

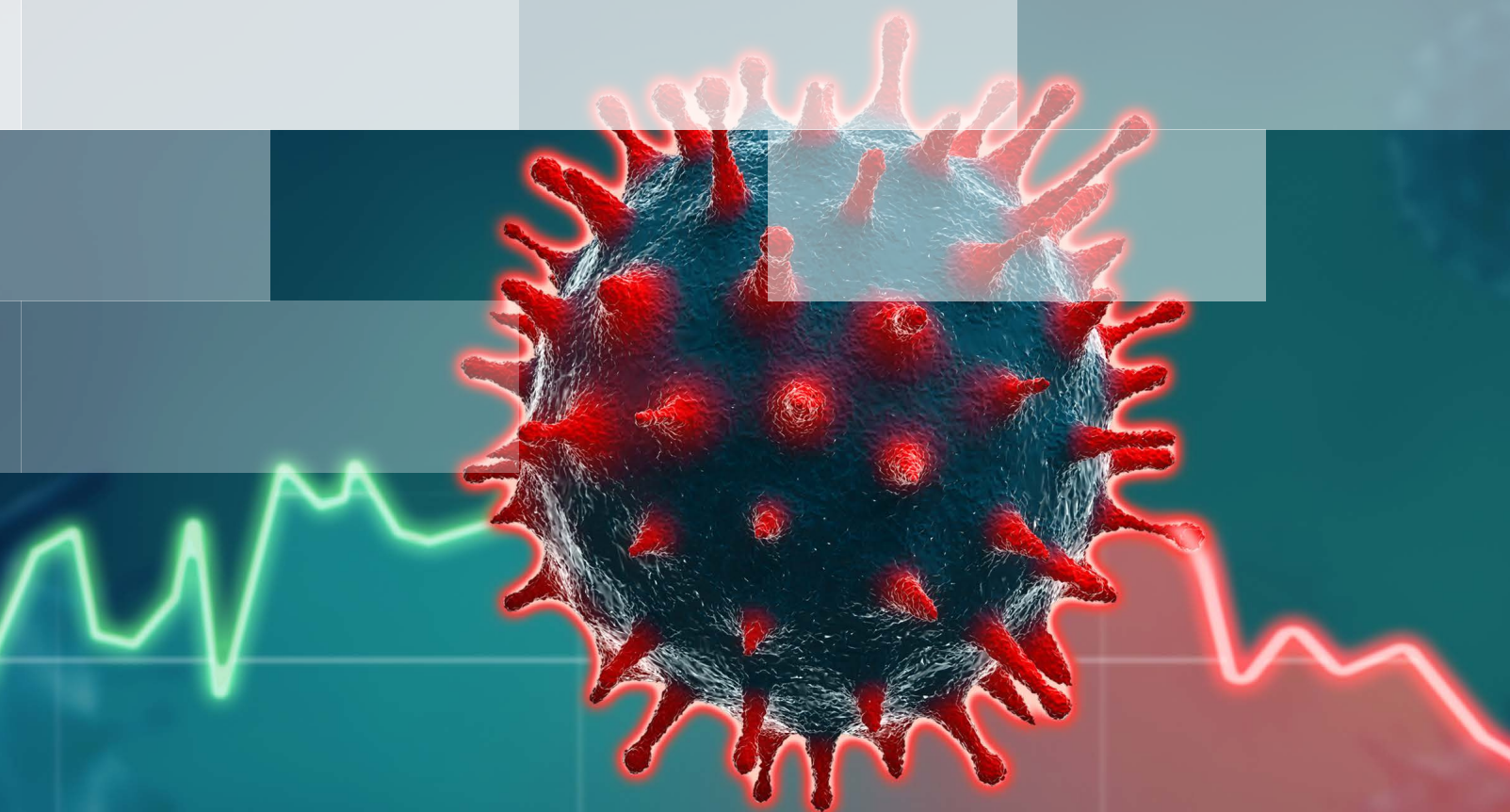


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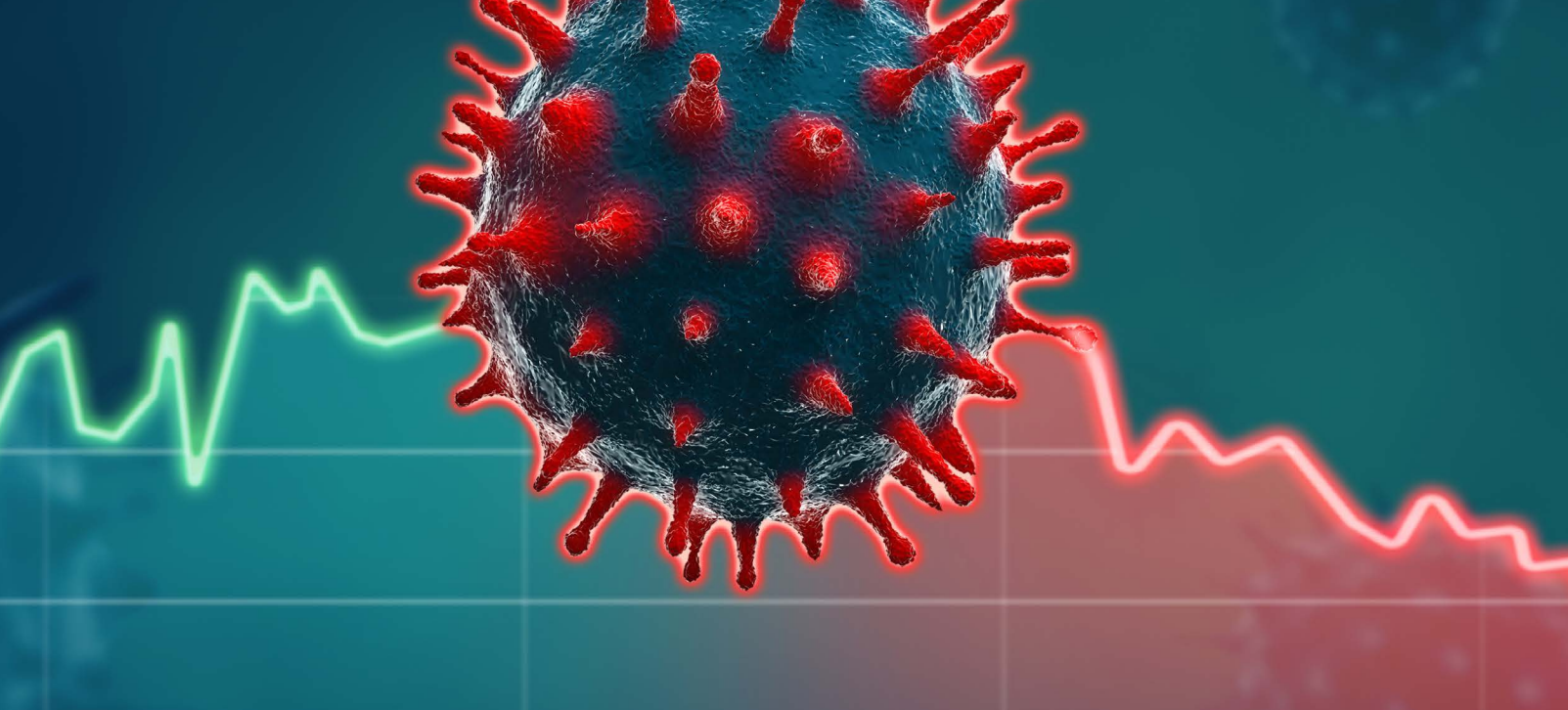
April – June 2021  
New Titles Update

# BUSINESS & MANAGEMENT

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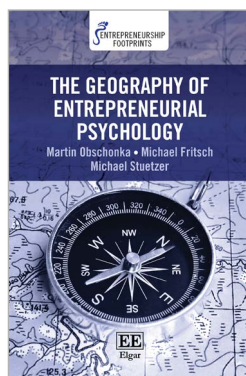


## The Geography of Entrepreneurial Psychology

Martin Obschonka, Queensland University of Technology, Australia, Michael Fritsch, Friedrich Schiller University Jena and Michael Stuetzer, Cooperative State University Baden-Wuerttemberg, Germany

*'Places with vivid start-up and entrepreneurial cultures are more likely to thrive. Yet we know little about what makes a place prone or averse to entrepreneurship. Obschonka, Fritsch and Stuetzer address this issue, in an exciting and thought-provoking way, by delving into the psychology of places. A must read for those interested in this last frontier of entrepreneurial research.'*

– Andrés Rodríguez-Pose, London School of Economics, UK



June 2021 c 128 pp Hardback 978 178897 337 3 c £60.00 / c \$99.00  
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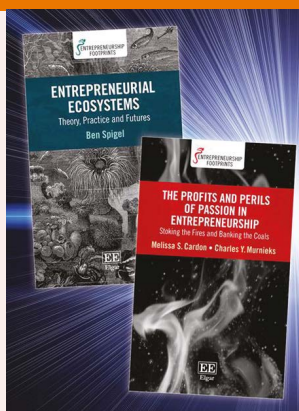
Entrepreneurship Footprints series

## SERIES HIGHLIGHT: Elgar Footprints series

Series editor: Per Davidsson

Presenting a new series of short books defining the future of entrepreneurship research. Leading thinkers are given the space to build on their contribution to entrepreneurship to give the reader a concise, innovative and 'must-read, must-cite' take on entrepreneurship research.

More in depth than a journal article, shorter than a standard book and refreshing to read, these books will be the starting point for future research in a particular sub-field for both new and established academics.

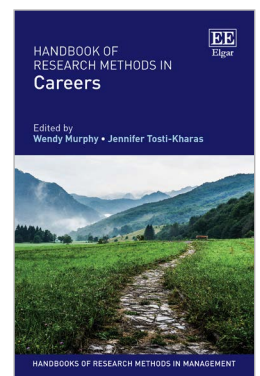


## Handbook of Research Methods in Careers

Edited by Wendy Murphy and Jennifer Tosti-Kharas, Babson College, US

*'The Handbook of Research Methods in Careers is a marvel! Editors Wendy Murphy and Jennifer Tosti-Kharas have cleverly organized insights from leading scholars in the careers field to provide a road-map for conducting meaningful research. Each chapter highlights key research issues ranging from how to conduct in-depth interviews to text mining to measuring career constructs. This first-of-its-kind Handbook offers actionable advice on how to avoid errors, details best practices, and discusses innovations in studying careers. The Handbook of Research Methods in Careers is a thought-provoking volume that new and experienced scholars will return to again and again for its comprehensive coverage and realistic recommendations on how to conduct high-quality research.'*

– Sherry E. Sullivan, Bowling Green State University, US



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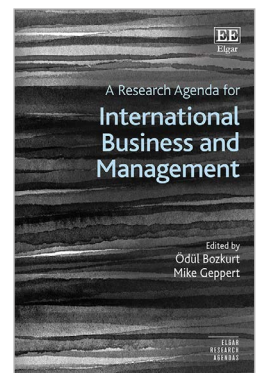
Handbooks of Research Methods in Management series

## A Research Agenda for International Business and Management

Edited by Ödül Bozkurt, University of Sussex Business School, UK and Mike Geppert, Friedrich Schiller University Jena, Germany'

*Climate change, increasing inequality, pandemic, political turmoil. . ."Thinking out of the box" is exactly what we need to do. But how can we do that? This book will help us leave our comfort zone and encourage our renewed challenges to overcome the box.'*

– Takahiro Endo, Hitotsubashi University Business School, Tokyo, Japan



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Elgar Research Agendas



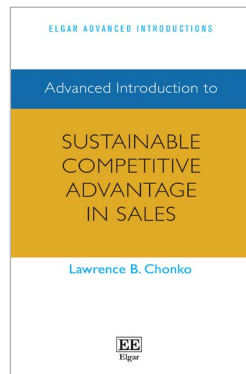
**TEXTBOOK**

**Advanced Introduction to Sustainable Competitive Advantage in Sales**

Lawrence B. Chonko, University of Texas at Arlington, US

*'Once again, Larry Chonko delivers tested sales insight with memorable prose. No matter where someone is on their professional sales journey, they'll find this book inspirational and thoughtful, ever useful, and never dry. More importantly, his servant-based perspective will resonate deeply with today's sales professional. Larry has produced another gem that will get well-worn with use.'*

– Jeff Tanner, Old Dominion University, US



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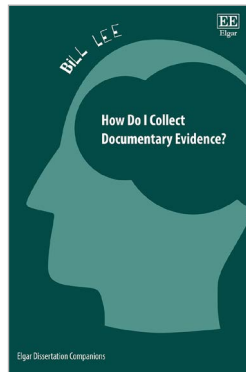
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**How Do I Collect Documentary Evidence?**

Bill Lee, The University of Sheffield, UK

*'Documents are part and parcel of organizational life and consequently warrant thorough investigation. Professor Lee has produced an insightful book for master's students, arguing and illustrating clearly how document analysis may be conducted across a range of research approaches and disciplines. This makes Professor Lee's take on document analysis very refreshing. Hence, I warmly recommended this book.'*

– Ivo De Loo, Nyenrode Business University, the Netherlands



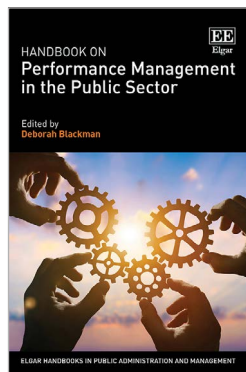
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**Handbook on Performance Management in the Public Sector**

Edited by Deborah Blackman, UNSW Canberra, Australia

*'This is a timely and wide-ranging collection, bringing systems thinking and multi-level analysis to the framing and the analysis of performance management in public organizations. This is a valuable contribution, encouraging the reader to reflect continually on the purposes and goals of performance management in any particular context.'*

– Jean Hartley, The Open University, UK



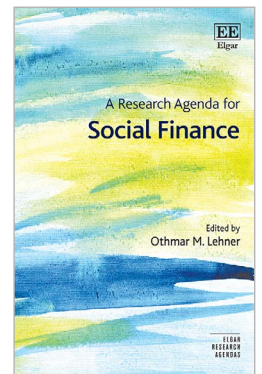
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 Elgar Handbooks in Public Administration and Management

**A Research Agenda for Social Finance**

Edited by Othmar M. Lehner, Hanken School of Economics, Finland

*'A Research Agenda for Social Finance offers a comprehensive look at the goals and challenges of social finance. The volume covers every field of social finance, from philanthropy, government, and other not-for-profit sectors to profit-conscious impact investing. Chapters on renewable energy, the banking sector, and social impact bonds highlight some of most ambitious implementations of social finance. Methodologically diverse and breathtaking in its scope, this volume defines the state of knowledge on social finance. This book identifies fruitful directions that social finance might pursue in hopes of enlightening and securing a more humane, environmentally sustainable future.'*

– Professor James Ming Chen, Michigan State University, US



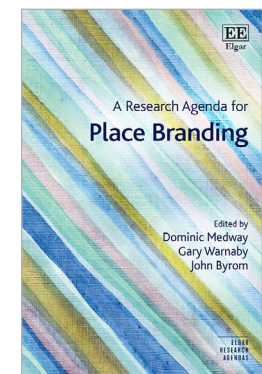
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**A Research Agenda for Place Branding**

Edited by Dominic Medway, Gary Warnaby, Manchester Metropolitan University and John Byrom, University of Liverpool, UK

*'Most key themes of interest to anyone involved in place branding research are covered in the governance, contexts and experiences sections, and along with the key grounding issues, the book contains some very insightful case studies. In the final chapter, Stephen Brown recognises that while place branding may have peaked, we now see more of a focus on destination demarketing. This book is therefore very timely. Since global tourism was devastated in 2020 and places seek to recover from the COVID-19 pandemic, a more considered research agenda as outlined in this book may lead to places being better managed with a focus more on sufficiency than growth, so we do not face a need for destination demarketing again.'*

– Heather Skinner, Manchester Metropolitan University, UK



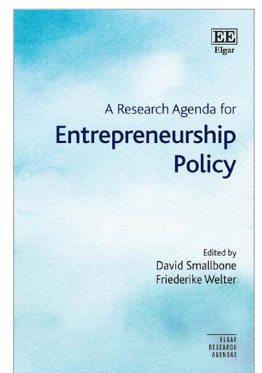
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**A Research Agenda for Entrepreneurship Policy**

Edited by the late David Smallbone, formerly Kingston University, UK and Friederike Welter, IfM Bonn and University of Siegen, Germany

This book makes the case for a change in the research agenda on entrepreneurship policy. An exemplary group of authors addresses the agenda for entrepreneurship policy researchers, policy makers and practitioners in the field. A key theme is the importance of context, which is particularly marked where policy transfer is attempted.

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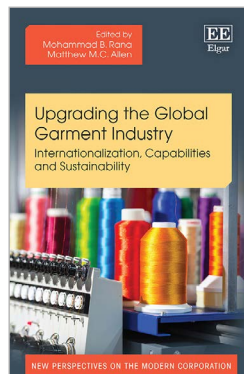
## Upgrading the Global Garment Industry

Internationalization, Capabilities and Sustainability

Edited by Mohammad B. Rana, Aalborg University, Denmark and Matthew M.C. Allen, University of Essex, UK

This timely book focuses on the upgrading of firms within the global garment industry, examining how garment manufacturers and retailers in different countries internationalize, develop their capabilities and enhance their sustainability. It highlights the important role the global garments industry plays in the socio-economic development and environmental outcomes of emerging economies.

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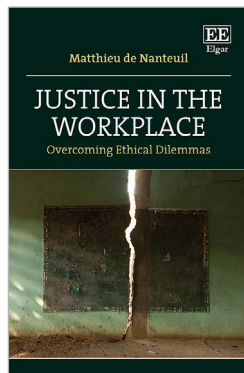
## Justice in the Workplace

Overcoming Ethical Dilemmas

Matthieu de Nanteuil, University of Louvain, Belgium

*'In this valuable work, Matthieu de Nanteuil critically reflects on the ethical problems and challenges that arise in the workplace, within societies where cost-benefit calculations and power relationships prevail. The author very convincingly considers that workers deeply aspire, not only to meaning, but to social justice in their working environment – yet, that ways towards a more just working environment are plural. A very appropriate book in our turbulent era!'*

– Maria Rocio Bedoya Bedoya, University of



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## Beyond Shareholder Value

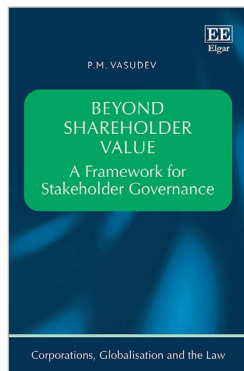
A Framework for Stakeholder Governance

P.M. Vasudev, University of Ottawa, Canada

*'Professor Vasudev's contribution is both timely and important. In identifying the normative tensions that mark the journey of the corporation until this very day, he is able to convincingly argue for a complex and long-term oriented understanding of business corporations and their place in changing political economies. Rather than being a mere investment vehicle that prioritizes and serves a limited set of interests, the corporation reemerges as a site of social transformation, innovation and sustainable planning. This excellent study is an inspiring and highly rewarding reading for anyone with a "stake" in reflecting on the blind spots of contemporary corporate governance.'*

– Peer Zumbansen, McGill University, Canada

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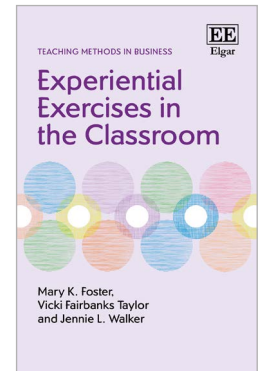
## Experiential Exercises in the Classroom

Mary K. Foster, Morgan State University, Vicki Fairbanks Taylor, Shippensburg University of Pennsylvania, Jennie L. Walker, University of Arizona Global Campus, US

*'Experiential Exercises in the Classroom is a definitive resource for any educator devoted to enhancing their engaged teaching practices in business education. This book shares practical wisdom from the authors' unique backgrounds that is simultaneously grounded in educational history and informed by cutting-edge theory. Beginning to use experiential exercises in a business classroom can be a daunting task, but Mary K. Foster, Vicki Fairbanks Taylor and Jennie L. Walker have provided critically important scaffolding, tips, and reflections that will shorten the learning curve.'*

– Kathy Lund Dean, Gustavus Adolphus College, Minnesota, US,  
 Co-Editor, *Journal of Management Education* and Founding  
 Co-Editor, *Management Teaching Review*

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## Innovation Orientation in Business Services

Scope, Scale and Measurement

Krzysztof Borodako, Jadwiga Berbeka and Michał Rudnicki, Cracow University of Economics, Poland

*'Innovation is often deemed to be the purview of manufacturing firms, but this book highlights the ways service businesses evolve an innovation orientation. It further discusses how market leadership can be achieved through an innovation orientation. Both service business owners, as well as academicians, will find this book of benefit.'*

– Judy Siguaw, East Carolina University, US

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## Field Guide for Research in Community Settings

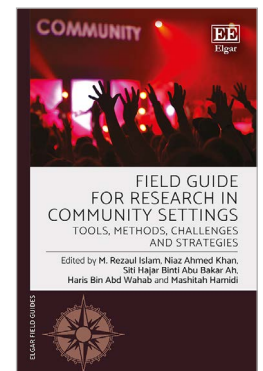
Tools, Methods, Challenges and Strategies

Edited by M. Rezaul Islam, Niaz Ahmed Khan, University of Dhaka, Bangladesh, Siti Hajar Binti Abu Bakar Ah, Haris Bin Abd Wahab and Mashitah Hamidi, University of Malaya, Kuala Lumpur, Malaysia

*'Occasionally, a particularly insightful work is published with much potential for fostering improved learning and application. This is such a book. The Field Guide offers vital guidance on conducting fieldwork across contexts for community-based work. I consider this essential reading for anyone involved in identifying community issues and potential solutions.'*

– Rhonda Phillips, Purdue University, US

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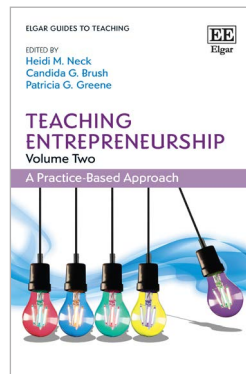


## Teaching Entrepreneurship, Volume Two

### A Practice-Based Approach

Edited by Heidi M. Neck, Candida G. Brush and Patricia G. Greene, Babson College, US

Building on the success of the first volume of *Teaching Entrepreneurship*, this second volume features new teaching exercises that are adaptable and can be used to teach online, face to face or in a hybrid environment. In addition, it expands on the five practices of entrepreneurship education: the practice of play, the practice of empathy, the practice of creation, the practice of experimentation, and the practice of reflection.



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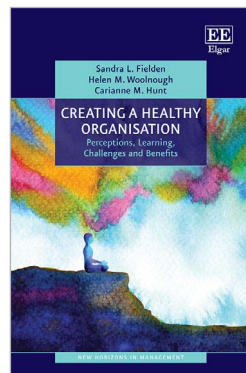
## Creating a Healthy Organisation

### Perceptions, Learning, Challenges and Benefits

Sandra L. Fielden, University of Manchester, Helen M. Woolnough, Manchester Metropolitan University and Carianne M. Hunt, Liverpool Health Partners, UK

*'Sandra, Helen and Carianne make a significant contribution to our understanding of what a healthy organisation is. By revealing the antecedents, correlates and consequences of building healthy organisations in 10 distinct chapters, authors do not only identify health conditions for organisations but also explicate pathways for creating healthy organisations through change and development. This book will inform future research agendas and make its way to reading lists in organisational behaviour, employment relations and other relevant subjects.'*

– Mustafa Ozbilgin, Brunel University London, UK



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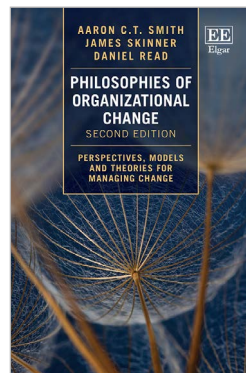
## Philosophies of Organizational Change

### Perspectives, Models and Theories for Managing Change, 2nd Edition

Aaron C.T. Smith, James Skinner and Daniel Read, Loughborough University London, UK

*'With impressive clarity and depth, this new edition of Philosophies of Organizational Change provides a map to guide us through the expansive terrain of change theory. It disentangles nearly a century of different interpretations and reveals how making sense of competing perspectives can lead to new insights. Philosophies of Organizational Change is a great resource for any scholar, student or practitioner who wants to prosper in a turbulent and uncertain organizational world where change is the only remaining constant.'*

– Wendy K. Smith, University of Delaware, US



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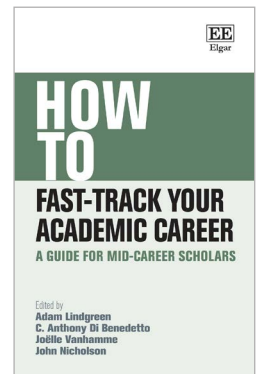
## How to Fast-Track Your Academic Career

### A Guide for Mid-Career Scholars

Edited by Adam Lindgreen, Copenhagen Business School, Denmark and University of Pretoria, South Africa, C. Anthony Di Benedetto, Temple University, US, John Nicholson, University of Huddersfield, UK and Joëlle Vanhamme, EDHEC Business School, France

*'How to Fast-Track Your Academic Career provides invaluable insights to mid-career scholars to successfully navigate through the challenges they face in a career in academia. It also addresses the concerns of these mid-career scholars. The book is a must read, not only for mid-career business-to-business marketing scholars but for any scholar who is pursuing an academic career at a business school.'*

– Daniel J. Petzer, University of Pretoria, South Africa



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How To Guides

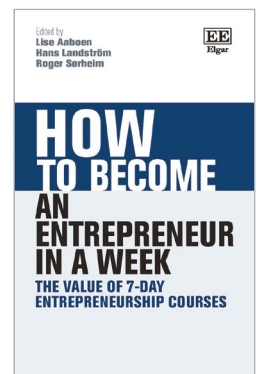
## How to Become an Entrepreneur in a Week

### The Value of 7-Day Entrepreneurship Courses

Edited by Lise Aaboen, Norwegian University of Science and Technology, Norway, Hans Landström, Lund University, Sweden and Roger Sørheim, Norwegian University of Science and Technology, Norway

*'Would it be possible to become entrepreneurial in one week? The editors and contributors of this book, all greatly experienced in designing and delivering entrepreneurship courses believe so. To convince the readers, they present and describe pedagogical activities such as week-long courses, camps and summer schools in a wide diversity of settings and contexts, showing the mechanisms by which students develop entrepreneurial ideas and initiatives. A more than needed book for those interested in learning from best practices in entrepreneurship education.'*

– Alain Fayolle, EMLYON Business School, France



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## SERIES HIGHLIGHT: How To Guides

More is required of academics than ever before. They are expected to be high quality and productive researchers, inspirational teachers, experts at getting funding and brilliant at administration, all the while demonstrating relevance to practice.

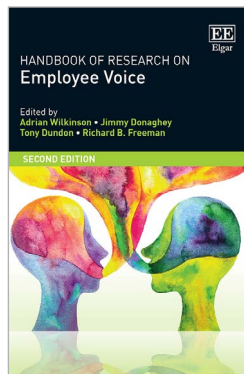
The Elgar 'How to...' series provides inspiration and guidance to all of the different challenges academics face in order to smooth their path from PhD student to mid-career scholar to tenured professor and department head or Dean. Reflective and engaging, our How To guides will be the ideal companion through your career journey. The authors, editors and contributors featured in the series bring proven techniques, solid advice and their broad experience to the reader in engaging and instructive ways.

## Handbook of Research on Employee Voice

Edited by Adrian Wilkinson, Griffith University, Jimmy Donaghey, University of South Australia, Australia, Tony Dundon, University of Limerick, Ireland and University of Manchester, UK and Richard B. Freeman, Harvard University and National Bureau of Economic Research, US

*'Employee voice is a major concern in the modern workplace. The Handbook of Research on Employee Voice includes chapters from a stellar set of authors who are at the center of debates about how best to achieve voice in the changing world of work. The wide breadth of topics covered in the Handbook make it a most valuable resource for anyone interested in understanding the evolving research on employee voice.'*

– Alexander J.S. Colvin, Cornell University, US



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Research Handbooks in Business and Management series

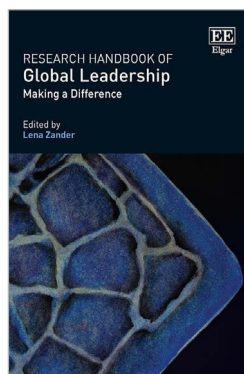
## Research Handbook of Global Leadership

### Making a Difference

Edited by Lena Zander, Uppsala University, Sweden'

*'In the Research Handbook of Global Leadership, Lena Zander has masterfully charted the topography of the area of global leadership and brought together many of the leading thinkers in the field to create a timely and important reference point for anyone interested in the area. What sets the volume apart is the explicit focus on leadership that makes a difference. In the context of the current failures which are apparent in leadership at the highest levels globally, combined with the grand challenges facing nations globally, leaders who make a difference are even more important. This Handbook is an excellent point of departure in developing more responsible leadership and I highly recommend it to anyone with a research interest in the area, or to those charged with leadership development.'*

– David Collings, DCU Business School, Republic of Ireland



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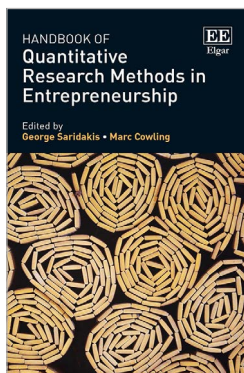
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## Handbook of Quantitative Research Methods in Entrepreneurship

Edited by George Saridakis, Kent University Business School and Marc Cowling, University of Derby, UK

*'This Handbook provides a straightforward, coherent explanation and articulation of the most compelling and important quantitative research methods. Researchers across a broad spectrum of fields and scholarly perspectives will find this Handbook to be an invaluable asset in honing their own research craftsmanship.'*

– David B. Audretsch, Indiana University, US



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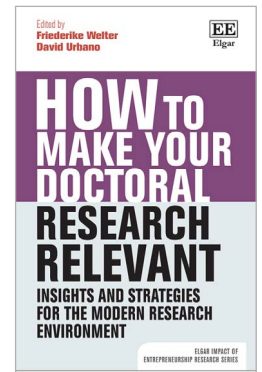
## How to Make your Doctoral Research Relevant

### Insights and Strategies for the Modern Research Environment

Edited by Friederike Welter, IfM Bonn and University of Siegen, Germany and David Urbano, Universitat Autònoma de Barcelona, Spain

*'This book may become the beginning of a new movement as it encourages new researchers to examine the relevance of their work beyond the world of academic publications. As community engagement becomes an ever greater aspect of the work of universities, How to Make your Doctoral Research Relevant should become prescribed reading for any new researcher who wants their work to have meaningful impact for multiple stakeholders.'*

– Thomas M. Cooney, Technological University Dublin, Ireland



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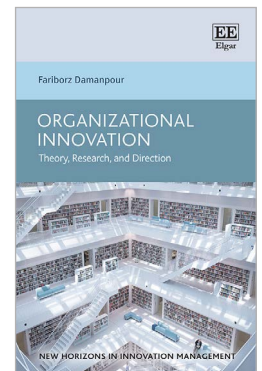
## Organizational Innovation

### Theory, Research, and Direction

Fariborz Damanpour, Rutgers University, US

*'This is a timely and informative book! It is rich in content, grounded in excellent research and theory, and comprehensive in coverage. Damanpour has done a magnificent job in organizing a vast body of research, making it more easily accessible to researchers, students, and managers.'*

– Shaker A. Zahra, University of Minnesota, US



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New Horizons in Innovation Management series

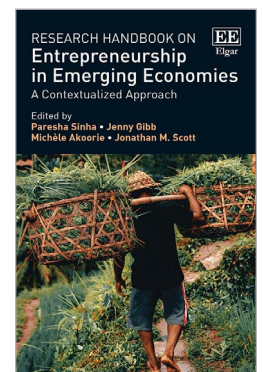
## Research Handbook on Entrepreneurship in Emerging Economies

### A Contextualized Approach

Edited by Paresha Sinha, Jenny Gibb, University of Waikato, Michèle Akoorie, ICL Graduate Business School, Auckland and Jonathan M. Scott, University of Waikato, New Zealand

*'Contextualizing entrepreneurship is about acknowledging variety in forms, outcomes and entrepreneurial actions. This Research Handbook illustrates the heterogeneity of entrepreneurship in emerging countries around the world, including a number of countries we know little about. The contributors present fascinating insights about entrepreneurship from a broad variety of geographical contexts. I recommend this book to anyone interested in entrepreneurial diversity in emerging countries.'*

– Friederike Welter, Institut für Mittelstandsforschung Bonn and University of Siegen, Germany



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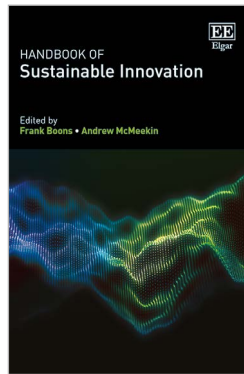
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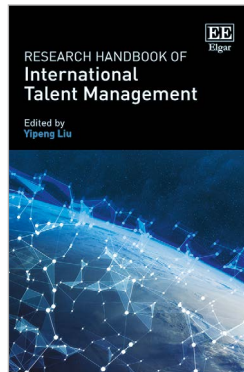
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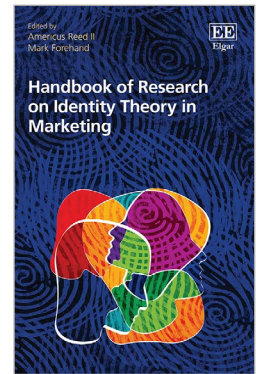
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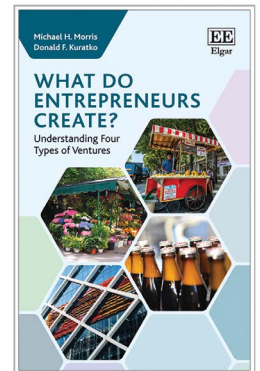
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