

### Academic Business Journals

Business and Human Rights SAGE Publishing India

This expanded second edition of a classic career guide offers fascinating insight into the publishing environment for the management discipline, drawing on a wealth of knowledge and experiences from leading scholars and top-level journal editors. Responding to the continuing emphasis on publishing in the top journals, this revised, updated and extended guide offers invaluable tips and advice for anyone looking to publish their work in these publications.

Written as an extension of *A Primer on Partial Least Squares Structural Equation Modeling (PLS-SEM) Second Edition*, this easy-to-understand, practical guide covers advanced content on PLS-SEM to help students and researchers apply techniques to research problems and accurately interpret results. The book provides a brief overview of basic concepts before moving to the more advanced material. Offering extensive examples on SmartPLS 3 software ([www.smartpls.com](http://www.smartpls.com)) and accompanied by free downloadable data sets, the book emphasizes that any advanced PLS-SEM approach should be carefully applied to ensure that it fits the appropriate research context and the data characteristics that underpin the research.

*Business Research Reporting* addresses the essential activities of locating, collecting, evaluating, analyzing, interpreting, and reporting business data. It highlights the value of primary and secondary research to making business decisions and solving business problems. It aims to help business managers, MBA candidates, and upper-level college students boost their research skills and report research with confidence. This book discusses primary data collection, sampling concepts, and the use of measurement and scales in preparing instruments. Also, this book explores statistical and non-statistical analysis of qualitative and quantitative data and data interpretation (findings, conclusions, and recommendations). The author shows how to locate, evaluate, and extract secondary data found on the web and in brick-and-mortar libraries, including optimized searching, evaluating, and recording. Plus, the book demonstrates how to avoid copyright infringement and plagiarism, use online citation software, and cite sources when writing and presenting. Two glossaries—one each for primary and secondary research—round out the content. *Business Research Reporting* can be your go-to guidebook for years to come. Reading through it in a couple of hours, you can pick up ample information to apply instantly. Then keep it handy and refer to it in your ongoing research activities.

Corporate social responsibility (CSR) has become an increasingly heated topic since the 1980s. This title proposes that the concept of Corporate Social Irresponsibility (CSI) offers a better theoretical platform to avoid the vagueness, ambiguity, arbitrariness and mysticism of CSR.

How smart companies are opening up strategic initiatives to involve front-line employees, experts, suppliers, customers, entrepreneurs, and even competitors. Why are some of the world's most successful companies able to stay ahead of disruption, adopting and implementing innovative strategies, while others struggle? It's not because they hire a new CEO or expensive consultants but rather because these pioneering companies have adopted a new way of strategizing. Instead of keeping strategic deliberations within the C-Suite, they open up strategic initiatives to a diverse group of stakeholders—front-line employees, experts, suppliers, customers, entrepreneurs, and even competitors. *Open Strategy* presents a new philosophy, key tools, step-by-step advice, and fascinating case studies—from companies that

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range from Barclays to Adidas—to guide business leaders in this groundbreaking approach to strategy. The authors—business-strategy experts from both academia and management consulting—introduce tools for each of the three stages of strategy-making: idea generation, plan formulation, and implementation. These are digital tools (including strategy contests), which allow the widest participation; hybrid digital/in-person tools (including a “nightmare competitor challenge”); a workshop tool that gamifies the business model development process; and tools that help companies implement and sustain open strategy efforts. Open strategy has an astonishing track record: a survey of 200 business leaders shows that although open-strategy techniques were deployed for only 30 percent of their initiatives, those same initiatives generated 50 percent of their revenues and profits. This book offers a roadmap for this kind of success.

With over 600 signed entries, *The SAGE Encyclopedia of Higher Education* demonstrates the impact higher education has had on global economies and universities across the world. Topics include: • students burdened with higher tuition fees • departments expected to produce courses and research that have clear and demonstrable social impact • what the university is and how it meets social and business requirements This encyclopedia touches on all aspects of higher education through: • key concepts • debates • approaches • schools of thought on higher education • role of universities As an interdisciplinary field, these volumes will prove to be an essential resource for students and researchers in education, sociology, politics and other related fields across the humanities and social science disciplines.

This important book considers the ways in which small and medium-sized enterprises (SMEs) can thrive in the age of big data. To address this central issue from multiple viewpoints, the editors introduce a collection of experiences, insights, and guidelines from a variety of expert researchers, each of whom provides a piece to solve this puzzle.

In the context of a united Europe the influence of business knowledge has become increasingly relevant, as managers, employees and organisations have to learn new practices and techniques in response to new knowledge and institutions. This book addresses the way in which administrative knowledge is produced, diffused and consumed in Europe by academics, management gurus, publishing houses, consultants and practitioners. It also looks at its impact on European business systems and management practices.

The concept of effectuation is as subtle as it is profound. On the one hand, it challenges long held beliefs about the nature of cause and effect in social science. On the other hand, it generates a host of new insights about social phenomena. This concept is particularly well suited to analyzing entrepreneurial behavior behaviors undertaken in settings where the relationship between cause and effect is understood, at best, very poorly. Jay B. Barney, The Ohio State University, US Things rarely turn out as we expected or intended. Neither rational choice between well-defined prospects nor commitment to a vision, which can be realised by will power or persuasion, offers a credible representation of much human activity even the activities of entrepreneurs. But although uncertainty (or unknowledge) is inescapable it may be productively managed. If we understand our present circumstances and some of its possibilities, build constructive relationships with others, and be ready to adjust both our objectives and the means of achieving them in order to take advantage of new contingencies, then we can at least participate in shaping our own future. By taking this

perspective Saras Sarasvathy makes entrepreneurship a natural human activity, expressing the limitations and potential of human motivation and human intelligence. Brian J. Loasby, University of Stirling, UK In Effectuation Saras Sarasvathy presents a carefully researched and reasoned view of entrepreneurial behavior that both challenges and extends prevailing wisdom in the field. There is little doubt that these ideas will serve as an important foundation for anyone desirous of stimulating positive action in the world. With Effectuation we are equipped to provide a generation of students and managers with the methods to make and find opportunities that create value. . . everywhere. Leonard A. Schlesinger, President, Babson College, US To effectuate is to engage in a specific type of entrepreneurial action. It has special importance for situations where the future is truly unknowable or human agency is of primary importance. In Effectuation, Saras Sarasvathy explores the theory and techniques of non-predictive control for creating new firms, markets and economic opportunities. Using empirical and theoretical work done in collaboration with Nobel Laureate Herbert A. Simon, the author employs methods from cognitive science and behavioral economics to develop the notion of entrepreneurial expertise and effectuation. Supportive empirical evidence is provided by the author's study of 27 entrepreneurs as well as other independent studies. The book then traces the consequences of effectuation for business management, economics and social philosophy. The author finds that effectuators generate constraint-satisfying solutions rather than searching for optimal ones, make rather than find opportunities, and in a deep sense, convert as-if propositions into even-if ones. The way they accomplish this is the central discussion of the book. Students and scholars of entrepreneurship will find this path-breaking research of great value. The book's conclusions will also be of interest to those in the fields of behavioral and evolutionary economics, cognitive science and management.

In the 21st century, one of the most noteworthy changes in the human rights debate relates to the increased recognition of the link between business and human rights. This book is an attempt to explore this relationship and also to look into the obligations of the state and transnational corporations in the promotion of human rights. Business and Human Rights discusses how globalization has affected individuals in the enjoyment of their human rights in relation to the activities of corporations. The book addresses what additional steps the states should take to protect against human rights abuses by business enterprises that are owned or controlled by the state. Moreover, it covers, in depth, the role and contribution of the United Nations in business and human rights. The book includes several real-life case studies to help the readers understand the topics discussed.

The Second Edition of this bestselling B2B marketing textbook offers the same accessible clarity of insight, combined with updated and engaging examples. Each chapter contains a detailed case study to further engage the reader with the topics examined. - Featuring updated case studies and a range of new examples. - Incorporating additional coverage of

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B2B branding and the B2B strategic marketing process, and issues of sustainability. - Extended coverage of Key Account Management - Online lecturer support including PowerPoint slides and key web links Drawing on their substantial experience of business-to-business marketing as practitioners, researchers and educators, the authors make this exciting and challenging area accessible to advanced undergraduate and to postgraduate students of marketing, management and business studies. Praise for the Second Edition: 'I found that the first edition of Brennan, Canning and McDowell's text was excellent for raising students' awareness and understanding of the most important concepts and phenomena associated with B2B marketing. The second edition should prove even more successful by using several new case studies and short 'snapshots' to illustrate possible solutions to common B2B marketing dilemmas, such as the design and delivery of business products and services, the selection of promotional tools and alternative routes to market. The new edition also deals clearly with complex issues such as inter-firm relationships and networks, e-B2B, logistics, supply chain management and B2B branding' - Michael Saren, Professor of Marketing, University of Leicester 'This textbook makes a unique contribution to business-to-business teaching: not only does it provide up-to-date cases and issues for discussion that reach to the heart of business-to-business marketing; it also brings in the latest academic debates and makes them both relevant and accessible to the readers. A fantastic addition to any library or course' - Dr Judy Zolkiewski, Senior Lecturer in Business-to-Business Marketing, Manchester Business School 'The advantage of the approach taken by Brennan and his colleagues is that this book manages to convey both the typical North American view of B2B marketing as the optimisation of a set of marketing mix variables, and the more emergent European view of B2B Marketing as being focused on the management of relationships between companies. This updated second edition sees the addition of a number of 'snapshots' in each chapter that bring the subject alive through the description of current examples, as well as some more expansive end-of-chapter case studies. It is truly a most welcome addition to the bookshelves of those students and faculty interested in this facet of marketing' - Peter Naudé, Professor of Marketing, Manchester Business School 'The strength of this text lies in the interconnection of academic theory with real world examples. Special attention has been given to the role that relationships play within the Business-to business environment, linking these to key concepts such as segmentation, targeting and marketing communications, which importantly encompasses the role personal selling as relationshipmmunications building and not just order taking. With good coverage of international cultural differences this is a valuable resource for both students of marketing and sales' - Andrew Whalley, Lecturer in Business-to-Business Marketing, Royal Holloway University of London 'The text provides an authoritative, up-to-date review of organisational strategy development and 'firmographic' market segmentation. It provides a comprehensive literature review and empiric examples through a range of relevant case studies. The

approach to strategy formulation, ethics and corporate social responsibility are especially strong' - Stuart Challinor, Lecturer in Marketing, Newcastle University 'This revised second edition offers an excellent contemporary view of Business-to-Business Marketing. Refreshingly, the text is packed with an eclectic mix of largely European case studies that make for extremely interesting reading. It is a 'must read' for any undergraduate or postgraduate Marketing student' - Dr Jonathan Wilson, Senior Lecturer, Ashcroft International Business School, Anglia Ruskin University, Cambridge This book features latest research insights into the study of the entrepreneurial ecosystem. The focus is on understanding its influence on the development of socially and physically defined 'places', and how these factors are related with each other. The book argues that regardless of how the concept of a 'place' is defined, be it cities, regions, nations or otherwise, the impact of new technologies will influence much of our business, social, and economic landscapes. Evidently, there is an increasing pressure on 'places' to embrace new opportunities for strategic development and confront complacency. The solution may very well be in creating and sustaining entrepreneurial ecosystems where entrepreneurial action thrives and innovation drives the new economy.

There is now widespread understanding that business and management must evolve and act responsibly in the world giving full consideration to people and planet, not just profit. Principles of Management: Practicing Ethics, Sustainability, Responsibility was the first official textbook of the United Nations global initiative network, Principles for Responsible Management Education (PRME). Now fully revised and updated with three brand new chapters on communicating, innovating and leading, this accessible and engaging textbook provides an introduction to management while empowering you to think ethically and sustainably in order to become a responsible manager. It also includes essential workplace skills for the 21st century and coverage of the various management occupations that you will go on to fill after your studies. Exclusive interviews with management pioneers and professionals help bring theories and concepts to life throughout the text as do the all new case studies which include Lego, Patagonia and Greta Thunberg. Worksheets and exercises make for an active learning experience alongside the supporting online resources provided to your lecturer for dissemination. The textbook includes coverage of the UN's Sustainable Development Goals (SDGs) which are central to business education and practice today. It can be used for introductory management courses as well as courses that cover business ethics, business and society, corporate social responsibility (CSR), sustainability and responsible management.

This book draws on recent theoretical contributions in the area of global talent management and presents an up to date and critical review of the key issues which MNEs face. Beyond exploring some key overarching issues in global talent management the book discusses the key emerging issue around global talent management in key economies such as China, India, the Middle East and Eastern Europe. In contrast to

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many of the currently available texts in the area of global talent management which are descriptive and lacking theoretical rigor, this text emphasizes the critical understanding of global talent management in an organizational context. Drawing on contributions from the leading figures in the field, it will aid students, practitioners and researchers alike in gaining a well grounded and critical overview of the key issues surrounding global talent management from a theoretical and practical perspective.

Enduring Success addresses a key question in business today: How can companies succeed over time? To learn the source of enduring greatness, author Christian Stadler directed a team of eight researchers in a six-year study of some of Europe's oldest and most stellar companies, targeting nine that have survived for more than 100 years and have significantly outperformed the market over the past fifty years. Readers may wonder, "Why European companies?" Yet, Europe is the ideal place to seek the key to long-term success; half of the Fortune Global 500 companies that are 100 years old or older can be found in Europe, as can 72 of the 100 oldest family businesses in the world. Fifteen years after Collins and Porras' *Built to Last*, this new book incorporates fresh insights from management science and provides the first non-US perspective on long-range success. Through Stadler's study, a counterintuitive story emerges: the greatest companies adapt to a constantly changing environment by being intelligently conservative. *Enduring Success* provides a coherent framework, grounded in five principles and practical concepts, for business leaders who are prepared to learn from the history of some of the world's greatest institutions. View the author's YouTube channel for more discussion of the book.

A Practical, Strategic Approach to Managerial Communication *Managerial Communication: Strategies and Applications* focuses on communication skills and strategies that managers need to be successful in today's workplace. Known for its holistic overview of communication, solid research base, and focus on managerial competencies, this text continues to be the market leader in the field. In the Seventh Edition, author Geraldine E. Hynes and new co-author Jennifer R. Veltsos preserve the book's strategic perspective and include new updates to reflect the modern workplace. The new edition adds a chapter on visual communication that explains how to design documents, memorable presentations, and impactful graphics. New coverage of virtual teams, virtual presentations, and online communication help students avoid common pitfalls when using technology.

When a dissertation crosses my desk, I usually want to grab it by its metaphorical lapels and give it a good shake. "You know something!" I would say if it could hear me. "Now tell it to us in language we can understand!" Since its publication in 2005, *From Dissertation to Book* has helped thousands of young academic authors get their books beyond the thesis committee and into the hands of interested publishers and general readers. Now revised and updated to reflect the evolution of scholarly publishing, this edition includes a new chapter arguing that the future of academic writing is in the hands of young scholars who must create work that meets the broader expectations of readers rather than the narrow requirements of academic committees. At the heart of *From Dissertation to Book* is the idea that revising the dissertation is fundamentally a process of shifting its focus from the concerns of a narrow audience—a committee or advisors—to those of a broader scholarly audience that wants writing to be both informative and engaging. William Germano offers clear guidance on how to do this, with advice on such topics as rethinking the table of contents, taming runaway footnotes, shaping chapter length, and confronting the limitations of jargon, alongside helpful timetables for light or heavy revision. Germano draws on his years of experience in both academia and publishing to show writers how to turn a dissertation into a book that an audience will actually enjoy, whether reading on a page or a screen. Germano also acknowledges that not all dissertations can or even should become books and explores other, often overlooked, options, such as turning them into journal articles or chapters in an edited work. With clear directions, engaging examples, and an eye for the idiosyncrasies of

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academic writing, *From Dissertation to Book* reveals to recent PhDs the secrets of careful and thoughtful revision—a skill that will be truly invaluable as they add “author” to their curriculum vitae.

Fidelity, Hallmark, Michelin, and Wal-Mart are renowned industry powerhouses with long leadership track records. Yet these celebrated companies are united by another factor not generally equated with competitive success: They are all family-controlled businesses. While many view the hallmarks of family businesses—stable strategies, clan cultures, and unencumbered family ownership—as weaknesses, Danny Miller and Isabelle Le Breton-Miller argue that it is these very characteristics that create formidable competitive advantages for many such firms. *Managing for the Long Run* draws from a worldwide study of enduring, family-run organizations—including Cargill, Timken, L.L. Bean, The New York Times, and IKEA—to reveal their unconventional success strategies and how these strategies can be adopted and applied in any organization. Miller and Le Breton-Miller show how four driving passions of family-run firms—command, continuity, community, and connection—give rise to a set of practices that defy modern management thinking yet ensure a company’s long term competitive advantage. Outlining how these practices can enhance strategic efforts from operations to brand leadership to innovation, this book shows what every company must do to manage for the long run.

This edited volume seeks to explore established as well as emergent forms of governance by combining social network analysis and governance research. In doing so, contributions take into account the increasingly complex forms which governance faces, consisting of different types of actors (e.g. individuals, states, economic entities, NGOs, IGOs), instruments (e.g. law, suggestions, flexible norms) and arenas from the local up to the global level, and which more and more questions theoretical models that have focused primarily on markets and hierarchies. The topics addressed in this volume are processes of coordination, arriving at and implementing decisions taking place in network(ed) (social) structures; such as governance of work relations, of financial markets, of innovation and politics. These processes are investigated and discussed from sociologists’, political scientists’ and economists’ viewpoints. ?

. . . the *Handbook of Qualitative Research Methods in Entrepreneurship* is an important contribution to the field, and should be referenced in any paper using qualitative methodologies to investigate the entrepreneurial phenomenon. Craig S. Galbraith, *Journal of Enterprising Communities* There is no hiding behind the ramparts of dry scholarship here. The credibility of the theory being spoken of is not the stuff of constructed proofs, but alignments of critical insight and utility. This is where qualitative work can make a difference to the field, and where this book makes its mark. Robin Holt, *International Journal of Entrepreneurial Behaviour and Research* The *Handbook of Qualitative Research Methods in Entrepreneurship* is an unusually solid and multifaceted book on what qualitative methods have done, are doing and will do in entrepreneurship research. Every serious entrepreneurship scholar should read it. It points at the future! Björn Bjerke, University of Kalmar, Sweden I would warmly recommend this unique collection of qualitative methods of entrepreneurship research to both mature and beginning researchers as a menu to choose from for their planned empirical studies. For those who try to get away from only quantitative studies in both business practice and academic research, this book is their chance to find a rich inspiration in reflecting on entrepreneurship as a lived experience using grounded theory and ethnographic, discourse and narrative approaches. It might convince editors of top journals of entrepreneurship research to welcome qualitative research submissions as an indispensable complement to quantitative only submissions. This domain is not physics. In bringing together such a variety of experts from so many nationalities in this *Handbook*, our Danish colleagues are making entrepreneurship research a realistic global venture. Jan Ulijn, Eindhoven University of Technology, The Netherlands Helle Neergaard and John Parm Uihøi have compiled a remarkable collection of work that both represents the range of methods and demonstrates

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the depth of insight that can be achieved through qualitative approaches. This book is not simply a handbook of qualitative research methods, though it well achieves this aim, it is also an important contribution towards the field of entrepreneurship research. From the Foreword by Sara Carter This expansive and practical Handbook introduces the methods currently used to increase the understanding of the usefulness and versatility of a systematic approach to qualitative research in entrepreneurship. It fills a crucial gap in the literature on entrepreneurship theory, and, just as importantly, illustrates how these principles and techniques can be appropriately and fruitfully employed. The Handbook is underpinned by the belief that qualitative research has the potential to charter hitherto unexplored waters in the field of entrepreneurship and thus contribute significantly to its further advancement. The contributors seek to assist entrepreneurship researchers in making more informed choices and designing more rigorous and sophisticated studies. They achieve this by providing concrete examples of research experiences and tangible how to advice. By clarifying what these research methods entail, how they are currently being used and how they can be evaluated, this Handbook constitutes a comprehensive and highly accessible methodological toolbox. Dealing with both well-accepted qualitative approaches and lesser-known, rarer and more novel approaches to the study of entrepreneurship, this Handbook will be invaluable to those studying, researching and teaching entrepreneurship.

Electronic Inspection Copy available for instructors here An expansive, yet remarkably concise and accessible resource, *Qualitative Research in Business and Management* is designed to help qualitative researchers with all aspects of their research project from start to finish. It discusses the key philosophies underpinning qualitative research and design in business and management, and assesses the advantages and disadvantages of the different approaches. Key features include: Case studies, exercises, further reading and examples from first-tier journals An enhanced Companion Website including journal articles and weblinks Chapters on writing up research and how to get your research published. Visit the Companion Website at [www.sagepub.co.uk/myers2e](http://www.sagepub.co.uk/myers2e)

"This is a detailed analysis of the business of the scholarly publishing in the U.S. of: books; journals; pre-prints; and various scholarly publications in institutional repositories. Drawing on an extensive review of the literature, and statistical sources, the book examines: the changing environment of scholarly publishing; the product, price, placement, promotion, and costs (including some P & L statements) of scholarly books and journals. Special attention is paid to: the history and development of scholarly books and journals; intellectual property issues, including the development of the U.S. copyright law and infringement issues Sci-Hub; an author's contract; and the impact of technology (including open access) on books and journals. The book also discusses how scholarly publishers are trying to manage in what are turbulent times. The book contains extensive notes, a detailed bibliography, book and journal statistical tables, and figures."--

The online version of the Directory offers users the ability to browse through individual entries or to search for specific items. Search options include searching by title, description, publisher, peer review basis, or subject. Also included online is the thesaurus used to classify the entries, thereby allowing users to search by specific keywords. All web-accessible e-journals have a link from the Directory entry to the journal's actual site. The electronic version of the directory is available as a stand-alone product, while purchasers of print copies automatically receive access to the e-version.

What is the impact of information and communication technologies (ICTs) on the human condition? In order to address this question, in 2012 the European Commission organized a research project entitled The Onlife Initiative: concept reengineering for rethinking societal concerns in the digital transition. This volume collects the work of the Onlife Initiative. It explores how the development and widespread use of ICTs have a radical impact on the human condition. ICTs are not mere tools but rather social forces that are increasingly affecting our self-

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conception (who we are), our mutual interactions (how we socialise); our conception of reality (our metaphysics); and our interactions with reality (our agency). In each case, ICTs have a huge ethical, legal, and political significance, yet one with which we have begun to come to terms only recently. The impact exercised by ICTs is due to at least four major transformations: the blurring of the distinction between reality and virtuality; the blurring of the distinction between human, machine and nature; the reversal from information scarcity to information abundance; and the shift from the primacy of stand-alone things, properties, and binary relations, to the primacy of interactions, processes and networks. Such transformations are testing the foundations of our conceptual frameworks. Our current conceptual toolbox is no longer fitted to address new ICT-related challenges. This is not only a problem in itself. It is also a risk, because the lack of a clear understanding of our present time may easily lead to negative projections about the future. The goal of *The Manifesto*, and of the whole book that contextualises, is therefore that of contributing to the update of our philosophy. It is a constructive goal. The book is meant to be a positive contribution to rethinking the philosophy on which policies are built in a hyperconnected world, so that we may have a better chance of understanding our ICT-related problems and solving them satisfactorily. *The Manifesto* launches an open debate on the impacts of ICTs on public spaces, politics and societal expectations toward policymaking in the Digital Agenda for Europe's remit. More broadly, it helps start a reflection on the way in which a hyperconnected world calls for rethinking the referential frameworks on which policies are built.

Transcultural management ; Management styles ; Intercultural communication.

Provides information on manuscript preparation, punctuation, spelling, quotations, captions, tables, abbreviations, references, bibliographies, notes, and indexes, with sections on journals and electronic media.

Includes research papers that examines various issues including the adoption of International Financial Reporting Standards (IFRS) and International Public Sector Accounting Standards (IPSASs), management accounting change in the context of public sector reforms, corporate reporting disclosures, auditing, etcetera.

This volume argues the need for a radical break with the methodological individualism that dominates economics, management and finance, asking 'How should we (re)define the concept of value?' and serving as a stepping stone for the rethinking of academic finance.

Siblings and all the lateral relationships that follow from them are clearly important and their interaction is widely observed, particularly in creative literature. Yet in the social, psychological and political sciences, there is no theoretical paradigm through which we might understand them. In the Western world our thought is completely dominated by a vertical model, by patterns of descent or ascent: mother or father to child, or child to parent. Yet our ideals are 'liberty, equality and fraternity' or the 'sisterhood' of feminism; our ethnic wars are the violence of 'fratricide'. When we grow up, siblings feature prominently in sex, violence and the construction of gender differences but they are absent from our theories. This book examines the reasons for this omission and begins the search for a new paradigm based on siblings and lateral relationships. This book will be essential reading for those studying sociology, psychoanalysis and gender studies. It will also appeal to a wide general readership.

This book presents the findings, applications, and theoretical underpinnings of a unique leadership communication model: motivating language theory. Drawing from management, social science, and communication theories, motivating language theory

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demonstrates how leader-to-follower speech improves employee and organizational well-being and drives positive workplace outcomes (such as employee performance, retention, and job satisfaction) in a wide array of settings. It presents an integrated model based on empirical findings and theoretical developments from the past three decades to explore the three dimensions of motivating language: direction giving language, empathetic language, and meaning-making language. It will be a comprehensive source for its empirical relationships, generalizability, theoretical basis, and future directions for research and practice.

Brennan and Canning cover both the theory and practice of global business-to-business (b2b) marketing from a European perspective, illuminating the subject with a wide range of learning features and case studies. New to the fifth edition: Coverage throughout of digital transformation and social responsibility in business markets 'Scenario' boxes which provide reflective decision-based situations for students to think through, helping them prepare for future roles. Examples and case studies covering ethics and bribery, circular economy, machine learning, artificial intelligence and blockchain to reflect developments in the b2b marketing environment Further and updated company content, including brands such as Barry Callebaut, Embraer, Flokk, Givaudan, ING, Ingersoll Rand and Pret-a-Manger Updated online resources, including author-selected SAGE journal articles and videos supporting each chapter.

While focusing on the most valuable research, this collection takes an international perspective by drawing from the diverse geographic range of leadership research that is being conducted. Organized into key themes this work demonstrates how wide the field of leadership has become.

E-business research is currently one of the most active research areas. With the rapid advancement in information technologies, e-business is growing in significance and is having a direct impact upon ways of doing business. As e-business becomes one of the most important areas in organizations, researchers and practitioners need to understand the implications of many technological and organizational changes taking place. *Advances in E-Business Research: E-Business Innovation and Process Management* provides researchers and practitioners with valuable information on recent advances and developments in emerging e-business models and technologies. This book covers a variety of topics, such as e-business models, e-business strategies, online consumer behavior, e-business process modeling and practices, electronic communication adoption and service provider strategies, privacy policies, and implementation issues.

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