) Price £19.99

This book's intent is to increase our understanding of the field of trauma, shape practice with both traumatized and non-traumatized people, and increase our understanding of the impact of extreme stress and violence on the human psyche.

A Practical Approach to Trauma: Empowering Interventions discusses a brief overview of the field of trauma that includes a history of the field, current theoretical perspectives and methods that provide a paradigm for stage appropriate, culture-based therapy which can be integrated into existing therapeutic orientations.

Individual approaches in trauma intervention are included, focusing on specific situations such as rape, domestic violence, child sexual abuse, group interventions, school counseling and secondary traumatization care for practitioners.

Readership

Trainees and practitioners of Counselling & Psychotherapy

Contents

Preface / Ch 1: Overview of Trauma / Ch 2: Assessment / Ch 3: Models of Therapy / Ch 4: Empowering Interventions / Ch 5: Crisis Interventions / Ch 6: Group Interventions / Ch 7: Community Approaches / Ch 8: Debriefing / Ch 9: Children and Adolescents / Ch 10: Interpersonal Trauma / Ch 11: Political Trauma / Ch 12: Terrorism / Ch 13: Natural Disasters / Ch 14: Helping the Helper / Appendix I: Client Safety and Self Care Worksheet / Appendix II: Common Reactions to Trauma / Appendix III: Coping With Grief and Loss / Appendix IV: Coping With Trauma / Appendix V: Counselor Self-Care: Beliefs, Conflicts and Rewards / Appendix VI: Deep//Diaphragmatic Breathing / Appendix VII: Helping Children Cope With Loss and Grief / Appendix VIII: Progressive Muscle Relaxation / Appendix IX: Stages of Burnout / Appendix X: Trauma Assessment Tools for Adults / Appendix XI: Trauma Assessment Tools for Children//Adolescents



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NEW FROM SAGE PUBLICATIONS

Practising Existential Psychotherapy

The Relational World

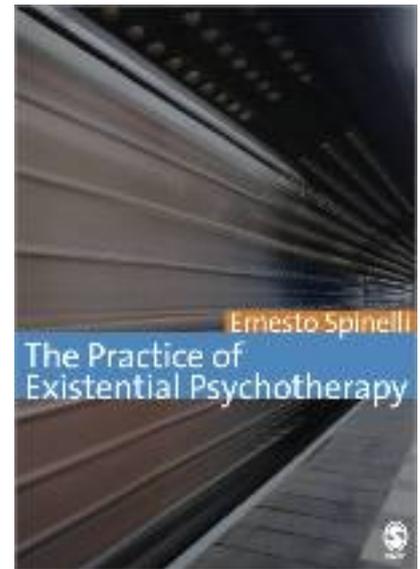
Ernesto Spinelli *Regent's College, London*



July 2007 • 176 pages

Cloth (978-1-4129-0774-3) Price £60.00

Paper (978-1-4129-0775-0) Price £16.99



This new text by **Ernesto Spinelli** examines the unique qualities and possibilities of an existential approach to psychotherapy. Drawn from his own experience as an internationally recognised theorist, lecturer and practitioner, the book's overall aim is to provide a thorough and accessible explication of existential psychotherapy in practice.

Beginning with an overview of the theoretical underpinnings and distinguishing features of existential psychotherapy, the text describes and develops a three-phase structural model for its practice. As well as describing the key components of each phase, the text provides descriptive examples and topic-focused exercises designed to assist readers in developing their own practice-based understanding of existential psychotherapy.

Readership

Trainees and practitioners of counselling & psychotherapy



SAGE
Publications



Paul Chapman
Publishing

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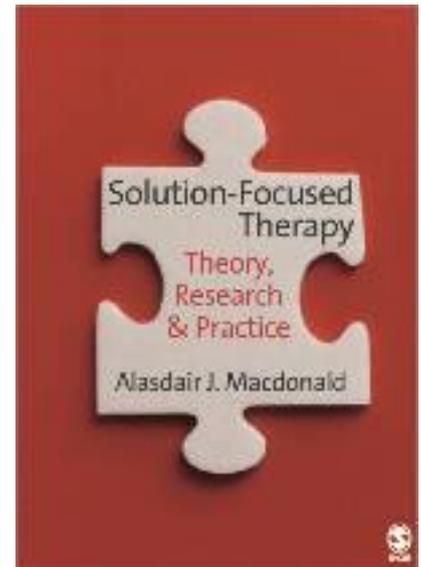
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NEW FROM SAGE PUBLICATIONS

Solution-Focused Therapy

Theory, Research & Practice

Alasdair Macdonald



March 2007 · 200 pages
Cloth (978-1-4129-3116-8) Price £60.00
Paper (978-1-4129-3117-5) Price £18.99
BIC Codes: MMJT,JBSN

Solution-Focused Therapy is a relatively new, but strongly supported and growing approach. **Solution-Focused Therapy: Theory, Research and Practice** contains an overview of current research in the area and an account of the use of solution-focused approaches in various relevant therapeutic situations.

Written by **Dr Alasdair J MacDonald**, one of the leading Solution-Focused Therapy specialists in Europe and a key figure in the European Brief Therapy Association, this book provides both trainees and practitioners with instruction in the method of solution-focused brief therapy.

As well as outlining the model and basic principles, the text also summarises the evidence base for solution-focused therapy, discusses ethical issues and includes a series of chapters on applications of the approach with illustrative case studies. A specific feature of this book is its use with acute and long-term mental illness, and the application of the method to a variety of situations in management and in resolving disagreements.

A helpful resource for experienced practitioners, **Solution-Focused Therapy: Theory, Research and Practice** also contains instructional material and guidance and is thus an accessible and valuable text for trainees.

Readership

Trainees and practitioners in Counselling & Psychotherapy and for those using Solution-Focused techniques in mental health practice, healthcare, social work, education and management settings

Contents

The Solution-Focused Therapy Model: The First Session, Part 1 / The Solution-Focused Therapy Model: The First Session, Part 2 / Case Study / Ethical Issues in Therapy / The Historical Roots of Solution-Focused Brief Therapy / The Research and Evidence Base for Solution-Focused Brief Therapy / Applying Solution-Focused Brief Therapy within Mental Health Services / Solution-Focused Approaches to Severe Mental Illness / Solution-Focused Approaches in the Workplace / Future Directions and Opportunities



Paul Chapman
Publishing

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NEW FROM SAGE PUBLICATIONS

Counselling, Psychotherapy and the Law

Second Edition

Peter Jenkins *University of Salford*



Professional Skills for Counsellors Series

July 2007 · 352 pages

Cloth (978-1-4129-0005-8) Price £60.00

Paper (978-1-4129-0006-5) Price £18.99

BIC Codes: LATC

Counselling, Psychotherapy and the Law is the long-awaited Second Edition of Peter Jenkins' comprehensive introduction to legal issues in relation to counselling and psychotherapy in the UK. This text has been fully updated to include coverage of the key developments in the law that have had major impact on therapists' practice with regard to data protection and the management of confidentiality. The book breaks new ground by exploring in detail the relationship of ethics to the law and providing a framework for relating the BACP Ethical Framework to legal decision-making.

Key features of this new edition include:

- extensive use of case studies. These bring legal examples to life and give a human dimension to powerful ethical dilemmas such as seeking agreement to end medical treatment, or client's gaining access to their own confidential records
- key points, which provide quick summaries of complex material and reference guides for professional practice
- the multiple points of crossover and intersection of law and therapy. These are identified and explored, ranging from the use of narrative theory, to the provision of pre-trial therapy for abused children, to the role of the therapist as expert witness.

This new edition provides clarity and reassurance for practitioners at all levels about the exact nature of their responsibilities, and how these can best be managed, to enable them to comply with the law and focus on their therapeutic work with clients. **Counselling, Psychotherapy and the Law, Second Edition** is an essential point of reference for practitioners, making a daunting and complex topic understandable and bringing it to life.

Readership

Trainees, practitioners and supervisors in Counselling & Psychotherapy

Contents

Therapy, Ethics and the Law: Statutory Recognition of Therapy Statutory Regulation of Therapists The Legal Context of Therapy Content and Structure of the Law Communicating Information Law Relating To Service Provision and Employment / Therapists, Courts and the Legal System: Reform of the Civil Law System Structure of the Court System Practical Aspects of Therapists' Involvement with the Courts Professional Aspects of Therapists' Involvement with the Courts / Professional Negligence, Liability and Duty of Care: Professional Negligence Therapy Case Law Indemnity Insurance and Professional Protection Societies / Confidentiality, Privilege and the Public Interest: Confidentiality Privilege and Confidentiality Confidentiality and the Public Interest Breaking Confidentiality / Data Protection and Access to Client Records: Recording Therapeutic Work Access to Client Material / Therapy with Children and Young People: The Rights of Children and Young People Key Issues in Therapy with Children and Young People Settings for Therapy with Children and Young People

Previous Edition: *Counselling, Psychotherapy and the Law* Cloth 978-0-8039-7986-4 £60.00 Paper 978-0-8039-7987-1 £22.99 (June 1997)



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NEW FROM SAGE PUBLICATIONS

Human Rights

Social Action and Service for the Helping and Health Professionals

October 2007 Cloth (978-1-4129-3872-3) Price £54.00

Paper (978-1-4129-3873-0) Price £31.00

Human Rights: Social Action and Service for the Helping and Health Professions will show students and professionals how to use the social construct “human rights” in constructive ways to fulfill human need and assist others in actualizing their potential.

The author examines the creation of a human rights culture, which is a “lived awareness” of human rights principles.

This principle is asserted in Article 1 of the Universal Declaration of Human Rights.

Key features include:

- integration of the burgeoning literature of international human rights theory and practice within the helping and health professions
- examination of four levels where human rights can serve as an effective intervention (macro, micro, mezzo and qualitative and quantitative research)
- substantive attention to the other levels of intervention

Readership

Students and Health Professionals

Contents



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NEW FROM SAGE PUBLICATIONS

Counseling Across Cultures

Sixth Edition

Edited by **Paul B Pedersen** *Syracuse University, Visiting Professor University of Hawaii*, **Juris G Draguns** *Pennsylvania State University*, **Walter J Lonner** and **Joseph E Trimble** *both at Western Washington University*

August 2007 Paper (978-1-4129-2739-0) Price £35.00

Counseling Across Cultures, Sixth Edition provides multiple perspectives of counselling.

The contributors examine the cultural context of accurate assessment and appropriate interventions in counselling, highlighting work with groups including African Americans, Asian Americans, Hispanics, American Indians, refugees, and international students.

Readership

Trainees and practitioners of Counselling & Psychotherapy

Previous Edition: *Counseling Across Cultures* Cloth: 978-0-7619-2085-4 £65.00 Paper: 978-0-7619-2086-1 £33.00 (March 2002)



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NEW FROM SAGE PUBLICATIONS

Culturally Alert Counseling

A Comprehensive Introduction

Garrett McAuliffe

May 2007 · 464 pages

Paper (978-1-4129-1006-4) Price £35.00

Culturally Alert Counseling expands the traditional 'definition' of multicultural counseling from the usual two categories of race and ethnicity to eight categories that include: race, ethnicity, gender, age, religion/spirituality, ability/disability, class, and sexual orientation.

Cutting-edge presentations for each cultural area are written by prominent scholars, with an entire chapter dedicated to social class. The book includes additional chapters that will contextualize this material with respect to broad issues of culture, power, social justice, and the development of empathy despite difference, etc. No other book in the market covers multicultural counseling with this inclusiveness.

Readership

Students and trainees of Counselling & Psychotherapy

Contents

Kathy Evans, Rebecca George-Brown African Americans / **Bryan S.K. Kim, Yong S. Park** East and Southeast Asian Americans / **Garrett McAuliffe, Bryan S.K. Kim, Yong S. Park** Ethnicity / **Lee Richmond, Mary Guindon** European Americans / **Kelly L. Wester, Heather Trepal** Gender / **Edward A. Delgado-Romero, Nallely Galvan, Melissa R. Hunter, Vasti Torres** Latinos//Hispanic Americans / **Dawn M. Szymanski** Lesbian, Gay, Bisexual, and Transgendered Clients / **Julie Hakim-Larson, Sylvia Nassar-McMillan** Middle Eastern Americans / **Michael T. Tlanusta Garrett** Native Americans / **Garrett McAuliffe, Edwin Gomez, Tim Grothaus** Race / **Shelley A. Jackson, Karen Erkisen, Chet Weld** Religion and Spirituality / **Patricia Goodspeed Grant, Karen L. Mackie** Social Class / **Garrett McAuliffe, Mona J.E. Danner, Tim Grothaus, Lynn Dole** Social Diversity and Social Justice / **Jayamala Madathil, Daya Sandhu** South Asian Americans / **Garrett McAuliffe, David Pare, Ali Winiger** The Practice of Culturally Alert Counseling / **Garrett McAuliffe** What is Cultuereally Alert Counseling?



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NEW FROM SAGE PUBLICATIONS

Therapeutic Communication

Developing Professional Skills

Herschel Knapp *Private Practitioner and Health Science Specialist, V.A. Greater Los Angeles Healthcare System*

April 2007 · 296 pages

Paper (978-1-4129-3774-0) Price £31.00

Written in a clear and concise style, this jargon-free text provides student clinicians with the practice principles and fundamental communication skills used to facilitate effective therapeutic communication with clients.

Readership

This supplemental text is designed for advanced undergraduate and graduate clinical skills courses across the human services in the fields of Counseling, Social Work, Psychology, and Nursing. It is also an excellent resource for any professional dealing with clients in a clinical fashion.

Contents

Preface / Ch. 1: Defining the Therapeutic Relationship: Therapeutic Figures The Therapeutic Process Social/Emotional Factors Professionalism Self-Disclosure Role-Play Exercises / Ch. 2: Getting Started: Pre-Appointment Interview Facilitating a Conducive Environment Initial Contact Role-Play Exercises / Ch. 3: Following: Listening Attending Verifying Perception Role-Play Exercises / Ch. 4: Emotional Communication: Emotional Language Feelings Table Emotional Communication Self-Awareness Role-Play Exercises / Ch. 5: Leading: Gathering Details Questioning Directing Proposing Alternative Perspectives Identifying and Resolving Discrepancies Educating Role-Play Exercises / Overview of Appendices / Appendix A: Week 1: Initial Session / Appendix B: Session With Dusty - Week 5: Mid-Therapy / Appendix C: Session With Dusty - Week 10: Termination / Appendix D: National Organization for Human Services Council for Standards in Human Service Education / Glossary / References / About the Author



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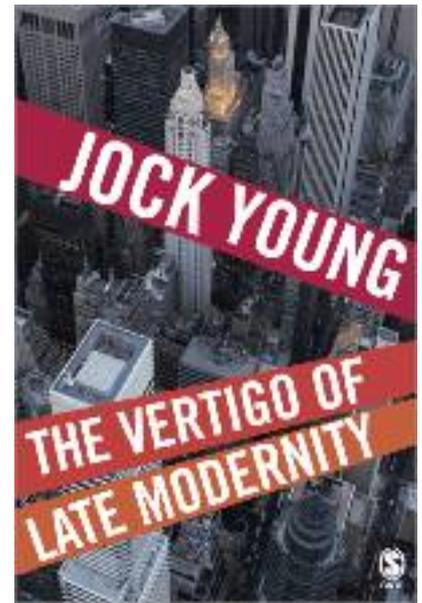
NEW FROM SAGE PUBLICATIONS

The Vertigo of Late Modernity

Jock Young *University of Kent*



January 2007 • 240 pages
Cloth (978-1-4129-3573-9) Price £70.00
Paper (978-1-4129-3574-6) Price £21.99
BIC Codes: JBV,YJB,GTS,RGC



The Vertigo of Late Modernity is a seminal new work by Jock Young, author of the bestselling and highly influential book, *The Exclusive Society*.

In his new work **Young** describes the sources of late modern vertigo as twofold: insecurities of status and of economic position. He explores the notion of an underclass and its detachment from the class structure.

The book engages with the ways in which modern society attempts to explain deviant behaviour - whether it be crime, terrorism or riots - in terms of motivations and desires separate and distinct from those of the 'normal'. **Young** critiques the process of othering whether of a liberal or conservative variety, and develops a theory of 'vertigo' to characterise a late modern world filled with inequality and division. He points toward a transformative politics which tackle problems of economic injustice and build and cherish a society of genuine diversity.

This major new work engages with some of the most important issues facing society today.

Readership

For academics and advanced students in the areas of criminology, sociology, cultural studies, anthropology and the social sciences more broadly.

Contents

Crossing the Borderline / Blurring the Binary Vision / The Sociology of Vindictiveness and the Criminology of Transgression / Chaos and the Coordinates of Order / The Decline of Work and The Invisible Servant / Social Inclusion and Redemption through Labour / Crossing the Border: To These Wet and Windy Shores / Terrorism and Anti-Terrorism / Terrorism: The Banality of Evil / The Exclusive Community / Conclusion: Roads to Elsewhere



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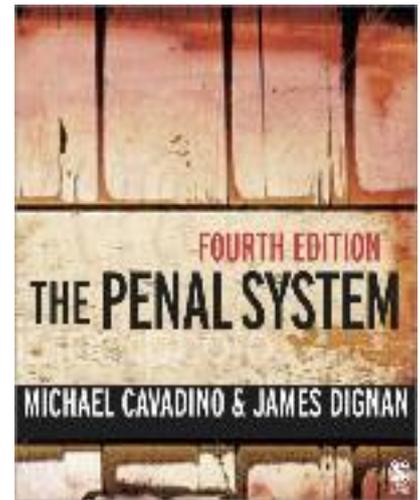
NEW FROM SAGE PUBLICATIONS

The Penal System

Fourth Edition

Michael Cavadino *University of Central Lancashire* and
James Dignan *University of Sheffield*

August 2007 · 448 pages
Cloth (978-1-4129-2946-2) Price £65.00
Paper (978-1-4129-2947-9) Price £21.99



The revised and updated edition of this bestselling textbook is the most integrated and authoritative overview of the penal system available.

The Penal System provides a complete introduction to all aspects of punishment within the wider context of the criminal justice system. It covers all the key theories and topics that a student of criminology or criminal justice needs to know about in their course.

The new edition features:

- New material on restorative justice
- Discussion of recent theory developments
- An overview of changes in the prison and probation services (NOMS)
- Critical analysis of recent developments in criminal justice policy
- A glossary of key terms and abbreviations
- An extended self-study guide to internet resources
- A companion website to keep students and teachers up-to-date with relevant legislation
- Companion Website

Building on the strengths of the third edition, The Penal System remains the most comprehensive analysis of theory, research and policy in the area.

Readership

Essential reading for all students and researchers in criminology, criminal justice, criminal law, social policy and social work.

Contents

Provisional Contents / 1. Crisis? What Crisis? / 2. Justifying Punishment / 3. Explaining Punishment / 4. Court Decisions: The Crux of the Crisis / 5. Punishment in the Community / 6. Prisons and the Penal Crisis / 7. Prison Privatization: Panacea or Pandora's Box? / 8. Early Release: The Penal System's Safety Valve / 9. Young Offenders: Systems Management or System Disaster? / 10. Bias in the Criminal Justice System / 11. Solving the Crisis? : Glossary A Self-study Guide to Electronic Sources Available on the Internet

Previous Edition: *The Penal System 3rd Edition* Cloth 978-0-7619-4742-4 £65.00 Paper 978-0-7619-4743-1 £ £19.99 (November 2001)



SAGE & **Paul Chapman**
Publications Publishing

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NEW FROM SAGE PUBLICATIONS

Policing

John Grieve, Clive Harfield and Allyson MacVean *all at London Metropolitan University*

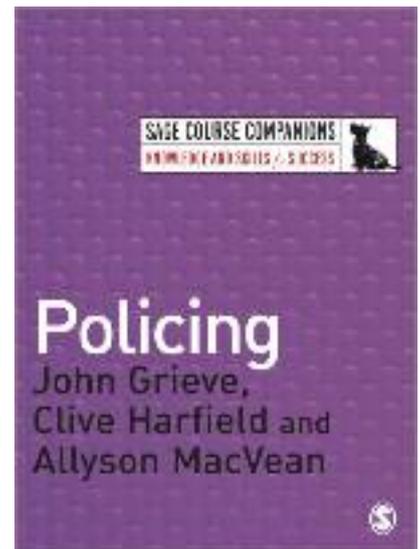
Sage Course Companions series

May 2007 · 232 pages

Cloth (978-1-4129-3542-5) Price £45.00

Paper (978-1-4129-3543-2) Price £12.99

BIC Codes: JBWC,JBV,JBVC



This is the first course guide that has been developed for students of policing. It identifies the core themes and additional source material, providing an essential overview for students and a reference point for use throughout their studies.

The Policing Course Companion is designed to complement and work alongside existing literature. It provides:

- Easy access to the key themes in policing
- Helpful summaries of the approach taken by the main course textbooks
- Guidance on the essential study skills required to pass the course
- Help with developing critical thinking
- Taking it Further sections that suggest how readers can extend their thinking beyond the "received wisdom"
- Pointers to success in course exams and written assessment exercises

The Sage Course Companion in Policing is much more than a revision guide for undergraduates; it is an essential tool that will help readers take their course understanding to new levels and help them achieve success in their undergraduate course.

Readership

Students of criminology and policing studies.

Contents

PART ONE: INTRODUCTION / Introduction to the Course Companion / Using This Book / Introducing the Features / Researching Police Organizations / The Study of Policing: A Brief Introduction / PART TWO: POLICING / Running Themes / The Policing Framework / The Emergence and History of Policing / The Function and Role of the Police / Governance, Structure and Accountability / Public Engagement and the Police / Philosophies of Policing / Comparative Policing / International and Transnational Policing / Partnership and Police Reform / The Practice of Policing / Policing Public Order / Criminal Investigation / Policing and Evidence / Policing Different Types of Crime / Policing Organized Crime / Policing Cyber Space / Policing Terrorism / Private Policing / The Cultural Context of Policing / Police Ethics and Human Rights / The Organizational Culture of the Police / Race and Diversity / Gender and Policing / Police and the Media / PART THREE: STUDY AND REVISION SKILLS / General Introduction / How to Get the Most Out of Your Lectures / How to Make the Most of Seminars / Essay Writing Tips / Revision Hints and Tips / Exam Tips / Tips on Interpreting Essay and Exam Questions / PART FOUR: ADDITIONAL RESOURCES / Glossary, Abbreviations and Useful Websites / Acts and Documents Relevant to the Constitution of Policing In England and Wales / Additional Reading



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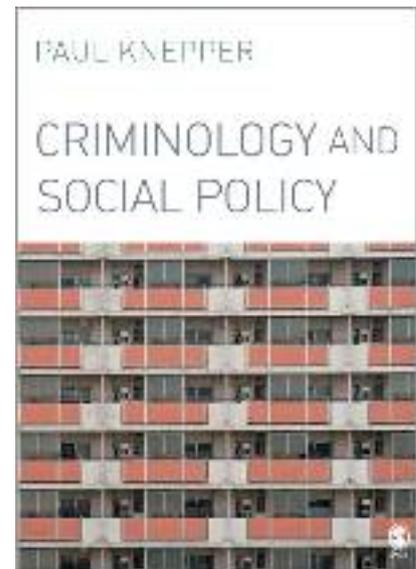
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NEW FROM SAGE PUBLICATIONS

Criminology and Social Policy

Paul Knepper *University of Sheffield*

March 2007 • 232 pages
Cloth (978-1-4129-2338-5) Price £60.00
Paper (978-1-4129-2339-2) Price £19.99
BIC Codes: JBV,JBQ



In this lively and engaging text, **Paul Knepper** discusses the difference social policy makes, or can make, in any response to crime. He also considers the contribution of criminology to the debates on major social policy areas, such as housing, education, employment, health and family.

Criminology and Social Policy includes study aids and provides criminology students with an understanding of key social policy issues, and introduces criminological theory to social policy students. It is designed to cover the core components of courses in both of these areas.

Readership

Students of Criminology and Social Policy at undergraduate level.

Contents

PART I: THEORIES AND CONCEPTS / Criminologists and the Welfare State / Criminological Theory and Social Policy / Poverty, 'Race', and Gender / PART II: POLICY AREAS / Crime and Housing Policy / Crime, Health and Education / Crime and Unemployment / Crime, Family and Youth Policy / Police, Prisons and Social Welfare / PART III: EMERGENT ISSUES / Criminalisation of Social Policy / The Pursuit of Social Justice



SAGE
Publications



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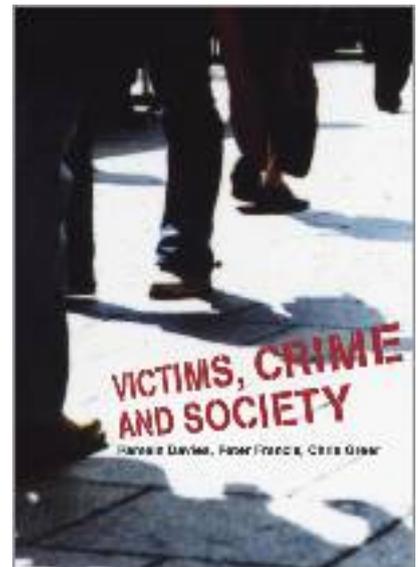
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NEW FROM SAGE PUBLICATIONS

Victims, Crime and Society

Edited by **Pamela M Davies**, **Peter Francis** both at University of Northumbria, Newcastle and **Chris Greer** University of Northumbria at Newcastle

May 2007 · 256 pages
Cloth (978-1-4129-0759-0) Price £65.00
Paper (978-1-4129-0760-6) Price £19.99
BIC Codes: JBV



Organized around the intersecting social divisions of class, race, age and gender, the book provides an engaging and authoritative overview of the nature of victimisation in society. In addition to a review of the major theoretical developments in relation to understanding aspects of victimization in society, individual chapters explore the political and social context of victimisation and the historical, comparative and contemporary research and scholarly work on it.

Each chapter includes the following:

- Background and glossary
- Theory, research and policy review
- 'Thinking critically about...' sections
- Reflections and future research directions
- Summary and conclusions
- Annotated bibliography

Victims, Crime and Society is the essential text on victims for students of criminology, criminal justice, community safety, youth justice and related areas.

Readership

Undergraduate criminology students, especially for modules on victimology

Contents

Pamela Davies, Peter Francis and Chris Greer Victims, Crime and Society / **Chris Greer** Media Representations of Victims of Crime and Crime Victimization / **Pamela Davies and Peter Francis** Measuring Crime Victimization / **Hazel Croall** Social Exclusion and Victimization / **Hazel Croall** Institutional and Organisational Victimization / **Peter Francis** Racist Victimization and 'Race', Crime and Victimization / **Sandra Walklate** Men, Victims and Crime / **Pamela Davies** Women, Victims and Crime / **Peter Francis** Young People, Victims and Crime / **Jason Powell and Azrini Wahidin** Old Age, Victims and Crime / **Pamela Davies** Criminal (In)justice for Victims? / **Pamela Davies, Peter Francis and Chris Greer** Understanding Victimization



Paul Chapman
Publishing

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NEW FROM SAGE PUBLICATIONS

Explaining U.S. Imprisonment

Mary Bosworth *Wesleyan University*

March 2007 Cloth (978-1-4129-2486-3) Price £54.00

Paper (978-1-4129-2487-0) Price £26.00

Explaining U.S. Imprisonment builds on and extends some of the contemporary issues of women in prison, minorities, and the historical path to modern prisons as well as the social influences on prison reform.

Readership

Students and researchers in Criminology



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NEW FROM SAGE PUBLICATIONS

The Practice of Research in Criminology and Criminal Justice Third Edition

Third Edition

Ronet Bachman *University of Delaware* and **Russell K Schutt** *University of Massachusetts, Boston*

April 2007 · 600 pages
Paper (978-1-4129-5032-9) Price £29.00

Based on Russell Schutt's *Investigating the Social World*, the most successful new social research text to have been published in a generation, *The Practice of Research in Criminology and Criminal Justice* has been revised and adapted specifically for criminal justice courses and programs.

It uniquely helps to teach research design and techniques within the context of substantive criminology and criminal justice issues of interest to students and the field. With expanded coverage of topics like causation, ethics, and qualitative analysis, along with a comprehensive and unique ancillary package, the third edition is a text both students and instructors will appreciate.

Readership

Students of criminal justice courses and programs.

Previous Edition: *The Practice of Research in Criminology and Criminal Justice* Paper: 978-0-7619-2877-5 £29.00 (June 2003)



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NEW FROM SAGE PUBLICATIONS

Courts

A Text/ Reader

September 2007 · 900 pages
Paper (978-1-4129-4064-1) Price £42.00

Courts is a text/reader that includes a collection of articles on courts that have previously appeared in a number of leading criminal justice academic journals and books, along with original textual material that serves to explain and unify the readings.

This book is designed to be a core textbook in a course on the courts in the criminal justice system and can also serve as a supplemental reader for a graduate course in courts.

Readership

Criminology students and lecturers.



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NEW FROM SAGE PUBLICATIONS

Extreme Deviance

A Pine Forge Press Publication
July 2007 · 556 pages
Paper (978-1-4129-3722-1) Price £25.00

Extreme Deviance takes a look at normative violations that earn the violators a deviant identity in the eyes of the members of mainstream society.

Readership

Students of social psychology and criminology.



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NEW FROM SAGE PUBLICATIONS

Continuing the Struggle for Justice

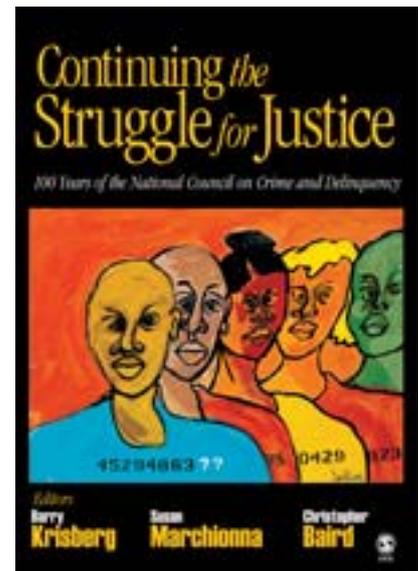
100 Years of the National Council on Crime and Delinquency

Barry Krisberg *National Council on Crime and Delinquency, San Francisco*, **Susan Marchionna** and **Christopher Baird** *both at National Council on Crime and Delinquency*

June 2007 • 360 pages

Cloth (978-1-4129-5190-6) Price £69.00

Paper (978-1-4129-5191-3) Price £35.00



In October of 2006, NCCD will celebrate 100 years of excellence.

Continuing the Struggle for Justice is a collection of essays that represents the historic best of the NCCD Board and staff.

Readership

Students of Criminology



SAGE
Publications



Paul Chapman
Publishing

1 Oliver's Yard, 55 City Road, London, EC1Y 1SP

Tel: +44 (0) 20 7324 8500 Fax: +44 (0) 20 7324 8600

NEW FROM SAGE PUBLICATIONS

Democratization of Policing

Global Change From A Comparative Perspective

M R Haberfeld *John Jay College of Criminal Justice*, **Ibrahim Cerrah** *Institute for Security Sciences, Ankara* and **Heath Grant** *John Jay College of Criminal Justice*

September 2007 · 300 pages

Cloth (978-1-4129-0547-3) Price £65.00

Paper (978-1-4129-0548-0) Price £29.00

Democratization of Policing is intended to be used in comparative policing or comparative criminal justice courses at the undergraduate and graduate levels. It could conceivably be used in most policing courses as a supplement, specifically, policing and society which can be a large undergraduate course.

Readership

Students of policing and criminology



SAGE
Publications



Paul Chapman
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Tel: +44 (0) 20 7324 8500 Fax: +44 (0) 20 7324 8600

NEW FROM SAGE PUBLICATIONS

Criminal Conduct and Substance Abuse Treatment

Pathways to Self-Discovery and Change: The Provider's Guide

Kenneth W Wanberg *Center for Addictions and Evaluation, Arvada* and **Harvey B Milkman**
Metropolitan State College of Denver

April 2007 • 500 pages
Paper (978-1-4129-0592-3) Price £52.00
BIC Codes: MQMK

The Provider's Guide (**Criminal Conduct and Substance Abuse Treatment for Adolescents**) identifies psychological, biological, and social factors that contribute to the onset of adolescent deviance, including substance abuse, delinquency, and crime.

Causal models for these problem behaviors are described, followed by a review of assessment and treatment protocols widely used in contemporary practice. Guidelines are provided for delivery of the 32-session PSD-C treatment curriculum, specifically designed for adolescents who manifest co-existing juvenile justice and substance abuse problems.

Readership

Academic researchers and practitioners working in the field of child delinquency and child substance abuse.

Contents



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Publications



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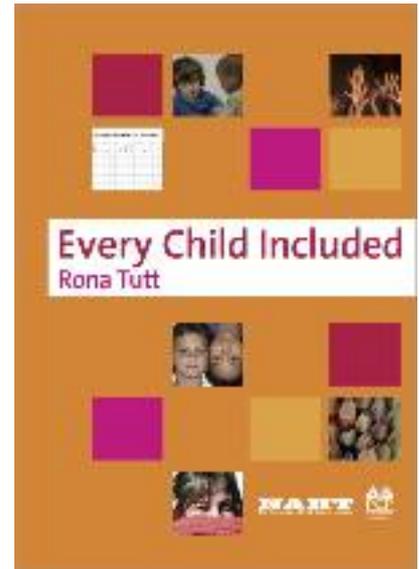
NEW FROM SAGE PUBLICATIONS

Every Child Included

Rona Tutt

Published in association with National Association of Head Teachers

A Paul Chapman Publishing title
April 2007 • 144 pages
Cloth (978-1-4129-4488-5) Price £60.00
Paper (978-1-4129-4489-2) Price £17.99



Looking at the *Every Child Matters* agenda and the government's strategy for special educational needs, this book moves beyond the debate about specialist provision to explore the exciting developments that are taking place in both mainstream and special schools, as they join forces to provide for pupils with increasingly complex needs.

It provides examples of innovative ways forward that will help all schools develop their own strategies to support those pupils who find it hardest to learn.

Topics covered include:

- successful strategies for supporting pupils in mainstream schools
- the benefits of co-located schools, federations and partnerships
- the developing role of day and residential special schools
- the changing nature of support and advisory services

Readership

School leaders and senior management teams, governors, policy makers and all those involved in the training and professional development of the school workforce

Contents

Dedication / Acknowledgements / How to use this book / Poem / 1. The Inclusion and Every Child Matters agendas / 2. Mainstream Provision for Special Educational Needs / 3. Day Special Schools, Federations and Co-located Schools / 4. Special Schools with Residential Provision / 5. Pupil Referral Units, Outreach, Advisory and Support Services / 6. Creating a Flexible Continuum of Provision / Poem / Glossary / References / Index



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NEW FROM SAGE PUBLICATIONS

Aiming High

Raising Attainment of Pupils from Culturally-Diverse Backgrounds

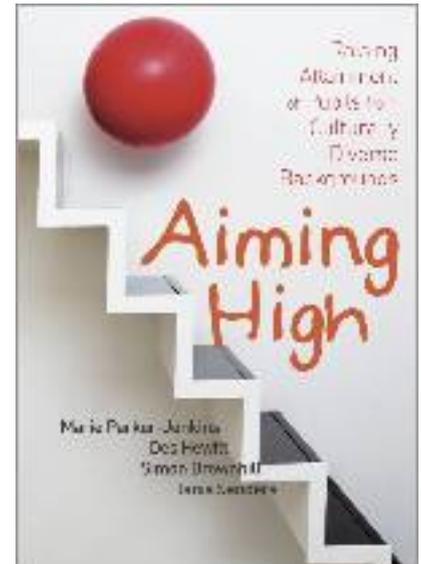
Marie Parker-Jenkins, Des Hewitt, Simon Brownhill *all at University of Derby* and Tania Sanders *Derby City Local Authority*

A Paul Chapman Publishing title

April 2007 • 144 pages

Cloth (978-1-4129-2938-7) Price £60.00

Paper (978-1-4129-2939-4) Price £18.99



What can schools do to raise the academic attainment of every pupil?

Helping to ensure that every pupil fulfils their potential, this book draws on the authors' research and practical experience to demonstrate what can be done to raise attainment, especially in pupils from culturally diverse backgrounds.

This book contains tried-and-tested strategies for:

- inducting asylum seekers
- supporting bilingual learners
- working with gypsy and traveller children
- raising the attainment of black boys
- working with parents and the local community

Highly practical, this book contains lesson activities, suggestions for improving teaching skills, case studies and activities for professional reflection.

Readership

All teachers, teaching assistants and teacher trainers, especially those working in culturally diverse classrooms

Contents

Foreword / 1: Planning and Setting Up a Support Group / 2: The Support Group in Action / 3: What are the aims of the approach / 4: Identifying and meeting a need / 5: The Influences underlying the approach / 6: Working with pupils in groups / 7: Support Group Materials and Guidance for their Implementation / 8: The main messages to emerge from Support Group Work / 9: Implementing and Sustaining Support Groups at Whole School Level



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NEW FROM SAGE PUBLICATIONS

Helping Pupils with Autistic Spectrum Disorders to Learn

Mary Pittman *Freelance Consultant*

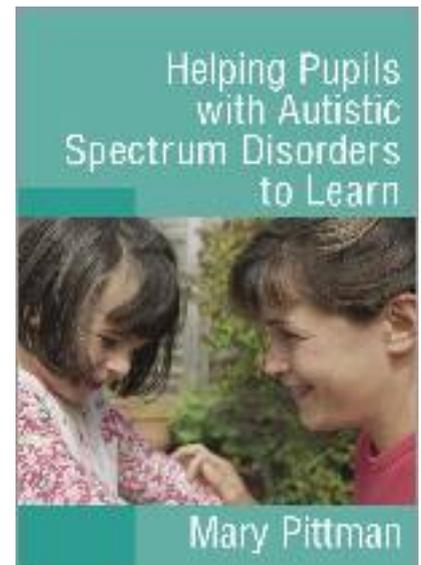
A Paul Chapman Publishing title

April 2007 • 144 pages

Cloth (978-1-4129-1965-4) Price £60.00

Paper (978-1-4129-1966-1) Price £17.99

BIC Codes: JBNL,JDGS



One of the things pupils with autism often find hardest to accept is the notion of change, where change can mean anything from a new person in the classroom to the slightest change in the school environment. This book looks at how to help them understand the concept of change in their daily routines, so that this understanding has a positive effect on their behaviour and ability to access the curriculum.

The book looks at:

- why change is difficult for those on the autistic spectrum
- how to use visual approaches to teaching and learning
- strategies to help teachers and teaching assistants support learning
- how to deal with difficult situations
- frequently asked questions.

Readership

The book is relevant to primary, secondary and special school settings. SENCOs, teaching assistants and teachers in mainstream schools will all find this book useful.

Contents

Introduction / Understanding ASD and Its Impact on Understanding and Responding to Change / Learned Responses and Reactions to Change / Making It Obvious / Why Are Visual Approaches Useful in Teaching Children New or Different Skills? / Seeing Is Understanding / How Can Visual Strategies Be Individualised to Be Really Effective? / Frequently Asked Questions and Problem-Solving Approaches



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NEW FROM SAGE PUBLICATIONS

Running a Nurture Group

Book and CD-ROM

Simon Bishop *Nurture Group Teacher, Somerset*

A Paul Chapman Publishing title

June 2007 · 144 pages

Cloth (978-1-4129-3526-5) Price £60.00

Paper (978-1-4129-3527-2) Price £18.99



Setting up and running a nurture group in school is an effective way to improve the quality of educational provision for every child, not just for those with special educational needs.

This practical book is especially useful for those new to the idea of nurture groups. It offers a clear structure for making a Nurture Group work effectively, and provides tried-and-tested photocopiable resources to support the whole process.

The author:

- explains how and why nurture groups work
- shows how all children's social, emotional and educational development improves
- gives practical advice on setting up and running a nurture group
- tells you how to assess and monitor the children's progress
- supplies materials to use when leading INSET sessions with colleagues
- provides photocopiable resources on an accompanying CD ROM

Readership

Teachers and support staff working with children who have emotional and behavioural difficulties.

Contents

1. Why Schools Need Nurture Groups. How a Nurture group will help every child in your school. / 2. How to Plan for a Nurture Group in Your Setting / 3. How to Run a Nurture Group Effectively / 4. Working With The Children In Your Nurture Group / 5. What Happens When Things Go Wrong? / 6. Training Your Staff



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NEW FROM SAGE PUBLICATIONS

Positive Behaviour Strategies for People with Autism

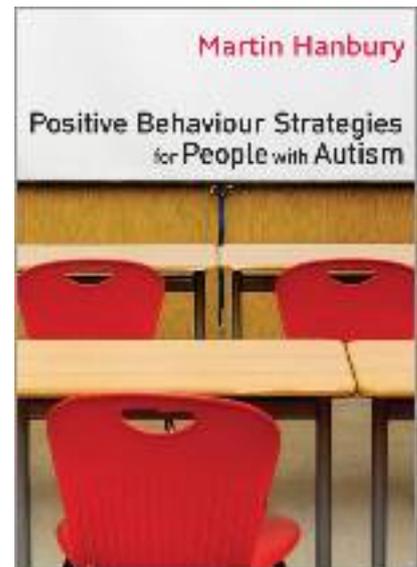
Martin Hanbury *Landgate School, Wigan*

A Paul Chapman Publishing title

August 2007 · 144 pages

Cloth (978-1-4129-2910-3) Price £60.00

Paper (978-1-4129-2911-0) Price £16.99



Teachers in mainstream schools are increasingly accommodating pupils on the autistic spectrum in their classrooms, and **Positive Behaviour Strategies for People with Autism** offers advice on one of the most difficult aspects of teaching children and young adults with autism - understanding and managing their often challenging behaviour.

The book:

- explores issues surrounding behaviour support
- supplies INSET materials for developing practice in behaviour management
- contains self-audit tools for practitioners
- gives practical advice on developing an appropriate learning environment
- provides guidance on how to promote positive behaviour
- contains tried and tested photocopiable material and practical resources

Readership

Teachers and teaching assistants working with pupils on the autistic spectrum

Contents

Introduction / 1 - Autism and Challenging Behaviour / 2 - Defining Behaviour Support / 3 - Developing Ourselves as Practitioners / 4 - Developing the Learning Environment / 5 - Supporting Others / 6 - Supporting Positive Behaviour / 7 - Implementing Effective Strategies / 8 - Lessons Learned

By Same Author: *Educating Pupils with Autistic Spectrum Disorders* Paper 1-4129-0228-2 (£16.99 (January 2003))



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NEW FROM SAGE PUBLICATIONS

Education and Care for Adolescents and Adults with Autism

A Guide for Professionals and Carers

Kate Wall *Canterbury Christ Church University*

A Paul Chapman Publishing title

April 2007 • 160 pages

Cloth (978-1-4129-2381-1) Price £60.00

Paper (978-1-4129-2382-8) Price £17.99

By providing case studies and examples that show the reader how to put theory into practice in multidisciplinary settings, this book clearly explains how changes in policy and provision have affected the ways in which young people and adults with autism are cared for and educated.

The book offers up-to-date, accessible information on:

- the nature and effects of autistic spectrum disorders (ASDs)
- family issues surrounding caring for and educating those with ASDs
- possible intervention programmes
- how to support the family.

Readership

All those working with adolescents and adults who are on the autistic spectrum.

Contents

1: Definitions and features of autistic spectrum disorders / 2: Current legislation and guidance / 3: The world of autism / 4: Considering family issues / 5: Intervention programme / 6: Providing for adolescents and young adults with autistic spectrum disorders in education settings / 7: Providing for adults with autistic spectrum disorders in care settings / 8: Issues for consideration



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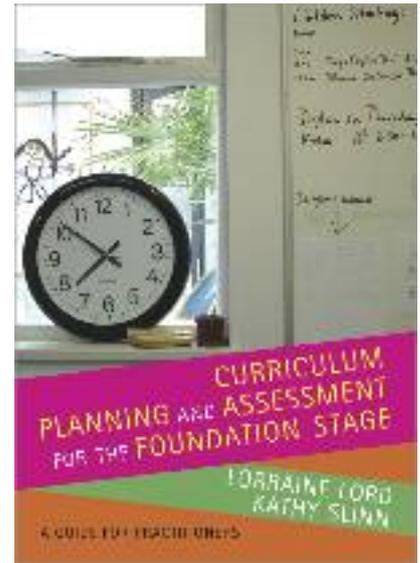
Curriculum Planning & Assessment for the Foundation Stage

A Guide for Practitioners

Book and CD-ROM



Lorraine Lord *Advisory Teacher, Solihull School Improvement & Advisory Service* and **Kathy Slinn** *Senior School Improvement Advisor, Solihull*



A Paul Chapman Publishing title

April 2007 • 160 pages

Cloth (978-1-4129-2908-0) Price £60.00

Paper (978-1-4129-2909-7) Price £19.99

BIC Codes: JDCH,JDDB,JDCJ

Helping the reader to put a framework for curriculum planning and assessment in place, this book is an essential and effective tool for anyone working in an early years setting.

Set within the national context of promoting high-quality education experiences, the authors provide guidance on how to assess children's learning on a day-to-day basis, and how to help an early years setting achieve high standards.

A CD-ROM packed with practical, tried-and-tested resources is included and the material can be adapted to suit the needs of the individual centre. The CD-ROM also includes colour-coded curriculum and assessment formats covering planning in all areas and links directly to:

- the Early Learning Goals
- the Foundation Stage Profile
- the National Literacy Strategy
- the National Numeracy Strategy
- the National Curriculum.

Readership

Foundation stage practitioners, class teachers, trainee teachers, teaching assistants and anyone working in an early years setting.

Contents

Introduction / Long-Term Planning / Medium-Term Planning / Short-Term Planning



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NEW FROM SAGE PUBLICATIONS

Personalising Pupils' Learning

A Practical Guide

Edited by **Hilary Lowe** *Oxford Brookes University*

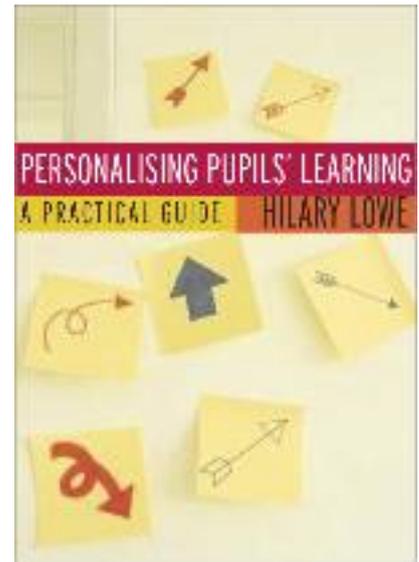
A Paul Chapman Publishing title

July 2007 · 144 pages

Cloth (978-1-4129-2332-3) Price £60.00

Paper (978-1-4129-2333-0) Price £17.99

BIC Codes: JDC,JDK



Personalised learning is the 'next big thing' in secondary schools, with the government's desire for a curriculum tailored to each individual now high on the agenda.

Personalising Pupils' Learning will tell the reader how to organise their staff and their school for personalised learning.

Edited by a highly regarded national figure in this area of education, this book will guide readers in organising their staff and their school for personalised learning.

The book covers:

- what the term personalised learning means
- national policy and guidelines for personalised learning
- putting personalised learning into practice in the secondary school
- the role of ICT in personalised learning
- the 14 to 19 curriculum
- how to organise your staff and school, for personalised learning
- school review and development planning for personalised learning.

Readership

Secondary school heads, deputies, heads of department and senior managers.

Contents

1. Introduction, to include Personalised Learning in the government's '5 Year Strategy' / 2. Personalisation - policy and evidence / 3. Planning PL in my classroom / 4. The role of ICT in PL / 5. Organising the school for PL / 6. PL and inclusive education / 7. PL and the 14-19 curriculum / 8. School review and development planning for PL



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NEW FROM SAGE PUBLICATIONS

Using Phonics to Teach Reading & Spelling

Book and CD-ROM

John Bald *Freelance Consultant*

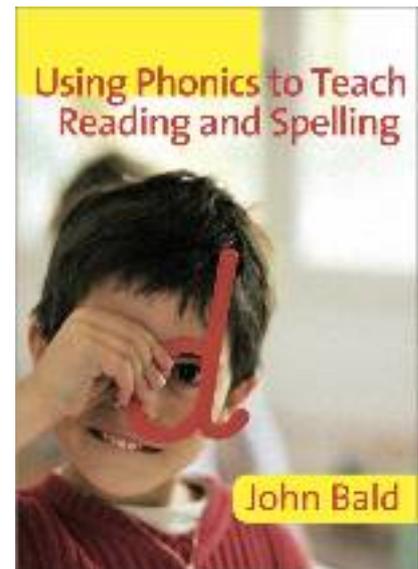
A Paul Chapman Publishing title

April 2007 • 144 pages

Cloth (978-1-4129-3110-6) Price £60.00

Paper (978-1-4129-3111-3) Price £18.99

BIC Codes: JDS



Are you looking for practical advice on how to teach phonics?

By giving the reader a basic introduction to teaching reading and spelling using phonics, **Using Phonics to Teach Reading & Spelling** provides easy-to-use ideas for classrooms. Following on from the recommendations of the *Rose Report*, the author explains why teaching phonics works and how to present irregular as well as straightforward features of English.

The book:

- contains practical examples and activities for teachers
- explains the basis of synthetic and analytic phonics
- gives advice on choosing the best resources
- looks at how to help the weakest readers
- includes a CD-ROM with photocopiable resources and INSET materials
- contains a glossary of key terms.

Readership

Literacy co-ordinators, teachers and teaching assistants

Contents

Introduction / How to Use This Book / Synthetic Phonics, How and Why and How: The Rose Enquiry and Its Recommendations Objections to Synthetic Phonics and Their Basis. / What Are the Key Elements in Synthetic Phonics Teaching? / Synthetic Phonics and Language Development / How Do We Explain and Tackle Irregularity? / How Can Synthetic Phonics Help with English Spelling? / What Are the Main Resources Available, and How Good Are They? / What Additional Techniques Can Help the Weakest Readers?



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NEW FROM SAGE PUBLICATIONS

Developing Language and Literacy with Young Children

Third Edition

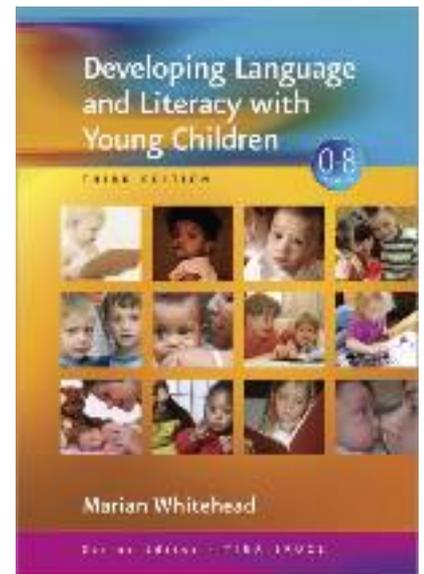
Marian R Whitehead *Independent Consultant*

A Paul Chapman Publishing title **Zero to Eight**

May 2007 • 160 pages

Cloth (978-1-4129-3423-7) Price £60.00

Paper (978-1-4129-3424-4) Price £17.99



Looking at the most exciting and important aspect of human development - communication and language in the early years - this accessible book gives carers, parents, teachers and other professionals who work and play with young children a confident understanding of children's communication and language development in the years from birth to age eight.

Developing Language and Literacy with Young Children examines the wide range of elements that are typical of all our communication and language activities: thinking; feeling; imagining; talking; listening; drawing; writing; and reading.

The author emphasizes the importance of children's relationships and communications with the people who care about them, spend time with them and share in the excitement of their developing languages and their investigations of literacy. Taking a holistic approach, she covers:

- early communication and language
- the achievements of young bilinguals
- the significance of stories, narrative and language play
- the emergence of literacy in homes, early years settings and classrooms.

Readership

Carers, parents, teachers and early years professionals

Contents

The development of communication and language / Young Bilinguals / Stories, narrative and play with language / literacy: the early years birth to 6 / literacy: developing readers and writers 6-8 / talking with parents and carers about communication and language development

Previous Edition: *Developing Language and Literacy with Young Children 2nd Edition* Cloth 978-0-7619-4724-0 £60.00 Paper 978-0-7619-4725-7 £17.99 (March 2002)



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NEW FROM SAGE PUBLICATIONS

Media Literacy in Schools

Practice, Production and Progression

Book and CD-ROM

Andrew Burn *Institute of Education, University of London* and
James Durran *Parkside Community College, Cambridge*

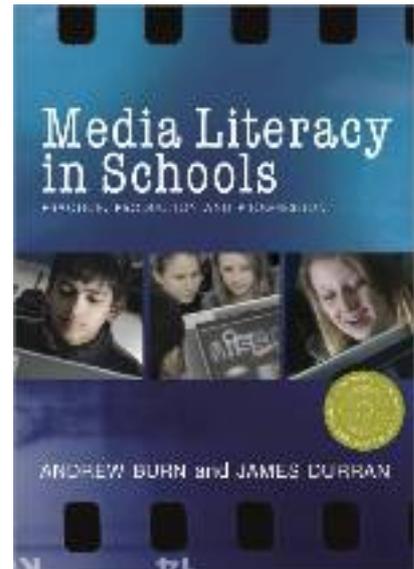
A Paul Chapman Publishing title

April 2007 • 192 pages

Cloth (978-1-4129-2215-9) Price £65.00

Paper (978-1-4129-2216-6) Price £19.99

BIC Codes: JDS,JDDH



Written for anyone who wants to develop practical media work and media literacy across the secondary curriculum, this book is ideal for English and media teachers and curriculum leaders in secondary schools, as well as ICT teachers and co-ordinators and PCGE English//media students.

A range of case studies are presented that show how digital media work can draw on children's own cultural knowledge and demonstrate the benefits of such projects in terms of learning outcomes and increased self-esteem for a range of learners. The book comes with a CD-ROM of children's work from the various case study projects, exhibiting the high standard of film clips and animations that can be produced with the help of this text.

Media Literacy in Schools helps teachers to plan for and develop their own media projects in school. It offers advice on integrating media work across the curriculum (in English and media classes as well as in ICT and citizenship) and presents a model of progression which shows how learning can develop from the first years of secondary school through to GCSE level.

In line with current government initiatives to open up curriculum boundaries, the book shows how to plan for longer periods of time for these projects.

Readership

Secondary English, media, and ICT teachers, curriculum leaders in secondary schools, PCGE English//media students, and researchers working on media, English and ICT projects

Contents

What Is Media Literacy? / Animation, Creativity and Moving Image Literacy / Designing Superheroes: Comicstrip Literacy / Filming Medical Dramas: Television Literacy / Teaching Horror: Digital Video Editing as Analysis and Production / Digital Video: Creativity, Identity and Representation



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NEW FROM SAGE PUBLICATIONS

Critical Literacy

Context, Research, and Practice in the K-12 Classroom

Lisa P Stevens *Boston College* and Thomas W Bean *University of Nevada*

March 2007 • 160 pages

Cloth (978-1-4129-4117-4) Price £42.00

Paper (978-1-4129-4118-1) Price £22.00

BIC Codes: JDS

Critical Literacy explores the theorization and implementation of critical literacy practices. As a subset of literacy pedagogy, critical literacy is distinguished by its particular emphasis on interacting critically with texts and situating texts within broader political, cultural, historical, and economic contexts. A key focus of this text is the praxis of critical literacy; that is, theory and practice informing each other.

Comprised of chapters that make use of clear explanations of the tenets of critical literacy, the context of literacy pedagogy in the United States, and classroom examples, the text focuses on what can be learned about the theory of critical literacy from implementation and what practice can learn from theory.

Readership

Masters and doctoral students of literacy

Contents

1. Redefining Literacy: Genealogy of the Critical: Paulo Freire Defining Critical Literacy Mrs. Cutter's Class Problematizing Classroom Applications of Critical Literacy / 2. Why We Need Critical Literacy: Dynamic Texts and Identity Formation: Literacy Proficiency and New Texts: A Moving Target Texts, Attention, and Identity? The Transformation of Texts and Readers' Attention Texts as Tools of Identity Formation Texts: Mediating Identity and Culture / 3. Critical Literacy and Teacher Education: Teacher Identity Risk, the Future, and Critical Literacy Disrupting Education Discourses with Critical Literacy The Komodo 1000 Reading Program Critical Media Literacy and Teacher Education Resident Critic / 4. Critical Literacy at the Nexus of Praxis: Maintaining Critical Literacy as a Moving Target Essential Features of Critical Literacy Stance: Texts as Representations Contexts: The Classroom as a Democratic Environment Tools: Metalanguage Process: Cycles of Deconstruction and Reconstruction / 5. Praxis Point One: Popular Culture, Fandom, and Boundaries: Snapshot One: Critical Media Literacy and Social Studies Reflection Practice Informing Theory / 6. Critical Numeracy: Reaching Across the Curriculum: Scenario Two: Critical Literacy Across the Curriculum Reflection: Practice Informing Theory Critical Literacy and the Institutional Context / 7. Praxis Point Three: Cycles of Deconstruction and Reconstruction: Setting the Context and Participants Reflection Praxis Informing Theory What Counts as Critical Literacy? Assessing Critical Literacy Reflections on Critical Literacy as Praxis / 8. Critical Literacy and Educational Policy Texts: What is Policy? Critical Policy Analysis Critical Discourse Analysis and Educational Policy National Discourses The Reader The Reading Program Moving from National to Local: Complex Connections



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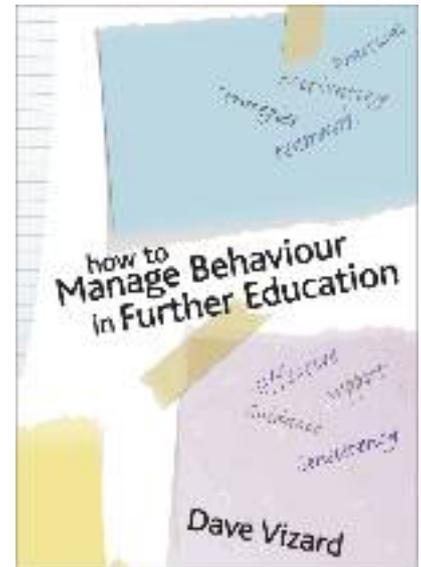
NEW FROM SAGE PUBLICATIONS

How to Manage Behaviour in Further Education

Book and CD-ROM

David Vizard *Independent Consultant*

A Paul Chapman Publishing title
March 2007 • 144 pages
Cloth (978-1-4129-3455-8) Price £60.00
Paper (978-1-4129-3456-5) Price £18.99



Managing the behaviour of young people in further education poses a unique set of challenges as many can be difficult to motivate and challenging to control.

Using theory to inform practice, this book:

- offers practical advice on how to motivate students aged 14 to 19
- looks at how to deal effectively with confrontation
- explains how to use support staff effectively
- gives guidance on when to involve the college or school management team
- suggests ways to work effectively with partner schools and parents
- has tips for best practice
- includes a CD-ROM with photocopyable staff development resources

Readership

Lecturers in Further Education Colleges, Learning Mentors and secondary school teachers will find this book an invaluable resource.

Contents

1 - Setting The Scene / 2 - In The Beginning / 3 - Creating A Positive Learning Environment / 4 - Effective Strategies To Use With Students Displaying / **Challenging Behaviour** 5 - The Importance of Body Language / 6 - Managing Confrontation / 7 - Managing Challenging Groups / 8 - Establishing A Consistent Approach / 9 - Establishing And Developing Effective Links With Partner: ools / 10 - Staff Development//INSET Activities To Increase Skills To / 11 - Conclusion and Summary including 101 Top Tips To Use To



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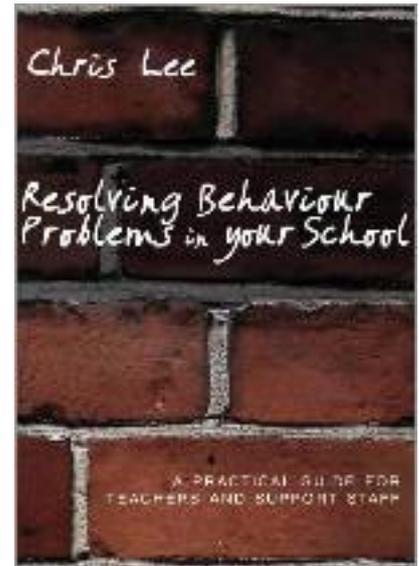
NEW FROM SAGE PUBLICATIONS

Resolving Behaviour Problems in your School

A Practical Guide for Teachers and Support Staff

Chris Lee *University of Plymouth*

A Paul Chapman Publishing title
May 2007 • 160 pages
Cloth (978-1-4129-2413-9) Price £60.00
Paper (978-1-4129-2414-6) Price £17.99
BIC Codes: JDGS5,JDK



Dealing with difficult or inappropriate behaviour in schools can be a daunting task for any teacher, regardless of experience. This book provides insights into contemporary issues that inform better behaviour management in schools and practical advice on how to enhance it through policy and practice.

Taking a whole-school policy approach, it:

- looks at how the behaviour of adults, children and the school itself affects pupil behaviour
- provides a framework for schools to follow, showing them how to generate their own behaviour policy
- contains practical activities to use with a variety of staff as part of INSET//professional development
- takes a whole-staff approach and includes advice for teaching assistants and as well as teachers
- offers suggestions for ways to disseminate best practice throughout the school.

Readership

Teachers, teaching assistants and other professionals who work in schools.

Contents

Introduction / PART ONE: THE ADULT IN THE CLASSROOM / 'The Big Ideas': Definitions and Stances / Preventing Disruption / Managing Disruption / PART TWO: THE PUPIL / Why Pupils Misbehave? / Self Esteem / PART THREE: THE SCHOOL / Rules, Rewards, Praise, Encouragement and Sanctions / The School as a System / The Whole School Policy

By Same Author: *Preventing Bullying in Schools* Paper 0-7619-4472-9 £16.99 (June 2004)



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NEW FROM SAGE PUBLICATIONS

Positive Approaches to Disruption in Schools

Paul Cooper and Barry Dufour both at University of Leicester

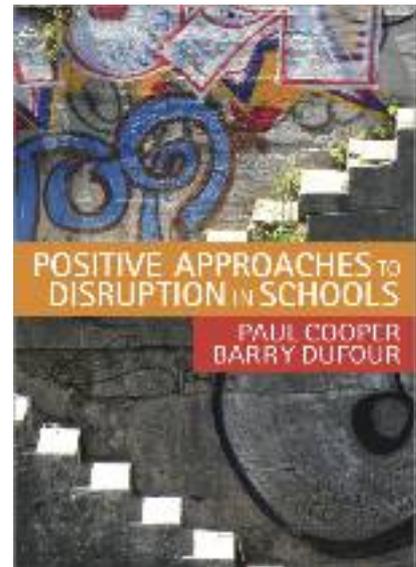
A Paul Chapman Publishing title

August 2007 · 256 pages

Cloth (978-1-4129-1864-0) Price £60.00

Paper (978-1-4129-1865-7) Price £19.99

BIC Codes: JDK,JDGS5



This unique guide to good practice gives a comprehensive review of successful approaches to dealing with disruptive behaviour in schools.

Key research, theories and government policy relating to challenging behaviour are featured alongside proven practical advice on how to deal with bad behaviour in a classroom and school.

The book features:

- Useful case studies in every chapter
- Further reading
- Information about helpful Websites and organizations

Teachers, PGCE students and educational advisors looking for a handy guide to tried-and-tested behaviour management strategies, as well as those wanting a resource for delivering INSET training on the subject will find all they need in this book.

Readership

Teachers, PGCE students and educational advisors

Contents

PART ONE: DEFINITIONS, HISTORY AND INTERNATIONAL PERSPECTIVES / A Historical Perspective / An International Perspective / PART TWO: THE IMPACT OF CHANGES IN THE FAMILY AND SOCIETY / Changes in the Family and its Impact on Schools / Changes in the Social and Economic Structure / PART THREE: PSYCHOLOGY, INDIVIDUAL DEVELOPMENT AND HEALTH / Approaches to Understanding Social, Emotional and Behavioural Difficulties / Common Medical Problems / PART FOUR: UNDERSTANDING AND DEALING WITH LEARNING AND BEHAVIOURAL DIFFICULTIES / Behaviour and Underachievement / A Broader Definition of Social, Emotional and Behavioural Difficulties / Special Needs and Special Needs Education / PART FIVE: UNDERSTANDING AND DEALING WITH MAJOR PROBLEMS IN SCHOOLS Bullying Truancy Violence Vandalism Exclusions Drugs Racism Sexism Arson / School Security / PART SIX: EFFECTIVE SYSTEMS IN SCHOOLS AND CLASSROOMS / The Rise and Use of Special Provision / Successful Whole-School Approaches to Misbehaviour / Successful Classroom Approaches to Misbehaviour / PART SEVEN: GOVERNMENT, SCHOOLS AND CLASSROOMS / A Comprehensive Strategy for Positive and Effective Approaches



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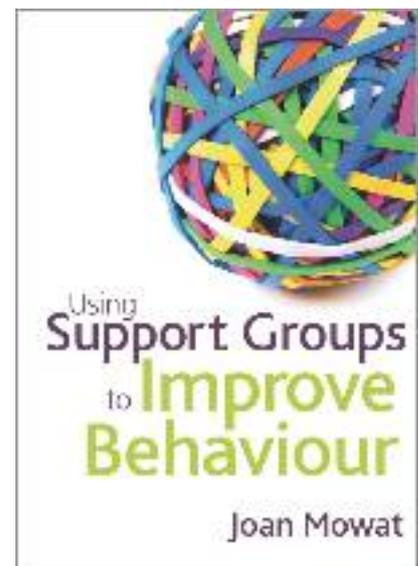
NEW FROM SAGE PUBLICATIONS

Using Support Groups to Improve Behaviour

Book and CD-ROM

Joan Mowat *University of Strathclyde*

A Paul Chapman Publishing title
June 2007 • 144 pages
Cloth (978-1-4129-2914-1) Price £60.00
Paper (978-1-4129-2915-8) Price £19.99



Based on material that has been successfully tried and tested in schools, this book provides an example of a whole-school approach to setting up and managing support groups to improve the behaviour of pupils with social, emotional and behavioural difficulties.

Suitable for both primary and secondary schools, the strategies in this book align with the aims of the new Primary National Strategy and Key Stage 3 Strategy on behaviour and attendance, as well as the Social and Emotional Aspects of Learning programme, and the Scottish 'Curriculum for Excellence'.

The book explains the aims of the support group approach and gives practical advice on:

- planning for and setting up a support group
- involving parents in the process
- evaluating pupils' progress
- the role of the support group leader
- how this approach supports the new initiatives in behaviour and attendance throughout the United Kingdom.

Everything necessary for implementing this approach is provided in the book and accompanying CD-ROM, along with resources to support staff development, and accounts of the approach from pupils, staff and parents who have been involved.

Readership

Teachers, staff development co-ordinators, LEA behaviour support teams, teacher E educators, student teachers and pastoral care teachers



Paul Chapman
Publishing

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NEW FROM SAGE PUBLICATIONS

Effective Learning Strategies for the Classroom

Book and CD-ROM

Gavin Reid *University of Edinburgh*

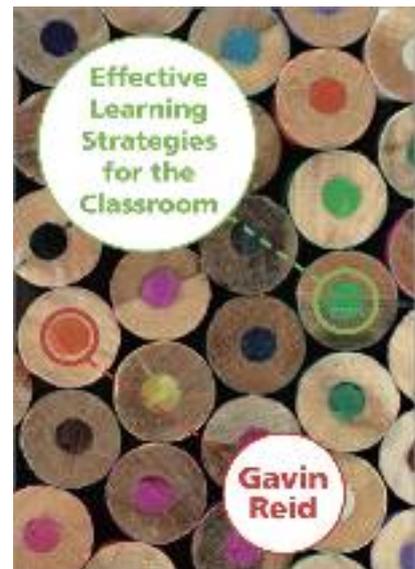
Paul Chapman Publishing title

May 2007 · 144 pages

Cloth (978-1-4129-3096-3) Price £60.00

Paper (978-1-4129-3097-0) Price £18.99

BIC Codes: JDK



A

This book shows teachers how to recognize and meet the individual needs of different kinds of learners and provides adaptable strategies for helping every pupil develop their own successful approach to learning.

Packed full of advice, the book contains:

- ideas for ways to motivate all pupils
- a chapter on learning styles in the early years
- advice on how to create the best learning environment possible
- questionnaires, memory games and organizational charts
- key practice points
- visual summaries at the end of each chapter.

Readership

All class teachers, trainee teachers and SENCOs

Contents

Introduction / Motivation / Self-Knowledge / The Learning Environment / The Task / Memory / Expectations / Social and Emotional Factors / Sources and Support / Reflection

By Same Author: *Learning Style and Inclusion* Paper 1-4129-1064-1 (September 2005)



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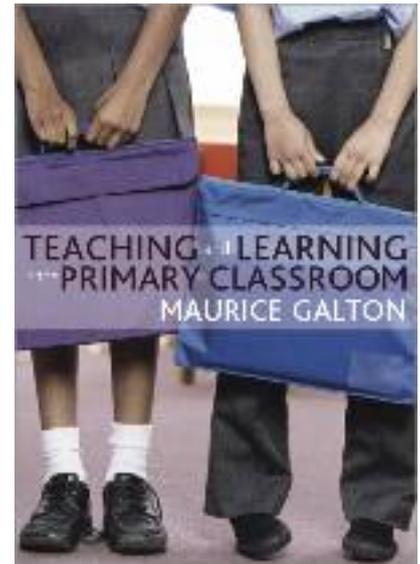
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NEW FROM SAGE PUBLICATIONS

Learning & Teaching in the Primary Classroom

Maurice Galton *University of Cambridge*

A Paul Chapman Publishing title
February 2007 • 192 pages
Cloth (978-1-4129-1834-3) Price £60.00
Paper (978-1-4129-1835-0) Price £18.99
BIC Codes: JDDF,JDFT



Providing a framework for understanding the individual needs of pupils, this book describes how to tailor teaching methods to maximize learning. Readers will learn how to take account of their pupils' knowledge, skills and attitudes when selecting and applying principles of instruction, in order to make learning in the classroom as successful as possible.

Packed with informative case studies and classroom examples, the book explores how learning is conceptualized, direct instruction, interactive teaching, teaching as scaffolding, and how to overcome obstacles to learning.

Readers will learn how to best apply theories of instruction and provide effective, dynamic teaching.

Readership

All practitioners and students of primary education

Contents

List of Figures / List of Tables / Introduction / 1: Primary Teaching in Contemporary Settings / 2: New Labour: New Beginning? / 3: Learning for Teaching / 4: Teaching for Transmission and Understanding / 5: Making Pupils Metacognitively Wise / 6: Group Work in the Primary Classroom / Bibliography / Index



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NEW FROM SAGE PUBLICATIONS

The Primary ICT & E-learning Co-ordinator's Manual

Book One, A Guide for New Subject Leaders

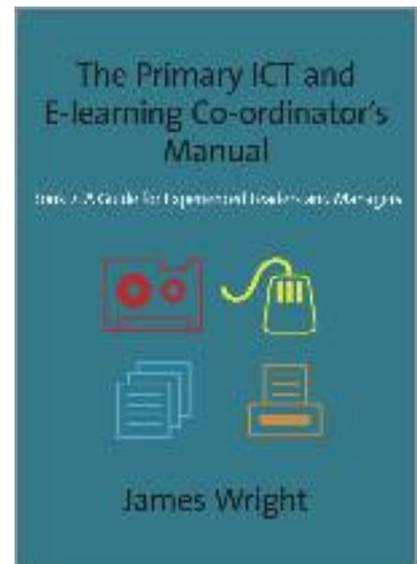
James Wright *Primary Advisor, Lancashire Education Authority*

A Paul Chapman Publishing title

April 2007 · 144 pages

Cloth (978-1-4129-3562-3) Price £65.00

Paper (978-1-4129-3563-0) Price £17.99



Every primary school has the daunting task of embedding ICT and e-learning into their curriculum. This practical manual is the first part of a two volume set that together makes up a detailed two year training programme for primary ICT and e-learning co-ordinators.

The books combine key strategies and information with a weblog discussion from a group of 'virtual' co-ordinators who share their problems, fears and successes over the two-year programme, based on the author's wide experience of working with new co-ordinators and experienced staff on training programmes and in general support.

Book One is designed specifically for co-ordinators new to the role who need starting points and broad support. It presents a structured training programme split over three terms, guiding co-ordinators through the key stages of developing and implementing ICT policy and practice, including:

- auditing existing school systems
- reviewing and revising the school policy for ICT
- reviewing the ways in which ICT is used as a teaching and learning tool across the curriculum
- examining methods for the management of technical support services
- establishing a clear overview of standards in ICT, including a review of assessment procedures, moderating work, monitoring teaching and learning and creating e-portfolios.

The books have a companion Website, which offers downloadable versions of the photocopiable sheets from the book, as well as links to other sources of help and advice.

Readership

Primary ICT and e-learning co-ordinators

Contents

Introduction - Blogging / TERM ONE / Chapter 1 - September: Fact Finding Audit, the Subject Leader File A Vision for E-Learning A Model of Leadership / Chapter 2 - October: Auditing Hardware A Review of Technical Support Strategic Audit & Self Review / Chapter 3 - November: Completing a Network Software Audit Provision for the Discrete ICT Curriculum / Chapter 4 - December: Reviewing Software Licence Agreements Understanding Attainment in ICT / TERM TWO / Chapter 5 - January: Writing a Policy for ICT Using ICT Across the Curriculum - Statutory Requirements An Initial Review of Internet Safety Arrangements / Chapter 6 - February: Using ICT Across the Curriculum - An Autumn Term Macro Plan Defining a Print Strategy / Chapter 7 - March: Using ICT Across the Curriculum - Spring and Summer Macro Plans Managing Breakdowns / Chapter 8 - April: ICT in the Primary Strategy - Literacy ICT in the Primary Strategy - Mathematics / TERM THREE / Chapter 9 - May: Assessing ICT - Record Keeping Towards a National Digital Curriculum Monitoring Standards in ICT, Classroom Observations / Chapter 10 - June: Assessing ICT using Summative Assessment Tasks Observations ICT in Other Subjects CPD A Need Analysis / Chapter 11 - July: Planning Continuous Professional Development for ICT Assessing ICT - Moderating Standards and Creating a School Portfolio Reflections on Impact / Chapter 12 - August: The Road goes ever on and on



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NEW FROM SAGE PUBLICATIONS

Involving Parents in their Children's Learning

Second Edition

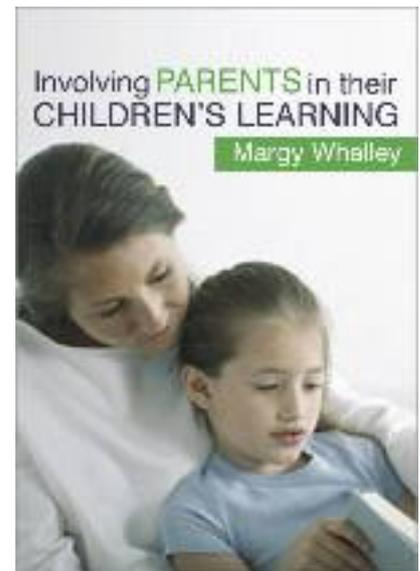
Margy Whalley *Pen Green Centre, Corby*

A Paul Chapman Publishing title

June 2007 · 192 pages

Cloth (978-1-4129-3500-5) Price £65.00

Paper (978-1-4129-3501-2) Price £19.99



Involving Parents in Their Children's Learning is the story of the pioneering work of the Pen Green Centre for children and families. Showing how early years practitioners can collaborate effectively with parents, the book includes case studies of parents and children who have attended the centre, studies which chart developments in learning for both children and parents.

The book will inspire early years practitioners and offer them practical advice on ways of developing effective work with parents.

Drawing on their work at the renowned Pen Green Centre, the authors show how to:

- support parents as their child's first educator
- provide practical and psychological support to parents
- involve fathers and male carers
- share important child development concepts
- support and extend children's learning
- reach out to hard-to-reach parents.

This **Second Edition** follows up on the stories of people featured in the first edition, showing how they have progressed over the last few years. It also includes new chapters covering the headteacher's role in developing parental involvement programmes, how the Pen Green model has been applied in primary schools, and the use of parental diaries.

Readership

Students on early years courses (BA, FdA, B.Ed), as well as practising early years professionals and senior management teams in primary schools

Contents

Notes on the team / Acknowledgements / Preface / 1.New forms of provision, new ways of working - the Pen Green Centre / 2.Developing evidence-based practice / 3.Getting to know the families / 4.Sharing ideas with parents about key child development concepts / .Parents and staff as co-educators - `parents' means fathers too / 6.Persistence pays off: working with `hard to reach' parents / 7.The impact on parents' lives / 8.Dialogue and documentation: sharing information and developing a rich curriculum / Bibliography / Index

Previous Edition: Involving Parents in their Children's Learning – Cloth 978-0-7619-7071-2 £60.00 Paper 978-0-7619-7072-9 £18.99 (December 2000)



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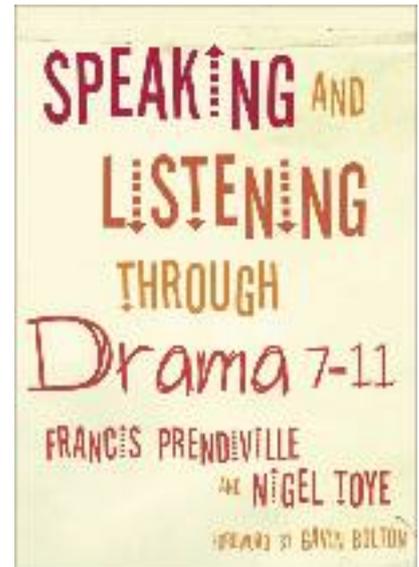
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NEW FROM SAGE PUBLICATIONS

Speaking and Listening through Drama 7-11

Francis Prendiville and Nigel Toye both at St Martins College,
Lancaster

A Paul Chapman Publishing title
April 2007 • 248 pages
Cloth (978-1-4129-2968-4) Price £65.00
Paper (978-1-4129-2969-1) Price £18.99
BIC Codes: JDS



Showing teachers how to use drama to promote speaking and listening for pupils, including those who find learning difficult, this book describes, analyses and teaches how to use role play effectively and looks at how to generate a productive dialogue between teachers and pupils that is both powerful and enabling.

Francis Prendiville and Nigel Toye innovative methods for teaching across the curriculum which are genuinely inclusive and can help to motivate reluctant learners.

The 'how to' section of the book describes a range of strategies and approaches:

- how to begin with 'teacher in role'
- how to begin planning drama
- how to generate quality speaking and listening
- how to use drama for inclusion and citizenship
- how to generate empathy in drama
- how to link history and drama
- how to begin using assessment of speaking and listening (and other English skills) through drama.

The second section includes full lesson plans that have been tried and tested with pupils, complete with detailed guidance on how to structure the work and how to play the teacher roles. Each is linked to literacy, the wider curriculum, PSHE and citizenship.

Readership

Primary teachers in training and in practice

Contents

Foreword by Gavin Bolton / Introduction / Strategies for Use in Drama / PART ONE: How to Approach Drama for Speaking and Listening / How to Begin with Teacher in Role / How to Begin Planning Drama / How to Generate Quality Speaking and Listening: Authentic Dialogue - teacher and pupil talk with a difference / How to use Drama for Inclusion and Citizenship / How to Generate Empathy in a Drama / How to link History and Drama / How to begin using assessment of Speaking and Listening (and other English skills) through Drama / PART TWO: The Dramas / Introduction to the Example Dramas / 'The Wild Thing' - based on 'Where the Wild Things Are' by Maurice Sendak (ages 7-9) / 'Daedalus and Icarus' - based on the Greek Legend (7-9) / 'The Snow Queen' - based on the story by Hans Christian Andersen (7-9) / 'Charlie' - based on 'Voices in the Park' by Anthony Browne (7-9) / 'The Massai Boy' (7-10) / 'The Governor's Child' - based on 'The Caucasian Chalk Circle' by Bertolt Brecht (8-11) / 'The Highwayman' - based on the poem by Alfred Noyes (9-11) / 'The Victorian Street Children' (9-11) / 'The Workhouse' (9-11) / 'The Egyptians' (9-11) / 'Macbeth' (10-11) / 'Ebenezer Scrooge' (10-11) / 'Christopher Boone' - based on 'The Curious Incident of the Dog in the Night' by Mark Haddon (10-11) / 'The Dream' - based on 'A Midsummer Night's Dream'



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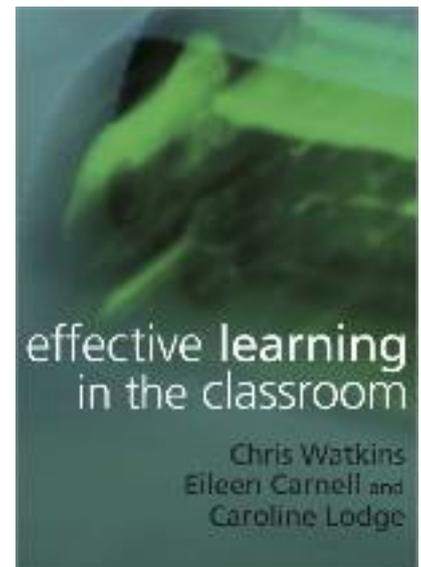
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NEW FROM SAGE PUBLICATIONS

Effective Learning in Classrooms

Chris Watkins, Eileen Carnell and Caroline Lodge *all at Institute of Education, University of London*

A Paul Chapman Publishing title
April 2007 · 208 pages
Cloth (978-1-4129-0070-6) Price £60.00
Paper (978-1-4129-0071-3) Price £18.99
BIC Codes: JDK



Effective Learning in Classrooms addresses an important, and too seldom addressed issue: learning. Not teaching, not performance, not 'work': this book really is about learning, what makes learning effective and how it may be promoted in classrooms.

Chris Watkins, Eileen Carnell and **Caroline Lodge** take the context of the classroom seriously, not only because of its effects on teachers and pupils, but because classrooms are notorious as contexts which change little. Rather than providing yet more tips, they offer real thinking and evidence based on what we know about how classrooms change.

Four major dimensions of promoting effective learning in classrooms are examined in depth: active learning; collaborative learning; learner-driven learning and learning about learning.

Evidence from practising teachers in the form of case studies and examples, and evidence from international research in the form of useful ideas and frameworks is included.

Readership

Students on PGCE, in-service and postgraduate educational studies courses as well as for consultants and advisers and teachers on National Professional Qualification for Headship and Leadership Programme for Serving Headteachers courses.

Contents

Introduction / Learning in Classrooms - What's the Best We Know? / What is Effective Learning? / What Do We See in Classrooms - Ways of Seeing / Voices on Learning and the Culture of Classrooms - Contemporary Myths / Your Conceptions of Learning and Teaching - Teachers and the Tensions They Face / Promoting Effective Learning - Active, Collaborative, Pupil Agency and Meta-Learning / Talking With Colleagues - Telling Our Best Stories of Learning in Classrooms / Conclusions



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NEW FROM SAGE PUBLICATIONS

Effective Teaching with Internet Technologies

Pedagogy and Practice

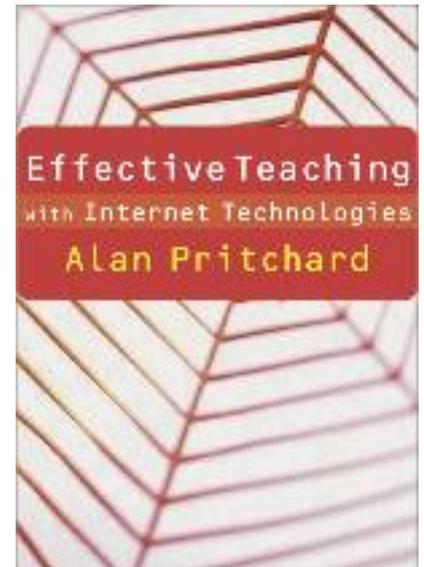
Alan Pritchard *University of Warwick*

A Paul Chapman Publishing title

June 2007 • 160 pages

Cloth (978-1-4129-3094-9) Price £65.00

Paper (978-1-4129-3095-6) Price £18.99



All schools now have Internet access, but the potential of Internet technology as a teaching and learning tool is still far from fully realised. This timely book helps teachers develop pedagogical skills in using the Internet through a series of case studies of good practice, all of which are based on extensive classroom research. Accessible and practical, it is a guidebook on how to integrate the use of technology across teaching and learning.

Effective Teaching with Internet Technologies offers a range of ideas which can be used in different classroom settings. The emphasis is on practical ways of developing skills in teaching and learning, rather than on the technical specifics of the technology itself. Illustrative material is presented on a [companion website](#), including examples of children's work, website links and further details of how projects were set up.

Chapters include:

- the Internet and its use in education - what is the internet and what is its history in schools?
- pedagogy and the Internet - what impact is new technology having on teaching styles?
- learning theory - past and current perspectives
- teaching with the internet - a series of case studies analysed in terms of pedagogy, learning theory and the effectiveness of the teaching and the learning.
- effective teaching with the Internet - some guidelines for good practice.

Readership

Teachers in training as well as practising teachers, ICT co-ordinators and those on CPD courses.

Contents

1. The internet and its use in Education / 2. Pedagogy and the Internet / 3. Learning Theory / 4. Teaching with the internet / 5. Effective Teaching with the Internet



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NEW FROM SAGE PUBLICATIONS

Cooperative Learning

Integrating Theory and Practice

Robyn Gillies *University of Queensland*

May 2007 • 288 pages

Cloth (978-1-4129-4047-4) Price £64.00

Paper (978-1-4129-4048-1) Price £33.00

BIC Codes: JDK

Although cooperative learning is widely endorsed as a pedagogical practice that promotes learning and socialization among students, teachers still struggle with how to introduce it into their classrooms.

Cooperative Learning aims to overcome the challenges by:

- detailing how teachers can establish cooperative learning in their classrooms to promote student engagement and learning
- elaborating on how teachers' discourse can challenge children's thinking and scaffold their learning
- outlining how to promote student discourse during small group experiences
- providing explicit examples of the link between theory, research, and practice.

Readership

All teachers

Contents

Cooperative Learning In Schools: Introduction and Learning Objectives Introducing Cooperative Learning Group Task Grouping Practices Promoting Student Discourse Cooperative Learning Pedagogy in the Classroom: Teacher's Role Effective or Expert Teachers The Impact of Mandatory Testing On Cooperative Learning Specific Requirements of the No Child Left Behind (NCLB) Law Why Test? What Happened? Teachers' Perceptions of Mandatory Testing The Case Against Testing Is Mandated Testing Working? The Potential to Transform Schools: Using Cooperative Learning Pedagogy Transforming a School: A Principal's Story School-Wide Cooperative Learning Teachers Reported Satisfaction with Cooperative Learning A Comprehensive School Reform Model / 2. Key Components in Establishing Successful Cooperative Groups: Introduction and Learning Objectives An Example of Cooperative Learning in a First Grade Classroom Cooperative Learning Positive Interdependence Promotive Interaction Individual Accountability Interpersonal and Small Group Skills Group Processing How Long Should Students Work In Cooperative Groups? Five Key Components for Structuring Cooperative Learning Groups Low-Ability Children Affective Development What is Cooperative Learning? The Role of the Teacher in Establishing Cooperative Learning / 3. Teachers' Discourse to Promote Student Thinking and Learning: Introduction and Learning Objectives Teacher's Dialogue with a Small Group of Students Teachers' Discourse During Whole-Class, Small Group, and Cooperative Learning Whole-class Versus Cooperative Learning Small-Group Versus Cooperative Learning Communications Skills and Cooperative Learning Types

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of Mediated Learning Pedagogical Practices That Promote Thinking An Exchange between a Teacher and One of the Small Groups in her Fifth Grade Class A Discussion among Students in a Small Group An Exchange between an Eleventh Grade Teacher and a Small Group of Students A Group Discussion among Eleventh Grade Students Other Ways of Challenging Studentss Thinking and Facilitating Interactions Creating the Learning Environment / 4. Strategies to Promote Student Discourse: Introduction and Learning Objectives Strategies for Helping Students to Dialogue Together Reciprocal Teaching Case Study: An Example of the Four Reciprocal Teaching Strategies Ideas for Establishing Audience Roles Collaborative Strategic Reading Scripted Cooperation Guided Reciprocal Peer Questioning Ask To Think-Tel Why Strategy Self-Regulated Strategy Development / 5. Group Composition: Introduction and Learning Objectives Harnessing the Power of the Group: Productive Small Groups Students' Perceptions of Mixed-Ability Groupings in Their Classroom Ability Groupings Catering For Students with Diverse Needs Ideas for Establishing Mixed-Ability Groups Gender Groupings Teachers' Perspectives on Grouping Students Friendship Groupings Ideas for Establishing Friendship Groups Status Case Study: Enhancing Mandy's Low-Status in her Group Multiple Intelligences Interest Groupings Surveying Students' Interests Computer Technology Groupings Promoting Student Talk Case Study: Preparing a Power Point Presentation on Nicotine Practical Activity: Ideas for Establishing Computer Groupings / 6. Assessing Small Group Learning: Introduction and Learning Objectives Formative Assessment Curriculum-Based Assessments Peer Assessment Computer-Supported Peer Assessment Conducting Formative Assessments of Small Group Learning Summative Assessment Criterion-Referenced Assessments Authentic Assessments Using Authentic Assessments in Different Contexts Case Studies Portfolios Exhibitions of Performance Problem-Base Inquiries Problem-Based Learning Using Formative and Summative Assessments Key Points on Summative Assessments and their Purposes / 7. Teachers' Responsibilities in Establishing Cooperative Learning in their Classrooms: Introduction and Learning Objectives Case Study: A High School Teacher's Experience with Cooperative Learning Creating a Cooperative Learning Environment Student-Centered Learning Negotiate Expectations for Small Group Behaviors Developing Communication Skills for Group Discussion Specific Metacognitive Skills That Promote Discourse The Teacher's Role In Promoting Mediated-Learning Developing Appropriate Helping Behaviors Choosing Tasks for Small Group Discussions Monitoring Students' Progress and Evaluating Outcomes / 8. Future Developments in Using Small Groups: Introduction and Learning Objectives Comprehensive School Reform (CSR) The Implications of CSR Programs for Democratic and Learner-Centered Teaching Practices Student Participation in Negotiating Opportunities for Learning Helping Schools Establish Positive Learning Environments The Impact of Computer Technology on Small Group Learning The Implications for Designing Classrooms of the Future The Importance of Teamwork and Communication



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NEW FROM SAGE PUBLICATIONS

Mathematical Understanding 5-11

A Practical Guide to Creative Communication in Primary Maths

Book and CD-ROM

Edited by **Anne D Cockburn** University of East Anglia, Norwich

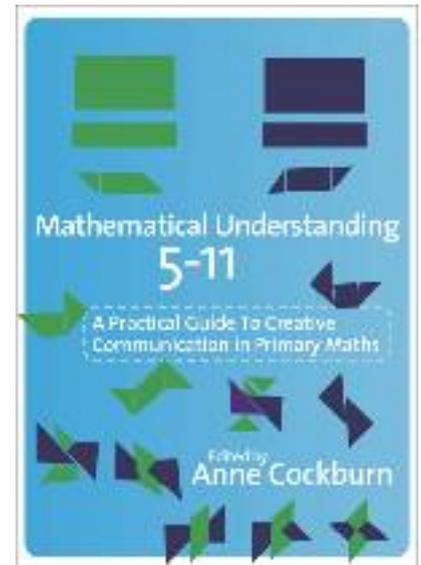
A Paul Chapman Publishing title

June 2007 · 140 pages

Cloth (978-1-4129-4505-9) Price £65.00

Paper (978-1-4129-4506-6) Price £19.99

BIC Codes: JDS,JDDF



Sam - a young and enthusiastic trainee teacher - asked the class, 'What is the difference between 7 and 6?'. Jo's hand shot up and he immediately responded, 'Well seven is all straight lines and sixes are all curly.'

How can teachers help children to make progress in mathematical understanding?

Children's mathematical misconceptions very often arise as a result of poor communication. This practical and innovative book presents a range of creative strategies to help teachers communicate effectively in the mathematics classroom, offering some new ways of presenting the fundamental concepts and principles of mathematics, and clearly demonstrating that the most effective form of communication is not always verbal.

Each chapter focuses on a theme or concept central to the numeracy strategy, such as subtraction, shape and space, constructing and connecting 2D and 3D shapes, data-logging and graph interpretation, and mathematical reasoning.

Each chapter supports teachers' subject knowledge as well as suggesting a range of communication strategies (for example speaking, listening, drawing, role play, and visual methods such as posters and ICT work) to help teachers and children to share and build on their understanding. All of the activities have been tried and tested in classrooms across Europe.

Written by a team of highly experienced teachers, the book will be valuable reading for anyone who has an interest in extending the ways children actively engage with mathematics.

Readership

All primary teachers.

Contents

Anne Cockburn Understanding Subtraction / **Brigitte Spindeler and Bernd Wollring** Communicating Ideas About Space and Shape / **Diana Hunscheidt and Andrea Peter-Koop** Constructing and Connecting 2- and 3-D Shapes / **Fiona Thangata and Alan Pagden** Exploring Movement Through ICT / **Milan Hejn** Investigating Decision Making and Mathematical Reasoning



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NEW FROM SAGE PUBLICATIONS

Rethinking School Mathematics

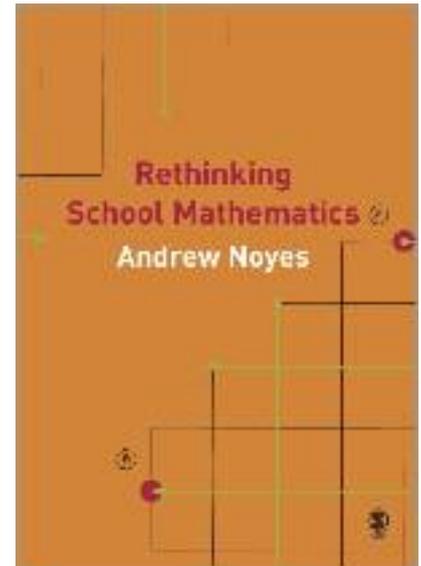
Andrew Noyes *University of Nottingham*

A Paul Chapman Publishing title

May 2007 · 160 pages

Cloth (978-1-4129-2102-2) Price £60.00

Paper (978-1-4129-2103-9) Price £18.99



Why is it that so many pupils are put off by maths, seeing it as uninspiring and irrelevant, and that so many choose to drop it as soon as they can? Why is it socially acceptable to be bad at maths? Does the maths curriculum really prepare pupils for life?

Rethinking School Mathematics presents some answers to these questions, helping teachers to think through their own attitudes to teaching and learning, and to work with pupils towards more effective and inspiring mathematical engagement.

Part One of the book explores the nature of school mathematics - showing how the curriculum has been developed over the years, and how increasing effort has been devoted to improving the quality of mathematics teaching, with little apparent effect.

Part Two focuses on ways of thinking about classroom mathematics which take account of social, cultural, political and historical aspects. The chapters bring together a collection of activities, resources and discussion which will help teachers develop new ways of teaching and learning maths.

Readership

Maths teachers, including maths specialists on initial teacher training courses

Contents

Mathematics - The Subject We Love to Hate / Who Does Mathematics? / "What's the Point of Doing This?" / The Mathematics Curriculum / Rebalancing the Curriculum / Mathematics and Cultures / Mathematics and Society / Mathematics and Citizenship / Future Directions



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NEW FROM SAGE PUBLICATIONS

Teaching Science in Elementary and Middle School

A Cognitive and Cultural Approach

Cory A Buxton and Eugene F Provenzo, Jr both at University of Miami

March 2007 • 428 pages

Paper (978-1-4129-2497-9) Price £50.00

BIC Codes: JDS

Teaching Science in Elementary and Middle School is an introductory science curriculum and methods textbook for pre-service teachers in primary and middle schools. The primary purpose of the book is to provide an introduction to the teaching of science with an emphasis on guiding the pre-service teacher toward:

- conceptual understanding of core standards-based science content from the four major scientific disciplines
- application of scientific methods and processes of inquiry to the learning of these science concepts
- development of scientific language that is both expressive and constitutive in the formation of scientific reasoning
- the ability to guide learners through numerous core scientific experiments that help to illuminate items 1-3
- evaluation of social and cultural factors that shape and influence both science and science education
- analysis of the local context in which science must be understood (as well as the global context)
- synthesis of science as interrelated with other aspects of the world and how this idea can be taught to students through integrated and thematic instruction.

The approach throughout is clear and practical, and is designed to foster reflective teaching rooted in research and theory.

Readership

Science teachers in primary and middle schools

Contents

PART I. CREATING THE CONTEXT FOR SCIENCE EDUCATION / The Nature of Science / Science Education in Social Context / Towards a Philosophy of Hands-on Science Education / Diverse Learners in the Science Classroom / Observing as a Scientist and as a Science Teacher / PART II. TEACHING AND LEARNING THE SCIENTIFIC DISCIPLINES / Understanding and Teaching Earth and Space Science / Understanding and Teaching Biology / Understanding and Teaching Chemistry / Understanding and Teaching Physics / PART III. MAKING THE TRANSITION FROM PRE-SERVICE TO IN-SERVICE TEACHER / Teacher Professional Development: Growing as a Teacher of Science / APPENDIX: NATIONAL SCIENCE EDUCATION STANDARDS



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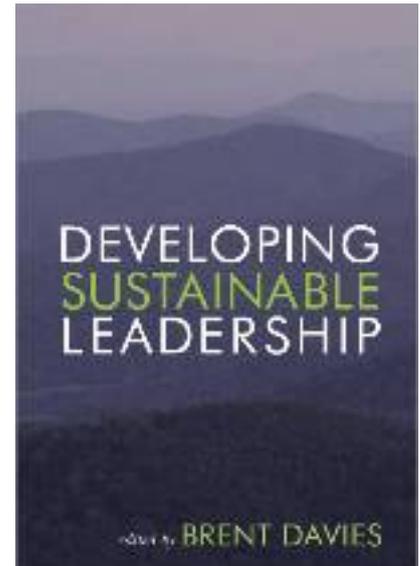
NEW FROM SAGE PUBLICATIONS

Developing Sustainable Leadership

Edited by **Brent Davies** *University of Hull*



A Paul Chapman Publishing title
April 2007 · 224 pages
Cloth (978-1-4129-2395-8) Price £70.00
Paper (978-1-4129-2396-5) Price £19.99
BIC Codes: JDC



With increasing accountability pressures, developing and sustaining leaders is a major challenge for all those involved in education today.

Developing Sustainable Leadership brings together 11 outstanding writers to provide insights, frameworks and ideas on how we can sustain our school leaders and develop values-based leadership in order to counter the short-term management solutions that abound.

Andy Hargreaves, Dean Fink, Michael Fullan, **Brent Davies**, Ken Leithwood, David Hopkins, Geoff Southworth, Brian Caldwell, Chris Day, Terry Deal and Gib Hentschke represent some of the most powerful thinkers and writers in the educational leadership field who respond to the challenge of how we can develop and sustain our school leaders.

While a great deal has been written on preparation for leadership, this book takes leadership thinking to the next level by providing strategies for enhancing and empowering the leaders we have. This book is a key source of ideas, insights and frameworks for all those involved in sustaining our school leaders.

Readership

Leadership professionals and students of educational leadership

Contents

Sustaining Leaders - A New Perspective / Leadership Sustainability in an Emerging Market Environment. / Sustaining the Soul of Leaders / Developing and Sustaining Leaders / Sustaining Leaders / Sustaining Momentum for School Improvement When Leaders Change / Sustaining Leaders for System Change / Sustaining Leaders for Strategic Success. / Growing Tomorrows Leaders / The New Logic of Leadership

By Same Editor: *The Essentials of School Leadership* 1-4129-0289-4 £19.99 (January 2005)



Paul Chapman
Publishing

1 Oliver's Yard, 55 City Road, London, EC1Y 1SP
Tel: +44 (0) 20 7324 8500 Fax: +44 (0) 20 7324 8600

NEW FROM SAGE PUBLICATIONS

Developing the Emotionally Literate School

Second Edition

Katherine Weare *University of Southampton*

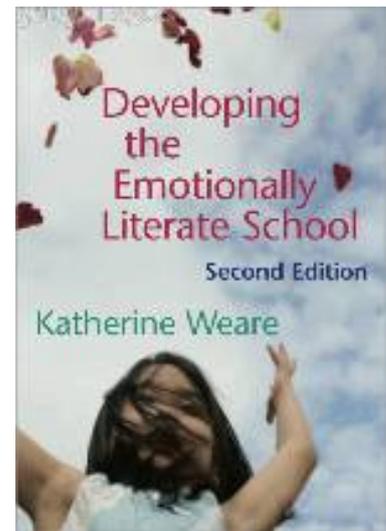
A Paul Chapman Publishing title

July 2007 · 240 pages

Cloth (978-1-4129-3580-7) Price £60.00

Paper (978-1-4129-3581-4) Price £19.99

BIC Codes: YXRB



Emotional literacy refers to our ability to understand and use information about our own and others' emotional states with skill and competence. It is increasingly accepted in schools and this book shows how it is central to mainstream education.

The author defines concepts and terms in ways that make sense to practitioners, outlines the scientific evidence behind the concept, explores ways in which schools can become more emotionally literate, and demonstrates the educational benefits.

Developing the Emotionally Literate School is a practical and up-to-date account of ways in which schools can use emotional literacy to realize their goals of school improvement and effectiveness, increased learning, more efficient management of teaching and learning and improved relationships.

Katherine Weare shows how emotional literacy can help address persistent educational problems, such as emotional and behavioural disturbance, school exclusion, and teacher stress and disaffection.

Emotional literacy is relevant to mainstream education, is most effective when it permeates the whole school culture, ethos, relationships and management. It is as relevant for secondary as it is for primary students, and applies to teachers and parents as well as to students.

Readership

Teachers in primary and secondary schools

Contents

List of figures and tables / Acknowledgements / Introduction / What is emotional literacy and why is it important to schools? / What are we aiming at? What competences are we trying to develop? In what key ways can schools help develop these competences? / Some key principles for developing emotional literacy in schools / Emotional literacy and learning / What kind of schools promote emotional literacy? / Wider support for the emotionally literate school: the role of references / Index

Previous Edition: *Developing the Emotionally Literate School* Cloth: 978-0-7619-4085-2 £60.00

Paper: 978-0-7619-4086-9 £19.99 (October 2003)



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Publications



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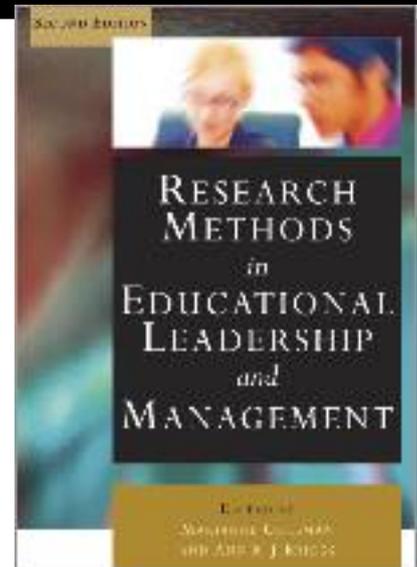
NEW FROM SAGE PUBLICATIONS

Research Methods in Educational Leadership and Management Second Edition

Edited by **Ann R J Briggs** *Professor of Educational Leadership, Newcastle University* and **Marianne Coleman** *Institute of Education, University of London*

Published in association with the **Centre for Educational Leadership and Management**

A Paul Chapman Publishing title
March 2007 • 320 pages
Cloth (978-1-4129-2353-8) Price £70.00
Paper (978-1-4129-2354-5) Price £21.99
BIC Codes: JBB,JDC



Written for both new and experienced researchers, this book is the essential guide to research in educational leadership and management. The **Second Edition** maintains the accessibility of the first, all chapters have been revised and updated, and the scope of the book has been widened both by the addition of new chapters and by increased contributions from international authors and experts in research in educational leadership.

The book deals with:

- the concept of research and its philosophical bases
- 'critical' approaches to research
- fundamental issues of ethics, validity and reliability
- exploring existing literature to inform research
- making use of existing data sets
- the nature of survey, case study, action and practitioner research
- research tools such as interviews, questionnaires, documentary research and observation
- analysis and presentation of quantitative and qualitative research data
- writing up and disseminating research

Readership

Students on master's level and professional doctorate courses in educational leadership and management

Contents

Previous Edition: *Research Methods in Educational Leadership and Management Cloth 978-0-7619-7184-9 £65.00 Paper 978-0-7619-7185-6 £19.99 (June 2002)*



SAGE & Paul Chapman
Publications Publishing

1 Oliver's Yard, 55 City Road, London, EC1Y 1SP
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NEW FROM SAGE PUBLICATIONS

Supporting the Emotional Work of School Leaders

Belinda M Harris *University of Nottingham*

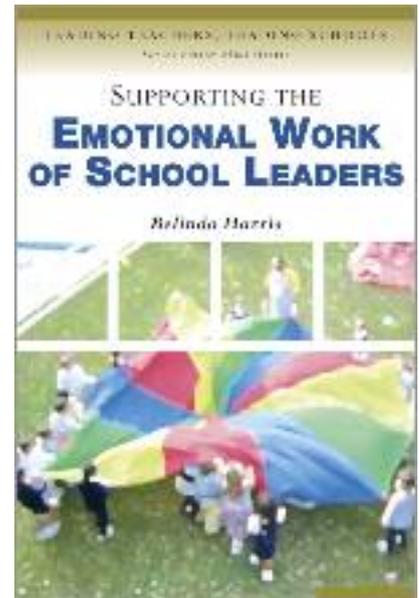
A Paul Chapman Publishing title **Leading Teachers, Leading Schools Series**

June 2007 · 208 pages

Cloth (978-0-7619-4467-6) Price £60.00

Paper (978-0-7619-4468-3) Price £17.99

BIC Codes: JDFT,JDC,YXRB



This practical book deals with the emotional and moral dimensions of school leadership.

Belinda M Harris sets out the intrapersonal and interpersonal attributes, attitudes and behaviours necessary to develop emotional and moral leadership within the school community.

Supporting the Emotional Work of School Leaders provides a range of person-centred strategies for building communities of professionally committed, relationally competent, collaborative individuals.

Readership

Headteachers, senior management team members and other school managers and leaders

Contents

Introduction / Self-Awareness and the Leader / Self-Awareness and Understanding / Caring for Yourself and the Organization / Values and Moral Purpose / Developing Effective Interpersonal Relationships / Communicating Effectively / Communicating to Empower / Building a Professional Community / Teacher Leadership and Development for School Improvement / Emotional Alchemy



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NEW FROM SAGE PUBLICATIONS

Values for Educational Leadership

Graham Haydon *Institute of Education*

A Paul Chapman Publishing title

April 2007 · 196 pages

Cloth (978-1-4129-3467-1) Price £60.00

Paper (978-1-4129-3468-8) Price £18.99

BIC Codes: JDC

What are values? Where do our values come from? How do our values make a difference to education?

For educational leaders to achieve distinction in their practice, it is vital to establish their own clear sense of values rather than reacting to the implicit values of others.

This engaging book guides readers in thinking for themselves about the values they bring to their task and the values they intend to promote. Crucially, the book promotes critical thought and constructive analysis about the underlying values involved with:

- aims and moral purpose in education
- individual qualities in educational leadership
- vision in education
- school ethos and culture
- the school as an educational community.

By inviting reflection using valuable case studies and work-through activities, as well as referring to a wide range of academic literature, this book will be an important resource for those working towards professional qualifications such as NPQH, and invaluable for anyone aspiring to excellence in educational leadership.

Readership

Headteachers, deputy heads, school governors and those on NPQH courses

Contents

Introduction / 1. The nature of values / 2. The role of values in educational leadership / 3. Aims in education / 4. The idea of moral purpose / 5. Power and authority in education / 6. Individual qualities in educational leadership / 7. Vision in education / 8. School ethos and culture / 9. The school as community / 10. School leadership within democracy / 11. Democratic leadership within schools / Conclusion



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NEW FROM SAGE PUBLICATIONS

Leadership and Diversity

Challenging Theory and Practice in Education

Jacky Lumby *University of Southampton* and **Marianne Coleman**
Institute of Education, University of London

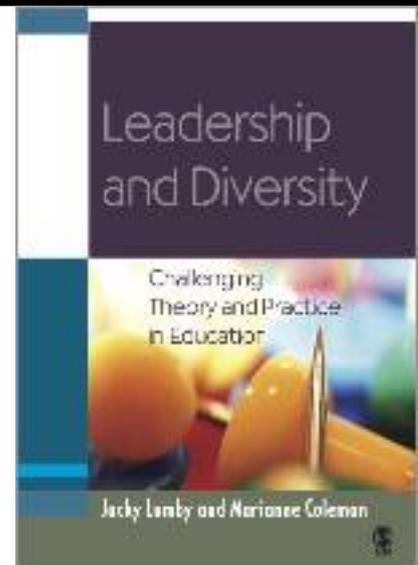
Education Leadership for Social Change Series

March 2007 · 160 pages

Cloth (978-1-4129-2182-4) Price £65.00

Paper (978-1-4129-2183-1) Price £22.99

BIC Codes: JDC



What do we mean by diversity? Why is it an important issue for leaders of schools, colleges and universities?

As society becomes increasingly diverse, there is significant international awareness in education about how this impacts on leaders and leadership. For decades the emphasis has been placed on increasing the number of leaders with specific attributes, such as women or those from ethnic minorities, to encourage a true representation of society. This far-reaching book takes a wider view, challenging the reader to recognise the importance of diversity issues and to embed diversity as central within leadership theory and practice.

Drawing on their extensive research the authors establish a clear understanding of what diversity means and use this to develop a distinct approach to conceiving leadership, preparing leaders and acting as leaders. They explain how diversity should be a holistic issue which touches every aspect of leadership and is vital to ensuring effective and appropriate leadership for education in pluralist societies. The authors explore the history of approaches to addressing inequities in access to leadership positions and the experience of leadership, from equal opportunities, to diversity and inclusion, to capabilities approaches.

The book also proposes fundamental and concrete changes that leaders can undertake both in their own and their organization's practice, to reflect a real commitment to social justice in a diverse society.

Readership

Headteachers, deputy heads, school governors and those on NPQH courses

Contents

Introduction: Diversity, Leadership and Education / What's in a Name? Equality Approaches / In-Groups and Out-Groups: The 'Outsider' Experience / Gender, Diversity and Leadership / Ethnicity, Diversity and Leadership / Leadership Theory and Diversity / What to Do? Theorizing Aims and Practice / Taking Action: Leadership and Diversity / Diversity as a Positive within Leadership



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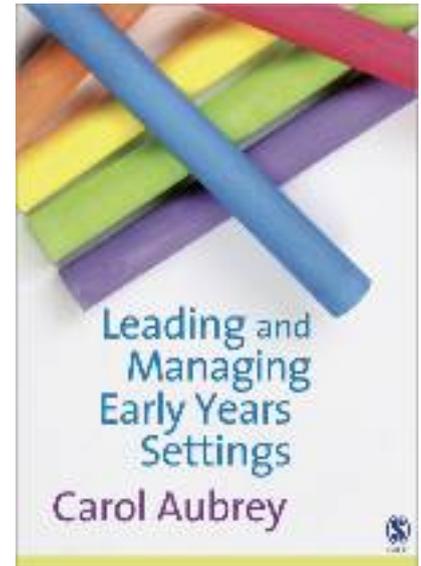
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NEW FROM SAGE PUBLICATIONS

Leading and Managing Early Years Settings

Carol Aubrey *University of Warwick*

A Paul Chapman Publishing title
May 2007 • 224 pages
Cloth (978-1-4129-3496-1) Price £70.00
Paper (978-1-4129-3497-8) Price £22.99



Skilled and effective leadership is essential in early childhood (EC) settings such as nurseries, day care centres, children's centres and in reception classes within schools. This book integrates leadership and management practice with a real understanding of early years settings, looking at the many different models of EC leadership and many different types of settings in which EC leadership operates.

Leading and Managing Early Years Settings investigates different models and characteristics of EC leadership as well as the roles and responsibilities of EC leaders. It also explores the types of leadership programmes or development which is needed to maximize the effectiveness of EC leaders.

Based on work done by Carol Aubrey and her colleagues with group of local early years leaders from children's centres, foundation units in primary schools, nursery and day care provision, this book is suitable for all early years practitioners and local authority employees involved in the early childhood and integrated centres initiative.

Readership

All early years practitioners

Contents

Introduction / 1: The context of EC leadership as experienced by a group early childhood leaders. / 2: What kind of leader the EC leader needs to be. / 3: Building a team of EC practitioners who have received little training in the area of leadership / 4: Introduces major dimensions of leadership, management and administration in the context of roles and responsibilities, skills, qualities and dispositions. / 5: Considers the journeys of individual leaders into leadership and explore stages in the development of competence from beginning to master leader. / 6: Introduces the leader as mentor and guide. / 7: Focuses on the particular challenges of leading multi-agency teams. / 8: Focuses on leading in the context of change and considers the type of leadership that is required for the future.



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1 Oliver's Yard, 55 City Road, London, EC1Y 1SP
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NEW FROM SAGE PUBLICATIONS

Case Studies in School Administration

David L Gray and Agnes E Smith both at University of South Alabama

April 2007 • 224 pages

Cloth (978-1-4129-2752-9) Price £58.00

Paper (978-1-4129-2753-6) Price £29.00

Case Studies in School Administration presents real-life case studies portraying the challenges that today's school leaders face, including issues of diversity, school improvement, and limited resources.

Authors **David Gray and Agnes Smith** give prospective school leaders opportunities to practice resolving complex issues in primary and secondary school settings through reflective questions, activities and authentic assessment tools for skill development.

Readership

Academics and lecturers in school leadership, Headteachers, Deputy Heads, School Governors and those on NPQH courses

Contents

Preface / Guide to Using Case Studies / A Matrix of Case Studies / Case 1 - Teacher's Absences Create Problems: Holding Teachers Accountable for Excessive Absences / Case 2 - A Good Teacher Turns Bad: Stress at Home Creates Problems at School / Case 3 - Experienced Teachers Need Clear Expectations, Too: Handling Conflicts with Experienced Teachers / Case 4 - Grandmother's Medicine: A Medical Emergency at School / Case 5 - Is Dismissal Justified? An Effective Teacher Faces a Moral Issue / Case 6 - School Property Is Missing: An Employee Is Caught Stealing / Case 7 - Who Has the Missing Crayons? Dealing with Chronic Theft / Case 8 - A Good Student Earns Detention: Poor Grades for Misbehavior at School / Case 9 - Copyright and the Computer: Copyright Regulations Governing Technology / Case 10 - Too Much Parent Involvement! Organizations Need Boundaries / Case 11 - Two Years at a Time: Double Promotion? / Case 12 - A Problem with Inclusion: Inadequate Resources for Special Education / Case 13 - Poor Evaluations for a Teacher: Reassigning An Ineffective Teacher / Case 14 - Missing Booster Club Funds: Athletic Funds are Missing / Case 15 - Mentoring New Teachers: A Transition to the Classroom / Case 16 - A Gift for the Principal: Fringe Benefits? / Case 17 - Unprofessional Behavior: A Teacher Retains a Student Who Didn't Fail / Case 18 - It All Depends on the Numbers: Teacher Success Is Based on Test Scores / Case 19 - All As Are Not Enough: Rewards Must Be Earned / Case 20 - The Community Won't Understand: Diversity Becomes Unpopular / Case 21 - Every Day Counts! No Excuses, Please! / Case 22 - Illegal Drugs At School: Zero Tolerance Policies / Case 23 - Internet Use Violations: Threats over the Internet / Appendix A: ISLLC Standards / Appendix B: Annotated Suggested Readings



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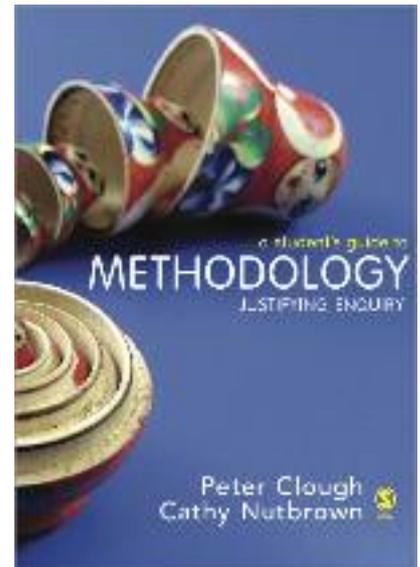
NEW FROM SAGE PUBLICATIONS

A Student's Guide to Methodology

Second Edition

Peter Clough *Queen's University, Belfast* and Cathy Nutbrown
University of Sheffield

June 2007 · 256 pages
Cloth (978-1-4129-2912-7) Price £65.00
Paper (978-1-4129-2913-4) Price £19.99



Essential for anyone undertaking a dissertation or thesis, this book presents clear and straightforward information and advice on the process and functions of methodology. Although methodology is normally reported within a single methodology chapter, the authors show how every element of the account - from the framing of research questions to the drawing of conclusions - is a function of methodology. They also clearly differentiate methodology and methods, and explain how their relationship is articulated in practice.

This **Second Edition** includes a range of new examples as well as updated readings and suggestions on using the Internet as a research tool and resource. There is also further guidance on ethical issues - a key concern for all engaged in research with human participants in the light of new regulations - and additional sections on how to improve academic writing.

Readership

Anyone undertaking a dissertation or thesis

Contents

Research is Methodology / . What is research? / .What is methodology? / he Pervasive Nature of Methodology / . Looking: seeing beyond the known / . Listening: issues of 'voice' / . Reading: purpose and positionality / . Questioning: the focus of research / aking Research Public / . Research design: shaping the study / . Reporting research: telling the story / . Research action: next steps

Previous Edition: *A Student's Guide to Methodology* Cloth 978-0-7619-7421-5 £60.00 Paper 978-0-7619-7422-2 £19.99 (September 2002)



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NEW FROM SAGE PUBLICATIONS

Educational Research and Evidence-based Practice

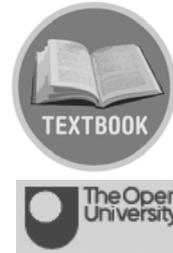
Edited by [Martyn Hammersley](#) *The Open University*

Published in association with [The Open University](#)

June 2007 · 288 pages

Cloth (978-1-4129-4561-5) Price £65.00

Paper (978-1-4129-4562-2) Price £21.99



Combining classic articles that have been key markers in recent debates with new and influential material, this book addresses the problems involved in educational research and the issues surrounding its contribution to policy making and practice.

The authors examine the diverse approaches within qualitative research and address some of the key areas which have attracted criticism. They consider what role research should play and examine the case for randomized controlled trials and for action research.

Readership

Undergraduate or postgraduate students in research methodology, education studies or studying for PhD or EdD

Contents

Introduction / Part 1 Debates about evidence-based practice / 1. Teaching as a research-based profession: possibilities and prospects. / 2. Educational research and teaching: a response to David Hargreaves' TTA lecture. / 3. In defence of research for evidence-based teaching: A rejoinder to Martyn Hammersley / 4. A reply to Hargreaves / 5. Making evidence-based practice educational. / 6. Making Evidence-based practice educational: a rejoinder to John Elliott. / 7. Evidence-informed policy and practice: challenges for social science. / 8. A government strategy for research and development in education. / 9. Intellectuals or technicians? The urgent role of theory in educational studies / 10. Beyond reflection: contingency, idiosyncrasy and reflexivity in initial teacher education / Part 2 The nature of educational research / 11. On the kinds of research in educational settings. / 12. The paradigm wars and their aftermath: a "historical" sketch of research on teaching since 1989. / 13. Action research. / 14. Increasing the generalisability of qualitative research. / 15. Critical incidents and learning about risks: the case of young people and their health. / 16. Interrogating the discourse of home-school relations: the case of parents' evenings. / 17. Labouring to learn? / 18. Labouring to learn. / 19. The obviousness of social and educational research results.



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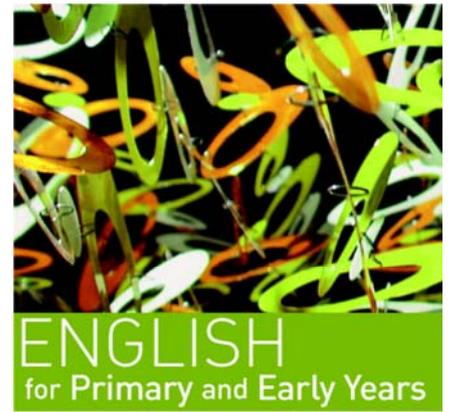
English for Primary and Early Years

Developing Subject Knowledge

Second Edition

Ian Eyres *The Open University*

Published in Association with The Open University



Developing Subject Knowledge | Second Edition

Ian Eyres

Developing Subject Knowledge series

June 2007 · 244 pages

Cloth (978-1-4129-4607-0) Price £60.00

Paper (978-1-4129-4608-7) Price £19.99

English for Primary and Early Years is a comprehensive and essential guide to the structure of English. It draws on the reader's own knowledge and understanding of English as the basis for analysis of texts at word, sentence and whole text level.

The book develops the reader's understanding of the linguistic and literary knowledge required by the *National Curriculum* at Key Stages 1 and 2 and by the *National Literacy Strategy*. Key concepts such as, standard English, approaches to grammar, genre, clause structure and the role of phonics in reading are addressed in an interactive way which develops the reader's skills as an active analyst of English, leading to a far deeper understanding than the 'do's and don'ts' of traditional grammar.

The text is fully updated to include the most recent developments in such areas as synthetic and analytic phonics and multimodal texts. An in-depth self-assessment activity is included with the text.

This book is a set book for The Open University course, *Ways of Knowing, Language, Mathematics and Science in the Early Years*.

Readership

Students on ITT courses (B. Ed//PGCE) Literacy coordinators in primary school, early years practitioners



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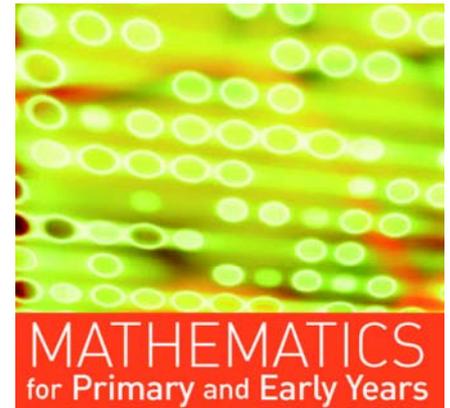
NEW FROM SAGE PUBLICATIONS

Mathematics for Primary and Early Years

Developing Subject Knowledge
Second Edition

Heather Cooke *The Open University*

Published in Association with The Open University



Developing Subject Knowledge | Second Edition

Heather Cooke

Developing Subject Knowledge series

June 2007 · 240 pages

Cloth (978-1-4129-4609-4) Price £60.00

Paper (978-1-4129-4610-0) Price £19.99

This task-driven text emphasizes strategies and processes and is very different from the usual style of mathematics textbooks. For example, algebra is treated as a way of thinking mathematically, rather than merely manipulating symbols. Each of the sections is designed to stand alone so that they can be studied in any order or dipped into as needed.

The **Second Edition** has been updated to meet the needs of anyone wanting to refresh their knowledge and understanding of mathematics to GCSE level. There is an emphasis on learning and doing mathematics, with an expanded section on measures and proportion, and statistics.

Trainees and students have reported that the book has not only helped them to raise their knowledge and understanding to the required standard but also greatly improved their mathematical confidence.

This is a set book for The Open University course, *Ways of Knowing: Language, Mathematics and Science in the Early Years*.

Readership

Students on ITT courses (B. Ed//PGCE), Maths Coordinators in Primary School, Early Years Practitioners

Previous Edition: *Primary Mathematics* Cloth 978-0-7619-7117-7 £60.00 Paper 978-0-7619-7118-4 £19.99 (November 2000)



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NEW FROM SAGE PUBLICATIONS

Science for Primary and Early Years

Developing Subject Knowledge
Second Edition

Jane Devereux *The Open University*



Published in Association with The Open University



Developing Subject Knowledge | Second Edition

Jane Devereux

Developing Subject Knowledge series

May 2007 · 248 pages

Cloth (978-1-4129-4611-7) Price £60.00

Paper (978-1-4129-4612-4) Price £19.99

Science for Primary and Early Years is a comprehensive guide to the subject knowledge requirements for the teaching of science in early years settings and primary schools. This **Second Edition** consists of activities to help the reader extend his//her own understanding of science.

Part One explores understanding the nature of science, processes of planning, carrying out and evaluating scientific investigations, collecting and using data, hypothesizing, predicting, fair testing, use of correct terminology and understanding health and safety as well as key ideas in science that underpin subject knowledge.

Part Two builds on these ideas as it explores, in more detail, life and living processes, the environment, electricity and magnetism, light, sound and the earth in space.

This text is part of the series *Developing Subject Knowledge* which covers English, mathematics and science and provides authoritative distance learning materials on the national requirements for teaching the primary core curriculum, working with the early years and achieving qualified teacher status. It is designed for initial teacher training, experienced practitioner self-study, and will help towards GCSE revision.

This is a set book for the Open University course, Ways of Knowing: Language, Mathematics and Science in the Early Years

Readership

Students on ITT course (B.ed//PGCE), Science Coordinators in Primary School, Early Years Practitioners

Contents

List of Illustrations / Acknowledgements / Preface / Introduction / PART ONE / 1. The Nature of Science and Science Processes / 2. Materials and their Properties / 3. Forces / 4. Energy / 5. Part Two / 6. Living Things and Life Processes / 7. Continuity and Change / 8. Ecosystems / 9. Electricity and Magnetism / 10. Waves and Light / 11. Sound / 12. Earth and Space / Bibliography / Useful Addresses / Index

Previous Edition: *Primary Science* Cloth: 978-0-7619-7113-9 £60.00 Paper 978-0-7619-7114-6 £19.99 (November 2000)



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NEW FROM SAGE PUBLICATIONS

Introduction to Education Studies Second Edition



Steve Bartlett *University of Wolverhampton* and **Diana Burton** *Liverpool John Moores University*

April 2007 · 320 pages

Cloth (978-1-4129-2193-0) Price £65.00

Paper (978-1-4129-2194-7) Price £19.99

Introduction to Education Studies is established as the key text for undergraduate students of education studies as well as for practitioners embarking on a higher degree.

The book provides a thorough grounding for students new to the subject without assuming a substantial prior knowledge of the area. It also takes a multidisciplinary approach to the study of education, drawing on the authors' extensive experience of teaching and course development at both undergraduate and postgraduate level.

This updated edition includes new sections on

- the nature and purposes of education
- research in education
- ideologies and the curriculum
- lifelong learning
- comparative education
- social and psychological explanations for pupil//student achievement
- policy developments in education

Readership

Students on education studies courses

Contents

1 - Introduction: What is Education Studies?: The 'New' Education Studies The traditional disciplines and Education Studies / 2 - The Nature of Education: The meaning of education Sociological perspectives on the purposes of education Sociological perspectives on the process of education Educational ideologies / 3 - Researching Education: The nature of educational research Research methodologies Educational research movements / 4 - A modern History of Schooling: Towards state education The creation of the modern education system / 5 - The Curriculum: The nature of the curriculum Knowledge in the curriculum Curriculum frameworks The National Curriculum: A Case Study / 6 - Individual Achievement: Major Psychological Theories: The influence of philosophy Early psychological ideas Personality theory Motivation Intelligence and creativity Cognitive-developmental theory Cognitive psychology / 7 - Education and Psychological Research: Contemporary Influences: Constructivism Social constructivist theories Metacognition Learning styles, strategies, approaches and preferences Situated cognition Brain function Different views of intelligence / 8 - The Influence of Social Factors, Gender and Ethnicity on Achievement: The state of educational achievement Social class and achievement Social class and economic background Social theories of achievement Gender and achievement Ethnicity and achievement / 9 - Organising Teaching and Learning: Pedagogical trends: Grouping pupils for learning Differentiated learning Personalised learning Psychological research and pedagogical developments / 10 - Politics and Policy in education: Towards Post War reconstruction and consensus The rise of conflict and dissent in policy Conservative Policy: Ideology of the New Right New Labour: Ideology and perspectives on education / 11 - Education - a contested enterprise

Previous Edition: *Introduction to Education Studies Cloth 978-0-7619-7015-6 £65.00 Paper 978-0-7619-7016-3 £19.99 (July 2001)*



Paul Chapman
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NEW FROM SAGE PUBLICATIONS

Making Teaching Work

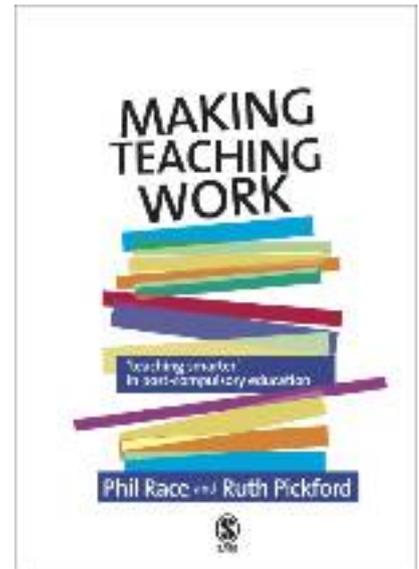
Teaching Smarter in Post-Compulsory Education

Phil Race *University of Leeds* and **Ruth Pickford** *Leeds Metropolitan University*

August 2007 · 224 pages

Cloth (978-1-4129-3606-4) Price £60.00

Paper (978-1-4129-3607-1) Price £19.99



Making Teaching Work provides a down-to-earth, jargon-free book for teaching staff in universities and colleges and includes reference to some of the best modern literature on assessment, teaching and feedback. By focusing on the learner in a variety of situations and contexts, the book explores how teachers can help learners to make learning happen.

The authors emphasize 'teaching smarter' - helping busy, hard-pressed teachers to increase the efficiency as well as effectiveness of their work. Written with both full-time and part-time staff in mind, the book allows teaching staff to balance the various tasks which make up their workload, including the increasing paperwork and administration they encounter whilst carrying out assessment, teaching and providing feedback to students.

The book addresses a wide range of aspects of assessment, learning and teaching in post-compulsory education including:

- how to provide a supportive learning environment - including online learning
- how to design and manage formative assessment and feedback
- how to support diverse students - including addressing and achieving student satisfaction.
- developing teaching - including lecturing, small-group teaching, supporting individual learning and dealing with disruptive students
- how to use research to improve teaching
- creatively designing curriculum
- promoting student employability
- broadening horizons - including widening and deepening participation
- addressing and achieving student satisfaction.

Readership

Lecturers and professionals working in the further education sector

Contents

Why teach smarter? / 1: Beyond learning cycles and styles / 2: Working with large groups / 3: Working with small groups. / 4: Dealing with disruptive students / 5: Differentiation / 6: Putting your best foot forward / 7: Supporting individual learning and responding to learning needs / 8: Managing assessment and feedback / 9: Developing online learning / 10: Addressing student satisfaction / Review and conclusions / References and further reading / Index



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Publishing

1 Oliver's Yard, 55 City Road, London, EC1Y 1SP

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NEW FROM SAGE PUBLICATIONS

Key Concepts in Education

Fred Inglis and **Lesley Aers** *Local Authority adviser and Ofsted inspector*

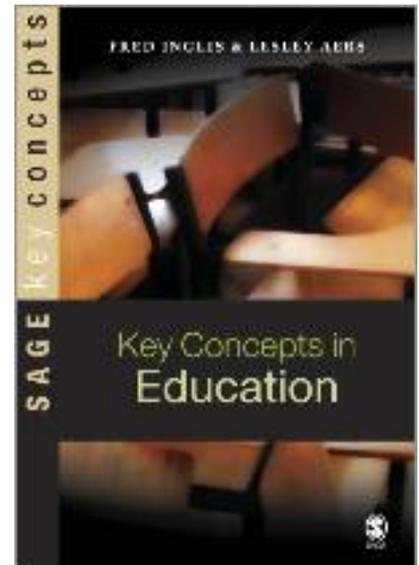
SAGE Key Concepts series

August 2007 · 256 pages

Cloth (978-1-4129-0314-1) Price £60.00

Paper (978-1-4129-0315-8) Price £16.99

BIC Codes: JD



This new book in the SAGE *Key Concepts* series provides an accessible reference to the essential themes, topics and expressions that education students are likely to encounter, both during their courses and in professional practice.

Written by two experienced and respected academics, who also draw on their experience in practice as former schoolteachers and as a senior advisor and deputy director of a local education authority, the book is an indispensable study aid and guide to comprehension.

Each entry includes:

- a definition of the concept
- a description of the historical and practical context
- an explanation of how the concept is applied
- evaluations of the concepts
- helpful references
- suggested further reading.

Cross-referenced throughout, the format encourages critical evaluation through understanding.

This book will be essential reading for students of education and an invaluable reference tool for their professional careers.

Readership

Students of education

Contents

Education ITT / Education studies / CPD / Personal and student reference in education and related fields.



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NEW FROM SAGE PUBLICATIONS

Key Concepts in Teaching Primary Mathematics

Derek Haylock *Consultant, Teacher Training Agency* and Fiona Thangata *University of East Anglia*

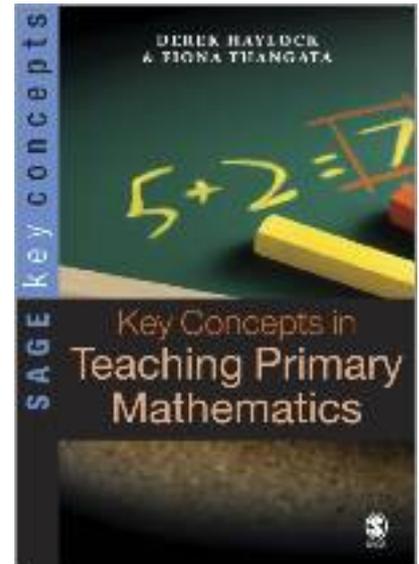
SAGE Key Concepts series

May 2007 · 224 pages

Cloth (978-1-4129-3409-1) Price £60.00

Paper (978-1-4129-3410-7) Price £15.99

BIC Codes: JDS,JDDF



Covering the key principles and concepts in the teaching and learning of mathematics in primary schools, this text provides trainee and practising teachers with a quick and easy reference to what they need to know for their course, and in the classroom. The entries are arranged alphabetically and each contains a brief definition, followed by an explanation and discussion, practical examples and annotated suggestions for further reading.

Examples of the wide-ranging material include: anxiety about mathematics; cognitive conflict; conservation of quantity; constructivism; creativity in mathematics; differentiation; equivalence; explanation; home as a context for mathematical activity; Investigations; making connections; meaningful contexts; mental calculation; mismatch; motivation; out-of-school mathematics; play as a context for learning mathematics; problem-solving; purposeful activities; questioning; rote learning; spatial reasoning.

Readership

Trainee and practising primary teachers

Contents

Acknowledgements / Introduction / 1 Primary teachers' insecurity about mathematics / 2 Place value / 3 Mathematical modelling / 4 Addition and subtraction structures / 5 Mental strategies for addition and subtraction / 6 Written methods for addition and subtraction / 7 Multiplication and division structures / 8 Mental strategies for multiplication and division / 9 Written methods for multiplication and division / 0 Remainders and rounding / 1 Multiples, factors and primes / 2 Squares, cubes and number shapes / 3 Integers: positive and negative / 4 Fractions and ratios / 5 Calculations with decimals / 6 Proportions and percentages / 7 Handling data / 8 Comparing sets of data / 9 Probability / 0 Algebra / 1 Coordinates and linear relationships / 2 Measurement / 3 Angle / 4 Transformations and symmetry / 5 Classifying shapes / 6 Perimeter, area and volume / 7 Mathematical reasoning / answers to self-assessment questions / index



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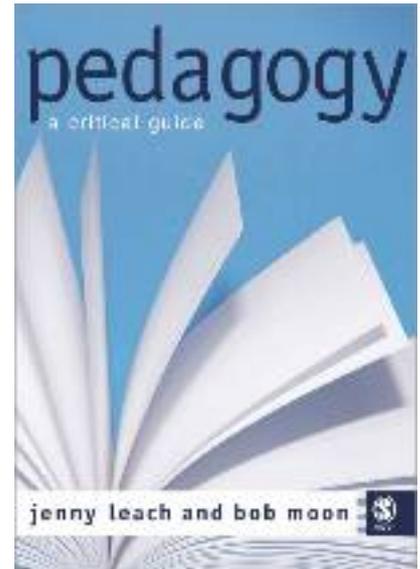
NEW FROM SAGE PUBLICATIONS

Pedagogy

A Critical Guide

Jenny Leach and **Bob Moon** both at *The Open University*

June 2007 • 192 pages
Cloth (978-1-4129-0722-4) Price £60.00
Paper (978-1-4129-0723-1) Price £19.99
BIC Codes: JDCH



The concept of 'pedagogy' has become increasingly important as a frame of reference for debate about teaching and learning. In this book, the authors analyze and explore contemporary ideas of pedagogy and explain how a new conception of pedagogy could transform educational institutions, particularly schools.

In locating pedagogy as central to the process of education **Jenny Leach** and **Bob Moon**:

- explore the historical and cultural antecedents of our understanding of pedagogy
- analyze the ways understanding of the working of the human mind influences teaching and learning
- review and critique ideas about learning and the construction of knowledge
- examine the way new forms of communication are impacting on the processes and purposes of pedagogic activity.

Highly relevant for masters and doctoral students of education, this book will also be of interest to educational practitioners undertaking research on issues related to pedagogy, both in the United Kingdom and internationally.

Readership

Students on MED and PGCE courses, as well teachers and academics

Contents

Pedagogy / Minds / Ways of Learning / Ways of Knowing / Toolkits / Identities / Pedagogies



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NEW FROM SAGE PUBLICATIONS

Assessment of Learning

Wynne Harlen *Visiting Professor, Bristol University*



August 2007 · 160 pages

Cloth (978-1-4129-3518-0) Price £60.00

Paper (978-1-4129-3519-7) Price £18.99

Assessment of Learning takes a critical look at how students' achievements are assessed for a range of purposes, from reporting progress to selection and qualification. It considers the relationship between what is taught, and how, and what and how learning outcomes are assessed. The impact of using assessment results for setting targets and evaluation of provision for learning is also discussed.

The pros and cons of using tests and examinations and alternatives based on the judgments of teachers are considered in terms of four key criteria: validity; reliability; impact; and required resources. Evidence from research and examples of current practice within and outside the UK support the case for making more and better use of teachers' judgments in assessment of learning. In this way assessment of learning (summative assessment) can be compatible with assessment for learning (formative assessment).

Readership

Teachers, especially those on CPD courses and headteachers

Contents

Introduction / 1. What learning outcomes ought to be assessed / 2. Student assessment in the context of a national assessment system / 3. The failures of test-based systems of summative assessment / 4. Alternative ways of assessing student learning / 5. Addressing bias and inaccuracy in teachers' assessment / 6. Re-claiming time for teaching and learning / 7. Teachers' assessment in practice / 8. Assessment of students within an assessment system / References / Index



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NEW FROM SAGE PUBLICATIONS

Early Childhood Education and Care

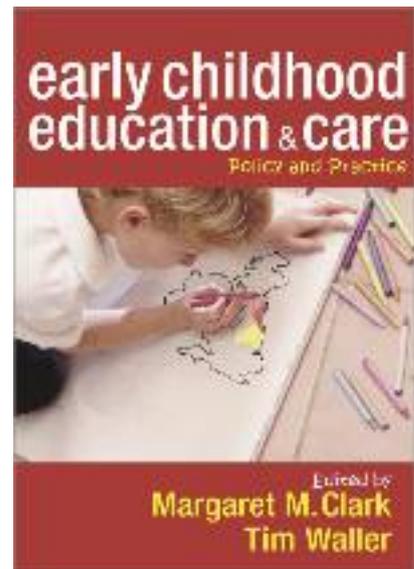
Policy and Practice

Edited by **Margaret Clark** *Visiting Professor at Newman College of Higher Education, Birmingham* and **Tim Waller** *Director, Department of Childhood Studies, Swansea University*

April 2007 · 160 pages

Cloth (978-1-4129-3571-5) Price £65.00

Paper (978-1-4129-3572-2) Price £19.99



Early childhood education and care policy impacts upon the daily lives of early years practitioners and the families and children they work with. Practising and trainee early childhood professionals need to have an understanding of current policy as well as the contexts for policy-making and implementation.

Currently, the majority of textbooks for early years education and early childhood students in the United Kingdom focus on the situation in England. As a result, readers may have a skewed perspective on policy and practice, and not be aware of the varying and different contexts in Northern Ireland, Scotland and Wales. Also, those working in settings not in England have to work hard to apply texts to their own contexts.

In contrast, this book gives the reader easy access to information on the policies and practices in early childhood education and care across each of the countries in the UK and the Republic of Ireland. Each chapter covers:

- background information
- policy and practice in early childhood education and care
- transition
- schooling and curriculum
- quality assurance, examination and inspection
- professional development and training
- future and imminent changes
- case studies of children's lives.

In addition to describing the legislative, political and practical situation in each country, the book enables comparisons to be drawn and helps readers interpret the data critically.

Readership

Students on early years education, early childhood or childhood studies courses. Practitioners undertaking CPD modules or foundation degrees, and international students.

Contents

Introduction / planning Your Workload to Fit Your Schedule / understanding Your Preferred Learning Style / **Sandra Hargreaves//Paula Dawson** note-Taking and Note-Making / **ay McEachran** reading Strategies //Speed Reading /**Sandra Hargreaves/Peri Batiwala** answering Essay Questions / structuring Different Writing Genres / **Sandra Hargreaves//Helen Wares** improving your Grammar, Spelling and Punctuation / **andra Hargreaves//Stephen Heath** improving Mathematics Skills and Using Statistics / **udith Cattermole// Stephen Heath Examination Techniques** examination Techniques / sing Role Play / **aula Dawson** ow ICT Can Help You / **John Brennan**



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NEW FROM SAGE PUBLICATIONS

Supporting ICT

A Guide for School Support Staff

Min Wilkie, Tricia Neal and **Doug Dickinson** *University of Leicester*

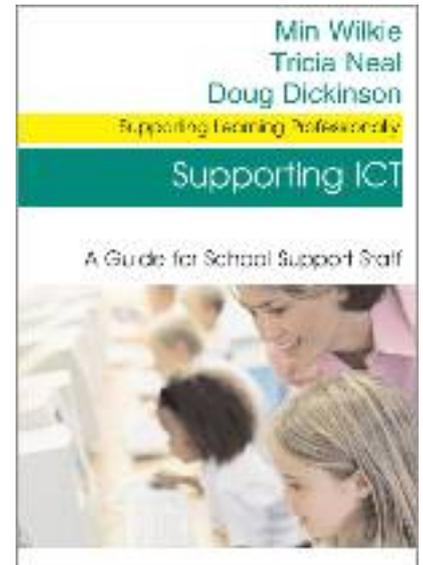
A Paul Chapman Publishing title **Supporting Learning Professionally Series**

May 2007 · 144 pages

Cloth (978-1-4129-1275-4) Price £60.00

Paper (978-1-4129-1276-1) Price £16.99

BIC Codes: JDDF,JDG ,JDV



Focusing on aspects of ICT that teaching assistants (TAs) use in supporting learning across the curriculum, this book gives an overview of ICT as a subject, addressing some of the current issues. It includes advice on:

- using ICT to support writing and the acquisition of literacy skills
- helping children to present information successfully, including the use of graphics, sound and cameras
- how ICT can enable children with SEN to access the curriculum.

The book suggests suitable games and packages, and shows how the TA can develop personal ICT skills that will support professional activities - such as record-keeping and presenting information to colleagues.

Readership

Anyone studying for a foundation degree, or working towards higher level teaching assistant status

Contents

ICT in the Curriculum / Communication in Text / Presenting Information / Electronic Communication / Handling Information / Modelling and Control / ICT and the Future



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NEW FROM SAGE PUBLICATIONS

Study Skills for Dyslexic Students

Book and CD-ROM



Edited by **Sandra Hargreaves** *London Metropolitan University*

Sage Study Skills Series

August 2007 · 144 pages

Cloth (978-1-4129-3608-8) Price £50.00

Paper (978-1-4129-3609-5) Price £15.99

Written with the needs of dyslexic students in further and higher education in mind, this book will motivate, inspire and guide the dyslexic student through their studies.

It is set out in an accessible format and includes a CDrom packed with tools and resources to help plan workloads, improve skills and boost confidence.

Advice is included on:

- planning student workloads to fit schedules
- note-taking and note-making
- reading strategies and speed reading
- answering essay questions
- improving grammar, spelling and punctuation
- improving mathematics skills and using statistics
- examination techniques
- using ICT.

This is an essential read for all dyslexic students in further and higher education.

Readership

All dyslexic students in further and higher education and secondary schools, plus learning support staff working with these students



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NEW FROM SAGE PUBLICATIONS

Classroom-based Research and Evidence-based Practice

A Guide for Teachers

Keith Taber *University of Cambridge*



May 2007 Cloth (978-1-4129-2322-4) Price £60.00
Paper (978-1-4129-2323-1) Price £19.99
BIC Codes: JBB

Invaluable for anyone undertaking initial teacher training courses and other postgraduate courses involving an element of educational research, this text equips the reader with the necessary knowledge and skills to be confident in appreciating the nature, limitations and possibilities of small-scale classroom research, and critically reading the research of others. It includes case examples and pedagogical features throughout to enable the reader to fully engage with the issues surrounding teaching and learning.

Readership

PGCE students and other postgraduate courses involving educational research

Contents

PART ONE: LEARNING ABOUT EDUCATIONAL RESEARCH / The Professional Teacher and Educational Research / What Is this Thing Called Educational Research? / How Do Educational Researchers Think about Their Research? / What Strategies Do Educational Researchers Use? / PART TWO: LEARNING FROM EDUCATIONAL RESEARCH / Teachers Evaluating Research Quality / Teachers Evaluating Research Relevance / PART THREE: LEARNING THROUGH EDUCATIONAL RESEARCH / Teachers Planning Research / Teachers Collecting Evidence through Research / Teachers Interrogating the Evidence from Classroom Studies / Teachers Making the Case through Reporting Research



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NEW FROM SAGE PUBLICATIONS

Bullying: A Complete Guide to the Support Group Method

George Robinson and Barbara Maines both at Publishers, trainers and writers, Bristol

A Paul Chapman Publishing title **Lucky Duck Books**

April 2007 · 250 pages

Paper (978-1-4129-3536-4) Price £18.99

Why would an effective problem-solving approach to bullying be rejected by politicians whilst being welcomed and found successful by practitioners?

The 'Support Group Method' devised by **George Robinson** and **Barbara Maines**, has been faced with criticism, but for schools looking to evaluate their anti-bullying strategies and implement positive reform, it is not something that they can ignore.

Charting the development of the 'Support Group Method', originally known as the 'No Blame Approach', the book covers the research that supports the method, and the more recent controversy surrounding it. It also includes accounts from teachers, psychologists and parents describing their experiences using the method with children and young people in both primary and secondary settings.

For those who are interested in understanding, using and evaluating the method, this will provide a clear practical guide and an explanation of the theory underpinning the work.

Readership

Teachers in all schools, education and behavioural consultants, headteachers and local education authorities

Contents

Foreword / 1 - Setting the scene / 2 - Introducing the No Blame Approach / 3 - Bullying in schools and society / 4 - The frequency of bullying in schools / 5 - The parents' stories / 6 - Victims / 7 - Bullies / 8 - What is the No Blame Approach? / 9 - 101 ways to use the approach / 10 - Accounts from colleagues / 11 - Promoting the No Blame Approach / 12 - Conclusion

By Same Authors: *Crying for Help: The No Blame Approach* Paper 1-87394-286-9 £19.99 (January 1997)



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NEW FROM SAGE PUBLICATIONS

Circle Time for the Very Young

Second Edition

Margaret Collins *Educational Consultant, Southampton*

A Paul Chapman Publishing title **Lucky Duck Books**

April 2007 - 160 pages

Paper (978-1-4129-3030-7) Price £16.99

BIC Codes: JDDF,JDDB

Circle Time is extensively used in primary and increasingly in secondary schools to help young people improve their confidence, speaking and listening skills, and to raise self-esteem. Fully updated and packed with new features such as children's haikus, this new edition is full of brilliant activities for the very young. For ease of use by the busy teacher, the book highlights an activity for three to five year olds on the left-hand page and on the right-hand page the same activity is developed for 5 to 7 year olds.

The book covers core PSHE themes including:

- friends and friendship
- growing up
- feelings
- keeping safe
- citizenship.

Readership

Teachers, learning mentors and teaching assistants working in nursery, infant and junior schools.

Contents

Introduction / What You Get in This Book / Framework for Circle Time / The Eight PSHE Themes / Friends and Friendships / Growing and Growing up / Keeping Safe / Self-Esteem / Keeping Healthy / Feelings and Persuasion / Citizenship / Loss, Grief and Separation / Songbooks to Enhance Circle Time

Previous Edition *Circle Time for the Very Young* Paper: 978-1-87394-253-6 £13.99 (January 2001)



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NEW FROM SAGE PUBLICATIONS

Using Circle Time to Learn About Stories

Book and CD-ROM

Craig Deed, Bob Bellhouse both at Teacher, researcher, writer and publisher and **Glenda Johnston** Educational Psychologist, Victoria

A Paul Chapman Publishing title **Lucky Duck Books**

June 2007 • 64 pages

Paper (978-1-4129-2252-4) Price £18.99

BIC Codes: JDDB,JDDF

As teachers have become familiar and confident with the Circle Time technique they need further ideas and resources to help them develop this type of work with young people.

This engaging book will help teachers who want to use the collaborative and co-operative method of learning to widen it from PSHE to other parts of the curriculum. It allows the teacher to develop a particular theme using key questions, activities and games. The unique links to storytelling and literacy skills will make this book highly popular with primary teachers.

Readership

Primary school teachers

Contents

Story-Time / Warm-ups / Turning Questions into Games - Silent Statements / Turning Questions into Games - Complete the Sentence / Questions about Context - Time and Place / Activities about Context - Time and Place / Questions about Patterns - Plot and Possibilities / Activities about Patterns - Plot and Possibilities / Questions about Analysis - Characters, Feelings and Beliefs / Activities about Analysis - Characters, Feelings and Beliefs / Stories and Sample Activity Formats / Flowers and Apples / Sample Activities for Flowers and Apples / A Special Memory - Dad and His Cow / Sample Activities for a Special Memory Dad and His Cow / Monkey Boy! / Sample Activities for Monkey Boy! / George Gets into Trouble / Sample Activities for George Gets into Trouble



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NEW FROM SAGE PUBLICATIONS

Magic Circles

Building Self-Esteem through Circle Time

Second Edition

Murray White UK Representative, International Council for Self-Esteem

A Paul Chapman Publishing title **Lucky Duck Books**

August 2007 · 180 pages

Paper (978-1-4129-3535-7) Price £19.99

Murray White was the first British author to write a major work on Circle Time. His publication **Magic Circles** was a classic, helping to raise the profile and popularity of Circle Time during the 1990s. This new and revised edition provides a practical, up-to-date resource that will help raise self-esteem and assist young people's learning and behaviour.

The book has a new format and 50per cent new material. The resources will provide a range of exciting ideas to use in Circle Time to develop:

- security
- identity
- belonging
- purpose
- competence
- well-being.

As well as being a practical resource, **Murray** provides a theoretical underpinning to explain the value of Circle Time and reinforce self-esteem as an important aspect of mental health and well-being.

Readership

Primary teachers

Contents

Original introduction / Introduction to 2nd Edition / 1. Self-esteem. What exactly is it? / 2. Self-esteem: The Great Debate / 3. Self-Esteem. What does it do for you? How much have you? / 4. Self-esteem and Facilitation Skills. Lead your group well. / 5. Self-Esteem: Circle Times For All. / 6. Self-Esteem: In Schools / 7. Self-Esteem: Magic Circles. / 8. Circle Times to Promote Security / 9. Circle times to Promote Identity / 10. Circle Times to Promote Belonging / 11. Circle Times to Promote Purpose / 12. Circle Times to Promote Competence / 13. Circle Times to Promote Well-being / Self-esteem Resources and Bibliography a) about personal development b) group work.

Previous Edition: *Magic Circles* Paper: 978-1-87394-257-4 £19.99 (January 1999)



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NEW FROM SAGE PUBLICATIONS

Creative Circle Time for Early Years

Book and CD-ROM

Yvonne Weatherhead

A Paul Chapman Publishing title **Lucky Duck Books**

June 2007 • 150 pages

Paper (978-1-4129-3533-3) Price £24.99

This creative book uses music, song, poetry and a host of practical activities to engage young children in Circle Time. It contains 26 practical themes based on the letters of the alphabet. Busy teachers will find the ideas and resources invaluable in helping them make their Circle Time sessions innovative and exciting.

The benefits to the children participating in these sessions will be the development of:

- self-esteem
- relationships
- communications
- spiritual and moral development.

There are links to citizenship objectives and help with planning notes. This is an exciting and comprehensive resource that links Circle Time to the early years curriculum.

Readership

Early years practitioners

Contents

An Introduction to the 26 lessons / How to use this book / 1 Personal experiences of the teaching of Circle / 2 An introduction to the Circle Time lessons / 3 How to begin Circle Time / 4 Typical Circle Time activities / 5 How to develop materials further / 6 Use of Dream Journeys and Positive Thoughts / 7 Planning for Circle Time / 8 Bilal's A-Z of Circle Time lesson objectives (literacy) and links : Citizenship Bilal Bear's A-Z of Circle Time - Symbols and components of Circle Time / 9 A-Z of Circle Time : Section 1: Alphabet Challenge Section 2: A-I : Term 1 Section 3: J-R : Term 2 Section 4: S-Z : Term 3 / Appendix 1 Labels - A is for Adorable bear, etc. / Appendix 2 Knitting Pattern - Bilal bear (Stripy bear) / Appendix 3 Foundation Stage Planning Notes / Appendix 4 Key Stage 1 Planning Notes / Appendix 5 Poems (A to Z)



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NEW FROM SAGE PUBLICATIONS

Using Drama to Teach Personal, Social and Emotional Skills

Jacqui O'Hanlon and Angie Wootten

A Paul Chapman Publishing title **Lucky Duck Books**
June 2007 Cloth (978-1-4129-1820-6) Price £60.00
Paper (978-1-4129-1821-3) Price £18.99
BIC Codes: JDDF,YXRH,JDS

Originally developed for deaf children, this innovative and successful drama programme addressing personal, social and emotional needs can benefit all children in primary schools.

The interactive and lively ideas cover a variety of themes from empathy to assertiveness.

Bringing together the expertise of a drama teacher and the skills of a teacher of the deaf, the book provides an unconventional way of exploring human concerns.

Readership

Primary teachers

Contents

Acknowledgements / Introduction / I can express how I feel / I know how you feel / I can make friends / I can keep friends / I'm happy being me / I can express what I need / Compendium of games / Assessment and evaluation



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NEW FROM SAGE PUBLICATIONS

Teaching Play to Children with Autism

Practical Interventions Using Identiplay

Book and CD-ROM

[Nicky Phillips](#) and [Liz Beavan](#)

A Paul Chapman Publishing title [Lucky Duck Books](#)

April 2007 · 72 pages

Paper (978-1-4129-2894-6) Price £24.99

BIC Codes: JDGS,JDDB

For children on the autistic spectrum and those with a specific communication disorder the social and emotional impairment demonstrates itself in, amongst other ways, a difficulty in learning to play and a resulting isolation from peers and their imaginative and physical world.

The authors explain the function and development of play for children who develop the skills normally. Their analysis has provided a sound theoretical basis for the practical teaching programme which promotes the development and opportunity to practise the elements:

- social skills and social understanding,
- imagination
- rehearsal
- flexibility and change
- exploration.

The sections of the book cover:

Tabletop Identiplay - instructions on how to set up this positive and practical play intervention based on the work of Beyer and Gammeltoft.

Identiplay kits and play scripts - a resource bank of copiable pages clearly listing ideas for Identiplay kits and possible play scripts to use with each set.

Beyond Identiplay - ways of adapting Identiplay to further extend play skills, moving away from the original format of a table-top activity, and applying the principles in a wider range of activities, such as role play, the development of leisure activities, water play and outdoor games.

A CD-ROM is included containing the photographs, video clips and scripts to allow printing of all the materials.

Readership

Teachers, educational psychologists, early years SENCOs and parents.

Contents

[Dr Caroline Smith](#) Foreword / Why Help? / Introduction to Identiplay - A Play Intervention / Identiplay Kits and Play Scripts / Beyond Identiplay



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NEW FROM SAGE PUBLICATIONS

Behavioural Issues

A Practical Programme to Support Young People

Book and CD-ROM

Tina Rae Senior Educational Psychologist, Hillingdon and **Brian Marris** Deputy Headteacher, Hillingdon Tuition Centre

A Paul Chapman Publishing title **Lucky Duck Books**

July 2007 • 160 pages

Paper (978-1-4129-2870-0) Price £19.99

BIC Codes: JDGS5,JDDH

This exciting new series of three books, focuses on the real issues, problems and concerns of teenagers in today's increasingly diverse and complex society. It presents hard-hitting and realistic scenarios, based upon the real-life experiences of pupils at the Hillingdon Tuition Centre, and the programme will help young people to reflect on their behaviours and the behaviours and motivations of others.

Each book contains:

- Background and rationale for the programme
- Notes for facilitators on how to deliver the programme including pre- and post course measures for students participating
- 8 topic areas presented in scenario form with additional resources including a question and answer session, image card activity, take home task and an evaluation form
- CD ROM containing PowerPoint presentation and OHT (questions and answers), audio version of each character card and copies of image cards and take home tasks.

With a focus on behavioural issues, the eight chapters in this book cover aspects pertinent and relevant to adolescent students such as drug abuse, date rape, anti-social behaviours and peer pressure. The scenarios are based upon real-life situations and events and are truly meaningful and relevant to today's teenagers.

Readership

Learning mentors, SENCOs, pastoral heads, youth offending teams, education social workers, mental health teams, youth workers and educational psychologists

Contents

'Dumb Idiot': deals with bullying SEN pupil to suicide) / 'Taking It': deals with date rape) / 'Honda 50': deals with death from fun riding) / 'Love Rat': deals with split up, big hurt) / 'Shorty': deals with aggressive short person, using weapons) / 'Go Somewhere Else': deals with traveller prejudice) / 'Look at That': deals with obesity) / 'Who am I?': deals with mixed race dilemma



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NEW FROM SAGE PUBLICATIONS

Emotional Issues

A Practical Programme to Support Young People

Book and CD-ROM

Tina Rae Senior Educational Psychologist, Hillingdon and **Brian Marris** Deputy Headteacher, Hillingdon Tuition Centre

A Paul Chapman Publishing title **Lucky Duck Books**

July 2007 • 160 pages

Paper (978-1-4129-2871-7) Price £19.99

BIC Codes: JDGS5,JDDH,YXRB

This exciting new series of three books, focuses on the real issues, problems and concerns of teenagers in today's increasingly diverse and complex society. It presents hard-hitting and realistic scenarios, based upon the real-life experiences of pupils at the Hillingdon Tuition Centre, and the programme will help young people to reflect on their behaviours and the behaviours and motivations of others.

Each book contains:

- Background and rationale for the programme
- Notes for facilitators as to how to deliver the programme including pre- and post course measures for students participating
- Eight topic areas presented in scenario form with additional resources including a question and answer session, image card activity, take home task and an evaluation form
- CD ROM containing PowerPoint presentation and OHT (questions and answers), audio version of each character card and copies of image cards and take home tasks.

With a focus on emotional issues, the eight chapters in this book cover aspects pertinent and relevant to adolescent students such as drug abuse, date rape, anti-social behaviours, and peer pressure. The scenarios are based upon real life situations and events and are truly meaningful and relevant to today's teenagers.

Readership

Learning mentors, SENCOs, pastoral heads, LSUs, youth offending teams, education social workers, mental health teams, youth workers, educational psychologists.

Contents

1 'Peer Pressure': deals with shoplifting / 2 'Out of It': deals with drug abuse / 3 'Nicked, No Problem': deals with getting sentenced / 4 'Burn it Up': deals with school arson / 5 'Ragging Up': deals with car theft and accident / 6 'Two Sides': deals with Muslim girl, dual culture / 7 'Graffiti Courage': deals with ASBO - home lost / 8 'Happy Slapping': deals with burst ear drum



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Social Issues

A Practical Programme to Support Young People

Book and CD-ROM

Tina Rae Senior Educational Psychologist, Hillingdon and **Brian Marris** Deputy Headteacher, Hillingdon Tuition Centre

A Paul Chapman Publishing title **Lucky Duck Books**

July 2007 • 160 pages

Paper (978-1-4129-2872-4) Price £19.99

BIC Codes: JDGS5,JDDH,JBSN

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With a focus on social issues, the eight chapters in this book cover aspects pertinent and relevant to adolescent students such as drug abuse, date rape, anti-social behaviours, and peer pressure. The scenarios are based upon real life situations and events and are truly meaningful and relevant to today's teenagers.

Readership

SEAL/emotional literacy coordinators, primary teachers, educational psychologists and consultants

Contents

1 'Cow Face': deals with boys undermining//disrespecting females / 2 'Drunk & Disorderly': deals with alcohol abuse / 3 'Grassing Up': deals with buckling under peer pressure / 4 'Gay Boy': deals with homophobia / 5 'Baby Blues': deals with boys leaving pregnant girls / 6 'Bullying': deals with being bullied for being different / 7 'The Girls' Way': deals with girls not valuing their bodies / 8 'Eat Up': deals with anorexia



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NEW FROM SAGE PUBLICATIONS

How to Make Friends

Building Resilience and Supportive Peer Group for 9 to 12 Year Olds

Book and CD-ROM

Ruth MacConville *Head of Special Educational Needs Service, London Borough of Ealing*

A Paul Chapman Publishing title **Lucky Duck Books**

July 2007 • 64 pages

Paper (978-1-4129-2256-2) Price £18.99

Effective interpersonal skills are crucial for children's social and emotional development yet often we hope these will just develop, to be caught rather than taught. This book is based on the author's practical experience of running the programme in schools and is underpinned by research into the development of pro-social behaviour and friendship skills.

The 26 sessions are arranged in the sequence of the alphabet from 'active listening' to 'zero tolerance for bullying'. The difference between being friends and being friendly is a skill necessary to help create friendly relationships.

The sessions raise awareness and understanding of the interpersonal skills including communicating and co-operating for friendship. Social skills are critical but other qualities are essential. The sessions highlight:

- reciprocity
- commitment
- giving and sharing
- trust.

The programme is intended for whole-class work but would also be suitable for small groups. There are comprehensive facilitators' notes, all necessary resources, partner and group work, plenary and extensive ideas. This is an essential resource for all those who think teaching relationship skills is a crucial area of education.

Readership

SEAL/emotional literacy coordinators, primary teachers, educational psychologists and consultants

Contents

Acknowledgements / Introduction and background / How to use the programme. / Notes for teachers / The structure of the sessions. / The 26 Sessions / A to Z



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NEW FROM SAGE PUBLICATIONS

Developing Emotional Literacy with Teenage Boys

Building Confidence, Self Esteem and Self-Awareness

Book and CD-ROM

Tina Rae Senior Educational Psychologist, Hillingdon and **Lisa Pedersen**

A Paul Chapman Publishing title **Lucky Duck Books**

March 2007 • 96 pages

Paper (978-1-4129-3032-1) Price £18.99

BIC Codes: YXRB,JCD,YXRH

There has been a growing concern about the emotional development and mental health of young men. Suicide rates have risen, 90% of children with behaviour problems and 80% of children with learning problems are males and concerns have been raised regarding young men's ability to maintain relationships.

Developing Emotional Literacy with Teenage Boys is developed from research, practice and teaching and challenges young men to acknowledge the importance of emotional development and the fact that they have a responsibility to do something about it.

The 12 sessions include:

- appearance
- girl friends
- sex
- tolerance
- drugs awareness
- crime and punishment.

Comprehensive facilitator's notes and all resources needed for the programme are provided. An excellent resource for all those concerned with boys' emotional development.

Readership

Secondary school teachers, school counsellors, SENCOs, educational psychologists

Contents

Introduction and Rationale / references:websites for Young Men / session 1: Identity / session 2: Appearance / session 3: Girlfriends / session 4: Friendships / session 5: Sex / session 6: Problem-Solving / session 7: Talking About Feelings / session 8: Drug Awareness / session 9: Tolerance / session 10: Crime and Punishment / session 11: Future Goals / session 12: Evaluation



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NEW FROM SAGE PUBLICATIONS

The Emotional Curriculum

A Journey Towards Emotional Literacy

Jill Bundy and Sue Cornwell

A Paul Chapman Publishing title **Lucky Duck Books**

August 2007 · 110 pages

Paper (978-1-4129-1237-2) Price £18.99

The increased interest in the emotional aspect of young people's development has made teachers aware of the need to deal in a structured way with emotional learning.

This book provides a clear, developmental framework for emotional literacy skills across the primary age range.

From nursery to Year 6 the strands are:

- complexity of emotion
- self-awareness
- managing emotions
- relationships
- awareness of others
- communication.

As well as providing a structure on which a whole school approach can be based, the programme for each year group has clear objectives and a range of suggested activities.

Research indicates that emotionally literate people learn more effectively, show greater empathy and have an increased ability to main relationships and solve conflicts. The clear, developmental style of this book will assist all primary schools in providing a coherent structure to support this development.

Readership

Teachers, headteachers, advisors and support staff in primary education

Contents

Acknowledgements / Introduction and background / The structure of the Curriculum / Teacher notes on using the material / The Emotional Curriculum / Recognizing and understanding emotions in self / Recognizing and understanding emotions in others / Management of emotions / Relationships



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NEW FROM SAGE PUBLICATIONS

Resources for Learning Mentors

Practical Activities for Group Sessions

Book and CD-ROM

Pam Allen *Child and Adolescent Mental Health Development Coordinator, Sheffield*

A Paul Chapman Publishing title **Lucky Duck Books**

May 2007 · 104 pages

Paper (978-1-4129-3089-5) Price £17.99

BIC Codes: JDGS5

In this new book, Pam Allen provides a valuable resource designed to help develop preventative approaches for learning mentors to work and deal effectively with the emotional needs of vulnerable young people.

The resources included will help young people:

- build their capacity to set realistic targets
- build a positive view of their strengths and abilities
- improve skills in communication and problem solving
- build their capacity to manage strong feelings.

There are comprehensive facilitator notes, activities and materials to provide a general course on mental health and wellbeing, as well as sections on working with vulnerable young people, teenage girls and white working class boys.

This accessible book will help ensure that children and young people can learn ways to feel safe and valued and to have a sense of self-efficacy.

Readership

Learning mentors and other educational support workers

Contents

Acknowledgements / Foreword by Panos Vostanis / Introduction / Planning the Programme / Conclusion / References / The Programme / How to Use the programme: section 1: Introducing Me section 2: Facing Feelings section 3: Body and Mind section 4: Coping and Strength



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NEW FROM SAGE PUBLICATIONS

A Complete Guide to Student Participation in Schools

Sue Wise

A Paul Chapman Publishing title **Lucky Duck Books**

June 2008 · 250 pages

Paper (978-1-4129-3532-6) Price £16.99

Future requirements of the *National Healthy School Standards*, *Every Child Matters*, the *Ofsted Framework* and *Pupil Participation Guidance* all emphasize the need for young people to be more involved in school life.

This book provides a unique user's guide for all those interested in developing this aspect of school life. It covers student participation in:

- supporting their own learning
- supporting emotional health and wellbeing
- supporting the student voice
- encouraging student participation
- participation of students with special needs.

Each section contains a description of the types of student participation, with the voices of experience:

- the written voice
- the voice of practitioners
- the voice of the student.

Each sub-section also has links to other resources and Websites. This is a wonderful resource for those wanting to explore and develop student participation.

Readership

All teachers and headteachers

Contents

Involving Students in Supporting their own Learning / Student Participation in Supporting Emotional Health and Well Being / Curriculum Areas with Potential to Develop the Student Voice / Whole School Opportunities to Encourage Effective Student Participation / Participation of students with Special Educational Needs / Moving Forward



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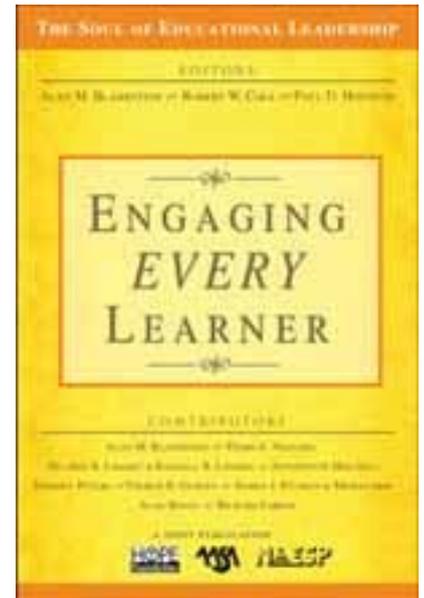
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NEW FROM SAGE PUBLICATIONS

Engaging EVERY Learner

Alan M Blankstein HOPE Foundation, Bloomington, **Robert W Cole** Educational Consultant and **Paul Houston** American Association of School Administration

A Corwin Press Publication
January 2007 • 224 pages
Cloth (978-1-4129-3853-2) Price £54.00
Paper (978-1-4129-3854-9) Price £23.00
BIC Codes: JDC,JDG



This concise volume offers educational leaders key concepts and strategies for framing discussions about closing the equality gap and ensuring high achievement for all learners. As the first volume in *The Soul of Educational Leadership* series, this unique collection presents:

- Pedro Noguera and **Alan M Blankstein** on essential questions and themes
- Randall Lindsey and Delores Lindsey on culturally proficient equity audits
- Antoinette Mitchell on the knowledge base for teaching diverse learners in big-city schools
- Stephen Peters on how to capture, inspire and teach every learner
- Thomas Guskey on rethinking the work of Benjamin S Bloom
- Karen Pittman and Merita Irby on readiness for college, work and life
- Alan Boyle on helping failing schools to turn around
- Richard Farson on the paradoxes of risk, challenge, failure and innovation

Pioneering educators and series editors **Alan M Blankstein**, **Robert W Cole**, and **Paul D Houston** offer thought-provoking ideas applicable to all schools, local authorities and learning communities, and include a complete index for browsing and easy reference.

Readership

School leaders

Contents

Acknowledgments / About the Editors / About the Contributors / Introduction / **Alan M Blankstein** Terms of Engagement: Where Failure Is Not An Option / **Pedro A Noguera and Alan M Blankstein** From Vision to Reality: Pedro Noguera Discusses Engaging Every Learner With Alan Blankstein / **Randall Lindsey and Delores Lindsey** Culturally Proficient Equity Audits: A Tool for Engaging Every Learner / **Antoinette Mitchell** The Emergence of a Knowledge Base for Teaching Diverse Learners in Big-City Schools: From Practice to Theory to Practice / **Stephen Peters** Capture, Inspire, Teach!: Reflections on High Expectations for Every Learner / **Thomas R Guskey** All Our Children Learning: New Views on the Work of Benjamin S Bloom / **Karen Pittman and Merita Irby** Engaging Every Learner: Blurring the Lines for Learning to Ensure that All Young People Are Ready for College, Work and Life / **Alan Boyle** Compassionate Intervention: Helping Failing Schools to Turn Around / **Richard Farson** The Case for Failure: Risk, Innovation, and Engagement



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NEW FROM SAGE PUBLICATIONS

Literacy Matters

Strategies Every Teacher Can Use

Second Edition

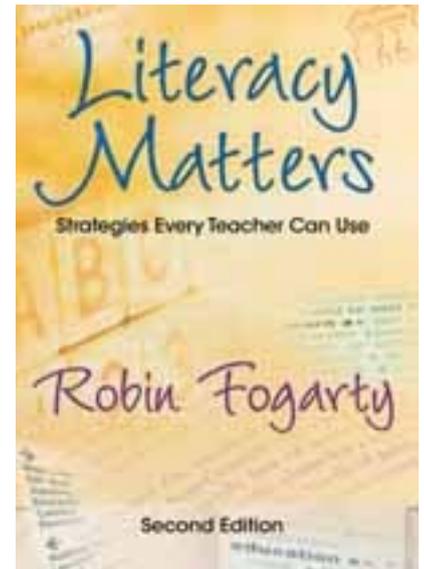
Robin Fogarty *Robin Fogarty & Associates, Ltd*

A Corwin Press Publication

December 2006 · 104 pages

Cloth (978-1-4129-3890-7) Price £39.00

Paper (978-1-4129-3891-4) Price £16.99



The versatile and practical handbook to promote students' literacy and learning!

Scores of children across the country do not read with comprehension, and literacy has become a national priority. In *Literacy Matters*, internationally recognized author, educational coach, and consultant **Robin Fogarty** defines and reviews 15 practical literacy approaches that teachers can use across all content areas and grade levels to help students develop essential literacy skills. This user-friendly resource provides strategies for immediate implementation with an overview of the research and best practices associated with each strategy.

With an easy-to-use menu that enables teachers to select the specific strategies they want to use to boost content-area literacy and comprehension, this valuable guide explores proven instructional methods such as

- Teaching metacognitive student thinking - Creating literature circles
- Involving parents and community
- Tapping into prior knowledge
- Using technology to impact literacy acquisition

Put these strategies to use in your classroom, and watch as your students improve their reading and comprehension, and apply these tools for success across content areas and in their lives!

Readership

All teachers, literacy coordinators

Contents

Learn to Learn with Metacognitive Reflections / Interact with Seven Strategies to Comprehend (Phantom Skill) / Tap into Prior Knowledge to Support Schema Theory / Extend Reading to Encourage Flexible Reading / Research the Principles of the Brain and Learning / Analyze Words to Foster Fluency / Collaborate with Cooperative Learning Groups to Engage Learners / You-Are-a-Reader Attitude Matters / Mediate with Early Intervention Strategies / Appeal to Parents//Guardians Gets Them Involved / Teach Vocabulary by Building Background Knowledge (Dolch List) / Tune-in to Technology to Impact Literacy / Enter Literacy with a Multiple Intelligences Approach / Read-Aloud, Read-Along, Read-Appropriately Practices Foster Flexible Readers / Strategize Reading with Guided Reading Activities

Previous Edition: *Literacy Matters Paper* 978-1-575-17361-0 £5.99 (January 2001)



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NEW FROM SAGE PUBLICATIONS

Teaching the Male Brain

How Boys Think, Feel, and Learn in School

Third Edition

Abigail James *Consultant*

A Corwin Press Publication

May 2007 · 320 pages

Cloth (978-1-4129-3662-0) Price £52.00

Paper (978-1-4129-3663-7) Price £24.00

BIC Codes: JDK,JDGS5,YXD

Classroom teachers know that boys learn differently from girls. Now, this practical guide to teaching boys combines classic with cutting-edge research to show them why boys learn differently and, more importantly, how they can differentiate teaching strategies to help boys succeed in the classroom.

Abigail James' qualitative and quantitative research shows the cognitive, sensory, physical, social, and emotional differences between genders. James draws from years of classroom experience to offer strategies that have been tested, refined, and used successfully in the field. This easy-to-use handbook provides helpful examples, case studies, and troubleshooting sections illustrating how to handle the concerns that can arise when teaching boys.

Teaching the Male Brain shows how to:

- Recognize sociological and neurobiological foundations of cognitive gender differences as they relate to education
- Look critically at curricula and teaching practices, evaluate how well they work with boys, and uncover areas where changes can be made
- Develop educational approaches based on research and classroom practice to provide a climate responsive to the learning differences of both boys and girls

This brain-based research will help teachers to provide appropriate and positive learning experiences for the students in their classrooms!

'This book is well written, well organized, includes legitimate scientific references, and is full of practical suggestions'
- **David Sousa, Educational Consultant, Author, How the Brain Learns, Third Edition**

Readership

All teachers

Contents

Foreword / Acknowledgements / About the Author / Introduction: How does your brain work? Understanding Research / How the Book is Structured: Learning Objectives / SEX AND GENDER DIFFERENCES IN THE CLASSROOM / Brain Basics: Are Brains Gendered? Anatomy of the Brain Sex Differences in Brain Function Accepted Differences New Findings Where do we go from here? / Sensory Differences: Vision Hearing Touch Learning Modalities Sensory Systems and Learning / Physical Differences: Activity Levels Gross Motor Development v. Fine Motor Development Targeting Handedness and Dexterity Growth Patterns Attention Learning Applications / Cognitive Differences: Verbal and Language Skills Spatial Abilities Learning Modalities / SOCIETAL AND BIOLOGICAL INFLUENCES / ADHD and Learning Disabilities: Attention - ADHD The "At-Risk" Student / Social and Emotional Differences: The Brain and Emotions Emotional Vocabulary Aggression and Bullying Competition and Cooperation Puberty Impulsivity and Delay of Gratification Social Influence on School School and Masculinity Learning Applications / Cultural, Linguistic, and Socioeconomic Differences: Teachers Culture Adults / STRATEGIES AND RESOURCES FOR TEACHING THE MALE BRAIN / Classroom Management Strategies: Home Influence Discipline Maintenance of Discipline Technology / Content Specific Suggestions: English//Language Arts Mathematics History//Social Studies Science Foreign Languages Fine Arts, Music, and Drama Computer Skills / Effective Teaching: Differentiated Instruction Multiple Intelligences Learning Modalities Backwards Design Empowering Boys as Learners / Resources and Other Helps: Books of Interest Rubrics Learning style Assessments / Appendix / References / Index



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NEW FROM SAGE PUBLICATIONS

Active Learning in the Mathematics Classroom, Grades 5-8

Second Edition

Hope Martin *Educational Consultant*

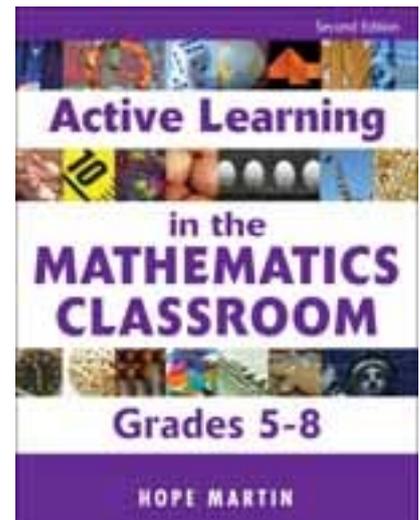
A Corwin Press Publication

April 2007 · 200 pages

Cloth (978-1-4129-4977-4) Price £54.00

Paper (978-1-4129-4978-1) Price £25.00

BIC Codes: JDS,JDK



This book offers teachers a wealth of NCTM-aligned projects and lessons to re-energize mathematics education by engaging all students in rich learning experiences.

Fully developed, ready-to-use lessons help students gain deeper understandings of key concepts, learn to use mathematics as a powerful problem-solving tool, and communicate and reason mathematically. The revised **Second Edition** includes current research about effective methods for teaching mathematics, a new chapter that focuses on algebra concepts, 15 new student activities, and streamlined information for teachers preparing to implement the activities.

Readership

Secondary school teachers

Previous Edition: *Multiple Intelligences in the Mathematics Classroom* Paper: 978-1-575-17010-7 £17.99 (January 1996)



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NEW FROM SAGE PUBLICATIONS

Teaching Discipline and Self-Respect

Effective Strategies, Anecdotes, and Lessons for Successful Classroom Management

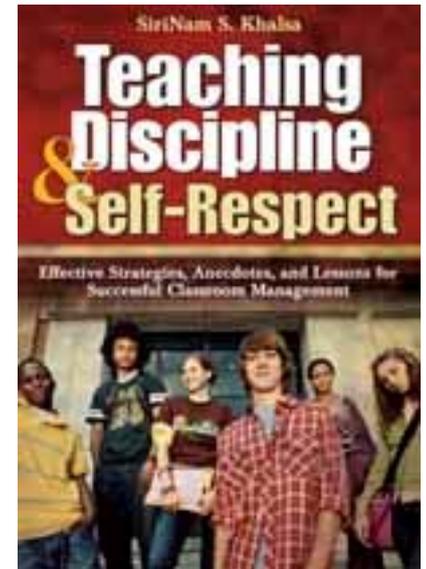
SiriNam S Khalsa *Springfield School District*

A Corwin Press Publication

April 2007 • 208 pages

Cloth (978-1-4129-1547-2) Price £52.00

Paper (978-1-4129-1548-9) Price £24.00



Manage your classroom with proven, positive techniques that promote appropriate behavior.

Teachers want to be able to teach the content they were trained to teach. Yet most teachers find themselves faced with the challenge of achieving effective classroom management. Highly readable and engaging,

Teaching Discipline & Self-Respect offers guidelines, specific strategies, and structured activities that have been used successfully in culturally, linguistically, economically, and academically diverse classrooms. **SiriNam S. Khalsa**, a master teacher and consultant who is passionate about teaching and understanding the individual needs of every student, focuses on developing self-esteem and self-image while maintaining the dignity of each student.

Through vignettes and case studies, **Khalsa's** text provides readers with: Guidelines for changing students' negative behavior Reproducible lessons, such as 'Understanding Anger' and 'Teaching 'I' and 'You' Statements' Engaging activities ready for immediate use in difficult situations 15 steps to help teachers keep a positive mental attitude 30 techniques for reducing stress and maintaining perspective when working with challenging students This refreshing and energizing approach to classroom management shows teachers how to embrace positive change and improve both their teaching practice and their students' lives.

Readership

All teachers, school counsellors, SENCOs and educational psychologists

Contents

Introduction: About the Book: The Boatman and the Passenger What is Teaching Discipline? Outcomes of Teaching Discipline Using This Book / PART ONE: Creating Cooperation in the Classroom / 1. Building Cooperation and a Community of Learners: Rapport: The Power of Relationships Techniques for Creating Dialogue Building a Community of Learners / 2. Creating Classroom Procedures and Routines: Cycle of Reinforcing Attitudes and Behaviors Discipline vs. Punishment Classroom Procedures and Routines Thinking Signs Follow-Up Feedback / 3. Teaching Discipline and Self-Respect: Who's In Charge? Establishing Authority Promoting Desirable Behavior Inviting Cooperation Offering Choices - Within Limits Academic Choice Avoiding Power Struggles Setting Limits Through Thinking Words The Criticism Trap / 4. Strategies Impacting Positive Discipline and Self Respect: Time Outs Repeating Redirecting Momentum Self-Monitoring Checklist Self-Control Cards Collaborative Teaming / 5. Changing 11 Negative Behavior Cycles: The Class Bully The Class Clown The Interrupter Always Disorganized Overly Sensitive The Teaser The Property Destroyer 'I'm a Fighter' 'I'm Stupid' 'I'm Nervous' Sexual Overtones / 6. Understanding Diverse Students and Difficult Circumstances: Working With Students and Families That Are in Poverty Respecting Cultural and Linguistic Differences Understanding Students That Are ADHD / PART TWO: Managing Your Stress: Help for Educators / 7. Avoiding Burnout: Signs of Burnout New Teachers and Burnout Self-Evaluation Protecting Your Energy / 8. Maintaining a Positive Mental Attitude: 15 Steps: 15 Steps / 9. Releasing Stress: 30 Techniques and Concluding Thoughts: 30 Techniques The Whole Student



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NEW FROM SAGE PUBLICATIONS

The Adolescent Brain

Reaching for Autonomy

Robert Sylwester *University of Oregon*

Corwin Press Publication

April 2007 · 176 pages

Cloth (978-1-4129-2610-2) Price £48.00

Paper (978-1-4129-2611-9) Price £22.00

How the teenage brain thinks, feels, learns, and changes on its journey adulthood. In this enlightening volume, expert educator and scientist **Robert Sylwester** explains how adults can better understand teenagers through an engaging discussion of the adolescent brain.

Readers will learn how to: Mentor adolescents rather than attempt to control them Nurture creativity, imagination, and individuality Understand such critical issues as sexuality and bonding, morality and ethics, risk and security, collaboration and autonomy, and more Easy-to-understand theories, familiar examples, and nontechnical language make complex research accessible and appropriate for rewarding classroom or family discussion.

'Excellent advice on dealing with young people. I wish I had this book when my own children were adolescents!' **Patricia Wolfe, International Educational Consultant, Mind Matters, Inc.**

'Written in a reader-friendly manner, the book thoughtfully examines the transition period from childhood to adulthood and combines scholarship from psychology, education, and neuroscience. Loved the graphics!' **Sheryl Feinstein, Associate Professor, Augustana**

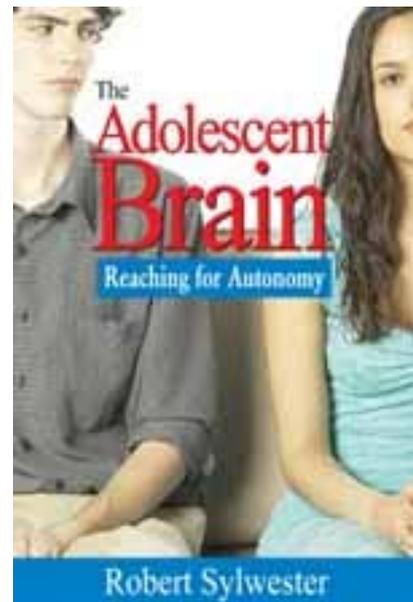
College Readers will leave this book with a sense of calmness about living or working with adolescents. **Bob Patterson, Training Manager, Discovery Education**

Readership

Secondary school teachers, school counsellors, SENCOs, educational psychologists

Contents

1. Adolescence in Contemporary Society: Being Somewhat Confused: Confusion Within Adolescents Confusion About Adolescents An Introduction to the Issues Subsequent Chapters Explore / 2. Brain Organization and Development: Being Human: Mirror Neurons The Organization of the Human Brain The Development of the Human Brain Maintaining a Developing Brain / 3. Sexuality and Bonding: Maintaining our Species: Biological Differences Interpreting Gender Differences Cultural Confusion Human Bonding Behavior Emerging Cultural Conflicts The Hazards of Sexual Pleasure / 4. Productivity and Vocation: Maintaining Our Planet: A 21st Century Curriculum for 21st Century Students A 21st Century Vocation Home, School, and Vocation / 5. Morality and Ethics: Maintaining Our Culture: Factual Knowledge and Decisions Adaptive Preferences and Choices The Development of Our Moral/Ethical Base / 6. Risks and Security: Going Beyond the Known: Our Brain's Regulatory Systems From Emotional Arousal to Conscious Decision The Biology of Risk and Security Adults and Adolescent Risks / 7. Technology and Drugs: Going Beyond Nature: Biological Stress Technological Enhancement Drug Support Psychoactive Drugs: A Primer / 8. The Arts and Humanities: Going Beyond Reality: Adornment Language, Music, and Dance The Humanities / 9. Collaboration and Autonomy: Going Beyond Adolescence: Collaboration The Reach for Autonomy



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NEW FROM SAGE PUBLICATIONS

Uncovering Teacher Leadership

Essays and Voices from the Field

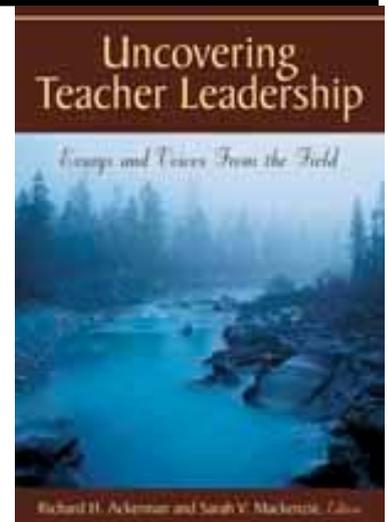
Richard Ackerman and **Sarah V Mackenzie** both at University of Maine

A Corwin Press Publication

March 2007 • 416 pages

Cloth (978-1-4129-3939-3) Price £62.00

Paper (978-1-4129-3940-9) Price £31.00



Immerse yourself in exploring the heart of teacher leadership!

Practicing the art of teacher leadership requires self-reflection, creativity, and discipline. This comprehensive reader brings together the top voices in the field, encouraging teacher leaders to examine the tensions in their practice. Edited by recognized experts in leadership circles, **Richard Ackerman**, author of *The Wounded Leader*, and **Sarah Mackenzie**, this must-have resource contains classic essays and contemporary gems that examine teacher leadership in insightful and surprising ways.

This well-organized compendium features stories and lessons from teacher leaders that explore current issues, underlying feelings, and fresh perspectives for an in-depth examination of teacher leadership. Within a five-part structure, each section begins with an introduction and closes with questions designed to encourage reflection and discussion. Readers will be able to use:

Stories, essays, and research findings for insight and exploration
Ideas for inspiring and motivating other educators to examine and improve their practices
Revealing the inner world of teacher leaders will prompt readers to think more deeply about their own leadership.

Readership

All teachers, headteachers, CPD coordinators

Contents

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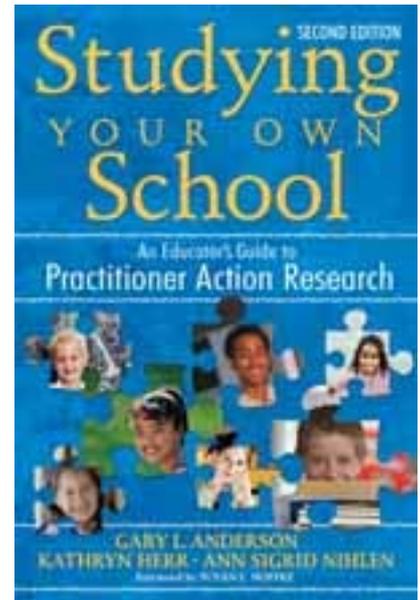
NEW FROM SAGE PUBLICATIONS

Studying Your Own School

An Educator's Guide to Practitioner Action Research
Second Edition

Gary L Anderson *New York University*, **Kathryn Herr** *Montclair State University* and **Ann Sigrid Nihlen** *University of New Mexico, Albuquerque*

A Corwin Press Publication
May 2007 • 280 pages
Cloth (978-1-4129-4032-0) Price £54.00
Paper (978-1-4129-4033-7) Price £25.00



Anderson, Herr, and Nihlen have thoroughly updated and revised their classic book on action research. Since the publication of the first edition, action research has become an established professional development practice in schools and in teacher education programs. But the fundamentals did not change, nor have the challenges that teacher researchers will face. The authors expertly guide educators through the action research process, alleviating potential concerns and questions.

The book is full of new and updated examples that help to make the process concrete. New features to the second edition include: A chapter on crafting the research question and the research design Political and ethical considerations New examples of action research studies that reflect the current educational environment This book is intended for teachers, principals, and other school-based educators. It is also appropriate for research courses in teacher education programs.

Readership

All teachers, headteachers, undergraduate and postgraduate students

Contents

Foreword by Susan E. Noffke / Acknowledgments / Preface / About the Authors / 1. What Is Action Research? / 2. Merging Educational Practice and Research: A New Paradigm / 3. What Does Practitioner Research Look Like? / 4. Empowerment and Practitioner Research: An Example / 5. The Research Question, Ethical Considerations, and Reserch Design / 6. Qualitative Research Approaches for Practitioner Action Research / References / Index

Previous Edition: *Studying Your Own School* Paper: 978-0-8039-6114-2 £22.00



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NEW FROM SAGE PUBLICATIONS

Teaching Constructivist Science, K-8

Michael L Bentley *University of Tennessee*, **Edward S Ebert** *Coker College* and **Christine Ebert** *University of South Carolina*

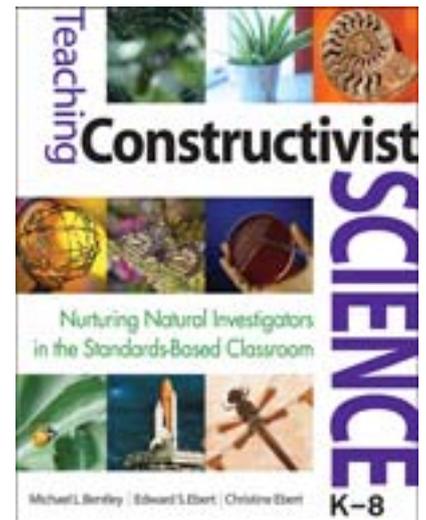
A Corwin Press Publication

April 2007 • 224 pages

Cloth (978-1-4129-2575-4) Price £51.00

Paper (978-1-4129-2576-1) Price £23.00

BIC Codes: JDS,JDV



Designed for use in primary schools, these original activities will enrich teaching and learning in science by connecting constructivist theory and practical lesson planning and teaching.

Teaching Constructivist Science, K-8 includes a resource list provides guide for building a science friendly environment in the school, and strategies to support special education students and those with additional learning needs are provided.

Readership

Primary science teachers

Contents

List of Figures / List of Activities/ List of Photographs / About the Authors / Acknowledgements / Preface to the Book / Section I. Foundations for Teaching Science / Preface / 1. The World of the Scientist and the Nature of Science / 2. The Content of K-8 Science / 3. Characteristics of the Science Learner: Development in Childhood and Adolescence / Section II. Teaching Children Science / Approaches and Strategies / 4. Developing the Classroom Curriculum / 5. Engaging Learners in Inquiry: Content, Attitude, Process / 6. Designing Science Lessons for All: Differentiating Instruction / 7. Making Real-World Connections / Section III. Planning, Management, Assessment, and Resources / Preface / 8. Nuts and Bolts: Organizing and Managing the Classroom for Inquiry / 9. Assessment and Evaluation / 10. A Compendium of Resources / References / Index



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NEW FROM SAGE PUBLICATIONS

From First-Year To First-Rate

Principals Guiding Beginning Teachers

Third Edition

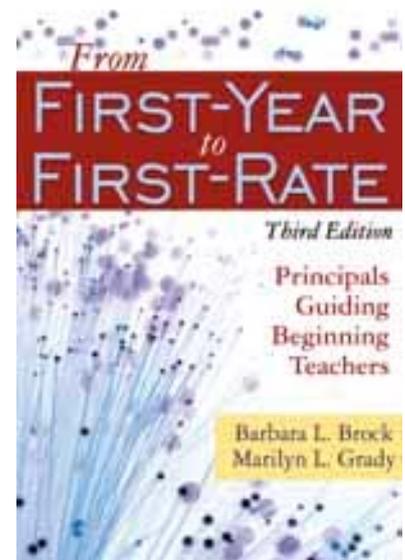
Barbara L Brock *Creighton University* and Marilyn L Grady
University of Nebraska, Lincoln

A Corwin Press Publication

March 2007 • 160 pages

Cloth (978-1-4129-1602-8) Price £42.00

Paper (978-1-4129-1603-5) Price £18.99



Praise for the Second Edition: 'Finally, a book that is realistic and provides superb assistance. A must for every principal.' Ronald Jockel, Executive Director, Phi Delta Kappa International 'Compelling rationale and practical steps for developing a first year teacher induction program.' Linda L. Lyman, Associate Professor, Department of Educational Leadership and Human Development, Bradley University Help new teachers be the best they can be!

Beginning teachers are often filled with self doubt and questions regarding school culture and principals' expectations. From First-Year to First-Rate: Principals Guiding Beginning Teachers, Third Edition helps you answer teachers' questions and gain strategies to prevent the isolation that many new instructors experience. Updated to meet the challenges facing new teachers today, this revision of the bestseller helps administrators develop a first-year induction plan to help teachers succeed.

This vital resource provides: Ideas for initial orientation Strategies for measuring program success A greater focus on practical applications for the classroom You hold the key to the professional development of your teachers. Use it to unlock their potential for growth!

Readership

All headteachers

Contents

Acknowledgments / About the Authors / Introduction / 1. Understanding the Beginning Teacher: The Mature Beginner Alternative Certification Beginning Teachers From Minority Groups Reentry to Teaching Experienced Teachers in a New School Summary / 2. Helping Beginning Teachers Face Problems and Barriers: Reality Shock Theoretical Knowledge Base Administrators and Expectations Isolation New Kid on the Block Classroom Dilemmas Addressing Differing Student Needs Assessment Setup for Failure Inferior Working Conditions Are You Old Enough to Be a Teacher? Nonpublic Schools Rural Schools Overwhelmed Summary / 3. Acclimating the Beginning Teacher: The Strength of School Cultures Socializing the Beginning Teacher Summary / 4. Working With Beginning Teachers: The Role of the Principal: The Power of the Principal The Leadership of the Principal Why Should Principals Work With Beginning Teachers? What Expectations Do Principals Have? What Is the Principal's Role With Beginning Teachers? What Problems Are Within the Control of the Principal? Formative and Summative Evaluation Support for the Principal How Do Principals Find the Time to Help? Assessing Time Spent Taking Charge of Your Time Summary / 5. Starting Orientation Before the School Year Begins: The Orientation Phase Orientation Meetings: Setting the Stage The Role of the Principal in Orientation Summary / 6. Developing a Good Induction Program: What Is Developmental Induction? Organizational Structure Program Delivery Welcome Beginning Teachers Summary / 7. Building a Teacher-Mentor Support Team: Where Did the Idea of Mentors Originate? How Do We Know That Mentoring Works? What Are the Benefits of Mentorships? Beginning a Teacher-Mentor Program The Needs of New Teachers The Framework of a Mentor Program What Are the Requirements for a Mentor? Matching Mentors With Entry-Year Teachers The Process of Mentoring How Should Mentors Be Oriented? Training of Mentors Diagnosing Problems Conferencing With Beginners The Role of Other Faculty Administrative Support University Consultants Program Evaluation Summary / 8. Helping Beginning Teachers With Common Problems: Helping With Specific Problems The Principal's Role The Teacher's Role Summary / 9. Measuring Induction Program Success: Needs Assessment Goals Year-End Evaluation Principals' Self Assessments Summary / 10. Integrating Induction and Career-Long Development: Development That Spans a Teaching Career Strategies for Adult Learners Meeting the Needs of the Developing Adult When Reflection and Renewal Diminish Fostering a Culture for Growth A Model for Continuous Development A Model for Continuous Learning Summary / References

Previous Edition: *From First-Year to First-Rate* Cloth: 978-0-7619-7673-8 £40.00 Paper: 978-0-7619-7674-5 £17.99 (April 2001)



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NEW FROM SAGE PUBLICATIONS

Teaching Reading to English Language Learners, Grades 6-12

A Framework for Improving Achievement in the Content Areas

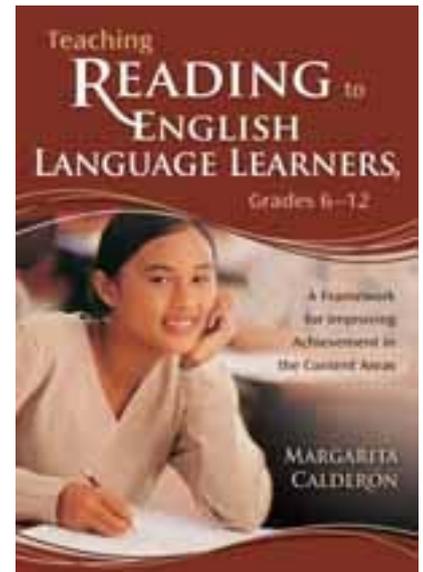
Margarita Espino Calderon *John Hopkins University, El Paso*

A Corwin Press Publication

May 2007 · 176 pages

Cloth (978-1-4129-0925-9) Price £48.00

Paper (978-1-4129-0926-6) Price £22.00



English Language Learners are no longer confined to just a few states, but can be found in just about every classroom. Without strong reading skills, ELLs cannot develop to their fullest potential and are at greater risk for dropping out of school.

Many ELLs don't fully develop their literacy skills in the elementary grades or begin their schooling in middle or high school. And most mainstream teachers may not have the training and preparation to teach language minority students.

This resource provides assistance to teachers who struggle with the question of how to appropriately present complex subject matter to students who are just learning to speak English. With funding from the Carnegie Corporation and the US Department of Education, Margarita Calderon and her associates developed the ExCELL (Expediting Comprehension for English Language Learners) model.

From this successful program they created the ExC-ELL Observation Protocol tool for planning content lessons; coaching for literacy coaches not familiar with ELL instruction; supervision by administrators; teacher self-reflection; peer coaching; and conducting classroom research.

This practical guide is full of ready-to-use tools, including: Lesson templates, Rubrics, Sample lesson plans in mathematics, science, language arts, and social studies, Descriptions of successful programs, Professional development designs. This book is designed for middle and high school teachers of English, science, math, and social studies who teach one or more ELL students. Middle and high school principals, literacy coaches, content curriculum specialists, and central office administrators will find this to be a useful tool in raising the achievement of ELLs.

Readership

Secondary school teachers, literacy coordinators, SENCos

Contents

Preface / Acknowledgments / About the Author / 1. Introduction: The ExC-ELL Model—Literacy and English Language Learners / 2. Planning Lessons Using a Research-Based Design / 3. Vocabulary Development: The Foundation for Reading in the Content Areas / 4. Teaching Reading Comprehension and Content / 5. Reading, Writing, and Speaking in Mathematics / 6. Reading, Writing, and Speaking in Science / 7. Teaching the Art in Language Arts / 8. A Vignette of Social Studies Teachers Developing and Implementing a Lesson / 9. Setting the Context for Teachers to Succeed: Professional Development for Teaching Content Area Literacy to ELLs / 10. New Directions in Coaching and Classroom Observation / References / Index



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NEW FROM SAGE PUBLICATIONS

Learning to Lead Mathematics Professional Development

Judith Mumme and Cathy Carroll *both at WestEd*

A Corwin Press Publication

June 2007 · 104 pages

Paper (978-1-4129-1504-5) Price £154.00

A new opportunity for mathematics professional development leaders to enhance their ability to support teacher learning!

Help leaders learn to lead professional development to achieve specific goals, increase their knowledge of mathematics, and build a repertoire of professional development strategies. Designed expressly for mathematics professional development leaders, this set of case-based leadership materials helps build the facilitation skills, content knowledge, and pedagogy to design and implement effective staff development.

Featuring a user's guide, this package also includes two DVDs with 44 seminars arranged into seven modules containing facilitation notes, video clips, participant work, PowerPoint slides, and much more. All seven modules focus on important mathematics and facilitation skills, reflect research on adult learning, and model a community of practice.

Unlike a typical guide for a specific professional development program, these materials focus on facilitation issues that are likely to be encountered in a variety of mathematics professional development situations. The multimedia kit demonstrates how leaders can deal with key issues, including:

- Managing productive mathematical discussions;
- Working with teacher explanations of mathematical ideas;
- Being mindful of equity issues in mathematics teaching;
- Selecting appropriate mathematical tasks;
- Deepening teachers' knowledge of mathematics;

This set of mathematics seminars is the ideal resource for people charged with supporting teacher leaders and others who lead mathematics professional development. Potential users include curriculum leaders, math-science partnerships, university-district partnerships, and mathematics teacher educators.

"A valuable contribution to the field. These materials both respect the complexity of the work and provide a carefully designed and sequenced curriculum for understanding it." —**Lew Romagnano, Professor of Mathematical Sciences The Metropolitan State College of Denver**

"The most usable, unique, and rigorous professional development tools to come along for mathematics. An effective professional development tool to nurture teacher leaders." —**April Cherrington, Mathematics Coordinator, San Mateo County Office of Education, CA**

Readership

All teachers, headteachers, CPD coordinators, numeracy coordinators

Contents

Foreword, by Iris Weiss / Acknowledgments / About the Authors / 1. Introduction / 2. Design of LLMPD Materials / 3. Description of the Modules / 4. Using the LLMPD Materials / Resources / References / Index



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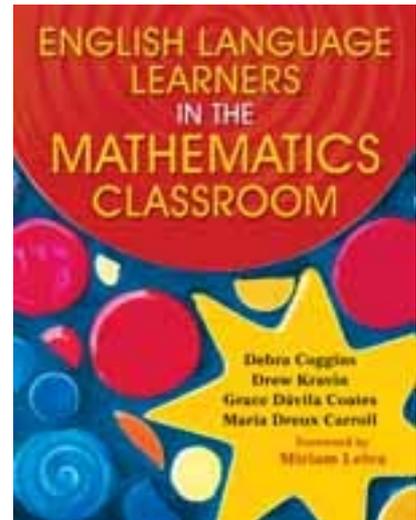
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NEW FROM SAGE PUBLICATIONS

English Language Learners in the Mathematics Classroom

Debra Coggins, Drew Kravin Alameda County Office, Grace Davilla Coates University of California and Maria Dreux Carroll Alameda County Office

A Corwin Press Publication
March 2007 • 160 pages
Cloth (978-1-4129-3759-7) Price £51.00
Paper (978-1-4129-3760-3) Price £23.00
BIC Codes: JDS,JDGF



The number of students whose first language is not English is increasing. As a result, many teachers need new resources to adapt their teaching of mathematics to support the mathematical learning of students with limited English, and to include them in rigorous instruction. By incorporating multimodal strategies, teachers can more confidently teach standards-based mathematics that can reach all of their students.

Through simple, straightforward language and examples, this resource helps teachers develop specialised understanding and strategy knowledge for supporting a high level of mathematics learning along with language acquisition.

Readership

All teachers, numeracy coordinators, literacy coordinators



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NEW FROM SAGE PUBLICATIONS

Brain-Based Teaching With Adolescent Learning in Mind

Second Edition

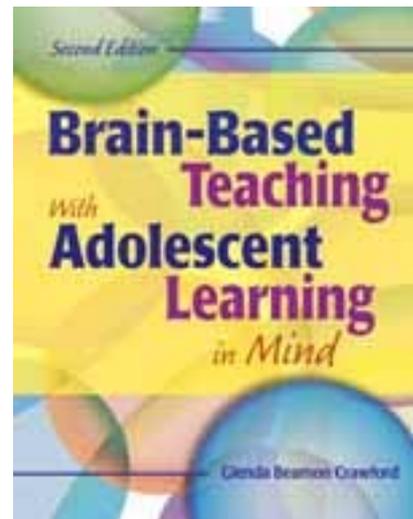
Glenda Beamon Crawford

A Corwin Press Publication

April 2007 · 176 pages

Cloth (978-1-4129-5018-3) Price £51.00

Paper (978-1-4129-5019-0) Price £23.00



Brain Based Teaching With Adolescent Learning in Mind addresses adolescent learning and its implications and applications for curriculum design and research-based instruction. Glenda Crawford connects new research to the larger picture of students' social, emotional, and intellectual needs and points to productive ways to help adolescents learn and succeed. This resource acknowledges the wide range of differences that new century adolescents bring to classrooms.

Glenda Beamon Crawford offers lesson examples that easily differentiate for very individual brains of students who have varying cultural backgrounds, levels of English language proficiency, background experiences and prior knowledge, and individual abilities and interests. Readers will find key concepts related to adolescent learning, including metacognition, motivation, social cognition, and self-regulation.

Educators will learn about linking instruction to relevant issues and reality-based problems, and about student-directed inquiry, interpretation, debate and analysis, technological access, cooperative learning and global collaboration. Standards-based content examples and scenarios focus on the elements of relevance, active learning, content depth, collaboration, inquiry, challenge, student ownership, ongoing assessment, and guided reflection.

The Adolescent-Centered Teaching (ACT) Models in each chapter illustrate this framework, with emphasis on: Essential content understandings Strategies for inquiry Adolescent motivation and challenge through intriguing and authentic events, problems and questions Teachers serving as active facilitator as students become progressively self-directed Metacognitive development and assessment, during which adolescents are involved in evaluation, reflection, and the transfer of learning to comparable and extended experiences Technology connections.

Multiple examples illustrate these interacting social, affective, and cognitive dimensions of an environment that is conducive to adolescent learning. This handbook also provides strategies for promoting transfer of learning to new contexts and more practical ideas for putting brain-based, adolescent-centered teaching into practice.

Readership

Secondary school teachers

Contents

Acknowledgements / About the Authors / Preface / 1. Understanding the Adolescent Learner: The Developing Brain / 2. Getting and Keeping Their Attention / 3. Creating a Community of Learners / 4. Teaching for Thinking and Understanding / 5. Deepening Content and Promoting Transfer / References / Index

Previous Edition: *Teaching with Adolescent Learning in Mind* Paper: 978-1-575-17329-0 £18.99 (October 2000)



Paul Chapman
Publishing

1 Oliver's Yard, 55 City Road, London, EC1Y 1SP

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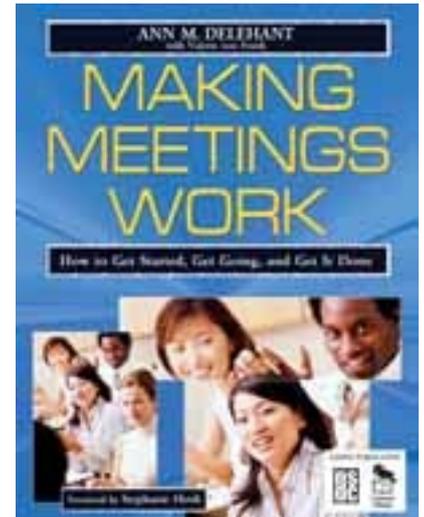
NEW FROM SAGE PUBLICATIONS

Making Meetings Work

How to Get Started, Get Going, and Get It Done

Ann M Delehant *Delehant and Associates* and Valerie von Frank

A Corwin Press Publication
January 2007 • 200 pages
Cloth (978-1-4129-1460-4) Price £54.00
Paper (978-1-4129-1461-1) Price £25.00



Are you attending more meetings and getting less done?

Even with our busy schedules, meetings can be a productive use of time when we follow some simple guidelines. Based on her work with thousands of educators, meetings expert Ann Delehant's indispensable guide is packed with tools, strategies, tips, and ideas that fit the unique context of schools, learning communities, and instructional leaders.

Offering step-by-step planning processes designed for principals, teacher leaders, staff developers, and trainers, this book provides guidelines for determining whether to have a meeting, helping groups work together to make decisions, and developing action plans.

Demonstrating how effective meetings can sustain commitment and support, this excellent facilitation handbook covers: Planning a meeting and building the agenda Considering innovative alternatives to traditional meetings Using energizers and other ideas for engaging and motivating groups Determining who gets to make what decisions.

Establishing norms and procedures for efficient use of time School leaders, school improvement and grade-level teams, and school boards will find this a dynamic resource to help groups work toward collaboration and change the environment and school community culture for the better

Readership

All teachers, headteachers

Contents

Preface / Acknowledgments / About the Author / 1. Planning a Meeting / 2. Getting the Group Started / 3. Running a Meeting / 4. Making Decisions / 5. Taking Action / References / Index



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NEW FROM SAGE PUBLICATIONS

Creating Standards-Based Integrated Curriculum

Aligning Curriculum, Content, Assessment, and Instruction

Second Edition

Susan M Drake *Brock University, Ontario*

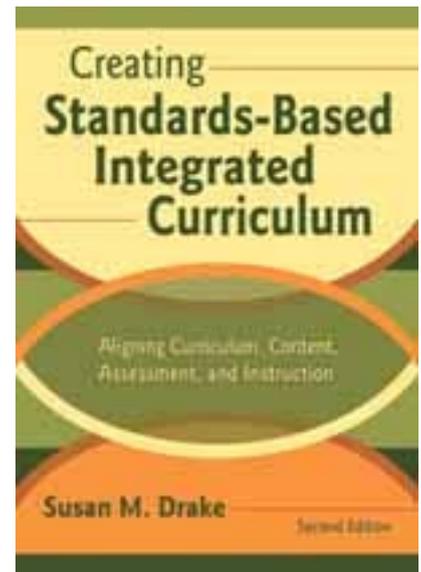
A Corwin Press Publication

April 2007 · 232 pages

Cloth (978-1-4129-1505-2) Price £51.00

Paper (978-1-4129-1506-9) Price £23.00

BIC Codes: JDCH,JDK,JDA



This completely revised edition of the classic text presents multidisciplinary, interdisciplinary, and transdisciplinary approaches to curriculum integration, covering instructional strategies, assessment tasks, and daily learning activities.

Readership

All teachers, headteachers, school administrators

Contents

List of Tables and Figures / Preface / About the Author / Acknowledgments / . Accountability and Two-Dimensional Thinking / . What Is Interdisciplinary Curriculum? / . What Do We Want Students to KNOW, DO, and BE? / . How Do Teachers Know When Students Have Met Expectations? / . How Do I Create Learning Experiences That Lead to the KDB? / . A Sample Interdisciplinary Curriculum Based on Standards / . Exploring Other Interdisciplinary//Integrated Models / . A Journey From Beginning to End: Designing and Implementing the Curriculum Process Model™ with contributions by Tessie Torres-Dickson / Epilogue / References / Index

Previous Edition: *Creating Integrated Curriculum* Cloth: 978-0-8039-6716-8 £51.00 Paper: 978-0-8039-6717-5 £23.00 (November 1998)



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NEW FROM SAGE PUBLICATIONS

So Now You're the Superintendent!

John Eller Southwest Minnesota State University, Marshall

A Corwin Press Publication

March 2007 · 208 pages

Cloth (978-1-4129-4171-6) Price £55.00

Paper (978-1-4129-4172-3) Price £25.00

BIC Codes: JDCF,JDC

So Now You're the Superintendent! focuses on practical strategies and contains comprehensive coverage about most of the areas needing the most focus for superintendents new to their positions.

Readership

All headteachers, deputy headteachers



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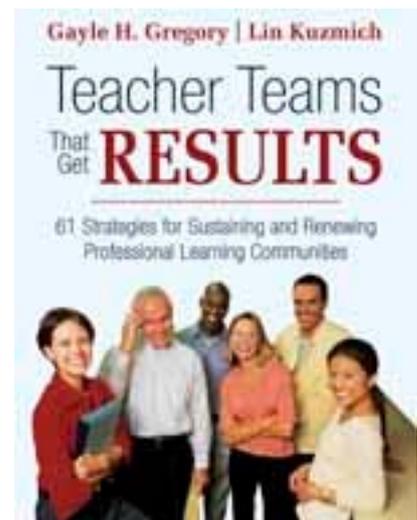
NEW FROM SAGE PUBLICATIONS

Teacher Teams That Get Results

61 Group Process Skills and Strategies

Gayle H Gregory Educational Consultant, Burlington, Ontario and
Lin Kuzmich Thompson School District, Loveland

A Corwin Press Publication
February 2007 • 368 pages
Cloth (978-1-4129-2612-6) Price £62.00
Paper (978-1-4129-2613-3) Price £31.00



Sustaining results-oriented team efforts is hard work, and achieving diversified solutions to complex issues over time requires commitment and creativity. To support the momentum of learning communities, *Teacher Teams That Get Results: 61 Strategies for Sustaining and Renewing Professional Learning Communities* provides an illustrated collection of ready-to-use tools and examples of plans in action for results-oriented faculty and staff.

Focusing on the where, what, why, how, and when to use each of the 61 strategies, best-selling authors **Gayle Gregory** and **Lin Kuzmich** offer the tools your team needs to succeed. You will learn to: Create and sustain a growth-oriented climate that encourages feedback and builds trust; Share knowledge and skills to expand and optimize results; Build resilience, develop creative solutions, and manage change; Determine priorities and create excellence during goal setting, tying data to practice, and analyzing results. An indispensable guide for teachers, teacher leaders, and school administrators, this handbook is ideal for school and district staff serving as meeting and workshop leaders and facilitators.

'Ready-to-use templates and clear instructions make this material user-friendly and clear. Especially helpful is the cross-reference matrix showing how a strategy can be used in more than one area.'**William Osman, President, New Jersey Staff Development Council**

Readership

All teachers, headteachers

Contents

Acknowledgments / About the Authors / Introduction: Tools That Get Results: Purpose for This Book What We Know About Adult Learning Brain Bits Adult Learning Principles Learning Styles What Different Learners Need Initial Group Development Phases of Group Development and Behaviors Benefit of Professional Learning Communities Getting the Intended Results Learning Teams That Get Results Tools to Succeed as Teams In This Book / 1. Creating a Growth Oriented Culture: Strategy 1. ABC Conversations Strategy 2: Birthday Month Strategy 3: Community Circle Strategy 4: Concept Formation Strategy 5: Consultation Line Strategy 6: Find Someone Who Strategy 7: Four Corners Strategy 8: Give and Go Strategy 9: Mapping the Journey Strategy 10: 3-2-1 Strategy 11: Nominal Group Process Strategy 12: Personal, Interpersonal, Task Model (P.I.T.) Strategy 13: Processing Pause Strategy 14: Random Partners Strategy 15: Synectics Strategy 16: T Chart and Y Chart / 2. Sharing Knowledge and Skills: Strategy 17: DIP Party Strategy 18: Four Corner Cards Strategy 19: Inside Outside Circle Strategy 20: Jigsaw Strategy 21: Know, Want to Know, Learned (KWL) Strategy 22: Perspective Lens Strategy 23: Pluses and Wishes Strategy 24: Plus, Minus, Interesting Strategy 25: Promissory Note Strategy 26: Right Angle Strategy 27: Round Robin, Round Table Strategy 28: Round the Room Brainstorming Strategy 29: Star Gazing Strategy 30: Think, Pair, Share Strategy 31: Wallpaper Poster / 3. Building Resilience and Creating Solutions: Strategy 32: Checking the Oil Strategy 33: Communication Matters Strategy 34: Doubling Up Strategy 35: Environmental Scanning Strategy 36: Field Force Strategy 37: FLOW Strategy 38: Gallery Walk Strategy 39: Graffiti Strategy 40: Hot Buttons Strategy 41: Journey Mapping (Also Known as Histo-Mapping) Strategy 42: Musical Chairs Strategy 43: Parking Lot Strategy 44: Roadblock Removal Strategy 45: The Question Matters: Reviewing Student Work Strategy 46: Two Sides of the Story / 4. Determining Priorities and Creating Excellence: Strategy 47: Building on Success Strategy 48: Cause and Effect Planning Strategy 49: Celebrations and Next Steps Strategy 50: Current Snapshot Strategy 51: Four Squares for Creativity Strategy 52: Lesson and Unit Studies Strategy 53: Prioritizing the Impact of Solutions Strategy 54: Prioritizing Work and Learning Strategy 55: Probable and Preferred Future Strategy 56: Pros and Cons Strategy 57: Strengths, Weaknesses, Opportunities, and Threats Strategy 58: The Interview Strategy 59: The People Ladder Strategy 60: Think Aboutsà Strategy 61: Data Chats / 5. Putting It All Together: Part One: Initial Group Development Part Two: Sustaining Groups Over Time and Through New Initiatives Putting It All Together: Examples for Implementation Keeping Notes, Logging, and Our Methods Keeping Your School, Team Culture, and Climate Healthy Summary / References / Index



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NEW FROM SAGE PUBLICATIONS

Making the Most of School Resources

Karen Hawley Miles *Education Resource Strategies*

A Corwin Press Publication **Leadership for Learning Series**

March 2007 · 190 pages

Cloth (978-1-4129-0416-2) Price £51.00

Paper (978-1-4129-0417-9) Price £23.00

BIC Codes: JDC,JDCM,JDCF

In this book, **Karen Hawley Miles** looks at the issue of school resources as a matter of making the correct choices rather than always trying to increase funding.

The author has developed four guiding principles to help principals maximize their current funding: 1) invest in teacher quality through professional development and common planning time; 2) create individual attention and personal learning environment; 3) focus on core academics and literacy; and 4) organize staff and other resources in creative, flexible ways to support instructional priorities.

Readership

School leaders



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NEW FROM SAGE PUBLICATIONS

Students at the Center

Projects and Behaviors for a Student-Centred Classroom

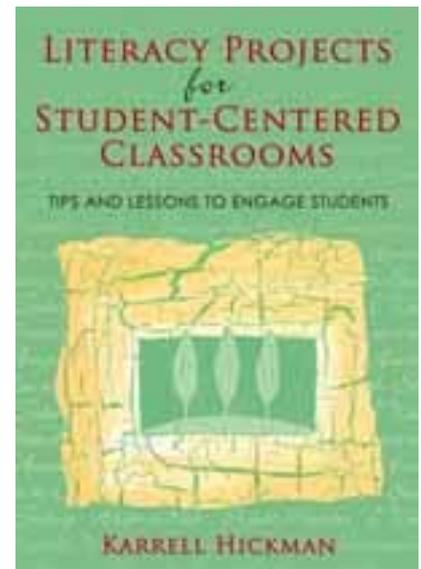
Karrell Hickman *Natomas USD*

A Corwin Press Publication

June 2007 · 152 pages

Cloth (978-1-4129-2450-4) Price £55.00

Paper (978-1-4129-2451-1) Price £25.00



Effective student-centered learning occurs when the traditional teacher-student practice of 'I lecture, you retain and repeat' is discarded, and when the students assume responsibility for their own process of discovery while the teacher assumes the role of facilitator.

In this book, **Karrell Hickman** isolates behaviors teachers and students can practice in order to move beyond their traditional roles in the classroom to promote a more engaged and energized learning environment. She presents four fully developed long-term research projects that are designed to encourage student-centered learning while meeting language arts standards on multiple levels.

Readership

Literacy Coordinators and Heads of English

Contents

Acknowledgements / About the Author / Introduction / 1. Working Toward a Student Centered Classroom: Developing Student-Led Class Discussions From Criteria to Rubrics: Student-Led Assessment Tool Other Assessment Tools Tutors, Teachers, and Collaborators Time Management / 2. How to Create a Project: Where to Find Project Ideas The Design Organizing / 3. Standards and High-Stakes Testing: Standards and Projects Standards for the English Language Arts Sponsored by NCTE and IRA High-Stakes Testing / 4. Adopt-a-Poet: Teacher Instructions Student Instructions / 5. Project Monster: Teacher Instructions Research Assignments Portfolio Presentations Student Instructions Research Assignments Portfolio Presentation / 6. I Was Friends With . . . : Teacher Instructions Research Assignments Portfolio Presentation Student Instructions Research Assignments Portfolio / 7. Tracing the Protest Movement in America Through Song: A Scavenger Hunt: Teacher Instructions The Scavenger Hunt Portfolio Timeline Graphic Presentation Student Instructions Portfolio Timeline Graphic Presentation / Appendix: Project Design Adopt-a-Poet Project Monster I Was Friends With . . . Tracing the Protest Movement in America Through Song: A Scavenger Hunt / Resources: Case Studies / References / Index



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NEW FROM SAGE PUBLICATIONS

Looking Forward To More Monday Mornings

How To Drive Your Colleagues Happy!

Diane Hodges *Threshold Group*

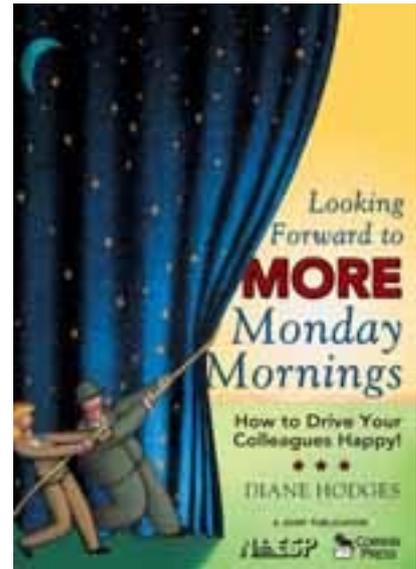
A Corwin Press Publication

July 2007 • 224 pages

Cloth (978-1-4129-4218-8) Price £55.00

Paper (978-1-4129-4219-5) Price £25.00

BIC Codes: JDC,JDCF



This book will provide educators with a wealth of ideas and activities that can be implemented in a school setting to promote appreciation, recognition, and fun in the work place.

Readership

All teachers



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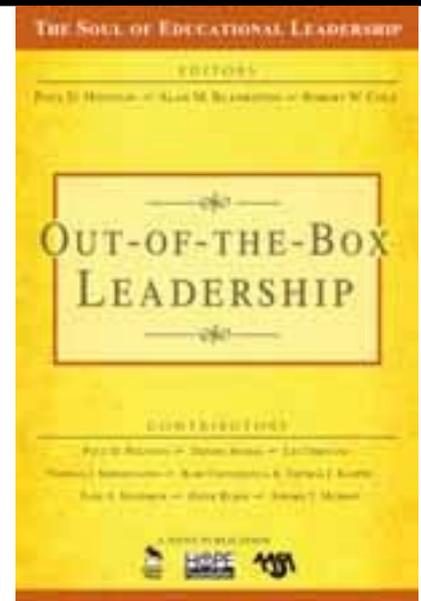
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NEW FROM SAGE PUBLICATIONS

Out-of-the-Box Leadership

Paul Houston *American Association of School Administration*, **Alan M Blankstein** *HOPE Foundation, Bloomington* and **Robert W Cole** *Educational Consultant*

A Corwin Press Publication
April 2007 • 184 pages
Cloth (978-1-4129-3845-7) Price £51.00
Paper (978-1-4129-3846-4) Price £23.00
BIC Codes: JDC



The second of a new book series on The Soul of Educational Leadership, this concise volume offers key ideas and strategies for reframing leadership practice.

With contributions from top leadership figures such as Thomas Sergiovanni and Dennis Sparks, among others, this book combines research, day-to-day school leadership practice, and reflective exercises.

Readership

Headteachers and other school leaders



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NEW FROM SAGE PUBLICATIONS

Instructional Coaching

A Partnership Approach to Improving Instruction

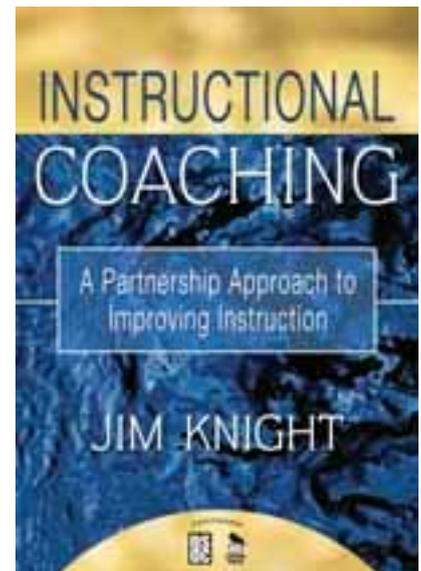
Jim Knight *University of Kansas*

A Corwin Press Publication

May 2007 · 300 pages

Cloth (978-1-4129-2723-9) Price £59.00

Paper (978-1-4129-2724-6) Price £28.00



Instructional coaching focuses on research-based instructional strategies that can have the biggest impact in improving a teacher's practice.

Jim Knight has worked as a trainer, developer, and researcher in instructional coaching for many years and has broad experience not only training coaches but also collecting data about the effects of his coaching program. In this book, the author explains the essential coaching skills that instructional coaches need to develop, including listening, observing, modeling, and collaborating.

Along with coaching skills and knowledge, this book provides guidance for leveraging instructional interventions that form the foundation of effective instructional practice. First person stories and quotes from coaches working in the trenches provide readers with a realistic picture of the responsibilities, challenges, and joys of coaching. This user-friendly resource also contains chapter organizers, resources for deeper learning, forms, worksheets, checklists, logs, reports, and all the other tools coaches and would-be coaches need.

Instructional Coaching is perfect for coaches and aspiring coaches along with the staff developers, trainers, teacher leaders, principals, and other educators who work with coaches and oversee coaching programs.

Readership

CPD advisors and school-based teacher mentors and coaches

Contents

Preface / Acknowledgments / About the Author / 1. Why Coaching? / 2. What Does Coaching Look Like? / 3. What is the Partnership Philosophy? / 4. Partnership Communication: Creating Learning Conversations / 5. Getting Teachers on Board and Finding a Starting Point / 6. Modeling, Observing, and Collaboratively Exploring Data / 7. Focusing on the Big Four: Behavior, Content Knowledge, Direct Instruction, and Formative Assessment / 8. How Coaches Can Spread Knowledge / 9. Coaches as Leaders of Change / Resource: Instructional Coaches Toolkit / References / Index



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NEW FROM SAGE PUBLICATIONS

Inspiring Middle and Secondary Learners

Honoring Differences and Creating Community through Differentiating Instructional Practices

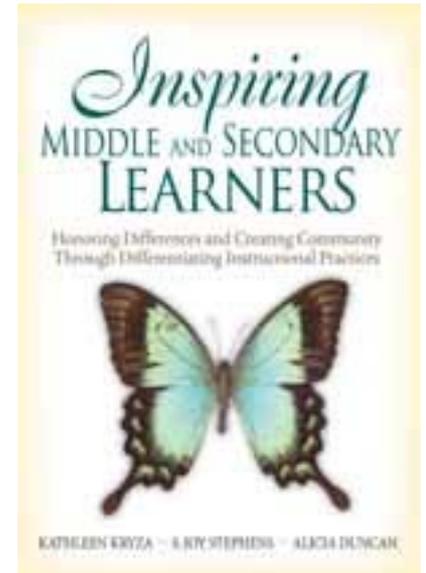
Kathleen Kryza *University of Michigan*, **S. Joy Stephens** and **Alicia Duncan** *Waterford School District*

A Corwin Press Publication

June 2007 • 288 pages

Cloth (978-1-4129-4902-6) Price £59.00

Paper (978-1-4129-4903-3) Price £28.00



While the differentiated approach to instruction continues to gain in popularity, there is still a great need for practical material to help secondary teachers who want to design engaging and meaningful lessons that will meet the needs of a diverse student body and also fulfill standards. *Inspiring Middle and Secondary Learners: Honoring*

Differences and Creating Community Through Differentiating Instructional Practices presents a strong foundation with examples and ideas for creating an engaging classroom environment and building a community of learners who honor themselves and each other.

The authors guide the reader step by step through the process of gathering student data, and show how to use this data to inform instructional practice. Low-prep, easy-to-implement strategies for differentiation are presented, along with more in-depth model lessons and rubrics in the content areas. Teachers can easily modify and/or create their own differentiated lessons using these models. Focusing on grades 6-12, this highly practical guide provides teachers with the tools they need for assessing and addressing the needs of the socially, culturally, and academically diverse students in their classrooms.

Readership

Teachers in middle and secondary schools

Contents

List of Figures / Foreword / Preface / Acknowledgements / About the Authors / Part 1: Inspiring Middle and High School Learners / 1. The Inspiring Classroom: Motivation vs. Inspiration Foundations of the Inspiring Classroom Honoring Our Role as Teacher Honoring Our Fellow Teachers Honoring Our Students What is the Inspiring Classroom? / 2. The Inspiring Classroom: Theory Into Practice: Three Foundations of an Inspiring Classroom Five Elements to Differentiate / 3. Honoring Individuals, Building Community: Gathering Data About Students Honoring and Inspiring All Learners Building Community and Honoring Diversity / 4. Creating Lifelong Learners: An Apprenticeship Approach: Maintaining a Balance Vital Know-Hows for Student Success How to Teach the Vital Know-Hows / Part 2: Activities and Designs to Inspire Middle and High School Learners / 5. Lite-n-Lean Learning Activities: Beginning Steps for Inspiring Learners: Investigations for Advanced Learners Questions for Discussing and Journaling Offering Student Choices Graphic Organizers Vocabulary Instruction for Different Learning Profiles Learning Profile Projects Interest Based Projects Varying Text Levels Memory Techniques / 6. Teaching for Meaning: What is C U KAN? Why C U KAN? How to Write a C U KAN C U KAN Sample C U KAN: Teaching Tips for All Lesson Designs How C U KAN Will Help You Differentiate Deep and Dynamic Lesson Designs / 7. Deep and Dynamic Design £1: Choice Menus: Teacher Overview Sample Content Subject Examples Choice Design: Teaching Tips / 8. Deep and Dynamic Design £2: RAFT Plus: Teacher Overview Sample Content Subject Examples RAFT Plus: Teaching Tips / 9. Deep and Dynamic Design £3: Tiered Lesson: Teacher Overview Sample Content Subject Examples Tiered Lesson: Teaching Tips / 10. Deep and Dynamic Design £4: Contracts: Teacher Overview Sample Content Subject Examples Learning Contracts: Teaching Tips / 11. Deep and Dynamic Design £5: Learning Stations: Teacher Overview Sample Content Subject Examples Learning Stations: Teaching Tips / 12. Deep and Dynamic Design £6: Compacting: Teacher Overview Sample Content Subject Examples Compacting: Teaching Tips / Part 3: Evaluating and Committing to the Inspiring Classroom / 13. Assessment and Grading in the Inspiring Classroom: On-Going Assessment Grading in the Inspiring Classroom: Now They Get It! Assessing Our Own Growth / Opening the Door / Resources / References / Index



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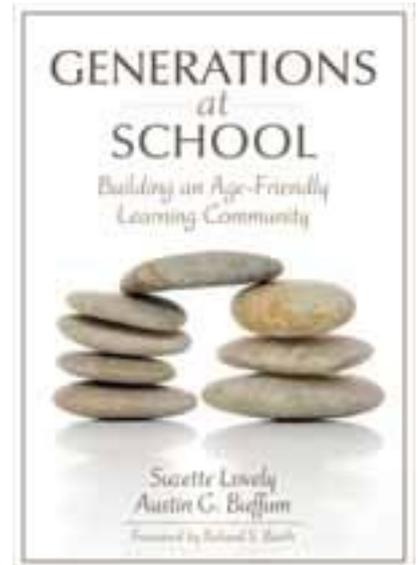
NEW FROM SAGE PUBLICATIONS

Generations at School

Building an Age-Friendly Learning Community

Suzette Lovely Capistrano Unified School District and **Austin G Buffum** Capistrano Unified School District

A Corwin Press Publication
April 2007 · 184 pages
Cloth (978-1-4129-2727-7) Price £52.00
Paper (978-1-4129-2728-4) Price £24.00
BIC Codes: JDC



Suzette Lovely and Austin G. Buffum explore ways to create and sustain a productive and synergetic environment in schools. By examining the generational underpinnings that bind colleagues together or set them apart, their text offers a variety of approaches to establish collaborative team structures, build capacity and bring out the best in people. The goal is to find common ground and cultivate cross-age learning communities that are improvement-driven.

As educational leaders become cognizant of the work orientation, team assimilation, and supervisory style that motivates each generation, they can promote collective responsibility in a more sensitive, relaxed climate. By appreciating the uniqueness of each staff member and creating conditions that support learning, these high quality leaders and their school districts serve as magnets for excellence.

Readership

School leaders



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NEW FROM SAGE PUBLICATIONS

What if Your ABC's Were Your 123's?

Building Connections between Literacy and Numeracy

Leslie Minton *Maine Mathematics and Science Alliance*

A Corwin Press Publication

May 2007 · 128 pages

Cloth (978-1-4129-3647-7) Price £48.00

Paper (978-1-4129-3648-4) Price £22.00

This book will help primary and elementary teachers to transform the way they think about and teach mathematics. Many teachers feel confident about their preparation and strategic repertoire for literacy instruction but are less confident about their preparation and content depth for teaching math. This book will make visible the parallels between what elementary teachers already know about teaching literacy and help them make connections to numeracy instruction to improve their students' achievement in mathematics. Teachers can carry their literacy strength straight into their math instruction.

Readers will gain a detailed, comprehensive understanding of the crossover connections between literacy and numeracy to deepen their own mathematics content knowledge and be more confident and successful in their instruction of elementary mathematics.

Readership

Literacy and Numeracy teachers

Contents



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NEW FROM SAGE PUBLICATIONS

Dear Teacher

Expert Advice for Effective Study Skills

William H Peltz *Greenwich Academy*

A Corwin Press Publication

June 2007 · 224 pages

Cloth (978-1-4129-3882-2) Price £51.00

Paper (978-1-4129-3883-9) Price £23.00

Cleverly written in a 'Dear Abby' format, this guide is ideal for secondary teachers, parents, and the secondary students struggling to keep their grades up as courses become more difficult, move at a faster pace, and cover more material than ever before.

Addressing common defense mechanisms and rationalizations students use to avoid studying, the first section of the book shows teachers how to introduce and promote effective studying techniques in their classrooms. Sections two through five offer specific study strategies for note-taking, doing homework, preparing for tests (including brain-based strategies for improving chances for success with various test formats), and preparing for standardized assessments.

Readership

Secondary teachers and parents

Contents

Preface / Acknowledgements / About the Author / Part I - Overcoming Obstacles and Negative Attitudes / 1. Stinkin?, Thinkin?, and Other Roadblocks / 2. My Homework Is Boring / 3. Who Has the Time for Homework? / 4. Just Add Water - Skill Development Takes Time / 5. I'm too Tired to Study / 6. Get a Coach - Your Very Own Personal Trainer for Studying / Part II - Notebooks and Note-Taking Skills / 7. Bring the Correct Notebook to Class / 8. The How-Many-Notebooks-Do-I-Need Dilemma / 9. Note-Taking Formats / 10. Note-Taking Shortcuts / 11. Taping a Class / Part III - Homework Skills / 12. Recording Assignments / 13. Misplaced Homework / 14. Why Even Do Homework? / 15. Location, Location, Location - What is a Good Study Environment? / 16. Sit on the Floor or at my Desk? ? Setting up an Effective Study Environment / 17. Background Music and Homework / 18. Wandering Focus / 19. Pressure vs. Stress / 20. Homework Schedules / 21. Ready, Set....Don't Start - Procrastination / 22. Giving too Much Help to Friends / 23. Too Much Parental Help / 24. Brief Nightly Review of Notes / 25. How to Read Informational Texts / 26. Reading Rates / 27. Take Notes While Reading? / Part IV - Test Preparation and Test-taking Skills / 28. Studying for Easy and Hard Subjects / 29. Overcoming Spelling Problems / 30. Is it Possible to Study too Long for a Test? / 31. Mnemonics / 32. Overwhelmed and Stuck / 33. Finding Clues About Test Content / 34. Study Cards / 35. Long-Term Memory Formation; Rehearsal and Recitation / 36. Memorizing Long Lists / 37. Forgetting and Cramming / 38. Directives / 39. Food for the Brain / 40. Preparing for Free Response Questions / 41. Preparing for True/False Tests / 42. Preparing for Multiple Choice Questions / 43. Preparing for Open Book Tests / 44. Problems Finishing the Tests / 45. Proofreading / 46. Study Groups / 47. Remembering Locations - Episodic Memory / 48. Should You Keep Your Eyes on Your Paper? / 49. Analyzing Returning Tests / Part V - Exams / 50. Preparing for and Taking Exams / References / Index



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NEW FROM SAGE PUBLICATIONS

Brain-Compatible Assessments

Second Edition

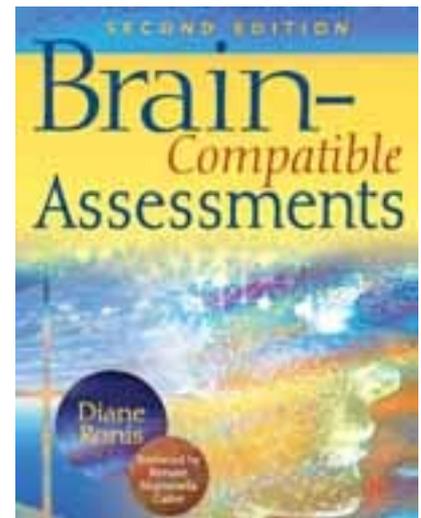
Diane Ronis

A Corwin Press Publication

March 2007 · 184 pages

Cloth (978-1-4129-5020-6) Price £54.00

Paper (978-1-4129-5021-3) Price £25.00



'Real learning is deeply personal. It requires that learners participate meaningfully in the ideas and subjects that they explore as they shape and reshape what they know and want to know. Diane Ronis has written a book that brings coherence and intelligence to understanding how to assess such learning. From the Foreword by Renate Nummela Caine and Geoffrey Caine Give students a clear roadmap for future success!

Each student, unique in his or her ability to learn, acquires processes, and demonstrates knowledge individually. Building upon this premise, Diane Ronis, a recognized expert in brain-compatible learning and assessment, goes beyond the world of standardized testing to show educators how to build and use targeted assessments based on the latest neuroscientific research.

Updated to reflect recent findings about how the brain learns, *Brain-Compatible Assessments, Second Edition*, provides readers with revised tools for assessing achievement in ways that allow for brain differences within any classroom setting. Showing teachers how to construct or design rubrics that are based on standards and reflect principles of brain-compatible learning, this second edition: Applies brain research to improve formative and summative assessment in the classroom; Provides how-to's for constructing top quality rubrics Incorporates technology; Educators will discover how to effectively apply practical high-level assessments in a standards-based environment to help all students realize their potential and succeed.

Readership

All teachers.

Contents

Foreword / Preface / Introduction / 1. The Assessment Revolution / 2. Assessment Formats: Standards, Design, and Brain-Compatible Learning / 3. Multiple Intelligences and Brain-Compatible Assessment / 4. Instruction and Assessment / 5. Wiring the Curriculum: Standards / 6. Collaborative Learning and Assessment / Glossary / References / Index

Previous Edition: *Brain-Compatible Assessments* Paper: 978-1-575-17168-5 £22.99 (December 2000)



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NEW FROM SAGE PUBLICATIONS

Comprehension Strategies for Your K-6 Literacy Classroom

Thinking before, during, and after Reading

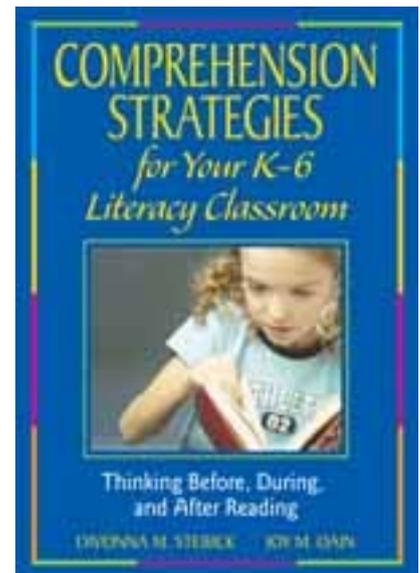
Divonna Stebick *McDaniel College, Westminster, Gettysburg College, Stebick and Dain* and **Joy Dain** *Carroll County Schools, McDaniel College, Westminster, Stebick and Dain*

A Corwin Press Publication

May 2007 · 168 pages

Cloth (978-1-4129-4042-9) Price £48.00

Paper (978-1-4129-4043-6) Price £22.00



Enhance your thinking about teaching with these research-based comprehension strategies!

Teaching comprehension and insuring that students think about what they read can be a challenging task for educators. In reader-friendly terms, *Comprehension Strategies for Your K-6 Literacy Classroom* illustrates how teachers can effectively use six critical comprehension strategies to enhance student understanding: activating schema, questioning, visualizing, inferring, determining important ideas, and synthesizing.

Divonna M. Stebick and Joy M. Dain present a 'before,' 'during,' and 'after' instructional framework that provides the three elements necessary for strategic comprehension learning to take place—explicit instruction through teacher modeling, guided practice, and independent application. Combining theory with classroom research, this helpful guide: Offers step-by-step direction, guiding teachers through sample lessons Includes ready-to-use lessons that are easily adaptable and aligned with NCLB and NCTE standards Provides real-life case studies illustrating classroom application Uses hands-on activities and visual aids such as anchor charts, sketches, treasure chests, and builders' plans to capture students' attention to promote critical thinking

'A resource unlike any I have encountered in my career. Both young and experienced teachers will use this book to aid their instruction, maximizing the most effective reading comprehension in their students- **Jonathan Hart, Third-Grade Teacher, Copper Hill School, Ringoes, NJ**

Provides teachers with specific instructional strategies designed to make students independent, thoughtful readers. Helps students to pack, repack, and reorganize information in an efficient and meaningful way.'- **Marcia M. Talkovich, Program Specialist, Georgia Learning Resource System**

Readership

Primary teachers

Contents

Foreword / Acknowledgements / About the Authors / Preface / Introduction / 1. Reorganizing Our Thinking ~ Making Connections: Activating Prior Knowledge Metacognition Developing Schema / 2. Interacting with the Text ~ Questioning: Guiding Students' Thinking Gradually Releasing Students Into Self-Questioning / 3. Directing a Movie in Your Mind ~ Visualizing: Mental Imagery Modeling for Intermediate Readers Teacher Reflections / 4. Piecing the Clues Together ~ Inferring: Reading Between the Lines in an Inclusion Classroom Putting Your Thoughts to Paper / 5. Sifting Through and Locating the Nugget ~ Determining Importance: Importance Based Upon Purpose Determining Importance During Guided Reading Revisiting Texts / 6. Organizing and Recreating New Ideas ~ Synthesizing: Changing Our Schema Bloom's Taxonomy / Conclusion ~ The You Do Phase of Making the Invisible Visible / Afterword / Resources: a. Blank Frameworks & Instructional Resources b. Thinking Organizers c. Picture Book Reference Lists / References / Index



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NEW FROM SAGE PUBLICATIONS

Best Practices for Teaching Science

What Award-Winning Classroom Teachers Do

Randi Stone *Educational Consultant, Keene*

A Corwin Press Publication

June 2007 • 104 pages

Cloth (978-1-4129-2456-6) Price £35.00

Paper (978-1-4129-2457-3) Price £14.99

Join **Randi Stone** as she visits the classrooms of award-winning teachers to observe their tried-and-tested best practices for teaching science to elementary, middle school, and high school learners.

Explore inquiry-based strategies for building student confidence and achievement as Stone's teachers demonstrate how to use robotics, rockets, straw-bale greenhouses, expedition learning, technology and music, independent research study, and much more. This book is packed with lessons that work and ideas that will expand the instructional repertoires of new and veteran teachers alike.

Readership

Readership

Primary and secondary science teachers

Contents

Preface and Acknowledgments / About the Author / About the Contributors / **Peter Menthe, California** 1. Expedition Learning Receives Prestigious Toyota Tapestry Grant: Project Dracula / **Stanley Wawrzyniak, New Hampshire** 2. Less is More—Really / **Douglas L. Bailer, Alabama** 3. More than Just Rockets / **Carol Skousen, Utah** 4. Gravity / **Jason Hughes, Virginia** 5. Making Microbes Fun / **Sally Ogilvie, Utah** 6. Building our Curriculum as We Build a Straw-bale Greenhouse / **Kimberly Reining Gray, Georgia** 7. Real World Science Engagement / **Mark Goldner, Massachusetts** 8. A Method for Inquiry Science / **Brenda Zabel, Nebraska** 9. Using Technology and Music to Motivate Science Students / **Cindy Corlett, Colorado** 10. The Power of Building a Positive Classroom Climate / **Pam Roller, Indiana** 11. Mission Impossible / **Lindsey Prentice, Indiana** 12. Robots: From Science Fiction to Science Fact / **Deborah Perryman** 13. A Different Kind of Service / **Nancy Elliott, Missouri** 14. Environmental Studies Enhance Middle School Education / **Jeff Shull, MI** 15. An Independent Student Research Program Implemented in a Rural Michigan Community / **Jeff Shull, MI** 16. An Inquiry Based Student Centered Approach / **Frieda Taylor Aiken, Georgia** 17. One Very Special Evening of Science / Index



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NEW FROM SAGE PUBLICATIONS

Best Practices for Teaching Mathematics

What Award-Winning Classroom Teachers Do

Randi Stone *Educational Consultant, Keene*

A Corwin Press Publication

May 2007 • 104 pages

Cloth (978-1-4129-2454-2) Price £35.00

Paper (978-1-4129-2455-9) Price £14.99

Join **Randi Stone** as she visits the classrooms of award-winning teachers to observe their tried-and-tested best practices for teaching mathematics to elementary, middle school, and high school learners.

Explore strategies for engaging students in math studies both before and after state tests as **Stone's** teachers demonstrate how to use animated learning icons, money-based systems, human number lines, 'sweet' solutions, and much more. Packed with lessons that work and ideas that will expand the instructional repertoires of new and veteran teachers alike, this book also features a special lesson study chapter that invites the reader to participate in a true win-win professional experience

Readership

Primary and secondary maths teachers

Contents

Preface and Acknowledgments / About the Author / About the Contributors / **Ryan Faulk, Montana** 1. Using a Money-Based Discipline/Reward System in an Elementary Classroom / **Terry Castoria, New Jersey** 2. Number of the Year Award / **Helen F. Melvin, Maine** 3. Technology Enhanced Second Grade Math / **Sharon Andrews, South Dakota** 4. Getting 'Zoned Out' Students to 'Tune In' / **Steven Wyborney, Oregon** 5. Letting Student Strengths Lead Math Problem Solving / **Steven Wyborney, Oregon** 6. Using Animated Learning Icons to Capture and Enhance Instruction / **Heather Sullivan, New Mexico** 7. Honoring the Middle School Student / **Pam Roller, Indiana** 8. Sweet Solutions in Math Make a Difference in the World / **Patricia F. Clark, New York** 9. But...Does it Make Sense? / **Dianne M. Peterson, Florida** 10. Keeping Math Alive After State Testing / **Deborah Gordon, Arizona** 11. Teaching and Learning Math Vocabulary with Meaning / **Mary Jane Short, Delaware** 12. I Became a Facilitator as Well as a Teacher / **Joyce Wolfe Dodd, South Carolina** 13. Human Number Line: Make Yourself a Fraction / **Jim Miller, Washington** 14. A Systematic Approach to Factoring Trinomials / **Donna Henry, Arizona** 15. Engaged Students Love Math / **Carol Amos, Vermont** 16. Letting Everyone Shine / **John P. Pieper, Wisconsin** 17. From Angst to Aptitude: Math is More Than a Four Letter Word / **Debra Rose Howell, Washington** 18. Lesson Study: A 'Win-Win' Professional Practice / Index



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NEW FROM SAGE PUBLICATIONS

Best Practices for Teaching Writing

What Award-Winning Classroom Teachers Do

Randi Stone *Educational Consultant, Keene*

A Corwin Press Publication

May 2007 • 128 pages

Cloth (978-1-4129-2460-3) Price £39.00

Paper (978-1-4129-2461-0) Price £16.99

Join Randi Stone as she visits the classrooms of award-winning teachers to observe their tried-and-tested best practices for teaching writing to elementary, middle school, and high school learners in inclusive classrooms.

Explore strategies for building student confidence and achievement in writing and language arts as Stone's teachers demonstrate how to use a reading and writing oasis; blend narrative and descriptive writing; create persuasive cover letters; use annotated bibliographies, autobiography, 'punny' valentines, five circles/five paragraphs; and much more. This book is packed with lessons that work and ideas that will expand the instructional repertoires of new and veteran teachers alike.

Readership

Primary and secondary English teachers

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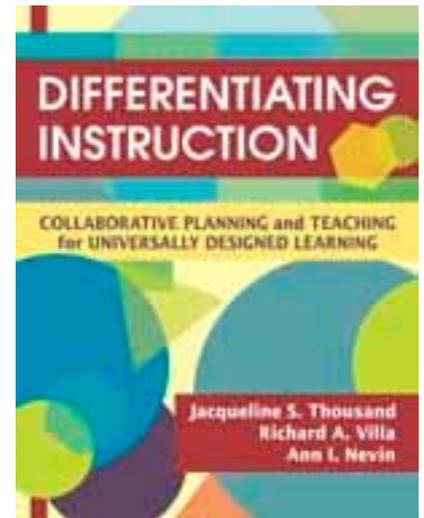
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NEW FROM SAGE PUBLICATIONS

Differentiating Instruction

Collaborative Planning and Teaching for Universally Designed Learning

Richard A Villa *Bayridge Consortium, San Diego*, Jacqueline S Thousand *California State University, San Marcos* and Ann I Nevin *Arizona State University*



A Corwin Press Publication
May 2007 · 232 pages
Cloth (978-1-4129-3860-0) Price £58.00
Paper (978-1-4129-3861-7) Price £27.00

In *Differentiating Instruction*, [Jacqueline S. Thousand](#), [Richard A. Villa](#), and [Ann I. Nevin](#) demonstrate how to use co-planning, co-teaching, and collaboration to differentiate instruction more effectively. This new resource, which follows the authors' bestseller, *A Guide to Co-Teaching*, showcases examples of good practice using differentiated instruction through retrofit and universal design.

Readership

All teachers teaching in mixed ability and inclusive classrooms

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Self-Determination

Instructional and Assessment Strategies

Michael L Wehmeyer University of Kansas and **Sharon L Field** Wayne State University

A Corwin Press Publication

March 2007 • 208 pages

Cloth (978-1-4129-2573-0) Price £48.00

Paper (978-1-4129-2574-7) Price £22.00

self-
DETERMINATION

Instructional and Assessment Strategies



MICHAEL L. WEHMEYER • SHARON L. FIELD

Give students with disabilities powerful tools for success in school and in life!

Michael Wehmeyer, and **Sharon Field** present research-proven instructional strategies that empower special needs students at all grade levels to make their own decisions.

Self-Determination offers detailed and current practitioner-oriented approaches in combination with extensive teacher reproducibles—all within the context of inclusion, standards-based reform, and access to the general curriculum. Linked to the IDEA requirement for individualized transition plans, this user-friendly resource assists practitioners in teaching the skills necessary for making decisions about employment, job skills, further schooling, and independent living.

Educators will discover how to: Encourage students to become their own advocates by practicing assertive behavior Use needs-assessment techniques to determine the level of instruction required for each student Teach effective choice making, problem solving, and goal setting Support both families and fellow educators in their efforts to teach self-determination skills

'Unique because it provides direction for teaching and supporting self-determined behavior across all age groups and also within the general education classroom and curricula.' **Marianne Mooney, Senior Research Associate TransCen, Inc., Post-Secondary Learning and Careers**

Readership

Special education teachers, general educators, and administrators will find this handbook an invaluable guide for helping students establish their own goals and plan for a strong and healthy future!

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Making Your First Year a Success

The Secondary Teacher's Survival Guide

Second Edition

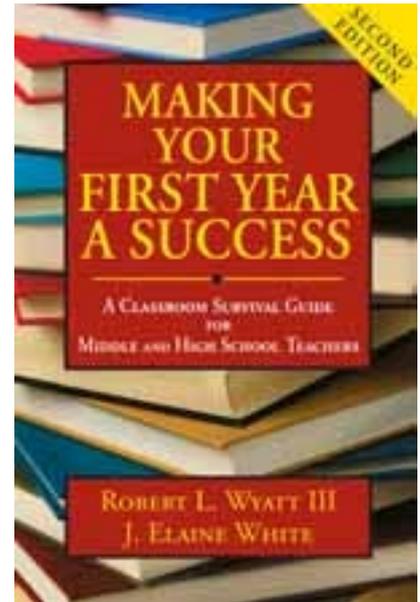
Robert L Wyatt III *East Central University, Oklahoma* and **J Elaine White** *University of Southern Mississippi Gulf Coast, Long Beach*

A Corwin Press Publication

June 2007 · 200 pages

Cloth (978-1-4129-4956-9) Price £48.00

Paper (978-1-4129-4957-6) Price £22.00



In this thoroughly revised and updated best-selling handbook, **Wyatt and White** share what they've learned from more than 50 years of combined teaching experience as well as the insights and advice gathered from the hundreds of teachers they've trained.

Making Your First Year a Success: The Secondary Teacher's Survival Guide, Second Edition, presents valuable solutions and strategies for the issues and concerns that have traditionally baffled beginning teachers. Comprehensive yet concise, this updated edition strategically highlights the tools necessary for success and is expressly tailored to secondary teachers. In a style that could originate only from genuine interest and experience, the authors lead new teachers past the obstacles and pitfalls that hold back so many well-intentioned educators.

Readership

Newly-qualified teachers

Contents

Preface / Introduction / About the Authors / 1. Your School / 2. Your Students / 3. Your Classroom Management / 4. Your Lesson Plans / 5. Your Assessment Techniques / 6. Your Technology Tools / 7. Your Relationships With Parents / 8. Your Continuing Professional Development / References

Previous Edition: *Making Your First Year a Success* Cloth: 978-0-7619-7856-5 £40.00 Paper: 978-0-7619-7857-2 £17.99 (January 2002)



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The Reflective Educator's Guide to Mentoring

Strengthening Practice Through Knowledge, Story and Metaphor

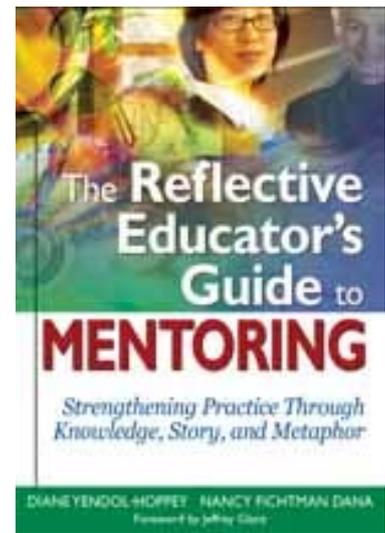
Nancy Fichtman Dana *Pennsylvania State University* and Diane Yendol-Silva *University of Florida*

A Corwin Press Publication

February 2007 · 168 pages

Cloth (978-1-4129-3862-4) Price £51.00

Paper (978-1-4129-3863-1) Price £23.00



Deepen your mentoring practice with this innovative new approach! Effective mentoring requires planned and mindful attention to the ways in which one's knowledge, skills, and experience can be passed on to new teachers. Stressing the importance of deep reflection on one's mentoring practice, the award-winning authors offer eight models/metaphors that mentors can customize to meet the individual needs of their mentees.

Proven strategies and real-life stories help teacher educators, trainers, and mentors to meet the diverse needs of mentor/mentee relationships; Develop helpful mentoring tools; Continue to reflect, learn, and grow as mentors; This resource is sure to inspire critical conversation and fresh insights among all mentors committed to professional growth for themselves and their fellow teachers.

'Uses metaphor to connect the reader in a personal way with the intricacies of mentoring a powerful catalyst for reflection.' *Hal Portner, Educational Consultant*

'Sets the stage for the reader with a thoughtful, proactive context for carrying on the work of mentor.' *Tom Ganser, Director, Office of Field Experiences, University of Wisconsin-Whitewater*

'What the text does so well is enable mentors to deeply consider their role and how they live this role within their interactions with new teachers.' *Debra Pitton, Associate Professor of Education, Gustavus Adolphus College*

Readership

Teacher mentors and CPD coordinators

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NEW FROM SAGE PUBLICATIONS

Models of Teaching

Connecting Student Learning with Standards

Jeanine M Dell'Olio and Tony Donk both at Hope College

A Corwin Press Publication

March 2007 · 480 pages

Paper (978-1-4129-1810-7) Price £58.00

BIC Codes: JDK

Models of Teaching: Connecting Student Learning with Standards presents models of teaching as they relate to content standards and benchmarks and the creative process of original curriculum development. These topics are treated in both conceptual and practical ways. Whether it is in the explanation of the standards and benchmarks or in the descriptions of the models themselves, the tone of this text is conversational. It illustrates ten models of teaching, introduces philosophical approaches to curriculum and instruction, and provides a process for curriculum development that addresses content standards, benchmarks, and grade level expectations.

Key Features: A detailed case study is at centerpiece of each of the models chapter, followed by a thorough discussion of the stages of that model. These complete case studies provide a true sense of the movement of lessons based on the models of teaching.

Teachers' post-teaching reflections that follow the case studies provide scaffolding for deliberation and reflection in preservice teachers' practice. Post-teaching reflection in these sections relate very specifically to student responses and teacher actions that took place during the lessons.

Each chapter promotes student interaction with the text, with questions for class discussion at the end of each one. These exercises are authentic assessments that will provide the opportunity for beginning teachers to work directly with core curricula from their own state, and // or local school district curricula.

'This textbook will be a great asset for beginning teachers having to integrate their pre-service training with the standards-based curricula in schools' - [Amany Saleh, Arkansas State University](#)

'[This is] a practical text focusing on current practices in education and how various models of teaching can address the national standards' - [Marsha Zenanko, Jacksonville State University](#)

'This text provides a visual understanding using excellent case studies so students can "see" models of teaching in the classroom' - [Margaret M. Ferrara, University of Nevada, Reno](#)

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American Educational History

School, Society, and the Common Good

William H Jeynes *California State University, Long Beach*

A Corwin Press Publication

March 2007 • 480 pages

Cloth (978-1-4129-1420-8) Price £77.00

Paper (978-1-4129-1421-5) Price £45.00

American Educational History: School, Society, and the Common Good is an up-to-date, contemporary examination of historical trends that have helped shape schools and education in the United States. Author **William H. Jeynes** places a strong emphasis on recent history, most notably post-WWII issues such as the role of technology, the standards movement, affirmative action, bilingual education, undocumented immigrants, school choice, and much more!

Key Features:

Makes clear connections between major historical trends and the shaping of U.S. education: This book thoroughly examines the extent to which major historical trends shaped education and vice versa. Stimulates educational debate: Students are introduced to cutting-edge controversies in a way that allows them to consider a variety of viewpoints and develop their own thinking skills.

Offers a contemporary focus: While a balanced examination is given of educational history beginning with the Colonial experience and through the present day, this book gives more attention to post-World War II events than do competing books. Examines the educational history of groups that increasingly have a greater impact on U.S. society: Generous coverage is given to African American, Native American and women's educational history, as well as that of Latinos and Asian Americans. Intended Audience:

This core text is designed for undergraduate and graduate courses such as Foundations of Education; American Educational History; Introduction to Education; Philosophy of Education; Sociology of Education; Educational Policy; and Educational Reform in the departments of Education, History, and Sociology.

"This is an excellent text in the field of U.S. educational history. The author does a great job of linking past events to the current trends and debates in education. There is more than adequate documentation and arguments are logical and well presented. I am quite enthusiastic about this book. It is well-written, interesting, accessible, quite balanced in perspective, and comprehensive. It includes section, and details that I found fascinating— and I think students will too." —**Gina Giuliano, University at Albany, SUNY**

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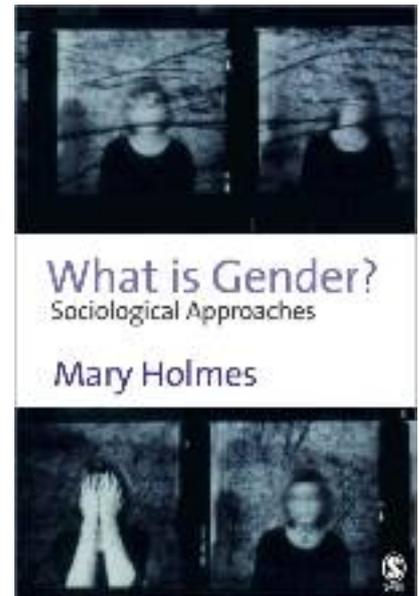
Sociological Approches

Mary Holmes *Department of Sociology Flinders University of South Australia*

May 2007 · 224 pages

Cloth (978-0-7619-4712-7) Price £60.00

Paper (978-0-7619-4713-4) Price £18.99



What is Gender explores these complex and important questions, helping readers to critically analyse how women's and men's lives are shaped by the society in which they live. The book offers a comprehensive account of trends in sociological thinking, from a material and economic focus on gender inequalities to the debates about meaning initiated by the linguistic or cultural turn.

The book begins by questioning simplistic biological conceptions of gender and goes on to evaluate different theoretical frameworks for explaining gender, as well as political approaches to gender issues.

Readership

Students and researchers of sociology of gender

Essential reading for everyone studying the sociology of gender, as well as for all students and researchers interested in this field

Contents

Introduction / How different are women and men? / Is gender something that we do? / How can gender best be explained? / Are there gendered interests that require political representation? / How is gender intertwined with class? / How is gender intertwined with 'race'? / Is there any such thing as a woman (or a man)? / Is gender a socially constructed form of embodiment? / Conclusion



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NEW FROM SAGE PUBLICATIONS

Feminist Fieldwork Analysis

Sherryl Kleinman *University of North Carolina, Chapel Hill*



July 2007 · 144 pages

Paper (978-1-4129-0549-7) Price £12.99

BIC Codes: JBFF1,JBB

This book aims to guide the researcher in not only how to think in terms of the feminist perspective, but how to translate their research into feminist practice and analysis. Sherryl Kleinman offers ten angles for feminist analysis, or ten things to keep in mind when doing fieldwork and developing an analysis.

Readership

Upper-level undergraduate and postgraduate researchers across the social sciences especially those interested in a feminist interpretation.

Contents

What's on the Agenda? / Talk is Action / Similarities Can be Deceiving / Sexism Can be Anywhere / The Personal is Political / Everything is More than One Thing / Bringing it Home



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NEW FROM SAGE PUBLICATIONS

Diversity and Society

Race, Ethnicity, and Gender

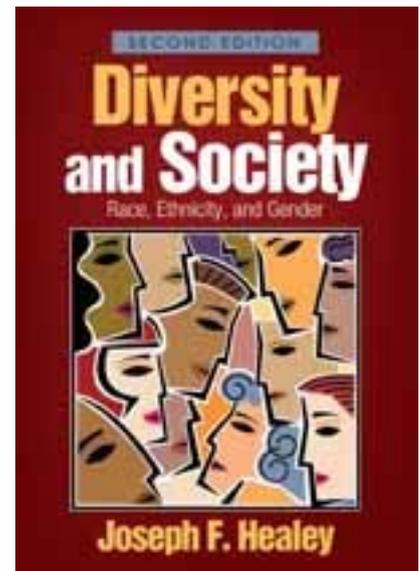
Second Edition

Joseph F Healey *Virginia Commonwealth University*

A Pine Forge Press Publication

January 2007 • 384 pages

Paper (978-1-4129-4067-2) Price £38.00



This book is elementary as a basic text in courses on race and ethnic relations where an instructor wishes to supplement the core text with other books, particular readings books.

Race, Ethnicity, and Gender is a paperback version of Joe Healey's successful Race, Ethnicity, Gender and Class 4/e. For the sake of length and cost, the major features from the bigger hardback - Narrative Portraits and Current Debates - will be expanded and part of an accompanying reader.

Readership

Students of race and ethnic relations

Contents

PART I: AN INTRODUCTION TO / Preface / 1. Diversity in the United States: Questions and Concepts: The Increasing Variety of American Minority Groups The Goals of This Text What Is a Minority Group? Key Concepts in Dominant-Minority Relations / 2. Assimilation and Pluralism: Assimilation Pluralism The Twilight of White Ethnicity? Contemporary Immigrants: Segmented Assimilation? COMPARATIVE FOCUS: Immigration, Emigration, and Ireland Other Group Goals Implications for Examining Dominant-Minority Relations / PART II: THE EVOLUTION OF DOMINANT-MINORITY GROUP RELATIONS IN THE UNITED STATES / 3. The Development of Dominant-Minority Group Relations in Preindustrial America: The Origins of Slavery in America The Creation of Minority Status for Native Americans and Mexican COMPARATIVE FOCUS: Mexico, Canada, and the United States Comparing Minority Groups / 4. Industrialization and Dominant-Minority Relations: From Slavery to Segregation and the Coming of Postindustrial Society: Industrialization and the Shift From Paternalistic to Rigid Competitive The Impact of Industrialization on African Americans: From Slavery The "Great Migration" The Origins of Black Protest Applying Concepts Industrialization, the Shift to Postindustrial Society, and The Shift From Rigid to Fluid Competitive Relationships Social Change and Minority Group Activism / PART III: UNDERSTANDING DOMINANT-MINORITY RELATIONS IN THE UNITED STATES TODAY / 5. African Americans: From Segregation to Modern Institutional Discrimination and Modern Racism: The End of De Jure Segregation Developments Outside the South Protest, Power and Pluralism Black-White Relations Since the 1960s Is the Glass Half Empty or Half Full? / 6. Native Americans: From Conquest to Tribal Survival in a Postindustrial Society: Native American Cultures Relations With the Federal Government After the 1890s Protest and Resistance The Continuing Struggle for Development in Contemporary COMPARATIVE FOCUS: Australian Aborigines and Native Americans Contemporary Native American-White Relations Comparing Minority Groups Progress and Challenges / 7. Hispanic Americans: Colonization, Immigration, and Ethnic Enclaves: Mexican Americans Puerto Ricans Cuban Americans Contemporary Hispanic-White Relations Assimilation and Hispanic Americans / 8. Asian Americans: Are Chinese Americans and Japanese Americans "Model Minorities"? Asian Americans and Pacific Islanders Origins and Cultures Contact Situations and the Development of the Chinese American and Japanese American Communities COMPARATIVE FOCUS: Japan's "Invisible" Minority Contemporary Relations Comparing Minority Groups: Explaining Asian American Success / 9. New Americans: Immigration and Assimilation: Recent Immigration From Latin America, South America, and the Caribbean Contemporary Immigration From Asia and The Pacific Islands Arab Americans Immigrants from Africa Summary: Modes of Incorporation Immigration: Issues and Controversies / 10. White Ethnic Groups: Assimilation and Identity The Twilight of Ethnicity?: Assimilation and Equality: Should White Ethnic Groups Be Considered "Minority Groups"? Industrialization and Immigration European Origins, Conditions of Entry, and the Campaign Against Immigration Comparative Focus: Immigration and Assimilation in Canada Developments in the 20th Century: Mobility and Integration Comparing European Immigrants and Colonized Minority Groups Will White Ethnicity Survive? White Racial Identity Comparing Minority Groups: Immigration vs. Colonization / PART IV: A GLOBAL VIEW, SOME CONCLUSIONS, AND A LOOK TO THE FUTURE / 11. Dominant-Minority Relations in Cross-National Perspective: A Brief Review of Major Analytical Themes A Global Tour Analyzing Group Relations / 12. Minority Groups and U.S. Society: Themes, Patterns, and the Future: The Importance of Subsistence Technology The Importance of the Contact Situation, Group Competition, and Power Diversity Within Minority Groups Assimilation and Pluralism Minority Group Progress and the Ideology of American Individualism A Final Word



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NEW FROM SAGE PUBLICATIONS

Women, Politics, and Power

Pamela Paxton and Melanie Hughes both at Ohio State University

A Pine Forge Press Publication

April 2007 · 376 pages

Paper (978-1-4129-2742-0) Price £19.99

Women, Politics, and Power: A Global Perspective is the first comprehensive global text on women in politics. It provides a clear and detailed introduction to women's political representation across a wide range of countries and regions, addressing both women's parliamentary representation and women's ascendance to leadership positions as heads of state or cabinet ministers.

Using broad statistical overviews and detailed case-study accounts, the book documents both historical trends and the contemporary state of women's political strength across diverse countries.

Readership

A text for those studying or interested in Political Sociology or Women's Studies.

Contents

Forward / Preface / Acknowledgments / 1. Introduction to Women in Politics: Arguments for Women's Representation in Politics A Brief Overview of Women's Participation in Politics Orienting Theories / 2. Women's Struggle for the Vote: The History of Women's Suffrage: Suffrage in the United States Suffrage Movements Outside the United States The International Women's Movement Women's Suffrage After 1945 / 3. Women Struggle for Representation: Accessing Positions of Power: First Female Members of Parliament Women Access Parliaments: Patterns of Representation Women in Top Leadership Positions Women in Cabinet Positions / 4. Explaining the Underrepresentation of Women in Politics · Culture and Social Structure: Beliefs Have Consequences: Culture But Who Will Run? Social Structure / 5. Explaining the Underrepresentation of Women in Politics · Politics: Democracy Electoral Systems Characteristics of Political Parties From Candidate to Legislator Quotas / 6. Explaining the Political Representation of Women · Overarching Factors: Armed Conflict: Devastation Yet Hope? International Influences / 7. Do Women Make a Difference?: Thinking Differently: Women's Views on Women and Their Policy Priorities Acting Differently: Women's Voting Patterns and Bill Sponsorship Acting Successfully: Women's Legislative Effectiveness Legislating Differently: Women's Legislative Style Does Size Matter? Critical Mass and Women's Impact Women's Movements and Women's Policy Machinery as Alternate Sources of Influence In Summary: What Do We Know? / 8. All Regions Are Not Created Equal: The Geography of Women in Politics Western Industrialized Countries Eastern Europe and Central Asia Latin America and the Caribbean Sub-Saharan Africa Asia and the Pacific Islands Middle East and North Africa / 9. MIDDLE OF THE PACK: WOMEN AND POLITICS IN THE UNITED STATES: Women in the U.S. Senate and House of Representatives: Growing Slowly Women in the States Women and the American Presidency Explanations Donkeys and Elephants: The Influence of Political Parties The Rise and Fall of the Equal Rights Amendment Gender Gaps in American Politics International Comparisons / 10. Where Do We Go From Here? And How Do We Get There?: Where Are We Now? Where Are We Going? How Do We Get There? In Conclusion: What Would a 50/50 World Look Like? / References / Index



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NEW FROM SAGE PUBLICATIONS

Race, Ethnicity, and Gender

Selected Readings

Joseph F Healey *Virginia Commonwealth University* and **Eileen T O'Brien** *University of Richmond*

A Pine Forge Press Publication

July 2007 · 464 pages

Paper (978-1-4129-4107-5) Price £38.00

This book of readings is designed to be both a stand alone reader as well as a companion title to **Healey's Diversity and Society**, Second Edition. The book is a unique mix of first-person accounts, competing views on various issues, and it includes articles from the research literature.

The Narrative Portraits and most of the Current Debates articles are from Healey's **Race, Ethnicity, Gender and Class**, Fourth Edition. It will provide orientation on the issues which many instructors utilize when teaching the race and ethnicity course.

Readership

Students on race and ethnicity and sociology courses.

Contents

PART I. AN INTRODUCTION TO THE STUDY OF MINORITY GROUPS IN THE UNITED STATES / Diversity in the United States: Questions and Concepts / Assimilation and Pluralism / PART II. THE EVOLUTION OF DOMINANT-MINORITY RELATIONS IN THE UNITED STATES / The Development of Dominant-Minority Relations in Pre-Industrial America: The Origins of Slavery / Industrialization and Dominant-Minority Relations: From Slavery to Segregation and the Coming of Post-Industrial Society / PART III. UNDERSTANDING DOMINANT -MINORITY RELATIONS IN THE UNITED STATES TODAY / African Americans / Native Americans / Hispanic Americans / Asian and Pacific Islander Americans / New Americans: Immigration and Assimilation / White Ethnic Groups: Assimilation and Identity- The Twilight of Ethnicity? / PART IV. CONCLUSIONS / Antiracist and Feminist Solutions



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NEW FROM SAGE PUBLICATIONS

Technology Studies

Four Volume Set

Edited by [Rayvon David Fouche](#) *Washington University*

Key Issues for the 21st Century

July 2007 · 1664 pages

Cloth (978-1-4129-3396-4) Price £475.00

Special Pre-publication price: £475 save £50 Normal price: £525

Technology Studies questions whether technologies are truly autonomous within the societies they inhabit and whether or not technological changes drive social changes. This four volume set will trace the intellectual, scholarly and public evolution of technology studies. Fouche will present the evolving conceptualisations of technology within culture in order to understand the ways in which technology has shaped global society.

Indicative contents:

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Volume II: Theories and Methods

Actor Network Theory/Politics of Artefacts/Social Construction of Technology/Technology and Democracy/Technological Determinism/Technological Momentum/Technological Systems

Volume III: Interdisciplinary Relations

Technology and Anthropology/Technology and Architecture/Technology and Cultural Studies/Technology and Design/Technology and Economics/Technology and Engineering/Technology and History/Technology and Law/Technology and Literature/Technology and Media Studies/Technology and Medicine/Technology and Philosophy

Volume IV: Issues Debates

Technology and Consumerism/Technology and the Environment/Technology and Domination/Technology and Freedom/Technology and Gender/Technology and Globalisation/Technology and Health/Technology and Identity/Technology and Modernity/Technology and Peace/Technology and Policy/Technology and Power/Technology and Race/Technology and Religion/Technology and Security/Technology and Social Control/Technology and Violence

Readership

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NEW FROM SAGE PUBLICATIONS

Handbook of Spatial Analysis

Edited by **A Stewart Fotheringham** *University of Newcastle upon Tyne* and
Peter A Rogerson *University of Buffalo*

July 2007 • 448 pages
Cloth (978-1-4129-1082-8) Price £75.00

The widespread use of Geographical Information Systems (GIS) has significantly increased the demand for knowledge about spatial analytical techniques across a range of disciplines. As growing numbers of researchers realise they are dealing with spatial data, the demand for specialised statistical and mathematical methods designed to deal with spatial data is undergoing a rapid increase.

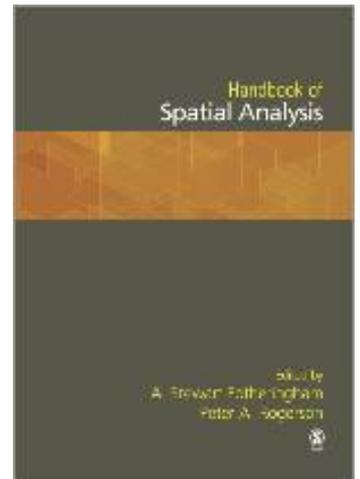
Responding to this demand, The Handbook of Spatial Analysis is a comprehensive and authoritative discussion of issues and techniques in the field of Spatial Data Analysis. Its principal focus is on:

- why the analysis of spatial data needs separate treatment
- the main areas of spatial analysis
- the key debates within spatial analysis
- examples of the application of various spatial analytical techniques
- problems in spatial analysis
- areas for future research

Aimed at an international audience of academics, The Handbook of Spatial Analysis will also prove essential to graduate level students and researchers in government agencies and the private sector.

Readership

Researchers across the social sciences



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NEW FROM SAGE PUBLICATIONS

Politics and Practice in Economic Geography

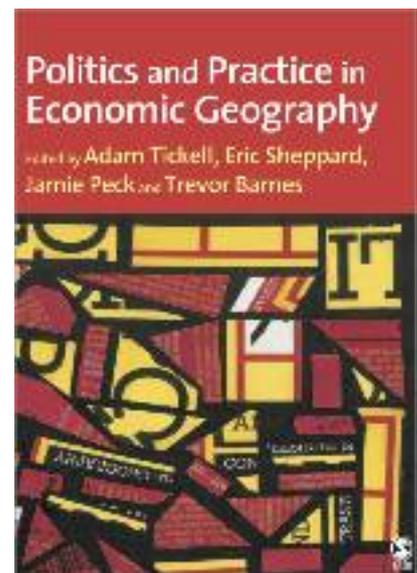
Edited by **Adam Tickell** *University of Bristol*, **Eric Sheppard** *University of Minnesota*, **Jamie Peck** *University of Wisconsin, Madison* and **Trevor Barnes** *University of British Columbia*

June 2007 • 360 pages

Cloth (978-1-4129-0785-9) Price £70.00

Paper (978-1-4129-0786-6) Price £21.99

BIC Codes: RGCM



How do geographers do economic geography? This is the first sustained discussion of methodological issues in economic geography in the last twenty years.

It comprises:

- an extended discussion of qualitative and ethnographic methods
- an assessment of quantitative and numerical methods
- an examination of post-structuralist and feminist methodologies
- an overview of case-study approaches
- an inquiry into the relation between economic geography and other disciplines

With short, accessible and engaging chapters, this is a critical assessment of qualitative and quantitative methods in economic geography.

Readership

Undergraduates and graduates in economic geography

Contents

PART ONE: A QUALITATIVE REVOLUTION? / **Melissa Wright and Paul Plummer** A Qualitative Revolution? Qualitative and Quantitative Research Methods: A Dialogue / **Gordon L Clark and Adam Tickell** Close Dialogue: The Interpretive Challenges of Close Dialogue: or How Different Analyses Come from the Same Interviews / **Dave Rigby** The Methodological Challenges of an Evolutionary Economic Geography / **Mei po Kwan** Qualitative Models of GIS / **Geraldine Pratt** Multi-Method Qualitative Research / **Elizabeth Dunn** Ethnographic Research in the Workplace / PART TWO: THE ESSENTIAL ECONOMY? / **Andrew Sayer** Research Methods and Practices of Cultural Economic Geography / **J-K Gibson-Graham** Putting Anti-Essentialist Theory into Practice: Participatory Action Research / **Henry Yeung** How to Research Hybridity / **Meric Gertler** Researching Embeddedness and the Challenges of Comparative Analysis / **Alison Mountz** An Ethnography of the State / **Paul Robbins** Nature Talks Back / PART THREE: BOUNDARY CROSSINGS / **Phil Kelly and Kris Olds** Studying Elites and Workers in Transnational Networks / **Adrian Smith and John Pickles** Comparative Methods and Post-Structuralist Theory in Researching Eastern Europe / **Vinay Gidwani** The Methodological and Substantive Boundaries Between Economic Geography and Development Studies / **Jim Glassman** Researching the Thai State / **Judith Carney** Out of Africa: History, Nature and Empire / **Vicki Lawson** Travelling Methods: Doing Migration Research in Latin America / PART FOUR: POLITICS AND METHOD / **Erica Schoenberger** Case Studies, Positionality and the Fair Wage / **Linda McDowell** Feminist and Masculinist Economic Geography / **Phil O'Neil** Getting under the Skin of the Corporation and Developing a Public Voice / **Jane Wills** Labouring over Research: Problems and Political Opportunities / **Kevin Morgan** The Politics of Policy / **Richa Nagar** Being Active in India: Grounds for Grassroots Research



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NEW FROM SAGE PUBLICATIONS

What is Geography?

Alastair Bonnett *University of Newcastle upon Tyne*



June 2007 Cloth (978-1-4129-1868-8) Price £60.00
Paper (978-1-4129-1869-5) Price £16.99

This text offers readers a short and highly accessible account of the ideas and concepts constituting geography. Drawing out the key themes that define the subject, **What is Geography?** demonstrates how and why these themes - like environment and geopolitics- are of fundamental importance.

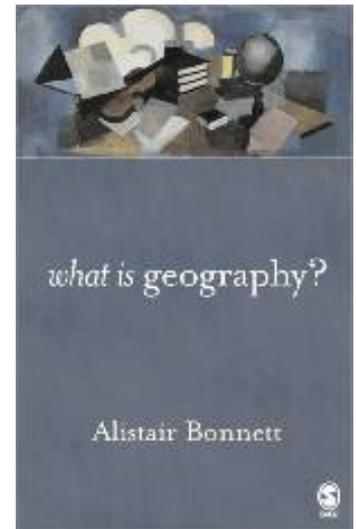
Including discussion of both the human and the natural realms, the text looks at key themes like environment, space, and place - as well as geography's methods and the history of the discipline.

Readership

Students of geography

Contents

To Know the World / The Environment: Crisis and Ideal / Place and Space: Identity and Control / Geography's Methods / Worlds of Tomorrow



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NEW FROM SAGE PUBLICATIONS

Handbook of Environment and Society

Edited by **Jules Pretty**, **Andy Ball**, **Ted Benton** all at University of Essex, **Julia Guivant** Federal University of Santa Catarina, **David R Lee** Cornell University, **David Orr** Oberlin College, **Max Pfeffer** Cornell University and **Hugh D Ward** University of Essex

July 2007 Cloth (978-1-4129-1843-5) Price £75.00

The Handbook of Environment and Society focuses on the interactions between people, societies and economies, and the state of nature and the environment.

Editorially integrated but written from multi-disciplinary perspectives, The Handbook of Environment and Society is organised in seven sections:

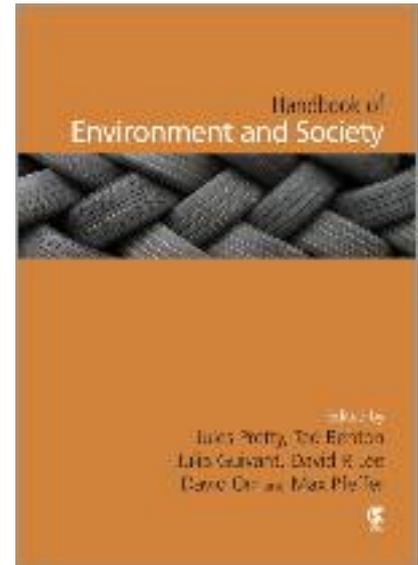
- Environmental thought: past and present
- Valuing the environment
- Knowledges and knowing
- Political economy of environmental change
- Environmental technologies
- Redesigning natures
- Institutions and policies for influencing the environment

Key themes include: locations where the environment-society relation is most acute: where, for example, there are few natural resources or where industrialization is unregulated; the discussion of these issues at different scales: local, regional, national, and global; the cost of damage to resources; and the relation between principal actors in the environment-society nexus.

Aimed at an international audience of academics, research students, researchers, practitioners and policy makers, The Handbook on Environment and Society presents readers in social science and natural science with a manual of the past, present and future of environment-society links.

Readership

Academics, research students, researchers, practitioners and policy makers



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NEW FROM SAGE PUBLICATIONS

Policy and Practice in Promoting Public Health

Edited by **Stephen Handsley, Cathy Lloyd, Jenny Douglas, Sarah Earle** and **Sue Spurr** all at *The Open University*

Published in association with **The Open University**

July 2007 · 384 pages

Cloth (978-1-4129-3072-7) Price £70.00

Paper (978-1-4129-3073-4) Price £21.99

BIC Codes: MBNH, JBN, JBQ



Policy and Practice in Promoting Public Health offers an up-to-date analysis of the key policy and practice issues involved in promoting public health—from local and community levels, to international settings. The book equips readers with a sound understanding of the policy process, and has a critical edge that encourages readers to reflect on how those involved in multidisciplinary public health can use and influence policy in order to inform practice.

Key issues discussed in the book include:

- the impact of globalization on health
- developments of public health since New Labour, and the political tensions arising from the modernization of the NHS
- changes in theoretical, conceptual and ideological perspectives on multidisciplinary public health, and the shift towards reducing health inequalities
- the role of health workers, local authority workers, the voluntary sector, individuals, and families in public health practice
- participatory and community approaches to promoting public health
- the ethical dilemmas associated with working at community and local levels.

Each section of the book concludes with a case study, which pulls together the key themes and issues raised in earlier chapters, and links theoretical, policy and practical perspectives. **Policy and Practice in Promoting Public Health** will be a core resource for those studying public health and health promotion across a wide range of health and social care disciplines and for professionals and training organisations involved in promoting public health.

Readership

Students of public health and health promotion courses across a wide range of health and social care disciplines and professionals and training organisations involved in promoting public health

Contents

Stephen Handsley Introduction / PART I: PROMOTING PUBLIC HEALTH THROUGH PUBLIC POLICY / **Cathy Lloyd** Introduction / **Sarah Earle** Promoting Public Health in a Global Context / **Jenny Douglas and Linda Jones** The Development of Healthy Public Policy / **Revised by Kythé Beaumont, Jenny Douglas and Tom Heller from an original chapter by Linda Jones (2002)** Making and Changing Healthy Public Policy / **Mark Dooris and David Hunter** Organisations and Settings for Public Health / **John Kenneth Davies and Pam Foley** Partnerships and Alliances for Health / **Tom Heller, Kythe Beaumont, Sarah Earle, and Jenny Douglas, incorporating original material from Linda Jones (2002)** Addressing Poverty and Health / PART II: PROMOTING PUBLIC HEALTH AT THE LOCAL LEVEL / **Stephen Handsley** Introduction / **Stephen Handsley** The Potential for Promoting Public Health at a Local Level: Community Strategies and Health Improvement / **Stephen Handsley** Community Involvement and Civic Engagement in Multi-Disciplinary Public Health / **Angela Scriven** Developing Local Alliance Partnerships through Community Collaboration and Participation / **Stephen Handsley** Working With Communities to Promote Public Health / **Stephen Handsley and Anita Noguera** Gauging the Effectiveness of Community-Based Public Health Projects / **Stephen Handsley** Promoting Mental Health and Social Inclusion



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NEW FROM SAGE PUBLICATIONS

Communicating Health



Strategies for Health Promotion

Edited by **Nova Corcoran** *University of East London*

April 2007 • 216 pages

Cloth (978-1-4129-2402-3) Price £60.00

Paper (978-1-4129-2403-0) Price £18.99

BIC Codes: MBNH

Why is communication important in health? How can good health and well-being be promoted to the public? How can these communication skills be improved?

Effective health communication is a critical aspect of healthcare at both the individual and wider public level. Health practitioners are frequently involved in the design, planning, implementation and evaluation of programmes, campaigns or policies in their work.

This engaging new textbook explores current research and practice in the field and examines the knowledge and skills needed by health practitioners to promote and improve the health of the population. The book opens the debate around communication and health and the design of programmes to promote health, and thus moves closer to achieving fundamental health promotion goals.

The book:

- bridges the gap between communication theory and the implementation of policy
- contains practical advice for designing effective campaigns
- covers key topics such as health promotion theories and models; communicating with the wider public; communication in traditional and non-traditional settings; the role of the mass media and information technologies evidence-based practice; and methods of evaluation.

Communicating Health will be essential reading for students needing to understand the factors that contribute to effective communication in health. It provides a detailed and up-to-date overview, drawing upon material from several health-related disciplines including public health, health studies and nursing. It will also be invaluable for health care professionals involved in public health who wish to reflect upon and develop their practice.

Readership

Students and health practitioners

Contents

Nova Corcoran Theories and Models in Communicating Health Messages / **Nova Corcoran & Sue Corcoran** Social and Psychological Factors in Communication / **Barbara Goodfellow & Calvin Moorley** Reaching Unreachable Groups and Crossing Cultural Barriers in Communicating Health Promotion / **Nova Corcoran** Mass Media in Health Communication / **Nova Corcoran** Information Technology in Health Communication / **Nova Corcoran & Anthony Bone** Using Settings to Communicate Health Promotion / **Nova Corcoran & John Garlick** Evidence Based Practice and Communication / **Sue Corcoran** Using Evaluation in Health Promotion Communication / Conclusion / Ten Examples of Health Promotion Campaigns



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NEW FROM SAGE PUBLICATIONS

Youth in Context

Frameworks, Settings and Encounters

Edited by **Martin Robb** *The Open University*



Published in association with **The Open University**



June 2007 · 336 pages

Cloth (978-1-4129-3066-6) Price £70.00

Paper (978-1-4129-3067-3) Price £21.99

BIC Codes: JBS,VFKC1,JCD

Providing new ways of understanding youth, this book offers fresh insights young people's lives and experiences through biographical case studies, young people's voices and theoretical perspectives.

This invaluable book will be essential reading for students and practitioners concerned with youth and youth work, and of particular relevance for those on undergraduate across a range of social science and education courses who seek to understand youth in changing times.

Readership

Students on youth studies, youth and community work courses.

Contents

Introduction / Part 1 - Perspectives / A Cultural Perspective (Mary Jane Kehily) / A Comparative Perspective (Heather Montgomery) / A Biographical Perspective (Rachel Thomson) / Part 2 - Identities / Gender (Martin Robb) / Belonging (Rachel Thomson) / Well-being (Martin Robb) / Part 3 - Practices / Working (Rachel Thomson) / Playing (Mary Jane Kehily) / Moving (Heather Montgomery) / Relating (Martin Robb) / Conclusion



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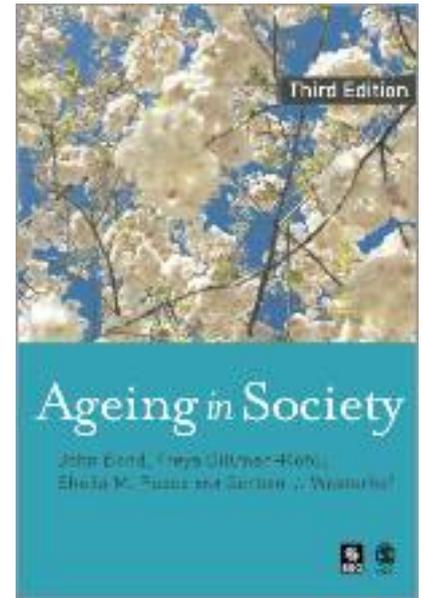
Ageing in Society

Third Edition



Edited by **John Bond** *University of Newcastle*, **Sheila M Peace** *The Open University*, **Freya Dittmann-Kohli** and **Gerben Westerhoff** both at *University of Nijmegen*

February 2007 • 376 pages
Cloth (978-1-4129-0019-5) Price £65.00
Paper (978-1-4129-0020-1) Price £20.99
BIC Codes: YJBK5,MJX,JB



The third edition of this popular and widely-used text provides a comprehensive introduction to the study of ageing, exploring the key theories, concepts and methods which the behavioural and social sciences contribute to the subject.

Ageing in Society was developed by the British Society of Gerontology to fulfil the need for an authoritative introduction to social gerontology.

Readership

Undergraduate and postgraduate students in the social and behavioural sciences as well as practitioners across the health and social care field.

Contents

Sheila Peace, Freya Dittmann-Kohli, Gerben J Westerhof and John Bond The Ageing World / **Rudi GJ Westendorp and Thomas BL Kirkwood** The Biology of Ageing / **Alfons Marcoen, Peter G Coleman and Ann O'Hanlon** Psychological Ageing / **Chris Phillipson and Jan Baars** Social Theory and Social Ageing / **Christina Victor, Gerben J. Westerhof and John Bond** Researching Ageing / **John Bond and Gregorio Rodriguez Cabrero** Health and Dependency in Later Life / **Gerhard Naegele and Alan Walker** Social Protections: Incomes, Poverty and the Reform of Pension Systems / **Harald K nemund & Franz Kolland** Work and Retirement / **Janet Askham, Dieter Ferring and Giovanni Lamura** Personal Relationships in Later Life / **Sheila M. Peace, Hans-Werner Wahl, Heidrun Mollenkopf and Frank Oswald** Environment and Ageing / **Gerben J. Westerhof & Emmanuelle Tulle** Meanings of Ageing and Old Age: Discursive Contexts, Social Attitudes and Personal Identities / **Ralf Th. Krampe & Lynn McInnes** Competence and Cognition / **Freya Dittmann-Kohli and Daniela Jopp** Self and Life Management: Wholesome Knowledge for the Third Age / **John Bond, Freya Dittmann-Kohli, Gerben J Westerhof and Sheila Peace** Ageing into the Future

Previous Edition: *Ageing in Society* Cloth: 978-0-8039-8946-7 £60.00 Paper: 978-0-8039-8947-4 £20.99 (November 2003)



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NEW FROM SAGE PUBLICATIONS

Encyclopedia of Health and Aging

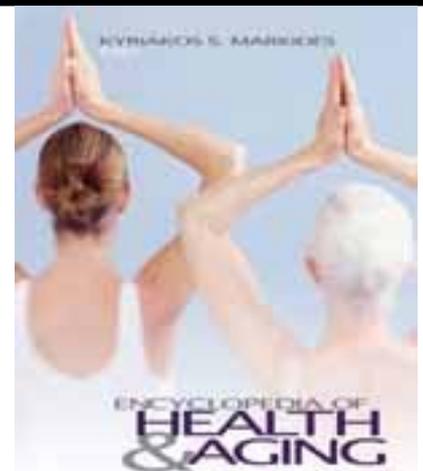
Edited by **Kyriakos S Markides** *University of Texas, Galveston*

April 2007 · 584 pages

Cloth (978-1-4129-0949-5) Price £85.00

Special pre-publication offer: £75.00 - save £10.00

BIC Codes: JBQN,MJX,JC



SAGE Reference is proud to announce the [Encyclopedia of Health and Aging](#).

This one-volume encyclopedia presents state-of-the-art research and ready-to-use facts on health and aging. The 250 entries and relevant appendices cover: biological; psychological; social; and economic aspects of health and aging and impacts within health-care systems.

As an ever increasing percentage of the population of western societies enters 'old age', health issues grow in importance in terms of the well-being of this population, economic impact within the health-care system, impacts on families and family relationships and in so many other ways.

The [Encyclopedia of Health and Aging](#) covers issues including:

- acute illness;
- Alzheimer's disease;
- bereavement;
- cataracts;
- centenarians;
- dementia;
- economic;
- dependency;
- exercise;
- health care costs;
- health promotion;
- hospice care;
- long-term care;
- managed care;
- medications;
- menopause;
- nursing homes;
- nutrition;
- obesity;
- optimal aging;
- osteoporosis;
- Parkinson's disease;
- public policy;
- 'quality of life';
- religiosity;
- sexual function;
- sleep disturbances;
- smoking;
- spousal care-giving;
- stroke;
- widowhood;
- wisdom.

Also included are landmark studies: Duke Longitudinal Study of Aging; Framingham Heart Study; MacArthur Study of Successful Aging; Established Populations for the Epidemiologic Studies of the Elderly (EPESE); Health and Retirement Study (HRS); and National Long-Term Care Survey, as well as important social and health programmes including: social security, 'meals on wheels' and Medicaid//Medicare.

The [Encyclopedia of Health and Aging](#) is cross-disciplinary, with contributions from the fields of: gerontology; epidemiology; health psychology; biology; sociology; health and medicine; and public policy.

Readership

Academic and public libraries, as well as researchers and academics in social policy, health, gerontology and social work



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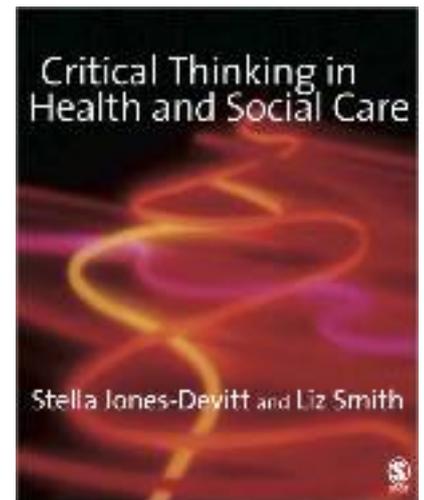
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NEW FROM SAGE PUBLICATIONS

Critical Thinking in Health and Social Care

Stella Jones-Devitt *York St John College* and **Liz Smith** *University of Hull*

June 2007 • 224 pages
Cloth (978-1-4129-2069-8) Price £60.00
Paper (978-1-4129-2070-4) Price £18.99



Critical Thinking in Health & Social Care is designed to equip practitioners with the knowledge and tools they need to critically examine practice in their own workplace.

The book presents a range of different approaches, which have particular relevance in the context of health and social care. Each approach is explained and grounded in practice using case studies, problem-solving scenarios and workplace examples. The practical tools which form the core of the book are contextualised by an exploration of what constitutes knowledge and evidence and the types of assumptions which are commonly held and which have a bearing on practice.

For those who are moving into more senior and strategic roles, **Critical Thinking in Health & Social Care** provides an array of tools which can be used to challenge and change existing practice and to solve problems. As such, it is an ideal text for courses which aim to develop critical thinking skills.

Readership

Upper-undergraduate and postgraduate students, academic researchers and practitioners across the health and social care spectrum

Contents

PART I: A Theoretical Overview / Thinking Critically about Critical Thinking / The Authenticity of Knowledge / Assumptions / The Nature of Evidence / PART II: Key Theoretical Tools of Critical Thinking / Political and Ideological Perspectives of Thinking / Moral Reasoning / Feminism and Post-Feminism / Critical Realism / Chaos and Complexity Theories / Post-modernism and Post-structuralism / PART III: Application to Health and Social Care Practice / Case Studies in Health and Social Care / Implications for Practice



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NEW FROM SAGE PUBLICATIONS

Working with Men in Health and Social Care

Jonathan Scourfield Cardiff University, **Mark Rivett** Bristol University and **Brid Featherstone** Dept of Social Sciences and Humanities University of Bradford

June 2007 · 192 pages
Cloth (978-1-4129-1849-7) Price £60.00
Paper (978-1-4129-1850-3) Price £20.99



Working with Men in Health and Social Care is an important and timely book that introduces the complex issues and debates involved in working with men in a range of professional settings. The authors locate academic and popular discourse on masculinities within the specific context of health and social care settings, critically analysing the theory and policy that underpin and inform practice, and continually linking theoretical frameworks to 'real-life' practice examples.

Section 1 contextualises the topic with a discussion of gender theory, social policy and the occupational culture of relevant organisations

Section 2 provides a summary of practice models, examining practice with men as individuals, as well as in groups, families and communities

Section 3 is organised according to specific groups of service users and includes chapters on fathers, abusive men, physical and mental health, boys, and older men

This thought-provoking and topical book will be essential reading for students and academics in social work, health care, probation, counselling, and allied disciplines, and for those facing the reality of working with men in their day-to-day practice.

Readership

Students and academics in social work, health care, probation, counselling, and allied disciplines, and for those working with men in their day-to-day practice

Contents

Introduction / SECTION ONE - THE THEORY AND POLITICS OF MASCULINITY / Understanding Masculinities / The Politics of Masculinity / SECTION TWO - PRACTICE MODELS / Practice Models 1: Working With Men as Individuals / Practice Models 2: Working With Men in Groups, Families and Communities / SECTION THREE - WORKING WITH SPECIFIC GROUPS OF MEN / Working With Men as Fathers / Working with Abusive Men / Men's Mental Health / Men's Physical Health and Disability / Working With Boys and Young Men / Working with Older Men / Conclusion



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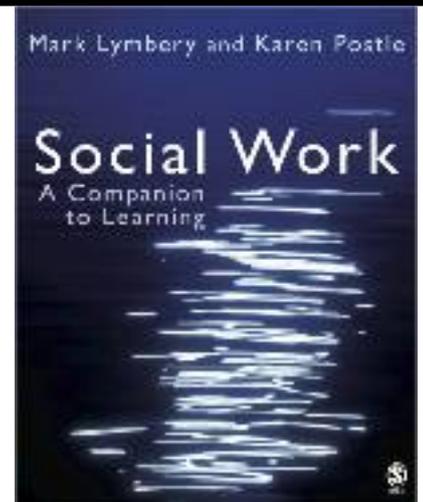
NEW FROM SAGE PUBLICATIONS

Social Work

A Companion to Learning

Edited by **Mark Lymbery** *University of Nottingham* and **Karen Postle** *University of East Anglia*

March 2007 • 312 pages
Cloth (978-1-4129-2001-8) Price £65.00
Paper (978-1-4129-2002-5) Price £20.99
BIC Codes: JBS



Social Work: A Companion to Learning is an exciting and definitive new book that will equip readers with the core knowledge and skills they need to successfully complete their social work training, and go on to be an effective practitioner. The text takes a holistic and critical approach, not only enabling students and practitioners to understand how to practise social work effectively, but also how to locate this practice within its societal context.

Written and edited by leading experts in the field, each chapter skilfully explores key themes, issues, and concepts underpinning social work theory and practice in an engaging, authoritative and accessible way. The selection of topics serves to establish:

- the contexts through which social work education can best be understood
- the core requirements and processes that characterise social work courses
- the issues involved in continuing professional development.

The chapters comprise a wide range of key issues, such as communication skills, partnership working, the values of social work, supervision, management, law, and research mindedness, as well as two unique chapters written exclusively from service users' perspectives.

Case studies, interactive questions, key points and further reading sections are used throughout the book to bring the material to life and aid readers' understanding. **Social Work: A Companion to Learning** will be a core text for students and practitioners at all levels, providing the most up-to-date and comprehensive companion they will need to help them progress in their careers.

Readership

Students and teachers of social work practice

Contents

PART 1: INTRODUCTION / **Mark Lymbery and Karen Postle** Social Work: A Companion for Learning - An Introduction / PART 2: CONTEXTS / **Bill Jordan** The Political, Societal and Economic Context of Practice / **Richard Hugman** The Place of Values in Social Work Education / **Jan Fook** Uncertainty: The Defining Characteristic of Social Work? / **Kaeren Harrison and Gillian Ruch** Social Work and the Use of Self: On Becoming and Being a Social Worker / **Advocacy in Action** Why Bother? The Truth about Service User Involvement / **Beth Humphries** Research Mindedness / **Colin Whittington** The Rise and Rise of Interprofessional Education? / **Steven M Shardlow** Social Work in an International Context / PART 3: REQUIREMENTS AND PROCESSES / **Robert Johns** Social Work Law / **Jonathan Parker** The Process of Social Work: Assessment, Planning, Intervention and Review / **Juliet Koprowska** Communication Skills in Social Work / **Paul Bywaters** Understanding the Lifecourse / **Malcolm Payne** Partnership Working: The Interdisciplinary Agenda / **Vicky Harris and Martin Gill** Practice Learning In Context / **Jackie Rafferty and Jan Steyaert** Social Work in a Digital Society / PART 4: THRIVING IN PRACTICE / **Mark Lymbery** Social Work in Its Organisational Context / **Helen Gorman and Mark Lymbery** Continuous Professional Development / **Tina Eadie** Professional Development in the Workplace / **Peter Beresford, Fran Branfield, Munir Lalani, Brian Maslen, Anna Sartori and Jenny, Maggie and Manny, All Service Users from Shaping Our Lives** Partnership Working: Service Users and Social Workers Learning and Working Together / **Jeremy Peach and Nigel Horner** Using Supervision: Support or Surveillance? / **Vicky White and John Harris** Management / **Karen Postle** Value Conflicts in Practice / PART 5: CONCLUSION / **Karen Postle and Mark Lymbery** Opportunities and Threats: Social Work in The 21st Century



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NEW FROM SAGE PUBLICATIONS

Child Protection

An Introduction

Second Edition

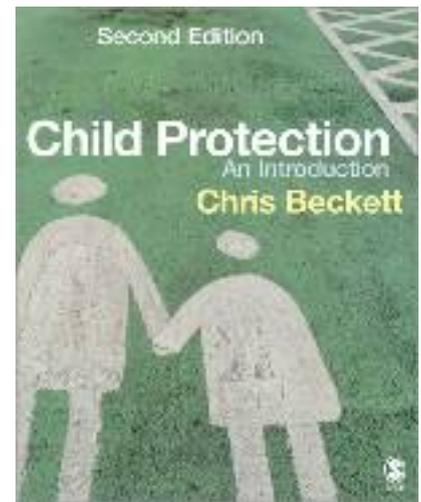
Chris Beckett Anglia Ruskin University

April 2007 · 264 pages

Cloth (978-1-4129-2091-9) Price £60.00

Paper (978-1-4129-2092-6) Price £19.99

BIC Codes: JBQH,JBNH1,JBNH3



The **Second Edition** of this best-selling textbook provides students and practitioners with a broad introduction to, and critical analysis of, the complex issues involved in child protection work. Chris Beckett's approachable style presents these issues in a clear and engaging way, all the time encouraging reflection and debate through such features as case examples and interactive exercises.

The book is fully comprehensive, considering key topics such as: the consequences for children of abuse and neglect; the reasons why some adults abuse and neglect children; the personal challenges involved in doing child protection work; and the organizational framework within which child protection work takes place. Other key features of this thoroughly revised **Second Edition** include:

- **Fully updated content:** the book has been revised to incorporate new literature, research, legal and policy developments, including the recent Working Together guidelines
- **Two new chapters:** these comprise a chapter on families where there is domestic violence, and a chapter on promoting strategies for bringing about change
- **Interprofessional appeal:** the author addresses the book to all the professionals involved in child protection work, ensuring wide interdisciplinary appeal

The new edition of this highly successful textbook will be required reading for students studying social work and allied subjects, and an essential resource for all professionals involved in child protection work.

Readership

Students studying social work and allied subjects, professionals involved in child protection work

Contents

PART I: CHILD PROTECTION WORK / Different Perspectives / The Multi-Agency System / Making Things Different / Personal and Professional / PART II: CHILD MALTREATMENT AND ITS CONSEQUENCES / Recognizing Child Abuse and Neglect / Disabled Children / Harm / PART III: CAUSES AND CONTEXTS / Origins of Abuse and Neglect / Parents with Substance Use and Other Mental Health Problems / Parents with Learning Difficulties / Violent Homes / Poverty and Social Exclusion / PART IV: PROBLEMS AND DILEMMAS / Abusive Systems / Facing Reality

Previous Edition: *Child Protection* Cloth: 978-0-7619-4955-8 £65.00 Paper: 978-0-7619-2086-1 £19.99 (February 2003)



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NEW FROM SAGE PUBLICATIONS

Challenges in Living

A Multidimensional Working Model for Social Workers

Elizabeth D Hutchison *Virginia Commonwealth University, Richmond*, **Holly Matto** *University of Central Florida*, **Leanne W Charlesworth** *Nazareth College*, **Marcia Harrigan** *University of Central Florida* and **Pamela Viggiani** *Nazareth College*

June 2007 • 520 pages

Paper (978-1-4129-0899-3) Price £31.00

BIC Codes: JBS

Challenges in Living provides a working model for social workers to integrate the most up-to-date evidence about challenges of living encountered in their daily practice. Using a multidimensional biopsychosocial-spiritual perspective, the book examines etiology, course and intervention strategies related to 8 challenges of living.

The book presents a range of theories of causation and brings together the most recent interdisciplinary research on risk and protective factors in each chapter.

Each chapter is organized according to the features of the working model and includes:

- narrative story (or stories)
- theories of causation
- patterns of occurrence across gender, race//ethnicity, age, socioeconomic status, sexual orientation, disability
- biological risk and protective factors
- psychological risk and protective factors
- social risk and protective factors
- spiritual risk and protective factors
- integration of biopsychosocial-spiritual dimensions
- ways that people attempt to cope
- social justice issues
- implications for social work policy and practice.

Readership

Students and practitioners of social work

Contents

Elizabeth D. Hutchison A Working Model / **Elizabeth D. Hutchison, Leanne W. Charlesworth, Holly C. Matto, Marcia P. Harrigan, Pamela A. Viggiani** Elements of Knowing and Doing in Social Work / **Pamela Viggiani** Financial Impoverishment / **Elizabeth D. Hutchison** Community Violence / **Leanne W. Charlesworth** Child Maltreatment / **Holly C. Matto** Traumatic Stress / **Holly C. Matto** Substance Abuse / **Marcia P. Harrigan** Obesity / **Elizabeth D. Hutchison, Pamela J. Kovacs** HIV/AIDS / **Marcia P. Harrigan** Major Depression / **Elizabeth D. Hutchison** Afterword



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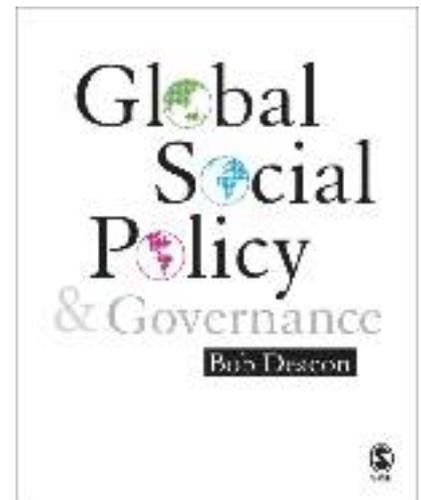
NEW FROM SAGE PUBLICATIONS

Global Social Policy and Governance

Bob Deacon *University of Sheffield*



March 2007 • 264 pages
Cloth (978-1-4129-0761-3) Price £65.00
Paper (978-1-4129-0762-0) Price £21.99
BIC Codes: JBQ,GTF,JPS



Global Social Policy and Governance explores these issues and presents a critical analysis of policy-making in an interconnected world. The chapters caution against a superficial account of understanding global social policy and instead discuss the complexities and controversies surrounding the global actors shaping international policy.

The book:

- evaluates policies for social protection, health services and education put forward by global institutions
- looks at policies addressing the essentials of global redistribution, global regulation and global social rights
- highlights the complexity of the networks of global actors including NGOs, consultants, think tanks, task forces and policy advocacy coalitions
- explores the political obstacles to reforms in global social governance, and the growing importance of global social movements
- presents arguments for a more effective development of global and regional social policies
- is illustrated by case studies, further reading sections and a glossary.

Overall the book presents an authoritative understanding of the way social policies at national and supra-national level are shaped in the context of globalisation. It is an essential text for students of social policy, development studies and international relations. It will also be invaluable reading for those shaping social policies in international organisations and those in social movements seeking to influence them.

Readership

Students of social policy, development studies and international relations

Contents

The International and Global Dimensions of Social Policy / The Social Policy of the World Bank / The Social Policy of the IMF, WTO and OECD / The Social Policy of the UN and Its Social Agencies / The Social Policy of International Non-State Actors / Global Redistribution, Regulation and Rights / Global and Regional Social Governance / The Politics and Future of Global Social Policy



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NEW FROM SAGE PUBLICATIONS

Study Skills for Nurses



Second Edition

Elizabeth Whitehead *University College Chester* and
Tom Mason *School of Health and Social Care University of Chester*
Sage Study Skills Series

September 2007 · 272 pages

Cloth (978-1-4129-3416-9) Price £45.00

Paper (978-1-4129-3417-6) Price £14.99

The new edition of **Study Skills for Nurses** will help students at all levels develop the skills and techniques for stress-free studying throughout their nursing training. This invaluable book will help them face everyday challenges like essay writing, doing assignments, and taking exams, with confidence.

All chapters have been revised and updated for this **Second Edition**, which also includes a new chapter giving advice to students with special needs (including dyslexia, hearing and visual impairments, disability and mental health concerns), as well as more material on the importance of achieving a study/life balance.

The book is comprehensive in its coverage of the core study skills, including practical advice on how to:

- manage your time effectively
- conduct literature searches
- use technology in your study
- use references
- write assignments
- pass exams

With summaries, learning aids, and a glossary of key terms, students at all levels will find **Study Skills for Nurses** an accessible and indispensable companion throughout their training.

Readership

Nursing students at all levels.

Previous Edition: *Study Skills for Nurses* Cloth: 978-0-7619-4127-9 £45.00 Paper 978-0-7619-4128-6 £14.99 (March 2003)



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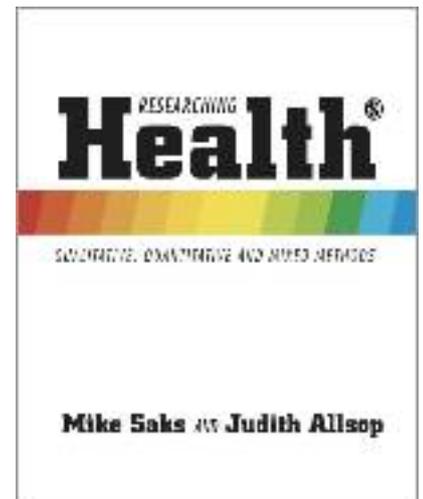
NEW FROM SAGE PUBLICATIONS

Researching Health

Qualitative, Quantitative and Mixed Methods

Edited by **Mike Saks** and **Judith Allsop** De Montfort University Both at University of Lincoln, UK

March 2007 • 400 pages
Cloth (978-1-4129-0363-9) Price £65.00
Paper (978-1-4129-0364-6) Price £22.99
BIC Codes: GRS



In this eagerly-anticipated new text, a range of internationally-renowned experts draw on their extensive experience to provide a practical and accessible guide to the wide span of methods used in health research.

Researching Health covers the background to conducting health research, qualitative and quantitative methods employed in researching health, contemporary issues such as research ethics, comparative research and the use of mixed methods, and how to disseminate health research. As such, it provides the perfect package to help readers carry out their own research projects and use the research of others more effectively in their work.

Key features:

- comprehensive coverage of the range of methods available
- brings readers fully up-to-date on topical issues and research
- packed with pedagogical features including: case studies, health-related exercises, chapter summaries, annotated further reading, and a full glossary
- supported by an interactive companion website with an instructors' manual and PowerPoint slides for lecturers, and datasets, links to relevant websites, online reading, and an online glossary for students.

Readership

Undergraduate and postgraduate students on health programmes, health researchers, academics working in the health field, health care managers, and health practitioners

Contents

PART ONE: CONDUCTING HEALTH RESEARCH / **Mike Saks and Judith Allsop** The Context for Researching Health / **Evan Willis and Alex Broom** Competing Paradigms and Health Research / **Kathryn Jones** Doing a Literature Review in Health / PART TWO: QUALITATIVE METHODS AND HEALTH / **Andy Alaszewski** Using Documents in Health Research / **Jacqueline Low** Unstructured Interviews and Health Research / **David Hughes** Participant Observation in Health Research / **Judith Green** The Use of Focus Groups in Research into Health / **Heather Waterman** Action Research in Health / PART THREE: QUANTITATIVE METHODS AND HEALTH / **Peter Davis and Alastair Scott** Health Research Sampling Methods / **Michael Calnan** Quantitative Survey Methods in Health Research / **George Argyrous** Statistical Methods for Health Data Analysis / **George Lewith and Paul Little** Randomized Controlled Trials / **Niroshan Siriwardena** Experimental Methods in Health Research / **Alan Maynard** The Use of Economics in Health Research / PART FOUR: CONTEMPORARY ISSUES IN RESEARCHING HEALTH / **Priscilla Alderson** Governance and Ethics in Health Research / **Jonathan Tritter** Mixed Methods and Multidisciplinary Research in Healthcare / **Janet Richardson and Mike Saks** Researching Orthodox and Complementary and Alternative Medicine / **Mark Johnson** Researching the Health of Ethnic Minority Groups / **Sophie Hill** Involving the Consumer in Health Research / **Viola Burau** Comparative Health Research / PART FIVE: DISSEMINATING HEALTH RESEARCH / **Judith Allsop and Mike Saks** Writing Up Health Research and Getting Published



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NEW FROM SAGE PUBLICATIONS

Organizing Identity

Person and Organizations after theory

Paul du Gay *The Open University*

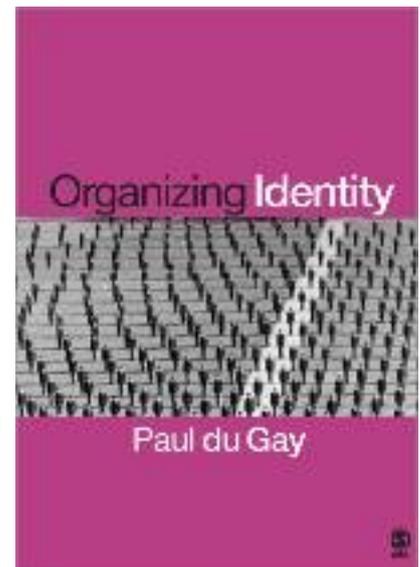
Culture, Representation and Identity series

February 2007 · 208 pages

Cloth (978-1-4129-0011-9) Price £65.00

Paper (978-1-4129-0012-6) Price £21.99

BIC Codes: GTS



Organizing Identity makes a significant contribution to cultural economic approaches to organisational and economic life. Specifically it offers both a survey of the field, as well as a practical guide to doing 'cultural economy'. The text, which builds upon du Gay's earlier work, will engage with a range of debates from cultural studies, sociology, anthropology, geography and management.

It brings **du Gay's** style and originality to bear on the subject of culture and economy, and results in a book that will once more make a solid contribution to cultural studies.

The book is divided into three sections:

Section 1: Identity and History

Section 2: Theory

Section 3: Politics

It also features an Introduction which outlines the distinctiveness of 'cultural economy' as an academic practice. It also offers an overview of the current state of the discipline and field.

Readership

Cultural studies and Sociology students

Contents

'IDENTITY' AFTER "THE MOMENT OF THEORY" / The Identity of Persons I / The Identity of Persons II / Which is the 'self' in "Self-Interest"? / 'Self-Service': Retail, Shopping and Personhood / Re-Instating an Ethic of Bureaucratic Office: Office, Ethos and Persona / in Public Management / The Tyranny of the Epochal: 'Change', Epochalism and Organizational Casuistry / The Trouble with "Governance": State, Bureaucracy, and Freedom



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NEW FROM SAGE PUBLICATIONS

The Cultural Industries

Second Edition

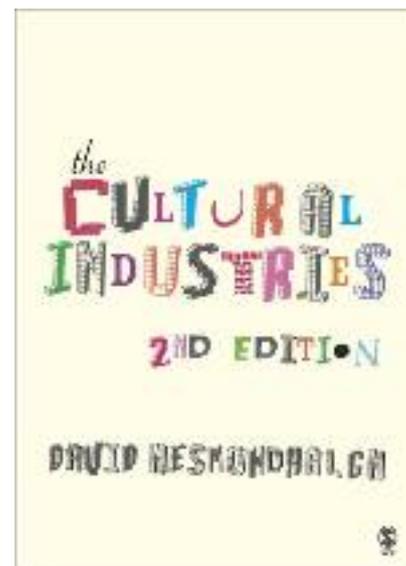
David Hesmondhalgh *Communication Studies, University of Leeds.*

March 2007 · 320 pages

Cloth (978-1-4129-0807-8) Price £60.00

Paper (978-1-4129-0808-5) Price £20.99

BIC Codes: GR,GTS



What are the 'cultural industries'? What role do they play in contemporary society? How are they changing?

The Cultural Industries combines a political economy approach with the best aspects of cultural studies, sociology, communication studies and social theory to provide an overview of the key debates surrounding cultural production.

The book:

- -Features revised material on 'Policy'
- -Considers both the entertainment and the information sectors
- -Combines analysis of the contemporary scene with a long-range historical perspective
- -Draws on a range of examples from North America, the United Kingdom, Europe and elsewhere.

This new edition of **Hesmondhalgh's** clearly written, thoroughly argued overview of political-economic, organizational, technological and cultural change represents yet another important intervention in research on cultural production. It provides students with an indispensable introduction to the area, clearly written and accessible, but nonetheless essential.

Praise for the first edition:

'This is both a smashing textbook and also an impressive contribution to thinking in a range of subjects. This book should influence the way we construct the undergraduate curriculum as well as rethink the polarization between political economy and cultural studies'- **Frank Webster, City University**

'A wonderfully clear, insightful and original synthesis of work on the cultural industries, representing the perspectives of the new generation of researchers' - **James Curran, Goldsmiths College, University of London**

'David Hesmondhalgh offers us a valuable resource and a timely provocation... [A] very well organized and clearly written introduction to this increasingly important area of study. Students and teachers wanting a comprehensive and accessible guide to what we know and where we might be heading will welcome it with open arms... His book deserves to be required reading on every media and cultural studies course' - **Graham Murdock, University of Loughborough**

Readership

Students of media and cultural studies

Contents

Introduction: Change and Continuity, Power and Creativity / PART ONE ANALYTICAL FRAMEWORKS / Approaches to Culture / Assessing the Cultural Industries / Explaining the Cultural Industries / PART TWO: POLICY CHANGE / Marketisation in Telecommunications and Broadcasting / Copyright Law and Cultural Policy / PART THREE: CHANGE AND CONTINUITY IN THE CULTURAL INDUSTRIES, 1980 ONWARDS / Ownership, Structure and Size / Organisation and Cultural Work / Internationalisation, Globalisation and Cultural Imperialism / New Media, Digitalization and Convergence / Texts: Diversity, Quality and the Serving of Interests / Conclusions: A New Era in Cultural Production?

PREVIOUS EDITION: *The Cultural Industries* Cloth 978-0-7619-5452-1 £65.00 Paper 978-0-7619-5453-8 £19.99 (April 2002)



Paul Chapman
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NEW FROM SAGE PUBLICATIONS

Cultures, Conflict and Globalization

Conflicts and Tensions

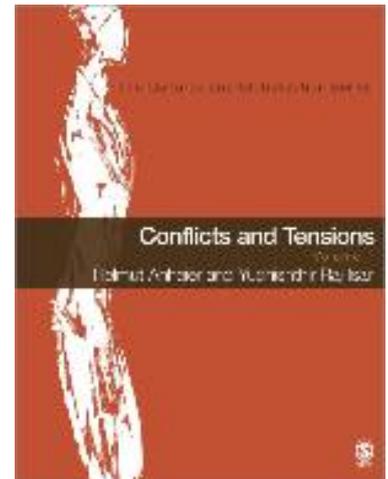
Edited by **Helmut Anheier** *Center for Civil Society, School of Public Policy and Social Research, UCLA*

The Cultures and Globalization Series

March 2007 · 448 pages

Cloth (978-1-4129-3471-8) Price £80.00

Paper (978-1-4129-3472-5) Price £29.99



The world's cultures and their forms of creation, presentation, and preservation are deeply affected by globalization in ways that are inadequately documented and understood. The World Cultures Yearbook is designed to fill this glaring gap in our knowledge—a gap that could ultimately become politically dangerous and economically damaging.

Analyzing the relationship between globalization and cultures is the core objective of the Yearbook. Through the Yearbook, leading experts will track cultural trends in all regions of the world, covering issues ranging from the role of cultural difference in politics and governance to heritage conservation, artistic expression and the cultural industries. The Yearbook will also include a data section that consolidates the recently commenced but still inchoate work of cultural indicators and will be presented in a user-friendly form with a high graphics content to facilitate accessibility and understanding.

The inaugural edition, World Cultures Yearbook 2007, will focus on 'Cultures, Conflict and Globalization'. Like so many other phenomena that characterize and are generated by globalization, conflict/culture relationships remain inadequately analyzed. This applies in particular to cultural identities and their forms of expression, creation, maintenance and renewal. The theme is not only to ensure or somehow shield the well-being of the cultural-artistic dimension in the process of globalization. More than that, and in a broad and genuine sense, the Yearbook means to serve the cause of peace and security through open debate, learning and understanding.

Readership

Academics and researchers in politics, sociologists, journalists and the general reader.

Contents

APPROACHES AND DEVELOPMENTS / **Beverly Crawford** Globalization and Cultural Conflict: An Institutional Approach / **Rustom Bharucha** Dimensions of Conflict in Globalization and Cultural Practice: A Critical Perspective / **Brian Min and Andreas Wimmer** Ethnicity and War in a World of Nation-States / **Laura Adams, Miguel Centeno, and Charles Varner** Resistance to Cultural Globalization: A Comparative Analysis / **Dragan Klaić** Cultural Expression as Commentary and Revelation of Conflict / **Dacia Viejo Rose** Conflict and the Deliberate Destruction of Cultural Heritage / REGIONAL REALITIES / **Francis Nyamnjoh** Conflict, Globalization and African Cultures / **Ahmad Moussalli** Regional Realities in the Arab World / **Janadas Devan** Asian Perspectives / **Anthony Giddens** The European Social Model / **Anibal Ford** Diversity, Invention and Crisis: Latin America / **Yunxiang Yan** Managing Cultural Conflicts: State Power and Alternative Globalization in China / **Ronnie Lipschutz** Capitalism, Conflict and Churn: How the American Culture War Went Global / **Fault Lines: TENSIONS, VALUES AND MIGRATION** Tensions / **Hugo Achugar** Tensions between the North and South / **Georges Corm** The West versus the Arab World: Deconstructing the Divide / **Bassam Tibi** Islam between Religious-Cultural Practice and Identity Politics / **Nathan Gardels** Europe versus America: A Growing Clash within the West?: Values / **Chris Welzel and Franziska Deutsch** Value Patterns in Europe and the United States: Is there a Transatlantic Rift? / **Ronald Inglehart and Pippa Norris** Why Religion Didn't Disappear: Re-examining the Secularization Thesis Migration: / **Leo Estrada** Migration, Security and Culture in the USA / **Alejandro Grimson** Migration: the Experience of Argentina / **Diana Wong** Migration, Conflict and Illegitimacy: The Malaysian Case Study / CULTURE AS A TOOL OF CONFLICT PREVENTION AND RESOLUTION / **Barbara Nelson, Mandy Carver and Linda Kaboolian** Creating Concord Organizations: Institutional Design for Bridging Antagonistic Cultures / **James Thompson** Performance, Globalization and Conflict Promotion//Resolution: The Case of Sri-Lanka / **Ananda Breed** Performing Gacaca in Rwanda: Local Culture for Justice and Reconciliation / **Clemencia Rodríguez and Amparo Cadavid** Moving Conflict from the Realm of Violence to the Realm of Discourse / **Silvia Ramos** The Pedagogy of Drums: Young Slum-Dwellers Groups as Mediators of Urban Conflict in Brazil / PROFILES OF WORLD CULTURES / **Helmut Anheier** Introducing cultural indicator suites / **Willem Henri Lucas** Indicator suites and information graphics designed / **Helmut Anheier and Angela Wilkinson** Scenarios of cultural conflicts and globalization



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NEW FROM SAGE PUBLICATIONS

Cultural Studies in Action

Theory and Practice



David Walton *University of Murcia*

May 2007 • 296 pages

Cloth (978-1-4129-1894-7) Price £65.00

Paper (978-1-4129-1895-4) Price £18.99

BIC Codes: GTS

An introduction to the practice of cultural studies, **Cultural Studies in Action** is ideal for undergraduate courses. The fundamental task facing students of cultural studies is the application of theory into critical practice, and this book offers its readers the conceptual tools to practice cultural analysis for themselves.

This book:

- Links key concepts to the key theorists of cultural studies
- Includes a wide range of references of popular cultural forms
- Emphasizes the multidisciplinary nature of cultural studies
- Includes pedagogical features, such as dialogues, graphs, images and recommended readings.

Readership

Students of cultural and media studies

Contents

Part One: High Culture Gladiators: Some Influential Early Models of Cultural Analysis / Culture and Anarchy in the UK: A Dialogue with Matthew Arnold / The Leavisites and T.S. Eliot Combat Mass Urban Culture / Adorno, the Frankfurt School and the 'Culture Industry' / Part Two: The Transformative Power of Working-Class Culture / From a Day Out at the Seaside to the Milk Bar: Richard Hoggart and Working-Class Culture / E.P. Thompson and Working-Class Culture as a Site for Conflict, Consciousness and Resistance / Towards a Recognizable Theory of Culture: Raymond Williams / Part Three: Consolidating Cultural Studies: Subcultures, the Popular, Ideology and Hegemony / Introducing Stuart Hall: The Importance and Re-evaluation of Popular Mass Culture / Youth Subcultures and Resistance: A Dialogue with Quadrophonia / Subcultures and Widening Horizons: Further Strategies for Practice / How to Dominate the Masses Without Resorting to the Inquisition: Antonio Gramsci and Hegemony Theory / A Few Ways You Might Adapt Ideas from Louis Althusser to Cultural Studies: a Dialogue with Dr Jeckyll and Mr Hyde / Part Four: Probing the Margins, Remembering the Forgotten: Representation, Subordination and Identity / Crying Woolf! Thinking with Feminism / Adapting Theory to Explore Race, Ethnicity and Sexuality: The Case of East is East / Part Five: Honing your Skills, Conclusions and 'Begin-endings' / Consolidating Practice, Heuristic Thinking, Creative Cri-tickle Acts and Further Research



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NEW FROM SAGE PUBLICATIONS

Understanding Sports Culture

Tony Schirato *Victoria University of Wellington, New Zealand*

Understanding Contemporary Culture series

July 2007 · 192 pages

Cloth (978-1-4129-0738-5) Price £60.00

Paper (978-1-4129-0739-2) Price £16.99

BIC Codes: GTS,JB

The French sociologist Pierre Bourdieu has written that contemporary sport is 'born of truly popular games' and returns to them 'in the form of spectacles produced for the people'. Another well-known French intellectual, the former Manchester United football star Eric Cantona, has suggested that sport is important because it is one of the few areas of life that is capable of eliciting passion, that people actually care about.

Understanding the Field of Sport traces the development of that process from play and folk games to media spectacle, and explains why sport constitutes one of the most important cultural forms in contemporary life.

Readership

As part of the Understanding Contemporary Culture series this book is aimed at a broad range of students from undergraduate to postgraduate level, who want to know more and be fully informed on sport, its relationship to the media, and its cultural dynamics

Contents

Introduction: Playing Sport / Theories of Play, Games and Sport / Intimations of Sport / The Field of Sport / Global Sport / Sport, the Media and Spectatorship / From Sport to Spectacle / Contemporary Sport



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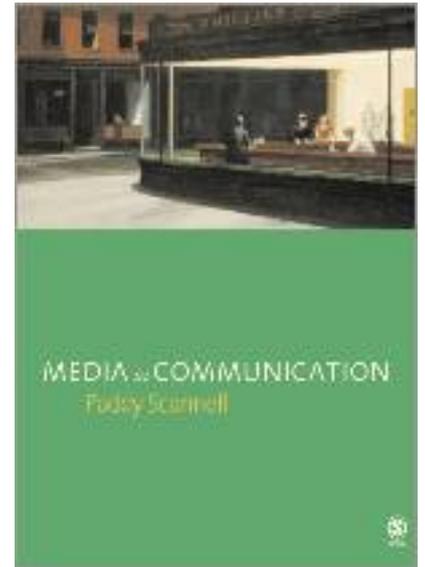
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NEW FROM SAGE PUBLICATIONS

Media and Communication

Paddy Scannell *University of Michigan*

September 2007 • 304 pages
Cloth (978-1-4129-0268-7) Price £60.00
Paper (978-1-4129-0269-4) Price £19.99
BIC Codes: GR



Communication Theory is an interdisciplinary examination of the implications of new communications technologies for media studies and the sociology of communication.

This text addresses traditional concerns of content, representation, semiotics and ideology but also charts how the emergence of new post-broadcast and interactive forms of communication have added new domains of study for communications theory, renovated the older domain of broadcast, and suggested new ways of studying these older media.

Readership

Undergraduate and postgraduate students in media studies

Contents

PART ONE: The masses / Mass communication / Mass culture / The end of the masses / PART TWO: Everyday life / Culture and communication / Communication and technology / Communication as interaction / PART THREE: Communicative rationality / Language and communication / Communication as ideology / Communication and rationality / Media and communication



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NEW FROM SAGE PUBLICATIONS

The NCTJ Guide to Careers in Journalism

Andy Bull and NCTJ Training Ltd

July 2007 · 300 pages

Cloth (978-1-4129-3614-9) Price £60.00

Paper (978-1-4129-3615-6) Price £14.99

BIC Codes: KNTJ

The National Council for the Training of Journalists (NCTJ) Guide to Careers in Journalism is the essential resource to securing a job as a journalist on a newspaper or magazine, on radio and television, or online.

The Guide contains:

- full details of over 60 highly-respected, NCTJ-accredited courses
- comprehensive outlines of what it will be like as a trainee journalist on newspapers, magazines, TV, radio or a website
- day-in-the-life accounts from a wide range of young journalists
- advice, quotes and comments from over 100 working journalists
- an essential listing of potential sources of work experience, traineeships, and jobs.

Readership

Journalism students

Contents

Introduction - The New Journalist / Section One - The media / Newspapers / Magazines / TV and radio / Online / News, sport and picture agencies / Sport / Photography / Section Two - Career paths / Career Path 1: Newspaper or magazine reporting / Career path 2: Newspaper or magazine production / Career path 3: Features on newspapers and in magazines / Career path 4: Radio and TV reporting / Career path 5: Radio and TV production / Career path 6: Online writing and production / Career path 7: News agencies / Career path 8: Sport / Career path 9: Photographers / Career path 10: Freelancing / Cross-media careers paths / Career paths 11: Cross media career paths - Reporting / Career paths 12: Cross-media career paths - Production / Career path 13: Cross-media career paths - Editing / Career paths 14: Wild-card career paths / Section 3 - NCTJ accredited courses / Section 4 - database of employers / Useful sources of information



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NEW FROM SAGE PUBLICATIONS

Stardom and Celebrity

A Reader

Edited by **Sean Redmond** *Victoria University of Wellington* and

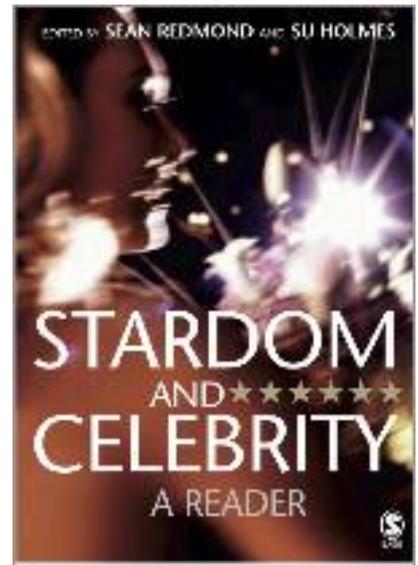
Su Holmes *University of Kent at Canterbury*

May 2007 · 416 pages

Cloth (978-1-4129-2320-0) Price £65.00

Paper (978-1-4129-2321-7) Price £21.99

BIC Codes: KNTC,KNTD



Stardom and Celebrity brings together some of the seminal interventions which have structured the development of star/celebrity studies, while crucially combining and situating these within the context of new essays which address the contemporary, cross-media and international landscape of today's fame culture.

The Reader combines approaches to stardom and celebrity which range across historical periods, media forms and national contexts, as well as disciplinary borders and modes of enquiry. At the core of the collection is a desire to map out a unique historical trajectory - both in terms of the development of fame, as well as the historical development of star/celebrity studies.

Readership

Students of cultural studies, popular culture and media studies.

Contents

Section One: Star and Celebrity Culture: Theoretical Antecedents / The Nature of Charismatic Domination / **Max Weber** The Work of Art in the Age of Mechanical Reproduction / **Walter Benjamin** The Culture Industry: Enlightenment as Mass Deception / **Theodor Adorno and Max Horkheimer** Myth Today / **Roland Barthes** "THAT-HAS-BEEN"; The Pose; The Luminous Rays, Colour; Amazement; Authentification / **Roland Barthes** The Ecstasy of Communication / **Jean Baudrillard** Section Two: The Analysis of Fame: Understanding Stardom / The Powerless Elite: Theory and Sociological Research on the Phenomenon of the Stars / **Francesco Alberoni** Stars / **Richard Dyer** Heavenly Bodies / **Richard Dyer** Stars as a Cinematic Phenomenon / **John Ellis** Re-examining Stardom: Questions of Texts, Bodies and Performance / **Christine Geraghty** From Beyond Control to In Control: Investigating Barrymore's Feminist Agency//Authorship / **Rebecca Williams** Section Three: Fame - Remember My Name?: Histories of Stardom And Celebrity / The Emergence of the Star System in America / **Richard deCordova** The Assembly Line of Greatness: Celebrity in Twentieth-Century America / **Joshua Gamson** 'Torture, Treacle, Tears and Trickery': Celebrities, 'Ordinary' People, and This is Your Life / **Su Holmes** Celebrity and Religion / **Chris Rojek** The Dream of Acceptability / **Leo Braudy** Section Four: Producing Fame: 'Because I'm Worth It' / The Economy of Celebrity / **Graeme Turner** Sharon Stone in a Gap Turtleneck / **Rebecca L. Epstein** Who Owns Celebrity?: Privacy, Publicity and the Legal Regulation of Celebrity Images / **Philip Drake** Celebrity CEOS and the cultural economy of tabloid intimacy / **Jo Littler** From the Alter to the Market-Place and Back Again: Understanding Literary Celebrity / **Wenche Ommundsen** Section Five: Made in Culture: Star and Celebrity Representations / The Face of Garbo / **Roland Barthes** The Whiteness of Stars: Looking at Kate Winslet's Unruly White Body / **Sean Redmond** The Hollywood Latina Body as a Site of Social Struggle / **Mary C. Beltran** 'Ozzy Worked for those Bleeping Doors with the Crosses on them': The Osbournes as Social Class Narrative / **Lisa Holderman** Mobile Identities, Digital Stars, and Post-Cinematic Selves / **Mary Flanagan** Section Six: Consuming Fame//Becoming Famous: Celebrity and its Audience / With Stars in their Eyes: Female Spectators and the Paradoxes of Consumption / **Jackie Stacey** A Star is Dead: A Legend is Born: Practicing Leslie Cheung's Posthumous Fandom / **Yiman Wang** Doing it For Themselves? Teenage Girls, Sexuality and Fame / **Catherine Lumby** Media Power: Some Hidden Dimensions / **Nick Couldry**



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NEW FROM SAGE PUBLICATIONS

The Culture of Design

Second Edition



Guy Julier *Leeds Metropolitan University*

September 2007 • 272 pages
Cloth (978-1-4129-3045-1) Price £60.00
Paper (978-1-4129-3046-8) Price £19.99

Aimed at students of design studies, design history, cultural studies and sociology, **The Culture of Design**, offers a unique overview of design practice in contemporary culture and society.

This second edition has been thoroughly revised and updated, and contains new case studies, including one on the i-pod. In addition, the book now has an extended final chapter which looks at the links between design and business studies and how the creative industries function in the context of contemporary audit culture. [Companion website](#) is also available

Readership

Under- and postgraduate students in art, design, cultural studies and media.

Contents

Foreword to Revised Edition / Introducing Design Culture / Design Production / Designers and Design Culture / The Consumption of Design / High Design / Consumer Goods / Branded Places / Branded Leisure / On-screen Interactivity / Communication, Management and Participation

Previous Edition: *The Culture of Design* Cloth: 978-0-7619-6866-5 £65.00 Paper: 978-0-7619-6867-2 £19.99 (October 2000)



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NEW FROM SAGE PUBLICATIONS

Understanding the Media

Second Edition

Eoin Devereux *University of Limerick*

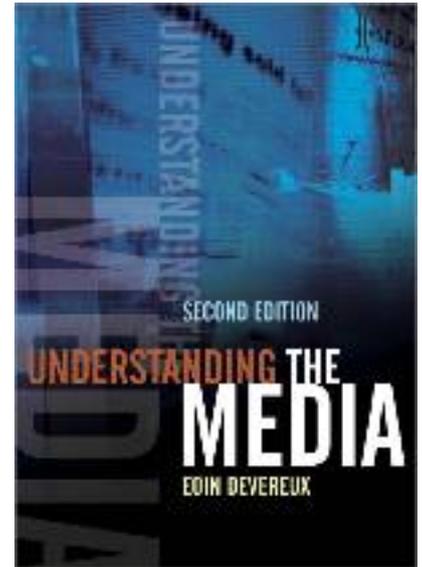


July 2007 • 304 pages

Cloth (978-1-4129-2990-5) Price £60.00

Paper (978-1-4129-2991-2) Price £19.99

BIC Codes: GR



Understanding the Media introduces key theoretical issues in media analysis and encourages students to use case studies to examine their own personal media use and exposure. Devereux applies a model of media analysis that gives equal weight to the production, content and reception of media texts.

A particular emphasis is placed on understanding the mass media in a social context, and readers are invited to engage with a variety of questions about the increasingly complex mediascape in which we live our everyday lives.

Now thorough revised and expanded this Second Edition:

- Includes an additional chapter which draws together the book's key themes
- Contains new and revised case studies with expanded discussions on media audiences and fandom and 'blogging'
- New and revised extracted readings in every chapter
- In addition, the book is now accompanied by an [ancillary website](#) focused on a "Quick-Questions" for the student reader as well as slides for tutorials/lectures.

Readership

Students of media and communications.

Contents

Understanding The Media / Media Globalization / Media Ownership: Concentration and Conglomeration / Media Production and Media Professionals / Media Ideologies / Analyzing Media Content: Media 'Re-presentations' in a Divided World / Audiences and Reception

Previous Edition: *Understanding the Media Cloth 978-0-7619-5482-8 £60.00 Paper 978-0-7619-5483-5 £18.99(May 2003)*



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NEW FROM SAGE PUBLICATIONS

Media Studies

Key Issues and Debates

Edited by **Eoin Devereux** *University of Limerick*

May 2007 • 336 pages
Cloth (978-1-4129-2982-0) Price £65.00
Paper (978-1-4129-2983-7) Price £19.99
BIC Codes: GR



Preface by Professor Denis McQuail

Bringing together a range of renowned and newly emerging scholars in the field, this book examines eighteen key issues within contemporary media studies. Written in an accessible student-friendly style, **Key Concepts in Media Studies** will be an authoritative landmark text for undergraduate students and teachers alike.

Each individual chapter begins with a concise definition of the concept(s) under investigation. This is followed by a 5,000 word discussion on the current state of play within research on the specific area. Chapters contain case-studies and illustrative materials from Europe, North America, Australasia and beyond. Each chapter concludes with annotated notes, which guide the student-reader in terms of future study.

Readership

Students of media and cultural studies

Contents

Introduction / **Natalie Fenton** Bridging The Mythical Divide: Political Economy and Cultural Studies Approaches to the Analysis of Media / **Croteau & Hoynes** The Media Industry: Structure, Strategy and Debates / **Michael J Breen** Mass Media & New Media Technologies / **Philippa Smith & Allan Bell** Unravelling the Web of Discourse Analysis / **Greg Philo** News Content Studies, Media Group methods and Discourse Analysis: A Comparison of Approaches / **Jenny Kitzinger** Framing & Frame Analysis / **Amanda Hoynes** Mass Media Re-Presentations of the Social World: Ethnicity and Race / Media Representations of Social Structure: Gender / **John Corner** Media, Power and Political Culture / **Pamela J. Shoemaker** Proximity and Scope as News Values / **Peter Hughes** Text and Textual Analysis / **Kim Akass & Janet McCabe** Analysing Fictional Television Genres / **Sonia Livingstone** From Family Institution To Bedroom Culture: Young People's Media at Home / **Jeroen de Kloet & Lisbet van Zoonen** Fan Culture: Performing Difference / **Kevin Howley** Community Media & The Public Sphere / **Karim H. Karim** Media and Diaspora



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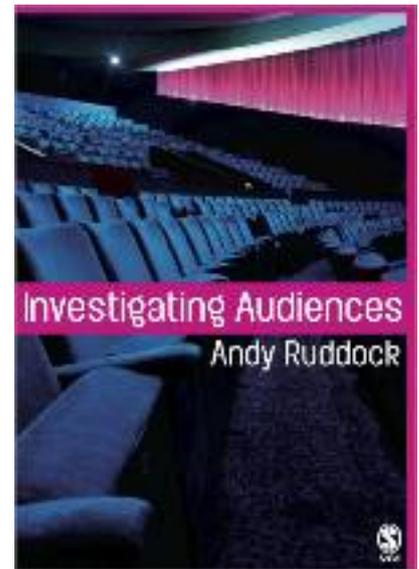
Investigating Audiences

Andy Ruddock *Liverpool John Moores University*

July 2007 • 224 pages

Cloth (978-1-4129-2269-2) Price £60.00

Paper (978-1-4129-2270-8) Price £18.99



Picking up on some of the themes developed in his critically acclaimed book **Understanding Audiences** (SAGE, 2000), this new book on audience research focuses on qualitative methods and will draw upon students' own media experience.

The book is divided into chapters that deal with audience research in terms of concepts and topics. Regarding concepts, **Investigating Audiences** is firmly grounded within interpretive approaches to studying viewers, readers and listeners.

Audience influences discussed include: violence, pornography, video gaming, and children and advertising.

Readership

Students of media and communication studies and cultural studies

Contents

News and Public Information / Media, Pleasure and Identity: The Meaning of the Meaningless / Fans, Power and Communication / Objectionable Content: Sex, Violence and Audiences / Reality, Media and Celebrity / Young People, Technology and Cultural Citizenship



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NEW FROM SAGE PUBLICATIONS

Discourse Studies

Five Volume Set

Edited by [Teun A Van Dijk](#) *Pompeu Fabra University, Barcelona, Spain*

[Sage Benchmarks Discourse Studies](#)

July 2007 · 2080 pages

Cloth (978-1-4129-3617-0) Price £650.00 [Special pre-publication offer: £575.00 - save £75.00](#)

The collection will cover all the major fields of discourse studies: including, grammar, stylistics, conversation analysis, narrative analysis, argumentation, psychology of comprehension, ethnography of speaking, and media. It will include classic articles, work from the top scholars in the field, and reflect all the significant debates.

Readership

Libraries



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NEW FROM SAGE PUBLICATIONS

The Art of Video Production

Leonard Shyles *Villanova University*

April 2007 · 496 pages

Paper (978-1-4129-1675-2) Price £34.99

This text presents students with the day-to-day skills of video production while guiding their practice with an understanding of audience analysis, communication processes, the principles of aesthetics, and the nature and impact of the digital transition. Review questions, professional pointers, and interviews with practitioners brings the concepts of video production to life.

Readership

Students of media and communication as well as television and film studies

Contents

A Note to Students and Teachers / Preface / The Video Production Process / Video As Communication / How Television Works / Light and Lenses / Lighting Equipment and Design / Using the Camera / Understanding Sound and Microphones / Audio Processing and Aesthetics / Graphic and Set Design / Video Processing / Field Production / Editing: Aesthetics and Techniques / Writing and Script Formats / Producing and Directing / Performing



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NEW FROM SAGE PUBLICATIONS

Television Criticism

Victoria O'Donnell *Montana State University*

May 2007 · 248 pages

Cloth (978-1-4129-4166-2) Price £62.00

Paper (978-1-4129-4167-9) Price £29.00

Television Criticism presents an original treatment of television criticism with a foundational approach to the nature of criticism, an understanding of the business of television, production background in creating television style, in-depth chapters on storytelling and narrative theories and television genres, the interaction of rhetoric and cultural studies theories, representation, and postmodernism. It presents new and comprehensive guidelines for analysis and criticism, and it has a sample critique of the television program *CSI: Crime Scene Investigation*

Readership

Students of media and communication as well as film and television studies

Contents

ORIENTATION / The Work of the Critic / Demystifying the Business of Television / FORMAL ASPECTS OF TELEVISION / Television Style / Television, the Nation's Storyteller / Television Genres / THEORETICAL APPROACHES TO TELEVISION CRITICISM / Rhetoric and Culture / Representation and its Audience / Postmodernism / CRITICAL APPLICATIONS / Guidelines for Television Criticism / Sample Criticism of a Television Show



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NEW FROM SAGE PUBLICATIONS

Increasing Multicultural Understanding

Third Edition

Don C Locke *University of North Carolina, Ashville*

May 2007 · 300 pages

Paper (978-1-4129-3658-3) Price £26.99

In the third edition of **Increasing Multicultural Understanding**, Don C. Locke and Daryl F. Bailey provide current tools necessary to foster positive and productive relationships among culturally diverse populations. The book will encourage readers to explore their own cultural background and identity, and in the process, begin to better understand others.

A best-seller in the first and second editions, **Increasing Multicultural Understanding**, Third Edition will continue to present its classic framework for critical observation with at least 10 elements, including the history of oppression, religious practices, family structure, degree of acculturation, poverty, language and the arts, racism and prejudice, sociopolitical factors, child-rearing practices, and values and attitudes

Readership

Undergraduates and postgraduate students in multicultural education and/or counselling

Previous Edition: *Increasing Multicultural Understanding* Cloth: 978-0-7619-1118-0 £79.00 Paper: 978-0-7619-1119-7 £30.00 (May 1998)



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International Public Relations

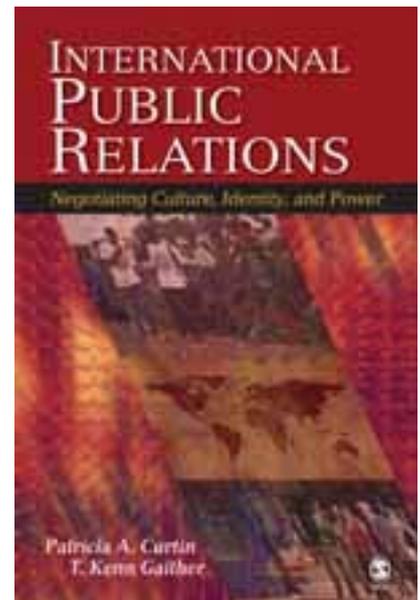
Negotiating Culture, Identity, and Power

Patricia Curtin and T Kenneth Gaither both at University of North Carolina, Chapel Hill

March 2007 · 312 pages

Cloth (978-1-4129-1414-7) Price £54.00

Paper (978-1-4129-1415-4) Price £27.00



International Public Relations: Negotiating Culture, Identity, and Power

offers an innovative critical approach to international public relations theory and practice. The book presents the cultural-economic model of international public relations practice, a model that describes and explains public relations techniques and practices in a variety of regulatory, political, and cultural climates.

Going beyond the Western, democratic, corporate perspective, the book critically examines the global diversity of public relations practice in such areas as travel and tourism, sports and international goodwill, non-profits, trade associations, and government national-building and branding efforts. The book questions existing public relations theory by illustrating how public relations is often practiced in countries significantly different from those in the West.

Readership

International Public Relations: Negotiating Culture, Identity, and Power provides a theoretical and practical foundation for public relations researchers and scholars that accounts for cultural differences and the challenges of public relations practice in an era of increasing global interdependence and interconnectedness.

Contents

Preface / 1. The Challenges of International Public Relations: In Search of an Identity: Defining Public Relations Myriad Forms of Public Relations Cultural Relationship Constructs International Public Relations Today Chapter Summary / 2. Opening Global Gateways: MNCs and Globalization Opportunities//Problems National Image Cultivation Travel and Tourism Sports and International Goodwill Non-Profits and INGOs Trade Associations Keys to Opening Global Gateways Chapter Summary / 3. Global Public Relations and the Circuit of Culture: Language, Meaning, and Culture The Circuit of Culture Model Applying the Circuit of Culture to Practice Chapter Summary / 4. The Regulatory Environments of Global Public Relations Practice: Notions of Regulation Shifting Politics, Evolving Public Relations The Agents of Blurring Boundaries Cultural Norms: The Hidden Regulators Regulating Global Public Relations Practice Chapter Summary / 5. The Face and Shape of Global Public Relations Campaigns Materials: Representing Representation New Discourses through Technology and Trade Shows The Representation of a Fast Food Superpower in Asia Paradise Found in the Galapagos Islands Of Representation and New Understandings Chapter Summary / 6. Practicing Public Relations in a Global Environment: Global Dimensions of Public Relations The Globalization of Public Relations and the Circuit of Culture The Internal//External Paradox Meets the Global//Local Nexus Negotiating Asymmetry Chapter Summary / 7. Consumption: Rethinking Publics and Practice: The Moment of Consumption Public Relations Practice and Consumption The Challenges and Ambiguities of New Technology and Globalization Chapter Summary / 8. Contested Identities, Shifting Publics in a Globalized World: Constructing Identities Organizational Identities Defining National Identities Chapter Summary / 9. Capturing the Synergy of the Circuit: The Cultural-Economic Model: Lessons from the Smallpox Eradication Campaign Needed: A New Model of International Public Relations Practice The Cultural Economic Model of International Public Relations Practice Chapter Summary / 10. Circuiting the Globe: A Practice Matrix: Assumptions of International Public Relations A Practice Matrix for International Public Relations Applying the Matrix Contributions of the Matrix Chapter Summary / 11. Ethical Considerations in Global Practice: The Problem of Cultural Relativism Globalization and the Shift of Power Common Approaches to Public Relations Ethics New Ethical Approaches and PractitionersÆ Roles Chapter Summary / 12. The Future of International Public Relations Practice: Implications for Practitioners Embracing the Cultural-Economic Model Where to From Here? Chapter Summary / Bibliography / Index



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NEW FROM SAGE PUBLICATIONS

Communicating Globally

Intercultural Communication and International Business

Wallace V Schmidt Rollins College, Roger N Conaway University of Texas at Tyler, William Wardrobe University of Central Oklahoma and Susan Easton Rollins College

April 2007 • 336 pages

Paper (978-1-4129-1317-1) Price £29.00

Communicating Globally: Intercultural Communication and International Business provides students with a cultural general awareness of diverse world views, valuable insights on understanding and overcoming cultural differences, and a clear path to international business success. This text integrates the theory and skills of intercultural communication with the practices of multinational organizations and international business.

The book discusses the implications of these approaches and the new competencies needed for conducting international business and entering the world marketplace. It examines intercultural transitions and cross-cultural relationships as well as how virtual groups or teams and constant change influence multinational organizations.

Communicating Globally further provides insights into doing business abroad by examining significant geographic regions and emphasizing cultural themes and patterns, business conduct and characteristics, and emerging trends. Also included is a regional resource guide that establishes a sensible foundation for readers to continue their own cross-cultural or international business research, personally transforming their understanding into individually instructive significance.

Readership

Intended as supplemental reading in courses on communication, culture, and globalism, this book provides an innovative perspective on cosmopolitan communication, global leadership, cultural synergy, and the dynamic processes affecting international business.

Contents

Preface / UNIT 1: KEY CONCEPTS / 1. The Concept of International Business and a Global Marketplace: Why Study Global Communication and International Business International Business, Globalism, and the Nature of Global Communication Political Issues and Globalization Economic Issues and Globalization Technological Issues and Globalization Training Challenges of a Complex Intercultural World For International Business Summary / 2. The Concept of Intercultural Communication and the Cosmopolitan Leader: Defining Culture and Cultural Patterns The Interface of International Business, Culture, and Communication Cosmopolitan Leadership and an Emerging World Culture Summary / 3. The Concept of Cultural Synergy and the Global Organization: The Emerging Global Landscape The Reconfigurable Organization and Globalism Corporate Cultural Models and Critical Cultural Factors Globalism and Cultural Synergy The Virtual Organization, Cultural Synergy, and the Global Marketplace Summary / UNIT TWO: DEVELOPING NEW SKILLS AND INTERCULTURAL COMPETENCIES / 4. Cultural Contact and Interfacing with Others: Relational Dialectics and Cultural Contact Adaptation and Building Intercultural Relationships Intercultural Effectiveness and Cross-Cultural Competencies An Expatriate's Journal: A Three-Year Sojourn In Singapore Summary / 5. The Nature of Language and Nonverbal Communication: Characteristics of Language Nonverbal Communication Summary / 6. Intercultural Communication and Conflict Management: Defining Intercultural Conflict Phases of Intercultural Conflict Characteristics of Intercultural Conflict Steps In Constructive Intercultural Conflict Management Conflict Negotiation, Mediation, and Arbitration Summary / UNIT THREE: INTERCULTURAL COMMUNICATION AND THE NEW WORLD OF BUSINESS / 7. Cosmopolitan Leadership, Teams, and the Global Work Force: Cosmopolitan Leadership and Leadership Competencies Cosmopolitan Leadership and Global Teams Decision-Making, Problem Solving and the Global Teams The Global Workforce and Technology Summary / 8. Disturbing the Equilibrium and Creating Planned Change: Chaos, Change, and Innovation Strategies for Innovation and Change: Theoretical Frameworks Communicating About Changes Cross-Cultural Considerations for Implementing Change Taking the Long View: Seeing the Future Summary / UNIT FOUR: ENTERING THE GLOBAL MARKETPLACE AND WORLD BAZAAR / 9. Doing Business in North America: Geography and Demographics Case Study: The Growing Latin American Population Cultural Themes and Patterns Social, Economic, and Political Factors Case Study: The Cost of Terrorism Business Conduct and Characteristics Emerging Trends Summary Resource Guide / 10. Doing Business in Latin America and the Caribbean: Geography and Demographics Cultural Themes and Patterns Social, Economic, and Political Factors Trade and Economic Integration Case Study: The Mexican Peso Crisis Business Conduct and Characteristics Emerging Trends Case Study: A Look to the Future?Cuba Summary Resource Guide / 11. Doing Business in East Asia and the Pacific Rim: Geography and Demographics Cultural Themes and Patterns? Case Study: How Cultural Factors Contributed to the 1997 Asian Economic Crisis Social, Economic, and Political Factors Business Conduct and Characteristics Case Study: The Sino-Japanese Struggle?Who Will Trump Asia? Summary Resource Guide / 12. Doing Business in Europe: Geography and Demographics Social, Economic, and Political Factors Trade and Economic Integration The European Union and the Euro Case Study: The Russian Federation Business Conduct and Characteristics Emerging Trends Summary Resource Guide / 13. Doing Business in Africa and the Middle East: Geography and Demographics Cultural Themes and Patterns Culture, Language, and Religion Social, Economic, and Political Factors Business Conduct and Characteristics Emerging Trends Summary Resource Guide / Epilogue: Breaking Free and the Road Ahead / References



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NEW FROM SAGE PUBLICATIONS

Ongoing Crisis Communication

Planning, Managing, and Responding

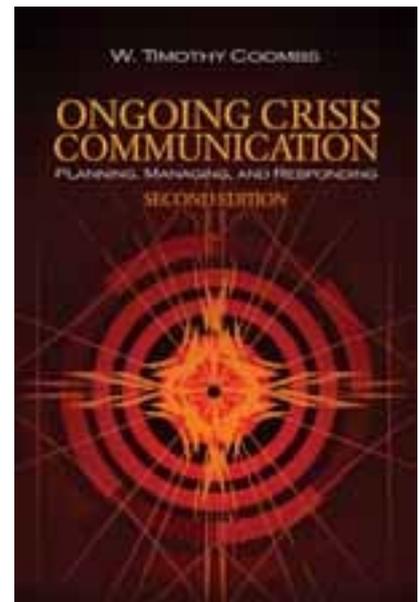
Second Edition

W Timothy Coombs *Eastern Illinois University*

April 2007 · 224 pages

Cloth (978-1-4129-4991-0) Price £62.00

Paper (978-1-4129-4992-7) Price £24.95



a

This text explains how crisis management can prevent or reduce the threats of crisis, providing guidelines for how best to act and react in an emergency situation. Drawing on firsthand experience in crisis management, Coombs provides detailed explanations about preparing for crises, detecting crisis, and preventing crisis.

Each aspect of the crisis is discussed from pre-crisis stage to evaluation of crisis management efforts and post-crisis actions—with the ultimate goal of saving lives, reputations, and financial resources.

Key Features include:

- New and updated crises examples and case studies throughout
- Expanded and integrated coverage on the growing importance of the online environment to crisis communication and management
- Stronger discussion of crisis exercises, including why these activities need to be done
- New Case Study Appendix
- Discussion questions at the end of each chapter provide points for instructors of discuss with students.

Readership

A truly integrative and comprehensive text, **Ongoing Crisis Communication** is a crucial resource for students, professors, and practitioners interested in planning, practicing, or researching crisis management.

Contents

A Need for More Crisis Management Knowledge: Crisis Management Defined Importance of Crisis Management Discussion Questions / 2. Outline for an Ongoing Approach to Crisis Management: Initial Crisis Management Framework Outline of the Three-Stage Approach Discussion Questions / 3. Prevention: Finding Warning Signs: Contributing Organizational Functions Sources to Be Scanned Information Collection Information Analysis//Knowledge Creation Crisis Sensing Mechanism Conclusion Discussion Questions / 4. Taking Preventative Measures: Basic Crisis Prevention Process Issues Management Risk Management Reputation Management Conclusion Discussion Questions / 5. Crisis Preparation Part One: Diagnosing Crisis Vulnerabilities Crisis Types Crisis Management Teams Special Considerations The Spokesperson Conclusion Discussion Questions / 6. Crisis Preparation Part Two: The Crisis Management Plan Preparation of the Crisis Communication System Conclusion Discussion Questions / 7. Crisis Recognition: Selling the Crisis Crises and Information Needs Conclusion Discussion Questions / 8. Crisis Response: Form and the Crisis Response Content and the Crisis Response Follow-up Communication Conclusion Discussion Questions / 9. Post-Crisis Concerns: Crisis Evaluation Institutional//Organizational Memory Post-Crisis Actions Conclusion Discussion Questions / 10. Final Observations and Lessons: Crisis Management is Ongoing Knowledge, Skills, and Traits Crisis Management Procedures New Communication Technologies Final Thoughts Discussion Questions

Previous Edition: *Ongoing Crisis Communication* 978-0-7619-1319-1 £73.00 Paper 978-0-7619-1320-7 £29.99 (September 1999)



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NEW FROM SAGE PUBLICATIONS

Theorizing Communication

Readings across Traditions

Robert T Craig *University of Colorado* and **Heidi L. Muller** *University of Northern Colorado*

June 2007 • 536 pages

Paper (978-1-4129-5237-8) Price £29.95

Theorizing Communication: Reading Across Traditions is the first collection of primary-source readings built around the idea that communication theory is a field with an identifiable history and has developed within seven main traditions of thought—the rhetorical, semiotic, phenomenological, cybernetic, sociopsychological, sociocultural, and critical traditions. The readings have been chosen so as to stimulate discussion about the idea of traditions as well as to provide grounding in key concepts necessary to the exploration of particular traditions.

Readership

Students of media and communications

Contents

Preface / **Heidi L. Muller & Robert T. Craig** Introduction / I. Historical and Cultural Sources of Communication Theory / Introduction to Unit I / **Robert Wiseman** 1. Metaphors Concerning Speech in Homer / **John Durham Peters** 2. The Spiritualist Tradition / **Armand Mattelart** 3. The Invention of Communication / **James W. Carey** 4. A Cultural Approach to Communication / Projects for Theorizing the Historical and Cultural Sources of Communication Theory / II. Metatheory: Communication Theory as a Field / Introduction to Unit II / **Robert T. Craig** 5. Communication Theory as a Field / Projects for Metatheorizing / III. The Rhetorical Tradition / Introduction to Unit III / **Plato** 6. Gorgias / **Aristotle** 7. Rhetoric / **Kenneth Burke** 8. A Rhetoric of Motive / **Sonja Foss & Cindy Griffin** 9. Beyond Persuasion: A Proposal for an Invitational Rhetoric / Projects for Rhetorical Theorizing / IV. The Semiotic Tradition / Introduction to Unit IV / **John Locke** 10. The Abuse of Word / **Charles S. Peirce** 11. What is a Sign? / **Ferdinand de Saussure** 12. The Object of Linguistics / **Roland Barthes** 13. The Photographic Message / **John Durham Peters** 14. Communication with Aliens / Projects for Semiotic Theorizing / V. The Phenomenological Tradition / Introduction to Unit V / **Edmund Husserl** 15. The Problem of Experiencing Someone Else / **Martin Buber** 16. Dialogue / **Hans-Georg Gadamer** 17. The Hermeneutical Experience / **Brian K. Chang** 18. Deconstructing Communication / Projects for Phenomenological Theorizing / VI. The Cybernetic Tradition / Introduction to Unit VI / **Norbert Wiener** 19. Cybernetics in History / **Paul Watzlawick, Janet H. Beavin, & Don D. Jackson** 20. Some Tentative Axioms of Communication / **Annie Lang** 21. The Limited Capacity Model of Mediated Message Processing / **Niklas Luhmann** 22. What is Communication? / Projects for Cybernetic Theorizing / VII. The Sociopsychological Tradition / Introduction to Unit VII / **Carl Hovland** 23. Social Communication / **Charles R. Berger & Richard J. Calabrese** 24. Explorations in Initial Interaction / **Albert Bandura** 25. Social Cognitive Theory of Mass Communication / **Marshall Scott Poole** 26. The Small Group Should be the Fundamental Unit of Communication Research / Projects for Sociopsychological Theorizing / VIII. The Sociocultural Tradition / Introduction to Unit VIII / **George Herbert Mead** 27. The Social Foundations and Functions of Thought and Communication / **Mark Poster** 28. The Mode of Information / **James R. Taylor, Carole Groleau, Lorna Heaton & Elizabeth Van Every** 29. Communication as the Modality of Structuration / **Deborah Cameron** 30. Good to Talk? / Projects for Sociocultural Theorizing / IX. The Critical Tradition / Introduction to Unit IX / **Karl Marx & Frederick Engels** 31. The German Ideology / **Max Horkheimer & Theodor W. Adorno** 32. The Culture Industry: Enlightenment as Mass Deception / **Jürgen Habermas** 33. Truth and Society: The Discursive Redemption of Factual Claims to Validity / **Stanley Deetz** 34. Systematically Distorted Communication and Discursive Closure / **Sue Curry Jansen** 35. Paris is Always More than Paris / Projects for Critical Theorizing / **Robert T. Craig & Heidi L. Muller** Concluding Reflections / Index



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Close Encounters

Communicating in Relationships

Laura K. Guerrero *University of Arizona*, **Peter A. Andersen** *San Diego State University* and **Walid Afifi** *University of California*

July 2007 • 432 pages

Paper (978-1-4129-4953-8) Price £35.00

Using a relational approach to the study of interpersonal communication, this text provides comprehensive coverage of popular theories and concepts in interpersonal communication. The research base of the book draws heavily from communication, but also emphasizes the interdisciplinary nature of the study of personal relationships.

Readership

Students of communication research

Contents

Conceptualizing Relational Communication: Definitions, Principles, and Relational Messages / Communicating Identity: The Social Self / Drawing People Together: Forces of Social Attraction / Making Sense of Our World: Coping with Uncertainty and Expectancy Violations / Getting Closer: Initiating and Intensifying Relationships / Making a Love Connection: Styles of Love and Attachment / Communicating Sexually: The Closest Physical Encounter / Communicating Closeness: Intimacy, Affection, and Social Support / Staying Close: Maintaining Intimate Relationships / Getting a Fair Deal: Interdependence and Equity / Playing with Power: Dominance and Influence in Relationships / Getting Too Close for Comfort: Privacy and Secrets in Relationships / Hurting the Ones We Love: Relational Transgressions / Coping with Conflict: When Relational Partners Disagree / Ending Relationships: Disengagement and Termination



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Cultural Studies in Action

An Introduction to Theory and Practice

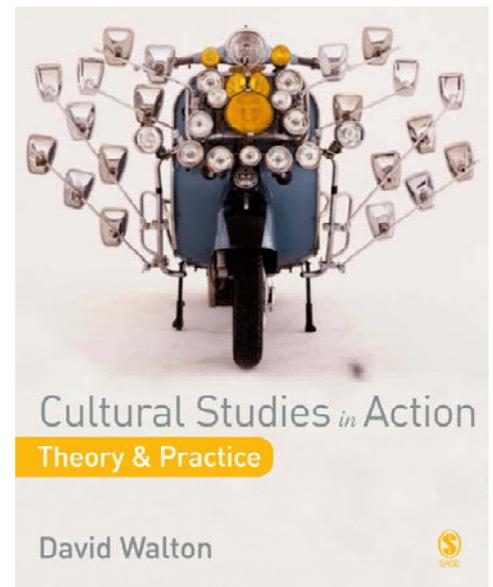
David Walton *University of Murcia*

May 2007 • 296 pages

Cloth (978-1-4129-1894-7) Price £65.00

Paper (978-1-4129-1895-4) Price £18.99

BIC Codes: GTS



An introduction to the practice of cultural studies, this book is ideal for undergraduate courses. The fundamental task facing students of cultural studies is the application of theory into critical practice, and this book offers its readers the conceptual tools to practice cultural analysis for themselves.

This book:

- Links key concepts to the key theorists of cultural studies
- Includes a wide range of references of popular cultural forms
- Emphasizes the multidisciplinary nature of cultural studies
- Includes pedagogical features, such as dialogues, graphs, images and recommended readings.

Readership

Students of cultural and media studies

Contents

Part One: High Culture Gladiators: Some Influential Early Models of Cultural Analysis / Culture and Anarchy in the UK: A Dialogue with Matthew Arnold / The Leavisites and T.S. Eliot Combat Mass Urban Culture / Adorno, the Frankfurt School and the 'Culture Industry' / Part Two: The Transformative Power of Working-Class Culture / From a Day Out at the Seaside to the Milk Bar: Richard Hoggart and Working-Class Culture / E.P. Thompson and Working-Class Culture as a Site for Conflict, Consciousness and Resistance / Towards a Recognizable Theory of Culture: Raymond Williams / Part Three: Consolidating Cultural Studies: Subcultures, the Popular, Ideology and Hegemony / Introducing Stuart Hall: The Importance and Re-evaluation of Popular Mass Culture / Youth Subcultures and Resistance: A Dialogue with Quadrophonia / Subcultures and Widening Horizons: Further Strategies for Practice / How to Dominate the Masses Without Resorting to the Inquisition: Antonio Gramsci and Hegemony Theory / A Few Ways You Might Adapt Ideas from Louis Althusser to Cultural Studies: a Dialogue with Dr Jeckyll and Mr Hyde / Part Four: Probing the Margins, Remembering the Forgotten: Representation, Subordination and Identity / Crying Woolf! Thinking with Feminism / Adapting Theory to Explore Race, Ethnicity and Sexuality: The Case of East is East / Part Five: Honing your Skills, Conclusions and 'Begin-endings' / Consolidating Practice, Heuristic Thinking, Creative Cri-tickle Acts and Further Research



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Edited by **Barry Buzan** *London School of Economics* and **Lene Hansen** *University of Copenhagen*

SAGE Library of International Relations

July 2007 · 1664 pages

Cloth (978-1-4129-2139-8) Price £575.00 **Special pre-publication offer: £525.00 - save £50.00**

BIC Codes: JP

International Security is one of the main sub-fields of International Relations. This four-volume collection will bring together seminal journal articles and some book chapters to map the main themes and turning points in the development of International Security Studies.

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Volume 2: **Military-Political Security since the Cold War** reflects the perceived crisis of relevance in the whole strategic studies agenda and examines the responses to a radically different international political context.

Volume 3: **Widening the Agenda of International Security** traces the broadening of traditional security concerns and shows how economic, environmental and societal security came onto the agenda of international security.

Volume 4: **Challenging State Security** is about approaches that challenge state security including critical security studies, human security, feminism, and postmoderist/poststructuralist approaches.

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.

Readership

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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Volume One: The Cold War and Nuclear Deterrence / **George Kennan** The Sources of Soviet Conduct / **Arnold Wolfers** National Security as an Ambiguous Symbol / **Hans J Morgenthau** Another 'Great Debate': The National Interest of the United States / **Arnold Wohlstetter** The Delicate Balance of Terror / **Kenethe N Waltz** The Stability of a Bipolar World / **Andre Beaufre** The Sharing of Nuclear Responsibilities: A Problem in Need of a Solution / **Hedley Bull** Strategic Studies and Its Critics / **Hedley Bull** Arms Control and World Order / **Robert Jervis** Co-Operation under the Security Dilemma / **Jack L Snyder** Rationality at the Brink: The Role of Cognitive Processes in Failures of Deterrence / **Fritz W Ermarth** Contrasts in American and Soviet Strategic Thought / **Robert Jervis** Why Nuclear Superiority Doesn't Matter / **Colin S Gray** Strategic Stability Reconsidered / **John J Weltman** Managing Nuclear Multipolarity / **Common Security: A Programme for Disarmament, the Report of the Independent Commission on Disarmament and Security Issues under the Chairmanship of Olof Palme** / **Richard Ullman** Redefining Security / **Mohammed Ayob** Security in the Third World: The Worm about to Turn? / **Carl Sagan** Nuclear War and Climatic Catastrophe: Some Policy Implications / **Jack S Levy** The Offensive//Defensive Balance of Military Technology: A Theoretical and Historical Analysis / **Charles Glaser** Why Even Good Defences May Be Bad /

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BIC Codes: JPQ

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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 is the first to collect the most significant and insightful articles into a single volume set.

Together the volumes:

- elucidate and explain many new trends of public sector reform at the state and local levels, including multi-level governance, new public management, networks, and partnerships.
- explore these trends and others across many of today's most important areas of policy, such as urban regeneration, the environment, and e-governance.
- illustrate ethical and political questions about good governance: how might we rethink accountability, social inclusion, and democracy given these extensive changes in political organizations?

Readership

An essential purchase for University Libraries around the world

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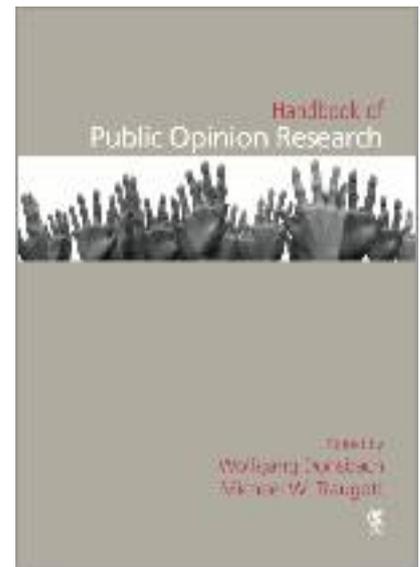
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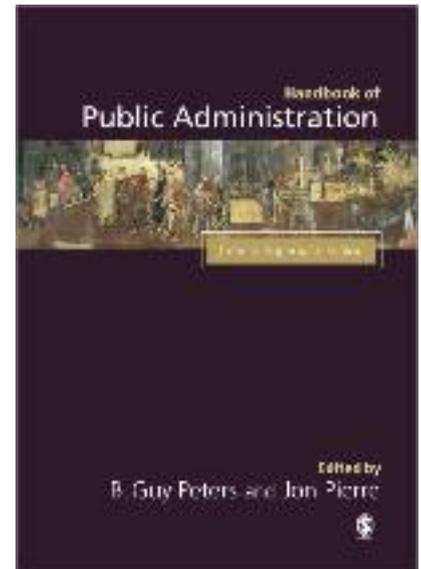
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May 2007 · 400 pages
Paper (978-1-4129-4539-4) Price £29.99



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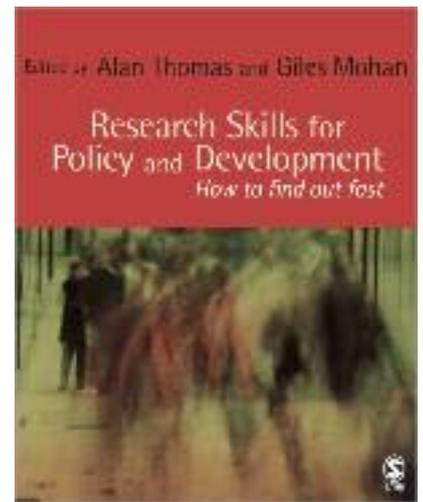


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Edited by **Alan Thomas** *Centre for Development Studies, University of Wales Swansea* and **Giles Mohan** *The Open University*

Published in association with **The Open University**



May 2007 · 400 pages

Cloth (978-1-4129-4563-9) Price £65.00

Paper (978-1-4129-4564-6) Price £22.99

BIC Codes: JPP,GTF

This book is a critical guide to conducting investigations under time- and resource-pressured conditions, equipping readers with the key skills and approaches for research designed to influence or inform development policies. Unlike a simple 'how to' guide, **Research Skills for Policy and Development** also provides a critique of various methods and situates these approaches within 'real life' organisational settings, enabling those working in or studying development to locate, evaluate and use relevant information quickly but rigorously.

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It is essential reading for development managers in NGOs and public sector agencies as well as students of development management and development studies more generally

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The Case of Narmada

John R Wood *University of British Columbia*

March 2007 • 284 pages
Cloth (978-0-7619-3565-0) Price £35.00

The politics of water resource development and management in India is the focus of this book which takes as its case study the dispute over the building of dams and irrigation systems on the Narmada river.

The author analyzes three aspects of the conflict over developing the waters of the Narmada: the politics of the inter-state river water dispute over Narmada waters in the context of Indian centre-state and state-state relationships and the constitutional and legal mechanisms for resolving disputes among co-riparian states; the Narmada upstream-downstream politics; and the struggle between the pro and anti-dam forces over the construction of the Sardar Sarovar dam.

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Discourse and Practice

Ajit Menon *Mids*, Praveen Singh *Cised*, Esha Shah *Ids*, Sharachachandra Lele, Suhas Paranjape *both at Cised* and KJ Joy *Soppecom*

May 2007 Paper (978-0-7619-3574-2) Price £18.99

Community-Based Natural Resource Management in South Asia examines the discourse and practice of NGO-driven CBNRM in South Asia and explores to what extent it continues to offer an 'alternative' vision for future development. The authors do so by examining the outcomes of the interventions studied and the strategies used to achieve them, and trace the role played by the micro and macro context on the one hand, and the visions and understanding of CBNRM that the intervening agencies bring with them on the other hand.

The study clearly reveals that these CBNRM efforts have generally made significant contributions to livelihood enhancement, but, contrary to the aim of CBNRM, have made only limited gains in terms of collective action for sustainable and equitable access to benefits and continuing resource use, and in terms of democratic decentralisation. The explanations for limited gains are multiple and inter-linked: local socio-ecological realities of fragmented communities (or communities in flux) with unequal dependence on and access to land and other natural resources and with great gender imbalances, macro-level policies that while superficially supportive are not conducive to supporting CBNRM and finally limited visions of many of the implementers, in terms of both what they are concerned about and how they see CBNRM addressing these concerns.

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International Development students.

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Edited by [Rehana Ghadially](#) *Indian Institute of Technology, Bombay*

April 2007 • 348 pages

Paper (978-0-7619-3520-9) Price £18.99

Reminding us that the road to the complete empowerment of women in India is still a long one, this volume focuses on the globalization experiences of women from the Indian urban, educated, middle class. The six sections cover: reconstructing gender; violence; media; neo-liberal globalization; information and communication technologies; and politics and political participation.

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State, Displacement and Popular Resistance in North East India

Monirul Hussain *Gauhati University*

April 2007 Paper (978-0-7619-3575-9) Price £18.99

Encountering Development helps to understand the process of development induced displacement of population in an underdeveloped and peripheral region of India, the North East, during the postcolonial period. Various development projects initiated by the state led to massive displacement of population within the region.

This has virtually gone unnoticed, unattended and undocumented. Recently, the government have been attempting to convert the region of the North East into India's power house. This book looks at the issues of livelihood, environment, empowerment, rights and dignity of the citizens.

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Maharajkrishna Rasgotra *National Security Advisory Board*

May 2007 · 300 pages

Cloth (978-0-7619-3572-8) Price £35.00

The New Asian Power Dynamic examines the unfolding relationships among the five great powers in Asia, the United States, China, India, Japan and Russia.

It explores recent bilateral relations between these states, and draws attention to the emergence of a new power dynamic in the region in the post-Cold War era. The central focus is on China, whose relations with the other four powers are believed to define peace and stability in Asia.

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Electoral Processes and Governance in South Asia

Edited by [Dushyantha Mendis](#)

May 2007 Cloth (978-0-7619-3577-3) Price £35.00

Most South Asian countries in the period following independence from British rule, at least at one time or the other and sometimes for extended periods, have enjoyed democratic systems of governance. However electoral processes have been found wanting to greater or lesser extents in all these countries. This book seeks to understand electoral processes as they actually operate in our South Asian countries and also to discover the reasons for such flaws as maybe found in these systems.

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21st Century Journalism in India

Edited by [Nalini Rajan](#) *Asian College of Journalism, Chennai*

March 2007 • 292 pages

Cloth (978-0-7619-3561-2) Price £35.00

Paper (978-0-7619-3562-9) Price £14.99

The theories and practices of journalism in 21st century India are discussed in this volume.

The four main sections examine: representing the unrepresented - dealing with the media representation (or lack) of marginalized groups of society; the plurality of practice - studying the coverage of important areas such as economics, legal issues, science, arts and culture and humour; the media in perspective - looking at different kinds of journalistic practices; and future trends - discussing newer forms of journalism such as blogging.

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NEW FROM SAGE PUBLICATIONS

The SAGE Handbook of Social Psychology

Concise Student Edition



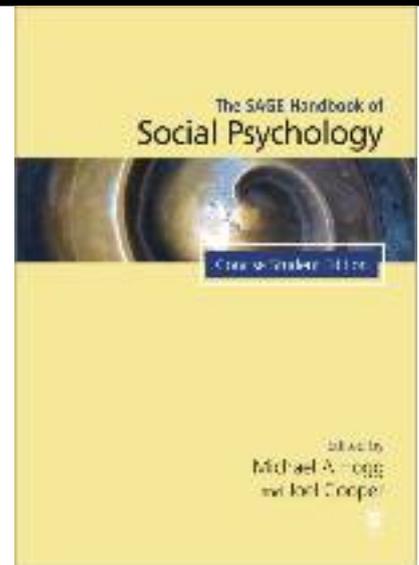
Edited by **Michael A Hogg** *University of Queensland* and **Joel Cooper** *Princeton University*

SAGE Social Psychology Program

February 2007 · 416 pages

Paper (978-1-4129-4535-6) Price £29.99

BIC Codes: JCF



In response to market demand, **The SAGE Handbook of Social Psychology: Concise Student Edition** has been published and represents a slimmer (16 chapters in total), more course focused and student-friendly volume. The editors and authors have also updated all references, provided chapter introductions and summaries and a new Preface outlining the benefits of using the Handbook as an upper level teaching resource. It will prove indispensable reading for all upper level and graduate students studying social psychology.

'This Volume is everything one would want from a one-volume handbook' - *Choice Magazine*

Readership

Upper level and postgraduate students studying social psychology

Contents

PART ONE: HISTORY AND NATURE OF SOCIAL PSYCHOLOGY / **George Goethals** A History of Social Psychology: Individuals, Ideas and Investigations / **Phoebe Ellsworth and Richard Gonzales** Questions and Comparisons: Methods of Research in Social Psychology / PART TWO: INDIVIDUAL PROCESSES / **Steven J Sherman et al** Social Inference and Social Memory: The Interplay between Systems / **Kimberly A Quinn et al** Stereotyping and Impression Formation: How Categorical Thinking Shapes Person Perception / **Constantine Sedikides and Aiden Gregg** Portraits of the Self / **Russel H Fazio and Michael A Olson** Attitudes: Foundations, Functions and Consequences / **Joe Forgas and Craig Smith** Affect and Emotion / PART THREE: INTERPERSONAL PROCESSES / **Ruth Gaunt and Yaccov Trope** Attribution and Person Perception / **Joel Cooper and Penny Visser** Attitude Change / **Julie Fitness et al** Interpersonal Attraction and Intimate Relationships / **C Daniel Batson et al** Altruism and Helping Behavior / **Craig Anderson and Rowell Husemann** Human Aggression: A Social-Cognitive View / PART FOUR: PROCESSES WITHIN GROUPS / **Michael A Hogg and Dominic Abrams** Intergroup Behaviour and Social Identity / **Steve Wright and Don Taylor** The Social Psychology of Cultural Diversity: Social Stereotyping, Prejudice and Discrimination



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NEW FROM SAGE PUBLICATIONS

Human Sexuality



Personality and Social Psychological Perspectives

Craig A Hill *Indiana University; Purdue University, Fort Wayne*

August 2007 Paper (978-1-4129-0483-4) Price £32.99
BIC Codes: JCU

Written to promote the development of students' critical thinking and analytical abilities through the analysis of theory and evidence concerning sexuality, this book covers topics typically covered in human sexuality courses (anatomy, physiology, gender, love and relationships, development, reproductive issues, disorders) but from a psychological perspective.

Readership

Upper-level students of psychology and human sexuality

Contents



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NEW FROM SAGE PUBLICATIONS

Cognitive Dissonance

50 Years of a Classic Theory

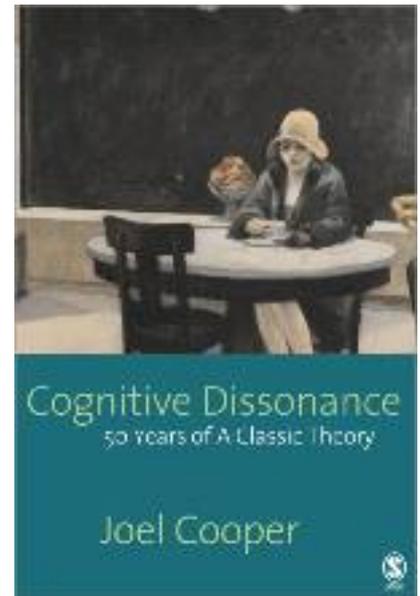
Joel Cooper *Princeton University*

March 2007 • 240 pages

Cloth (978-1-4129-2972-1) Price £60.00

Paper (978-1-4129-2973-8) Price £19.99

BIC Codes: JCR



Why is it that people who smoke continue to do so knowing how bad it is for them? What drives people to committing adultery even though they inherently believe this is wrong? What's the outcome of this contradiction in the mind?

Cognitive dissonance has been an important and influential theory since Leon Festinger published his classic work in 1957. It is known by every social psychologist, most psychologists of any stripe, and the lay public, making its way into such mainstream publications as *The New York Times* with increasing frequency and accuracy. Ultimately, dissonance has become one of the most popularly known expressions of social psychological insights, making its way into the literature in consumer, health and economic behavior, and has become a frequently used explanation of political behavior in the popular press and magazines.

In marking the 50th anniversary of the theory's inception, Joel Cooper - arguably the scholar most associated with dissonance research in the past few decades - has presented a beautiful, modern and comprehensive analysis of the state of dissonance theory. This book charts the progress of dissonance theory, assessing its impact not only within our understanding of psychology but in everyday experiences as well.

'Dr. Joel Cooper has been at the very forefront of research on dissonance theory for decades now. In this book, he provides a brilliant and engagingly-written review of the 50-year history of dissonance research and a masterful account of the ensuing developments in the theory. The book will be an outstanding resource for readers familiar with dissonance research and an enlightening introduction for those who are not' - **Professor Russell H. Fazio, Ohio State University**

Readership

Students in social psychology, either undergraduate or graduate, and also relevant to other readers who need to understand or share the same passions for appreciating the significance of cognitive dissonance in the human psyche

Contents

Cognitive Dissonance: In the Beginning / Criticism Propels the Theory / The Motivational Property of Dissonance / Dissonance is not what it used to be: The New Look Model of Dissonance / The Self-Standards Model and the Emergence of the Self in Dissonance Theory / Vicarious Cognitive Dissonance: Experiencing Dissonance Through The Actions of Another / Culture, Race and Cognitive Dissonance / Cognitive Dissonance in Today's World



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NEW FROM SAGE PUBLICATIONS

Developmental Research Methods

Third Edition



Scott A Miller *University of Florida*

March 2007 • 424 pages

Paper (978-1-4129-5029-9) Price £29.99

BIC Codes: JCD

Thoroughly updated and expanded, this classic successfully overviews methods to prepare students to carry out, report, and evaluate research on human development, with a focus on the whole lifespan.

It explores every step in the research process, from the initial concept to the final written product, covering conceptual issues of experimental design as well as the procedural skills necessary to translate design into research.

Readership

Students of developmental psychology



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NEW FROM SAGE PUBLICATIONS

Handbook of Research Methods in Abnormal and Clinical Psychology

Edited by [Dean McKay](#) *Fordham University*

June 2007 Cloth (978-1-4129-1630-1) Price £96.00

[Handbook of Research Methods in Abnormal and Clinical Psychology](#) presents state-of-the-art summaries of methods related to conducting research in clinical psychology. In contrast to existing handbooks on this topic, it provides readers with a focus on conceptual issues, or a "top-down" approach, that would guide their selection of specific research designs and associated data analyses.

Readership

Psychology



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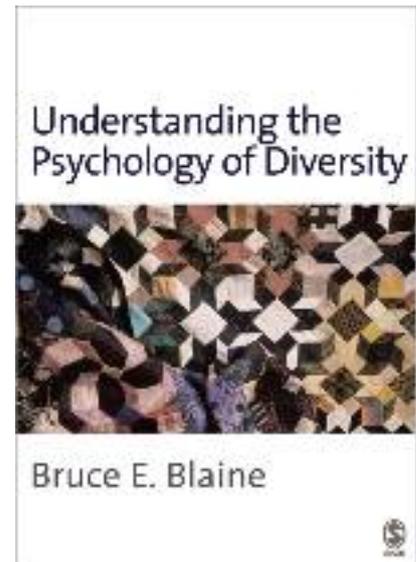
NEW FROM SAGE PUBLICATIONS

Understanding the Psychology of Diversity

Bruce Evan Blaine *Hofstra University*



March 2007 · 256 pages
Cloth (978-1-4129-2108-4) Price £60.00
Paper (978-1-4129-2109-1) Price £19.99
BIC Codes: JC



Featuring chapters on traditional prejudice topics such as categorization and stereotypes, sexism, racism, and social stigma, **Understanding the Psychology of Diversity** is a wide-ranging textbook that covers the cognitive and emotional underpinnings of prejudice attached to all forms of inequality.

Mixed in with this content are further chapters that explore newer and more nontraditional diversity topics, such as sexual-orientation and social class-based prejudice, weight and appearance-based prejudice, and diversity on television.

A number of student-friendly features appear in this text, including:

- 'Diversity Issue' boxes, spotlighted in each chapter, centre around recent issues, or research findings related to prejudice or social stigma.
- 'Making Connections' questions interspersed throughout chapters stop readers and encourage them to think more deeply about issues// concepts just covered.
- Summaries, Key Terms in the text and at the beginning of chapters, Further Readings and interesting Websites are also all included.

Readership

Students studying Psychology of Diversity, Prejudice, Stereotyping and Discrimination as well as Race and Gender

Contents

An Introduction to the Psychology of Diversity / Categories and Stereotypes: Cognitive Processes that Shape Perceived Diversity / Self-Fulfilling Prophecy and Stereotypic Communication: Social Processes that Shape Actual Diversity / Prejudice: Evaluating Social Difference / Understanding Race, Racial Stereotypes, and Racism / Understanding Gender Stereotypes and Sexism / Understanding Obesity Stereotypes and Weightism / Religion, Belief, and Prejudice / Diversity on Television / Social Stigma: The Experience of Prejudice / Coping with Social Stigma / Responding to Social Inequality: Issues and Interventions



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NEW FROM SAGE PUBLICATIONS

Quantile Regression

Lingxin Hao and Daniel Q. Naiman *both at Johns Hopkins University*



Volume:149

June 2007 · 160 pages

Paper (978-1-4129-2628-7) Price £11.99

BIC Codes: JBB

Quantile Regression establishes the seldom recognized link between inequality studies and quantile regression models. Though separate methodological literatures exist for each subject matter, the authors explore the natural connections between this increasingly sought-after tool and research topics in the social sciences.

Readership

Students and researchers across the social and health sciences

Contents

Introduction / Quantiles and Quantile functions / Quantile Regression Model and Estimation / Quantile Regression Inference / Interpretation of Quantile Regression Estimates / Interpretation of Monotone Transformed QRM / Application to Income Inequality in 1991 and 2001



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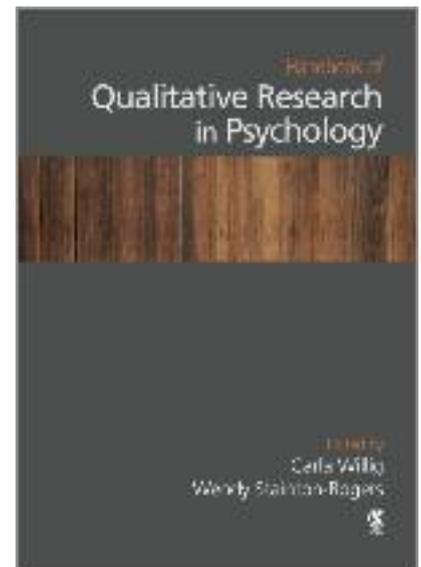
NEW FROM SAGE PUBLICATIONS

Handbook of Qualitative Research in Psychology

Edited by **Carla Willig** *City University, London* and **Wendy Stainton-Rogers** *The Open University*



August 2007 · 528 pages
Cloth (978-1-4129-0780-4) Price £75.00



The Handbook of Qualitative Research in Psychology provides comprehensive and systematic coverage of the qualitative methods used in psychology – combining 'how-to-do-it' summaries with examination of historical and theoretical foundations.

Examples from recent research are used to illustrate how each method has been applied, the data analysed and insights gained.

Chapters provide a 'state of the art' review, take stock of what's been achieved so far and map trajectories for future developments. As such, the book will constitute a valuable resource for both experienced qualitative researchers and novices for many years to come.

The Handbook is divided into three main sections.

Part 1: Methods contains fourteen chapters on methodological approaches, ranging from established ones like Ethnography and Grounded Theory to more recent ones such as Memory Work.

Part 2: Perspectives & Techniques includes chapters on ethical issues in qualitative research, key alternative standpoints such as Feminism, the use of computer technologies and the internet in qualitative research.

Part 3: Applications reviews qualitative methods applied to 13 sub-disciplines ranging from cognitive to post-colonial psychology.

This volume will be an excellent reference resource for advanced students, lecturers and researchers who have a wish or need to learn about trends and developments related to qualitative research in psychology today, and likely future directions tomorrow.

Readership

An excellent reference resource for advanced students, lecturers and researchers who have a wish or need to learn about trends and developments related to qualitative research in psychology today, and likely future directions tomorrow



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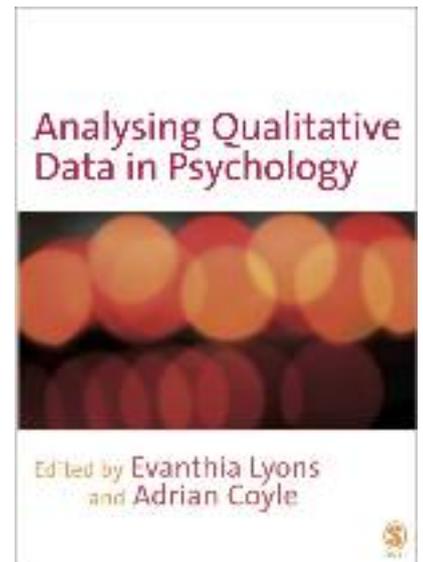
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NEW FROM SAGE PUBLICATIONS

Analysing Qualitative Data in Psychology

Edited by [Evanthia Lyons](#) and [Adrian Coyle](#) both at University of Surrey

May 2007 · 288 pages
Cloth (978-1-4129-0782-8) Price £60.00
Paper (978-1-4129-0783-5) Price £19.99
BIC Codes: JCB



[Analysing Qualitative Data in Psychology](#) equips students and researchers in psychology and the social sciences to carry out qualitative data analysis, focusing on four major methods (grounded theory, interpretative phenomenological analysis, discourse analysis and narrative analysis).

Assuming no prior knowledge of qualitative research, chapters on the nature, assumptions and practicalities of each method are written by acknowledged experts. To help students and researchers make informed methodological choices about their own research the book addresses data collection and the writing up of research using each method, while providing a sustained comparison of the four methods, backed up with authoritative analyses using the different methods.

Readership

Both undergraduate and postgraduate students in psychology

Contents

QUALITATIVE RESEARCH IN PSYCHOLOGY: SETTING THE SCENE / [Evanthia Lyons](#) Doing Qualitative Research: Initial Questions / [Adrian Coyle](#) Introduction to Qualitative Psychological Research / APPROACHES TO DATA ANALYSIS / [Jonathan Smith and Virginia Eatough](#) Interpretative Phenomenological Analysis / [Lesley Storey](#) Doing Interpretative Phenomenological Analysis / [Sheila Payne](#) Grounded Theory / [Sheila Hawker and Chris Kerr](#) Doing Grounded Theory / [Adrian Coyle](#) Discourse Analysis / [Chris Walton](#) Doing Discourse Analysis / [Michele Crossley](#) Narrative Analysis / [Neil Harbison](#) Doing Narrative Analysis / [Evanthia Lyons](#) Comparative Reflections



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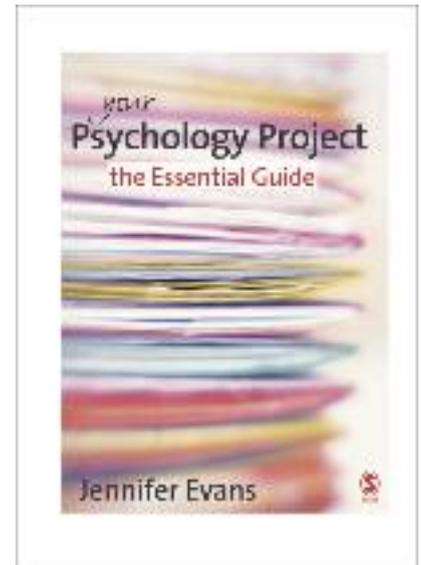
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NEW FROM SAGE PUBLICATIONS

Your Psychology Project

The Essential Guide for Success

Jennifer Evans *American College Dublin*



July 2007 • 288 pages
Cloth (978-1-4129-2231-9) Price £50.00
Paper (978-1-4129-2232-6) Price £15.99
BIC Codes: JC

For students anxious about their final year psychology project, **Your Psychology Project: The Essential Guide for Success** clearly maps out all the requirements of a project in psychology. Acting as a definitive survival manual it guides students through every aspect of a psychology project from conception of an idea, to writing up the final draft.

It will help students think through the whole research process by bridging the relationship between the research question, the design, and the use of statistical and qualitative analyses. By using clear practical examples this book provides an invaluable insight into applying theory to practice and will equip students with the knowledge, skills and ability to carry out and write up their thesis project.

Readership

Essential reading for all students undertaking a psychology research project

Contents

PART ONE / The Psychology Project as a Means of Acquiring Knowledge / Ethics for Research in Psychology / Self-Management / Maximizing Supervision / Choosing a Topic and the Research Proposal / How to Handle the Research Literature / Sourcing Materials and Apparatus / PART TWO: A MODEL FOR THE QUANTITATIVE RESEARCH PROCESS / Introducing a Quantitative Model of the Research Process / Stage One: Idea-Generating to Problem Specification in Quantitative Research / Stage Two: Designing and Conducting a Quantitative Project / Writing Up Your Quantitative (Experimental) Methodology / Stage Three: Quantitative Data - Analysis Phase / Stage Four: Interpretation Phase in Quantitative Research / PART THREE: A MODEL FOR THE QUALITATIVE RESEARCH PROCESS / Introducing a Qualitative Model of the Research Process / Stage One: Idea-Generating to Specification of the Research Problem / Stage Two: Designing and Conducting a Qualitative Project / Writing Up Your Qualitative Methodology / Stage Three: Qualitative Data Analysis / Stage Four: Interpretation Phase in Qualitative Research / PART FOUR: THE FINAL TOUCHES / Title and Abstract / References / Stage Five: Communication Phase



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NEW FROM SAGE PUBLICATIONS

History of Psychological Thought

A Text - Reader



Barbara F. Gentile *Simmons College* and **Ben Miller** *Salem State College*

July 2007 Paper (978-0-7619-3077-8) Price £29.99
BIC Codes: JCA

This annotated reader for undergraduate courses in the history of psychology exposes students to original, primary materials but includes several unique features that will make the original sources much more accessible, including:

- Thematic organization of readings demonstrates how thinking on major psychological issues evolved.
- Contemporary as well as historical readings, bring students right up to the present.
- Introductions and extensive annotations set the context for students and guide them in navigating sometimes complex ideas to help them get the most out of reading the original sources.
- Further Reading section
- Ideas and Study Questions to help students reinforce understanding of the excerpts.

Readership

Undergraduate psychology students



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Discourse and Psychology

Three Volume Set

Edited by **Jonathan Potter** *Loughborough University*

SAGE Benchmarks in Psychology Series

May 2007 · 1384 pages

Cloth (978-1-4129-3403-9) Price £425.00 **Special pre-publication offer: £375.00 - save £50.00**

BIC Codes: CFGD,JCF,GR

Key Features:

- Constitutes the most systematic and complete collection of classical and contemporary published work in Discursive Psychology.
- Draws upon an international range of articles, from leading periodicals / edited collections in the field. Most influential and heavily cited papers in field, as well as some key book chapters
- Provides a unique resource for students and researchers in terms of breadth, scope and accessibility. Editorial introduction at the beginning of Volume 1.
- Nothing else around that quite compares in terms of price, coverage and contemporary collection
- In SBIP series - libraries may already have set up continuation orders for this series

Readership

Libraries

Contents

Volume One: Theory and Method / PART ONE: THEORETICAL AND ANALYTIC ROOTS / **J Coulter** Transparency of Mind: The Availability of Subjective Phenomena / **D Smith** K Is Mentally Ill: The Anatomy of a Factual Account / **P Stringer** You Decide What Your Title Is to Be and (Read) Write to That Title / **R Harr[ac]je** Language Games and the Texts of Identity / **K J Gergen** Warranting Voice and the Elaboration of the Self / **J Shotter** Bakhtin and Billig: Monological versus Dialogical Practices / **D Bogen and M Lynch** Taking Account of the Hostile Native: Plausible Deniability and the Production of Conventional History in the Iran-Contra Hearings / **D R Watson** The Presentation of Victim and Motive in Discourse: The Case of Police Interrogations and Interviews / **P Drew** Strategies in the Contest between Lawyers and Witnesses / **A M Pomerantz** Telling My Side: 'Limited Access' as a Fishing Device / **M Billig** Prejudice, Categorization and Particularization: From a Perceptual to a Rhetorical Approach / **M Mulkay and G N Gilbert** Accounting for Error: How Scientists Construct Their Social World When They Account for Correct and Incorrect Belief / **J Potter et al** Discourse: Noun, Verb or Social Practice / PART TWO: METHODS IN PRACTICE AND METHODS AS TOPIC / **J Potter and M Mulkay** Scientists' Interview Talk: Interviews as a Technique for Revealing Participants' Interpretative Practices / **D Edwards** Analyzing Racial Discourse: The Discursive Psychology of Mind-World Relationships / **J Potter and A Hepburn** Qualitative Interviews in Psychology: Problems and Possibilities / **C Antaki et al** Discourse Analysis Means Doing Analysis: A Critique of Six Analytic Shortcomings / **L Suchman and B Jordan** Interactional Troubles in Face-to-Face Survey Interviews / **G Myers** Displaying Opinions: Topics and Disagreement in Focus Groups /

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NEW FROM SAGE PUBLICATIONS

Qualitative Methods for Family Studies and Human Development

Kerry J Daly *University of Guelph*



April 2007 • 312 pages

Cloth (978-1-4129-1402-4) Price £69.00

Paper (978-1-4129-1403-1) Price £29.99

BIC Codes: JBJC

Providing a systematic outline for carrying out qualitative projects from start to finish, author Kerry Daly uniquely combines epistemology, theory, and methodology into a comprehensive package illustrated specifically with examples from family relations and human development research.

Readership

Students and researchers in family studies, human development, family therapy and family social work.

Contents

Qualitative Research and the Art of Learning to See: Learning to see The paradox of learning to see Paradox of control and our ability to see Drawing informs research: The cultivation of perceptual skills / Epistemological considerations in qualitative research: Epistemology Paradigms Epistemology and paradigms: Implications for doing qualitative research / Paths of Inquiry for Qualitative Research: Deduction Induction Abduction Induction, deduction and abduction in practice: cycles of inquiry / Ontology of the Human Realm: Theoretical Foundations for Qualitative Inquiry: Ontology and the nature of human reality Ontological assumptions about human development Ontological assumptions about families Ontology shapes inquiry / Methodology: How Theory Shapes Inquiry: Ethnography and the study of culture Phenomenology: The study of conscious experience Grounded Theory Methodology Narrative inquiry: The study of story Critical approaches: The tradition of feminist inquiry and the example of Participatory Action Research / Methods of Data Collection and Creation: Observation Interviews Focus Groups / Research Design: Constructing a Research Proposal: What kind of chef are you? Level I: Philosophical and Methodological Positioning Level II: Developing a Research Proposal Overview of the research plan: Practical considerations / Positioning the Self: Role Considerations and the Practices of Reflexivity: Dimensions of reflexive practice Why do we do reflexivity? Reflexivity in family research Reflexivity and social positioning Balancing vulnerability and researcher presence / Analytical Strategies: What is analysis in qualitative research? Analysis for what? Transcription as part of analysis Analytic approaches in various methodologies The diamond approach: A theory development model for qualitative data analysis / Integrity Practices: Ethics, Credibility and Politics of Conducting Qualitative Research: Ethical guidelines Informed consent Protecting participants through confidentiality and anonymity Accountability Credibility issues Conclusion



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NEW FROM SAGE PUBLICATIONS

Prospective Memory

An Overview and Synthesis of An Emerging Field



Mark A McDaniel *Washington University* and Gilles O Einstein *Furman University*

April 2007 • 256 pages

Paper (978-1-4129-2469-6) Price £28.99

BIC Codes: JCRM

When we think of memory, we typically think of remembering past events. However, there is another sort of memory for actions to be performed in the future, such as remembering to give a message to a friend, to take medication, or to turn off the oven. This sort of memory is called prospective memory, and it supports the planning and forward-looking activities that are a hallmark of human existence. However, despite a fast-growing literature and interest in prospective memory among psychologists, no integrative book provides an overview and synthesis of the theoretical and empirical work on this topic for instructors of memory courses and their students until now.

Readership

Psychology students studying memory or cognition

Contents

Prospective Memory: A New Research Enterprise: What is a Prospective Memory Task? Scientific Study of Prospective Memory / Monitoring in Prospective Memory: Attentional Monitoring Preparatory Attentional Processes To Monitor or Not to Monitor: When is the Question Summary / Spontaneous Retrieval in Prospective Remembering: Costs of Prospective Memory: Always Present? Spontaneous Retrieval Spontaneous Retrieval as a Reflexive Associative Memory Process Spontaneous Noticing Summary / Multiprocess Theory of Prospective Memory: An Advantage of the Multiprocess Theory Multiprocess Theory Parameters of the Ongoing Task Parameters of Prospective Memory Cues Importance of the Prospective Memory Task Individual Differences and Intra-Individual Differences Planning Summary / Storage and Retention of Intended Actions: Goschke and Kuhl's Paradigm Extending the Intention Superiority Effect Retention of Intended Actions Over Time: Immune to Forgetting? Retrieval of Intentions During the Retention Interval Summary / Planning and Encoding of Intentions: Planning Implementation Intentions Individual Differences Summary / Prospective Memory and Life Span Development: Prospective Memory in Children Prospective Memory in Older Adults Summary and Observations / Cognitive Neuroscience of Prospective Memory: The Neuropsychology of Prospective Memory Neuroimaging and Prospective Memory Event-Related Brain Potentials (ERPs) Summary and Future Directions / Prospective Memory as it Applies to Work and Naturalistic Settings: General Recommendations for Improving Prospective Memory An Analysis of a Prospective Memory Failure as Possible Interventions Limitations of Generalizing to Applied and Natural Settings on the Basis of Existing Laboratory Experiments Non-laboratory Methods for Investigating Prospective Memory External Reminding Devices Summary / Final Thoughts



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NEW FROM SAGE PUBLICATIONS

Fundamentals of Cognitive Psychology

Ronald T Kellogg *St Louis University*



May 2007 · 392 pages
Paper (978-1-4129-3692-7) Price £22.99
BIC Codes: JCR

By focusing on the fundamentals, highlighting the contributions of neuroscience and underscoring the practical side of the field, the author provides students with an affordable text that is contemporary and accessible. To further enhance student learning the text is packed with helpful features including:

- Integrated coverage of neuroscience highlights how understanding of all aspects of cognitive psychology is rapidly being enhanced by better understanding of biological substrates. This is further supported by use of a four-colour insert on brain imaging technology.

- Margin notes highlight and summarize key concepts
- Highlighted key terms
- Chapter-concluding summaries
- An Instructor's Resource CD provides materials for PowerPoint presentations, suggestions for further reading and web resources, and test questions.

Readership

Undergraduate students of cognitive psychology

Contents

Introduction: Scope of Cognitive Psychology Core Concepts The Brain Research Methods Overview of the Text Summary Key Terms / Perception: Visual Consciousness Pattern Recognition Modularity Summary Key Terms / Attention: Filter Theories Capacity Theories Automatic Processes Visual Attention Summary Key Terms / Memory Systems: Sensory Memory Short-Term Versus Long-Term Memory Working Memory Summary Key Terms / Remembering Events: Types of Long-Term Memory Encoding and Storing Events Retrieval Processes Summary Key Terms / Memory Distortions: Reconstructive Retrieval Encoding Distortions Source Monitoring Eyewitness Testimony Summary Key Terms / Knowledge Representation: Representing Concepts Propositions and Images Using Semantic Memory Summary Key Terms / Language: Defining Language Representations of Language Comprehension of Language Summary Key Terms / Problem Solving: Types of Thinking A General Model of Problem Solving Creativity Summary Key Terms / Reasoning and Decision Making: Syllogistic Reasoning Conditional Reasoning Decision Making Summary Key Terms



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NEW FROM SAGE PUBLICATIONS

Handbook of Clinical Interviewing with Children

Edited by [Michel Hersen](#) and [Jay C Thomas](#) both at Pacific University, Oregon

June 2007 Cloth (978-1-4129-1718-6) Price £96.00

The [Handbook of Clinical interviewing with Children](#) is one of three interrelated handbooks on the topic of interviewing for specific populations. It presents a combination of theory and practice plus concern with diagnostic entities for readers who work, or one day will work, with children (and their parents and teachers) in clinical settings.

The volume begins with general issues (structured versus unstructured interview strategies, developmental issues when working with children, writing up the intake interview, etc.), moves to a section on major disorders with special relevance for child populations (conduct disorders, attention-deficit hyperactivity disorder, learning disorders, etc.), and concludes with a section addressing special populations

Readership

People who work with children in a clinical environment



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NEW FROM SAGE PUBLICATIONS

Handbook of Clinical Interviewing With Adults

Edited by [Michel Hersen](#) and [Jay C Thomas](#) both at Pacific University, Oregon

March 2007 • 925 pages

Cloth (978-1-4129-1717-9) Price £96.00

The [Handbook of Clinical Interviewing with Adults](#) is one of three interrelated handbooks on the topic of interviewing for specific populations. It presents a combination of theory and practice plus concern with diagnostic entities for readers who work, or one day will work, with adults in clinical settings.

The volume begins with general issues (structured versus unstructured interview strategies, mental status examinations, selection of treatment targets and referrals, writing up the intake interview, etc.), moves to a section on major disorders most relevant to adult clients (depression, bipolar disorder, agoraphobia, posttraumatic stress disorder, eating disorders, alcohol and drug abuse, sexual dysfunction, etc.), and concludes with a chapter on special populations and issues (neurologically impaired patients, older adults, behavioral health consultation, etc.).

Readership

People who work with adults in a clinical setting



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NEW FROM SAGE PUBLICATIONS

Paradoxical Reasoning

The Key to Understanding Culture in a Globalizing World

Martin J Gannon and Emeritus Robert H. Smith *both at University of Maryland*

July 2007 Cloth (978-1-4129-4044-3) Price £56.00

Paper (978-1-4129-4045-0) Price £24.99

Why do Western negotiators constantly complain that Chinese negotiators are both very sincere and very deceptive? This paradox is one of approximately 80 explored in [Paradoxical Reasoning](#).

[Paradoxical Reasoning](#) answers two major questions that provide the underlying rationale for the book. What is a paradox, and why is paradoxical reasoning critical for understanding culture in a globalizing world?

As used in the book, paradox is defined as the simultaneous existence of two or more inconsistent and sometimes contradictory elements. Each paradox is phrased as an arresting but simply-understood question to increase reader involvement, such as "Nationalism and globalization?" and "Nations are becoming more and less powerful simultaneously?"

Readership

Students of sociology of cultural studies



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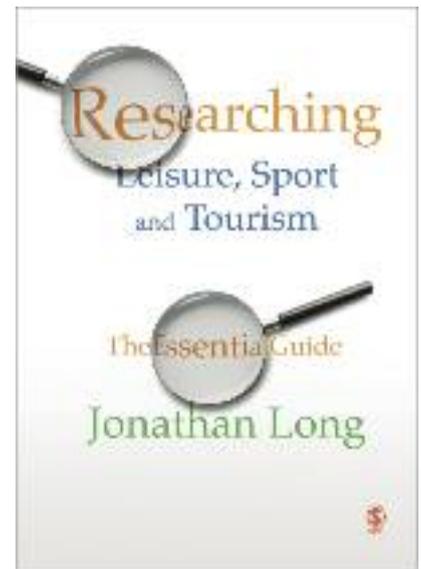
Researching Leisure, Sport and Tourism

The Essential Guide

Jonathan A Long *Leeds Metropolitan University*



May 2007 • 240 pages
Cloth (978-0-7619-4453-9) Price £60.00
Paper (978-0-7619-4454-6) Price £19.99
BIC Codes: JB,W,JBB



This is a comprehensive and informative book written especially for new and inexperienced researchers in the fields of leisure, sport and tourism, both full-time students and people in employment having to conduct their own research or make use of other people's research.

Unlike generic research texts that do not 'speak' to people in this field, this richly flavoured book immediately engages the reader by using subject-specific examples and explaining the central methodological issues in straightforward terms.

Readership

Undergraduate students in sport, leisure, tourism studies.

Contents

Wanting to Know / Ways of Knowing, Ways of Seeing / Finding What Is Already There - and putting it to use / Subjects, Respondents, Participants and Collaborators / Social Surveys / Setting Questions / Interviewing - Openness with a sense of purpose / Observation Techniques - Using your eyes and ears / Interpreting Texts / Evaluation Techniques / Analysing Quantitative Data / Analysing Qualitative Data / Data Display / The Responsibilities of the Researcher / Ways of Seeing, Ways of Thinking / Ways of Writing and Communicating



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NEW FROM SAGE PUBLICATIONS

Understanding Material Culture

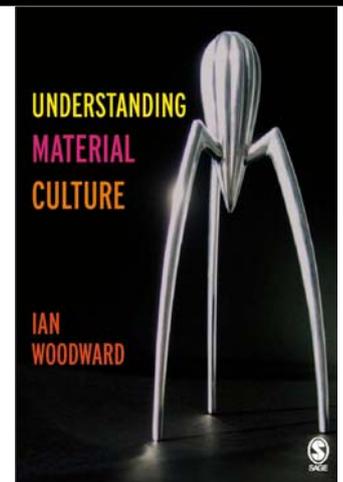
Ian Woodward *Griffith University*

May 2007 • 232 pages

Cloth (978-0-7619-4225-2) Price £60.00

Paper (978-0-7619-4226-9) Price £19.99

BIC Codes: YJB,GTS,GTSC



Understanding Material Culture offers a systematic overview of the diverse ways of studying the material as culture. Surveying the field of material culture studies through an examination and synthesis of classical and contemporary scholarship on objects, commodities, consumption, and symbolization, this book:

- Introduces the key concepts and approaches in the study of objects and their meanings;
- Presents the full sweep of core theory - from Marxist and critical approaches to structuralism and semiotics - to evaluate the frameworks for approaching the material world;
- Shows how and why people use objects to perform identity, achieve social status, and narrativize life experiences;
- Analyzes everyday domains in which objects are important: social status, identity, social performance and narrativization;
- Shows why studying material culture is necessary for understanding the social.

Readership

Students and researchers in sociology, anthropology, cultural studies, consumer behaviour studies, design and fashion studies.

Contents

Part I: Locating material culture / The material as culture. Definitions, perspectives, approaches / Studying material culture. Origins and premises / Part II: Theoretical approaches to studying material culture / The deceptive, suspicious object. Marxist and critical approaches / The object as symbolic code. Structural and semiotic models / The material representing the cultural universe. Objects, symbols and cultural categories / Part III: Objects in action / Objects and distinction. The aesthetic field, taste and expressive materiality / Material culture and identity. Objects and the self / Material culture, narratives, and social performance. Objects in contexts / Part IV: Conclusion / Conclusion. Objects, meaning, and culture



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NEW FROM SAGE PUBLICATIONS

The Sociology of Religion

Grace Davie *University of Exeter*

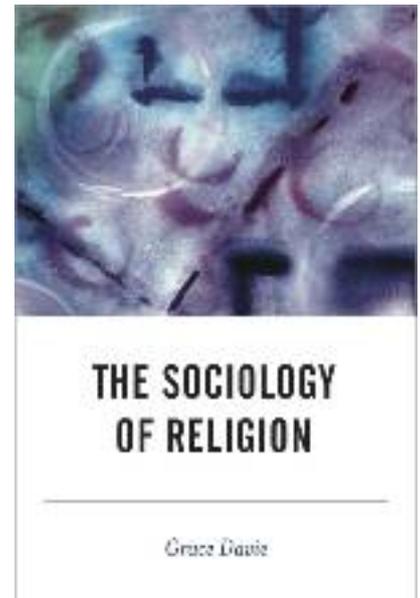
BSA New Horizons in Sociology

April 2007 • 296 pages

Cloth (978-0-7619-4891-9) Price £65.00

Paper (978-0-7619-4892-6) Price £22.99

BIC Codes: YJB,JB



Why is religion still important? Can we be fully modern and fully religious?

This book, written by one of the leading figures in the field, works at two levels. First it sets out the agenda - covering the key questions in the sociology of religion today. At the same time, it interrogates this agenda - asking if the sociology of religion, as we currently know it, is 'fit for purpose'. If not, what is to be done?

The book:

- Describes the origins of the sociology of religion
- Demystifies secularization as a process and a theory
- Relates religion to modern social theory
- Unpacks the meaning of religion in relation to modernity and globalization
- Grasps the methodological challenges in the field
- Provides a comparative perspective for religions in the west
- Introduces questions of minorities and margins
- Sets out a critical agenda for debate and research

In a single volume **Grace Davie** captures the nature and forms of modern religion, the current debates in the field and the prospects for future development.

Readership

Upper level undergrads and researchers in the sociology of religion

Contents

Part One: Theoretical Perspectives / Introduction / Common Sources - Different Pathways / Secularization: Process and Theory / Rational Choice Theory / Modernity: a Single or Plural Construct? / Methodological Challenges / Part Two: Substantive Issues / Mainstream Religions in the Western World / Minorities and Margins / Demanding Attention: Fundamentalisms in the Modern World / Globalization and the Study of Religion / Religion and the Everyday / Conclusion: Revisiting the Agenda



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NEW FROM SAGE PUBLICATIONS

Self and Social Change

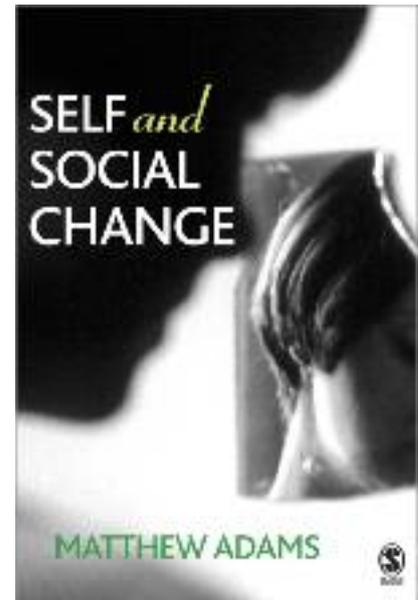
Matthew Adams *University of Brighton*

May 2007 · 224 pages

Cloth (978-1-4129-0710-1) Price £60.00

Paper (978-1-4129-0711-8) Price £19.99

BIC Codes: YJB,GTS



How does social change influence selfhood? What are the fundamental positions in social theories of the self? This accessible and assured book offers readers a new take on the central question of the relation between the individual and society. It offers a thorough, informed and critical guide to the field.

It demonstrates how global economic and employment structures, neo-liberal discourse, the role of emotion, irrationality and ambiguity are factors that impact upon the shape and resilience of the self. Anyone interested in the question of identity and its relation to cultural, social, economic and political contexts will find this book a God-send.

Readership

It will appeal to students and lecturers in Cultural Studies, Sociology, Social Psychology and Communications

Contents

Self and Social Change / The Diminished Self / The Reflexive Self / The Regulated Self / The Narcissistic Self / Repositioning Reflexivity



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NEW FROM SAGE PUBLICATIONS

Market Citizenship

Experiments in Democracy and Globalization

Amanda Root *University of Warwick*

August 2007 · 200 pages
Cloth (978-0-7619-7443-7) Price £60.00
BIC Codes: JPA

Drawing on exhaustive empirical material, the author argues for a new paradigm of social relations: market citizenship. As a compelling account of the past and future of citizenship, this book:

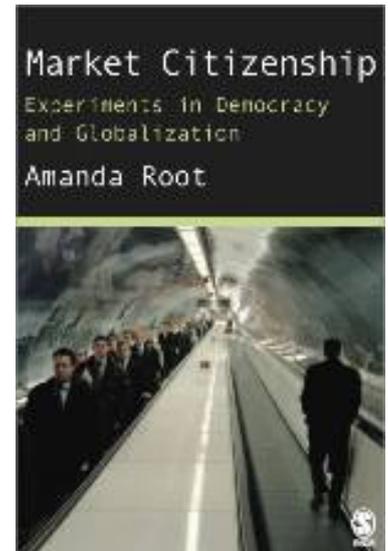
- Provides a comprehensive and authoritative view of citizenship, from classical Athens to contemporary issues
- Links citizenship to topical and practical concerns such as 9//11 and the increase in cynicism
- Develops a new analysis of social justice as central to citizenship
- Demonstrates how market models of social justice are now being used in real-life experiments with democracy, the environment and globalisation
- Shows how public sector policies drive change

Readership

Students of citizenship in sociology, politics, economics, geography and social policy

Contents

PART ONE: Frameworks / Citizenship / Markets / Market Citizenship / PART TWO: Producer Promises / Choice / Politics / Freedoms / PART THREE: Consumer Demands / Trade / Environment / Democratic Deficit / PART FOUR: Reasons for Hope / Democratic Institutions / Citizens as Agents of Change



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NEW FROM SAGE PUBLICATIONS

Consumer Culture

History, Theory and Politics

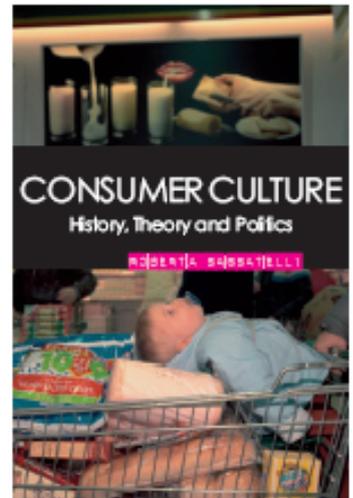
Roberta Sassatelli *Universit` di Milano*

April 2007 • 256 pages

Cloth (978-1-4129-1180-1) Price £60.00

Paper (978-1-4129-1181-8) Price £19.99

BIC Codes: YJB,GTS



We are inescapably confronted by 'consumer society' and 'consumer culture': the inexhaustible world of goods and the declarations that we are born to consume and are defined by our consumption. But do we know what this really means - and is it so simple?

Showing the cultural and institutional processes that have brought the notion of the 'consumer' to life, this book guides the reader on a comprehensive journey through the history of how we have come to understand ourselves as consumers in a consumer society and reveals the profound ambiguities and ambivalences inherent within. While rooted in sociology, Sassatelli draws on the traditions of history, anthropology, geography and economics to give:

- A history of the rise of consumer culture around the world;
- A richly illustrated analysis of theory from neo-classical economics, to critical theory, to theories of practice and ritual de-commodification; and
- A compelling discussion of the politics underlying our consumption practices.

An exemplary introduction to the history and theory of consumer culture, this book provides nuanced answers to some of the most central questions of our time. *Consumer Culture* will be essential reading for students and researchers in the many disciplines that now study consumer culture, including sociology, cultural studies and history.

Readership

Essential reading for students and researchers in the many disciplines that now study consumer culture, including sociology, cultural studies and history

Contents

The Rise of Consumer Culture / Capitalism and the consumer revolution : Consumption, production and exchange The development of modern consumption patterns From courts to cities, from luxuries to fashion / The cultural production of economic value : Commodity flows, knowledge flows The invention of the consumer and the social life of things Consumer culture as historical type / Theories of consumer action / Utility and social competition : The sovereign consumer The limits of economic rationality Fashion, style and conspicuous consumption Beyond emulation / False needs and simulation : From fetishism to critical theory Nature, authenticity, resistance Pessimism and post-modernism The social relations of consumption / Taste, identity and practices : Routines and social distinction Cultural classification and identity Appropriating commodities / The politics of consumption / Consumerism and promotional culture : The anti-consumerist rhetoric and the apology of consumption Commercial images and promotion The functions and meanings of ads / Commodities and consumers: commoditization and de-commodification The value of things and the boundaries of commoditization The normalization of consumption / Contexts of consumption : Leisure time and consuming places The home and cultural consumption McDonaldization and its limits The global, the local and the alternative



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NEW FROM SAGE PUBLICATIONS

Knowledge, Communication and Creativity

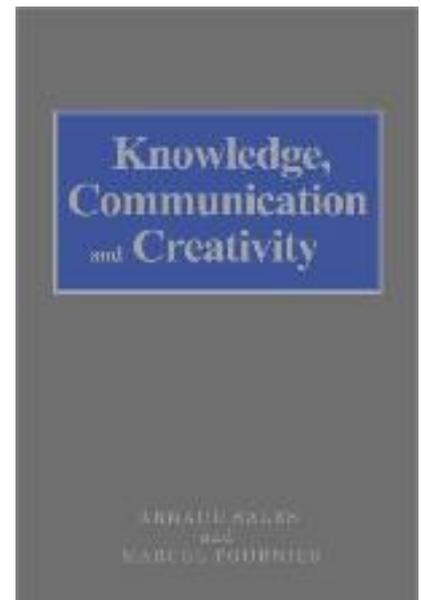
Edited by **Arnaud Sales** and **Marcel Fournier** both at *University of Montreal*

SAGE Studies in International Sociology

April 2007 • 224 pages

Cloth (978-0-7619-4306-8) Price £70.00

BIC Codes: JB



Knowledge, communication and creativity are obsessions of contemporary modern societies. The rhetoric of information, imagination, improvisation and play have invaded our daily lives and work spaces. However, little attention has been paid to the sociological relationships among these elements, let alone their impacts as processes driving social change. This book offers penetrating explorations into the creative processes that are tied to knowledge production, shedding new light on:

- the impact of a general increase in knowledge on individuals, lifestyles, institutions and technologies;
- how new communication and information technologies are transforming social relationships, communities and the international public sphere; and
- understanding the ties between creativity, communication and the production of knowledge.

Readership

This book is critical reading for anyone interested in understanding the Knowledge Society and how its new technologies of communication are transforming contemporary society

Contents

INTRODUCTION / Knowledge, Communication, Reflexive Creativity, and Social Change / **Arnaud Sales, Marcel Fournier and Yan Sénéchal** KNOWLEDGE AND SOCIAL CHANGE IN CONTEMPORARY SOCIETIES / Modern societies as knowledge societies / **Nico Stehr** Knowledge and societal change: institutional coordination and the evolution of organizational populations / **Jerald Hage** NEW INFORMATION TECHNOLOGIES AND COMMUNICATION, COMMUNITIES AND PUBLIC SPHERE / Mobilities, networks and communities / **John Urry** Information technology and the international public sphere / **Craig Calhoun** Creativity in an Orwellian key: a sceptic's guide to the post-sociological imaginary / **Steve Fuller** CREATIVITY AND COMMUNICATION IN THE PRODUCTION OF KNOWLEDGE / Between science and rhetoric: a recurrent debate on the role of communication and creativity in the definition of knowledge / **Philippe Breton** High cognitive complexity and the making of major scientific discoveries / **J. Rogers Hollingsworth** The creativity of intellectual networks and the struggle over attention space / **Randall Collins** Evaluating creative minds: the assessment of originality in peer review / **Michèle Lamont, Marcel Fournier, Joshua Guetzkow, Grégoire Mallard and Roxane Bernier**



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NEW FROM SAGE PUBLICATIONS

The Globalization of Nothing 2

George Ritzer *University of Maryland*



A Pine Forge Press Publication

March 2007 • 264 pages

Cloth (978-1-4129-4021-4) Price £62.00

Paper (978-1-4129-4022-1) Price £19.99

The Globalization of Nothing is back in a revised and completely updated Second Edition. In this reconceptualized volume, author George Ritzer focuses his attention squarely on the processes of globalization and how they relate to McDonaldization. This revision is shorter, more concise, and spends much less space on the Nothing-Something continuum that he introduced in the First Edition.

New to the Second Edition:

- Clearly focuses on the main topic of globalization
- Offers a new way to conceptualize and theorize about globalization: This edition delves into two sub-processes of globalization—"glocalization" and "grobalization"
- Provides a new way to think about consumer culture and globalization: New material is presented on consumer culture and its globalization as well as the role of branding
- Uses a non-technical and accessible style, with many global examples: The examples in this book are drawn from everyday life and global consumer culture that are readily recognizable to students.

Readership

Students of sociology, social change, social theory, globalization, consumerism, and the global economy. The books can also be used in courses focusing on globalization, consumerism, and the global economy taught through Political Science and Economic departments.

Contents

Preface / 1. Globalization: A New Conceptualization: Key Topics in the Study of Globalization Globalization Theories Glocalization and Grobalization Grobalization: The Major Processes Glocal, Grobal, and Local / 2. Nothing (and Something): Another New Conceptualization: Defining Nothing Defining Something The Something-Nothing Continuum The Spatial Dimension The Temporal Dimension The Human Dimension The Magical Dimension Globalization and the Dimensions of Nothing / 3. Meet the Nullities: Non-Places, Non-Things, Non-People, and Non-Services: Non-Places (and Places) Non-Things (and Things) Non-People (and People) Non-Service (and Service) Relationships Among the Nullities An Illustrative Excursion to the Movies / 4. Nothing: Caveats and Clarifications: Conceptual Aids to Understanding Nothing Some Paradoxes The Social Construction of Nothing The Economics of Nothing (and Something) In Defense of Nothing / 5. The Globalization of Nothing: Elective Affinities (and Non-Affinities) Grobalization: Loose Cultural and Tight Structural Forms Enabling Factors in the Grobalization of Nothing / 6. Theorizing Perspectives on Glocalization and Grobalization: Theorizing About the Globalization of Culture Analyzing Sport: Use and Abuse of the Concept of Glocalization Analyzing McDonaldization Anthropologically: More Use and Abuse of Glocalization Thinking About the Fate of the Local Summarizing This Book's Contribution to Theories of Globalization / 7. The Globalization of Consumer Culture and Global Opposition to It: Elements of Consumer Culture Driving Forces Behind the Globalization of Consumer Culture The Role of Branding Beyond the Usual "Consumer" Subjects Global Attacks on the Symbols of American Consumer Culture The Globalization of Nothing and September 11, 2001 / 8. Loss Amidst Monumental Abundance and Global Strategies for Coping with It: Theory and the Paradoxes of Consumer Culture Loss Amidst Monumental Abundance Strategies for Overcoming the Sense of Loss

Previous Edition: *The Globalization of Nothing* Cloth: 978-0-7619-8806-9 £58.00 Paper: 978-0-7619-8807-6 £19.99 (October 2003)



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NEW FROM SAGE PUBLICATIONS

Advertising in Modern and Postmodern Times

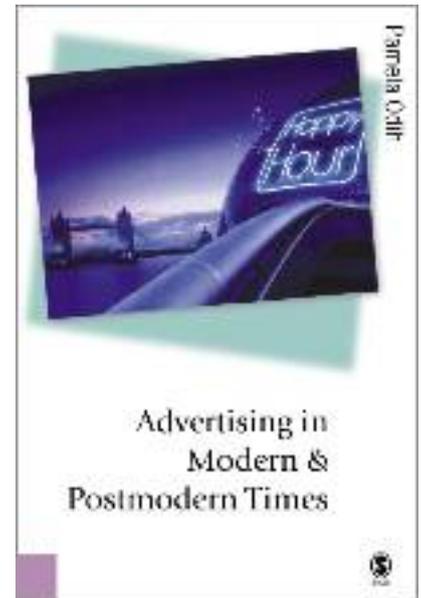
Pamela Odih *Goldsmiths College*

Published in association with *Theory, Culture & Society*

April 2007 · 224 pages

Cloth (978-0-7619-4190-3) Price £70.00

BIC Codes: KMPH,JBA



How does advertising position itself in consumer culture? In what ways does it 'create' desire and wants? This richly illustrated, incisive text produces the most complete critical introduction to advertising culture.

Advertising in Modern and Postmodern Times offers:

- a sophisticated and comprehensive discussion of the main relevant theories;
- an extensive discussion of how real adverts work, together with reproductions of advertising images and copy;
- a demonstration on how advertising constructs subjects;
- a highly instructive historical overview of advertising;
- a demonstration of the relationship between advertising and industrial capitalism.

'Extremely good ... well presented, each chapter deals with a specific and well defined theme. Effective use of illustrative examples is made throughout the text and their purpose is clearly explained by the author' - **Andy Bennett, Professor of Communication and Popular Culture, Brock University**

Readership

Graduate and postgraduate students of advertising and marketing, as well as social theory and sociology

Contents

PART ONE: MARKING TIME IN THE MAKING OF MODERN ADVERTISING / Selling-Spaces in Advertising History / Selling-Time in Advertising History / PART TWO: DIALECTICS OF ADVERTISING IN MODERN TIMES / Advertising, Time and the Commodity-Form / Time and the Commodity-Sign / PART THREE: ADVERTISING IN POSTMODERN TIME(S) / Times they are a Changing: Transformations of Work and Leisure in the Time//Space Economies of Modern and Postmodern Advertising / Mapping the Subject of Postmodern Advertising Technology / Postmodern Disruptions in Advertising Times / Sign of the Times: Globalisation and the Future of Advertising



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NEW FROM SAGE PUBLICATIONS

Our Social World

Introduction To Sociology

Jeanne Ballantine Wright State University and Keith A Roberts
Hanover College

A Pine Forge Press Publication
February 2007 · 568 pages
Paper (978-1-4129-3706-1) Price £29.99

OUR SOCIAL WORLD
Introduction to Sociology



Our Social World: Introduction to Sociology introduces the discipline of sociology to the contemporary student and provides an integrated, comprehensible framework from which to view the world.

In each chapter, authors **Jeanne H. Ballantine** and **Keith A. Roberts** provide an organizing theme that is not exclusively tied to one theoretical paradigm to help students see relationships between topics. This is an ideal text for undergraduate courses in introductory sociology such as Introduction to Sociology and Principles of Sociology.

Readership

Undergraduate sociology students

Contents

Part I: Understanding Our Social World: The Scientific Study of Society / 1. Sociology: A Unique Way to View the World: What is Sociology? Why Study Sociology...And What Do Sociologists Do? The Social World Model So What? / 2. Examining the Social World: How Do We Know?: The Development of Sociology as a Science Empirical Research and Social Theory How Sociologists Study the Social World Ethical Issues in Social Research Sociology's Major Theoretical Perspectives So What? / Part II: Social Structure, Processes, and Control / 3. Society and Culture: Hardware and Software of the Social World: Society: The Hardware Culture: The Software Society, Culture, and Our Social World The Components of Culture Cultural Theory at the Micro-Level Cultural Theories at the Meso and Macro-Level Policy and Cultural Change The Fit Between Hardware and Software So What? / 4. Socialization: Becoming Human and Humane: Nature and Nurture The Importance of Socialization Socialization and the Social World Development of the Self: Micro-Level Analysis Socialization Throughout the Life Cycle Agents of Socialization: The Micro-Meso Connection Socialization and Macro-Level Issues Policy and Practice So What? / 5. Interaction, Groups, and Organizations: Connections that Work: Networks and Connections in Our Social World The Process of Interaction: Connections at the Micro-Level Groups in Our Social World: The Micro-Meso Connection Organizations and Bureaucracies: The Meso-Macro Connection National and Global Networks: The Macro-Level Policy Issues: Women and Globalization So What? / 6. Deviance and Social Control: Sickos, Perverts, Freaks, and People Like Us: What is Deviance? What Causes Deviant Behavior? Theoretical Perspectives Crime and Individuals: Micro-Level Analysis Crime and Organizations: Meso-Level Analysis National Issues and Global Comparisons: Macro-Level Analysis Controlling Crime: Policy Considerations So What? / Part III: Inequality between Rich//Poor, Dominant//Minority, Male//Female: Are Some More Equal Than Others? / 7. Stratification: Rich and Famous or Rags and Famine?: The Importance of Stratification Theoretical Explanations of Stratification Individual's Social Status: The Micro Level Social Mobility: The Micro-Meso Connection Major Stratification Systems: Macro-Level Analysis Poverty: Multi-Level Determinants and Policy Macro-Level Stratification: National and Global Digital Divide So What? / 8. Race and Ethnic Group Stratification: Beyond 'We' and 'They': What Characterizes Race and Ethnic Groups? 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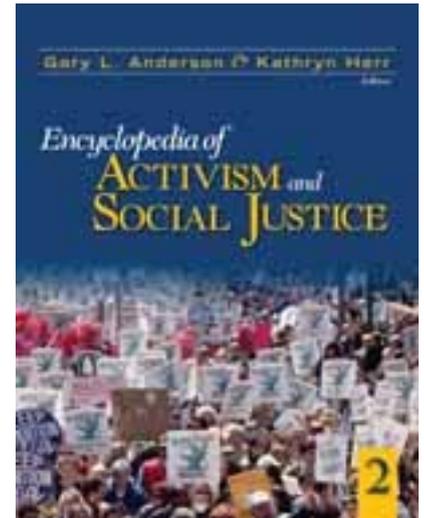
Encyclopedia of Activism and Social Justice

Three-Volume Set

Edited by **Gary L Anderson** *New York University* and **Kathryn Herr** *Montclair State University*

April 2007 · 1500 pages
Cloth (978-1-4129-1812-1) Price £285.00 **Special pre-publication offer: £250.00 - save £35.00**

BIC Codes: YJB,GR



SAGE Reference is proud to announce the **Encyclopedia of Activism and Social Justice**.

This encyclopedia is designed to give understanding to the topics, concepts and ideas which have motivated and shaped the fields of activism, civil engagement and social justice as well as offering short biographies of all the major thinkers and leaders who have influenced, and continue to influence, the study of activism.

With anti-globalization rallies and acts of civil disobedience increasing in the western world, activism and social justice are topics of general public debate in the media. This encyclopedia looks to put into context the history of 20th and 21st century political and social activism and further the debate on social justice.

The **Three-Volume Encyclopedia of Activism and Social Justice** is a multidisciplinary work with contributions from the fields of: education; communication studies; political science; leadership studies; social work; social welfare; environmental studies; health care; social psychology; and sociology.

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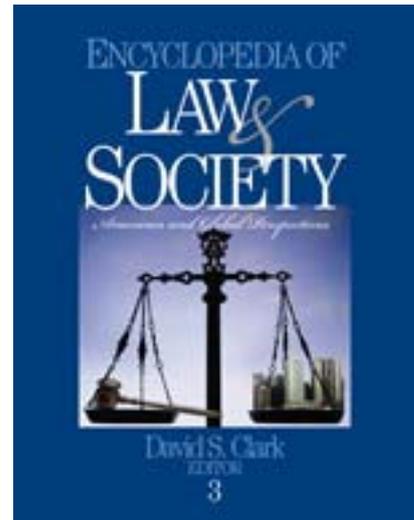
Edited by [David S Clark](#)

Volume:1-3

April 2007 • 1400 pages

Cloth (978-0-7619-2387-9) Price £225.00 [Special Introductory](#)

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BIC Codes: LB ,JBV

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From Bivariate Through Multivariate Techniques

Rebecca Warner *University of New Hampshire*

April 2007 · 1232 pages

Cloth (978-0-7619-2772-3) Price £49.99

BIC Codes: GRS

With an approach that does not require formal mathematics (equations are accompanied by verbal explanations), this textbook provides a clear introduction to widely used topics in multivariate statistics, including Multiple Regression, Discriminant Analysis, MANOVA, Factor Analysis, and Binary Logistic Regression.

Each chapter presents a complete empirical research example to illustrate the application of a specific method, such as Multiple Regression. Although SPSS examples are used throughout the book, the conceptual material will be helpful for users of different programs. Each chapter has a glossary and comprehension questions.

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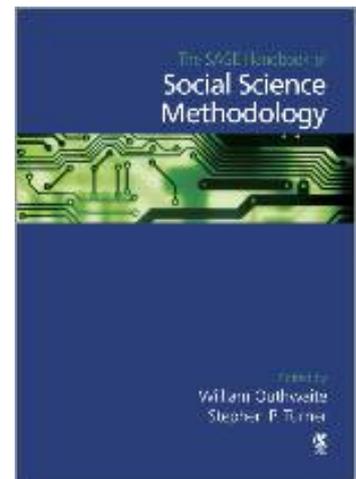
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The SAGE Handbook of Social Science Methodology

Edited by **William Outhwaite** *University of Sussex* and **Stephen P Turner** *University of South Florida*

June 2007 • 568 pages
Cloth (978-1-4129-0119-2) Price £85.00
BIC Codes: YJB,GRS



This is a jewel among methods Handbooks, bringing together a formidable collection of international contributors to comment on every aspect of the various central issues, complications and controversies in the core methodological traditions. It is designed to meet the needs of those disciplinary and nondisciplinary problem-oriented social inquirers for a comprehensive overview of the methodological literature.

The text is divided into 7 sections:

- Overviews of methodological approaches in the social sciences;
- Cases, comparisons and theory;
- Quantification and experiment;
- Rationality, complexity and collectivity;
- Interpretation, critique and postmodernity;
- Discourse construction; and
- Engagement.

Edited by two leading figures in the field, the Handbook is a landmark work in the field of research methods. More than just a 'cookbook' that teaches readers how to master techniques, it will give social scientists in all disciplines an appreciation for the full range of methodological debates today, from the quantitative to the qualitative, giving them deeper and sharpen insights into their own research questions. It will generate debate, solutions and a series of questions for researchers to exploit and develop in their research and teaching.

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The Sage Handbook of Grounded Theory

Edited by **Anthony Bryant** *Leeds Metropolitan University* and
Kathy C Charmaz *Sonoma State University*

August 2007 · 680 pages
Cloth (978-1-4129-2346-0) Price £75.00

Grounded Theory is one of the most commonly used methods in qualitative research. This handbook gives a comprehensive overview of the theory and practice of Grounded Theory, taking into account the many attempts to revise and refine Glaser and Strauss' original formulation and the debates that have followed.

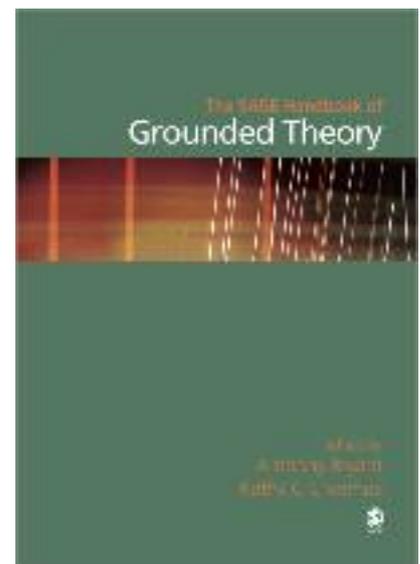
Anthony Bryant & Kathy Charmaz bring together leading specialists in the field from the US, the UK, Australia and Europe to represent all the major standpoints within Grounded Theory, demonstrating the richness of the approach. The contributions describe how the method emerged, how it has developed in its first four decades, and how it might further evolve in the future.

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The Sage Handbook of Grounded Theory is an indispensable reference source for academics and researchers across the social sciences who want to develop their understanding of the Grounded Theory Method

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Mixed Methods Research

Manfred Max Bergman *University of Basel*

July 2007 · 168 pages

Cloth (978-1-4129-2097-1) Price £60.00

Paper (978-1-4129-2098-8) Price £19.99

BIC Codes: GRS



Mixed methods is one of the largest growth areas in research methods and it is increasingly recognized that mixing methods and types of data requires new sets of skills and sensibilities.

This comprehensive guide to all aspects of doing mixed methods research provides a thorough overview of the field, including discussion of theory, design, collection and analysis. **Max Bergman** explores the central debates and answers vital questions, such as:

- Will a mixed method design get us closer to objectivity?
- Is it possible to mix different theoretical approaches, or is it even possible to mix epistemologies?
- Is mixing methods better than using only one method?

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Uwe Flick Alice-Salomon University of Applied Sciences, Berlin

Qualitative Research Kit

August 2007 · 896 pages

Cloth (978-0-7619-4974-9) Price £125.00

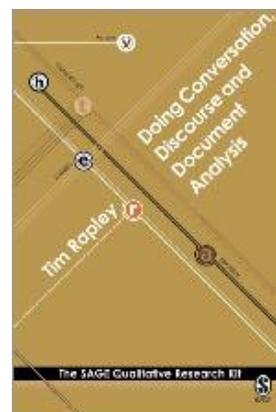
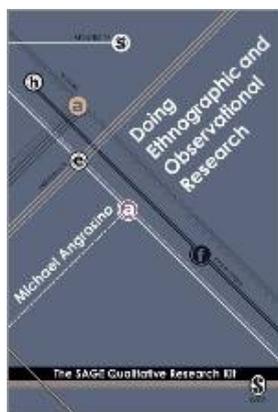
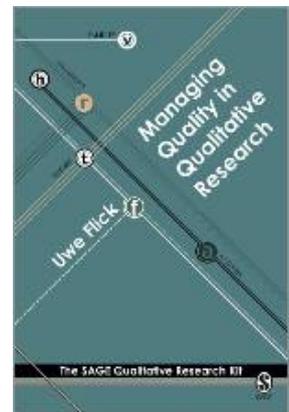
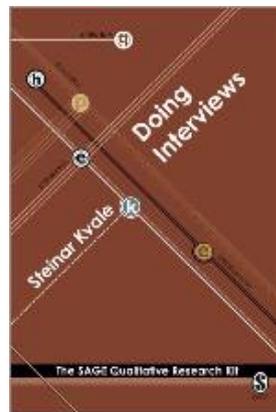
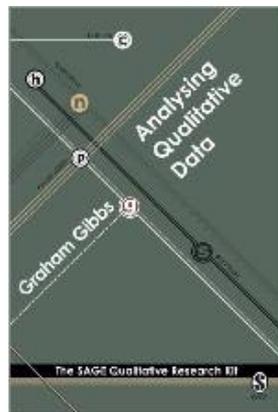
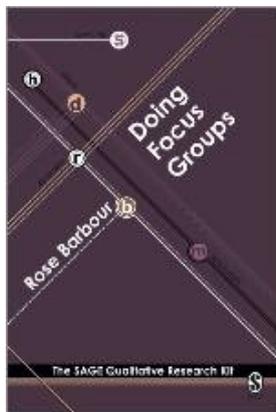
BIC Codes: GRS

The **SAGE Qualitative Research Kit** is a major event in the world of Research Methods publishing. The kit comprises eight quality volumes that provide practical and accessible advice on how to conduct state-of-the-art qualitative research. This is an ideal toolkit for students and researchers for use in planning and carrying out research in a variety of academic and professional environments.

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SAGE Benchmarks in Social Research Methods series

April 2007 · 1664 pages

Cloth (978-1-4129-0384-4) Price £525.00 **Special pre-publication offer: £475.00 - save £50.00**

BIC Codes: JBB

This collection brings together the key publications on the secondary analysis of data and embraces many aspects of how to analyse 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.

Volume 1 introduces secondary analysis and explores the sources and types of survey data available, research design, causality and different approaches to analysis.

Volume 2 centres on exploring and describing data, measurement in surveys, inference and other issues that arise in data analysis.

Volume 3 concerns the general linear model, models for categorical data, classification and typology construction and latent variable models.

Volume 4 presents structural equation modelling, multilevel modelling and longitudinal analysis.

Readership

Academic researchers across the social sciences.

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Qualitative Research 2

Four-Volume Set

Edited by [Alan Bryman](#) *Loughborough University*

SAGE Benchmarks in Social Research Methods series

May 2007 · 1664 pages

Cloth (978-1-4129-1164-1) Price £525.00 **Special pre-publication offer: £475.00 - save £50.00**

BIC Codes: GRS

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 with topics that have come increasingly to the fore in the years since the publication [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 will be given the greater attention they increasingly warrant.

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

Volume II will address matters concerned with quality criteria in relation to qualitative research.

Volume III deals with issues of representation and generalization and as such will cover topics to do with the issue of realism and how and whether it is possible to provide a definitive representation of social reality.

Volume IV contains selections relating qualitative data analysis. It will include discussions of the main approaches to qualitative data analysis (including discourse analysis and conversation analysis) and will reflect the growing interest in and importance attached to computer-assisted qualitative data analysis

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Social Surveys 2

Four Volume Set

Edited by **David de Vaus** *La Trobe University, Melbourne*

June 2007 • 1664 pages

Cloth (978-1-4129-2368-2) Price £525.00 **Special pre-publication offer: £475.00 - save £50.00**

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. It will enable researchers to make better informed judgements about the use of the survey method and to implement their survey in the most effective, efficient and error-free way.

Volume 1 presents the history, ethics and criticism of survey research. Coverage includes the history of surveying subjective phenomena and sampling; questions of privacy, anonymity and honesty; practice standards; and technical and methodological criticism – as well as a defense of survey research.

Volume 2 thoroughly examines survey instruments and data sources. Topics examined include questionnaires, interviews, official statistics, secondary data and multi mode methods.

Volume 3 presents survey applications: using surveys to measure change, surveys in cross-national research and surveys as a tool for measuring subjective phenomena.

Volume 4 focuses survey quality, giving an overview of the range of matters that impinge on survey data and on ways to improve the quality.

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Attitude Measurement

Four Volume Set

Edited by [Roger Jowell](#) and [Caroline Roberts](#) both at City University

[SAGE Benchmarks in Social Research Methods series](#)

July 2007 · 1664 pages

Cloth (978-1-4129-2840-3) Price £525.00 **Special pre-publication offer: £475.00 - save £50.00**

The field of attitude research has long been recognised 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.

[Roger Jowell and Caroline Roberts](#), acknowledged leaders 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 to appear (in the 1920s), with a selection of the articles and papers which present the key figures, the major steps forward in theory or practice and some of the most creative and ingenious methodological work in the social sciences. This set will provide a rich reference source that should appeal to academics and practitioners alike.

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Volume 2 – Developments in attitude scaling

Volume 3 – Overcoming the barriers

Volume 4 – Enduring issues and controversies

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Introducing Qualitative Research

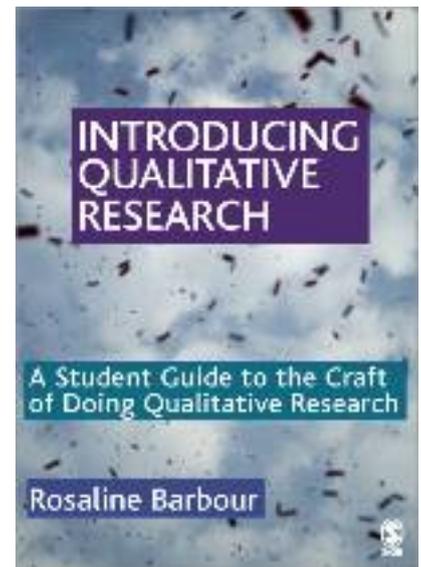
A Guide to the Craft of doing Qualitative Research

Rosaline Barbour *University of Dundee*

June 2007 Cloth (978-1-4129-1266-2) Price £70.00

Paper (978-1-4129-3460-2) Price £21.99

BIC Codes: GRS



Adopting a hands-on explanatory style throughout, this is the ideal textbook for for students or novice researchers doing a research project using qualitative approaches.

Each chapter comes with a range of exercises and with excerpts of qualitative data (from real-life studies) that can be used by the reader to get a genuine feel for the process of generating and analyzing qualitative data.

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Action Research

Third Edition



Ernest T Stringer *Curtin University of Technology*

May 2007 • 264 pages

Cloth (978-1-4129-5222-4) Price £69.00

Paper (978-1-4129-5223-1) Price £24.99

BIC Codes: GRS

Thoroughly revised and updated, the scope of the **Third Edition** has been broadened to include the literature and theoretical movements that have taken place since the previous edition.

Updated web links and expanded appendices provide cutting edge information on action research along with new case studies and examples as well as an expanded section on doing a literature review.

Readership

Students and researchers across the social sciences

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Extending Understanding: Frameworks for Interpretation Alternative 1: Interpretive Questions: Why, What, How, Who, Where, When Alternative 2:
Organizational Review Alternative 3: Concept Mapping Alternative 4: Problem Analysis–Antecedents and Consequences Writing Reports Collaboratively
Organizing Meetings Procedures for Analysis Presentations and Performances Conclusion / Act: Resolving Problems From Problems To Solutions
Planning Identifying Priorities For Action Action Plans Quality Check Implementing Supporting Modeling Linking Reviewing Evaluating Conclusion /
Strategic Planning for Sustainable Change and Development: Managing Processes of Change and Development Strategic Planning A Unifying Vision
Operational Statements: Enacting the Vision Action Plans Reviewing the Plans Political Dimensions Financial Planning Guiding the Research Process
Principles in Operation Appropriate Language Making Decisions Support and Monitoring Evaluating Steps to Evaluation Celebrating / Formal Reports:
Formal Reports, Theses, and Dissertations The Research Orientation: Assumptions of Interpretive Research Reports, Theses, and Dissertations
Structure of a Report Section 1: Introduction–Focus and Framing Section 2: Review of the Literature Section 3: Methodology Introduction
Methodological Assumptions: Philosophical Rationale Research Methods Rigor Limitations Ethical Issues Section 4: Research Outcomes//Findings
Setting the Scene: Describing the Context Constructing Accounts: Telling People's Stories Constructing a General Account Section 5:
Conclusion Discussion of Findings Giving Voice: Alternative Report Structures / Understanding Action Research: The Place of Theory In Action Research
The Theory Behind the Practice 'But It's Not Scientific': The Question of Legitimacy Power, Control, and Subordination Understanding Power and
Control: Postmodern Perspectives The Next Generation: Community-Based Action Research Giving Voice: Representing People's Experience Changing
Our Work and Social Practices: Scripts For Policies, Plans, Procedures and Behavior In the Company of Friends Reflection and Practice

Previous Edition: *Action Research* Cloth: 978-0-7619-1712-0 £54.00 Paper: 978-0-7619-1713-7
£24.99 (August 1999)



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NEW FROM SAGE PUBLICATIONS

Survey Research in Practice

Edited by **Roger Thomas** and **Peter Lynn** both at *National Centre for Social Research, London*

October 2007 • 272 pages
Cloth (978-0-7619-7107-8) Price £55.00
Paper (978-0-7619-7108-5) Price £19.99
BIC Codes: GRS



Providing a thorough introduction to all the steps involved in designing and carrying out a survey, this text incorporates coverage of surveys that involve interviewing and those that use self-completion methods.

Survey Research Practice covers each aspect of the survey process from conceptualisation and design, through to data processing and management, including a discussion of issues such as survey quality and errors, dealing with non-response and the role of the field interviewer. Separate chapters discuss ethical and legal considerations and survey project management and the text is interspersed with concrete practical examples and advice.

The book will be invaluable to students who need to know how surveys are carried out and will be a valuable reference for researchers and practitioners who may be carrying out a survey for the first time.

Readership

Students and researchers across the social sciences



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NEW FROM SAGE PUBLICATIONS

Foundations of Qualitative Research



Interpretive and Critical Approaches

Jerry W Willis *Louisiana State University*

March 2007 • 368 pages

Cloth (978-1-4129-2740-6) Price £69.00

Paper (978-1-4129-2741-3) Price £29.99

BIC Codes: GRS

Foundations of Qualitative Research introduces key theoretical and epistemological concepts in an accessible and nonintimidating style replete with historical and current real-world examples employed to bring these otherwise difficult concepts to life.

Readership

Students and researchers across the social sciences

Contents

World Views, Paradigms, and the Practice of Social Science Research: Case 1. Quantitative Research Case 2. Qualitative Research Thinking about the Foundations and Practice of Research What This Book Is and Is Not About. What Warrants Our Attention? The Traditional Canon Alternative Paradigms New Techniques or New Paradigms? / History and Context of Paradigm Development: Positivism: A Response to Metaphysical and Magical Explanations Critical Theory: A Response to Inequities in Society Interpretivism: A Response to the Excesses of Scientific Social Science The Special Cases of Postmodernism and Feminism / Foundational Issues: Postpositivist and Critical Perspectives: Social Science Research: The View from the Postpositivist Paradigm Social Science Research: The View from the Critical Theory Paradigm / History and Foundations of Interpretivist Research: (1) Nature of Reality. (2) Purpose of Research. (3) Acceptable Methodology//Data. (4) The Meaning of Data (5) Relationship of Research to Practice. The Implications of an Interpretivist Approach What Sorts of Research are Worthwhile? Examples of Interpretive Research / Frameworks for Qualitative Research: Postpositivist Research Moments of Qualitative Research Some General Frameworks for Qualitative Research / General Guidelines for Qualitative Research: Guidelines for Qualitative Research Situated or Contextual Understanding, Not Truth, is the Purpose of Research Accept Multiple Sources of Influence Take A Foundational Rather Than Technique Perspective Practice Recursive (Iterative) and Emergent Data Collection and Analysis Use Multiple Sources of Data Think of Research as a Reflective Process The Researcher is the Primary Tool for Data Collection and Analysis An Emphasis on Participatory versus Nonparticipatory Research. Adopt an Open Approach Deal With Bias Directly Select Natural Contexts for Research Research Should be Holistic, Not Atomistic Research Involves More Than Induction and Deduction: Analogical Reasoning, Abduction, and Family Resemblances Alternatives to Postpositivist Criteria for Believability: Validity and Reliability Alternative Approaches to Validity and Reliability: Triangulation and More Conclusions? Aren't They Generalizations? / Methods of Qualitative Research: Case 1: Action Research on a Pediatric Surgical Ward Established Qualitative Research Methods Ethnography Case Studies: Another Form of Qualitative Observation Interview Research Historiography Historiography: The Research Methods of History Innovative Methods Participatory Qualitative Research Emancipatory Research Critical Emancipatory Action Research / Approaches to Data Analysis and Interpretation: The Purpose of Research General Theory Objective Description Hermeneutic (Verstehen) Understanding Story telling//Narrative Data Analysis Families Eyeballing the Data Connoisseurship: A Global Perspective Hermeneutics as a Data Analysis Method Grounded Theory Analytic Induction A Final Topic: The Ethics of Research / 21st Century Social Science: Peering into the Future: Will the Cacophony Continue? Why Can't Social Science Converge on The Answer? Competition Linearity Dialog as an Alternative to Competition Three Approaches to Knowing in Greek Thought Plato Aristotle The Humanities Choices 20th Century Social Science Made Suppose We Chose Badly Two Theories That May Help Us Build 21st Century Social Science Poetic Logic Chaos and Complexity Theory: Another Route to a Nonlinear Social Science



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NEW FROM SAGE PUBLICATIONS

Conducting Online Surveys

Valerie M Sue and Lois A Ritter both at California State University, East Bay



April 2007 • 208 pages

Cloth (978-1-4129-3753-5) Price £62.00

Paper (978-1-4129-3754-2) Price £19.99

BIC Codes: GRS

Serving as a comprehensive guide for anyone wishing to conduct online survey research, this book fills a considerable niche in the methodological literature.

While other research methods texts contain chapters covering online administration of surveys, few adequately address the specific opportunities and challenges inherent in conducting surveys online.

Readership

Students and researchers across the social sciences

Contents

Introduction: What is a survey Why is a book specific to online survey research needed When should an online survey be used Research on online surveys Summary / Planning the Online Survey: E-Mail Surveys Internet//Intranet (Web Page) Surveys What to Consider When Buying Survey Software Survey Objectives Survey Timelines Survey Research Ethics Summary / Sampling: Populations and Samples Sampling Techniques for Internet Surveys Sources of Error in Online Surveys Summary / Writing Survey Questions: General Considerations Validity of Measurement Respondent Centered Threats to Validity Question Format and Wording Level of Measurement Demographic Questions Pretesting Summary / Designing and Developing the Survey Instrument: Questionnaire Design Making Your Survey Accessible to Everyone Ensuring that Participants Respond Only Once Summary / Conducting the Survey: Methods of Recruitment Increasing Response Rate Thank You Notes Summary / Processing and Analyzing the Survey Data: Planning for Data Analysis Tracking the Surveys Creating a Codebook for E-Mail Surveys Data Cleaning Data Transformation Descriptive Statistics Inferential Statistics Summary / Reporting the Survey Results: Preliminary Considerations Format of a Survey Report Oral Presentations Poster Session Presentations Visual Aids Matching Survey Results to Type of Display Distributing Results Using a Web-Based Survey Development Tool Summary / Concluding Comments: Opportunities and Challenges in Online Survey Research Benefits of Online Surveys The Future of Online Survey Research



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NEW FROM SAGE PUBLICATIONS

International Handbook of Practice-Based Performance Management

Edited by [Patria deLancer Julnes](#) *Utah State University*, [Francis Stokes Berry](#) *Florida International University*, [Maria P Aristigueta](#) *University of Delaware* and [Kaifeng Yang](#) *Florida State University*

August 2007 Cloth (978-1-4129-4012-2) Price £81.00

Paper (978-1-4129-4013-9) Price £54.00

[International Handbook of Practice-Based Performance Management](#) has a combination of conceptual and practical applications with an emphasis on cutting-edge practices in the US and abroad. The text boasts two unique features: first, though most of the chapters deal with performance measurement in the US

The text represents the most notable examples of performance measurement in Canada, Latin America, Europe and Eastern Europe; second, the book will be unique in the way that its structure will support the integration of theory and practice, with linked chapters that introduce the literature on key topics, present case studies with “lessons learned,” and then provide clear guidance for practical “how-to//skill building.

Readership

Business and Management students



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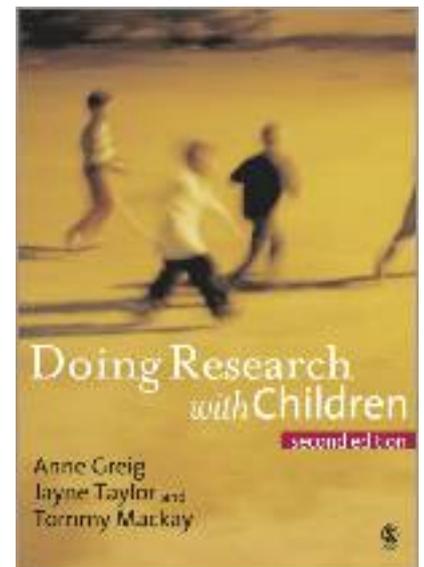
NEW FROM SAGE PUBLICATIONS

Doing Research with Children

Second Edition

Anne D Greig University of Strathclyde, **Jayne Taylor** St Albans NHS Trust and **Tommy Mackay** Private Practice

February 2007 • 216 pages
Cloth (978-1-4129-1844-2) Price £70.00
Paper (978-1-4129-1845-9) Price £21.99
BIC Codes: GRS



The **Second Edition** of **Doing Research with Children** is a welcome development of this key textbook for a growing market. The book continues to provide a comprehensive and practical introduction to undertaking a research project with children, and now accommodates and accounts for many of the changes that have taken place in research practice and in discussions about research with children in recent years.

Specifically, this new edition provides:

- Extended guidance on research ethics
- Attention to views of children as active research participants rather than as passive subjects of research
- Expanded pedagogy: chapter summaries, practical exercises, contextualising cases and features
- Details of the many changes in the law that have changed the nature of the researcher's relationship to children and to storing and transmitting information about children

Divided into three sections, the first introduces the main theories and approaches in doing research with children. In the second part, the different frameworks and techniques for conducting both qualitative and quantitative research with children are outlined. The final section develops an important underlying theme of the book - the unique nature of children as research subjects - by introducing special ethical issues raised in research with children.

Readership

Postgraduates on research training courses in psychology, education and health studies interested in conducting research with children

Contents

PART ONE: THE SPECIAL NATURE OF CHILDREN IN RESEARCH - THEORIES AND APPROACHES / Introduction to Research and Children: A Special Relationship / Theory for Research and Practice with Children / Theoretical Frameworks / PART TWO: DOING RESEARCH WITH CHILDREN - REVIEWING, DESIGNING AND CONDUCTING RESEARCH WITH CHILDREN / Evaluating Research with Children / The Importance of Questions / Designing and Doing Quantitative Research with Children / Designing and Doing Qualitative Research with Children / PART THREE: SPECIAL ISSUES / Consultation and Participation with Children in Research / Ethics for Doing Research with Children / Themes and Perspectives

Previous Edition: *Doing Research with Children* Cloth: 978-0-7619-5589-4 -4 £60.00 Paper: -978-0-7619-5590-0 £20.99 (December 1998)



Paul Chapman
Publishing

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NEW FROM SAGE PUBLICATIONS

Doing Conversation Analysis

Second Edition

Paul ten Have *University of Amsterdam, Netherlands*

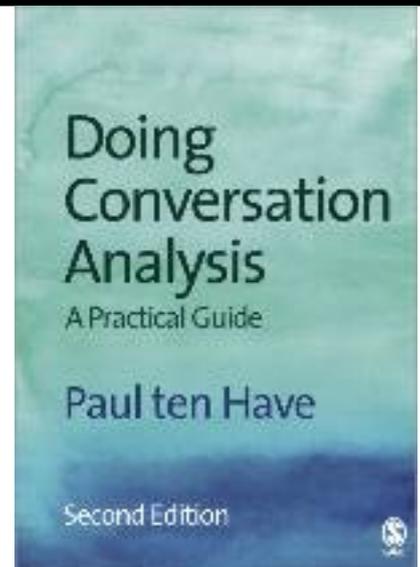
Introducing Qualitative Methods series

May 2007 · 264 pages

Cloth (978-1-4129-2174-9) Price £60.00

Paper (978-1-4129-2175-6) Price £19.99

BIC Codes: CF



Thoroughly revised to take into account recent developments in the field, the **Second Edition** of **Doing Conversation Analysis** includes a new section on linguistically-orientated conversation analysis, updated information on analysis of video data, and new cases and examples.

This highly practical introduction to conversation analysis is comprehensive in its coverage, including discussion of the theoretical, practical and methodological aspects of doing conversation analysis research. The book is divided into four sections, covering: theory, methods, analyzing data and sharing data, ideas and findings.

Readership

Students and researchers across the social sciences

Previous Edition: *Doing Conversation Analysis* Cloth 978-0-7619-5585-6 £65.00 Paper 978-0-7619-5586-3 £22.99 (December 1998)



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NEW FROM SAGE PUBLICATIONS

Using Software in Qualitative Research

A Step-by-Step Guide

Ann Lewins *CAQDAS Networking Project, University of Surrey* and **Christina Silver** *University of Surrey*

March 2007 • 256 pages

Cloth (978-0-7619-4922-0) Price £70.00

Paper (978-0-7619-4923-7) Price £22.99

BIC Codes: GRS



Using Qualitative Software: A Step-by-Step Guide combines several aspects of Computer Assisted Qualitative Data Analysis (CAQDAS), helping the reader choose the most appropriate package for their specific needs and get the most out of the software once they are using it.

The text considers tasks and processes, bringing them together to demystify qualitative software and encourage flexible and critical choices and uses of software in supporting analysis, making it an essential companion for any qualitative researcher.

Readership

Students and researchers across the social sciences

Contents

PART ONE / Processes and Tasks in Using Qualitative Software / Data and Its Preparation for Software / Getting Started with Software / Exploration and Text Level Work / Qualitative Coding in Software: Principles and Processes / Coding Schema, Coding Frame / Coding Tasks in Software / Basic Retrieval of Coded Data / Managing Processes and Interpretations through Writing / Mapping Ideas / Organizing Data to Known Characteristics / Interrogating the Dataset / PART TWO / ATLAS.ti 5 - Distinguishing Features / HyperRESEARCH - Distinguishing Features / MAXqda 2 - Distinguishing Features / QDA Miner - Distinguishing Features / QSR NVivo 7 - Distinguishing Features / Qualrus - Distinguishing Features / Transana - Distinguishing Features



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NEW FROM SAGE PUBLICATIONS

Qualitative Data Analysis with NVivo

Second Edition

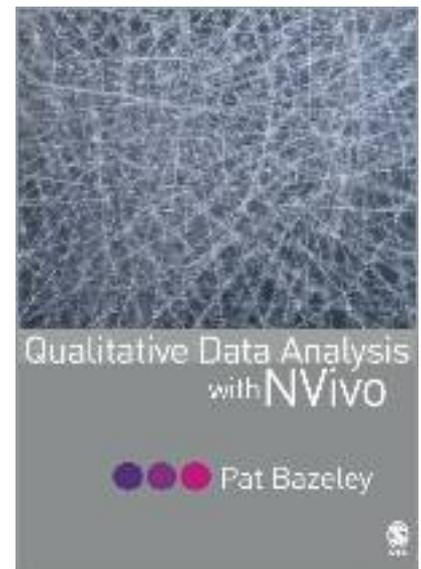
Patricia Bazeley *Research Support Pty Limited, Australia*

April 2007 • 232 pages

Cloth (978-1-4129-2140-4) Price £65.00

Paper (978-1-4129-2141-1) Price £21.99

BIC Codes: GRS



Doing Qualitative Data Analysis with NVivo is essential reading for anyone thinking of using their computer to help analyze qualitative data. With 15 years experience in computer-assisted analysis of qualitative and mixed-mode data, Pat Bazeley is one of the leaders in the use and teaching of NVivo software.

Through this very practical book, readers are guided on how best to make use of the powerful and flexible tools offered by the latest version of NVivo as they work through each stage of their research projects. Explanations draw on examples from Patricia Bazeley's own and others' projects, and are supported by the methodological literature.

Researchers have different requirements and come to their data from different perspectives. This book shows how NVivo software can accommodate and assist analysis across those different perspectives and methodological approaches.

Readership

Researchers and students across the social sciences

Contents

Perspectives: Qualitative Computing and NVivo / Starting a Project / Making Data Records / Working with Data / Connecting Ideas / Managing Data / The 'Pit Stop' / Going Further

Previous Edition: *The Nvivo Qualitative Project Book* Cloth: 978-0-7619-6999-0 £65.00 Paper 978-0-7619-7000-2 £20.99 (October 2000)



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NEW FROM SAGE PUBLICATIONS

Ethnography

Step-by-Step

Third Edition



David M Fetterman *Stanford University*

August 2007 Cloth (978-1-4129-5044-2) Price £50.00

Paper (978-1-4129-5045-9) Price £19.99

BIC Codes: GRS

The **Third Edition** of the best-selling **Ethnography: Step-By-Step** guides readers in managing mountains of ethnographic data and making meaningful statements based on that data.

This edition builds on the coverage of the **Second Edition** and offers an up-to-date discussion of technology in ethnography, covering a range of topics from technological tools to research with virtual communities.

Readership

Students and researchers across the social sciences

Previous Edition: *Ethnography* Cloth 978-0-7619-1384-9 £59.00 Paper 978-0-7619-1385-6 £23.00 (February 1998)



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NEW FROM SAGE PUBLICATIONS

Doing Ethnography

Giampietro Gobo *University of Milan*



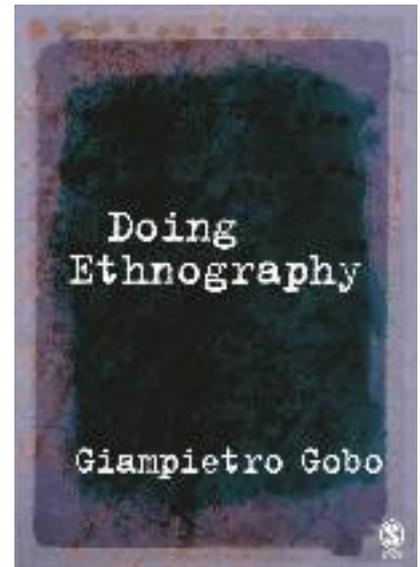
Introducing Qualitative Methods series

June 2007 · 192 pages

Cloth (978-1-4129-1920-3) Price £60.00

Paper (978-1-4129-1921-0) Price £19.99

BIC Codes: GRS



With regular exercises, lists of key terms and points and self-evaluation checklists, **Doing Ethnography** systematically describes the various phases of an ethnographic inquiry and provides numerous examples, suggestions and advice for the novice ethnographer.

Ethnography seeks to understand, describe and explain the symbolic world lying beneath the social action of groups, organizations and communities. This book clearly sets out the coordinates and foundations of this increasingly popular methodology. Giampietro Gobo discusses all the major issues, including the research design, access to the field, data collection, organisation and analysis, and communication of the results.

Readership

Students and researchers across the social sciences



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NEW FROM SAGE PUBLICATIONS

Handbook of Ethnography

Edited by **Paul Atkinson, Sara Delamont, Amanda Coffey** all at Cardiff University, **John Lofland** and **Lyn Lofland** both at University of California, Davis

February 2007 · 510 pages
Paper (978-1-4129-4606-3) Price £29.99

NEW IN PAPERBACK

'I wish the Handbook of Ethnography had been available to me as a fledgling ethnographer. I would recommend it for any graduate student who contemplates a career in the field. Likewise for experienced ethnographers who would like the equivalent of a world atlas to help pinpoint their own locations in the field, the Handbook of Ethnography is it' - [Journal of Contemporary Ethnography](#)

'No self-respecting qualitative researcher should be without Paul Atkinson (et al's) handbook on ethnography. This really is encyclopaedic in concept and scope. Many "big names" in the field have contributed so this has to be the starting point for anyone looking to understand the field in substantive topic, theoretical tradition and methodology. The chapters on visual ethnography and semiotics expand the field marvellously, while those on field notes and on ethics are accomplished surveys of the field' - [SRA News](#)

Readership

students wishing to learn about ethnography

Contents

Introduction to Part One / **Mary Jo Deegan** The Chicago School of Ethnography / **Paul Rock** Symbolic Interactionism and Ethnography / **James D Faubion** Currents of Cultural Fieldwork / **Sharon Macdonald** British Social Anthropology / **Lodewijk Brunt** Into the Community / **Liz Stanley** Mass-Observation's Fieldwork Methods / **Julie Marcus** Orientalism / **Melvin Pollner and Robert M Emerson** Ethnomethodology and Ethnography / **Ilja Maso** Phenomenology and Ethnography / **Peter K Manning** Semiotics, Semantics and Ethnography / **Kathy Charmaz and Richard G Mitchell** Grounded Theory in Ethnography / Introduction to Part Two / **Michael Bloor** The Ethnography of Health and Medicine / **Tuula Gordon, Janet Holland and Elina Lahelma** Ethnographic Research in Educational Settings / **Dick Hobbs** Ethnography and the Study of Deviance / **Vicki Smith** Ethnographies of Work and the Work of Ethnographers / **David Hess** Ethnography and the Development of Science and Technology Studies / **Allison James** Ethnography in the Study of Children and Childhood / **Christopher Tilley** Ethnography and Material Culture / **Joost van Loon** Ethnography: A Critical Turn in Cultural Studies / **Elizabeth Keating** The Ethnography of Communication / **Mike Ball and Greg Smith** Technologies of Realism? Ethnographic Uses of Photography and Film / Introduction to Part Three / **Christopher Wellin and Gary Alan Fine** Ethnography as Work: Career Socialization, Settings and Problems / **Elizabeth Murphy and Robert Dingwall** The Ethics of Ethnography / **Robert M Emerson, Rachel I Fretz and Linda L Shaw** Participant Observation and Fieldnotes / **Barbara Sherman Heyl** Ethnographic Interviewing / **Martin Cortazzi** Narrative Analysis in Ethnography / **Ken Plummer** The Call of Life Stories in Ethnographic Research / **Deborah Reed-Danahay** Autobiography, Intimacy and Ethnography / **Beverley Skeggs** Feminist Ethnography / **Jonathan Spencer** Ethnography After Post-modernism / **Nigel Fielding** Computer Applications in Qualitative Research / **Jim Mienczakowski** Ethnodrama: Performed Research-limitations and Potential / **Patti Lather** Postmodernism, Post-Structuralism and Post (Critical) Ethnography: Of Ruins, Aporias and Angels



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NEW FROM SAGE PUBLICATIONS

Narrative Methods for the Social Sciences

Catherine Kohler Riessman *Boston University*



Cloth August 2007 ; Paper August 2006 Cloth (978-0-7619-2997-0) Price £31.00

Paper (978-0-7619-2998-7) Price £18.99

BIC Codes: GRS

Aimed at providing the rigour needed to advance narrative analysis, the author provides an explanation and guideline to readers on: presentation of and reliance on detailed transcripts of interview excerpts; methods for analyzing the structural features of discourse and the analysis of the co-production of narratives through the dialogic exchange between interviewer and participant.

After completing this book, readers will be able to perform a narrative study that can be defended as a systematic form of inquiry and provide a criteria for validation of their narrative study.

Readership

Students and researchers across the social sciences



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NEW FROM SAGE PUBLICATIONS

The Comparative Method

An Introduction



Daniele Caramani *University of Mannheim*

June 2007 Paper (978-1-4129-0975-4) Price £11.99
BIC Codes: GRS

Offering students and researchers in the behavioural and social sciences a brief and accessible introduction to the comparative method, it is ideal for students of public administration, policy, sociology, political science, social psychology, and international relations. It provides readers with basic guidelines for comparative research by addressing all key methodological issues.

Readership

Students of public administration, policy, sociology, political science, social psychology, and international relations



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Getting your Ph.D

A Practical Insider's Guide



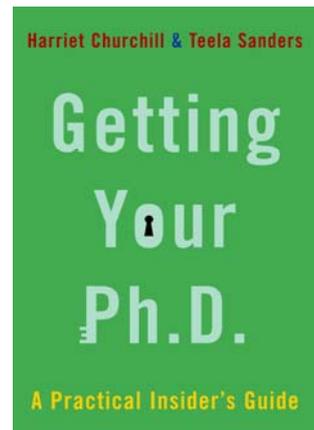
Harriet Churchill and Teela Sanders both at University of Leeds

Survival Skills for Scholars series

August 2007 · 200 pages

Cloth (978-1-4129-1993-7) Price £60.00

Paper (978-1-4129-1994-4) Price £19.99



How to get your Ph.D is an original study guide aimed at prospective and current postgraduate students, covering the process of accessing, undertaking and completing doctoral research in the social sciences and the humanities.

The content is unique in incorporating discussion of the less recognised personal, emotional and organisational demands of independent study. Drawing on a variety of student experiences, the authors apply a case study approach to examine the dilemmas and complexities of postgraduate study. The book is organised into four parts covering the research process; writing, publishing and networking; shifting identities and institutions and relationships of support. Each chapter includes an easy to use format including real-life accounts, tips and strategies for problem solving and guidance for additional resources.

The guide includes accessible advice and guidance across a spectrum of methodological, personal, emotional, practical and institutional issues.

Readership

It is an invaluable resource for all postgraduate students.

Contents

PART I : NEGOTIATING THE RESEARCH PROCESS / 1: Motivations for Doing a PhD / 2: Formulating a Research Question / 3: Choosing and Changing Supervisor / 4: Managing the Ethics of Academia / 5: What to do With Your Data / PART II: WRITING, PUBLISHING AND NETWORKING / 6: Writing Up and Writers Block / 7: Papers and Publishing / 8: Networking / 9: Missing the Deadline / 10: The Viva & Beyond / PART III: SHIFTING IDENTITIES AND INSTITUTIONS / 11: Non Traditional Routes into the PhD / 12: Undertaking a PhD Part-time / 13: Combining Teaching and Doctoral Studies / 14: Reconciling the Research Role with the Personal / PART IV: RELATIONSHIPS OF SUPPORT / 15: What to Expect From Your Supervisor / 16: Enabling Research Environments / 17: Combining Family Commitments / 18: Coping with Stress / 19: Final Thoughts



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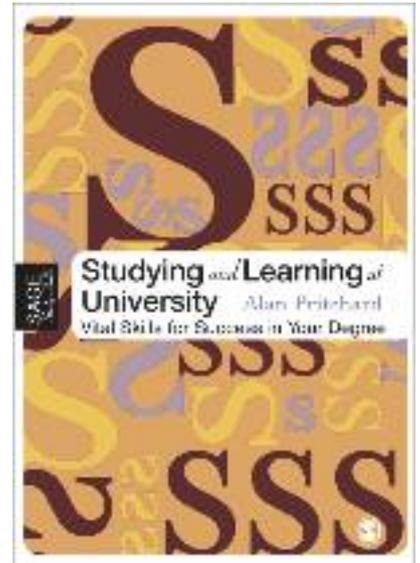
Studying and Learning at University

Vital Skills for Success in Your Degree

Alan Pritchard *University of Warwick*

July 2007 Cloth (978-1-4129-2962-2) Price £50.00

Paper (978-1-4129-2963-9) Price £12.99



Studying and Learning at University provides a concise and accessible introduction to the essential study skills for first-time undergraduates.

Alan Pritchard focuses on the skills that every student will need to master to achieve success in their academic career. Practical, straight-forward advice is provided on subjects such as how to:

- approach learning
- use active reading techniques
- use computers and the internet to support academic study
- prepare for written assessment
- prepare and deliver presentations

Readership

All undergraduate students or those preparing to study

Contents

Introduction / 1 How We Learn / 2 Reading for Academic Purposes / 3 Note-taking and Recording for Learning / 4 Finding the Information that you Need / 5 Computers and the Internet as a Source of Quality Information 6 Preparing for Assessment and the process of writing 7 Giving Presentations Appendix



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NEW FROM SAGE PUBLICATIONS

The Social Science Jargon Buster

A No-Nonsense Dictionary of Key Terms

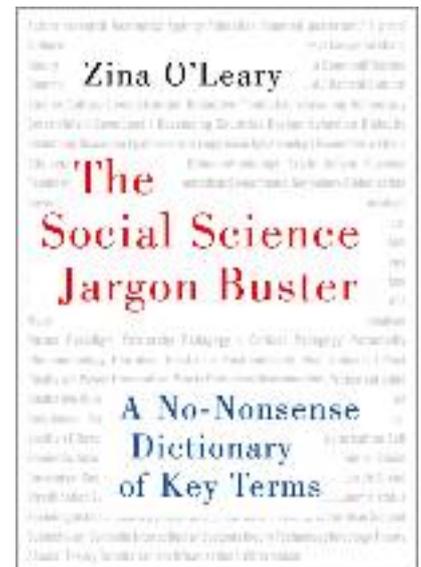
Zina O'Leary *University of Western Sydney*

June 2007 • 160 pages

Cloth (978-1-4129-2176-3) Price £50.00

Paper (978-1-4129-2177-0) Price £12.99

BIC Codes: JDL



The Social Science Jargon Buster tackles the most confusing concepts in the social sciences, breaking each down and bringing impressive clarity and insight to even the most complex terms.

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Readership

All students on undergraduate social science courses



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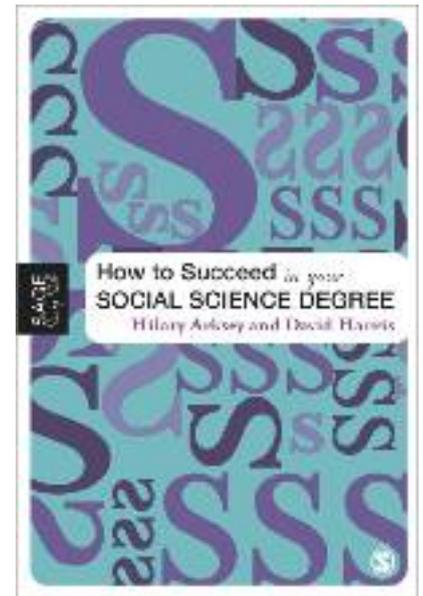
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Readership

Students of all undergraduate social science degree courses

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