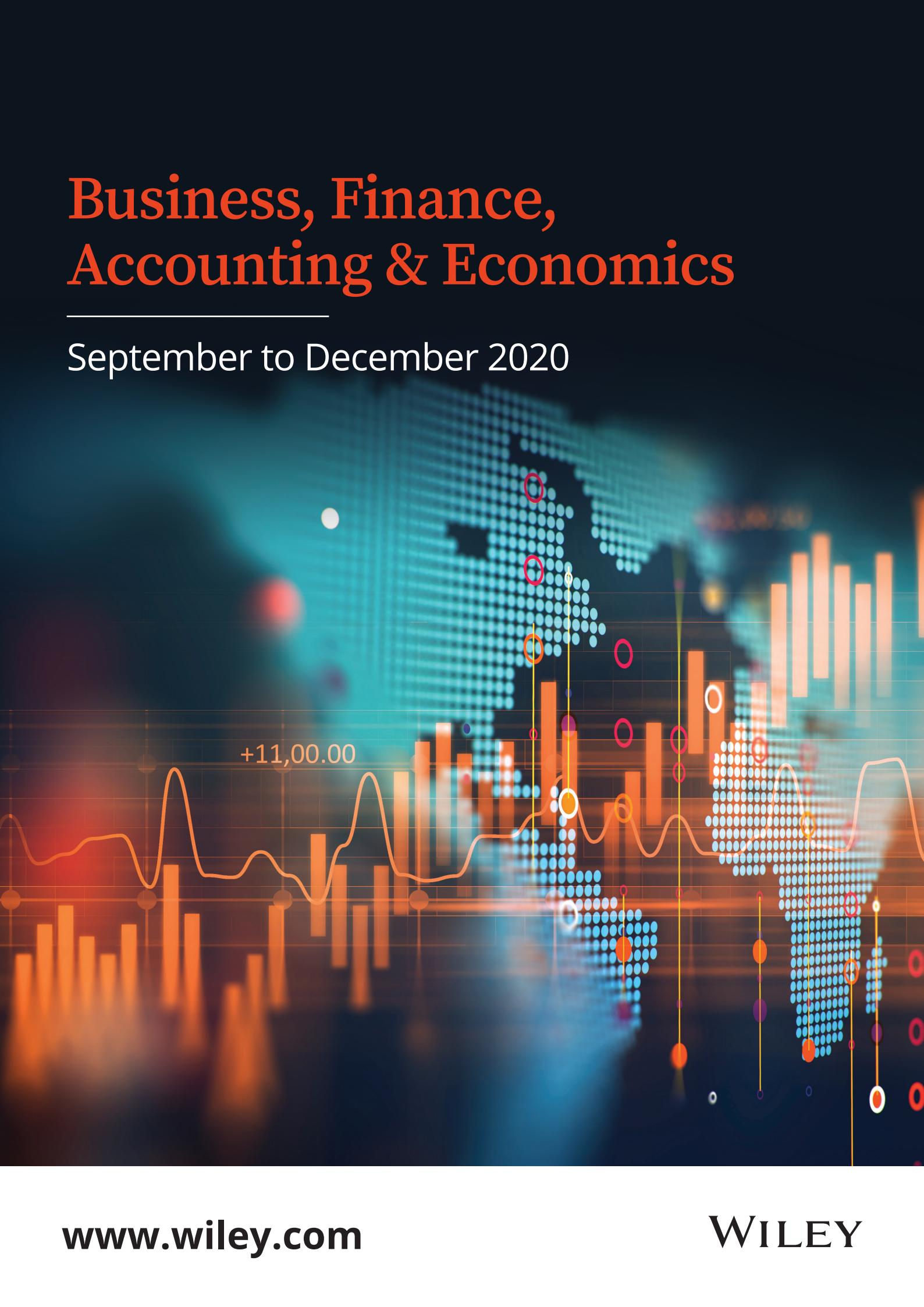


Business, Finance, Accounting & Economics

The background of the cover is a dark blue gradient. It features a stylized world map composed of light blue dots. Overlaid on the map are various financial data visualizations: orange and yellow bar charts, a line graph with a yellow line and orange markers, and a candlestick chart. A specific data point on the line graph is labeled '+11,00.00' in yellow text. The overall aesthetic is modern and data-driven.

September to December 2020



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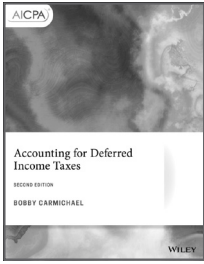
Lead Title



Textbook

All prices are correct as at press time but are subject to change without prior notice.

ACCOUNTING SPECIAL TOPICS

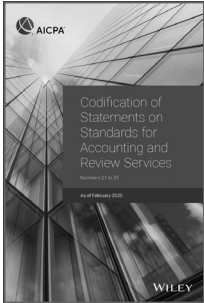
**Accounting for Deferred Income Taxes**

2nd Edition

Bobby Carmichael

A complicated accounting model, FASB ASC 740 has been around for a while. But the rules are becoming more challenging as businesses become more complex. This book incorporates the new tax rates and other impacts of the Tax Cuts and Jobs Act and will assist you in understanding FASB ASC 740, *Income Taxes*, and how it establishes guidelines for accounting for income taxes, including income tax expense, classification of deferred tax accounts, and related disclosures.

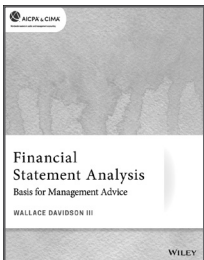
Trade • 9781119724568 • Jun 2020 • Paper • 224pp • US\$107.95 • Previous ed: 9781119722038

**Codification of Statements on Standards for Accounting and Review Services, Numbers 21-25**

AICPA

This book provides the requirements for performing engagements in accordance with Statements on Standards for Accounting and Review Services (SSARS). This updated edition includes the authoritative standards and interpretations applicable to preparation, compilation, and review engagements. The guidance and related interpretations will help you apply the standards in specific circumstances. The codification also clearly shows amendments, deleted or superseded content, and conforming changes due to the issuance of other authoritative guidance.

Trade • 9781950688463 • Jun 2020 • Paper • 416pp • US\$69.95 • Previous ed: 9781948306560

**Financial Statement Analysis**

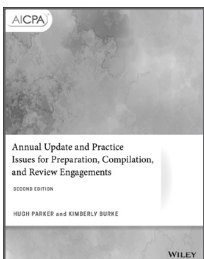
Basis for Management Advice

Wallace Davidson, III

This book presents financial statements as a set of dynamic instruments that can be used for accurate, relevant, and timely financial decisions. It focuses on the economic and financial conditions that cause statements to change and discover how businesses can manage liquidity, debt, and profitability. Plus, explore effect ratios, causal ratios, pro forma analysis, sustainable growth, and much more. Key topics covered include: valuation techniques, effect ratios, DuPont system for analyzing profitability, causal analysis, how to conduct a financial statement analysis, users of financial statements, forecasting sustainable growth, and bankruptcy prediction models.

Trade • 9781119742326 • Jul 2020 • Paper • 208pp • US\$142.95

CORPORATE FINANCE

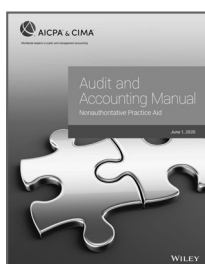
**Annual Update and Practice Issues for Preparation, Compilation, and Review Engagements**

2nd Edition

Hugh Parker & Kimberly Burke

A practice-oriented review of the latest developments related to SSARS Nos. 21-24, this title includes a wide range of issues, including developments in the conceptual framework; new and proposed independence interpretations; consideration of materiality in a review engagement; going concern considerations; and restatement of prior year financial statements.

Trade • 9781119737407 • Jul 2020 • Paper • 272pp • US\$107.95 • Previous ed: 9781119511298



Audit and Accounting Manual

Nonauthoritative Practice Aid 2020

AICPA & CIMA

This comprehensive, step-by-step guide provides a plain-English approach to planning and performing audits. In one handy resource, you'll find applicable requirements and how-to advice. This edition includes updates for the issuance of SAS No. 133, Auditor Involvement with Exempt Offering Documents. Update boxes have been added for SAS No. 134, 137, 138 and 139. You'll find illustrative examples, sample forms and helpful techniques ideal for small- and medium-sized firms.

Trade • 9781950688487 • Aug 2020 • Paper • 800pp • US\$999.95 • Previous ed: 9781950688005



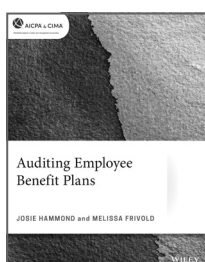
Audit Guide

Sampling 2019

AICPA

Updated as of December 1, 2019, this guide continues to be an indispensable resource packed with information on sampling requirements and methods. It introduces statistical and nonstatistical sampling approaches, and features case studies illustrating the use of different sampling methods, including classical variables sampling and monetary unit sampling, in real-world situations.

Trade • 9781950688333 • May 2020 • Paper • 208pp • US\$129.95 • Previous ed: 9781945498565

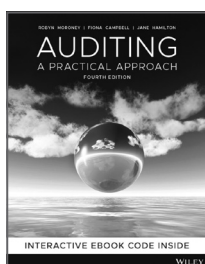


Auditing Employee Benefit Plans

Josie Hammond & Melissa Frivold

Master the fundamentals of auditing employee benefit plans in accordance with AICPA standards and ERISA rules and regulations. Written by a member on the expert panel for employee benefit plans, this book is designed to give an understanding of the requirements and audit procedures related to defined contribution, defined benefit, and health and welfare plans to help accountants more effectively plan and carry out their audit.

Trade • 9781119763802 • Sep 2020 • Paper • 448pp • US\$107.95



Auditing

A Practical Approach, 4th Edition

Robyn Moroney, Fiona Campbell & Jane Hamilton

Robyn Moroney's *Auditing: A Practical Approach* presents the various aspects of the audit process in a practical rather than theoretical manner, for a more engaging and active learning experience. Written from a practitioner perspective, a hallmark feature of this is the incorporation of a running case study – Cloud XX. The case allows students to apply and consolidate their learning topic by topic as they progress through the unit. The 4th Edition now features *Technology Insight* vignettes that provide insights into how technological developments such as big data, blockchain and AI is disrupting audit practice, and affords students a lens into the future of auditing. The eBook edition of *Auditing: A Practical Approach* features a range of instructional media content designed to provide students with an interactive and engaging learning experience. This unique resource can also form the basis of a blended learning solution for lecturers.

Textbook • 9780730382645 • Sep 2020 • Paper • 400pp • US\$86.95 • Previous ed: 9780730364573





Audits of 401(k) Plans

2nd Edition

Deloitte & Touche

This course has been prepared to assist the independent qualified public accountant in accounting, auditing, and reporting on financial statements of 401(k) defined contribution retirement plans. *Audits of 401(k) Plans* will help them identify the uniqueness of these types of audits. Generally accepted auditing standards and generally accepted accounting principles apply in general to employee benefit plans. This course assumes that the user is generally knowledgeable in the field of accounting and auditing. Rather than discussing the broad application of those standards and principles, it focuses primarily on the special issues involved in accounting, auditing, and reporting on financial statements of 401(k) employee benefit plans.

Trade • 9781119722038 • Jun 2020 • Paper • 320pp • US\$127.95 • Previous ed: 9781119512202



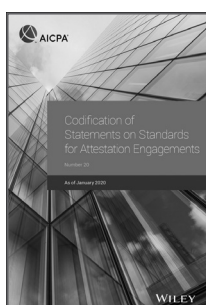
Codification of Statements on Auditing Standards, Numbers 122 to 138

2020

AICPA

This 2020 edition delivers the current Statements on Auditing Standards (SASs) and related interpretations in a codified format, giving up-to-date information needed to conduct successful audits and provide high-quality services to clients. Issued directly by the AICPA, this authoritative guidance is essential to fully understand the requirements associated with an audit.

Trade • 9781950688395 • Jun 2020 • Paper • 1792pp • US\$174.95



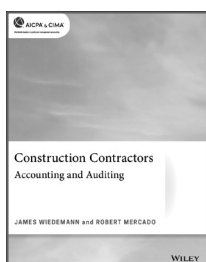
Codification of Statements on Standards for Attestation Engagements

2020

AICPA

This 2020 edition delivers the current clarified Statements on Standards for Attestation Engagements (SSAEs) and related interpretations in a codified format, providing the most up-to-date information needed to perform attestation engagements. This authoritative guidance, issued directly by the AICPA, is essential to fully understanding the requirements associated with an attestation engagement.

Trade • 9781948306133 • May 2020 • Paper • 576pp • US\$69.95



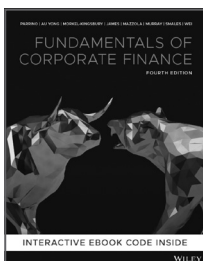
Construction Contractors

Accounting and Auditing

James Wiedemann & Robert Mercado

With construction activity increasing and significant changes to the revenue recognition model, it is more important than ever for accountants and financial managers to be on top of the very latest in accounting and auditing changes for the construction industry. This guide examines the most recent updates and key issues impacting construction accounting and auditing. It covers new changes as a result of FASB ASU 2014-09, it also explores the relationship between the contractor and the surety.

Trade • 9781119746508 • Jul 2020 • Paper • 224pp • US\$127.95



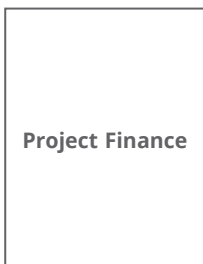
Fundamentals of Corporate Finance

4th Edition

Robert Parrino, Hue Hwa Au Yong, Nigel Morkel-Kingsbury, Jennifer James, James Murray, Lee Smales & Xiaoting Wei

Finance is a compulsory unit for all business students, and students need to practice constantly to reinforce techniques. But the finance discipline requires much more than just mathematical ability. *Fundamentals of Corporate Finance* (Parrino et al.) presents finance in a cutting-edge interactive digital format and encourages students to develop the intuition and analytical skills to effectively apply financial tools in real-world situations. The eBook edition of *Fundamentals of Corporate Finance* won an Australian Educational Publishing Award for best Tertiary (Adaptation) Teaching and Learning title (digital). It features a range of instructional media content designed to provide students with an interactive and engaging learning experience. This unique resource can also form the basis of a blended learning solution for lecturers.

Textbook • 9780730382577 • Sep 2020 • Paper • 672pp • US\$86.95 • Previous ed: 9780730363460



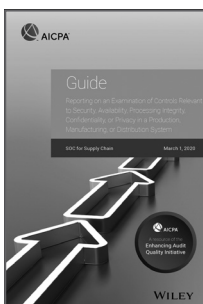
Project Finance

Applications and Insights to Emerging Markets Infrastructure

Paul Clifford

In *Project Finance: Applications and Insights to Emerging Markets Infrastructure*, distinguished professor and author Paul Clifford insightfully applies the fundamental principles of project finance structuring to infrastructure investments in emerging markets. Using leading emerging market case studies to illuminate the underlying themes of the book, the author provides a practitioner's perspective and incisive analysis of concepts crucial to a complete understanding of project finance in emerging markets, including Risk management; ESG and impact investing; The emergence of new global multilateral development banks; and China's Belt and Road Initiative.

Trade • 9781119642466 • Nov 2020 • Cloth • 272pp • US\$64.95



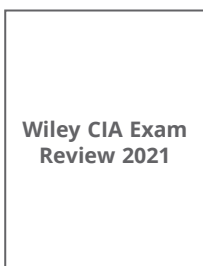
SOC for Supply Chain

Reporting on an Examination of Controls Relevant to Security, Availability, Processing Integrity, Confidentiality, or Privacy in a Production, Manufacturing, or Distribution System, 2020

AICPA

This guide enables the accountant and financial manager to examine and report on the description of a system for manufacturing, producing and distributing goods as well as on the controls within that system using a dynamic, proactive, and agile approach. It will show how to conduct this examination in accordance with the attestation standards. The guide may also be helpful when providing readiness assessments to clients, who are not quite ready for an examination level service and need help to get there. The guide also includes excerpts from the two distinct, but complementary sets of criteria developed by the AICPA to assist practitioners with SOC for Supply Chain engagements: the description criteria and the 2017 trust services criteria.

Trade • 9781948306959 • May 2020 • Paper • 368pp • US\$129.95



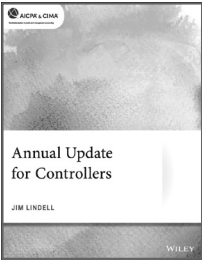
Wiley CIA Exam Review 2021

Complete Set

S. Rao Vallabhaneni

Published annually, this easy-to-navigate three-volume paperback set contains all current IIA content requirements in internal audit basics, internal audit practice, and internal audit business knowledge elements. Written from a student's perspective in textbook style and format, these study guides are an effective and IIA-endorsed system to prepare for the CIA exam. They are filled with tree diagrams, line drawings, memory devices, tables, charts, and graphic text boxes to aid subject matter recall. Guidelines, pointers, and tips show how to build knowledge in a logical and reinforcing way.

Trade • 9781119759317 • Nov 2020 • Paper • TBApp • US\$224.95 • Previous ed: 9781119678663

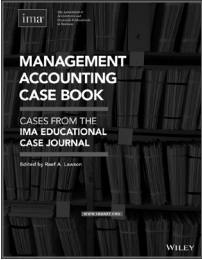


Annual Update for Controllers

Jim Lindell

This guide covers leading-edge topics in managerial accounting and finance. It's packed with useful tips and practical guidance controllers and financial managers can apply immediately. You'll also gain insight into hot topics such as Power Pivot, Integrated Reporting, Bitcoin, and Technology trends. In addition, this guide includes a case study covering three chapters using Excel tools, working capital trends and technology changes.

Trade • 9781119756514 • Aug 2020 • Paper • 320pp • US\$119.95



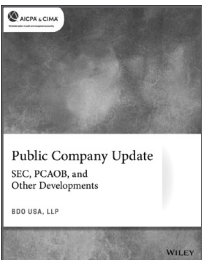
Management Accounting Case Book

Cases from the IMA Educational Case Journal

Raef Lawson

Management Accounting Case Book offers a detailed account of real-world business cases accessible to a variety of business-savvy audiences. It provides comprehensive coverage of several areas relevant to students and professionals in business and finance, including – Strategic cost management; Planning and decision making; and Operations, process management, and innovation. Used by dozens of different universities, the *Management Accounting Case Book* contains cases reviewed and rigorously vetted by the Institute of Management Accountants.

Trade • 9780996729345 • Jun 2020 • Paper • 256pp • US\$24.95



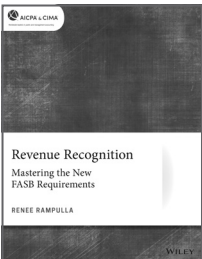
Public Company Update

SEC, PCAOB, and Other Developments

BDO USA

Developed for corporate financial reporting managers and independent auditors, this book will help them stay abreast of changes and modifications to the requirements for public companies, their management, and auditors. Key topics include SEC guidance that could directly affect a company, management, and auditors; PCAOB firm registration, audit standards, and auditor regulation developments; Actions by the AICPA center for Audit Quality SEC Regulations Committee and others; and emerging issues, trends, and new resources.

Trade • 9781119756484 • Aug 2020 • Paper • 208pp • US\$107.95



Revenue Recognition

Mastering the New FASB Requirements

Renee Rampulla

For years, revenue recognition has been the cause of audit failures and the focus of corporate abuse and fraud allegations. Today, there is FASB ASC 606, a new standard which is critical to understand before it can be successfully implemented. Supported by practical examples, industry specific real-life scenarios, and more than a dozen exercises, this work will assist you in avoiding revenue recognition traps and provide you with the latest FASB guidance. You will gain an in-depth understanding of the revenue recognition framework that is built around the core principles of this new five-step process. In addition, you will gain a better understanding of the changes in disclosure requirements.

Trade • 9781119763789 • Sep 2020 • Paper • 256pp • US\$107.95

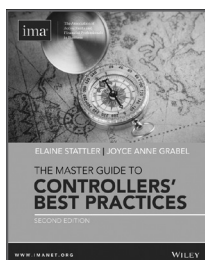


SEC Reporting

BDO USA

This title clarifies new, difficult, and important reporting and disclosure requirements for SEC Reporting. You'll learn about the latest SEC developments and hot buttons; how to apply regulations S-X, S-K, and other SEC guidance; and how to prepare and review financial statements and their related disclosures. This also includes AS 3101, The Auditor's Report on an Audit of Financial Statements When the Auditor Expresses an Unqualified Opinion.

Trade • 9781119724421 • Jun 2020 • Paper • 608pp • US\$177.95



The Master Guide to Controllers' Best Practices

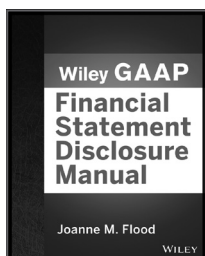
2nd Edition

Elaine Stattler & Joyce Anne Grabel

Finance professionals now occupy top leadership roles in organizations of all sizes and industries, requiring controllers to take on roles that fall beyond their traditional finance job descriptions. With a new set of challenges to contend with, controllers are seeking guidance in areas such as strategic planning, budgeting, risk management, and business intelligence. *The Master Guide to Controllers' Best Practices, Second Edition* utilizes the latest research, case studies, and tips from finance professionals and experts to address the most prevalent challenges controllers can expect to come up against.

Trade • 9780996729321 • Jun 2020 • Cloth • 560pp • US\$64.95

CPA / REVIEW



Wiley GAAP

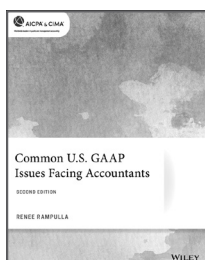
Financial Statement Disclosures Manual

Joanne Flood

Financial Statement Disclosures Manual is a natural complement to *Wiley GAAP*, providing a complete set of tools for statement preparation. This useful reference is formatted in accordance with FASB Accounting Standards Codification® (ASC) schema, with information delineated as Presentation, Assets, Liabilities, Equity, Revenue, Expenses, and Broad Transactions. When used with other Wiley GAAP resources, this arrangement helps users perform additional research and easily find more detailed information on requirements, with disclosures referenced to FASB's ASC. Explicit examples enable easy customization, streamlining the statement preparation process and potentially improving the effectiveness of disclosures with clear presentation of information that is most important to users.

Trade • 9781118572085 • Dec 2020 • Paper • 608pp • US\$124.95

FINANCIAL ACCOUNTING



Common U.S. GAAP Issues Facing Accountants

2nd Edition

Renee Rampulla

Featuring the latest ASUs through the date of publication, this broad-ranging book covers FASB accounting and reporting developments that apply to all companies. Emphasizing financial statement disclosures in addition to accounting methods, the author presents implementation guidelines and disclosure illustrations from actual financial statements.

Trade • 9781119743408 • Jul 2020 • Paper • 288pp • US\$127.95 • Previous ed: 9781119514305

Financial Accounting For Dummies

Financial Accounting For Dummies

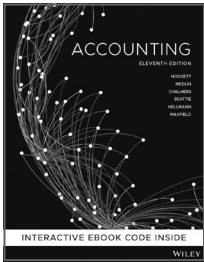
2nd Edition

Maire Loughran

Accounting is frequently described as the language of business. And for many, learning financial accounting is not unlike learning a foreign language. Students usually find first year introductory financial accounting courses quite demanding. With easy-to-understand explanations and real-life examples, *Financial Accounting For Dummies, 2nd Edition* provides students who are studying business, finance, and accounting with the basic concepts, terminology and methods to interpret, analyze, and evaluate actual corporate financial statements and most importantly, navigate this challenging course.

Trade • 9781119758129 • Dec 2020 • Paper • 368pp • US\$24.95 • Previous ed: 9780470930656

GENERAL & INTRODUCTORY ACCOUNTING



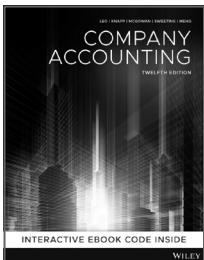
Accounting

11th Edition

John Hoggett, John Medlin, Keryn Chalmers, Claire Beattie, Andreas Hellmann & Jodie Maxfield

A benchmark Financial Accounting text over the past 30 years, Hoggett's *Accounting* has been refreshed in this new eleventh edition. A must-have for students who want to succeed in their unit and leave with a rich foundation of knowledge for their future study and Accounting career, the text focuses on accounting from the perspective of a preparer (accountant), rather than user (manager). The eBook edition of *Accounting* features a range of instructional media content designed to provide students with an interactive and engaging learning experience. This unique resource can also form the basis of a blended learning solution for lecturers.

Textbook • 9780730382737 • Sep 2020 • Paper • 996pp • US\$104.95 • Previous ed: 9780730363224



Company Accounting

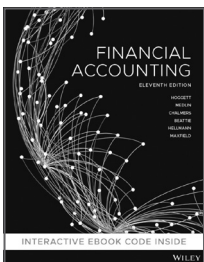
12th Edition

Ken Leo, Jeffrey Knapp, John Sweeting & Leah Meng

A benchmark text in Financial Accounting for almost 30 years, Leo's *Company Accounting* has been updated and refreshed in this new twelfth edition. Focussed on the application of Accounting Standards, the text provides students with a comprehensive overview of the practice and principles of company accounting and helps them develop the practical grounding to reinforce their understanding. The 12th edition covers essential 'must know' information on a corporate entity's reporting requirements from a legal standpoint and includes in-depth discussion on how to report for a group of companies, including overseas entities.

Available as a full colour printed textbook with an interactive eBook code included, this title enables you to master concepts and succeed in assessment by taking the roadblocks out of self-study, with features designed so you get the most out of learning.

Textbook • 9780730382676 • Sep 2020 • Paper • 896pp • US\$94.95 • Previous ed: 9780730364580



Financial Accounting

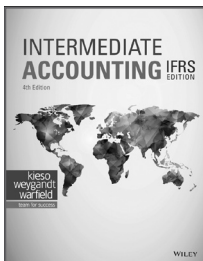
11th Edition

John Hoggett, John Medlin, Keryn Chalmers, Claire Beattie, Andreas Hellmann & Jodie Maxfield

A benchmark Financial Accounting text over the past 30 years, Hoggett's *Financial Accounting* has been refreshed in this new eleventh edition. A must-have for students who want to succeed in their unit and leave with a rich foundation of knowledge for their future study and Accounting career, the text focuses on accounting from the perspective of a preparer (accountant), rather than user (manager). With two versions being published, Hoggett's new editions can be used for either the typical one-semester course (*Financial Accounting*), or extended out to two-semesters with 6 additional introductory management accounting chapters (*Accounting*).

Textbook • 9780730382706 • Sep 2020 • Paper • 816pp • US\$94.95 • Previous ed: 9780730363217





Intermediate Accounting IFRS

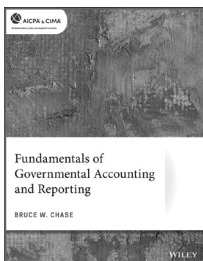
4th Edition

Donald Kieso, Jerry J. Weygandt & Terry D. Warfield

This important work provides the tools global accounting students need to understand international financial reporting standards (IFRS) and how they are applied in practice. This text emphasizes fair value, proper accounting for financial instruments, and new developments in international accounting. By presenting IFRS in light of current accounting practice, this book helps students gain practical knowledge of the topic that they can apply as they advance into their global accounting careers. With this revised and updated Fourth Edition, students will develop a firm conceptual understanding of IFRS, as well as the ability to integrate their learning through practical exercises. Throughout this text, Global Accounting Insights highlight the important differences that remain between IFRS and U.S. GAAP, discussing the ongoing joint convergence efforts to resolve them. Comprehensive, up-to-date, and accurate, *Intermediate Accounting IFRS* includes proven pedagogical tools designed to help students learn more effectively.

Textbook • 9781119607519 • Jun 2020 • Paper • 1408pp • US\$212.95

GOVERNMENT ACCOUNTING

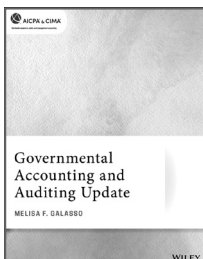


Fundamentals of Governmental Accounting and Reporting

Bruce Chase

Fundamentals of Governmental Accounting and Reporting features the foundational tenets of governmental accounting and reporting in today's environment. Featuring updated accounting for GASB Statement No. 84, and fiduciary activities, this work reviews underlying concepts and shows how they are applied through real-life examples of CAFR, financial statements and updates of recent GASB standards.

Trade • 9781119736660 • Jun 2020 • Paper • 288pp • US\$97.95



Governmental Accounting and Auditing Update

Melisa Galasso

Be prepared for change by ensuring that you are current in accounting and auditing developments affecting government. Learn the latest accounting and auditing developments affecting governments by covering these hot topics, including Risk assessment; Documentation; Leases; Yellow Book; Major program determination; and New GASB pronouncements.

Trade • 9781119747215 • Jul 2020 • Paper • 192pp • US\$97.95



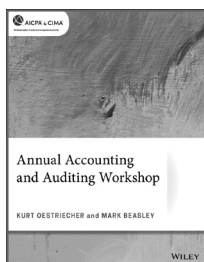
Real Frauds Found in Governments

Lynda Dennis

Frauds in governments are as unique as government entities themselves. In this book, you will learn about real-world government fraud, including cyber fraud, and your responsibilities when dealing with government. Analyzing several unique frauds that occurred in the sector, this book offers a comprehensive learning approach using examples, explanations of audit standards, and informative case studies. Key topics include: misappropriation of assets, external financial reporting, cyber fraud, management override, and improper use of procurement cards.

Trade • 9781119723318 • Jun 2020 • Paper • 96pp • US\$72.95

INTERNATIONAL ACCOUNTING

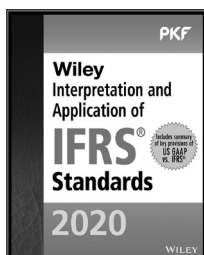


Annual Accounting and Auditing Workshop

Kurt Oestricher & Mark Beasley

Are your accounting and auditing skills up-to-date and on-par with industry standards? This guide provides updates on the latest standards, including accounting, auditing, compilation, preparation, and review. It covers important industry changes such as revenue recognition, leases, financial instruments, and SASs, and includes practical applications for each, to help you understand and apply the standards to real-life scenarios.

Trade • 9781119756507 • Aug 2020 • Paper • 416pp • US\$137.95 • Previous ed: 9781119511380



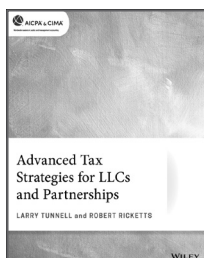
Wiley Interpretation and Application of IFRS Standards 2020

PKF International Ltd

Wiley IFRS® Standards 2020 is a revised and comprehensive resource that includes the information needed to interpret and apply the most recent International Financial Reporting Standards (IFRS®) as outlined by the International Accounting Standards Board (IASB). This accessible resource contains a wide range of practical examples as well as invaluable guidance on the expanding framework for unified financial reporting. The authors provide IFRIC interpretations and directions designed to ensure a clear understanding of the most recent standards. This edition includes IFRS 9 *Financial Instruments*; IFRS 15 *Revenue from Contracts with Customers*; IFRS 16 *Leases* and amendments issued and effective for annual periods beginning on or after 01 January 2019 as issued by the IASB by 30 June 2019. This edition also includes some introductory guidance for IFRS 17 *Insurance Contracts* and incorporates the revised *Conceptual Framework for Financial Reporting 2018*.

Trade • 9781119699361 • Jul 2020 • Paper • 1008pp • US\$115.00

TAXATION



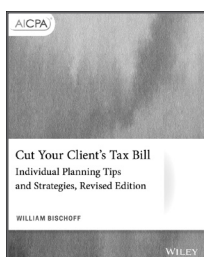
Advanced Tax Strategies for LLCs and Partnerships

Larry Tunnell & Robert Ricketts

Are you ready to master the advanced concepts of partnership taxation? Provide your clients with valuable advice and tax planning strategies and gain a working knowledge of the Internal Revenue Code's sophisticated partnership tax rules and regulations. This book takes a deep dive into the complexities of partnership tax law. It includes step-by-step examples to help guide you through the complicated world of advanced partnership and LLC tax law.

Some of the many concepts covered in this course include special allocations, liquidating and non-liquidation distributions, property basis calculations under various scenarios, and sales of a partnership interest.

Trade • 9781119748731 • Jul 2020 • Paper • 208pp • US\$170.95



Cut Your Client's Tax Bill

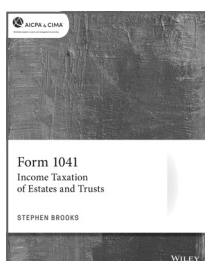
Individual Planning Tips and Strategies, Revised Edition

William Bischoff

Many clients and businesses are highly focused on the impact of taxes and tax rates on their bottom line. President Trump and Congress's passage of the Tax Cuts and Jobs Act brought unhappy surprises to many taxpayers accustomed to getting tax refunds. Make sure your clients are protecting themselves from higher taxes.

Completely updated for tax law changes and Tax Court decisions, this book will bring you up to date on the latest strategies that will preserve your clients' wealth and ensure your role as a trusted adviser to your clients. Get the latest techniques for building and conserving wealth through proactive tax-planning and investment strategies.

Trade • 9781119724537 • Jun 2020 • Paper • 288pp • US\$137.95 • Previous ed: 9781119512318



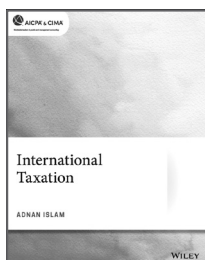
Form 1041

Income Taxation of Estates and Trusts

Stephen Brooks

Protect your clients' assets and shield their estates from increased taxation brought about by changing tax laws. This book can help you to understand the tax obligations of trusts and estates and how these obligations affect beneficiaries. It provides exercises and examples that reflect the calculation and allocation of taxable income and its presentation on the appropriate forms. In addition, you will also learn how to prepare federal Form 1041, US Income Tax Return for Estates and Trusts.

Trade • 9781119763796 • Sep 2020 • Paper • 240pp • US\$107.95

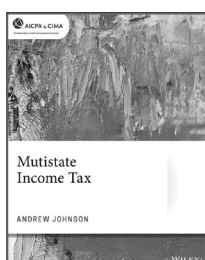


International Taxation

Adnan Islam

Whether your organization is contemplating a global move or is already involved in international business, you need to know about the activities that create multi-jurisdictional tax exposure and the required tax reporting for each relevant jurisdiction. Information is provided for Tax Reform and the impact of the Tax Cuts and Jobs Act of 2017, this guide covers international tax terminology and regulations that apply to a U.S. entity involved in global operations, or for a foreign entity doing business in the United States.

Trade • 9781119756491 • Aug 2020 • Paper • 304pp • US\$137.95

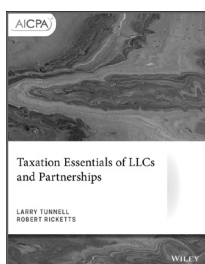


Multistate Income Tax

Andrew Johnson

Does a business have nexus in a particular jurisdiction? With the rate of change, you can't afford to be out-of-date with your knowledge of this critical tax area. Spotlighting updates on the latest on state tax reforms and the Wayfair Decision, this guide will help you to develop a working knowledge of both multistate tax compliance and related planning opportunities, so you can skillfully guide your clients through the maze of multistate corporate tax codes.

Trade • 9781119756477 • Aug 2020 • Paper • 208pp • US\$104.95



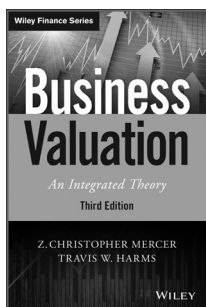
Taxation Essentials of LLCs and Partnerships

Larry Tunnell & Robert Ricketts

This book helps addresses the tax consequences of the most common transactions engaged in by limited liability corporations (LLCs) and partnerships. You will develop a level of comfort with the basic conceptual framework underlying partnership and LLC taxation, as well as gain an explanation of the tax consequences associated with issues most frequently confronted by tax practitioners. Topics covered include: basic tax structure of partnerships and LLCs; electing to be taxed as a partnership; "check-the-box" rules; tax consequences of partnership or LLC formation; partnership distributions; compensatory payments to partners; at-risk and passive activity limits; profit and loss allocations: general rules and restrictions; and reporting taxable income for partnerships and LLCs.

Trade • 9781119722328 • May 2020 • Paper • 256pp • US\$122.95

VALUATION

**Business Valuation**

An Integrated Theory, 3rd Edition

Z. Christopher Mercer & Travis W. Harms

The revised and updated third edition of *Business Valuation: An Integrated Theory* explores the core concepts of the integrated theory of business valuation and adapts the theory to reflect how the market for private business actually works. In this third edition of their book, the authors – two experts on the topic of business valuation – help readers translate valuation theory into everyday valuation practice. This important updated book includes an extended review of the core concepts of the integrated theory of business valuation and applies the theory on a total capital basis, and explains “typical” valuation discounts (marketability and minority interest) and premiums (control premiums) in the context of financial theory, institutional reality and the behavior of market participants.

Trade • 9781119583097 • Sep 2020 • Cloth • 304pp • US\$114.95 • Previous ed: 9780470148167

BUSINESS & MANAGEMENT SPECIAL TOPICS

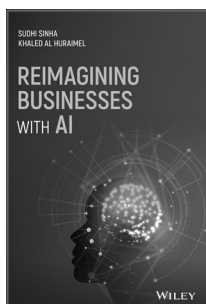
**Engaging Virtual Meetings**

Openers, Games, and Activities for Communication, Morale, and Trust

John Chen

More teams than ever before are working virtually, but this makes it harder for members to feel connect as a team. The fun, simple activities in this book are great icebreakers for team meetings and can be used for team building and trust building for any virtual collaboration. Your team can use Zoom, Microsoft Teams, or any video conferencing system, and the book explains the technical basics of virtual meetings, such as, audio, mic, speaker, and video camera capabilities, bandwidth, lighting, setting, and more. In addition, to the activities, the book teaches pivotal virtual team engagement tools such as The Participant Map, which helps leaders gauge interaction in real-time and ensure that all members are participating. Finally, the book will guide you through a debrief of your virtual team meeting and guide you thought a plan for improving future sessions.

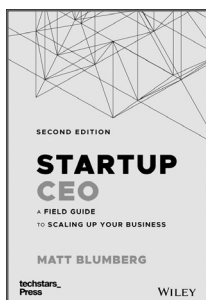
Trade • 9781119750888 • Sep 2020 • Paper • 240pp • US\$28.95

**Reimagining Businesses with AI**

Sudhi Sinha & Khaled Al Huraimel

Most organizations who see their survival and success in the future are making artificial intelligence (AI) a part of their core agenda, but their leaders also struggle with developing a roadmap for how to reimagine their world with AI. This book is intended to help both business and technology leaders navigate the complex world of AI with its myriad dimensions in several ways, including understanding the opportunity landscape; developing a framework for business transformation; investigating the possibilities across multiple sectors like healthcare, education, citizen services, transportation, financial services, smart buildings, and cities, etc; building a technology foundation and the enabling ecosystems; and managing the change.

Trade • 9781119709152 • Sep 2020 • Cloth • 304pp • US\$39.95

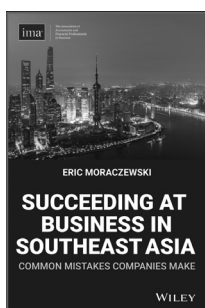
**Startup CEO + Website**

A Field Guide to Scaling Up Your Business, 2nd Edition (Techstars)

Matt Blumberg

Being a startup CEO is a job like no other: it's difficult, risky, stressful, lonely, and often learned through trial and error. As a startup CEO seeing things for the first time, you're likely to make mistakes, fail, get things wrong, and feel like you don't have any control over outcomes. Author Matt Blumberg has been there, and in *Startup CEO* he shares his experience, mistakes, and lessons learned as he guided Return Path from a handful of employees and no revenues to over \$100 million in revenues and 500 employees. *Startup CEO* is a thoughtful CEO-focused book that provides first-time CEOs with advice, tools, and approaches for the situations that startup CEOs will face.

Trade • 9781119723660 • Jul 2020 • Cloth • 480pp • US\$29.95 • Previous ed: 9781118548363



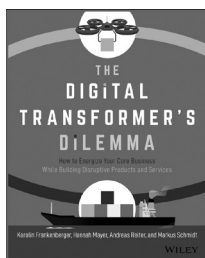
Succeeding at Business in Southeast Asia

Common Mistakes Companies Make

Eric Moraczewski

Succeeding at Business in Southeast Asia walks readers through the steps necessary to build and execute a market entry strategy into Southeast Asia, similar to what Eric Moraczewski did with his clients at FDI Strategies. Step by step, readers will learn about the top five pitfalls as well as common areas of concern and mistakes that can be avoided. Where possible, examples based on his own career experience are used to help reveal the bigger picture and affirm that everyone can, and often times will, make mistakes. Written with humanity and conversational clarity, Moraczewski's book delves into critical topics such as relationship-building, power structures, and the role culture plays in economic value and ethical standards. He inspires would-be investors by tapping into universal human behaviors and shows how they can be leveraged to make the right business connections abroad.

Trade • 9780996729369 • Jun 2020 • Paper • 176pp • US\$29.95



The Digital Transformer's Dilemma

How to Energize Your Core Business While Building Disruptive Products and Services

Karolin Frankenberger, Hannah Mayer, Andreas Reiter & Markus Schmidt

In *The Digital Transformer's Dilemma*, the authors show companies how to go digital while also advancing their core business, striking a difficult balance between establishing a new (digital) business and re-vitalizing – and digitizing – the legacy business. Based on over 100 interviews with senior executives at leading companies such as Nestlé, Novartis, Volkswagen, BNP Paribas, BASF and Michelin, and smaller hidden champions, numerous illuminating case studies, and the authors' own experience from professional and academic experience, the book highlights the fundamental principles required for transformation. It focuses on the actual implementation of the digital transformation across both businesses, providing concrete tips, tricks, tools and action plans across six key dimensions. *The Digital Transformer's Dilemma* is a very visual book, filled with dozens of engaging illustrations that bring the contained concepts to life on the page.

Trade • 9781119701309 • Sep 2020 • Paper • 384pp • US\$33.95

BUSINESS & SOCIETY

Responsible Global Value Chains

Responsible Global Value Chains

Pascale de Rozario & Sylvie Faucheux

This book proposes 6 chapters with the following structure and philosophy. Each chapter details a mainstream approach of Responsible Global Value Chains (i.e. an economical approach based on Porter's vision, a socio-political one based on GVCs' stakeholders' interdependencies, an environmental approach focused on functional economy and green challenges). Each chapter starts with a concrete example, then explores selected theoretical frameworks. The conclusion highlights some innovative proposals and solutions addressed to top managers.

Reference • 9781848219755 • Nov 2020 • Cloth • 180pp • US\$104.95



Trampled by Unicorns

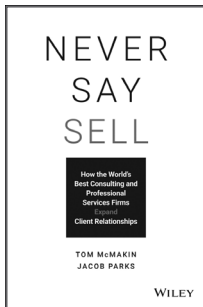
Big Tech's Empathy Problem and How to Fix It

Maelle Gavet

Written by a tech insider who has held leadership positions in high-growth tech companies in Europe, Russia, and the United States – and one of the few women to rise to the very top of the industry – *Trampled by Unicorns* lifts the lid on how many of the industry's household name companies lost track of their original ideals to build products that pay little or no attention to their effect on users, and still less to their wider social impact. Clearly, in the headlong rush to innovation and market domination, mistakes will be made. Yet all too frequently these companies, have demonstrated breathtaking naivete, concealed their errors, and even when caught red-handed, shrugged off responsibility. In tracing the origins of Big Tech's empathy deficit, Gavet argues that they originate from three main sources: the Valley's cultural insularity, the hyper-growth business model, and the sector's stunning lack of diversity. *Trampled by Unicorns* is an inside account of how an industry came off the rails – and a passionate call to action about how to put it right.

Trade • 9781119730644 • Sep 2020 • Cloth • 224pp • US\$24.95

CONSULTING

**Never Say Sell**

How the World's Best Consulting and Professional Services Firms Expand Client Relationships

Tom McMakin & Jacob Parks

Never Say Sell explains how to scale individual engagements into long-term business relationships. Cowritten by Tom McMakin, the coauthor of *How Clients Buy* and expert in account development, and colleague Jacob Parks, this book provides insights from key rainmakers at firms like Accenture, IBM, and more into how they drive growth from existing relationships. *Never Say Sell* is a business development guide for professional service providers like consultants, accountants, and lawyers, whether they are sole proprietors or members of account teams tasked with expanding key accounts.

Trade • 9781119683780 • Oct 2020 • Cloth • 256pp • US\$28.95

GENERAL & INTRODUCTORY BUSINESS & MANAGEMENT

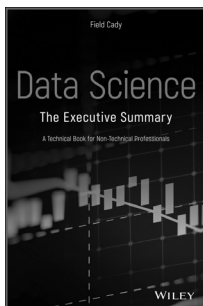
**Business Recoded**

Have the Courage to Create a Better Future for you and your Business

Peter Fisk

Business Recoded is for business leaders who seek to progress in today's rapidly changing world, and to create the organisations that will thrive in tomorrow's world. It explores how to lead a better future, to reimagine your business, to reinvent markets, to energise your people. It describes how to combine profit with more purpose, intelligent technologies with creative people, radical innovation with sustainable impact. It dives deep into the minds of some of today's most inspiring business leaders – people like Anne Wojcicki and Jeff Bezos, Daniel Ek and Tan Le, Mary Barra and Masayoshi Son, Satya Nadella and Zhang Ruimin; and the innovative strategies of incredible companies – Alibaba and Amazon, Meituan Dianping and Microsoft, Narayana Health and Netflix, Patagonia and PingAn, Spotify and Supercell, and many more. The book is built on 7 seismic shifts driving a more enlightened future of business, unlocking 49 codes that collectively define a new DNA for organisations and their leadership.

Trade • 9781119679868 • Nov 2020 • Cloth • 256pp • US\$22.00 • Previous ed: 9781118345603

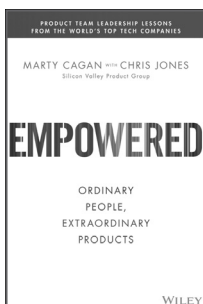
**Data Science**

The Executive Summary – A Technical Book for Non-Technical People

Field Cady

This book serves as a resource for people in non-technical roles who want to truly understand the relevant technology by providing an in-depth understanding of analytics concepts. The book begins with the “business side” of the subject: the problems that data scientists solve, how they fit into an organization, and how to hire and manage them. The rest of the book is concerned with technical topics – both analytical techniques, and the key technologies used. In each case the author explains the core concepts, why they are useful, and the assumptions or constraints that they entail. Each technical chapter concludes with a “problem set”, which are realistic scenarios (or real ones, drawn from the author's experience) where technical knowledge is required to make a business decision. Answers and explanations are provided. This book is a perfect background for executives who make crucial decisions based on analytics, managers who hire data scientists and need to assess their technical work, and salespeople who need to explain what an analytics product does.

Reference • 9781119544081 • Nov 2020 • Cloth • 192pp • US\$74.95

**Empowered**

Ordinary People, Extraordinary Products

Marty Cagan & Chris Jones

Great teams are comprised of ordinary people that are empowered and inspired. They are empowered to solve hard problems in ways their customers love yet work for their business. They are inspired with ideas and techniques for quickly evaluating those ideas to discover solutions that work: they are valuable, usable, feasible and viable. This book is about the idea and reality of “achieving extraordinary results from ordinary people”. *Empowered* is the companion to *Inspired* (Wiley, 2017). It addresses the other half of the problem of building tech products' how to get the absolute best work from your product teams. However, the book's message applies much more broadly than just to product teams. *Inspired* was aimed at product managers. *Empowered* is aimed at all levels of technology-powered organizations: founders and CEO's, leaders of product, technology and design, and the countless product managers, product designers and engineers that comprise the teams.

Trade • 9781119691297 • Nov 2020 • Cloth • 368pp • US\$29.95

From Now to Next

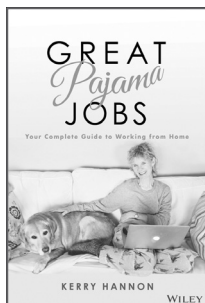
From Now to Next

Driving Digital Transformation from Decision-Making to Execution

Nigel Vaz

Digital business transformation is a hot topic, and Publicis Sapient – one of the world's largest digital consulting firms – has been helping to digitally transform clients' businesses for 30 years. This book explains how to combine strategy, experience, engineering, data, and agile to produce stronger digital business outcomes. The book will include examples of the challenges faced by globally respected organizations to determine if they are going to defend, differentiate or disrupt themselves and understand which approach will yield successful outcomes, in the short medium and longer term and how leaders can de-construct decision-making across every level of an organization once they embark on this journey.

Trade • 9781119758679 • Dec 2020 • Cloth • 256pp • US\$28.95



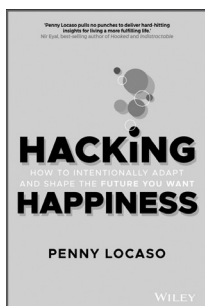
Great Pajama Jobs

Your Complete Guide to Working from Home

Kerry Hannon

Many people spend hours a week commuting into work. Some arrive to an office that is uninspiring or chaotic and wonder, "Why did I come in at all?" They spend all day answering emails and fiddling with computer systems, which they could easily do from home. *Great Pajama Jobs* is the guide to finding a job where you can ditch the commute and stuffy office environment and work remotely. Career expert Kerry Hannon walks you through getting a remote-access job and thriving remotely, featuring interviews with professionals who have done so themselves. Hannon also profiles companies who are known for remote-access employment opportunities.

Trade • 9781119647775 • Aug 2020 • Paper • 224pp • US\$24.95



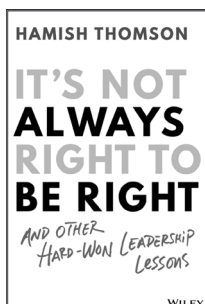
Hacking Happiness

How to Intentionally Adapt and Shape the Future You Want

Penny Locaso

You have a successful life; a professional career, nice home, maybe kids or even a dog, so why are you so damn *unhappy*? Spread so thin at work, nothing gets the attention it needs; tasked with leading others through rapid change, you're not sure where you're heading yourself. There is no such thing as a perfect plan to achieve more, manage change and find true happiness. *Hacking Happiness* challenges you to throw out the rulebook and leap into what we fear most—the unknown... Voted one of the most influential female entrepreneurs in Australia, author Penny Locaso reveals how to bring happiness back to your life and build a solid foundation on which to innovate and thrive in disruption. Through activities and powerful learning and assessment tools, this essential guidebook will help you find growth, success and ultimately happiness in an uncertain future.

Trade • 9780730384991 • Jul 2020 • Paper • 240pp • US\$18.00

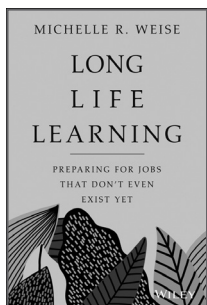


It's Not Always Right to Be Right

Hamish Thomson

How do we make a difference for ourselves and the businesses we lead? Over the years, the focus has been on developing functional and technical competencies, yet the impact of this is marginal at best. True transformation and breakthrough happen through developing personal insight. In this book, author and former CEO of Mars Incorporated, Hamish Thompson shares the hard-won and often counterintuitive lessons and shareable models that will, with absolutely certainty, make a significant difference.

Trade • 9780730389071 • Oct 2020 • Paper • 220pp • US\$21.95



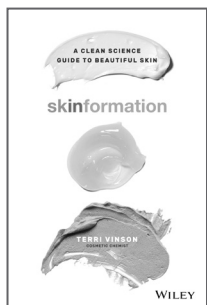
Long Life Learning

Preparing for Jobs that Don't Even Exist Yet

Michelle Weise

A visionary guide for the future of learning and work. *Long Life Learning: How to Prepare Yourself for Jobs That Don't Even Exist Yet* offers readers a fascinating glimpse into a near-future where careers last 100 years, and education lasts a lifetime. The book makes the case that learners of the future are going to repeatedly seek out educational opportunities throughout the course of their working lives – which will no longer have a beginning, middle, and end. *Long Life Learning* focuses on the disruptive and burgeoning innovations that are laying the foundation for a new learning model that includes clear navigation, wraparound and funding supports, targeted education, and clear connections to more transparent hiring processes.

Trade • 9781119597483 • Oct 2020 • Cloth • 200pp • US\$24.95



Skinformation

Terri Vinson

This book bridges the gap between an industry-level dermal theory book and your day-to-day beauty and skincare advice guide. Terri Vinson takes it from the multifaceted angle of being a mother, a friend, and a skincare expert and a cosmetic chemist/scientist, and deep dives into skin conditions and concerns in a way that is digestible for the everyday consumer. Cosmetics companies will tell you anything to convince you to buy their latest skincare lines. *Skinformation* exposes the misinformation and 'white noise' about miracle products and ingredients, debunks current skin 'mythology' and empowers you to make your own smart skin choices. It covers acne, skin aging, enlarged pores and many other concerns, teaching you the scientific explanations of these phenomena and explaining which skincare products really work – and why they work. Use this new knowledge to amp up your skincare regime and cut out the products that don't serve you.

Trade • 9780730385226 • Jul 2020 • Paper • 300pp • US\$21.99



The Career Handbook

Find the Career that is Right for You and Fulfil Your Potential

Gill Hasson

This book is a guide to how you can better understand yourself and find the work or career that is right for you and your lifestyle. When you are in the right job or career, you're doing something that matches your interests, strengths and values, your work reflects the real you – the person you really are. Whether you're just starting to think about a career, you want to take your career in a different direction, or want a complete career change, this book will help you to uncover limiting beliefs; look at ways to overcome the challenges involved and open up possibilities for a lasting change; identify what your current commitments are and how to accommodate them; and identify what all your work and training options and possibilities are.

Trade • 9780857088642 • Dec 2020 • Paper • 240pp • US\$13.99

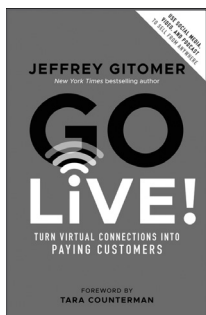


The Coffee Bean for Kids

Jon Gordon & Damon West

Based on the bestseller *The Coffee Bean*, Jon Gordon and Damon West return with *The Coffee Bean for Kids*. *The Coffee Bean for Kids* follows Gavin, a young boy starting the school year in a new town. One day, his teacher–Mrs. Spring–tells him the story of the carrot, egg, and coffee bean. With Gavin's new understanding of the coffee bean, and its power to transform the environment around it, he changes his outlook, makes new friends, and becomes a positive influence on those around him.

Trade • 9781119762713 • Oct 2020 • Cloth • 48pp • US\$17.95



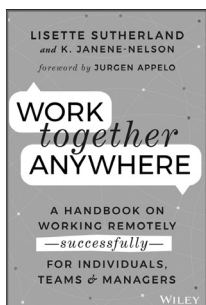
The Podcast Book

Launch, Grow, Promote, and Profit from Podcasting

Jeffrey Gitomer

The Podcast Book is a must read for anyone looking to launch a podcast, grow their podcast, grow and promote their business through the podcast world, establish themselves as an authority, capture a new audience, and more. In his inimitable inspirational and to-the-point style, Jeffrey Gitomer shares what has made him one of the most listened to voices in sales.

Trade • 9781119647133 • Nov 2020 • Cloth • 224pp • US\$24.95



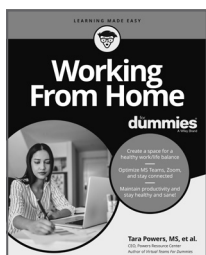
Work Together Anywhere

A Handbook on Working Remotely -Successfully- for Individuals, Teams, and Managers

Lisette Sutherland & Kirsten Janene-Nelson

The reality is clear: working remotely can be a win-win for everyone. But that win is only possible when companies have a plan for supporting efficiency and fostering streamlined, engaging teamwork, and when individuals are prepared to collaborate productively. In *Work Together Anywhere*, Lisette Sutherland, an international champion of virtual-team strategies, offers a full-service guide to thriving in the remote workplace. Sharing powerful advice gleaned from professional experience, extensive research, and interviews with workers and manager/owners around the world, *Work Together Anywhere* sets out a complete blueprint for optimizing team success, and is packed with hands-on materials and actionable advice for cultivating camaraderie, agility, and collaboration to get ahead in today's remote-working world.

Trade • 9781119745228 • May 2020 • Paper • 416pp • US\$24.95

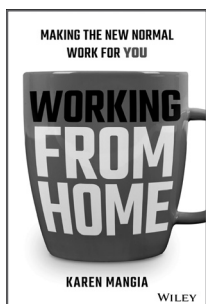


Working From Home For Dummies

Tara Powers

In today's modern global economy, working from home is no longer a novelty. Despite the COVID-19 pandemic, companies and organizations everywhere are embracing the game-changing benefits of allowing employees to work outside the office, and the results are profound: managers benefit by saving money and resources and by having access to talent outside their zip codes, while employees enjoy greater job opportunities, productivity, independence, and satisfaction—in part from the time saved not commuting. *Working From Home For Dummies* features new content – such as setting up your work space to ensure success; setting expectations and boundaries; virtual team meeting etiquette; strategies to build trust with remote team members – and a mix of derivative content from top industry experts including: *Virtual Teams For Dummies*, *Organizing DIY For Dummies*, *Managing For Dummies*, 3E, *Company Culture For Dummies*, *Zoom For Dummies*, *Microsoft Teams For Dummies*, *Slack For Dummies*, *Mindfulness For Dummies*, 3E and *Stretching For Dummies*.

Trade • 9781119748496 • Aug 2020 • Paper • 416pp • US\$26.95



Working From Home

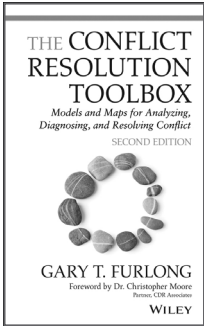
Making the New Normal Work for You

Karen Mangia

From setting up your virtual office, to time management, to dealing with conference call fatigue, turn remote work into a career powerhouse—even if you live in an apartment. Karen Mangia, Vice President of Customer and Market Insights at Salesforce, shares everything you need to know to make the most out of working from home in the new normal so that you and your organization can thrive in a socially-isolated world. Learn how to claim your space, create your environment, and make your career virtually vital without ever entering an office building. With this book, you'll see how to reimagine your career, realign with your team, and create influence for yourself and others.

Trade • 9781119758921 • Aug 2020 • Cloth • 192pp • US\$21.95

HUMAN RESOURCE MANAGEMENT

**The Conflict Resolution Toolbox**

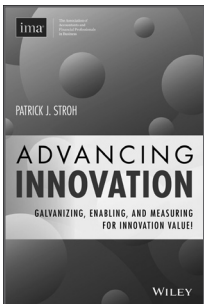
Models and Maps for Analyzing, Diagnosing, and Resolving Conflict, 2nd Edition

Gary Furlong

In real-life conflict resolution situations, one size does not fit all. Practitioners need to be comfortable with a wide variety of tools to diagnose different problems, in vastly different circumstances, with different people, and resolve these conflicts effectively. *The Conflict Resolution Toolbox* gives you all the tools you need: eight different models for dealing with the many conflict situations you encounter in your practice. It shows mediators, negotiators, managers, and anyone needing to resolve conflict how to simply and effectively understand and assess the situations of conflict they face. And it goes a step further, offering specific, practical guidance on how to intervene to resolve the conflict successfully. Updated with new chapters, a new foreword, a new introduction, recent case studies, updated examples, stories, and more.

Trade • 9781119717584 • Aug 2020 • Cloth • 272pp • US\$64.95 • Previous ed: 9780470835173

MANAGEMENT

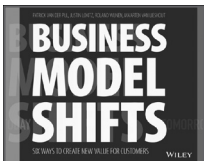
**Advancing Innovation**

Galvanizing, Enabling, and Measuring for Innovation Value!

Patrick Stroh

Advancing Innovation: Galvanizing, Enabling, and Measuring for Innovation Value! provides readers with a comprehensive treatment of how to perform engagements while complying with the Statements on Standards for Accounting and Review Services (SSARS). Newly updated, *Advancing Innovation* delivers practical guidance for the application of the standards to readers' specific circumstances. It covers all SSARSs, including SSARS No. 21 through 25, the last of which further converges AR-C section 90 with ISRE 2400 (Revised).

Trade • 9780996729307 • Jul 2020 • Paper • 256pp • US\$29.95

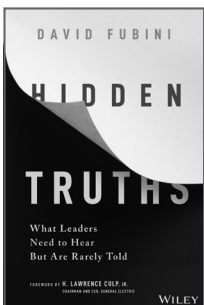
**Business Model Shift**

Design the Future of Your Business Around the Ways the World is Changing

Patrick Van Der Pijl, Justin Lokitz & Roland Winjen

Uber and Lyft took over the streets in San Francisco, providing a seamless and frictionless experience to get around. Few yellow taxis are left to serve tourists. Amazon shifted its business model from selling books to delivering convenience 24/7 at attractive prices. Driven by the viewing behaviors of their users, Netflix shifted from renting and shipping DVDs to producing original content like "Narcos." All of these changes are business model shifts. A shift is a deliberate and systematic move towards more relevance and value for customers. *Business Model Shifts* is a collection of stories about value creation, sharing inspiration and insights from more than 100 leading business models. The collection of stories is organized in six ways to create new value for customers, and they aim to trigger you to think and act strategically, show what you can learn from business models inside and outside your industry, and urge you to apply those learnings to make your own shift.

Trade • 9781119525349 • Dec 2020 • Paper • 288pp • US\$34.95

**Hidden Truths**

What Leaders Need to Hear But Are Rarely Told

David Fubini

Hidden Truths is a book about leadership that everyone existing or future leader must read. It offers insights about C-suite jobs that few employees really understand—insights that can help them help their leaders perform better and prepare themselves to be leaders. When everyone from board members to junior executives are on same page as to leadership roles and responsibilities, the organization performs at a higher level. Being CEO, COO, CFO or any senior vice president position has always been tough, but in recent years, it's become tougher to the nth degree. Digital transformation, the volatile economy, a demanding array of shareholders and stakeholders, the accelerating rate of change, the vagaries of a global, connected world and many other factors render traditional preparation for these roles almost meaningless. Fubini shares the nine essential skills that can help leaders deliver success both professionally and within their organizations.

Trade • 9781119682332 • Nov 2020 • Cloth • 256pp • US\$29.95

High-Impact Tools for Teams

High-Impact Tools for Teams

5 Tools to Align Team Members, Build Trust, and Get Results Fast

Alexander Osterwalder & Stefano Mastrogiacomio

59% of U.S. workers say that communication is their team's biggest obstacle to success, followed by accountability at 29% (Atlassian). *High-Impact Tools for Teams* explains a simple, powerful tool that helps team leaders and members align and get clarity on exactly who is responsible for each part of the team's most important activities and projects. The tool is complemented by four trust add-ons that help teams build trust and increase psychological safety, so every member can be confident in sharing ideas or concerns about obstacles the team may face. Co-author Alex Osterwalder is the international best-selling author who co-created the Business Model Canvas, a strategic management tool used by 1 million+ industry leaders globally.

Trade • 9781119602385 • Dec 2020 • Paper • 256pp • US\$34.95



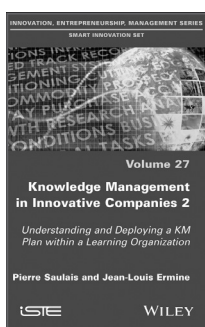
Innovating in Healthcare

Creating Breakthrough Services, Products, and Business Models

Regina Herzlinger

Innovating in Healthcare offers effective approaches for designing, reworking, and implementing innovative healthcare services, products, and business models. It will help anyone working in healthcare service or product development, from hospitals to startups, to question the status quo in healthcare and implement new solutions that lower costs while increasing both quality and access. Globally, healthcare faces a threefold crisis of unsustainable economics, erratic quality, and unequal access. Just in the U.S., healthcare accounted for 18% of the 2017 GDP and will likely reach nearly 20% by 2025, while hospital-induced deaths have skyrocketed, and tens of millions of people remain uninsured. This book will focus on creating the innovations in healthcare that can meet these needs.

Trade • 9781119543008 • Oct 2020 • Cloth • 350pp • US\$44.95



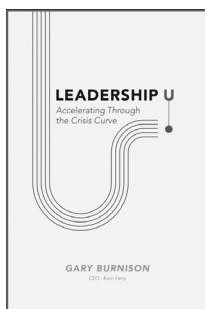
Knowledge Management in Innovative Companies 2

Understanding and Deploying a KM Plan within a Learning Organization

Pierre Saulais & Jean-Louis Ermine

The status of knowledge management (KM) as a mature science has long been recognized in the academic world. However, in the economic arena, its connection with companies and organizations has been more gradual. Jean-Louis Ermine established a theoretical and practical framework for KM in *Knowledge Management: The Creative Loop*, which was also published by Wiley. In this second volume, practical examples are illustrated with real case studies. Modeled on the four-step operational approach inspired by 'the creative loop', this book includes four sets of real case studies – each one following the basic presentation of the fundamental material. *Knowledge Management in Innovative Companies 2* is especially useful for practitioners, as there are numerous illustrations based on best practices for each specific KM step and for global project implementation. Indeed, the last chapter is dedicated to the implementation of a global KM corporate project.

Reference • 9781786305053 • May 2020 • Cloth • 220pp • US\$134.95



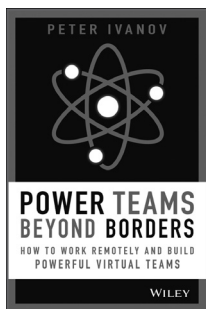
Leadership U

Accelerating Through the Crisis Curve

Gary Burnison

Leadership is all about others—inspiring them to believe, then enabling that belief to become reality. That's the essence of *Leadership U*. As author Gary Burnison observes, "There will likely be more change in the next two years than we have seen in the last twenty." In *Leadership U* Burnison lays out a framework – his "Six Degrees of Leadership" – to show leaders how to create change. Only by embracing these truths can leaders master another – the "crisis curve" that will completely disrupt the business landscape. The world has changed—forever. Today leadership means becoming comfortable with being uncomfortable. As Burnison says, when a door closes, leaders cannot afford to stand there, staring at it. It's a "get up or give up" moment. For leaders, the only choice is to find and open another door. *Leadership U* defines and inspires the pathway through that door.

Trade • 9781119753322 • Jun 2020 • Cloth • 144pp • US\$23.95



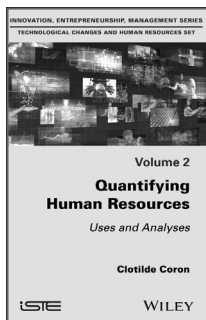
Power Teams Beyond Borders

How to Work Remotely and Build Powerful Virtual Teams

Peter Ivanov

The Coronavirus has challenged us further to work from home, and we responded well with strong personal commitment and good digital skills. The longer the remote work period lasts, the more we have to take team decisions remotely, resolve conflicts from a distance, and generally lead and manage remotely in a new effective way. In this ground-breaking book the New Leadership Expert Peter Ivanov uses his Award Winning method "Virtual Power Teams" and his rich international leadership experience to show you how to motivate home office workers, set individual and team goals, establish structured communication and winning spirit for your team and organisation in order to deliver outstanding results in the digital, post Corona age! Peter also illustrates how we can ignite global talent to address the monumental challenges of our times. Climate change. Hunger. Pandemic response. All the while bringing opportunities to young professionals in all corners of the globe. Join Peter on his mission to unite and ignite global talent to solve our greatest challenge.

Trade • 9781119762942 • Oct 2020 • Cloth • 256pp • US\$24.95



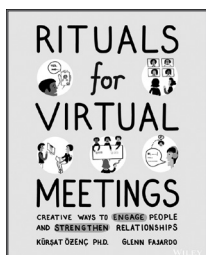
Quantifying Human Resources

Uses and Analyses

Clotilde Coron

Since the late 20th Century, Human Resources (HR) has had a legal obligation to produce reports for management in most firms. However, these have long been considered restrictive and are seldom used to improve decision-making. More recently, the emergence of analytics, Big Data and algorithms has enabled a reconfiguration of the uses of quantification in HR. Accompanied by empirical examples, this book presents and defines the different tools and uses of quantification in HR. It studies the effect of these tools on decision-making and – without subscribing to the myth of objective and rational quantification – presents the contributions and limits of the use of data in HR, and analyzes the potential risks of excessive quantification. It also discusses the appropriation of these tools by the various players in a company and examines their effects on the position of HR.

Reference • 9781786304469 • May 2020 • Cloth • 238pp • US\$134.95



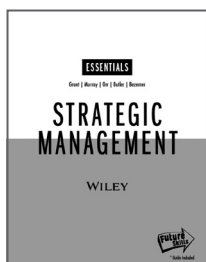
Rituals for Virtual Meetings

Creative Ways to Bring Connection, Meaning, and Joy to Online Work, Teams, and Relationships

Kursat Ozenc & Glenn Fajardo

The COVID19 pandemic pushed us all forward into a world of virtual work and teams. However, humanity craves deeper relationships than that which is typically achieved during a Zoom call. *Rituals for Virtual Meetings* will help you unlock how virtual interactions work, and how to build, grow, and sustain meaningful relationships at work (and beyond) in an increasingly online world. This book is structured around the life cycle of a relationship: from introductions to working together to navigating difficult interactions – between managers and direct reports, employees with peers and customers, community leaders with member base, and teachers with students. The book showcases behavioral strategies of virtual habits, norms, and rituals, collected from a diverse set of companies and communities. *Rituals for Virtual Meetings* reveals surprising insights – unveiling connections from gaming communities to stand-up comedy, moviemaking to behavioral science.

Trade • 9781119755999 • Dec 2020 • Paper • 304pp • US\$28.95



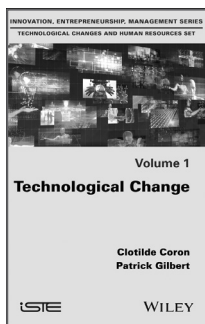
Strategic Management Essentials

R Grant, Peter Murray, Stuart Orr, Bella Butler & Pieter-Jan Bezemer

All the essentials of strategic management for time-poor students, Grant's *Strategic Management Essentials Edition*, is designed for the modern day undergraduate and MBA students. Maintaining what academics and students know and love about the previous editions, this resource uniquely caters to students in APAC region, with an abundance of regional case studies, practical examples and revision exercises to cement student learnings contextually. This edition also features Wiley's *Future Student Guide*, a unique tool which provides expert and practical advice on career preparedness making for more future-ready graduates. Available as a full colour printed textbook with an interactive eBook code included, this title enables students to master concepts and succeed in assessment by taking the roadblocks out of self-study, with features designed so you get the most out of learning.

Textbook • 9780730385769 • Sep 2020 • Paper • 504pp • US\$54.95





Technological Change

Clotilde Coron & Patrick Gibert

Technological change is exciting as much as it is daunting. The arrival of new digital tools affects consumption patterns, types of employment and working conditions, and can pose challenges to organizations and individuals alike. Indeed, although technological change is a factor for economic growth, it can also be an amplifier, or even a catalyst, of inequality. It is also a social change and interacts in complex ways: technology is both the source and the consequence of social transformation. To understand technological change and to harness its effects, this book studies transformations at different levels (societal, organizational and individual). In its analysis of the subject, it also draws on a number of disciplines of the human and social sciences, such as anthropology, sociology and psychology.

Reference • 9781786304377 • May 2020 • Cloth • 250pp • US\$144.95

The Personal Credo Journal

The Personal Credo Journal

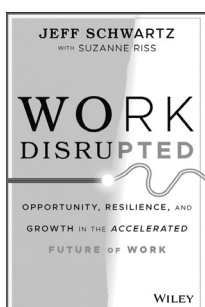
A Companion to Leading with Character

James Loehr

A practical companion to *Leading with Character: 10 Minutes a Day to a Brilliant Legacy* (9781119550181, Wiley, 2020), *The Personal Credo Journal* features activities and exercises to help you develop and strengthen your own personal credo.

The challenges we confront every day to remain true to our deepest values and finest character are common to all of us as leaders. Each of us desires to rise above our parochial self-interest and become a true servant leader whose ethical and moral character is beyond reproach, but we struggle mightily to do so. *Leading with Character* offers a succinct plan for strengthening your character as a leader. The program presented in the book, along with the accompanying personal credo journal, provides a practical method that could be used to build and maintain a robust personal morality system for leaders to address inherent flaws in their operating systems.

Trade • 9781119764069 • Sep 2020 • Paper • 160pp • US\$19.95



Work Disrupted

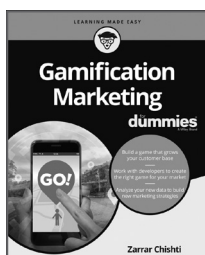
Opportunity, Resilience, and Growth in The Accelerated Future of Work

Jeff Schwartz

Alarming studies today predict AI and robotics will do away with jobs – but this is only part of the story. Many jobs will change, some jobs will be eliminated entirely, many more jobs will evolve. The new jobs will require new skills and will pay higher wages. *Work Disrupted* explains the big picture of this coming global revolution that is redefining how we work. The good news is that we have time to adapt, and the book explains how. The bad news is that doing nothing, will not lead to the results we desire. The book explains what must be done to educate and train people for the changing workplace, and the new paths available to individuals to gain new skills – relevant for all of us who now live longer lives—that include multiple chapters of career reinvention.

Trade • 9781119762270 • Dec 2020 • Cloth • 256pp • US\$27.95

MARKETING & SALES



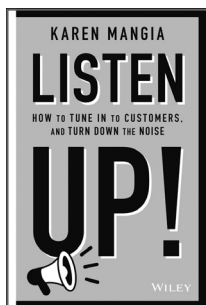
Gamification Marketing For Dummies

Zarrar Chishti

Gamification is the practice of adding elements of gameplay into marketing materials to better engage customers. In *Gamification Marketing For Dummies*, you'll learn to use this proven strategy to capture the attention of your target markets and boost your results using valuable gamification data.

Games are fun! That's why gamification is so successful—customers will jump at the chance to play and win your custom-developed marketing game. You'll connect with your customers and create lasting memories. Whether or not you are digitally savvy, this book will teach you the basics of gamification, from choosing the right game to capturing the user behavior data that the game generates.

Trade • 9781119663973 • Sep 2020 • Paper • 304pp • US\$29.95



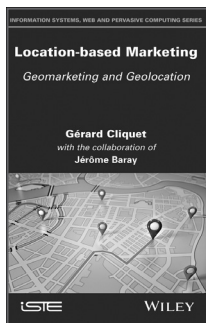
Listen Up!

How to Tune In to Customers, Turn Down the Noise, and Tame Your Competition

Karen Mangia

Listen Up! is a playbook for how to build a company culture based on mutual understanding and create customer experiences that result in customer success. Readers will discover best practices, strategies and techniques to move from deep listening to deep understanding, from powerful statistics to powerful stories, and from inside-out to outside-in thinking. Best practices from world renowned B2B and B2C brands who have transformed their approach to customer success will be coupled with cautionary tales and hands-on exercises to provide readers with ways to rethink how teams work together at every level of the organization and act as one team aligned around the customer.

Trade • 9781119723851 • Sep 2020 • Cloth • 256pp • US\$24.95



Location-Based Marketing

Geomarketing and Geolocation

Gérard Cliquet & Jérôme Baray

Location-based Marketing outlines the main concepts, methods and strategies for implementing spatial marketing, also known as geomarketing. With an emphasis on the value of mapping in marketing decision-making, this book demonstrates the importance of a more spatialized view of these decisions, in order to best respond to market realities – whether local or international. The main techniques of geomarketing are presented along with an understanding of the spatial behavior of consumers, both outside the point of sale and in stores. The book further introduces the idea of a “geomarketing mix”, which spatializes product innovations, merchandising, pricing and various aspects of promotion. Finally, the book defines what real georetailing comprises and develops the concept of mobile marketing based on geolocation techniques.

Reference • 9781786305800 • May 2020 • Cloth • 260pp • US\$144.95



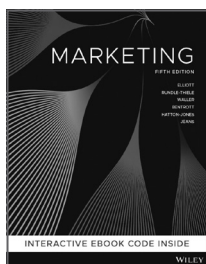
Luxury Brand Management in Digital and Sustainable Times

4th Edition

Michel Chevalier, Gerald Mazzalovo

Luxury Brand Management in Digital and Sustainable Times, 4th Edition presents both the macro and micro-economic aspects of the luxury industry and the management, marketing, distribution, logistics and creation axes specific to the industry. Illustrated with many examples (over 450 brands are examined), it offers a general vision of the main luxury sectors (fashion, perfumes and cosmetics, wines and spirits, jewellery and watchmaking, leather goods and hotels) with precise indications on the size of the different sectors and information on the financial aspects of the main actors. It also discusses the relevant considerations on the notion of luxury and the implications of the growing importance of authenticity and sustainable development on the management of luxury brands and provides an analysis of the strategic issues faced by the companies featured in the book.

Trade • 9781119706281 • Oct 2020 • Cloth • 320pp • US\$70.00 • Previous ed: 9781118171769



Marketing

5th Edition

Greg Elliott, Sharyn Rundle-Thiele, David Waller, Ingo Bentrrott, Siobhan Hatton-Jones, Pete Jeans & Maria Massey

Designed for first year students, Elliot's *Marketing, 5th Edition* offers students the perfect mix of marketing theory, strategy and practice. This concise yet comprehensive title contains an abundance of real-world insights, explanatory diagrams and practical examples to clarify foundational concepts. Students using *Marketing 5e* will gain the understanding and the requisite tools to practically apply their knowledge and skills throughout their careers. Available as a full colour printed textbook with an interactive eBook code included, this title enables you to master concepts and succeed in assessment by taking the roadblocks out of self-study, with features designed so you get the most out of learning.

Textbook • 9780730382959 • Sep 2020 • Paper • 600pp • US\$101.95 • Previous ed: 9780730363248





The Jeb Blount Box Set

Jeb Blount

The most comprehensive resource on sales development, leadership, and customer experience available, from bestselling author Jeb Blount. His unique approach to human relationships in the workplace has made him one of the world's most influential thought leaders on sales, leadership, and customer experience. *The Jeb Blount Box Set* is a must-have for everyone involved in sales, from senior managers and team leaders, to experienced and early-career sales professionals alike. This indispensable collection features seven of the author's most popular and powerful books, including *People Buy You*, *People Follow You*, *People Love You*, *Fanatical Prospecting*, *Sales EQ*, *Objections*, and *INKED*.

Trade • 9781119719632 • Jun 2020 • Cloth • 2000pp • US\$173.95

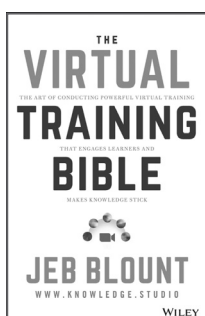
The Six Disciplines of Agile Marketing

The Six Disciplines of Agile Marketing

Jim Ewel

The Six Disciplines of Agile Marketing provides a framework for how to adopt Agile in marketing organizations. This framework is based on the author's experience helping over 60 organizations adopt Agile, from Fortune 500 companies, to Silicon Valley growth companies, to mid-size manufacturing companies, to educational institutions and non-profits. Agile has completely transformed software development and is poised to transform marketing. *The Six Disciplines of Agile Marketing* details the six disciplines to master and four organizational shifts that must occur for a successful adoption of Agile in marketing.

Trade • 9781119712039 • Sep 2020 • Cloth • 256pp • US\$24.95



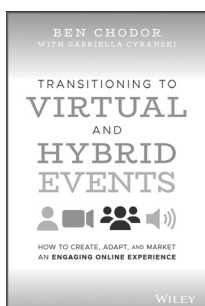
The Virtual Training Bible

The Art of Conducting Powerful Virtual Training that Engages Learners and Makes Knowledge Stick

Jeb Blount

From bestselling author Jeb Blount, *The Virtual Training Bible* is the definitive handbook on virtual training techniques for sales professionals.

Trade • 9781119755838 • Nov 2020 • Cloth • 288pp • US\$26.95



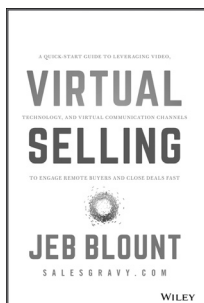
Transitioning to Virtual and Hybrid Events

How to Create, Adapt, and Market an Engaging Online Experience

Ben Chodor

Creating virtual events is not as simple as moving the same content online – learn how to immediately leverage virtual solutions for effective in-person online events. *Transitioning to Virtual and Hybrid Events* explains everything an event host needs to know about going virtual, from understanding the new audience, to adapting content to the new medium, to marketing effectively, and much more. Author Ben Chodor, president of Intrado Digital Media, provides expert advice and real-world instructions for delivering engaging hybrid, virtual, and streaming events and webinars for companies of all sizes and across all industries. This indispensable instruction manual provides step-by-step guidance, and is packed with detailed tutorials, real-world case studies, illustrative examples, and highly useful checklists.

Trade • 9781119747178 • Sep 2020 • Cloth • 224pp • US\$24.95



Virtual Selling

A Quick-Start Guide to Leveraging Video, Technology, and Virtual Communication Channels to Engage Remote Buyers and Close Deals Fast

Jeb Blount

Virtual selling can be challenging. It's more difficult to make human to human connections. It's natural to feel intimidated by technology and digital tools. Few of us haven't felt the wave of insecurity the instant a video camera is pointed in our direction. Yet, virtual selling is powerful because it allows you to engage more prospects and customers, in less time, at a lower cost, while reducing the sales cycle. *Virtual Selling* is the definitive guide to leveraging video-based technology and virtual communication channels to engage prospects, advance pipeline opportunities, and seal the deal. You'll learn a complete system for blending video, phone, text, live chat, social media, and direct messaging into your sales process to increase productivity and reduce sales cycles.

Trade • 9781119742715 • Jul 2020 • Cloth • 400pp • US\$26.95

NON-PROFIT ORGANIZATIONS



2020 Not-for-Profit Accounting and Auditing Update

Melisa Galasso

Learn the latest accounting and auditing developments affecting not-for-profits so that accountants, auditors, and financial managers can prepare financial statements with confidence. This work covers new FASB requirements and information on the latest OMB and Yellow Book developments. It features major program determination and case studies related to revenue recognition and auditing documentation and covers hot topics including NFP financial statements; Risk assessment; Leases; Major program determination Key changes; GASB updates including GASB Statement No. 91, Conduit Debt Obligations; FASB updates (including revenue recognition, grants and contracts, updating the definition of collections, and implementation issue surrounding the financial reporting standard), and more.

Trade • 9781119747208 • Jul 2020 • Paper • 192pp • US\$87.95

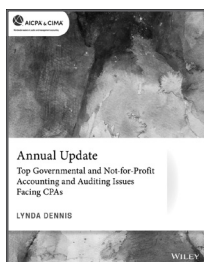


Accounting and Reporting for Not-for-Profit Organizations

Melisa Galasso

This title provides the tools necessary to go beyond the theory and create value-added services for accountants' clients. In the not-for-profit arena. This book allows readers to examine, evaluate, and perform case studies, which will enhance their working knowledge of fundamental not-for-profit accounting and reporting, presentation requirements, note disclosures unique to not-for-profits, and options allowed under generally accepted accounting principles.

Trade • 9781119744726 • Jun 2020 • Paper • 160pp • US\$97.95



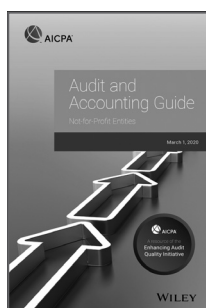
Annual Update

Top Governmental and Not-for-Profit Accounting and Auditing Issues Facing CPAs

Lynda Dennis

This book provides a review of the top accounting and auditing issues faced by preparers of governmental and not-for-profit financial statements and their auditors. Key areas covered include: GASB 87, Leases; revenue recognition, including grants and contracts; risk assessment; and financial reporting.

Trade • 9781119742753 • Jul 2020 • Paper • 256pp • US\$122.95



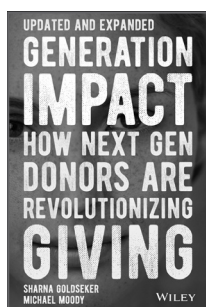
Audit and Accounting Guide

Not-for-Profit Entities 2020

AICPA

From financial reporting to revenue recognition to grants and contracts to auditor report changes, you have a lot going on in the not-for-profit financial arena right now. Whether you're already an expert in NFP audit and accounting standards or just getting started, this is the practical guidance you need. This must-have resource for nonprofits accounting and auditing professionals is an essential reference that will assist you with the unique aspects of accounting and financial statement preparation and auditing for not-for-profit entities.

Trade • 9781950688319 • Jul 2020 • Paper • 768pp • US\$109.95 • Previous ed: 9781948306829



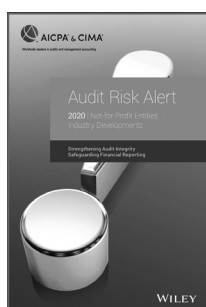
Generation Impact

How Next Gen Donors Are Revolutionizing Giving, Revised Edition

Sharna Goldseker & Michael Moody

Generation Impact paints a composite picture of this generation stepping into their anticipated philanthropic roles and reveals a clear view of the road ahead. Readers will learn what will be the likely impact of these historic donors on their lives. Fundraisers and social entrepreneurs will learn how to attract next gen dollars for charitable, political, and religious causes and make next gen donors real partners in the work. Parents, peers, employers, wealth advisors, investment managers, and others will learn emerging best practices for guiding and helping these next gen donors as they make their mark on history. This revised, second edition will feature updates to some of the cases profiled in the first edition and will include roughly 35% new material in the form of discussion points, action items, and best practices for donors and for fundraisers alike.

Trade • 9781119746409 • Sep 2020 • Paper • 416pp • US\$27.95



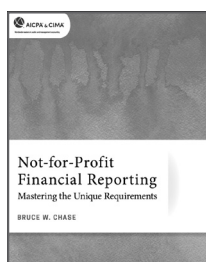
Not-for-Profit Entities 2020

Strengthening Audit Integrity Safeguarding Financial Reporting Industry Developments

AICPA

Among other topics, this alert focuses on risks related to recent not-for-profit industry trends as well as audit, accounting, financial reporting, and tax policy changes affecting not-for-profit entities. Also included is information on emerging issues such as FASB ASC 606 disclosure requirements; FASB's leases update; Changes to the auditor's report; Data security and privacy considerations; and Tax compliance changes for exempt organizations.

Trade • 9781950688432 • Jun 2020 • Paper • 96pp • US\$59.95 • Previous ed: 9781948306928



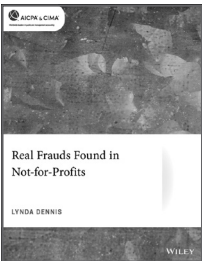
Not-for-Profit Financial Reporting

Mastering the Unique Requirements

Bruce Chase

Through a combination of practical guidance and case studies, the author provides insight into what makes not-for-profits different. Updated for revenue recognition, grants and contracts, and financial reporting, this book offers guidance on FASB's new financial statement standard and revenue recognition standard which will have a major impact on financial reporting for not for profits. It helps answer the questions: Are you aware of how not-for-profit financial statements will change because of FASB's Financial Statement Standard? Do you know what makes not-for-profit accounting and financial reporting different?

Trade • 9781119744092 • Jul 2020 • Paper • 160pp • US\$87.95



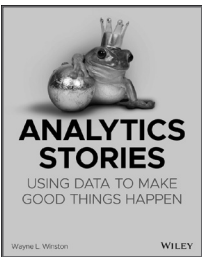
Real Frauds Found in Not-for-Profits

Lynda Dennis

Due to the nature of not-for-profits, fraud may be more common than it seems. This book shows how to recognize red flags of fraud, including cyber fraud. It offers a comprehensive learning approach using real-world examples, explanations of audit standards, and informative case studies that analyze several unique frauds which occurred in the not-for-profit industry. Key topics covered are: misappropriation of benefits, pledges and contributions, cyber fraud, and grant expense allocations.

Trade • 9781119723264 • Jun 2020 • Paper • 96pp • US\$67.95

ORGANIZATION & MANAGEMENT THEORY



Analytics Stories

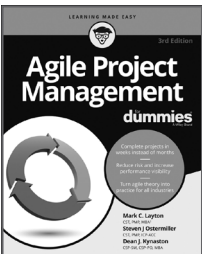
How to Make Good things Happen

Wayne L. Winston

Best-selling author and analytics consultant teaches non-technical readers the basics using analytics to see what happened, what will happen, and making good things happen through interesting real stories. *Analytics Stories: How to Make Good Things Happen* is a thoughtful, incisive, and entertaining exploration of the application of analytics to real-world problems and situations. Covering fields as diverse as sports, finance, politics, healthcare, and business, *Analytics Stories* bridges the gap between the oft inscrutable world of data analytics and the concrete problems it solves.

Trade • 9781119646037 • Aug 2020 • Paper • 512pp • US\$34.95

PRODUCTION OPERATIONS MANAGEMENT



Agile Project Management For Dummies

3rd Edition

Mark Layton, Steven J. Ostermiller & Dean J. Kynaston

Learn how to apply agile concepts to your projects. This fully updated book covers changes to agile approaches and new information related to the methods of managing an agile project. *Agile Project Management For Dummies, 3rd Edition* gives product developers and other project leaders the tools they need for a successful project. This book's principles and techniques will guide you in creating a product roadmap, self-correcting iterations of deployable products, and preparing for a product launch. Agile approaches are critical for achieving fast and flexible product development. It's also a useful tool for managing a range of business projects.

Trade • 9781119676997 • Aug 2020 • Paper • 480pp • US\$29.95 • Previous ed: 9781119405696



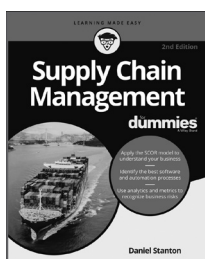
Strategic Project Management Made Simple

Practical Tools for Leaders and Teams, 2nd Edition

Terry Schmidt

The first edition of *Strategic Project Management Made Simple* was published ten years ago and provides a step-by-step process and interactive thinking tool that takes a strategic approach to designing projects and action initiatives. The second edition will include updates on why systems thinking is essential, case studies for an international audience, tips on how to involve stakeholders, and more.

Trade • 9781119718178 • Sep 2020 • Cloth • 272pp • US\$29.95 • Previous ed: 9780470411582



Supply Chain Management For Dummies

2nd Edition

Daniel Stanton

If you own or make decisions for a business, you need to master the critical concept of supply chain management. *Supply Chain Management For Dummies, 2nd Edition* guides you to an understanding of what a supply chain is and how to leverage this system effectively across your business, no matter its size or industry. The book helps you learn about the areas of business that make up a supply chain, from procurement to operations to distribution. And it explains the importance of supporting functions like sales, information technology, and human resources. You'll be prepared to align the parts of this system to meet the needs of customers, suppliers, and shareholders. By viewing the company as a supply chain, you'll be able to make decisions based on how they will affect every part of the chain.

Trade • 9781119677017 • Nov 2020 • Paper • 384pp • US\$29.95 • Previous ed: 9781119410195

PROPERTY & REAL ESTATE

Property Investment Appraisal

Property Investment Appraisal

4th Edition

Andrew Baum, Neil Crosby & Steven Devaney

The new edition remains a major critical work, outlining the limitations of property investment appraisal and valuation whilst still providing readers with enough practical application to help them undertake appraisals. The authors explain the process of property investment appraisal – estimating both the most likely selling price (market value) and the worth of property investments to individual or groups of investors (investment value). In a style that makes the theory as well as the practice of valuation accessible to students and practitioners, the authors provide a valuable critique of conventional valuation methods and argue for the adoption of more contemporary cash-flow methods.

Reference • 9781118399552 • Dec 2020 • Paper • 334pp • US\$75.00 • Previous ed: 9781405135559

SMALL BUSINESS & ENTREPRENEURSHIP

Catch of the Decade

Catch of the Decade

How to Launch, Build and Sell a Digital Business

Gabby Leibovich

In *Catch of the Decade*, two of Australia's most successful online superstars reveal how they've built, launched, merged, and sold some of the most disruptive businesses in Australia today: Catch, Scoopon, Menulog and Luxury Escapes. This book contains little-known secrets and strategies that will help you shorten your learning curve, avoid mistakes, and bring your business dream alive. The wisdom revealed in this book is hard won: brothers Gabby and Hezi Leibovich started with no money and no connections, turned their drawbacks into assets, and came out on top. You'll learn how they rode the waves of entrepreneurialism and worked their way up, ultimately creating Australia's most popular shopping site, Catch, and selling it for over one billion dollars.

Trade • 9780730388494 • Oct 2020 • Paper • 250pp • US\$20.00

Go Legal Yourself

Go Legal Yourself

Know the Legal Lifecycle of Your Business, 2nd Edition

Kelly Bagla

Knowing a business's legal lifecycle is key to running a successful business. This book provides a guide for business owners that explains the four phases of the legal lifecycle of their business and how to set it up for success from day one. This book is written in a way that answers frequently asked questions by business owners. By providing a legal perspective to those questions, the author hopes to put the business owner in a better position to understand their business and become more successful by doing so. Knowing a business's legal lifecycle is key to running a successful business and puts the owner at an advantage for less failure, more growth, and overall good business sense.

Trade • 9781119745549 • Dec 2020 • Cloth • 144pp • US\$TBA • Previous ed: 9780998946702

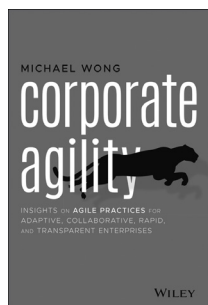
Launching and Building a Brand For Dummies

Launching and Building a Brand For Dummies

Amy Will

Now more than ever, customers care about the brands that are behind the products they're purchasing. *Building & Launching a Brand For Dummies* covers everything from how to create a strong brand DNA for your business, creating a successful launch strategy, and building and scaling your brand. The author pulls from her personal experience launching five companies over the last decade along with case studies from some of the strongest brands known today accompanied with advice from founders and branding experts. This is a must read if you are thinking of starting a business, looking to rebrand an existing one, or want to learn branding strategies to take a business to the next level.

Trade • 9781119748038 • Dec 2020 • Paper • 362pp • US\$26.95



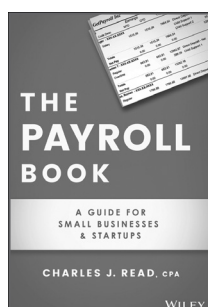
The Agile Approach To Strategic Execution

Michael Wong

The Agile Approach to Strategic Execution will become the how-to guide on adopting Agile by providing a comprehensive analysis on the different approaches to strategic execution. It will discuss the traditional approach that's currently being used and then dive into the new Agile approach that's proving to be much more effective and efficient leading to increased agility, collaboration and flexibility. It will explore why Agile has seen such a rapid rise and why all of this is happening now.

Written by Michael and based on years of his and his consultants' work at DayBlink, along with insight from other colleagues and several academics, *The Agile Approach to Strategic Execution* will feature a beautiful, highly visual, 4-color design that takes powerful strategic ideas and tools and makes them accessible and easy to implement. It will explain program management concepts from leading business thinkers, and help organizational leaders reinterpret them for their specific needs.

Trade • 9781119652267 • Sep 2020 • Paper • 240pp • US\$34.95



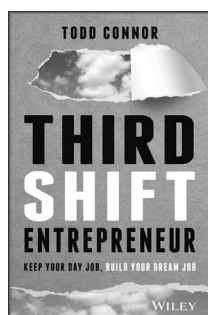
The Payroll Book

A Guide for Small Businesses and Startups

Charles Read

Most business owners find payroll to be complex and confusing. They don't have internal resources such as an HR department or payroll specialists to handle payroll and they can't afford to fully outsource this essential function of their business. This book is designed to demystify payroll and help readers understand exactly what they need to do to get payroll right, answering key questions and providing specific, real-world guidance on the most important payroll topics.

Trade • 9781119704430 • Jul 2020 • Paper • 320pp • US\$29.95



Third Shift Entrepreneur

Keep Your Day Job, Build Your Dream Job

Todd Connor

Matt Carney is 39, married, "successfully" employed, but unhappy. He has an ambition to do more, to be more. His ambition is catalyzed when through a chance interaction with a Lyft driver on the way to the airport he learns about, and is invited into, an underground mastermind group of so-called 3rd Shift Entrepreneurs. Within this lively and supportive community of diverse characters, Matt learns how six people are making their dreams a reality through the surprising twists and turns of applying sometimes counter-intuitive strategies, and in turn does the same himself.

Every job comes with its fair share of responsibilities. Sometimes they feel overwhelming. For many, the idea of starting their own business is often dismissed because the reality of working one job while building a new business is far too stressful. *Third Shift Entrepreneur* teaches readers a series of strategies to help them balance working the job they need while starting the business they've dreamed about.

Trade • 9781119708360 • Sep 2020 • Cloth • 56pp • US\$24.95

TRAINING & HUMAN RESOURCE DEVELOPMENT

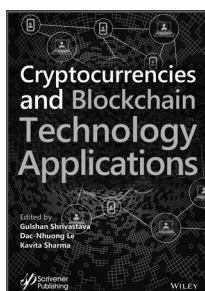
Virtual Facilitation

Virtual Facilitation*Henrik Horn Andersen, Iben Nelson & Kare Ronex*

The covid-19 crisis accelerated virtual collaboration exponentially, creating an instant need for virtual facilitation skills. People and organizations have started on this journey, but do not yet have the experience and competencies to use this medium for effective and energetic collaboration. *Virtual Facilitation* will show you how to have successful virtual events, virtual meetings, virtual workshops and training. Packed full of tips, insights and real case studies, the author's practical approach to virtual facilitation will show you how to effectively learn the skills needed to succeed.

Trade • 9781119765318 • Oct 2020 • Cloth • 214pp • US\$24.95

FINANCIAL ECONOMICS

**Cryptocurrencies and Blockchain Technology Applications***Gulshan Shrivastava, Dac-Nhuong Le & Kavita Sharma*

Blockchain is an eccentric technology, but at the same time, the least understood and most disruptive technology of the day. This book covers the latest technologies of cryptocurrencies and blockchain technology and their applications. This book discusses the blockchain and cryptocurrencies related issues and also explains how to provide the security differently through an algorithm, framework, approaches, techniques and mechanisms. A comprehensive understanding of what blockchain is and how it works, as well as insights into how it will affect the future of your organization and industry as a whole and how to integrate blockchain technology into your business strategy. In addition, the book explores the blockchain and its with other technologies like Internet of Things, big data and artificial intelligence, etc.

Reference • 9781119621164 • May 2020 • Cloth • 336pp • US\$194.95 • Print-on-demand

GENERAL & INTRODUCTORY ECONOMICS

The Inflation Myth and the Wonderful World of Deflation

The Inflation Myth and the Wonderful World of Deflation*Mark Mobius*

What if everything you've learned about inflation is wrong? *The Inflation Myth and the Wonderful World of Deflation* illustrates our rapidly changing world where constant technological innovation leads to cheaper and better products. These changes are no longer reflected in the ways we measure inflation. Renowned investor and author Mark Mobius persuasively argues that what we believe to know about inflation today does not reflect the reality any longer. It is a myth, a legend, a fable, and, yes, a falsehood for a number of reasons. Written in a conversational tone, the book is divided in short illustrative anecdotes, which makes it very readable and entertaining, and Mark lays out a provocative insight into the history of monetary appreciation and depreciation, showing the goals of using and manipulating government and central bank statistics and how we can see through it.

Trade • 9781119741428 • Oct 2020 • Cloth • 176pp • US\$24.95

INTERNATIONAL ECONOMICS & TRADE

China's Data Economy

China's Data Economy

How its Innovation Power is Shaping the Future of AI, Media, and the Global Order

Winston Ma

This timely follow up to *China's Mobile Economy – Opportunities in the Largest and Fastest Information Consumption Boom* provides insights into the second phase of China's digital economy. After rapid economic expansion led by consumers, Chinese companies are actively embracing the potential of new technologies – the Internet of Things, artificial intelligence (AI), blockchain, cloud computing, and data analytics (iABCD) – to unlock value from nontraditional and improve their productivity. The Chinese government's plan to become an AI superpower is probably the first in the world and is by far the most ambitious move in reaction to AI and the Fourth Industrial Revolution. *China's Data Economy* will analyze China's digital transformation in recent years and assess the value creation through digitization of industries.

Trade • 9781119748915 • Dec 2020 • Paper • 288pp • US\$29.95

The Global Reset

The Global Reset**The Case for Stakeholder Capitalism***Klaus Schwab*

The way we live today, represents a major betrayal of the next generation. Only if societies bond together, and make a new social contract with shared responsibility, will we be able to reach better outcomes. Gather deep insights into the global economy from Professor Klaus Schwab – founder and Executive Chairman of the World Economic Forum (Davos), and one of the most recognizable thought leaders in economics in the world – and his focus on inequality, market power, exploitation of natural resources, laissez faire governments, globalization and the rise of technology. *The Global Reset* addresses these problems on all stakeholders in the global economy – rich and poor, vested and disenfranchised, engaged or searching. The goal: to provide solutions, piece by piece, stakeholder by stakeholder, country by country, world citizen by world citizen.

Trade • 9781119756132 • Dec 2020 • Cloth • 256pp • US\$24.95

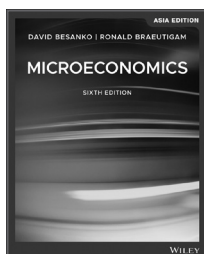
The Hunt for Unicorns

The Hunt for Unicorns**How Sovereign Funds Are Reshaping Investment in the Digital Economy***Winston Ma & Paul Downs*

The Hunt for Unicorns: How Sovereign Funds Are Reshaping Investment in the Digital Economy presents a comprehensive analysis of the varied investment considerations, strategic motives, governance traits and regulatory challenges of sovereign investors – the so-called Trillion Dollar Club – as the salient global players of new capitalism. This new group of asset owners is driving the business of asset management to a new frontier and is also taking innovative steps to make the most of their capital scale and long-time horizons, finding new ways to attract talent, to collaborate, and to build greater alignment with the users of capital while simultaneously dealing with heightened scrutiny and pushback – especially in the tech and data industries – from investee country regulators, politicians and interest groups. They are changing the rules of capital markets and consequently, the rising digital economy – as we know it.

Trade • 9781119746607 • Oct 2020 • Paper • 288pp • US\$39.95

MICROECONOMICS

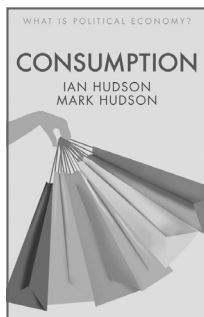
**Microeconomics****6th Edition, Asia Edition***David Besanko & Ronald Braeutigam*

Microeconomics is a classroom-tested resource for learning the key concepts, essential tools, and applications of microeconomics. This leading textbook enables students to recognize and analyze significant data, patterns, and trends in real markets through its integrated, student-friendly approach to the subject – providing practice problems, hands-on exercises, illustrative examples, and engaging applications that ground theory firmly in the real world. Now in its sixth edition, the text offers extensive new and revised content throughout. All applications reflect current data and important new developments in the field of economics, including behavioral economics, randomized controlled trials (RCTs) in policy evaluation and design, and computational-based microeconomics.

Textbook • 9781119666226 • May 2020 • Paper • 856pp • US\$242.95



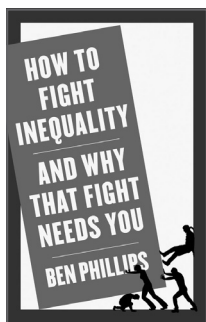
POLITICAL ECONOMICS

**Consumption***Ian Hudson & Mark Hudson*

In this new book, Ian and Mark Hudson critically examine how consumption has been understood in economic theory before analysing its centrality to our social lives and its crucial function in contemporary capitalism. They also outline the consequences it has for people and nature, consequences routinely made invisible in the shopping mall or online catalogue. In an accessible style, the book shows how patterns of consumption are influenced by cultures, individual preferences, expressions of group membership, and identity formation. However, hovering behind and powering these determinants is the unavoidable need within capitalism to realize profit, without which our globalizing economic system grinds to a halt.

Reference • 9781509535378 • Nov 2020 • Cloth • 190pp • US\$59.95

Reference • 9781509535385 • Nov 2020 • Paper • 190pp • US\$19.95



How to Fight Inequality And Why That Fight Needs You

Ben Phillips

Inequality is the crisis of our time. The growing gap between a few at the top and the rest of society damages us all. No longer able to deny the crisis, every government in the world is now pledged to fix it – and yet it keeps on getting worse. In this book, international anti-inequality campaigner Ben Phillips shows why winning the debate is not enough: we have to win the fight. Drawing on his insider experience, and his personal exchanges with the real-life heroes of successful movements, he shows how the battle against inequality has been won before, and he shares a practical plan for defeating inequality again. He sets a route map for us to overcome deference, build our collective power, and create a new story.

Trade • 9781509543083 • Sep 2020 • Cloth • 150pp • US\$59.95

Trade • 9781509543090 • Sep 2020 • Paper • 150pp • US\$19.95

Is Austerity Gendered?

Is Austerity Gendered?

Diane Perrons

Austerity has dominated the policy agenda for the past decade. Governments responded to the sovereign debt crisis created by the 2008 financial crash by slashing public expenditure. These cutbacks have had devastating effects on people's lives and well-being – and some groups have suffered more than others. In this incisive analysis, Diane Perrons shows that the dynamics of austerity have played out in highly gendered ways: budget cuts have been overwhelmingly aimed at services that support women. She shows how the gender aspects of this economic and social catastrophe have intersected with a range of other factors, ranging from social class, race, and ethnicity, to citizenship status, dis(ability) and geographical location. This has made the experience of austerity very different for different groups – and highly unjust. She goes on to critique the justifications for austerity policies and ask whether there are compelling alternatives.

Reference • 9781509526956 • Nov 2020 • Cloth • 140pp • US\$45.00

Reference • 9781509526963 • Nov 2020 • Paper • 140pp • US\$12.95

Migration Beyond Capitalism

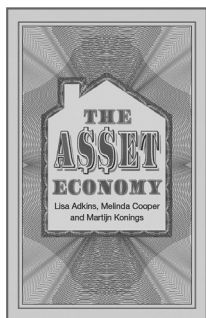
Migration Beyond Capitalism

Hannah Cross

Harshly exploited migrant labour plays a fundamental role in the political economy of contemporary capitalism. The abstract and utopian theorising of many liberals and leftists on the migration question often ignores or downplays patterns of displacement and brutal class dynamics, which divide and weaken working people while empowering the ruling class. In this important new book, Hannah Cross provides a sober analysis of the class antagonisms of migration in the context of the nation, social democracy, and the racialized ordering of the world. Bringing Marxist methodology and strategy to a careful analysis of existing emancipatory movements, she sets out the programmes and approaches that are needed to promote global worker solidarity and create a future in which cheap labour is no longer a mainstay of wealthy economies. This focus on the labouring classes allows her to identify some important new directions for migration in a world beyond capitalism, exploitation and injustice.

Reference • 9781509535941 • Nov 2020 • Cloth • 210pp • US\$69.95

Reference • 9781509535958 • Nov 2020 • Paper • 210pp • US\$26.95



The Asset Economy

Lisa Adkins, Melinda Cooper & Martijn Konings

In this timely book, the authors argue that the rise of the asset economy has produced a new logic of inequality. Several decades of property inflation have seen asset ownership overshadow employment as a determinant of class position. Exploring the impact of generational dynamics in this new class landscape, the book advances an original perspective on a range of phenomena that are widely debated but poorly understood – including the growth of wealth inequalities and precarity, the dynamics of urban property inflation, changes in fiscal and monetary policy and the predicament of the “millennial” generation. Despite widespread awareness of the harmful effects of Quantitative Easing and similar asset-supporting measures, we appear to have entered an era of policy “lock-in” that is responsible for a growing disconnect between popular expectations and institutional priorities. The resulting polarization underlies many of the volatile dynamics and rapidly shifting alliances that dominate today's headlines.

Trade • 9781509543465 • Sep 2020 • Paper • 176pp • US\$16.95

Trade • 9781509543458 • Sep 2020 • Cloth • 176pp • US\$54.95

The Case for a Four Day Week

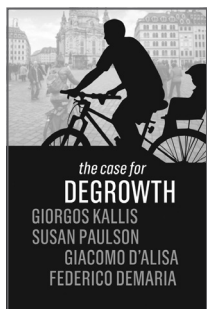
The Case for a Four Day Week

Anna Coote, Aidan Harper & Alfie Stirling

Not so long ago, people thought that a ten-hour, six-day week was normal. Now, we assume that the eight-hour, five-day week represents a natural equilibrium of work and play. Will that soon be history too? In this new book, three leading experts argue why it should be. They map out a pragmatic pathway to a four-day week that safeguards earnings for the lower-paid and keeps the economy flourishing. They argue that this radical vision will give workers time to be better parents and carers, allow men and women to share paid and unpaid work more equally, and help to save jobs – and create new ones – in the age of automation. Not only that, but it will help to combat the stress and illness caused by overwork, as well as helping the environment and allowing us cut down on the kind of wasteful ‘convenience’ shopping that we all do when we’re in a rush.

Trade • 9781509539642 • Dec 2020 • Cloth • 140pp • US\$45.00

Trade • 9781509539659 • Dec 2020 • Paper • 140pp • US\$12.95



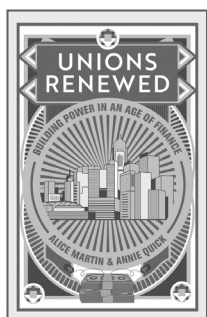
The Case for Degrowth

Giorgos Kallis, Susan Paulson, Giacomo D'Alisa & Federico Demaria

The relentless pursuit of economic growth is the defining characteristic of contemporary societies. Yet it benefits few and demands monstrous social and ecological sacrifice. Is there a viable alternative? How can we halt the endless quest to grow global production and consumption and instead secure socio-ecological conditions that support lives worth living for all? In this compelling book, leading experts Giorgos Kallis, Susan Paulson, Giacomo D'Alisa and Federico Demaria make the case for degrowth – living well with less, by living differently, prioritizing wellbeing, equity and sustainability. Drawing on emerging initiatives and enduring traditions around the world, they advance a radical degrowth vision and outline policies to shape work and care, income and investment that avoid exploitative and unsustainable practices. Degrowth, they argue, can be achieved through transformative strategies that allow societies to slow down by design, not disaster.

Trade • 9781509535620 • Sep 2020 • Cloth • 140pp • US\$45.00

Trade • 9781509535637 • Sep 2020 • Paper • 140pp • US\$12.95



Unions Renewed

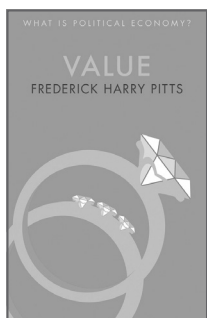
Building Power in an Age of Finance

Alice Martin & Annie Quick

In this new book, Martin and Quick argue that unions will be more essential than ever in the 21st century, particularly when faced with exploitative financial engineering that is increasingly alienating the power of organised workers. However, unions cannot survive in their current state of decline; instead, they must radically rethink their role and expand their ambitions beyond the familiar scene of wage bargaining to encompass worker ownership, economic democracy, and strikes outside of the workplace.

Trade • 9781509539116 • Nov 2020 • Cloth • 140pp • US\$59.95

Trade • 9781509539123 • Nov 2020 • Paper • 140pp • US\$19.95



Value

Frederick Harry Pitts

Value seems like an elusive and abstract concept. Nonetheless, a notion of value underpins much of how we all understand our lives, from politicians talking about whether public spending represents “value for money” to the instinctive daily calculations we make about whether our everyday purchases are “worth it”. So what is value, and where does it come from? In this new book, Frederick Harry Pitts charts the past, present and future of value within and beyond capitalist society, critically engaging with key concepts from classical and neoclassical political economy. Interrogating the processes and practices that attribute value to objects and activities, he considers debates over whether value lies within commodities or in their exchange, the politics of different theories of value, and whether we can measure value in a knowledge-based economy.

Reference • 9781509535651 • Nov 2020 • Cloth • 190pp • US\$59.95

Reference • 9781509535668 • Nov 2020 • Paper • 190pp • US\$19.95



Big Data Science in Finance

Irene Aldridge & Marco Avellaneda

Data science has fundamentally changed Wall Street—applied mathematics and software code are increasingly driving finance and investment-decision tools. *Big Data Science in Finance* examines the mathematics, theory, and practical use of the revolutionary techniques that are transforming the industry. Designed for mathematically-advanced students and discerning financial practitioners alike, this energizing book presents new, cutting-edge content based on world-class research taught in the leading Financial Mathematics and Engineering programs in the world. Marco Avellaneda, a leader in quantitative finance, and quantitative methodology author Irene Aldridge help readers harness the power of Big Data. Comprehensive in scope, this book offers in-depth instruction on how to separate signal from noise, how to deal with missing data values, and how to utilize Big Data techniques in decision-making. Key topics include data clustering, data storage optimization, Big Data dynamics, Monte Carlo methods and their applications in Big Data analysis, and more.

Trade • 9781119602989 • Nov 2020 • Cloth • 400pp • US\$124.95



Crypto Asset Investing

The Complete Handbook to Building Wealth in the Next Digital Revolution

John Kelly Ryan

Crypto Asset Investing is the indispensable handbook showing new and experienced investors how to prosper in the bitcoin and cryptocurrency markets through established financial strategies including hedging and asset allocation. The book gives any investor the rules of the road for exploring bitcoin investing with controlled risk. It explains the economics and debt cycles that make bitcoin and other crypto assets smarter, more foundational long-term plays than investors understand.

Trade • 9781119705369 • Dec 2020 • Cloth • 384pp • US\$39.95



Curt Verschoor on Ethics

Timely Columns from Strategic Finance Magazine

Belverd E. Needles, Jr. & Curtis C. Verschoor

Curt Verschoor On Ethics is a compilation of the best business ethics columns that will continue for years forward to be of lasting educational value. In a company setting, the columns can function as the basis for discussion on proper business ethics. In academia, the columns can serve as assigned readings over significant ethics events and issues.

Trade • 9780996729390 • Jun 2020 • Paper • 96pp • US\$19.95



Digital Finance

Security Tokens and Unlocking the Real Potential of Blockchain

Baxter Hines

In *Digital Finance: Security Tokens and Unlocking the Real Potential Blockchain*, readers will realize why security tokens are creating huge excitement in the financial industry. By combining the latest in technology and the potential for automated world-class investor protections, regulatory compliance and customer service, security tokens offer a plethora of benefits that will drive cost reductions, enhance flexibility and open up opportunities for new business models and revenue streams. *Digital Finance* thoroughly examines how this powerful technology can overhaul our current financial infrastructure in a way that will increase efficiency, transparency, and security.

Trade • 9781119756309 • Oct 2020 • Cloth • 256pp • US\$29.95

Empowered by Data

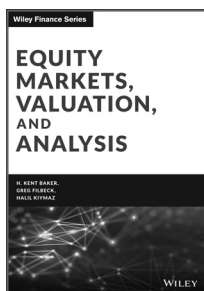
Empowered by Data

How to Build Inspired Analytics Communities

Eva Murray

How to Build a Data Community shows readers how to create analytics and data communities within their organizations. Celebrated author Eva Murray relies on intuitive and practical advice structured as step-by-step guidance to demonstrate the creation of new data communities. *How to Build a Data Community* uses concrete insights gleaned from real-world case studies to describe, in full detail, all the critical components of a data community. Perfect for analytics professionals who are responsible for making policy-level decisions about data in their firms, the book is also a must-have for data practitioners and consultants who wish to make positive changes in the organizations with which they work.

Trade • 9781119705659 • Oct 2020 • Paper • 196pp • US\$34.95



Equity Markets, Valuation, and Analysis

H. Kent Baker, Greg Filbeck & Halil Kiyimaz

Equity Markets, Valuation, and Analysis brings together many of the leading practitioner and academic voices in finance to produce a comprehensive and empirical examination of equity markets. Masterfully written and edited by experts in the field, *Equity Markets, Valuation, and Analysis* introduces the basic concepts and applications that govern the area before moving on to increasingly intricate treatments of sub-fields and market trends. This book balances its comprehensive discussion of the empirical foundations of equity markets with the perspectives of financial experts. It is ideal for professional investors, financial analysts, and undergraduate and graduate students in finance.

Trade • 9781119632931 • Aug 2020 • Cloth • 448pp • US\$94.95

Geopolitical Alpha

Geopolitical Alpha

An Investment Framework for Predicting the Future

Marko Papic

Geopolitical Alpha – An Investment Framework for Predicting the Future provides readers with an original and compelling approach to forecasting the future and beating the markets while doing so. Persuasively written by author, investment strategist, and geopolitical analyst Marko Papic, the book applies a novel framework for making sense of the cacophony of geopolitical risks with the eye towards generating investment-relevant insights. *Geopolitical Alpha* posits that investors should ignore the media-hyped narratives, insights from “smoke-filled rooms,” and most of their political consultants and, instead, focus exclusively on the measurable, material constraints facing policymakers. In the tug-of-war between policymaker preferences and their constraints, the latter always win out in the end. Papic uses a wealth of examples from the past decade to illustrate how one can use his constraint-framework to generate Geopolitical Alpha.

Trade • 9781119740216 • Sep 2020 • Cloth • 256pp • US\$29.95



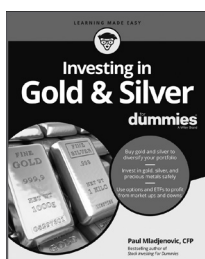
Investing in Cannabis

The Next Great Investment Opportunity

Dan Ahrens

Readers will learn how to invest in and profit from cannabis and will get educated on investing in general. Readers will learn cannabis public stocks vs. private investments; individual public stocks vs. cannabis focused mutual funds, and exchange traded funds; Canada vs. U.S. and other parts of the world; and the differences between CBD / hemp companies, cannabis oil extraction, cannabis cultivation / agriculture companies for medical and recreational use, biotech / pharmaceutical companies working with cannabinoids for potential FDA-approved drugs – all areas of cannabis investing. Author will provide good lists and data – public stocks and their sizes, worldwide and state by state status and approvals – medical, recreational, CBD, etc.

Trade • 9781119691013 • Oct 2020 • Cloth • 256pp • US\$29.95

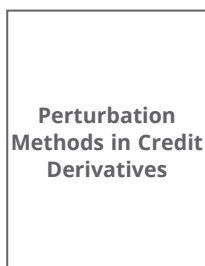


Investing in Gold and Silver For Dummies

Paul Mladjenovic

Investing in Gold & Silver For Dummies helps readers receive a clear and thorough introduction to investing in gold and silver. It includes information on the different types of metals, how to add them to your portfolio, the risks and rewards in investing in metals, the different ways to purchase and trade metal, and investing plans and strategies.

Trade • 9781119723998 • Nov 2020 • Paper • 360pp • US\$26.95



Perturbation Methods in Credit Derivatives

Strategies for Efficient Risk Management

Colin Turfus

Perturbation Methods in Credit Derivatives: Strategies for Efficient Risk Management details a new approach based on perturbation analysis to pricing credit-contingent financial instruments. Simple analytic formulae are deduced for prices of single-name credit derivatives such as credit default swaps and swaptions and hybrid products involving equities, inflation indices and/or FX and interest rates. As a byproduct, accurate analytic formulae are derived for vanilla interest rate options without simplifying assumptions such as constant coefficients, short times to maturity and/or fast/slow volatility evolution. The method is also applicable to CVA/DVA calculations and contingent CDS pricing. It is shown how the techniques proposed facilitate the efficient calculation of model risk and market risk, in particular reducing the computational burden associated with the stress testing increasingly required for regulatory purposes.

Trade • 9781119609612 • Dec 2020 • Cloth • 240pp • US\$80.00



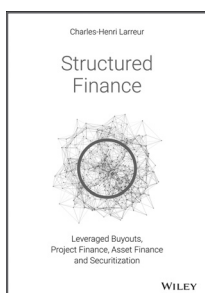
Restructuring the Hold

Optimizing Private Equity and Portfolio Company Partnerships

Thomas Anderson & Mark G. Habner

Private equity represents a productive and fast-growing asset class—building businesses, creating jobs, and providing unlimited opportunity for investors and management teams alike, particularly if they know how to work together in candid and effective partnerships. *Restructuring the Hold* demonstrates how investors and managers can best work together to optimize company performance and the associated rewards and opportunities for everyone, not just the investors. Through brief references to the parable of the Gramm Company, a middle market portfolio company, readers will follow the disappointments and triumphs of a management team experiencing their first hold period under private equity ownership, from the day they get purchased through the day they get sold. *Restructuring the Hold* provides the reader both general knowledge and more detailed better practices and frameworks relating to specific time periods during the hold.

Trade • 9781119635185 • Nov 2020 • Cloth • 352pp • US\$39.95



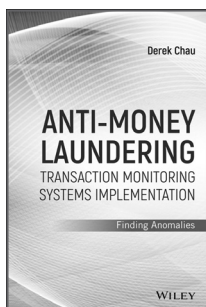
Structured Finance LBOs, Project Finance, Asset Finance and Securitization

Charles-Henri Larreur

Structured Finance offers a robust core text for undergraduate students in business, economics, management, and finance. Going beyond securitisation to cover all aspects of structured finance and the various types of transactions within, this book offers a comprehensive introduction to non-recourse financial techniques and asset-based lending. Detailed explanations of the main techniques used today include leveraged buyouts, project finance, asset finance and securitisation provide high-level comparison of the similarities and differences between each. Discussion of the history of structured finance reveals how and why it was initially created – and why it has been successful for the last 40 years, while the global context of each transaction is explored and dissected for a more complete understanding. Instruments within each type of transaction are examined in detail, including Credit Default Swaps and Credit Linked Notes, and a presentation on the Basel Accords provides regulatory context for implementation.

Trade • 9781119371106 • Dec 2020 • Paper • 350pp • US\$50.00





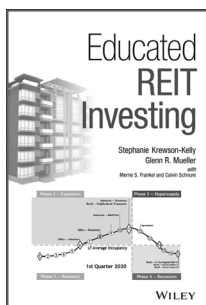
Anti-Money Laundering Transaction Monitoring Systems Implementation

Finding Anomalies

Derek Chau

Anti-Money Laundering Transaction Monitoring Systems Implementation provides comprehensive guidance for bank compliance and IT personnel tasked with implementing AML transaction monitoring. Written by an authority on data integration and anti-money laundering technology, this book offers both high-level discussion of transaction monitoring concepts and direct clarification of practical implementation techniques. All transaction monitoring scenarios are composed of a few common elements, and a deep understanding of these elements is the critical factor in achieving your goal; without delving into actual code, this guide provides actionable information suitable for any AML platform or solution to help you implement effective strategies and ensure regulatory compliance for your organization.

Trade • 9781119381808 • Nov 2020 • Cloth • 320pp • US\$49.95



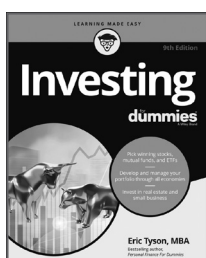
Educated REIT Investing

The Intelligent REIT Investor Guide

Stephanie Krewson-Kelly

Educated REIT Investing, 1st Edition, is the ultimate resource for investors, financial advisors, and students interested in learning how to invest in real estate investment trusts (REITs)—one of the only asset classes to significantly outperform the S&P 500 Index over the last 25 years. Written by Stephanie Krewson-Kelly and Glenn R. Mueller, PhD., both accomplished REIT authors and investors with six decades of accumulated industry experience between them, *Educated REIT Investing* provides all the basics and history, then blends pragmatic strategies and advice with a thorough exploration of the fundamentals and nuances of the REIT industry.

Trade • 9781119708698 • Aug 2020 • Cloth • 256pp • US\$29.95 • Previous ed: 9781119252719



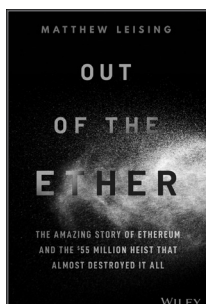
Investing For Dummies

9th Edition

Eric Tyson

This new edition of *Investing For Dummies* provides a slow-and-steady-wins-the-race message and helps readers overcome the fear and anxiety associated with recent economic events, from men and women who are beginning to develop an investing plan or want to strengthen their existing investment portfolios, and employees making decisions regarding investing in their company's 401(k) plans or who need to roll them over when changing jobs to young adults who want to begin saving and investing as they land their first jobs, and baby-boomers seeking to shore up their nest eggs prior to retirement.

Trade • 9781119716495 • Nov 2020 • Paper • 456pp • US\$24.95 • Previous ed: 9781119320692



Out of the Ether

The Amazing Story of Ethereum and How a \$55 Million Heist Almost Destroyed It All

Matthew Leising

In 2016, \$55 million was stolen as computer programmers all around the world sat at their screens watching helplessly. It was one of the largest digital heists in history. This daring theft played out in the world of blockchain, the technological breakthrough that enabled Bitcoin to go from an idea in 2008 to a \$130 billion digital currency today. *Out of the Ether* takes an in-depth look at the most prominent successor to Bitcoin, a radically improved type of computer software invented by 19-year-old genius Vitalik Buterin. Known as Ethereum, its shaky beginnings allowed for the incredible hack that led to the \$55 million heist. It's a real-life cryptocurrency thriller that's sure to capture your imagination, whether you're an investor, investment professional, or simply interested in learning more about blockchain innovation and cryptocurrencies.

Trade • 9781119602934 • Sep 2020 • Cloth • 256pp • US\$24.95



Real Estate Investment and Finance

Real Estate Investment and Finance

Strategies, Structures, Key Decisions, 2nd Edition

David Hartzell & Andrew E. Baum

In the years since the text's first publication, conditions in global real estate markets have changed considerably following the financial crisis of 2008-2009. Real estate asset prices have increased past pre-crisis levels, signalling a general market recovery. Previously scarce debt and equity capital is now abundant, while many institutions once averse to acquiring property are re-entering the markets. The latest edition – extensively revised and updated to address current market trends and practices as well as reflect feedback from instructors and students – features new content on real estate development, improved practical examples, expanded case studies and more. Written by internationally-recognised experts in capital management and institutional property investing strategies, *Real Estate Investment, Second Edition: Strategies, Structures, Decisions* is an indispensable textbook for instructors and students of real estate fund management, investment management and investment banking, as well as a valuable reference text for analysts, researchers, investment managers, investment bankers and asset managers.

Trade • 9781119526094 • Oct 2020 • Cloth • 600pp • US\$64.00 • Previous ed: 9781444335286

The Business of Venture Capital

The Business of Venture Capital

The Art of Raising a Fund, Structuring Investments, Portfolio Management, and Exits, + Website, 3rd Edition

Mahendra Ramsinghani

Since its initial publication, *The Business of Venture Capital* has been hailed as the definitive, most comprehensive book on the subject. Now in its third edition, this market-leading text explains the multiple facets of the business of venture capital, from raising venture funds, to structuring investments, to generating consistent returns, to evaluating exit strategies. Author and VC Mahendra Ramsinghani who has invested in startups and venture funds for over a decade, offers best practices from experts on the front lines of this business. This fully-updated edition includes fresh perspectives on the Softbank effect, career paths for young professionals, case studies and cultural disasters, investment models, epic failures, and more. Readers are guided through each stage of the VC process, supported by a companion website containing tools such as the LP-GP Fund Due Diligence Checklist, the Investment Due Diligence Checklist, an Investment Summary format, and links to white papers and other industry guidelines.

Trade • 9781119639688 • Nov 2020 • Cloth • 448pp • US\$94.95 • Previous ed: 9781118752197

INSTITUTIONAL & CORPORATE FINANCE

Fundamentals of Enterprise Risk Management

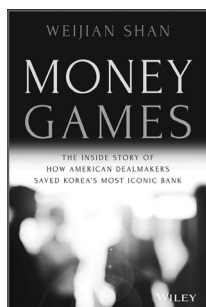
Fundamentals of Enterprise Risk Management

A First Principles Approach

Ali Samad-Khan

There have been many books written on enterprise risk management (ERM). But there has never been one like this. What makes this book unique is that it begins by identifying the key risk axioms and then based on this foundation it logically and comprehensively addresses virtually every unanswered question about ERM. Even though the book tackles many complex problems, it has been written for all audiences—from those who have no prior knowledge of risk management to seasoned risk professionals with years of formal training and experience in this field. All the important terms are clearly defined so that virtually anyone eager to learn the subject matter should be able to follow the discussions with ease. The book also includes several examples of risk management in practice, for example, how to estimate risk premiums and how to factor risk into ordinary day to day business decisions. A must-read for anyone interested in learning about ERM from the ground up.

Trade • 9781119755333 • Sep 2020 • Cloth • 224pp • US\$49.95



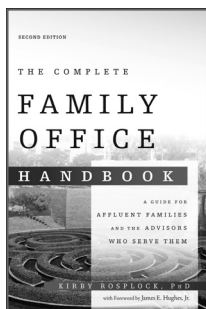
Money Games

The Inside Story of How American Dealmakers Saved Korea's Most Iconic Bank

Weijian Shan

Join author Weijian Shan as he helps orchestrate one of the most exciting financial deals in history. *Money Games: The Inside Story of How American Dealmakers Saved Korea's Most Iconic Bank* is a true insider's tale of one of the most successful private equity deals ever. In 1999, the U.S.-based Newbridge Capital became the first foreign firm to take control of a major Korean financial institution, a leading bank brought down by the Asian Financial Crisis. Full of twists and turns, setbacks and successes, *Money Games* is a blow-by-blow account of that deal, and the painstaking work it took to transform a troubled bank into a successful financial institution—and a massively profitable investment. Perfect for bankers, private equity professionals, financial analysts, businesspeople and investors, *Money Games* is a necessary addition to the bookshelf of anyone with an interest in high-stakes deal-making and compelling drama.

Trade • 9781119736981 • Sep 2020 • Cloth • 384pp • US\$29.95



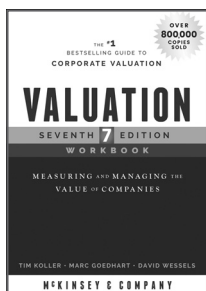
The Complete Family Office

A Guide for Affluent Families and the Advisors Who Serve Them, 2nd Edition

Kirby Rosplock

The Complete Family Office: A Guide for Affluent Families and the Advisors Who Serve Them, 2nd Edition represents the newest update to an essential series. This book prepares the members of wealthy families to collectively manage, sustain, and grow their wealth across multiple generations. It also assists professionals who advise families to better serve their needs. *The Complete Family Office Handbook* provides the most comprehensive, current research, practical guidance, and approaches from leading family offices from around the globe and illustrates, by way of practical case studies and examples, how families can effectively manage their wealth for the long term.

Trade • 9781119694007 • Nov 2020 • Cloth • 464pp • US\$84.95 • Previous ed: 9781118367308



Valuation Workbook

Step-by-Step Exercises and Tests to Help You Master Valuation, 7th Edition

McKinsey & Comp

Valuation Workbook, 7th Edition is the ideal companion to McKinsey's *Valuation*, helping you get a handle on difficult concepts and calculations before using them in the real world. This workbook reviews all things valuation, with chapter-by-chapter summaries and comprehensive questions and answers that allow you to test your knowledge and skills. Useful both in the classroom and for self-study, this must-have guide is essential for reviewing and applying the renowned McKinsey & Company approach to valuation and reinforces the major topics discussed in detail in the book. Fully updated to align with the latest edition of *Valuation*, this workbook is an invaluable learning tool for students and professionals alike and an essential part of the McKinsey Valuation suite.

Trade • 9781119611813 • Sep 2020 • Paper • TBA • US\$44.95 • Previous ed: 9781118873878



INVESTMENTS & SECURITIES



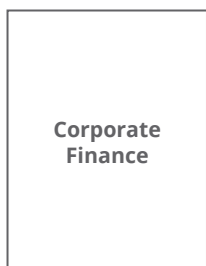
Alternative Investments

CAIA Level II, 4th Edition

CAIA Association

Alternative Investments CAIA Level II is the official study guide for the Chartered Alternative Investment Analyst professional examination, and an authoritative guide to working in the alternative investment sphere. Written by the makers of the exam – and updated to align with the latest exam and to reflect the current practices in the field – this book provides in-depth guidance through the entire exam agenda; the Level II strategies are the same as Level I, but this time you'll review them through the lens of risk management and portfolio optimisation. Topics include asset allocation and portfolio oversight, style analysis, risk management, alternative asset securitisation, secondary market creation, performance and style attribution and indexing and benchmarking, with clear organisation and a logical progression that allows you to customise your preparation focus.

Trade • 9781119651680 • Sep 2020 • Cloth • 1104pp • US\$TBA • Previous ed: 9781119016397



Corporate Finance

A Practical Approach, 3rd Edition

CFA Institute

In today's competitive business environment, companies must find innovative ways to enable rapid and sustainable growth not just to survive, but to thrive. *Corporate Finance* is designed to help financial analysts, executives, and investors achieve this goal with a practice-oriented distillation of the most important tools and concepts of corporate finance. Thoroughly updated, the Third Edition provides coverage of the most important issues surrounding modern corporate finance for the new global economy.

Trade • 9781119743767 • Sep 2020 • Paper • TBA • US\$109.95 • Previous ed: 9781118105375

Also available:

Corporate Finance: A Practical Approach, Workbook, 3rd Edition

Trade • 9781119743811 • Sep 2020 • Paper • TBA • US\$49.95 • Previous ed: 9781118111970

Economics for Investment Decision Makers

Economics for Investment Decision Makers

Micro, Macro, and International Economics, 2nd Edition

CFA Institute

Written by a distinguished academics and practitioners selected and guided by CFA Institute, the world's largest association of finance professionals, *Economics for Investment Decision Makers* is unique in presenting microeconomics and macroeconomics with relevance to investors and investment analysts constantly in mind. The selection of fundamental topics is comprehensive, while coverage of topics such as international trade, foreign exchange markets, and currency exchange rate forecasting reflects global perspectives of pressing investor importance.

Trade • 9781119743828 • Sep 2020 • Paper • TBA • US\$109.95 • Previous ed: 9781118416242

Also available:

Economics for Investment Decision Makers: Micro, Macro, and International Economics, Workbook, 2nd Edition

Trade • 9781119743743 • Sep 2020 • Paper • TBA • US\$49.95 • Previous ed: 9781118111963

Fixed Income Trading and Risk Management

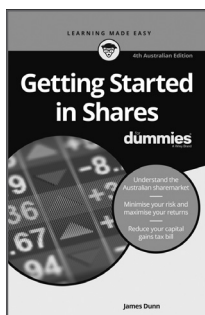
Fixed Income Trading and Risk Management

The Complete Guide

Alexander Düring

Fixed Income Trading and Risk Management is the complete guide to fixed income markets from the ground up. Written by a principal portfolio manager at the European Central Bank, this book dispenses with any preconceived notions of how a market should work, instead teaching several markets in parallel and from scratch, developing the commonalities and differences along the way. Beginning with an introduction to money, credit and monetary policy, the book goes on to cover cash instruments, inflation-linked debt, defaultable claims, derivatives, standard trading strategies, data analysis and risk management. *Fixed Income Trading and Risk Management* is essential reading for new starters in financial institutions and is a comprehensive reference for more experienced practitioners.

Trade • 9781119756330 • Dec 2020 • Cloth • 450pp • US\$70.00



Getting Started in Shares For Dummies

4th Australian Edition

James Dunn

If you've always wanted to invest in shares, but you've never known where to start, look no further! This new edition of *Getting Started in Shares For Dummies* reveals in plain English the investing secrets you need to know – how the market works, how the stock exchange operates, and what brokers really do. In no time, you'll find out how to pick the best shares and diversify your portfolio, minimise your risk and maximise your returns, and reduce your capital gains tax bill. Free of confusing jargon and packed with practical advice, this hands-on, friendly guide helps you get to grips with developing an investment strategy, assessing your risk, buying and selling shares, working with brokers, understanding taxes, and so much more. Plus, you'll even learn about ten great investors and their strategies – and ten things you should never, ever do.

Trade • 9780730385417 • Aug 2020 • Paper • 300pp • US\$23.00 • Previous ed: 9780730320623, 9780730320623

Global Handbook of Impact Investing

Global Handbook of Impact Investing

Solving Global Problems Via Smarter Capital Markets Towards A More Sustainable Society

Elsa De Morais Sarmento & R. Paul Herman

Discover how to invest your capital to achieve a powerful, lasting impact on the world. *The Global Handbook of Impact Investing: Solving Global Problems Via Smarter Capital Markets Towards A More Sustainable Society* is an insightful guide to the growing world-wide movement of Impact Investing. Impact investors seek to realize lasting, beneficial improvements in society by allocating capital to sources of impactful and sustainable profit. This Handbook is a how-to guide for institutional investors, including family offices, foundations, endowments, governments, and international organizations, as well as academics, students, and everyday investors globally. The Handbook's wide-ranging contributions from around the world make a powerful case for positive impact and profit to fund substantive, lasting solutions that solve critical problems across the world.

Trade • 9781119690641 • Dec 2020 • Cloth • 512pp • US\$49.95

Managing Investment Portfolios

Managing Investment Portfolios

A Dynamic Process, 4th Edition

CFA Institute

A team of financial experts and experienced contributors present this fully update information associated with this important discipline by examining everything from asset allocation strategies to risk management frameworks. Blending theory with practice, they skillfully outline the entire flow of the portfolio management process—from formulating an investment policy statement to portfolio construction, trade execution, and monitoring and rebalancing a portfolio. Throughout the text, special attention is paid to ensuring the evenness of subject matter, consistency of mathematical notation, and continuity of topic coverage that is so critical to the learning process.

Trade • 9781119743699 • Oct 2020 • Paper • TBA • US\$109.95 • Previous ed: 9780470080146

Also available:

Managing Investment Portfolios: A Dynamic Process, Workbook, 4th Edition

Trade • 9781119743750 • Oct 2020 • Paper • TBA • US\$49.95 • Previous ed: 9780470104934

Quantitative Investment Analysis

Quantitative Investment Analysis

4th Edition

CFA Institute

Quantitative Investment Analysis guides you through the use of statistics within the context of finance and investment. With equal focus on theoretical concepts and their practical applications, it offers features, such as learning outcome statements, that are targeted at helping you understand, retain, and apply the information you have learned. Throughout the text's chapters, you explore a wide range of topics, such as the time value of money, discounted cash flow applications, common probability distributions, sampling and estimation, hypothesis testing, and correlation and regression.

Trade • 9781119743620 • Aug 2020 • Cloth • 944pp • US\$109.95 • Previous ed: 9781119104223

Also available:

Quantitative Investment Analysis, Workbook, 4th Edition

Trade • 9781119743675 • Aug 2020 • Paper • TBA • US\$49.95 • Previous ed: 9781119104544

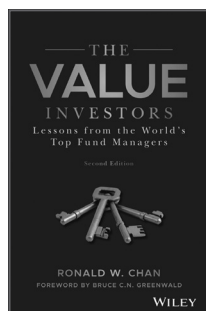
Systematic Investing in Credit

Systematic Investing in Credit

Lev Dynkin, Arik Ben Dor, Albert Desclee, Jay Hyman & Simon Polbennikov

Systematic investing in credit is an important topic for institutional investors. A leading team of researchers at Barclays drill down on the newest trends and opportunities in credit investing. *Systematic Investing in Credit* discusses on the empirical evidence that credit, as an asset class, has consistently outperformed a risk-matched combination of equities and Treasuries; the performance cost of these constraints and ways to exploit resulting inefficiencies to outperform indices; research on the performance implications of bond portfolio characteristics; the increasingly popular factor investing in credit; as well as the newest trend in credit investing – the applications of equity market data and methodologies in credit portfolio construction.

Trade • 9781119751281 • Nov 2020 • Cloth • 780pp • US\$94.95



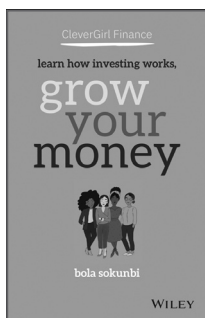
The Value Investors

Lessons from the World's Top Fund Managers, 2nd Edition

Ronald Chan

The second edition of *The Value Investors* presents a collection of investing legend profiles from around the world. This fascinating book shows you that value investing is a dynamic, constantly-changing strategy which, when properly implemented, can provide significant, sustainable benefits. Although the investors profiled come from a diverse range of geographic regions and socio-economic, cultural, and educational backgrounds, they share similar personality traits, temperaments, and investment philosophes. Thoroughly revised and expanded, the book provides relevant updates on the professional and personal experiences of the investors since the first edition's publication – including Teng Ngiek Lian of Target Asset Management, Shuhei Abe of SPARX Group, V-Nee Yeh and Dato' Seri Cheah Cheng Hye of Value Partners Group – as well as rising personalities and fund managers such as Álvaro Guzmán de Lázaro and Fernando Bernad Marrase. Author Ronald Chan, founder of Hong Kong-based investment management Chartwell Capital Limited, highlights how and why the value investors have consistently beaten the stock market through the years.

Trade • 9781119617068 • Nov 2020 • Cloth • 288pp • US\$34.95 • Previous ed: 9781118339299



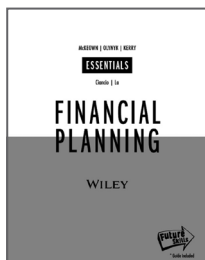
Clever Girl Finance

Learn How Investing Works, Grow Your Money

Bola Sokunbi

You are working so hard to earn your money, paying down debt and even saving. But your money is staring back at you in your bank account with no particular plan to grow. What gives? It's time to change things and put you on the path to getting your money to work for you. *Clever Girl Finance: Learn How Investing Works, Grow Your Money* is the leading guide for women who seek to learn the basic foundations of personal investing. In a no-nonsense and straightforward style, this book teaches readers exactly how investing works and what you should be doing – no fancy finance degree required; how to leverage investing to build long term wealth even on a modest salary; the key pitfalls to avoid in order to become a successful investor; how to build a nest egg and invest in your future, and more. With insights from real-world success stories from other “clever girl investors”, *Clever Girl Finance* teaches readers the irreplaceable value of investing for long-term financial gain, and the difference between making money and building wealth.

Trade • 9781119696735 • Sep 2020 • Paper • 224pp • US\$19.95



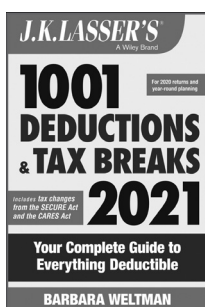
Financial Planning Essentials

3rd Edition

Warren McKeown, Mark Olynyk, Lisa Ciancio & Diem La

Offering all the essentials of financial planning for first year students, McKeown's *Financial Planning Essentials, 3rd Edition*, delivers concise, relatable, relevant and curriculum-aligned content carefully tailored for first year undergraduate students. With a focus on industry and ethics, the text gives students the transferable language they will continue to use in their working lives and includes thought-provoking activities for real-world application. This edition also features Wiley's *Future Skills Guide*, a unique tool which provides expert and practical advice on career preparedness making for more future-ready graduates. Available as a full colour printed textbook with an interactive eBook code included, this title enables students to master concepts and succeed in assessment by taking the roadblocks out of self-study, with features designed so you get the most out of learning.

Textbook • 9780730385738 • Sep 2020 • Paper • TBA • US\$54.95



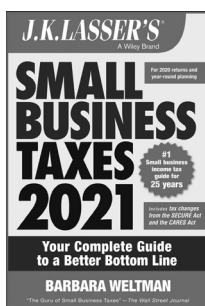
J.K. Lasser's 1001 Deductions and Tax Breaks 2021

Your Complete Guide to Everything Deductible

Barbara Weltman

J.K. Lasser's 1001 Deductions and Tax Breaks shows you just how much money you can save on your taxes—legally—simply by taking advantage of what's out there. Millions of Americans overpay their taxes by billions of dollars every year, because constantly evolving laws and regulations make keeping track of deductions and breaks next to impossible for the everyday taxpayer. This book helps you put a stop to overpayment so you can keep more of your hard-earned money. J.K. Lasser has compiled a complete list of *every possible deduction and credit* available to American taxpayers, and provides clear, easy-to-follow instructions for claiming what is rightfully yours. Fully updated to reflect the latest rulings and laws—including an e-supplement with the latest tax developments from the IRS and Congress—this book answers all of your “Can I claim...” questions with guidance from the nation's most trusted tax advisors.

Trade • 9781119740025 • Oct 2020 • Paper • 448pp • US\$22.95 • Previous ed: 9781119610694



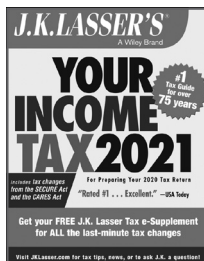
J.K. Lasser's Small Business Taxes 2021

Your Complete Guide to a Better Bottom Line

Barbara Weltman

J.K. Lasser's Small Business Taxes 2021 helps small business owners maximize their bottom line with straightforward, yet comprehensive guidance from the most trusted name in tax. Featuring a complete listing of all available business expense deductions, including dollar limits and record-keeping requirements, this book helps you quickly determine what kind of tax relief is available to you, and how to take it—all the way down to where to claim deductions on the forms themselves. Tax facts, strategies, and the latest up-to-date information help ensure that you don't miss out on money-saving opportunities, and sample forms and checklists help you get organized and submit a complete and proper filing.

Trade • 9781119740056 • Oct 2020 • Paper • 720pp • US\$22.95 • Previous ed: 9781119595175



J.K. Lasser's Your Income Tax 2021

For Preparing Your 2019 Tax Return

J.K. Lasser

Prepare your 2020 taxes with ease! *J.K. Lasser's Your Income Tax 2021: For Preparing Your 2020 Tax Return* is a bestselling tax reference that has been trusted by taxpayers for over seventy-five years. Updated to reflect the changes to the 2020 tax code, this authoritative text offers step-by-step instructions that guide you through the worksheets and forms you need to file your taxes according to the best tax strategy for your financial situation. Approachable yet comprehensive, this highly-regarded resource offers tax-saving advice on maximizing deductions and sheltering income, and provides hundreds of examples of how up to date tax laws apply to individual taxpayers. Additionally, special features inserted throughout the text highlight important concepts, such as new tax laws, IRS rulings, court decisions, filing pointers, and planning strategies.

Trade • 9781119742241 • Dec 2020 • Paper • 896pp • US\$24.95 • Previous ed: 9781119595014

Kickstart Your Corporation

Kickstart Your Corporation

The Incorporated Professional's Financial Planning Coach

Andrew Feindel

A good financial planner should acknowledge that they have absolutely no control of the markets. However, taxes are completely controllable, and corporation is a powerful tool that allows professionals to control their tax bill. *Kickstart Your Corporation* reads like an investment and financial planning guide to incorporation. Using a mix of personal observations, real-life examples, and strategy evaluations, this book guides the professional along their path to incorporation.

Trade • 9781119709138 • Oct 2020 • Cloth • 320pp • US\$29.95

Life-Centered Financial Planning

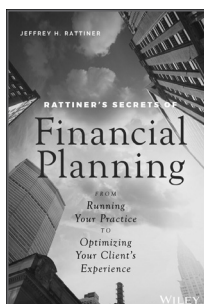
Life-Centered Financial Planning

How to Deliver Value That Will Never Be Undervalued

Mitch Anthony

Life-Centered Financial Planning: How to Deliver Value That Will Never Be Undervalued shows financial planners and advisors how to radically improve the service they provide to their clients by tying their decisions and strategies to their clients' life events, stages, and goals. Written by distinguished financial professionals Mitch Anthony and Paul Armson, *Life-Centered Financial Planning* provides readers with practical advice and concrete strategies to revolutionize their organization and client service by focusing on what matters most to clients, rather than maximizing assets under management or pushing products; understanding that a strong financial plan means more than simply accumulating as much money as possible; and building a business model that is good for everyone involved: the financial advisor, clients, and the organization.

Trade • 9781119709091 • Sep 2020 • Cloth • 256pp • US\$29.95



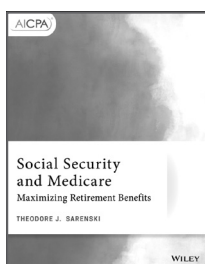
Rattiner's Secrets of Financial Planning

From Running Your Practice to Optimizing Your Client's Experience

Jeffrey Rattiner

Author Jeffrey H. Rattiner, a respected leader in Certified Financial Planning (CFP), shares real-world insights and expert advice from hundreds of top-level advisors in the financial planning industry. Readers gain firsthand knowledge of the challenges these successful planners have faced and how they continue to build their practices and reap success in a dynamic financial environment. This comprehensive resource includes templates based on what the best CFPs use in their practices for work programs, data quantification reports, asset allocation model portfolios, pro forma statements, and checklists for each technical financial planning discipline.

Trade • 9781119594277 • Sep 2020 • Cloth • 400pp • US\$59.95



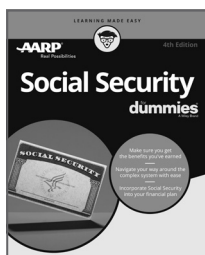
Social Security and Medicare

Maximizing Retirement Benefits

Theodore Sarenski

The long-term future of the American Social Security system which provides retirement, disability, and survivor benefits to millions, is uncertain. This is triggering big concerns for many workers who are paying into the system and need to make decisions about their retirement. This book features real-world situations around Social Security and Medicare to help financial professionals provide better advice to their clients on their personal financial plans.

Trade • 9781119737254 • Jun 2020 • Paper • 192pp • US\$97.95



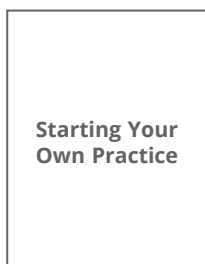
Social Security For Dummies

4th Edition

AARP

This new edition of the perennial bestseller will help you navigate the Social Security system and get the benefits you have earned. In one simple volume, it covers how to qualify, the best time to start accepting Social Security benefits, and important policy updates that affect you. Whether you're eligible for retirement, survivor, spousal, or disability benefits, this guide answers your questions and provides all the information you'll need.

Trade • 9781119689928 • Oct 2020 • Paper • 336pp • US\$24.95 • Previous ed: 9781119375739



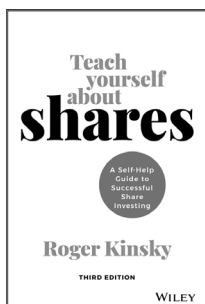
Starting Your Own Practice

The Independence Guide for Investment Advisors, Attorneys, CPAs and Other Professional Service Providers, 2nd Edition

Robert Fragasso

In the first edition of *Starting Your Own Practice*, Fragasso provided the blueprint for professionals looking to go into business for themselves, from the decision to break free to the formation process and then to managing the business that was created. *Starting Your Own Practice, Second Edition* will repeat and refine those steps, incorporating Fragasso's 15 additional years of practical experience and adding more depth on management considerations, transition to business maturity, and eventual profitable business succession. This second edition will also include alternative ideas on how to strike out on one's own, such as licensing of services and infrastructure to make the independence move quicker, easier to assimilate, and less costly.

Trade • 9781119723004 • Dec 2020 • Cloth • 240pp • US\$29.95 • Previous ed: 9780471733058



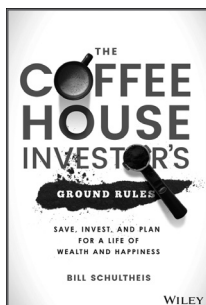
Teach Yourself About Shares

A Self-Help Guide to Successful Share Investing, 3rd Edition

Roger Kinsky

If you want to learn more about the share market but you're unsure where to begin, or if you are already a share investor but want to improve your profitability on the market, this is the book for you. In the 3rd edition of this comprehensive and trusted guide—updated for the latest investment regulations and innovations—respected author, instructor, and trader Roger Kinsky defuses the painful jargon and demystifies the complexities that hold many people back from getting into the market. Along the way, he shows you how to build up your investing expertise with practical examples and self test problems with supplied solutions that help you consolidate your learning and move onto your next step with confidence.

Trade • 9780730384946 • Jul 2020 • Paper • 416pp • US\$25.00 • Previous ed: 9781742168487



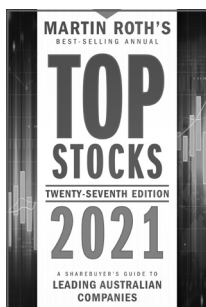
The Coffeehouse Investor's Ground Rules

Save, Invest, and Plan for a Life of Wealth and Happiness

Bill Schultheis

Building off the framework of Schultheis' *The Coffeehouse Investor* philosophy, *The Coffeehouse Investor's Ground Rules* will instill the common man and woman with the confidence to take control over their long-term financial goals and journey towards financial freedom in retirement. The book encourages readers to ignore stock market "rules" and "perfect portfolio" pursuits to focus on the only three essential components to long-term financial security: saving, investing, and planning.

Trade • 9781119717089 • Oct 2020 • Cloth • 256pp • US\$24.95

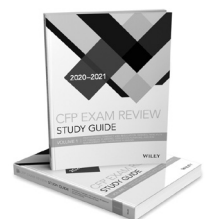


Top Stocks 2021

Martin Roth

"An investment in knowledge pays the best interest," said Benjamin Franklin—and this goes double for making investment decisions. In the 27th edition of his definitive bestseller, market expert Martin Roth gives you the essential knowledge and tried-and-tested techniques you need to grow your portfolio and profits. Invaluable for all skill levels—from novice to professional traders—you'll find the clear and objective information essential to make the right picks and get more for your money. Cutting through the noise and hype, Martin Roth shows you how to apply a selection of criteria and rigorous, repeatable analysis to form a clear picture of the best public companies—low-risk, long-term value—to buy into. You'll become an expert at looking beyond the share price and punditry to evaluate the best of the best of the Australian market using concrete factors like profitability, debt levels, and dividends.

Trade • 9780730385059 • Oct 2020 • Paper • 220pp • US\$21.00



Wiley Study Guide for 2020–2021 CFP Exam

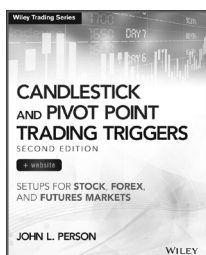
Complete Set

Wiley

Designed for candidates who want to cut through the complexities and get right to the detail. Our Study Guides cover every Learning Objective of the CFP curriculum and decodes the concepts you need to pass. This Wiley CFP Study Guide Complete Set has been fully updated for the 2020–2021 exam and written from a practitioner point of view, connecting interrelated topics to help you learn more efficiently. With hundreds of pages of critical knowledge, our Study Guides are proven to help candidates understand, retain, and master the CFP Curriculum.

Trade • 9781119722137 • May 2020 • Paper • TBA • US\$174.95 • Previous ed: 9781119661429

TRADING



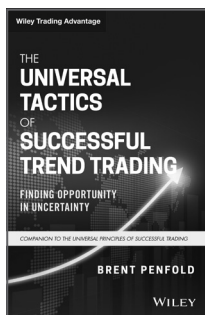
Candlestick and Pivot Point Trading Triggers

Setups for Stock, Forex, and Futures Markets, + Website, 2nd Edition

John Person

Candlestick and Pivot Point Trading Triggers +Website makes Pivot Point analysis relevant for today's market, with up-to-date data and new techniques that reflect the current trading environment. Tried-and-true tactics are modernized with new tools and approaches, and novel methodologies are introduced to help you make smarter trades while minimizing risk. Directional options strategies draw on analysis from Thinkorswim, TradeStation and Genesis Software, and are integrated with PPS Indicator and Persons Pivots. Quarterly pivots are introduced for long-term trading opportunities and option strategists, and leveraged and inverse-leveraged ETFs are brought into the detailed discussion on trading vehicles. Combined with the tools and resources featured on the companion website, this book gives you the tools and techniques you need to boost your portfolio's performance.

Trade • 9781119295532 • Sep 2020 • Paper • 336pp • US\$69.95 • Previous ed: 9780471980223



The Universal Tactics of Successful Trend Trading

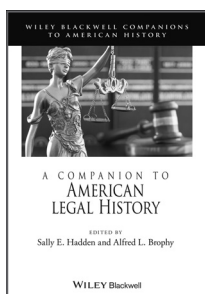
Finding Opportunity in Uncertainty

Brent Penfold

With a focus on methodology, *The Universal Tactics of Successful Trend Trading* begins by outlining how difficult it is for traders to succeed and discusses a number of key messages covering knowledge, risks, application and execution. It discusses the appeal of trend trading and why any trader should seriously consider it as a technique. It also offers an outline of why trends exist and the reasons why so many fail at it, and examines the different trend trading strategies to demonstrate the various techniques that exist and the importance of measuring strategy performance on a risk-adjusted basis. The book includes a toolkit that traders can use to help them in reviewing, developing and selecting strategies to trade, and concludes with an example of using the toolkit to develop a sensible and sustainable trading strategy.

Trade • 9781119734512 • Sep 2020 • Cloth • 272pp • US\$50.00

LAW SPECIAL TOPICS

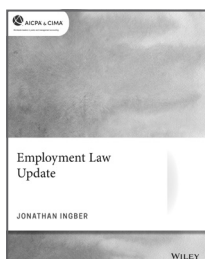


A Companion to American Legal History

Sally Hadden & Alfred L. Brophy

A Companion to American Legal History presents a compilation of the most recent writings from leading scholars on American legal history from the colonial era through the late twentieth century. Its essays treat the major time periods and themes broadly from race, gender, family, and labor through economics, jurisprudence, and crime. Contributors are leading scholars in this area, and each essay emphasizes recent research and new directions for future study.

Reference • 9781119711650 • Oct 2020 • Paper • 640pp • US\$56.00



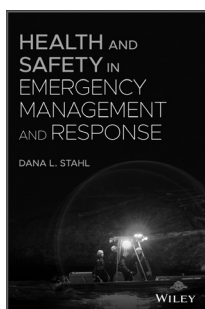
Employment Law Update

Jonathan Ingber

Protect clients' assets and shield their estates from increased taxation brought about by changing tax laws. This book can help you to understand the tax obligations of trusts and estates and how these obligations affect beneficiaries. It provides exercises and examples that reflect the calculation and allocation of taxable income and its presentation on the appropriate forms. In addition, you will also learn how to prepare federal Form 1041, US Income Tax Return for Estates and Trusts.

Trade • 9781119763819 • Aug 2020 • Paper • 119pp • US\$107.95

EMERGENCY MANAGEMENT



Health and Safety in Emergency Management and Response

Dana Stahl

This book familiarizes personnel serving as Emergency Managers, Safety Officers, Assistant Safety Officers, and in other safety-relevant Incident Command System (ICS) roles with physical and psychosocial hazards and stressors that may impact the health and safety of workers and responders in an All-Hazards Response, and ways to minimize exposure. This book provides knowledge on regulations and worker safety practices to the Safety Officer with an emergency responder background, and provides the tools for the Safety Officer with an industrial hygiene or safety professional background that help them be successful in this role. In order to work together effectively, it is important that anyone responding to an emergency be familiar with all standards and protocols.

Reference • 9781119560975 • Sep 2020 • Cloth • 480pp • US\$124.95

COLLEGE TEST PREP

GMAT For Dummies 2021

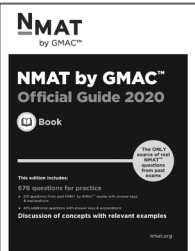
GMAT For Dummies 2021

Book + 7 Practice Tests Online + Flashcards

Lisa Zimmer Hatch & Scott A. Hatch

Administered around the world, the GMAT measures verbal, mathematical, and analytical writing skills to assess qualifications for advanced study in business and management. *GMAT For Dummies 2021* includes proven tips and strategies to help readers prepare for the GMAT and achieve success on test day. It includes a new diagnostic pre-assessment to help create a targeted study plan, and seven full-length practice tests and plenty of flashcards online!

Trade • 9781119711933 • Dec 2020 • Paper • 408pp • US\$29.95 • Previous ed: 9781119617945

**NMAT by GMAC Official Guide 2020***Wiley*

The NMAT by GMAC™ exam is used for admissions to some of the leading graduate business programmes in emerging markets including India, South Africa, Nigeria and the Philippines. Brought to you by the makers of the GMAT exam, the NMAT by GMAC™ exam measures the skills required for academic success in management programmes. *NMAT by GMAC™ Official Guide 2020* is the source of information about the examination format and structure. It includes discussions of concepts of each section with relevant examples, including tips & strategies to approach and ace the exam; 201 questions from past NMAT by GMAC™ exam with answer keys & explanations; and 475 practice questions with answer keys and explanations.

Trade • 9781119713708 • Jun 2020 • Paper • 552pp • US\$19.95

TEST PREP GENERAL

Real Estate License Exams For Dummies with Online Practice Tests

Real Estate License Exams For Dummies with Online Practice Tests

4th Edition

John Yoegel

In order to become an official real estate agent, a person must pass the real estate licensing exam. *Real Estate License Exams For Dummies* gives potential agents exactly what they need to succeed, including Online practice! with four practice tests and 100 flashcards; subject reviews for all test topics, plus practice questions throughout; the latest and most up-to-date information on contracts, deeds, appraisals, leasing, and mortgage types; proven test-taking strategies and study techniques; and glossary of real estate terms.

Trade • 9781119724858 • Oct 2020 • Paper • 456pp • US\$24.95 • Previous ed: 9781119370659

Securities Industry Essentials Exam For Dummies with Online Practice Tests

Securities Industry Essentials Exam For Dummies with Online Practice Tests

2nd Edition

Steven Rice

The Securities Industry Essentials Exam (SIE) consists of 75 questions administered in one 105-minute session. *Securities Industry Essentials Exam For Dummies, 2nd Edition with Online Practice* gives readers everything they need to score high on this important exam. Two tests in the book. Two more tests online. Hundreds of practice questions throughout the book!

Trade • 9781119736516 • Nov 2020 • Paper • 352pp • US\$29.95 • Previous ed: 9781119545002

Business, Finance, Accounting & Economics September to December 2020 New Titles

Title	Author	ISBN	Page Reference	Bind	Prices (US\$)	Quantity
2020 Not-for-Profit Accounting and Auditing Update	Galasso	9781119747208	23	Paper	87.95	
A Companion to American Legal History	Hadden, Brophy	9781119711650	44	Paper	56.00	
Accounting and Reporting for Not-for-Profit Organizations	Galasso	9781119744726	23	Paper	97.95	
Accounting for Deferred Income Taxes, 2nd Edition	Carmichael	9781119724568	1	Paper	107.95	
Accounting, 11th Edition	Hoggett, Medlin, Chalmers, Beattie, Hellmann, Maxfield	9780730382737	7	Paper	104.95	
Advanced Tax Strategies for LLCs and Partnerships	Tunnell, Ricketts	9781119748731	9	Paper	170.95	
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Analytics Stories: How to Make Good things Happen	Winston	9781119646037	25	Paper	34.95	
Annual Accounting and Auditing Workshop	Oestrieche, Beasley	9781119756507	9	Paper	137.95	
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Annual Update: Top Governmental and Not-for-Profit Accounting and Auditing Issues Facing CPAs	Dennis	9781119742753	23	Paper	122.95	
Anti-Money Laundering Transaction Monitoring Systems Implementation: Finding Anomalies	Chau	9781119381808	35	Cloth	49.95	
Audit and Accounting Guide: Not-for-Profit Entities 2020	AICPA	9781950688319	24	Paper	109.95	
Audit and Accounting Manual: Nonauthoritative Practice Aid 2020	AICPA, CIMA	9781950688487	2	Paper	999.95	
Audit Guide: Sampling 2019	AICPA	9781950688333	2	Paper	129.95	
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Business Recoded: Have the Courage to Create a Better Future for you and your Business	Fisk	9781119679868	13	Cloth	22.00	
Business Valuation: An Integrated Theory, 3rd Edition	Mercer, Harms	9781119583097	11	Cloth	114.95	
Candlestick and Pivot Point Trading Triggers: Setups for Stock, Forex, and Futures Markets, + Website, 2nd Edition	Person	9781119295532	43	Paper	69.95	
Catch of the Decade: How to Launch, Build and Sell a Digital Business	Leibovich	9780730388494	26	Paper	20.00	
China's Data Economy: How its Innovation Power is Shaping the Future of AI, Media, and the Global Order	Ma	9781119748915	28	Paper	29.95	
Clever Girl Finance: Learn How Investing Works, Grow Your Money	Sokunbi	9781119696735	40	Paper	19.95	
Codification of Statements on Auditing Standards, Numbers 122 to 138: 2020	AICPA	9781950688395	3	Paper	174.95	

Title	Author	ISBN	Page Reference	Bind	Prices (US\$)	Quantity
Codification of Statements on Standards for Accounting and Review Services, Numbers 21-25	AICPA	9781950688463	1	Paper	69.95	
Codification of Statements on Standards for Attestation Engagements: 2020	AICPA	9781948306133	3	Paper	69.95	
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Construction Contractors: Accounting and Auditing	Wiedemann, Mercado	9781119746508	3	Paper	127.95	
Consumption	Hudson, Hudson	9781509535378	29	Cloth	59.95	
Consumption	Hudson, Hudson	9781509535385	29	Paper	19.95	
Corporate Finance: A Practical Approach, 3rd Edition	CFA Institute	9781119743767	37	Paper	109.95	
Corporate Finance: A Practical Approach, Workbook, 3rd Edition	CFA Institute	9781119743811	37	Paper	49.95	
Crypto Asset Investing: The Complete Handbook to Building Wealth in the Next Digital Revolution	Ryan	9781119705369	32	Cloth	39.95	
Cryptocurrencies and Blockchain Technology Applications	Shrivastava, Le, Sharma	9781119621164	28	Cloth	194.95	
Curt Verschoor on Ethics: Timely Columns from Strategic Finance Magazine	Needles, Jr., Verschoor	9780996729390	32	Paper	19.95	
Cut Your Client's Tax Bill: Individual Planning Tips and Strategies, Revised Edition	Bischoff	9781119724537	9	Paper	137.95	
Data Science: The Executive Summary – A Technical Book for Non-Technical People	Cady	9781119544081	13	Cloth	74.95	
Digital Finance: Security Tokens and Unlocking the Real Potential of Blockchain	Hines	9781119756309	32	Cloth	29.95	
Economics for Investment Decision Makers: Micro, Macro, and International Economics, Workbook, 2nd Edition	CFA Institute	9781119743743	38	Paper	49.95	
Economics for Investment Decision Makers: Micro, Macro, and International Economics, 2nd Edition	CFA Institute	9781119743828	38	Paper	109.95	
Educated REIT Investing: The Intelligent REIT Investor Guide	Krewson-Kelly	9781119708698	35	Cloth	29.95	
Employment Law Update	Ingber	9781119763819	44	Paper	107.95	
Empowered by Data: How to Build Inspired Analytics Communities	Murray	9781119705659	33	Paper	34.95	
Empowered: Ordinary People, Extraordinary Products	Cagan, Jones	9781119691297	13	Cloth	29.95	
Engaging Virtual Meetings: Openers, Games, and Activities for Communication, Morale, and Trust	Chen	9781119750888	11	Paper	28.95	
Equity Markets, Valuation, and Analysis	Baker, Filbeck, Kiymaz	9781119632931	33	Cloth	94.95	
Financial Accounting For Dummies, 2nd Edition	Loughran	9781119758129	7	Paper	24.95	
Financial Accounting, 11th Edition	Hoggett, Medlin, Chalmers, Beattie, Hellmann, Maxfield	9780730382706	7	Paper	94.95	
Financial Planning Essentials, 3rd Edition	McKeown, Olynyk, Ciancio, La	9780730385738	40	Paper	54.95	
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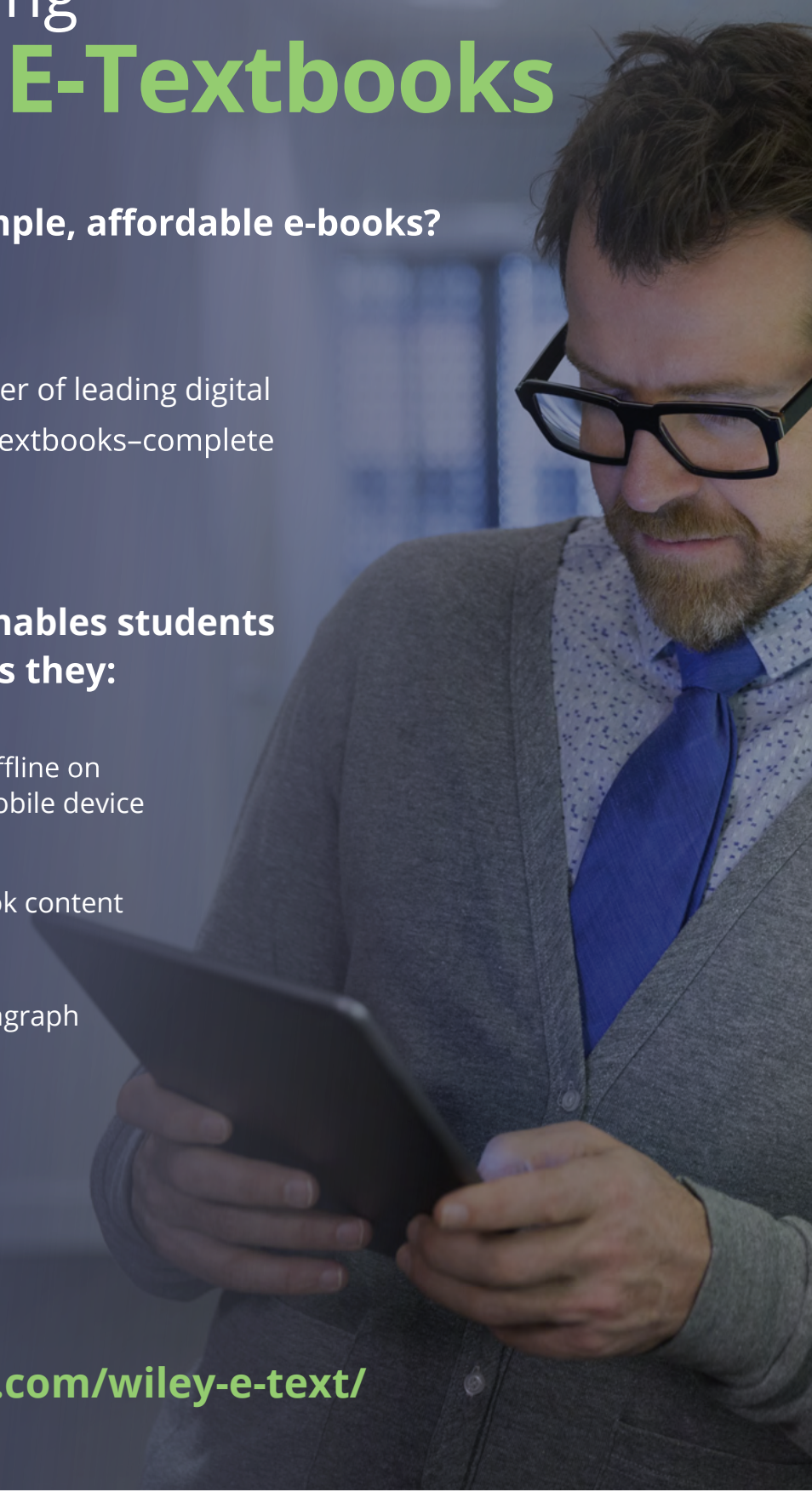
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