HED UK CATALOGUE
AUTUMN 2021
Short description
Comparative International Accounting 14e, by Nobes and Parker explores the conceptual and contextual foundations of International Financial Reporting Standards (IFRS), contrasting them with US generally accepted accounting principles (US GAAP). It also examines international differences in IFRS practices and the accounting differences that remain between countries such as China, France, Germany and Japan.

Discipline/Subj
Accountancy

Author bio
Christopher Nobes is Professor of Accounting at Royal Holloway (University of London) and at the University of Sydney. He was a representative on the board of International Accounting Standards Committee from 1993 to 2001.
Short description
Provides real-life understanding of accounting by introducing the purpose and key ideas of financial and management accounting to students who have had little or no previous knowledge of the subject. This text is renowned for its clear and non-technical explanations of essential accounting techniques, in a language accessible to all. It engages with students to help them cross the bridge between classroom learning and real life, in order to improve their employment prospects when applying for jobs.

Discipline/Subject
Accountancy

Author bio
John R. Dyson was formerly Director of Studies of the Heriot-Watt University Management Programme, Edinburgh. Ellie Franklin currently teaches at the Middlesex University Business School, and has worked for Barclays and Deloitte.
Contact us if you are worried about the accuracy of the extracted text.
Short description
Gain a complete grounding in Accounting and Finance and develop skills to work with financial information. Accounting and Finance: An Introduction 10th Edition by Eddie McLaney and Peter Atrill contains all the information on Accounting and Finance that students need to start their career in business. With an emphasis on introducing topics in a step-by-step and accessible way, students will be taught how to understand and use financial information and reports, and will gain an appreciation of the key roles that both accounting and finance have to play in business decision-making.

Discipline/Subject
Accountancy

Author bio
Eddie McLaney is an academic author with several years of experience of teaching Accounting and Finance. Peter Atrill is a freelance academic and author who has worked with leading institutions in the UK, Europe and South-East Asia.
Management Accounting for Decision Makers
Edition 10
Peter Atrill

Rights sold

9781292349459
Previous edition 9781292204574
Publication date 2021-02-25
Pearson
Pages 632
RRP £51.99

Short description
For Management Accounting modules on undergraduate and MBA courses. Understand management accounting principles and techniques, and develop skills to make informed business decisions. Management Accounting for Decision Makers 10e by Peter Atrill and Eddie McLaney teaches students how to make the best choices in business and management roles, and introduces them to essential management accounting concepts and methods with a focus on their significance to real-life decision making

Discipline/Subject
Accountancy

Author bio
Peter Atrill is a freelance academic & author who has worked with leading institutions in the UK, Europe and South-East Asia. Eddie McLaney is an academic author with several years experience of teaching Accounting and Finance
Short description
Economic Development, the leading textbook in this field, provides your students with a complete and balanced introduction to the requisite theory, driving policy issues, and latest research. Todaro and Smith take a policy-oriented approach, presenting economic theory in the context of critical policy debates and country-specific case studies, to show how theory relates to the problems and prospects of developing countries.

Discipline/Subject
Economics

Author bio
Michael P. Todaro was Professor of Economics at New York University for eighteen years and Senior Associate at the Population Council for thirty years. Stephen C. Smith is Professor of Economics and International Affairs at George Washington University.
Essential Mathematics for Economic Analysis
Edition 6
Knut Sydsaeter

Rights sold: German

9781292359281
Previous edition: 9781292074610
Publication date: 2021-04-19
Pearson
Pages: 976
RRP: £47.99

Short description
Acquire the key mathematical skills you need to master and succeed in economics. Essential Mathematics for Economic Analysis, 6th edition by Sydsaeter, Hammond, Strom and Carvajal is a global best-selling text that provides an extensive introduction to all the mathematical tools your students need to study economics at intermediate level. This book has been applauded for its scope and covers a broad range of mathematical knowledge, techniques and tools, progressing from elementary calculus to more advanced topics.

Discipline/Subject
Economics

Author bio
The late Knut Sydsaeter was Emeritus Professor of Mathematics in the Economics Department at the University of Oslo, where he had taught mathematics for economists for over 45 years. Peter Hammond is currently Professor of Economics at the University of Warwick.
Short description
Macroeconomics: A European Perspective, 4th edition, is based on the best-selling US text by Olivier Blanchard and presents an integrated, global view of macroeconomics, showing the connections between goods markets, financial markets, and labour markets worldwide. This is a book rooted in the real-world: from the major economic crisis of the late 2000s to the profound economic effects caused by the COVID-19 pandemic, from monetary policy in the US, to Brexit, the problems of the Euro area and growth in China.

Discipline/Subject: Economics

Author bio
Olivier Blanchard is one of Prentice Hall’s most notable economics authors. After graduating with his Ph.D. in economics from MIT, he taught at Harvard and MIT as a Professor of Economics.
Short description
New digital technologies have made information more accessible and changed the way businesses operate in today’s faster-paced, more volatile environment, so management consultants need to have a wider view of their client company. Management consulting remains a popular career choice but undertaking a consulting project for the first time can seem daunting for a student or new professional. This book continues to offer a practical guide to balancing theory and practice, while also giving tips and techniques to the more seasoned practitioner, so it is ideal for anyone who is undertaking a consulting project.

Discipline/Subject
Strategy & Int Bus

Author bio
Louise Wickham has over 35 years of business experience, both within companies and as a consultant, working for a wide range of consumer-facing businesses and the not-for-profit sector.
Short description
With over 400,000 copies sold, Research Methods for Business Students is the definitive and market-leading textbook for Business and Management students conducting a research-led project or dissertation.

Discipline/Subject
Strategy & Int Bus

Author bio
Mark NK Saunders is Professor of Business Research Methods and Director of Postgraduate Research Programmes at Birmingham Business School, University of Birmingham
Short description
Develop skills to put theory into practice, using academic research and current issues. Human Resource Management 11e is praised for its comprehensive scope of topics and coverage of important HRM issues. It is a great introduction to human resources for students pursuing undergraduate business and management courses, as well as those on CIPD accredited courses. Human resource management helps those aspiring to or working in HR or management roles. The 11e has been thoroughly updated with the economic, social and legal employment practice changes and is specifically designed to cover the issues and debates facing HRM today, backed up by academic research.

Discipline/Subject
Management OB and HRM

Author bio
Derek Torrington is Emeritus Professor of Management at the University of Manchester, Chartered Companion for the CIPD and previous Chief Examiner
Organizational Behaviour
Edition 11
David A Buchanan

Short description
Organizational Behaviour by Buchanan and Huczynski is one of the best established books in this field. The authors’ popular blend of social science underpinning, challenging assumptions, applying theory to practice, and using movies to explore topical issues, makes this an ideal introduction to the subject. This text can be used by undergraduate, postgraduate, and professional students as it assumes no prior knowledge of the social sciences in general, or of organizational behaviour

Discipline/Subject
Management OB and HRM

Author bio
David A. Buchanan is Emeritus Professor of Organizational Behaviour, Cranfield University School of Management
Short description
This fully updated new edition is based on the individual, organisation, group and environment structure with a new focus on organisational behaviour: the understanding, prediction and control of human behaviour at work. Revised to incorporate new content and a focus on theory into practice, critical thinking and employability skills for student success.

Discipline/Subject
Management OB and HRM

Author bio
Laurie Mullins was formerly a principal lecturer in the University of Portsmouth Business School. Laurie undertook a range of consultancy including UNAIS, VSO and UNISON Education and held lecturing appointments in the USA, Australia and The Netherlands.
Organizational Change
Edition 6
Barbara Senior

Short description
For MBA and final year undergraduate students, as well as those studying specialist courses in Organizational Development and Change. Explore and resolve complex organisational change issues by applying theories into practice. Organizational Change 6e reflects a rapidly evolving world and explores "how change has changed". The book is structured into 3 parts. The first part considers the causes and nature of change. Part 2 opens up the organisation to expand on issues of structuring for change, the cultural and political contexts for change and how to lead change. Part 3 moves firmly into addressing the more practical considerations of designing, planning and implementing change.

Discipline/Subject
Management OB and HRM

Author bio
Barbara Senior is a Chartered Occupational Psychologist who has published a number of books, articles and conference papers based on her research and activities. She is Principal of the Highfield Consultancy.
Atiyah and Adams' Sale of Goods
Edition 14
Rick Canavan

Short description
Atiyah and Adams' Sale of Goods 14e is a highly readable and comprehensive account of the law governing the sale of goods. It is essential reading for undergraduate and postgraduate students, and a valuable point of first reference for practitioners of commercial law. This book addresses the increasing split of the law on the sale of goods between commercial and consumer contracts, which is reflected in the separate treatment of consumer law aspects.

Discipline/Subject
Law

Author bio
Rick Canavan is Head of Faculty, Faculty of Business and Law, Manchester Metropolitan University.
Short description
Develop essential skill set to manage projects critical to business success
Project Management, 5th edition, by Maylor and Turner offers an in-depth and contemporary account of the theory and practice of project management. It discusses project complexities through various facets of project leadership: managerial, relational and entrepreneurial.

Discipline/Subject
Decision Sciences

Author bio
Harvey Maylor is Professor of Management Practice at the Said Business School, University of Oxford. Prior to that, he was the Founding Director of the International Centre for Programme Management at Cranfield University.
Short description
This textbook connects tried-and-tested theory, analytical frameworks, data and case examples to deliver a comprehensive guide to the subject from authors who keep pace with the ongoing developments in both theory and practice.

Discipline/Subject
Strategy & Int Bus

Author bio
Simon Collinson is Professor of International Business and Innovation and Dean at Birmingham Business School, the University of Birmingham, UK
Short description
Master the core subject principles and critically analyse business operations and processes. Operations and Process Management 6e is the market-leading text on operations and process management. This innovative text approaches the subject from a managerial perspective and provides clear and concise coverage of the nature, principles, and practice of operations and process management. The content is organised around diagnostic questions which relate the theory back to the key questions faced by managers in the workplace.

Discipline/Subject
Decision Sciences

Author bio
Nigel Slack is Emeritus Professor of Operations Management and Strategy at Warwick Business School, an Honorary Professor at Bath University and 'Honorary Fellow of the European Operations Management Association'
Short description
The MBA Handbook 9e is a vital resource for MBA and other postgraduate management students to gain maximum learning benefit from their programme. This clearly structured handbook addresses the specific challenges of management study and the transferable skills required to meet these, including: Managing self time, stress and the risks associated with study. With real-life case studies, business examples, new activities and exercises in every chapter, this successful text is designed to prepare and support students early in their studies, at key points during the programme, and well into their subsequent career.

Discipline/Subject

Author bio
Sheila Cameron worked as director of the Open University Business School.
Fundamentals of Strategy
Edition 5
Richard Whittington

Short description
Fundamentals of Strategy 5e is a concise and easy-to-follow overview of the fundamental issues and techniques of strategy from the author team of the market-leading Exploring Strategy. This book has been updated to include coverage of the Covid-19 crisis, and provides insights and examples from a broad range of international organisations. Each chapter is complemented by a wide range of illustrations followed by an end-of-chapter case study to consolidate understanding of how the theories apply to real-world scenarios. This book will particularly suit students on short strategy courses and courses focused on strategy analysis.

Discipline/Subject
Strategy & Int Bus

Author bio
Richard Whittington is Professor of Strategic Management at the Said Business School, University of Oxford.
Short description
Explore and understand international business through practical, theory and analytical frameworks. International Business 8e presents students with data and evidence to map trends, make predictions and take on the role of decision makers in business and governments to enable them to lead organisations with real insight in a complex, global environment. This textbook connects tried-and-tested theory, analytical frameworks, data and case examples to deliver a comprehensive guide to the subject from authors who keep pace with the ongoing developments in both theory and practice, focusing on the impacts of decisions on both the performance of multinational firms and the societies and economies they work in.

Discipline/Subject
Strategy & Int Bus

Author bio
Simon Collinson is Deputy Pro-Vice Chancellor, Director of the City-Region Economic Development Institute (City-REDI) and Professor of International Business and Innovation at the University of Birmingham, UK.
Service Operations Management
Edition 5
Robert Johnston

Short description
Service Operations Management 5e is a market-leading text on service operations management and provides a clear understanding of how service performance can be improved in organisations. This textbook applies underlying theories to the real world challenges faced by service operations managers on a daily basis, by providing a diverse range of examples and illustrations. Each chapter provides a range of tools, frameworks and techniques designed to help your students better analyse existing operations and understand ways to deal with operational challenges.

Discipline/Subject
Decision Sciences

Author bio
Robert Johnston was Professor of Operations Management at Warwick Business School. He had a management degree from the University of Aston and a Ph.D. from the University of Warwick.
Short description
This is the ideal textbook for those aspiring to be leaders in the profession and for those who are engaged in professional studies for the Chartered Institute of Procurement and Supply examinations (at both the foundation and professional stages). It is also of value to specialists in other fields who require understanding of the role and influence of this area of business performance. Using extensive real-life examples the subject matter has been brought to life throughout the book, and provides a truly international focus on procurement and supply chain. This fully revised edition covers new developments in the procurement and supply chain field and offers new chapters on public sector procurement and socially responsible procurement.

Discipline/Subject
Decision Sciences

Author bio
Dr Brian Farrington is the Managing Director of his specialist company, Brian Farrington Limited.
Short description
Operations may not run the world, but it makes the world run!

To truly understand the way a business operates, you need to get your hands dirty - that's how you get to appreciate what's actually happening within an organization. Looking inside for the answers is what Operations Management is all about.

Discipline/Subject
Decision Sciences

Author bio
Nigel Slack is an Emeritus Professor of Operations Management and Strategy at Warwick University, an Honorary Professor at Bath University and an Associate Fellow of Said Business School, Oxford University
Short description
Gain a comprehensive insight into purchasing and procurement. Procurement Principles and Management in the Digital Age 12e covers the developments taking place in purchasing and procurement, carefully balancing emerging philosophies with proven and established thinking and practice in the profession.

Discipline/Subject
Decision Sciences

Author bio
Peter Baily was Senior Lecturer at the Polytechnic of Wales (presently University of South Wales) and chief examiner for Chartered Institute of Procurement and Supply (CIPS). He was a board member on the Business Education Council.
Short description
In an uncertain economic environment with fast-paced changing cultures and contexts, today's organizations can seem a tricky and complex world to understand. The Business Environment endows students with a toolset for identifying, analysing and planning for external (PESTLE) and internal factors in business strategy. This book is about all of us and the world we and businesses live in, because organizations do not exist in a vacuum.

Discipline/Subject
Management OB and HRM

Author bio
Ian Worthington is Emeritus Professor of Corporate Sustainability at De Montfort University, Leicester UK
Global Marketing
Edition 8
Svend Hollensen

Rights sold: English Reprint (India), Chinese Simplified, English Reprint (China)

9781292251806
Previous edition 9781292100111
Publication date 2020-01-13
Pearson Higher Education
Pages 808
RRP £53.99

Short description
Global Marketing 8e, by Hollensen continues to be the most up-to-date and comprehensive text of its kind, with cutting-edge case studies and a focus on the impact of new technologies and perspectives on international marketing. For nearly twenty years this title has been the definitive, truly international guide to marketing. During that time, borders have become ever more transient and this book more central to the work of marketers all around the world.

Discipline/Subject
Marketing

Author bio
Svend Hollensen is Associate Professor of International Marketing at the University of Southern Denmark
Marketing Communications
Edition 7
Patrick De Pelsmacker

Short description
This book provides in-depth coverage of consumer behaviour and branding foundations of marketing communications, and all elements of the communications mix, including advertising, public relations, sponsorship, brand activation, direct marketing and exhibitions. Building on the success of the last edition, the 7th edition uses examples, case studies and research results from various countries, industries and markets to make the concepts more practice orientated and help your students grasp essential facts.

Discipline/Subject
Marketing

Author bio
Patrick De Pelsmacker is Professor of Marketing at the University of Antwerp and part-time Professor of Marketing at Ghent University. He has co-authored textbooks on marketing communications and marketing research techniques.
Marketing Research  
Edition 6  
Dan Nunan

Short description
For undergraduate, postgraduate and MBA students, this highly successful textbook is an essential guide to Marketing Research. Understand theory and application of marketing research in a European context. Marketing Research: Applied Insight 6e, by Nunan, Birks and Malhotra is the leading marketing research text focused on the key challenges facing marketing research in a European context.

Discipline/Subject
Marketing

Author bio
Dr Daniel Nunan is Reader & Head of Department at the University of Portsmouth. Professor David F. Birks is Emeritus Professor of Marketing at the University of Winchester.
Marketing Strategy and Competitive Positioning
Edition 7
Graham Hooley

Short description
Marketing Strategy and Competitive Positioning 7e, by Hooley, Nicoulaud, Rudd and Lee provides a deep understanding of the process of developing and implementing a rigorous marketing strategy. This book focuses on competitive positioning and includes in-depth discussions of the processes used within marketing to achieve competitive advantage in a business environment - by creating and sustaining superior performance in the marketplace.

Discipline/Subject
Marketing

Author bio
Graham Hooley is Emeritus Professor of Marketing at Aston University. He is a past President of the European Marketing Academy, Fellow of the Chartered Institute of Marketing, British Academy of Management, EMAC and the Higher Education Academy.
Short description
Develop a clear understanding of the concepts and best practices in public relations. Exploring Public Relations and Management Communication 5e by Tench and Waddington is the definitive text on public relations. Blending theory with real-life applications, this book offers a critical analysis with updated case studies, exercises and discussion questions that provide students with a holistic subject understanding. A comprehensive coverage of the COVID-19 pandemic helps students understand the implications of this global crisis on public relations and strategic communication.

Discipline/Subject
Marketing

Author bio
Ralph Tench is Professor of Communication Education and Director of Research at Leeds Business School, Leeds Beckett University.
Modern Engineering Mathematics
Edition 6
Glyn James

Rights sold
9781292253497
Previous edition 9781292080734
Publication date 2020-02-21
Pearson
Pages 1160
RRP £47.99

Short description
For first-year undergraduate modules in Engineering Mathematics. Develop core understanding and mathematics skills within an engineering context. Modern Engineering Mathematics 6e by Professors Glyn James and Phil Dyke, draws on the teaching experience and knowledge of three co-authors, Matthew Craven, John Searl and Yinghui Wei, to provide a comprehensive course textbook explaining the mathematics required for students studying first-year engineering.

Discipline/Subject
Engineering

Author bio
Glyn James was most recently Emeritus Professor in Mathematics at Coventry University. Glyn James passed away in October 2019, his enthusiastic input was sorely missed. Phil Dyke is Professor of Applied Mathematics at the University of Plymouth.
Short description
By providing careful and steady guidance in mathematical methods along with a wealth of practice exercises to improve your maths skills, Foundation Maths imparts confidence in its readers. The style of the book also makes it suitable for self-study and distance learning with self-assessment questions and worked examples throughout. Written for students taking higher and further education courses who may not have specialised in mathematics on post-16 qualifications, and require a working knowledge of mathematical and statistical tools.

Discipline/Subject
Mathematics

Author bio
Anthony Croft has taught mathematics in further and higher education institutions for over thirty years, he has championed the development of mathematics support for the many students who find the transition from school to university mathematics particula
Practical Skills in Biomolecular Science
Edition 6
Jonathan Weyers

Short description
An indispensable practical resource for all undergraduate cellular and molecular bioscience students, this updated sixth edition of Practical Skills in Biomolecular Science is a complete and easy-to-read guide. Covering fundamental background for laboratory work, its tips, key points, and detailed explanations help students develop key transferable and employability skills.

Discipline/Subject
Biology

Author bio
Jonathan Weyers, Honorary Senior Lecturer at the University of Dundee, UK.
Short description
A must-have practical resource for all undergraduate bioscientists, this updated seventh edition of Practical Skills in Biology provides a complete and easy-to-read guide. Covering fundamental background for laboratory and field work, its tips, key points, and detailed instructions help students develop key transferable and employability skills.

Discipline/Subject
Biology

Author bio
Jonathan Weyers, Honorary Senior Lecturer at the University of Dundee, UK.
Short description
Animal Nutrition is a core text for undergraduates in Animal Science, Veterinary Science, Agriculture, Biology and Biochemistry studying this subject. It also provides a standard reference text for agricultural advisers, animal nutritionists and manufacturers of animal feeds. The latest edition of this classic text continues to provide a clear and comprehensive introduction to the science and practice of animal nutrition.

Discipline/Subject
Biology

Author bio
Peter McDonald was formerly Reader in Agricultural Biochemistry, Univeristy of Edinburgh & Head of Dept. of Agricultural Biochemistry Edinburgh School of Agriculture
Short description
Highly praised for its clear, straightforward approach, Statistics without Maths for Psychology 8e provides a comprehensive and accessible introduction to statistics and SPSS. This widely used and trusted textbook is packed with examples, activities and questions to help you to test your learning and deepen your understanding in a practical and manageable way. Statistics without Maths for Psychology will help you to gain the confidence to apply statistical concepts and use SPSS to analyse data within your studies and future independent research.

Discipline/Subject
Psychology

Author bio
Christine P. Dancey is Emeritus Professor of Psychology at the University of East London. John Reidy is Professor of Psychological Methods and Statistics and Head of Department for the Department of Psychology, Sociology and Politics at Sheffield Hallam University.
Historical and Conceptual Issues in Psychology
Edition 3
Marc Brysbaert

Short description
Historical and Conceptual Issues in Psychology 3e, by Brysbaert & Rastle offers a unique and engaging introduction to key historical and conceptual issues in psychology, explaining the philosophical context from which psychology has emerged as a discipline. Excerpts from original texts, profiles of key figures and fascinating examples drawn from across the world take you from ancient Greece to modern day debates, stopping off at important developments in psychology, philosophy and science along the way.

Discipline/Subject
Psychology

Author bio
Marc Brysbaert is Professor of Psychology at Ghent University. Previously he taught at Royal Holloway, University of London.
Kathy Rastle is Professor of Cognitive Psychology at Royal Holloway, University of London.
Introduction to Qualitative Research Methods in Psychology
Edition 4
Dennis Howitt

Short description
Now in its fourth edition, Introduction to Qualitative Research by Dennis Howitt provides a comprehensive, practical and up to date coverage of the area. With a clear and straightforward style, the book introduces qualitative research from data collection to analysis. Examples of real research and practical guidance for each methodological approach are included throughout to equip the reader with an understanding of the process and the skills to be able to carry out their own research.

Discipline/Subject
Psychology

Author bio
Dennis Howitt is with Loughborough University
Research Methods in Psychology
Edition 6
Dennis Howitt

Rights sold

9781292276700
Previous edition 9781292134277
Publication date 2020-01-22
Pearson
Pages 600
RRP £41.99

Short description
Comprehensive, clear, practical, and revised throughout, this new edition includes a new chapter on Managing your research project. This is the ideal guide for students just beginning and those moving on to more advanced research methods projects in psychology.

Discipline/Subj ect
Psychology

Author bio
Dennis Howitt and Duncan Cramer are with Loughborough University.
Short description
A clear and comprehensive introduction to Statistics with step by step guidance on using SPSS to carry out statistical analysis. Understanding Statistics in Psychology with SPSS is geared towards helping students to properly understand statistical techniques so gaining the confidence to apply them with the help of SPSS.

Discipline/Subject
Psychology

Author bio
Dennis Howitt and Duncan Cramer are based at Loughborough University.
Introduction to Hospitality, Global Edition
Edition 8
John R. Walker

Rights sold
9781292330235
Previous edition 9781292215839
Publication date 20-01-2021
Pearson
Pages 432
RRP £52.99

Short description
For introductory courses in hospitality. Introduction to Hospitality is a lively, comprehensive survey of the world's largest industry - hospitality. Students explore the vibrant inner workings of each hospitality segment, including hospitality and lodging; beverages, restaurants, and managed services; tourism, recreation, attractions, clubs, and gaming; assemblies, events, and attractions; and managerial areas of the hospitality industry. The 8th Edition highlights a range of issues shaping the future of each segment of the hospitality industry.

Discipline/Subject : Hospitality & Tourism

Author bio
Dr. John R. Walker, DBA, FMP, CHA, is the McKibbon Professor of Hotel and Restaurant Management at the University of South Florida and a Fulbright senior specialist.