

Fraud, Corporate Crime, Security and Risk

New Titles and Key Backlist 2010



www.gowerpublishing.com/fraud

SERIES SHORT GUIDES TO BUSINESS RISK

Risk is a far more complex and demanding issue than it was ten years ago. Risk managers may have expertise in the general aspects of risk management and in the specifics that relate directly to their business, but they are much less likely to understand other more specialist risks. Equally, Company Directors may find themselves falling down in their duty to manage risk because they don't have enough knowledge to be able to talk to their risk team in a sensible way.

The *Short Guides to Business Risk* are not going to make either of these groups experts in the subject but will give them plenty to get started and in a format and an extent (circa 100 pages) that are readily digested.

Examination copies are available for all volumes in this series. To request examination copies, please visit www.gowerpublishing.com/examcopy or contact our Sales Manager, Suzanne Sprague at ssprague@ashgate.com

Look for the magnifying glass icon! 🔍

For more information, including a full list of titles in this series, and information on submitting a proposal, please visit www.gowerpublishing.com/shortguidestorisk

FORTHCOMING

A Short Guide to Customs Risk 🔍

Catherine Truel

SHORT GUIDES TO BUSINESS RISK

Managing customs risk is often seen as a cost center but it can also be a source of competitive advantage. A sound customs management will pay for itself by reducing or removing customs duties and generally improve cash flow using the many customs procedures available to the compliant trader. *A Short Guide to Customs Risk* offers just that.

Contents: Foreword; Introduction; Customs risk and the business; Customs risk and customs authorities; revised Kyoto Convention (RKC); Classification; Valuation; Preferential rule of origin and trade agreements; Customs procedures; Security—the new challenge; Quick check; Conclusion; Bibliography; Index.

August 2010
978-1-4094-0452-1
Paperback c. \$34.95
c. 120 pages

978-1-4094-0453-8
eBook

Examination copies are available

About the Author:

Catherine Truel is a former Board Director of Sitpro, the UK trade facilitation agency, a member of the International Network of Customs Universities and a member of the UK Futures Analysts' Network. She is also a correspondent for *Supply Chain Asia Magazine*.

NEW

A Short Guide to Ethical Risk 🔍

Carlo Patetta Rotta

SHORT GUIDES TO BUSINESS RISK

"Carlo does a wonderful job of relating ethics and risk to the global economy. Not only is he insightful, if we don't pay attention to the guidance described in this book individual companies will be at a significant risk and the global economy will suffer."

—Roy Snell, CCEP-Fellow, Society of Corporate Compliance and Ethics

"...Carlo Patetta Rotta has produced a very useful practical guide to ethical issues within business."

—Geoffrey M. Hodgson, University of Hertfordshire, UK

Following corporate scandals and the recent bankruptcy of large financial institutions, the public believes that one of the responsibilities of governments, regulators and corporate executives is to do business in compliance with basic ethical values. It is now acknowledged that there has been a general decline in ethical standards in the business world, perhaps due in part to a celebrity culture that overvalues wealth and shallow notions of "success." Ethics used to be discussed only by philosophers and academics, but it is now apparent to business leaders that companies wishing to survive into the future have to develop effective protection against exposure to "ethical risk."

This *Short Guide*, written by a professional with diverse international experience in auditing and fraud prevention who has specialized in ethics-related issues, serves as a resource for all who need a more complete view of the subject and practical guidance to inform their daily business decisions.

Contents: Foreword; Preface; Introduction; Ethics according to economists; Ethics applied to economics; The roots of ethical uncertainty: a change in values; Ethical risk and how to manage it; Areas on which to focus efforts; Company functions responsible for monitoring and overseeing ethics; Tools to make companies more ethical; Conclusions; Index.

May 2010
978-0-566-09172-8
Paperback. \$34.95
168 pages

978-0-566-09173-5
eBook

Examination copies are available

About the Author:

Carlo Patetta Rotta graduated from the University of Turin with a degree in Business & Economics. He has worked within the auditing and control departments for several international organizations in business sectors from automotive to logistics and from real estate to pharmaceuticals, and has experience of IT system and network controls. He is currently practicing in London.

Patetta Rotta has published articles on ethics-related issues in a number of professional publications including *The Internal Auditor*, the magazine of the US Institute of Internal Auditors. Published articles and more information can be found at www.carlopatetta.com

NEW

A Short Guide to Fraud Risk 🔍 Fraud Resistance and Detection

Martin Samociuk and Nigel Iyer

Edited by Helenne Doody

SHORT GUIDES TO BUSINESS RISK

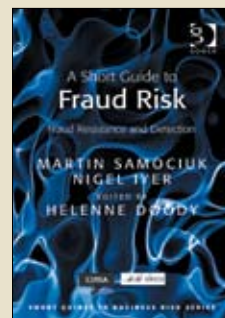
Second Edition

A Short Guide to Fraud Risk is for: anyone who needs to better understand fraud risks, either across their organization, or in a specific business unit; directors and managers who would like to add value by building fraud resistance into their organization and to demonstrate to shareholders, regulators or other stakeholders that they are managing fraud risks, rather than just reacting to incidents; and regulators, auditors and compliance professionals who need to assess the effectiveness of an organization's fraud prevention measures.

The book gives a concise but thorough introduction to the risk of fraud based on a six-element strategy. It includes practical steps to assess and treat fraud risks across an organization, including those relating to executive directors. It also provides practical steps to develop fraud awareness across an organization and how to implement an effective fraud detection and incident management program.

The application of the principles is illustrated with example documents and numerous case studies aimed at assisting the reader to implement either individual elements or a complete fraud risk management strategy.

Contents: Foreword; Managing fraud risk; Developing an anti-fraud culture; Assessing fraud risk; Treating fraud risk; Detecting fraud; Managing incidents; Measuring fraud resistance; References.



March 2010
978-0-566-09231-2
Paperback. \$34.95
196 pages

978-0-566-09232-9
eBook

Examination copies are available

About the Authors and Editor: Nigel Iyer and Martin Samociuk are both practitioners in fraud risk management with an emphasis on proactive prevention and detection. They co-authored *Fraud and Corruption: Prevention and Detection*, (Gower 2006).

Helenne Doody is a fraud risk management specialist. She worked in industry for a year as an internal auditor focusing on risk and internal control before becoming a specialist within the Chartered Institute of Management Accountancy's (CIMA) Innovation and Development department.

NEW

A Short Guide to Procurement Risk 🔍

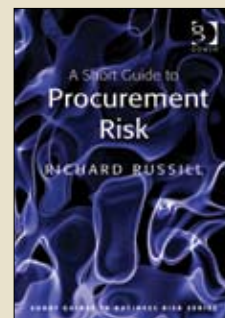
Richard Russill

SHORT GUIDES TO BUSINESS RISK

Increasingly, top executives view supply markets as sources of competitive advantage and as means of achieving strategic objectives. Procurement is the management activity that makes this happen, and this process depends on a superior risk management capability if it is to be effective. Yet, despite its importance, procurement risk management is surprisingly underdeveloped. Recent global risk surveys have pinpointed supply chain vulnerability as one of the four key global risks for the next decade. What is less well known is that this is only half of the story—risk exposures also exist inside the company and can be just as damaging.

No company is an island; it needs suppliers as well as customers. Conventional wisdom puts great emphasis on managing certain aspects of business such as customers, operations, strategy and finances. Typically, however, much less regard is paid to external suppliers and the risks present in dealing with them. At a minimum, suppliers are the sources of materials, services and expert attention which enable the company to feed its business model. When done well, a risk-aware procurement process provides the bonus of competitive advantage, with the ability to capitalize, on the occurrence of unexpected events. This short guide explains just how to do it. Each chapter explores the topic at hand, outlines the risks and the remedies available and offers guidance on the principles and risk prevention.

Contents: Introduction; Procurement and risk—the big picture; External dependencies; Market conditions and behaviours; Procurement process; Management controls; Handling the unexpected; Procurement risk management—an integrated approach; Index.



May 2010
978-0-566-09218-3
Paperback. \$34.95
136 pages

978-0-566-09219-0
eBook

Examination copies are available

About the Author:

Richard Russill operates internationally as an adviser, presenter and writer on business issues, particularly in the areas of supply cost- and relationship-management. His work with companies across all business sectors, public and private, large and small, complements his direct management experience with a global company in production, project management, industrial relations, negotiations, organizational development, engineering and procurement.

A Short Guide to Reputation Risk

Garry Honey, Southampton University, UK

SHORT GUIDES TO BUSINESS RISK

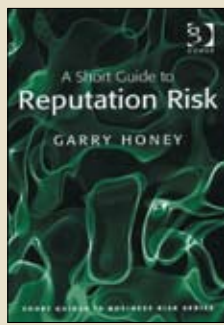
Does your organization have a good or bad reputation, and who takes responsibility for it? Whether viewed as an intangible asset or potential liability, damage to reputation can be costly. In the private sector loss of investor confidence can dent corporate value; in the public sector loss of public trust can lead to political change. How can anyone protect reputation from damage?

These are just some of the questions answered by the guide, designed for business leaders. Also covered is a debate about whether reputation is an operational or strategic risk, whether it should be noted in a risk register, and of course how best to measure reputation value.

This guide will show you how to: identify the value of your reputation and mitigate risk of damage to this value; measure your reputation as an intangible asset and part of intellectual capital; manage the drivers of reputation effectively within your organization; report reputation risk management to inspire confidence among stakeholders.

Reputation risk is relevant not just to Directors of Risk but also Communication, Compliance and Personnel. Whatever your interest in the subject, *A Short Guide to Reputation Risk* provides a shorthand route to understanding the context and key features of this subject.

Contents: The nature and value of reputation; The causes and impact of reputation risk; Identifying stakeholders and risk drivers; Selecting tools and controls; Assigning responsibility; Integrating reputation risk; Governance and compliance; Case studies; Bibliography.



July 2009
978-0-566-08995-4
Paperback. \$49.95
130 pages

978-0-566-08996-1
eBook

Examination copies are available

About the Author:

Garry Honey is Senior Fellow at the Center for Risk Research, Southampton University, in the UK. He has a background of 30 years in industry as both a Marketing Director and Strategy Consultant. He is interested in how organizations, both private and public, manage reputation among diverse stakeholder groups.

Corruption in International Business

The Challenge of Cultural and Legal Diversity

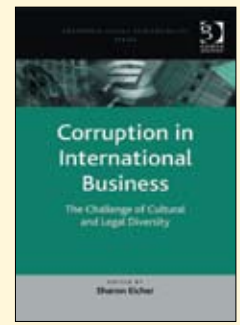
Edited by Sharon Eicher, Friends University, Wichita, Kansas

CORPORATE SOCIAL RESPONSIBILITY

International business involves complex, ethically challenging, and sometimes threatening dilemmas that can involve political and personal agendas.

Corruption in International Business presents a broad range of perspectives on how corruption can be defined; the responsibilities of those working for publicly traded companies to their shareholders; and the positive influences that corporations can have upon combating international corruption. The authors differentiate between public and private sector corruption and explore the implications of both, as well as methods for qualifying and quantifying corruption and the challenges facing policy makers, legal systems, corporations and NGOs, as they seek to mitigate the effects of corruption and enable cultural and social change.

Contents: Preface; Introduction: what corruption is and why it matters, *Sharon Eicher*; Government for hire, *Sharon Eicher*; When shareholders lose (or win) through corruption, *Sharon Eicher*; The good and evil faces of foreign investment, *Sharon Eicher*; Quantifying the immeasurable, *Maks Kobonbaev and Sharon Eicher*; Critiquing the indicators of corruption and governance, *Maks Kobonbaev, Donald Jacobsen and Sharon Eicher*; Corruption in Chinese sports culture, *Benjamin Ostrov*; Exploring corruption in the petroleum sector, *Maks Kobonbaev and Sharon Eicher*; Risk management—playing by the rules, *Sharon Eicher*; Changing the rules: how the transition economy of Kyrgyzstan is reforming public corruption, *Talaibek Koichumanov*; An institutional approach to understanding corruption in BRIC countries, *Qiang Yan*; Private sector incentives for fighting international corruption, *Ethan S. Burger and Mary Holland*; Appendices; Bibliography; Index.



January 2009
978-0-7546-7137-4
Hardback. \$99.95
264 pages

978-0-7546-9448-9
eBook

A Gower Applied Research Book

Key Points:

- Clarifies the underlying institutional and cultural dimensions of business corruption.
- Examines both public and private sectors; and discusses how corruption can be measured.
- Includes examples from a variety of countries including transition economies.

Page extracts from this title are available to view as PDFs at www.gowerpublishing.com

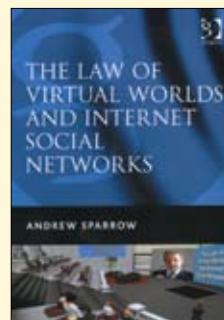
NEW The Law of Virtual Worlds and Internet Social Networks

Andrew Sparrow

Virtual worlds are the latest manifestation of the internet's inexorable appetite for development. Organizations of all kinds are enthusiastically pursuing the commercial opportunities offered by the growth of this phenomenon. But if you believe that there are no laws which govern internet social networks and virtual worlds, this book will persuade you otherwise.

The Law of Virtual Worlds and Internet Social Networks is an essential reference for advertising and media agencies; television broadcast producers; academic institutions including university law, knowledge and information departments. In fact, it has been written for anyone interested in virtual worlds and social networks whether commercially—because you want to explore the possibilities such environments present—or for academic curiosity.

Contents: Introduction: the advent of the avatar; Entering into the virtual world and v-commerce contract formation; Legal terms and conditions governing participation in virtual worlds; The minimum content the law requires for virtual world and social network websites; Protecting and exploiting intellectual property rights in virtual worlds and social networks; Marketing, promotion and advertising of internet social networks and virtual worlds; Protecting personal privacy in virtual worlds and social networks; The Distance Selling Regulations and sales through virtual worlds; Agreements between virtual worlds or social networks and infrastructure providers; Strategic agreements between virtual worlds and aggregators of the service; Protecting corporate and individual reputations in virtual worlds and social networks; Disability discrimination considerations with virtual worlds and social networks; Employment law issues and employees' participation in a virtual world; Bibliography; Index.



January 2010
978-0-566-08850-6
Hardback. \$134.95
256 pages

978-0-7546-9204-1
eBook

About the Author:

Andrew Sparrow is a national award winning solicitor and founder of Lecote Solicitors, a niche commercial law firm concentrating on internet, IT and new media law. Andrew is the author of several books on commercial and internet law, including *Music Distribution and the Internet* (2006) and *Film and Television Distribution and the Internet* (2007), both of which are published by Gower.

Page extracts from this title are available to view as PDFs at www.gowerpublishing.com

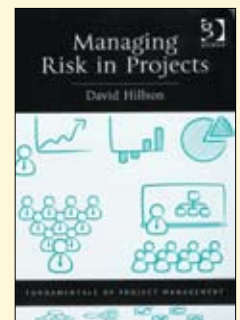
Managing Risk in Projects

David Hillson, Risk Doctor & Partners, UK

FUNDAMENTALS OF PROJECT MANAGEMENT

Projects are risky undertakings, and modern approaches to managing projects recognizes the central need to manage the risk as an integral part of the project management discipline. *Managing Risk in Projects* offers a concise description of current best practice in project risk management and introduces the latest relevant developments enabling project managers, project sponsors and others responsible for managing risk in projects to do just that—effectively.

Contents: UNCERTAINTY AND RISK: Current sources of uncertainty; Responding to uncertainty; Distinguishing between uncertainty and risk; A pragmatic distinction; Three refinements; Not all uncertainty is risk, all risks are uncertain. RISK AND PROJECTS: What's wrong with projects?; Why are projects risky?; Why manage risk in projects?; 'Risks' or risk?; Why is risk management important to projects? MANAGING RISK IN PRACTICE: Towards a risk management process; From narrative to reality; Describing the risk process; Not 'one-size-fits-all'; More than a process. RISK AND PEOPLE: Understanding risk attitude; Influences on the risk attitude spectrum; Risk attitudes and decision-making; Risk attitudes and the risk process; Managing risk attitudes; People plus process. INTEGRATING RISK MANAGEMENT WITH WIDER PROJECT MANAGEMENT: Managing risk throughout the project lifecycle; Contribution of risk management to other project management disciplines; 'Built-in not bolt-on.' THE BIGGER PICTURE: Strategy, tactics and projects; Hierarchy of objectives, hierarchy of risk; Project risk management in the programme context; Enterprise risk management as an integrative framework. MAKING RISK MANAGEMENT WORK: Risk energetics; Internal factors; External factors; Risk energetics across the project lifecycle and beyond; Proving it works; Why bother?; And finally...References and further reading; Index.



August 2009
978-0-566-08867-4
Paperback. \$49.95
126 pages

978-0-566-09155-1
eBook

Examination copies are available

About the Author:

David Hillson, PMP, FRSA, HonFAPM, FIRM, FCMI is an international risk management consultant, and Director of Risk Doctor & Partners (www.risk-doctor.com). He is a popular speaker and author on risk and is widely recognized as a leading thinker and practitioner in the risk field. He is an active member of the Project Management Institute (PMI), a founder member of its Risk SIG, and is currently PMI Risk SIG Director of Technical Development. He received the PMI Distinguished Contribution Award for his work in developing risk management over many years.

Page extracts from this title are available to view as PDFs at www.gowerpublishing.com

Money Laundering

A Concise Guide for All Business

Doug Hopton

Second Edition

Reviews of First Edition:

"If your business does transactions that may involve money laundering, you could fall foul of the regulations and laws, and as Doug Hopton makes plain from the start, this is serious stuff after 9-11. Terrorists need finance—whether from crime or donations—for travel, training and so on."

—Professional Security Magazine

"...a very clear and comprehensive guide."

—Accounting Technician

The Money Laundering Regulations 2007 have extended the range of solicitors covered by the Proceeds of Crime Act to include solicitors, lawyers, estate agents and, in effect, all companies involved in consultancy or business services. Doug Hopton's highly practical guide explains the basis of international law, regulations and standards in this area and how they affect businesses; and provides down to earth advice on the basic rules of good business management: know your client, know your business (and your client's business), which will help companies understand what procedures to establish, and how and when to report suspicious activity.

Contents: Introduction to money laundering; International development of law and regulation; Financial Action Task Force (FATF); European Directives; US legislation; UK legislation; Proceeds of Crime Act 2002—Part 7: requirements and offences; Proceeds of Crime Act 2002—other areas; Terrorism Act 2000—requirements and offences; Money Laundering Regulations 2007; How to implement in practice the UK anti-money laundering legislation and regulations—general review; Customer Due Diligence (CDD); Record-keeping; Reporting requirements; The role of the Money Laundering Reporting Officer (MLRO); The Money Laundering Reporting Officer's annual report; Awareness and training; Appendices; Index.



August 2009
978-0-566-09157-5
Hardback. \$134.95
232 pages

978-0-566-09188-9
eBook

About the Author:

Doug Hopton was with the Barclays Bank Group for over 37 years before setting up DTH Associates Ltd., the consultancy he runs on financial crime prevention. For 24 years he worked in group internal audit, involved in fraud investigation and compliance worldwide with anti-money laundering legislation. He was for many years Head of Group Fraud and Money Laundering Prevention and was the Barclays Group Money Laundering Reporting Officer. He was also chairman on the Mainstream Banking Advisory Panel of the UK Joint Money Laundering Steering Group and a member of the former HM Treasury Money Laundering Experts Group.

Page extracts from this title are available to view as PDFs at www.gowerpublishing.com

Practical Schedule Risk Analysis

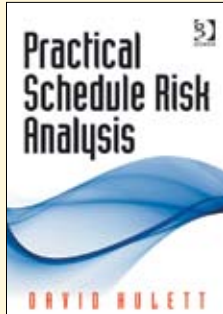
David Hulett

"Offering a complete treatment of schedule risk analysis, this book introduces methods at the simplest level and then progressively elaborates on them. Mr. Hulett includes a discussion of the most powerful and advanced capabilities available in current commercial software. The methods covered in this book are industry-dependent and have been used with positive effect in construction, oil and gas, information systems, environmental restoration, and aerospace and defense. This practical book can also serve as a guide to creating and managing a rigorous project schedule."

—PMI Marketplace

Practical Schedule Risk Analysis contains a complete treatment of schedule risk analysis from basic to advanced concepts. Benefits of the process, relationship to traditional critical path method scheduling and to project management, the role of the corporate culture in ensuring success and the criticality of collecting risk data are emphasized for the benefit of the practitioner.

Contents: Preface; Why schedule risk analysis? Looking beyond the critical path method; Uncertainty in activity durations: using probability distributions; Uncertainty along a schedule path: using Monte Carlo simulation; A good project schedule is needed: Critical Path Method scheduling 101; Collecting risk data: exploring methods and problems; Where parallel paths merge: introducing the 'merge bias' and risk criticality; Probabilistic branching: analyzing discrete risk events; Using risks to drive the analysis and prioritize risks: introducing the 'risk driver' method; Schedule contingency plans: using conditional branching; When activity durations move together: incorporating correlation; Risk management in the organization: identifying the mature risk management culture; Appendix: the problem with PERT; Index.



July 2009
978-0-566-08790-5
Hardback. \$124.95
240 pages

978-0-7546-9196-9
eBook

About the Author:

David T. Hulett is internationally recognized as a leading expert in risk management, leader in risk management activities of the Project Management Institute, project manager of the Risk Management chapter of the PMBOK® Guide (2000 and 3rd editions), deputy PM of the Practice Standard for Project Risk Management (ongoing) and frequent conference speaker. He has a consulting and training practice with clients in many industries around the world.

Page extracts from this title are available to view as PDFs at www.gowerpublishing.com

Outsourcing IT—The Legal Aspects

Planning, Contracting, Managing and the Law

Rachel Burnett

Second Edition

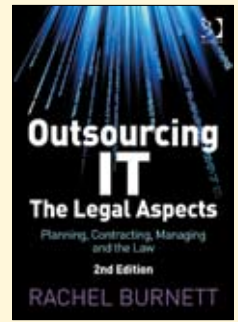
"Don't let the legal part of the title scare you off—this is a readable guide to the current way outsourcing deals are done....Recommended."

—John Garratt, IT Europa

Outsourcing has increased and developed immensely in scope, sophistication and ambition over the last twenty years—and continues to evolve. Information technology outsourcing is potentially highly complex and risk-laden, especially for the fast growing areas of business process and transformational outsourcing, and where whole departments or business areas are outsourced.

Whether you are a supplier or a customer, it is vital to have a properly negotiated formal contract if you are entering into an outsourcing arrangement. A good contract needs careful planning and this book provides a comprehensive guide to the whole process. Well-planned and well-structured outsourcing arrangements, by well-informed and well-advised customers, are far more likely to work for both customer and supplier alike and *Outsourcing IT—The Legal Aspects: Planning, Contracting, Managing and the Law* is the perfect place to start.

Contents: Forewords; Preface; Introduction; Contract planning, structuring and negotiating; Selecting a supplier; Public procurement; Services and service level agreements; Business assets: premises and equipment; Human resources; Software; Costs and charges; Management liaison and review; Allowing for change; Confidentiality, data protection and security; Contract duration, termination and transition management; Redressing fault and failure; Offshore outsourcing; Conclusion; Index.



March 2009
978-0-566-08597-0
Hardback. \$134.95
254 pages

978-0-7546-9415-1
eBook

Key Points:

- Provides a comprehensive guide to properly negotiating a formal contract.
- Address key issues such as intellectual property arrangements, the complexities of transferring staff, property and other assets, tendering procedures and performance monitoring.
- Examines the complexities and risks of information technology outsourcing.

Page extracts from this title are available to view as PDFs at www.gowerpublishing.com

Project Governance

Ralf Müller, PM Concepts, Sweden

FUNDAMENTALS OF PROJECT MANAGEMENT

"A simple framework which covers the different levels of organizational maturity has been conveyed well in this book and would be a welcome addition to any program office manager, portfolio manager or organizational change specialist's bookshelf. That said, this is also a book aimed at the project manager, especially their role within project governance but also program level, portfolio level and ultimately how their delivery impacts the corporation as a whole...Like much in project management, communication is the key for effective governance at each level of the organization and Muller's book goes a long way to showing how to utilize effective communication to achieve an integrated governance model."

—Project Management Tipoffs

Without a governance structure, an organization runs the risk of conflicts and inconsistencies between the various means of achieving organizational goals, the processes and resources, causing costly inefficiencies that impact negatively on both smooth running and bottom line profitability. However, the frequency of projects failing to meet these corporate objectives has focused attention firmly on the process of project governance.

Ralf Müller's book provides a well-researched governance framework along with the best-practices, roles and responsibilities related to governance tasks. This concise text is an important guide for project and program managers, those managers concerned with corporate governance such as risk managers and internal auditors, project sponsors and project board members, as well as academics researching in organizational and project performance.

Contents: Introduction; Objectives and institutions; Governance of project management; Governance of programs and portfolios; Governance of projects; Towards an integrated governance model; The way forward; References; Index.



April 2009
978-0-566-08866-7
Paperback. \$49.95
124 pages

978-0-566-09156-8
eBook

Examination copies are available

About the Author:

Ralf Müller is an international lecturer, researcher, author, and business consultant. He is the founder and managing director of PM Concepts, a Sweden-based Management Consultancy, which advises larger enterprises in project, program and portfolio management. He is also a part-time Associate Professor at Umeå University, Sweden, Adjunct Professor at the Norwegian School of Management BI, and the Graduate School of Management in Lille, France. He lectures on project management, project governance and research methodology.

Page extracts from this title are available to view as PDFs at www.gowerpublishing.com

Risk and Financial Management in Construction

Simon A. Burtonshaw-Gunn, University of Salford, UK

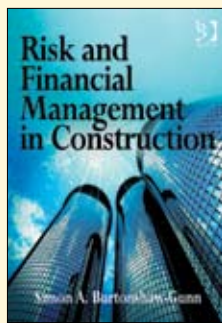
"This book is particularly helpful for readers in that it makes use of a considerable number of diagrams, models and other methods of clarifying complex theories or assisting in explaining risk models...if you are going to deal with risk and/or finance, you really ought to make the time to read this book as part of the subject."

—Building Engineer

The book covers risk management describing the tools and methods to reduce the occurrence and consequences of risk, and the financial management of construction projects from raising funding, to contract strategy and through to estimating, budgeting and cost control. It includes a chapter covering international project risk, bringing together the issues of risk management, prime contracting, and PFI funding for construction projects undertaken away from the contractors main home market.

Risk and Financial Management in Construction is aimed at those practicing in, or studying to enter, the project management profession in providing a strategic and operational knowledge of these subjects allowing the reader easy access to the key points through a wide selection of models, checklists and easy to find lists in all of the key areas.

Contents: Preface; Introduction. PART 1: CONSTRUCTION RISK MANAGEMENT: Risk management in construction projects; Risk identification and planning; Qualitative risk analysis and quantitative risk evaluation; Risk response planning, monitoring and control; Construction prime contracting and the importance of risk management in international projects. PART 2: FINANCIAL MANAGEMENT: Financing of construction projects; Financial assessment and performance of projects; Advances in contract strategy; Estimating, budgeting and cost control; References; Glossary of terms; Index.



February 2009
978-0-566-08897-1
Hardback. \$114.95
200 pages

Key Points:

- Addresses the tools and methods used to reduce the occurrence and consequences of risk.
- Explores the international project risk issues of risk management, prime contracting and PFI.
- Recommended text for those practicing in, or studying to enter, the project management profession.

Page extracts from this title are available to view as PDFs at www.gowerpublishing.com

FORTHCOMING

Risky Business

Psychological, Physical and Financial Costs of High Risk Behavior in Organizations

Edited by Ron Burke, York University and Cary Cooper, Lancaster University, UK

PSYCHOLOGICAL AND BEHAVIOURAL ASPECTS OF RISK

What are the financial and psychological costs of risky behavior in business to the individuals concerned and their organizations; addictive behaviors such as gambling, drug taking and even addiction to work; criminal behaviors such as theft and corruption; and behaviors such as aggression and violence?

Risky Business provides a perspective on these behaviors and their implications to employee and organizational health within the context of the workplace environment.

Selected Contents: PART I: INTRODUCTION: Human frailties and toxic organizations, *Ronald J. Burke*. PART II: HUMAN FRAILTIES: Understanding and treating workaholism: setting the stage for successful interventions, *Corine van Wijhe, Wilmar B. Schaufeli and Maria Peeters*; Dangerous connections: alcohol, employment and the family, *Paul M. Roman and Lauren A. O'Brien*; Case studies on substance abuse in the workplace, *Victor Adebawale and Sarah Reed*. PART III: TOXIC ORGANIZATIONS: Discrimination as high risk behavior in the workplace, *Robert L. Dipboye*; Sexual harassment in the workplace, *Vicky J. Magley, Timothy J. Bauerle and Benjamin M. Walsh*; Job demands, resources and psychological and physical well-being-critical factors which may make some jobs more stressful than others, *Susan Cartwright*; The nature and outcomes of destructive leadership behavior in organizations, *Stale Einarsen, Merethe Ausland and Anders Skogstad*; Workplace violence: the American experience, *Richard V. Denenberg* and *Tia Schneider Denenberg*; Index.

September 2010
978-0-566-08915-2
Hardback. c. \$114.95
c. 250 pages

978-1-4094-0553-5
eBook

About the Editors:

One of Canada's most prolific researchers, Professor Ron Burke's work has focused on the relationship between the work environment and individual and organizational health. He was the Founding Editor of the Canadian Journal of Administrative Sciences and has served on the editorial boards of more than a dozen journals. Burke earned his PhD from the University of Michigan and is currently Professor of Organizational Behavior at the Schulich School of Business, York University in Toronto. He has published over 500 journal articles and edited or co-edited 27 books to date with several publishers.

Cary L. Cooper is Professor of Organizational Psychology and Health, Lancaster University Management School and Pro Vice Chancellor (External Relations) at Lancaster University in the UK. He is the author of over 100 books (on occupational stress, women at work and industrial and organizational psychology), he has written over 400 scholarly articles for academic journals, and is a frequent contributor to national newspapers, TV and radio.

NEW

Risk Strategies

Dialling Up Optimum Firm Risk

Les Coleman, University of Melbourne, Australia

"Whether you are a Risk Manager, CRO, CFO or a student of risk this book will provide insights and strategies to deal successfully with our increasingly complex and risky business environment."

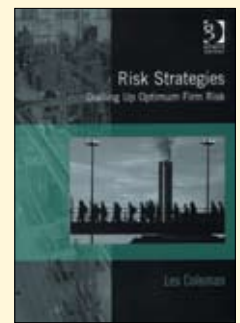
—Richard D. Rhimes, Principal, Rhimes Consulting Pty Ltd.

"This work is an important step towards making firm risk management more than just waiting for the infamous black swan materializing. While being as specific as possible, it carefully sticks to the scientific approach and thus prevents giving popular but ungrounded 'one liners' advice. No one calling him- or herself a risk manager can afford not reading it and contemplating its meaning for his or her daily work."

—Ira Helsloot, Free University of Amsterdam, The Netherlands and editor of *The Journal of Contingencies and Crisis Management*

Written by an author who has managed risk, teaches about risk, but most importantly of all has researched the theory of risk, this book will help teachers and students of management, extend their knowledge and risk management skills and enable senior executives to dial up the right level of risk within their organizations in order to enhance performance.

Contents: Preface; Introduction; Nature and sources of corporate risk; Why organizations take risks; Decision making and risk; Impact of risk on shareholder value; Enterprise risk management; Financing risk: insurance and asset-liability management; Managing risks in financial operations; The new function of Chief Risk Officer; Governance and ethics; National risk strategy; management of corporate crises; Lessons from the 'great risks,' Summary and conclusions; References; Index.



November 2009
978-0-566-08938-1
Hardback. \$124.95
264 pages

978-0-566-08939-8
eBook

About the Author:

Les Coleman is a senior lecturer in finance at the University of Melbourne where he undertakes research into the strategic management of risk. He is a member of the Investment Policy Committee of United Funds Management Limited. He completed a bachelor's degree in Mining Engineering at the University of Melbourne, a Bachelor of Science (Economics) from the University of London, a Master of Economics at the University of Sydney and a PhD at the University of Melbourne.

Page extracts from this title are available to view as PDFs at www.gowerpublishing.com

Stock Market Efficiency, Insider Dealing and Market Abuse

Paul Barnes

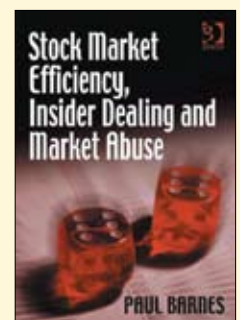
"Professor Barnes' book has made an important contribution to how we think about stock market efficiency...He also significantly reminds us that insider dealing is not a victimless crime and that it is both a manifestation of inefficient markets and a considerable corporate governance problem for companies..."

—King's Law Journal

The recent turbulence in the stock market has brought into question the way, and prices at which, shares are traded, and how the market effectively values companies. It has also raised public concern as to the way by which dealers and investors take advantage of changes in market prices.

This book discusses what makes stock market efficiency so important for the economy, looks at the theory and issues that underpin market abuse and why an offence often dismissed as a victimless crime is punished so severely. It explores the impact of perception and other factors that distort the market and outlines the extent of abuse. Regulators, lawyers, company officials, investigators, professional advisers and of course investors, both professional and otherwise will find this a helpful guide to the underlying elements of fraud and market manipulation.

Contents: Introduction; Why the Stock Market and Its Efficiency are so Important; How Shares are Traded and Valued; The Efficient Capital Markets Hypothesis; Market Irrationality: Bubbles, Manias, Panics and Crashes; Outperforming the Market: the Case of Mergers and Takeovers; The Regulation of the Markets; Market Abuse; The Role, Use and Abuse of Financial and Accounting Data: Information Asymmetry; The Way Forward; Index.



February 2009
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Hardback. \$124.95
224 pages

978-1-4094-0689-1
eBook

Key Points:

- Discusses what makes stock market efficiency so important for the economy.
- Examines the theory and issues that underpin market abuse.
- Explores the impact of perception and other factors that distort the market.

Page extracts from this title are available to view as PDFs at www.gowerpublishing.com

SERIES ADVANCES IN PROJECT MANAGEMENT

Series Editor: Darren Dalcher


Project management has become a key competence for most organizations in the public and private sectors. Driven by recent business trends such as fewer management layers, greater flexibility, increasing geographical distribution and more project-based work, project management has grown beyond its roots in the construction, engineering and aerospace industries to transform the service, financial, computer and general management sectors. In fact, a Fortune article rated project management as the number one career choice at the beginning of the 21st century.

Yet many organizations have struggled in applying the traditional models of project management to their new projects in the global environment. Project management offers a framework to help organizations to transform their mainstream operations and service performance. It is viewed as a way of organizing for the future. Moreover, in an increasingly busy, stressful and uncertain world it has become necessary to manage several projects successfully at the same time. According to some estimates the world annually spends well over \$10 trillion on projects and up to half of these projects fail! A major ingredient in the build-up leading to failure is often cited as the lack of adequate project management knowledge and experience.

Some organizations have responded to this situation by trying to improve the understanding and capability of their managers and employees who are introduced to projects, as well as their experienced project managers in an attempt to enhance their competence and capability in this area.

Advances in Project Management provides short, state-of-play guides to the main aspects of the new emerging applications including: maturity models, agile projects, extreme projects, six sigma and projects, human factors and leadership in projects, project governance, value management, virtual teams and project benefits.

Examination copies are available for all volumes in this series. To request exam copies, please visit www.gowerpublishing.com/examcopy or contact our Sales Manager, Suzanne Sprague at ssprague@ashgate.com

Look for the magnifying glass icon! 

For more information, including a full list of titles in this series and guidelines on submitting a proposal, please visit www.gowerpublishing.com/advancesinprojectmanagement

NEW Strategic Project Risk Appraisal and Management

Elaine Harris

ADVANCES IN PROJECT MANAGEMENT

"...What is seldom analyzed are the components of knowledge necessary to make a good judgment, the impact of our own prejudices in relation to projects or for that matter the cultural elements within an organization which impact upon the decision making process. Elaine created a system to break this down and give reasons and logic to both the process and the human interaction necessary to improve the chances of success. Adopting her recommendations will improve teamwork and outcomes for your company."

—Edward Roderick Hon LLD

Elaine Harris explores a variety of alternative pre-decision risk assessment strategies and their application in different types of project. Her cutting edge research will help advanced project practitioners and researchers in projects and risk management to develop a risk management strategy that is better suited to the context of their projects and one that is flexible enough to develop and adapt once the project decision has been taken and the real-world of project management and delivery begins.

Contents: Introduction. PART 1: BACKGROUND TO PROJECT RISK APPRAISAL: Context for project risk appraisal; Project risk appraisal techniques. PART 2: STRATEGIC PROJECT RISK CASE ILLUSTRATIONS: Business development projects; Systems development projects; New site projects; New product development projects; Business acquisitions; Compliance projects; Event management. PART 3: PROJECT RISK MANAGEMENT; Post-project reviews; References; Index.



October 2009
978-0-566-08848-3
Paperback. \$49.95
126 pages

978-0-7546-9211-9
eBook

Examination copies are available

About the Author: Elaine Harris is Professor and Head of Department of Accounting and Finance and Head of Leicester Business School's Graduate Center at De Montfort University, in the UK, where she teaches Project Management.

Page extracts from this title are available to view as PDFs at www.gowerpublishing.com

Managing Project Uncertainty

David Cleden

ADVANCES IN PROJECT MANAGEMENT

"This is a must-read book for anyone involved in project management...The book is clear, cogent, concise and complete...For project managers this book, far from being a short-lived stress anodyne, will provide a confidence-boosting tonic. Project uncertainty? Bring it on, I say!"

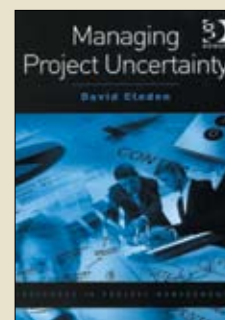
—International Journal of Managing Projects in Business
"Cleden will leave you with a sound understanding about the traits, tendencies, timing and tenacity of uncertainty in projects. He is also adept at identifying certain methods that try to contain the uncertainty, and why some prove more successful than others..."

—Brad Egeland, Project Management Tips

By picking up where traditional risk management techniques begin to fail, this book brings together leading-edge thinking from a variety of disciplines and shows how these techniques can be used to conquer uncertainty in projects.

The book addresses five key questions: Why is there uncertainty in projects? How do you spot the symptoms of uncertainty, preferably at an early stage? What can be done to avoid uncertainty? What strategies can be used to deal with project uncertainty? How can both the individual and the organization learn to cope more effectively in the future?

Contents: Preface; Living with uncertainty; Uncertainty in project and programme plans; Problem-solving strategies for managing uncertainty; Knowledge-centric strategies; Anticipation strategies; Resilience strategies; Learning strategies; Glossary; Bibliography; Index.



April 2009
978-0-566-08840-7
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146 pages

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eBook

Examination copies are available

About the Author: David Cleden is a senior consultant for Northgate Information Solutions, a provider of specialist IT services to the public sector.

Page extracts from this title are available to view as PDFs at www.gowerpublishing.com

FORTHCOMING Tame, Messy and Wicked Risk Leadership

David Hancock

ADVANCES IN PROJECT MANAGEMENT

David Hancock's book explores alternative approaches to the linear solutions to project risk; one that uses the perspective of "tame, messy and wicked" problems to categorize risks. Wicked problems (such as those having a community or societal benefit) are those involving a high number of stakeholders and have no optimum solution. Messy problems (e.g. transport networks) are those involving a high number of interconnected systems. Wicked messes involve both! The solutions require risk managers to identify project stakeholders and seek resolutions between their different perspectives, as much as deliver singular "best" solutions.

Contents: Preface. PART 1: THE BASIS FOR CURRENT PROJECT RISK METHODOLOGIES: Introduction; Risk and risk management. PART 2: THE TAME, MESSY AND WICKED MODEL: Problem types and systems complexity; Problem types and behavioural complexity. PART 3: STRATEGIES FOR WICKED AND MESSY ENVIRONMENTS: Risk therapy—the talking cure; Conclusion; Index.

September 2010
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Paperback. c. \$49.95
c. 100 pages

978-1-4094-0873-4
eBook

Examination copies are available

About the Author: David Hancock is presently a mentor to the NHS institute and part of the newly formed institute think tank to look at involvement principles, review the involvement work of the NHS Institute and to evaluate the impact of the Involvement Framework.



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Systems Cost Engineering

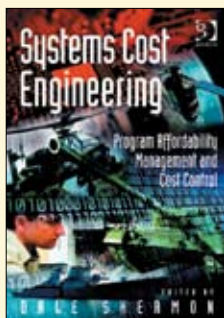
Program Affordability Management and Cost Control

Edited by Dale Shermon

WINNER OF THE INTERNATIONAL SOCIETY OF PARAMETRIC ANALYSTS FREIMAN AWARD 2009

Complex major projects involving engineering, hardware, software, service and IT, all suffer from two basic problems: the project sponsors often struggle to specify the project effectively, and project managers find themselves wrestling with unpredicted cost or schedule overruns. Everyone wants to be successful with the tools and solutions they use, so this book is a comprehensive collection of methods with proven success. The applications described by Dale Shermon and his co-authors have evolved over 30 years of cost engineering experience during which time they have been matured by the parametric community. Each chapter explores a different application of parametrics, based on real-life case examples, providing you with a detailed guide to the rationale and value of cost engineering in a different industry or program context.

Contents: Introduction; How to appreciate parametrics; How to estimate using parametrics; How to prepare bids faster with fewer resources; How to prepare a focused business plan; How to validate quotations from suppliers; How to manage your program effectively; How to achieve accuracy in cost engineering; How to accomplish quality assurance; How to estimate through life; How to estimate technology maturity; How to assess software; How to analyse risk and uncertainty; How to influence project strategy; How to consider technology insertion; How to develop cost effective alternatives; How to tackle the system of systems challenge; How to create home-grown parametric models; How to successfully construct life-cycle costing; How to accomplish knowledge retention; How to present the results; How to adopt parametrics; The history of parametrics; Index.



August 2009
978-0-566-08861-2
Hardback. \$134.95
328 pages

About the Editor:

Dale Shermon is a Senior Executive Consultant responsible for Training, Customer Support and Consultancy in Northern Europe. Dale has presented courses in hardware estimating, software estimating, life cycle cost, cost estimating relationships, information technology, risk analysis and supplier assessment in the UK, Sweden, Italy, USA, Australia, Taiwan and Germany. He has conducted consulting assignments in UK, Italy, France, Australia and the Netherlands. He was responsible for the development of the "PRICE HL Questionnaire" within the PRICE Estimating Suite and the TruePlanning for Concepts parametric cost model.

NEW

Terrorism, the Worker and the City

Simulations and Security in a Time of Terror

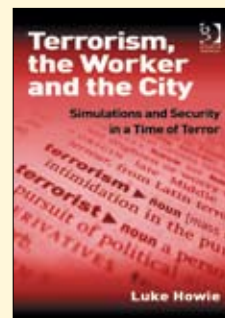
Luke Howie, Monash University, Australia

"Howie's target is the intersection between terrorism, globalization and work. A key argument is the power of the global image of terror to affect all workers in all cities. The book effortlessly moves between grounded empirical evidence and dazzling theoretical insight. This is an important book from an important new thinker on terrorism."

—Gavin Kendall, Queensland University of Technology

Luke Howie's book considers what steps managers and employees can and should take to protect their businesses from the amorphous and indefinable threat of terrorism. Even where they don't perceive a high level threat, business managers who might face having to account for themselves to some post event Inquiry have taken action in consequence of the situation. Often, that action amounts to the introduction of what can be described as "Simulated Security" which can be effective in terms of providing the reassurance to counter the terrorist objective of disrupting normal life through fear. With its rigorous research compared with other more speculative works on this subject, *Terrorism, the Worker and the City* will appeal to city and business leaders and managers and security professionals, as well as those in governmental and academic research communities, for all of whom terrorism is now an ever present concern.

Contents: Acknowledgements; Working in the theatre of terrorism; Working people as witnesses and victims of terrorism; The consequences and meanings of terrorism for businesses; Terror and the mediated city; Working in a time of terror; Simulated security: a business response to terrorism; Terror-work; Bibliography; Index.



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978-0-566-08889-6
Hardback. \$114.95
206 pages

978-0-566-09250-3
eBook

About the Author:

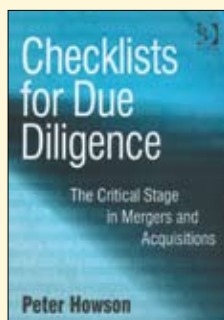
Luke Howie is a Lecturer in the Department of Behavioral Studies and Member of the Global Terrorism Research Center at Monash University, Australia. He is also a Research Associate at the Australian Homeland Security Research Center, Canberra, Australia.

Page extracts from this title are available to view as PDFs at www.gowerpublishing.com

Checklists for Due Diligence

Peter Howson

This collection of checklists is designed to make your due diligence process as smooth and as effective as possible. They cover both the commercial due diligence process—in other words, how can you be sure you are buying the company you think you are? Are you sure it is as good as the seller says? How can you be certain unexpected costs and obligations will not suddenly appear once you are the owner and responsible for them? How best can you arm yourself for the negotiations? As well as the due diligence process itself—making sure you manage the risk aspects of any acquisition.



2008
978-0-566-08862-9
Paperback and CD-ROM. \$74.95
150 pages

Examination copies are available

Hacking the Human

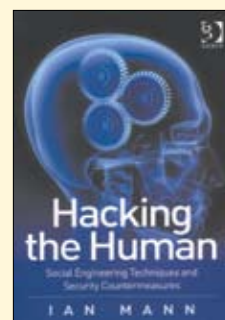
Social Engineering Techniques and Security Countermeasures

Ian Mann

"Full of ideas and angles that turn day-to-day security management on its head. For years the security business has ground away at technical issues that company boards don't understand...this book lays open the reality of 'real' security—the security that the CEO understands and worries about."

—Jon Pumflett, Head of Information Security, Threadneedle

Hacking the Human highlights the main sources of risk from social engineering and draws on psychological models to explain the basis for human vulnerabilities. Offering more than a simple checklist to follow, the book provides a rich mix of examples, applied research and practical solutions for security and IT professionals that enable you to create and develop a security solution that is most appropriate for your organization.



2008
978-0-566-08773-8
Hardback. \$114.95
266 pages

978-0-7546-9351-2
eBook

Intelligent Internal Control and Risk Management

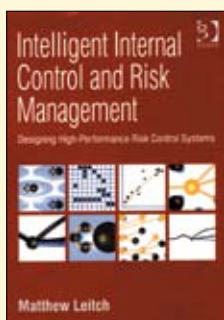
Designing High-Performance Risk Control Systems

Matthew Leitch

"...This book is a breath of fresh air. Matthew Leitch offers a new agenda for internal control and risk management based on clear and intelligent thinking and analysis...this book should be compulsory reading for all senior managers and professionals in the risk management business."

—Jeremy Hope, cofounder of the Beyond Budgeting Round Table and author of *Reinventing the CFO*

This important and timely book offers a way of improving the value of control and risk management by bringing creativity and design skills to the fore. It provides an arsenal of 60 high performance control mechanisms, including several alternative ways to design controls and control systems, controls for monitoring and audit, controls for accelerated learning, and techniques for finding and recovering cash.



2008
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Hardback. \$114.95
272 pages

978-0-7546-8893-8
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