New Arrivals

September 2016

Library & Information Services
1 Acuff, Jon
Do over: rescue Monday, reinvent your work and never get
650.14  42594

** Career development; Job satisfaction; Vocational guidance

2 Adams, Katherine L
Communicating in groups: applications and skills / Adams,
xix, 292 p.
658.45  42627

** Communication; Social groups

3 Agtmael, Antoine Van
The emerging markets century: how a new breed of world
class companies is overtaking the world / Agtmael,
332.64  42545(Out)

** Investments; Emerging market

4 Ammirati, Sean
The science of growth: how Facebook beat Friendster and
how nine other startups left the rest in the dust / Ammirati, Sean.-- New York: St. Martin's Press, 2016.
xi, 238 p.
658.11  42637

** Science growth; Facebook; Friendster; Business
terprises; Entrepreneurship

5 Argenti, Paul A
Corporate responsibility: a critical introduction /
658.408  42541

** Social responsibility; Corporate responsibility

6 Arnold, Denis G
Ethical theory and business / Arnold, Denis G.--9th ed.--
174.4  42628

** Ethical theory; Business ethics; Commercial crimes
7 Baehr, Evan
658.15224 42602(Out)

** New business enterprises; Finance; Entrepreneurship

8 Bandyopadhyay, Arindam
332.10681 42543

** Credit-Management; Risk management; Bank; Banking

9 Barth, James R
330.9 42534(Out)

** Financial crises

10 Barua, Poonam
658.4 42593

** Leadership; Women executives

11 Baumgartner, Thomas
658.81 42525(Out)

** Sales management; Sales growth

12 Berk, Jonathan
658.15 42533

** Financial management
13 Bernasek, Anna
All you can pay: how companies use our data to empty our wallets / Bernasek, Anna.-- New York: Nation Books, 2015. xii, 240 p. ISBN : 9781568584744. 658.8342 42611

** Consumer profiling; Marketing research; Data mining

14 Blanchard, Olivier

** Economic policy; Macroeconomics

15 Bohnet, Iris

** What works; Gender equality design; Sex discrimination

16 Bruns, William J

** Management accounting; Financial reporting

17 Case, Karl E

** Economics; Microeconomics

18 Case, Karl E

** Macroeconomics principles; Macroeconomics

19 Case, Karl E
**Economics; Microeconomics**

20 Chaudhary, Prashant
658.87 C1548

**Retail marketing**

21 Chowdhury, Javid
920 42656

**Indian administrative service; Biography; Civil service**

22 Christensen, Clayton M
658 42616

**Reader-Selected articles; Management**

23 Chugh, Sanjay K
339 42565

**Macroeconomics**

24 Ciravegna, Luciano
332.64 42569(Out)

**Emerging market**

25 Crawford, Merle
658.8 (P) 42552

**Product management**

26 Czinkota, Michael R
27 Dash, Jan W
332.632042 42532
** Finance-Mathematical models; Risk management-Mathematical models

28 Dessler, Gary
658.3 42588
** Human resource management

29 Dillon, Karen
650.13 42599
** Office politics; Build-Better relationships

30 DuBrin, Andrew J
658.3 42592
** Human relations; Personnel management

31 Evans, David S
338.7 42625
** Matchmakers; Economics; Multisided platforms business

32 Ferrazzi, Keith
Who's got your back: the breakthrough program to build deep, trusting relationships that create success and won't let / Ferrazzi, Keith.-- New York: Broadway Books,
650.13 42587

** Breakthrough program; Interpersonal relations; Trusting

33 Foroohar, Rana
Makers and takers: the rise of finance and the fall of
American business / Foroohar, Rana.-- New York: Crown
332.0973 42604

** Financial crises; Innovation; Business enterprises;
Economic history

34 Garrels, Anne
Putin country: a journey into the real Russia / Garrels,
947.43 42638

** Putin country; Real Russia; Political culture; Social
conditions

35 Glauser, Michael
Main street entrepreneur: build your dream company doing
what you love where you live / Glauser, Michael.-- Irvine :
658.11 42605(Out)

** Main street entrepreneur; Small business;
Entrepreneurship

36 Grant, Adam
Originals: how non-conformists change the world / Grant,
153.35 42610(Out)

** Originals; Conformists change; Industrial management;
Organizational effectiveness

37 Halvorson, Heidi Grant
No one understands you and what to do about it / Halvorson, Heidi Grant.-- Boston: Harvard Business Review
158.2 42617(Out)

** Understands; Interpersonal communication; Social
perception

38 Harris, Carla A
Strategize to win: the new way to start out, step up or start over in your career / Harris, Carla A.-- New York: Hudson Street Press, 2014. ix, 243 p.
650.1  42613

** Strategize; Career development; Vocational guidance; Motivational

39 Harvard Business Review
658  42600(Out)

** Management; Definitive management ideas

40 Hawley, John Stratton
294.509  42622

** Bhakti movement; Social aspects; History

41 Heneman III, Herbert G
658.311  42556

** Staffing organizations; Employee selection

42 Ivancevich, John M
658.402  42553

** Organizational behavior

43 Jack, Ian
954  42655

** Mofussil junction; Indian encounters; Description-Travel

44 Jaiman, Chetan
Meet the strings tale of emotions: Jaiman, Chetan.-- 2013
45 Jain, Gunjan
   920 42653(Out)

   ** Women; Biography; Successful people; Celebrities

46 Jessop, Alan
   658.4033 42542

   ** Mathematical statistics; Measurement uncertainty-Statistics; Instrumental variables-Statistics

47 Johnson, P Fraser
   658.7 42555

   ** Supply management; Materials management; Supply chain management

48 Jones, Charles P
   332.6 42548

   ** Investment

49 Khan, M Y
   658.15 42557

   ** Financial management

50 King, Shaun
   The power of 100!: kick start your dreams, build momentum and discover unlimited possibility / King, Shaun.-- New Delhi: Howard Books, 2015. xxvi, 272 p.
   158 42615
**Build momentum; Success**

51 Knopper, Steve
920 42642

**Michael Jackson; Rock musicians; Biography**

52 Kressel, Henry
658.11 42624

**New business enterprises; Venture capital; Entrepreneurship**

53 Krishna, Aradhna
658.80019 42568(Out)

**Sensory marketing; Sensuality; Marketing**

54 Landler, Mark
920 42586

**Alter egos; Hillary Clinton; Barack Obama; Diplomatic relations**

55 Leinwand, Paul
658.4012 42620

**Strategic planning; Winning companies; Management**

56 Lewis, Alan
658.4012 42609(Out)
** Edge strategy; Profitable growth; Strategic planning; Management

57  Li, Hongmeri
659.10951  42526(Out)

** Advertising; Advertising-Social aspects

58  Libert, Barry D
658.872  42619

** Network imperative; Digital business models; Electronic commerce

59  Lipman, Frederick D
658.15224  42530

** Business enterprises-Finance; New business enterprises Finance; Small business-Finance

60  Long, Liza
362.2083  42597

** Mental disabilities-Children; Psychology

61  Malhotra, Naresh K
658.83  42591(Out)

** Essentials marketing research; Marketing research

62  Manning, George
658.4092  42546

** Art-Leadership; Leadership
63  McKeen, James D
658.4038 42538

** Information technology-Management; IT-Strategy

64  Mehra, Deepak
650.1 C1537

** Success-Business; Handbooks; Manuals

65  Milanovic, Branko
337 42601

** Global inequality; Globalization; Equality; Income distribution

66  Miller, Michael
The internet of things: how smart TVs, smart cars, smart homes and smart cities are changing the world / Miller, Michael.-- Noida: Pearson, 2015. xiii, 319 p.
004.678 42539

** Internet-Things; Internet

67  Mithas, Sunil
651.5042 42648

** Elephant dance; International business enterprises; Entrepreneurship; Tata group

68  Mufti, Aamir R
809 42621

** Forget English; Orientalisms; World literatures

69  Mukherjea, Saurabh
651.5042 42654

** Unusual billionaires; Success-Business

70 Neck, Christopher P
658.4092 42718(Out)

** Self leadership; Personal excellence-Guide; Leadership

71 Pandey, I M
658.1511 42549-42550

** Management accounting; Accounting

72 Pareek, Udaipr.
658.402 42561

** Organizational behaviour

73 Patil, Ashish
658.16 C1547

** Mergers and acquisitions

74 Pawar, Sharad
On my terms: from the grassroots to the corridors of power / Pawar, Sharad.-- New Delhi: Speaking Tiger, 2016.
xii, 264 p.
920 42633

** Politicians; Biography

75 Pitre, Brant
viii, 242 p.
** Jesus; Biblical-Historical evidence; Jesus Christ

76 Pittampalli, A L
153.852  42595

** Persuadable; Great leaders; Leadership; Psychology

77 Pope, Kenneth S
174.4  42590

** Ethics; Psychotherapy; Counseling psychologist; Professional ethics

78 Powers, Marian
657.48  42559

** Financial accounting; Accounting

79 Prowse, Amanda
823  42636

** Married people; Fiction

80 Reeves, Martin
658.4012  42608

** Strategic planning; Leadership; Management

81 Robbins, Stephen P
658.402  42589

** Organizational behavior
82 Salvatore, Dominick
338.5  42554

** Economics; Microeconomics

83 Sauvant, Karl P
332.64  42544

** International business enterprises; Investments- Foreign

84 Shapiro, Daniel
Negotiating the nonnegotiable: how to resolve your most emotionally charged conflicts / Shapiro, Daniel.-- New York: Viking, 2016. xvi, 319 p.
658.4052  42647(Out)

** Negotiating; Interpersonal relations; Negotiation; Emotions

85 Sharma, J K
519.5  42547

** Business statistics

86 Shaughnessy, John J
001.42  42626

** Research methods; Psychology; Research methodology

87 Shiba, Shoji
658  C1540-C1541

** Organizational change; Strategic planning; Leadership
88 Shiba, Shoji and Narain, Kalpana
Creating visionary leaders in Indian manufacturing: Japan
658.4092 C1538-C1539

** Leadership; Visionary leaders

90 Sinha, Dheeraj
India reloaded: inside India's resurgent consumer market
/ Sinha, Dheeraj.-- New Delhi: Westland, 2015. xvi, 205
658.8343 42566

** Commerce; Consumers; Marketing

92 Whetten, David A
Developing management skills / Whetten, David A.--9th ed.
658.3124 42558

** Management skills

93 Woodward, Bob
920 42596

** Political corruption; Presidents

94 Zenger, Todd
658.4 42607(Out)
** Competitive advantage; Strategic planning; Leadership

95  Zook, Chris
658.406     42623

** Strategic planning; Leadership; Industrial management; Predictable crises

96  Zweig, David
650.1     42639

** Invisibles; Anonymous work; Career development; Motivation

** - Keywords

New Arrivals (Documents) September 2016

TITLE INDEX

<table>
<thead>
<tr>
<th>TITLE</th>
<th>S. No. New Arrivals</th>
</tr>
</thead>
<tbody>
<tr>
<td>Advertising and consumer culture in China : Li, Hongmeri</td>
<td>57</td>
</tr>
<tr>
<td>All you can pay: how companies use our data to empty our wallets : Bernasek, Anna</td>
<td>13</td>
</tr>
<tr>
<td>Alter egos: Hillary Clinton, Barack Obama and the twilight struggle over American power : Landler, Mark</td>
<td>54</td>
</tr>
<tr>
<td>The art of leadership : Manning, George</td>
<td>62</td>
</tr>
<tr>
<td>Beyond competitive advantage: how to solve the puzzle of sustaining growth while creating value : Zenger, Todd</td>
<td>94</td>
</tr>
<tr>
<td>Breakthrough management: principles, skills and patterns for transformational leadership : Shiba, Shoji</td>
<td>87</td>
</tr>
<tr>
<td>The case for Jesus: the biblical and historical evidence for Christ : Pitre, Brant</td>
<td>75</td>
</tr>
<tr>
<td>The Clayton M Christensen reader selected articles from the world's foremost authority on disruptive innovation : Christensen, Clayton M</td>
<td>22</td>
</tr>
<tr>
<td>Communicating in groups: applications and skills : Adams, Katherine L</td>
<td>2</td>
</tr>
</tbody>
</table>
Corporate responsibility: a critical introduction : Argenti, Paul A
Creating visionary leaders in Indian manufacturing

Data mining for business analytics: concepts, techniques and applications with XLMiner : Shmueli, Galit
Detours: songs of the open road : Tripathi, Salil
Developing management skills : Whetten, David A
Do over: rescue Monday, reinvent your work and never get stuck : Acuff, Jon

Edge strategy: a new mindset for profitable growth : Lewis, Alan
The emerging markets century: how a new breed of world class companies is overtaking the world : Agtmael, Antoine Van
Essentials of marketing research: a hands on orientation : Malhotra, Naresh K
Ethical theory and business : Arnold, Denis G
Ethics in psychotherapy and counseling: a practical guide : Pope, Kenneth S

Financial accounting : Powers, Marian

Financial management : Berk, Jonathan
Financial reporting and management accounting :
Bruns, William J
The first great financial crisis of the 21st century: a retrospective : Barth, James R
Forget English: orientalisms and world literatures : Mufti, Aamir R
The founder's mentality: how to overcome the predictable crises of growth : Zook, Chris
Fundamentals of business statistics : Sharma, J

Get backed: craft your story, build the perfect pitch deck, launch the venture of your dreams : Baehr, Evan
Global inequality: a new approach for the age of globalization : Milanovic, Branko

HBR guide to office politics: rise above rivalry, avoid power games, build better relationships : Dillon, Karen
Human relations: interpersonal job-oriented skills : DuBrin, Andrew J
Human resource management : Dessler, Gary

If you really want to change the world: a guide to creating, building and sustaining breakthrough ventures : Kressel, Henry
India reloaded: inside India's resurgent
consumer market: Sinha, Dheeraj 90
The insider's view: memoirs of a public servant: Chowdhury, Javid 21
The internet of things: how smart TVs, smart cars, smart homes and smart cities are changing the world: Miller, Michael 66
Investments: principles and concepts: Jones, Charles P 48
Invisibles: the power of anonymous work in an age of relentless self-promotion: Zweig, David 96
IT strategy: issues and practices: McKeen, James D 63

The last of the president's men: Woodward, Bob 93
Leadership by proxy: the story of women in corporate India: Barua, Poonam 10

Main street entrepreneur: build your dream company doing what you love where you live: Glauser, Michael 35
Makers and takers: the rise of finance and the fall of American business: Foroohar, Rana 33
Making the elephant dance: the Tata way to innovate, transform and globalize: Mithas, Sunil 67
Management accounting: a planning and control approach: Pandey, I M 71
Managing portfolio credit risk in banks: Bandyopadhyay, Arindam 8
Marketing management: Czinkota, Michael R 26
Matchmakers: the new economics of multisided platforms: Evans, David S 31
Meet the strings tale of emotions: Jaiman, Chetan 44
Mergers and acquisitions: the art of science: Patil, Ashish 73
MJ: the genius of Michael Jackson: Knopper, Steve 51
Modern macroeconomics: Chugh, Sanjay K 23
Mofussil junction: Indian encounters, 1977-2012: Jack, Ian 43

Negotiating the nonnegotiable: how to resolve your most emotionally charged conflicts: Shapiro, Daniel 84
The network imperative: how to survive and grow in the age of digital business models: Libert, Barry D 58
New methods of financing your business in the United States: a strategic analysis: Lipman, Frederick D 59
New products management: Crawford, Merle 25
No one understands you and what to do about it: Halvorson, Heidi Grant 37

On my terms: from the grassroots to the corridors of power: Pawar, Sharad 74
Operating in emerging markets: a guide to management and strategy in the new
international economy : Ciravegna, Luciano 24
Organizational behavior : Robbins, Stephen P 81
Organizational behavior and management :
   Ivancevich, John M 42
Originals: how non-conformists change the world :
   Grant, Adam 36
Persuadable: how great leaders change their minds to change the world :
   Pittampalli, A L 76
The power of 100!: kick start your dreams, build momentum and discover unlimited possibility :
   King, Shaun 50

The price of silence: a mom's perspective on mental illness :
   Long, Liza 60
Principles of economics : Case, Karl E 17
Principles of macroeconomics : Case, Karl E 18
Principles of microeconomics : Case, Karl E 19
Principles of microeconomics : Salvatore, Dominick 82
Progress and confusion: the state of macroeconomic policy :
   Blanchard, Olivier 14
Purchasing and supply management : Johnson, P Fraser 47
Putin country: a journey into the real Russia :
   Garrels, Anne 34
Quantitative finance and risk management: a physicist's approach :
   Dash, Jan W 27

Ready, steady, go: 59 ways to fast track your career from classroom to corporate office :
   Mehra, Deepak 64
Research methods in psychology : Shaughnessy, John J 86
Retail marketing in the modern age : Chaudhary, Prashant 20
The rise of transnational corporations from emerging markets: threat or opportunity? :
   Sauvant, Karl P 83

Sales growth: five proven strategies from the world's sales leaders :
   Baumgartner, Thomas 11
The science of growth: how Facebook beat Friendster and how nine other startups left the rest in the dust :
   Ammirati, Sean 4
Self leadership: the definitive guide to personal excellence :
   Neck, Christopher P 70
Sensory marketing: research on the sensuality of products :
   Krishna, Aradhna 53
She walks, she leads: women who inspire India :
   Jain, Gunjan 45
Staffing organizations : Heneman III, Herbert G 41
StatsNotes: some statistics for management problems :
   Jessop, Alan 46
A storm of songs: India and the idea of the bhakti movement :
   Hawley, John Stratton 40
Strategize to win: the new way to start out, step up or start over in your career :
   Harris, Carla A 38
Strategy that works: how winning companies close the strategy to execution gap: Leinwand, Paul 55

Theory and problems in financial management: Khan, M Y 49

Understanding organizational behaviour: Pareek, Uday 72
The unusual billionaires: Mukherjea, Saurabh 69

What works: gender equality by design: Bohnet, Iris 15
Who's got your back: the breakthrough program to build deep, trusting relationships that create success and won't let: Ferrazzi, Keith 32
Will you remember me?: Prowse, Amanda 79

Your strategy needs a strategy: how to choose and execute the right approach: Reeves, Martin 80

New Arrivals (Documents) September 2016

AUTHOR INDEX

<table>
<thead>
<tr>
<th>AUTHOR</th>
<th>S. No. New Arrivals</th>
</tr>
</thead>
<tbody>
<tr>
<td>Acuff, Jon</td>
<td>1</td>
</tr>
<tr>
<td>Adams, Katherine L</td>
<td>2</td>
</tr>
<tr>
<td>Agtmael, Antoine Van</td>
<td>3</td>
</tr>
<tr>
<td>Allen, James</td>
<td>95</td>
</tr>
<tr>
<td>Ammirati, Sean</td>
<td>4</td>
</tr>
<tr>
<td>Argenti, Paul A</td>
<td>5</td>
</tr>
<tr>
<td>Arnold, Denis G</td>
<td>6</td>
</tr>
<tr>
<td>Baehr, Evan</td>
<td>7</td>
</tr>
<tr>
<td>Bandyopadhyay, Arindam</td>
<td>8</td>
</tr>
<tr>
<td>Barth, James R</td>
<td>9</td>
</tr>
<tr>
<td>Barua, Poonam</td>
<td>10</td>
</tr>
<tr>
<td>Baumgartner, Thomas</td>
<td>11</td>
</tr>
<tr>
<td>Beauchamp, Tom L</td>
<td>6</td>
</tr>
<tr>
<td>Beck, Megan</td>
<td>58</td>
</tr>
<tr>
<td>Benedetto, Anthony Di</td>
<td>25</td>
</tr>
<tr>
<td>Berk, Jonathan</td>
<td>12</td>
</tr>
<tr>
<td>Bernasek, Anna</td>
<td>13</td>
</tr>
<tr>
<td>Blanchard, Olivier</td>
<td>14</td>
</tr>
<tr>
<td>Bohnet, Iris</td>
<td>15</td>
</tr>
<tr>
<td>Bowie, Norman E</td>
<td>6</td>
</tr>
<tr>
<td>Bruce, Peter C</td>
<td>89</td>
</tr>
<tr>
<td>Bruns, William J</td>
<td>16</td>
</tr>
<tr>
<td>Cameron, Kim S</td>
<td>92</td>
</tr>
<tr>
<td>Case, Karl E</td>
<td>17-19</td>
</tr>
<tr>
<td>Chaudhary, Prashant</td>
<td>20</td>
</tr>
<tr>
<td>Chowdhury, Javid</td>
<td>21</td>
</tr>
<tr>
<td>Christensen, Clayton M</td>
<td>22</td>
</tr>
<tr>
<td>Chugh, Sanjay K</td>
<td>23</td>
</tr>
<tr>
<td>Ciravegna, Luciano</td>
<td>24</td>
</tr>
</tbody>
</table>
Crawford, Merle
Curtis, Kent
Czinkota, Michael R
Dash, Jan W
Demarzo, Peter
Dessler, Gary
Dillon, Karen
DuBrin, Andrew J
Evans, David S
Fair, Ray C
Ferrazzi, Keith
Fitzgerald, Robert
Florida, Richard
Foroohar, Rana
Galanes, Gloria J
Garrels, Anne
Glauser, Michael
Grant, Adam
Haanaes, Knut
Halvorson, Heidi Grant
Harris, Carla A
Harvard Business Review
Hatami, Homayoun
Hawley, John Stratton
Heneman III, Herbert G
Houghton, Jeffery D
Ince, Irmak
Ivancevich, John M
Jack, Ian
Jaiman, Chetan
Jain, Gunjan
Jain, P K
Jessop, Alan
Johnson, P Fraser
Jones, Charles P
Judge, Timothy A
Kammeyer-Mueller, John D
Kaufman, George G
Khan, M Y
King, Shaun
Kleiner, Art
Knopper, Steve
Konopaske, Robert
Koplewicz, Harold S
Kotabe, Masaaki
Kressel, Henry
Krishna, Aradhna
Kundu, Sumit
Landler, Mark
<table>
<thead>
<tr>
<th>Name</th>
<th>Page</th>
</tr>
</thead>
<tbody>
<tr>
<td>Leinwand, Paul</td>
<td>55</td>
</tr>
<tr>
<td>Lewis, Alan</td>
<td>56</td>
</tr>
<tr>
<td>Li, Hongmeri</td>
<td>57</td>
</tr>
<tr>
<td>Libert, Barry D</td>
<td>58</td>
</tr>
<tr>
<td>Lipman, Frederick D</td>
<td>59</td>
</tr>
<tr>
<td>Long, Liza</td>
<td>60</td>
</tr>
<tr>
<td>Loomis, Evan</td>
<td>7</td>
</tr>
<tr>
<td>Mainardi, Cesare</td>
<td>55</td>
</tr>
<tr>
<td>Malhotra, Naresh K</td>
<td>61</td>
</tr>
<tr>
<td>Manning, George</td>
<td>62</td>
</tr>
<tr>
<td>Manz, Charles C</td>
<td>70</td>
</tr>
<tr>
<td>Matteson, Michael T</td>
<td>42</td>
</tr>
<tr>
<td>McKeen, James D</td>
<td>63</td>
</tr>
<tr>
<td>McKone, Dan</td>
<td>56</td>
</tr>
<tr>
<td>Mehra, Deepak</td>
<td>64</td>
</tr>
<tr>
<td>Mendoza, Kristin</td>
<td>83</td>
</tr>
<tr>
<td>Milanovic, Branko</td>
<td>65</td>
</tr>
<tr>
<td>Miller, Michael</td>
<td>66</td>
</tr>
<tr>
<td>Mithas, Sunil</td>
<td>67</td>
</tr>
<tr>
<td>Mongan, D T</td>
<td>13</td>
</tr>
<tr>
<td>Mufti, Aamir R</td>
<td>68</td>
</tr>
<tr>
<td>Mukherjea, Saurabh</td>
<td>69</td>
</tr>
<tr>
<td>Narain, Kalpana</td>
<td>88</td>
</tr>
<tr>
<td>Neck, Christopher P</td>
<td>70</td>
</tr>
<tr>
<td>Needles, Belverd E</td>
<td>78</td>
</tr>
<tr>
<td>Oster, Sharon</td>
<td>17</td>
</tr>
<tr>
<td>Oster, Sharon M</td>
<td>18-19</td>
</tr>
<tr>
<td>Pandey, I M</td>
<td>71</td>
</tr>
<tr>
<td>Pareek, Udai</td>
<td>72</td>
</tr>
<tr>
<td>Patel, Nitin R</td>
<td>89</td>
</tr>
<tr>
<td>Patil, Ashish</td>
<td>73</td>
</tr>
<tr>
<td>Pawar, Sharad</td>
<td>74</td>
</tr>
<tr>
<td>Pitre, Brant</td>
<td>75</td>
</tr>
<tr>
<td>Pittampalli, A L</td>
<td>76</td>
</tr>
<tr>
<td>Pope, Kenneth S</td>
<td>77</td>
</tr>
<tr>
<td>Powers, Marian</td>
<td>78</td>
</tr>
<tr>
<td>Prowse, Amanda</td>
<td>79</td>
</tr>
<tr>
<td>Rai, Vinod</td>
<td>69</td>
</tr>
<tr>
<td>Rajan, Raghuram</td>
<td>14</td>
</tr>
<tr>
<td>Reeves, Martin</td>
<td>80</td>
</tr>
<tr>
<td>Robbins, Stephen P</td>
<td>81</td>
</tr>
<tr>
<td>Rofoff, Kenneth</td>
<td>14</td>
</tr>
<tr>
<td>Salvatore, Dominick</td>
<td>82</td>
</tr>
<tr>
<td>Sandberg, Sheryl</td>
<td>36</td>
</tr>
<tr>
<td>Sauvant, Karl P</td>
<td>83</td>
</tr>
<tr>
<td>Schmalensee, Richard</td>
<td>31</td>
</tr>
<tr>
<td>Shapiro, Daniel</td>
<td>84</td>
</tr>
<tr>
<td>Sharma, J K</td>
<td>85</td>
</tr>
<tr>
<td>Shaughnessy, John J</td>
<td>86</td>
</tr>
<tr>
<td>Shiba, Shoji</td>
<td>87-88</td>
</tr>
<tr>
<td>Shmueli, Galit</td>
<td>89</td>
</tr>
<tr>
<td>Sinha, Dheeraj</td>
<td>90</td>
</tr>
<tr>
<td>Sinha, Janmejaya</td>
<td>80</td>
</tr>
</tbody>
</table>
New Arrivals (Documents) September 2016

SUBJECT/KEYWORD INDEX

<table>
<thead>
<tr>
<th>SUBJECT/KEYWORD</th>
<th>S. No. New Arrivals</th>
</tr>
</thead>
<tbody>
<tr>
<td>Accounting</td>
<td>71, 78</td>
</tr>
<tr>
<td>Advertising</td>
<td>57</td>
</tr>
<tr>
<td>-Social aspects</td>
<td>57</td>
</tr>
<tr>
<td>Alter egos</td>
<td>54</td>
</tr>
<tr>
<td>Anonymous work</td>
<td>96</td>
</tr>
<tr>
<td>Art</td>
<td>62</td>
</tr>
<tr>
<td>-Leadership</td>
<td></td>
</tr>
<tr>
<td>Bank</td>
<td>8</td>
</tr>
<tr>
<td>Banking</td>
<td>8</td>
</tr>
<tr>
<td>Barack Obama</td>
<td>54</td>
</tr>
<tr>
<td>Bhakti movement</td>
<td>40</td>
</tr>
<tr>
<td>Biblical</td>
<td>75</td>
</tr>
<tr>
<td>-Historical evidence</td>
<td></td>
</tr>
<tr>
<td>Biography</td>
<td>21, 45, 51, 74</td>
</tr>
<tr>
<td>Breakthrough program</td>
<td>32</td>
</tr>
<tr>
<td>Build</td>
<td>29</td>
</tr>
<tr>
<td>-Better relationships</td>
<td></td>
</tr>
<tr>
<td>Build momentum</td>
<td>50</td>
</tr>
<tr>
<td>Business analytics</td>
<td>89</td>
</tr>
<tr>
<td>Business enterprises</td>
<td>4, 33</td>
</tr>
<tr>
<td>-Finance</td>
<td>59</td>
</tr>
<tr>
<td>Business ethics</td>
<td>6</td>
</tr>
<tr>
<td>Business statistics</td>
<td>85</td>
</tr>
<tr>
<td>Career development</td>
<td>1, 38, 96</td>
</tr>
<tr>
<td>Celebrities</td>
<td>45</td>
</tr>
<tr>
<td>Civil service</td>
<td>21</td>
</tr>
<tr>
<td>Topic</td>
<td>Count</td>
</tr>
<tr>
<td>--------------------------------------------</td>
<td>-------</td>
</tr>
<tr>
<td>Commerce</td>
<td>90</td>
</tr>
<tr>
<td>Commercial crimes</td>
<td>6</td>
</tr>
<tr>
<td>Communication</td>
<td>2</td>
</tr>
<tr>
<td>Competitive advantage</td>
<td>94</td>
</tr>
<tr>
<td>Conformists change</td>
<td>36</td>
</tr>
<tr>
<td>Consumer profiling</td>
<td>13</td>
</tr>
<tr>
<td>Consumers</td>
<td>90</td>
</tr>
<tr>
<td>Corporate responsibility</td>
<td>5</td>
</tr>
<tr>
<td>Counseling psychologist</td>
<td>77</td>
</tr>
<tr>
<td>Credit - Management</td>
<td>8</td>
</tr>
<tr>
<td>Data mining</td>
<td>13,89</td>
</tr>
<tr>
<td>Definitive management ideas</td>
<td>39</td>
</tr>
<tr>
<td>Description</td>
<td></td>
</tr>
<tr>
<td>- Travel</td>
<td>43</td>
</tr>
<tr>
<td>Detours</td>
<td>91</td>
</tr>
<tr>
<td>Digital business models</td>
<td>58</td>
</tr>
<tr>
<td>Diplomatic relations</td>
<td>54</td>
</tr>
<tr>
<td>Economic history</td>
<td>33</td>
</tr>
<tr>
<td>Economic policy</td>
<td>14</td>
</tr>
<tr>
<td>Economics</td>
<td>17,19,31,82</td>
</tr>
<tr>
<td>Edge strategy</td>
<td>56</td>
</tr>
<tr>
<td>Electronic commerce</td>
<td>58</td>
</tr>
<tr>
<td>Elephant dance</td>
<td>67</td>
</tr>
<tr>
<td>Emerging market</td>
<td></td>
</tr>
<tr>
<td>Emotions</td>
<td>84</td>
</tr>
<tr>
<td>Employee selection</td>
<td>41</td>
</tr>
<tr>
<td>Entrepreneurship</td>
<td>4,7,35,52,67</td>
</tr>
<tr>
<td>Equality</td>
<td>65</td>
</tr>
<tr>
<td>Essentials marketing research</td>
<td>61</td>
</tr>
<tr>
<td>Ethical theory</td>
<td>6</td>
</tr>
<tr>
<td>Ethics</td>
<td>77</td>
</tr>
<tr>
<td>Facebook</td>
<td>4</td>
</tr>
<tr>
<td>Fiction</td>
<td>44,79</td>
</tr>
<tr>
<td>Finance</td>
<td>7</td>
</tr>
<tr>
<td>- Mathematical models</td>
<td>27</td>
</tr>
<tr>
<td>Financial accounting</td>
<td>78</td>
</tr>
<tr>
<td>Financial crises</td>
<td>9,33</td>
</tr>
<tr>
<td>Financial management</td>
<td>12,49</td>
</tr>
<tr>
<td>Financial reporting</td>
<td>16</td>
</tr>
<tr>
<td>Forget English</td>
<td>68</td>
</tr>
<tr>
<td>Friendster</td>
<td>4</td>
</tr>
<tr>
<td>Gender equality design</td>
<td>15</td>
</tr>
<tr>
<td>Global inequality</td>
<td>65</td>
</tr>
<tr>
<td>Globalization</td>
<td>65</td>
</tr>
<tr>
<td>Great leaders</td>
<td>76</td>
</tr>
<tr>
<td>Handbooks</td>
<td>64</td>
</tr>
<tr>
<td>Hillary Clinton</td>
<td>54</td>
</tr>
<tr>
<td>History</td>
<td>40</td>
</tr>
<tr>
<td>Human relations</td>
<td>30</td>
</tr>
<tr>
<td>Human resource management</td>
<td>28</td>
</tr>
</tbody>
</table>
Income distribution 65
Indian administrative service 21
Indian encounters 43
Industrial management 36, 95
Information technology
  - Management 63
Innovation 33
Instrumental variables
  - Statistics 46
International business enterprises 67, 83
Internet 66
  - Things 66
Interpersonal communication 37
Interpersonal relations 32, 84
Investment 48
Investments
  - Foreign 83
Invisibles 96
IT
  - Strategy 63
Jesus 75
Jesus Christ 75
Job satisfaction 1

Leadership

Macroeconomics 14, 18, 23
Macroeconomics principles 18
Main street entrepreneur 35
Management 22, 39, 55-56, 80
Management accounting 16, 71
Management skills 92
Manuals 64
Marketing 26, 53, 90
Marketing management 26
Marketing research 13, 61
Married people 79
Matchmakers 31
Materials management 47
Mathematical statistics 46
Measurement uncertainty
  - Statistics 46
Mental disabilities
  - Children 60
Mergers and acquisitions 73
Michael Jackson 51
Microeconomics 17, 19, 82
Microsoft excel 89
Mofussil junction 43
Motivation 96
Motivational 38
Multisided platforms business 31

Negotiating 84
Negotiation 84
Network imperative 58
New business enterprises 7, 52
<table>
<thead>
<tr>
<th>Term</th>
<th>Page</th>
</tr>
</thead>
<tbody>
<tr>
<td>Successful people</td>
<td>45</td>
</tr>
<tr>
<td>Supply chain management</td>
<td>47</td>
</tr>
<tr>
<td>Supply management</td>
<td>47</td>
</tr>
<tr>
<td>Tata group</td>
<td>67</td>
</tr>
<tr>
<td>Trusting</td>
<td>32</td>
</tr>
<tr>
<td>Understands</td>
<td>37</td>
</tr>
<tr>
<td>Unusual billionaires</td>
<td>69</td>
</tr>
<tr>
<td>Venture capital</td>
<td>52</td>
</tr>
<tr>
<td>Visionary leaders</td>
<td>88</td>
</tr>
<tr>
<td>Vocational guidance</td>
<td>1,38</td>
</tr>
<tr>
<td>What works</td>
<td>15</td>
</tr>
<tr>
<td>Winning companies</td>
<td>55</td>
</tr>
<tr>
<td>Women</td>
<td>45</td>
</tr>
<tr>
<td>Women executives</td>
<td>10</td>
</tr>
</tbody>
</table>