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BOOK CATALOGUE & PRICE LIST

254 titles • Management

Management (254)

S#	TITLE	BINDING	AUTHOR	EDITION	YEAR	ISBN	F.C	PRICE	PAK RS	DISC %	QTY	AMOUNT
1	Artificial Intelligence Applications in Financial Technology	Hardcover	Yanhui Geng Albert Y.S.Lam		2025	9783725851836	€	112.00	40,844.16	20%	1	32,675.33
2	HBR at 100: The Most Influential and Innovative Articles from Harvard Business Review's First Century	Paperback	HBR		2022	9781647823412	$	29.95	9,420.77	20%	1	7,536.62
3	MIT SLOAN MANAGEMENT REVIEW (QUARTERLY) 2024		MMR		2022		$	465.00	146,265.75	20%	1	117,012.60
4	Public Administration: Understanding Management, Politics, and Law in the Public Sector	Paperback	David H. Rosenbloom	9/E	2022	9780073379159	£	94.95	40,154.35	20%	1	32,123.48
5	Asian Journal of Management Cases 2020	Paperback	2 ISSUES		2020		₹	4,310.00	13,835.10	20%	1	11,068.08
6	ENTREPRENEUR MAGAZINE 2020		8 ISSUES		2020		$	195.00	61,337.25	20%	1	49,069.80
7	IMA Journal of Management Mathematics		4 ISSUES		2020		£	350.00	148,015.00	20%	1	118,412.00
8	MANAGEMENT 2018	Paperback	S P ROBBINS	8/E	2018	9781488611872	$	45.00	14,154.75	20%	1	11,323.80
9	HUMAN RESOURCE MANAGEMENT	Paperback	WAYNE MONDAY	10/E	2015		₹	1,995.00	6,403.95	20%	1	5,123.16
10	FOUNDATION OF FINANCIAL MANAGEMENT	Hardcover	BLOCK		2014		$	35.00	11,009.25	20%	1	8,807.40
11	MANAGEMENT OF INFORAMTION SYSTEM		KROPNKE		2014		$	25.00	7,863.75	20%	1	6,291.00
12	Managing All-in-One For Dummies	Paperback	Traci Cumbay		2014	9781118784082	$	34.99	11,006.10	20%	1	8,804.88
13	PUBLIC ADMINISTRATION UNDERSTANDING MANAGEMENT'POLITICS'and Law in the Public Sector	Hardcover	ROSENBLOOM	8/E	2014	9780073379159	$	109.00	34,285.95	20%	1	27,428.76
14	Disrupt or Be Disrupted: A Blueprint for Change in Management Education	Hardcover	GMAC		2013	9781118602393	$	40.00	12,582.00	20%	1	10,065.60
15	Strategic Management	Paperback	Zainal Abidin Zainal Abidin M	2/E	2013	9789834710446			795.00	20%	1	636.00

S#	TITLE	BINDING	AUTHOR	EDITION	YEAR	ISBN	F.C	PRICE	PAK RS	DISC %	QTY	AMOUNT
16	A Woman's Place: The Crucial Roles of Women in Family Business	Hardcover	Ann M. Dugan		2011	9780230111226	$	48.00	15,098.40	20%	1	12,078.72
17	Handbook of Managerial Behavior and Occupational Health	Hardcover	ALEXANDER STAMATIOS		2009	9781848440951	£	48.95	20,700.96	20%	1	16,560.77
18	Operations Strategy in Action A Guide to the Theory and Practice of Implementation	Hardcover	KIM HUA TAN		2009	9781847207777	£	75.00	31,717.50	20%	1	25,374.00
19	Building an Import/Export Business E-BOOK PDF		Kenneth D.Weiss	2/E	2008	9780470120477	$	38.00	11,952.90	20%	1	9,562.32
20	MANAGEMENT PRINCIPLES PROCESSES AND PRACTICES	Paperback	ANIL BHAT		2008	0195694457	₹	325.00	1,043.25	20%	1	834.60
21	THE 7 TRIGGERS TO YES the new scince behind influencing people's decisions	Hardcover	RUSSELL H. GRANGER		2008	9780071544372	$	24.95	7,848.02	20%	1	6,278.42
22	BUSINESS COMMUNICATION TODAY	Paperback	COURTLAND L- BOVEE	8/E	2007	8131738387			395.00	20%	1	316.00
23	HOW THE PAPER FISH LEARNED TO SWIM	Hardcover	JONATHON FLAUM		2007	0814408885	$	19.95	6,275.27	20%	1	5,020.22
24	HOW TO GET A JOB YOU'LL LOVE	Paperback	JOHN LEES		2007	007711471X	£	12.99	5,493.47	20%	1	4,394.78
25	PERSPECTIVES IN BUSINESS ETHICS	Paperback	LAURA P HARTMAN	3/E	2007	0070620040	₹	295.00	946.95	20%	1	757.56
26	PRINCIPLES OF MANAGERIAL FINANCE	Paperback	LAWRENCE J GITMAN	11/E	2007	8131709264			475.00	20%	1	380.00
27	Rapid Transformation: A 90-day Plan for Fast and EFFECTIVE CHANGE	Hardcover	BEHNAM N TABRIZI		2007	9781422118894	$	29.95	9,420.77	20%	1	7,536.62
28	STATISTICS FOR MANAGEMENT & ECONOMICS	Hardcover	GERALD KELLER	7/E	2007	0324376332	$	35.00	11,009.25	20%	1	8,807.40
29	STRATEGIC MANAGEMENT CONCEPTS AND CASES	Paperback	FRED R DAVID	10/E	2007	817758751X			375.00	20%	1	300.00
30	THE FUTURE OF MANAGEMENT	Hardcover	GARY HAMEL		2007	9781422102503	$	26.95	8,477.12	20%	1	6,781.70
31	TOYOTA TALENT DEVELOPING YOUR PEOPLE THE TOYOTA WAY	Hardcover	JEFFREY K LIKER, DAVID P MEIER		2007	0071477454	$	27.95	8,791.67	20%	1	7,033.34
32	WORKERS PARTICIPATION IN MANAGEMENT	Hardcover	P VENKATARAMANA		2007	8131300692	₹	495.00	1,588.95	20%	1	1,271.16
33	X TEAMS HOW TO BUILD TEAMS THAT LEAD INNOVATE AND SUCCEED (H		DEBORAH ANCONA ANCONA		2007	9781591396925	$	29.95	9,420.77	20%	1	7,536.62
34	CONCEPT OF FRONT OFFICE MANAGEMENT	Hardcover	DR B K CHAKRAVATI		2006	8176489905	₹	695.00	2,230.95	20%	1	1,784.76
35	GLOBAL MARKETING MANAGEMENT 5/5	Paperback	JOHN A QUELCH		2006	0324322844	$	177.95	55,974.17	20%	1	44,779.34
36	JACK WELCH AND GE WAY MANAGEMENT INSIGHTS AND LEADERSHIP SEC		R SLATER		2006	0070533024			315.00	20%	1	252.00
37	Learning from Exporting: New Insights New Perspectives	Hardcover	ROBERT SALOMON		2006	9781845425814	£	60.00	25,374.00	20%	1	20,299.20
38	MACROECONOMIC THEORY AND POLICY	Paperback	W H BRANSON	2/E	2006	8174730877	₹	195.00	625.95	20%	1	500.76
39	SELLING TECHNOLOGY: THE CHANGING SHAPE OF SALES IN AN INFORMA		ASAF DARR		2006	9780801473197	$	16.95	5,331.62	20%	1	4,265.30

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40	THE HIGH IMPACT LEADER MOMENTS MATTER IN ACCELERATING AUTHENTIC LEADERSHIP DEVELOPMENT	Hardcover	BRUCE J AVOLIO, FRED LUTHANS		2006	9780071444132	$	27.95	8,791.67	20%	1	7,033.34
41	ACADEMIC DICTIONARY OF PERSONNEL MANAGEMENT	Hardcover	PRAKASH MATHUR		2005	8182052661	₹	450.00	1,444.50	20%	1	1,155.60
42	ASIAN IRRIGATION IN TRANSITION RESPONDING TO CHALLENGES	Hardcover	GANESH P SHIVAKOTI		2005	0761933506	$	20.50	6,448.28	20%	1	5,158.62
43	BOARD DIRECTOR AND CEO EVALUATION	Hardcover	GEOFFREY KIEL		2005	0074714023	$	24.50	7,706.48	20%	1	6,165.18
44	BUILDING WEALTH IN A PAYCHECK WORLD	Paperback	PAUL PETILLO		2005	0071423761	$	14.95	4,702.52	20%	1	3,762.02
45	CASE STUDIES FOR ORGANIZATIONAL COMMUNICATION	Hardcover	JOANN KEYTON		2005	8179923924	₹	995.00	3,193.95	20%	1	2,555.16
46	DATABASE MANAGEMENT SYSTEMS DESIGNING & BUILDING BUSINESS APPLICATIONS	Hardcover	GERALD V POST	3/E	2005	0072973129	$	112.00	35,229.60	20%	1	28,183.68
47	DESIGNING AND MANAGING A RESEARCH PROJECT A BUSINESS STUDENT'S GUIDE	Paperback	MICHAEL JAY		2005	8178294591	₹	320.00	1,027.20	20%	1	821.76
48	DICTIONARY OF MANAGEMENT	Paperback	SUMAN CHOPRA		2005	8189261266	₹	120.00	385.20	20%	1	308.16
49	HARVARD BUSINESS REVIEW ON WOMEN IN BUSINESS		HBS		2005	1591397170	$	19.95	6,275.27	20%	1	5,020.22
50	HEDGING INSTRUMENTS & RISK MANAGEMENT (how to use derivatives to control financial risk in any market)	Hardcover	PATRICK CUSATIS		2005	0071443126	$	75.95	23,890.07	20%	1	19,112.06
51	INDUSTRIAL ECONOMICS AND PRINCIPLES OF MANAGEMENT	Paperback	OGENDRA SINGH		2005	8174732624	₹	150.00	481.50	20%	1	385.20
52	MANAGEMENT	Paperback	GRIFFIN		2005	818538603X	₹	270.00	866.70	20%	1	693.36
53	MANAGEMENT A GLOBAL PERSPECTIVE	Paperback	HEINZ WEIHRICH	11/E	2005	0070598568			469.00	20%	1	375.20
54	MANAGEMENT A PACIFIC RIM FOCUS WITH STUDY GUIDE	Paperback	KATHRYN BARTOL	4/E	2005	0074714198	$	65.00	20,445.75	20%	1	16,356.60
55	MANAGEMENT SECOND PACIFIC RIM EDITION	Paperback	DANNY SAMSON, RICHARD L. DAFT		2005	0170122689	$	98.00	30,825.90	20%	1	24,660.72
56	MARKETING BSB 126	Paperback	DR JOHN		2005	7777771612	$	39.95	12,566.27	20%	1	10,053.02
57	PERFECT PHRASES FOR RESUMES	Paperback	MICHAEL BETRUS		2005	0071454055	$	9.95	3,129.77	20%	1	2,503.82
58	PERFECT SOLUTIONS FOR DIFFICULT EMPLOYEE SITUATIONS	Paperback	SID KEMP		2005	0071444521	$	14.95	4,702.52	20%	1	3,762.02
59	STRATEGIC MARKETING MANAGEMENT how to manage a brand over time building promotions that generate results	Paperback	MARK E PARRY		2005	0071450939	$	14.95	4,702.52	20%	1	3,762.02
60	THE 10 MINUTE MARKETERS SECRET FORMULA	Paperback	TOM FELTENTEIN		2005	1932531084	$	19.95	6,275.27	20%	1	5,020.22

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61	The Trouble with Trust: The Dynamics of Interpersonal Trust Building HB		FREDERIQUE SIX		2005	9781845422905	£	35.50	15,012.95	20%	1	12,010.36
62	WHAT IS SIGMA PROCESS MANAGEMENT	Paperback	ROWLAND HAYLER		2005	0071453415	$	12.00	3,774.60	20%	1	3,019.68
63	WHAT THE BEST MBAS KNOW: how to apply th greatest ideas		peter novarro		2005	0070603251	₹	520.00	1,669.20	20%	1	1,335.36
64	WINNING	Paperback	JACK WELCH		2005	0060797428	£	12.99	5,493.47	20%	1	4,394.78
65	ESSENTIALS OF NEGOTIATION	Paperback	ROY LEWICKI	3/E	2004	0072545828	$	62.00	19,502.10	20%	1	15,601.68
66	FINANCIAL ACCOUNTING: A PROFESSIONAL FOUNDATION CD INSIDE	Paperback	FIN ARMSTRONG, FIN HAMILTON, LIN TOZER, LESS ARMSTRONG		2004	0170111628	$	45.00	14,154.75	20%	1	11,323.80
67	FUNDAMENTALS OF SUPPLY CHAIN MANAGEMENT TWELVE DRIVERS OF COMPETITIVE ADVANTAGE	Paperback	J T MENTZER		2004	8178294575	₹	280.00	898.80	20%	1	719.04
68	MANAGEEMNT CONTROL SYSTEMS	Paperback	ROBERT N ANTHONY	11/E	2004	0070587566			676.00	20%	1	540.80
69	PROFESSIONAL DOCTORATES INTEGRATING PROFESSIONAL AND ACADEMIC KNOWLEDGE (the society for research into higher education	Paperback	DACID SCOTT		2004	0335213324	£	23.99	10,145.37	20%	1	8,116.30
70	THE POWER OF STRATEGIC THINKING	Hardcover	MICHEL ROBERT		2004	0070598282			560.00	20%	1	448.00
71	WHEN CHANGE COMES UNDONE WHAT WILL YOU DO harvard business r		management DILEMMAS		2004	1591395038	$	19.95	6,275.27	20%	1	5,020.22
72	WHEN MARKETING BECOMES A MINEFIELD Management Dilemmas: Case Studies from the Pages of Harvard Business Review (Harvard Management Dilemmas.)WHAT WILL YOU DO		manageemnt DILEMMAS		2004	1591395054	$	19.95	6,275.27	20%	1	5,020.22
73	YOU LEAD THEY 'LL FOLLOW HOW TO INSPIRE LEAD AND MANGE PEOPLE REALLY	Paperback	DANIEL KEHOE		2004	0074713760	$	18.95	5,960.72	20%	1	4,768.58
74	INVENTURING WHY BIG COMPANIES MUST THINK SMALL	Hardcover	WILLIAM BUCKLAND		2003	0077103793	£	22.50	9,515.25	20%	1	7,612.20
75	MANAGEMENT CONTROL SYSTEMS IE	Paperback	ROBERT N ANTHONY	11/E	2003	0071232273	$	22.95	7,218.92	20%	1	5,775.14
76	MANAGEMENT MISTAKES AND SUCCESSES	Paperback	ROBERT F. HARTLEY	7/E	2003	0471203688	$	60.95	19,171.82	20%	1	15,337.46
77	Rosabeth Moss Kanter on the Frontiers of Management (Harvard Business Review Book)	Paperback	ROSABOTH MOSS KANTER		2003	9781591393238	$	16.95	5,331.62	20%	1	4,265.30
78	THE HEADCOUNT SOLUTION HOW TO CUT COMPENSATION COSTS AND (HB		N. FREDRIC CRANDALL		2003	0071402993	$	29.95	9,420.77	20%	1	7,536.62
79	Essentials of Project and Systems Engineering Management (PB		Howard Eisner		2002	9780471031956	$	95.50	30,039.53	20%	1	24,031.62
80	FINANCE OF INTERNATIOANL TRADE	Paperback	COWDELL HYDE	7/E	2002	0852975805	₹	325.00	1,043.25	20%	1	834.60

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81	FROM RIGHTS TO MANAGEMENT CONTRACT NEW PUBLIC MANAGEMENT & EMPLOYMENT SERVICES (Series in Employment and Social Policy)	Hardcover	TERRY CARNEY		2002	9041118896	£	25.00	10,572.50	20%	1	8,458.00
82	INFORMATION SYSTEM AUDITING AND ASSURANCE	Paperback	JAMES A. HALL		2002	0324003188	$	29.00	9,121.95	20%	1	7,297.56
83	MANAGEMENT	Paperback	KREITNER	7/E	2002	8174730893	₹	285.00	914.85	20%	1	731.88
84	OUT OF THE BOX STRATEGIES FOR ACHIEVING PROFITS TODAY AND GROWTH Tomorrow through Web Services	Hardcover	JOHN HAGEL		2002	1578516803	$	29.95	9,420.77	20%	1	7,536.62
85	OUT OF THE BOX Strategies for Achieving Profits Today and Growth Tomorrow through Web ServicesHB)		JOHN HAGEL, MANAGEMENT COMPUTER		2002	1578516803	$	29.95	9,420.77	20%	1	7,536.62
86	STRATEGIC MARKETING MANAGEMENT CASES	Paperback	DAVID W CRAVENS	7/E	2002	0072429461	$	46.95	14,768.12	20%	1	11,814.50
87	FUNDAMENTALS OF MANAGEMENT essential concepts and applications	Paperback	S P ROBBINS	3/E	2001	0130651338	$	22.50	7,077.38	20%	1	5,661.90
88	MANAGING WITHOUT POWER GENDER RELATIONSHIPS IN THE STORY OF HUMAN EVOLUTION	Hardcover	R MEREDITB		2001	075065192X					1	
89	THE ATOMIC CORPORATION RATIONAL PROPOSAL FOR UNCERTATION TIMES	Hardcover	ROGER CAMRASS		2001	184112172X	£	18.99	8,030.87	20%	1	6,424.70
90	FINANCIAL MANAGEMENT AND POLICY	Paperback	JAMES C VAN HORNE, JAMES VAN HORNE	11/E	2000	8120316029	₹	995.00	3,193.95	20%	1	2,555.16
91	SMALL BUSINESS MANAGEMENT AN ENTREPRENEURAL EMPHASIS 11TF ED		LONGENECKR		2000		£	28.99	12,259.87	20%	1	9,807.90
92	BANK MANAGEMENT	Hardcover	VSP RAO		1999	8171415105	₹	750.00	2,407.50	20%	1	1,926.00
93	CREATIVE PROBLEM SOLVING FOR MANAGERS	Paperback	TONY PROCTOR		1999	0415196795	£	19.00	8,035.10	20%	1	6,428.08
94	CREDIT AND COLLECTION FORMS AND PROCEDURES MANUAL	Hardcover	JACK HORN	2/E	1999	0130808113	$	48.95	15,397.22	20%	1	12,317.78
95	INFORMATION MASTERS SECRETS OR THE CUSTOMER RACE		MCKEEN		1999		$	32.50	10,222.88	20%	1	8,178.30
96	INFORMATION RULES: A STRATEGIC GUIDE TO THE NETWORK ECONOMY		CARL VARIAN		1999	087584863X	$	29.95	9,420.77	20%	1	7,536.62
97	INTERNATIONAL MARKETING STRATEGY ANALYSIS DEVELOPMENT AND IM		DOOLE		1999		£	22.99	9,722.47	20%	1	7,777.98
98	JOHN P.KOTTER ON WHAT LEADERS REALLY DO		KOTTER		1999		$	22.95	7,218.92	20%	1	5,775.14
99	LEADER TO LEADER ENDURING INSIGHTS ON LEADERSHIP FROM THE DR		HESSELBEIN		1999		$	27.00	8,492.85	20%	1	6,794.28

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100	LEADERS WHO MAKE A DIFFERENCE ESSENTIAL STRATEGIES FOR MEETI		DOBBS		1999		$	26.00	8,178.30	20%	1	6,542.64
101	MARKETING RESEARCH	Paperback	QUEE	3/E	1999		£	19.99	8,453.77	20%	1	6,763.02
102	MARKETING RESEARCH:MEASUREMENT'METHOD AND APPLICATION		KENT		1999		£	19.99	8,453.77	20%	1	6,763.02
103	MASTERING MARKETING COMPLETE MBA COMPANION IN MARKETING		INSEAD		1999		$	36.99	11,635.20	20%	1	9,308.16
104	MATHEMATICS FOR BUSINESS'FINACE AND ECONOMICS		WILKES	2/E	1999		£	25.99	10,991.17	20%	1	8,792.94
105	SHAPING THE MANAGERIAL MIND HOW THE WORLD'S FOREMOST MANAGEM		FLAHERTY		1999		$	27.00	8,492.85	20%	1	6,794.28
106	STRATEGIC INFORMATION MANAGEMENT CHALLENGES AND STRATEGIES I		GALLIERS		1999		£	22.50	9,515.25	20%	1	7,612.20
107	STRIKING IT RICH.COM:PROF OF 23 INCREDIBLY SUCC WEB		JACLYN EASTON		1999		$	24.95	7,848.02	20%	1	6,278.42
108	SURERVISORY MANAGEMENT PRINCIPLES & PRACTICS		EVANS	5/E	1999		£	13.00	5,497.70	20%	1	4,398.16
109	THE NEW DIRECT MARKETING HOW TO IMPLEMENT A PROFIT-DRIVEN DR		D S A		1999		$	79.95	25,148.27	20%	1	20,118.62
110	THE VALUE AET A TOOL FOR COMPETITIVE STRATEGY		PAROLINI		1999		$	45.00	14,154.75	20%	1	11,323.80
111	TOTAL PLANT PERFORMANCE MANAGEMENT (profit building plan to PROMOTE IMPLEMENT & MAINTAIN OPTIMUM PERFORMANCE THROUGH OUT your PLANT	Hardcover	R KEITH MOBLEY		1999	0884158772	£	60.00	25,374.00	20%	1	20,299.20
112	150 THINGS YOU SHOULD KNOW ABOUT SECURITY		L A TYSKA		1998		£	17.99	7,607.97	20%	1	6,086.38
113	CRAFTING AND IMPLEMENTING STRATEGY TEXT AND READINGS	Paperback	ARTHUR A THOMPSON, STRICKLAND	10/E	1998	9780256241457	$	35.50	11,166.53	20%	1	8,933.22
114	ENDING THE MOTHER WAR: STARTING THE WORKPLACE REVOLUTION (PB		JAYNE BUXTON		1998	0333719689	£	14.99	6,339.27	20%	1	5,071.42
115	GLOBAL MARKETING MANAGEMENT UPDATE 2000		KOTABE		1998		$	28.00	8,807.40	20%	1	7,045.92
116	INDONESIAN LABOUR IN TRANSITION: AN EAST ASIAN SUCCESS STORY		CHRIS MANNING		1998	052159412X	£	70.00	29,603.00	20%	1	23,682.40
117	INTERNATIONAL FINANCE		PILBEAM	2/E	1998		£	6.99	2,956.07	20%	1	2,364.86
118	INTRODUCTION TO SECURITY		ROBERT J FISCHER, GION GREEN	6/E	1998		£	30.00	12,687.00	20%	1	10,149.60
119	INTRODUCTION TO SECURITY		R J FISHCHER	6/E	1998		£	40.00	16,916.00	20%	1	13,532.80

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120	INTRODUCTORY MANAGEMENT SCIENCE IE	Paperback	GD EPPEN	5/E	1998	0139064397	$	23.95	7,533.47	20%	1	6,026.78
121	KEY MANAGEMENT IDEAS		CRAINER	3/E	1998		$	24.50	7,706.48	20%	1	6,165.18
122	MARKETING INSTITUTIONAL MONEY MANAGEMENT SERVICES		P HALPERN		1998		$	24.95	7,848.02	20%	1	6,278.42
123	MARKETING PRINCIPLES & PRACTICE		CANNON	5/E	1998		£	10.75	4,546.18	20%	1	3,636.94
124	MASTERING THE INSTRUCTIONAL DESIGN PROCESS:A SYSTEMATIC APP	Paperback	WILLIAM J ROTHWELL, H C KAZANAS		1998	0787909483	€	14.95	5,451.97	20%	1	4,361.58
125	PRACTICAL INVESTMENT MANAGEMENT	Hardcover	R A STRONG		1998		£	28.99	12,259.87	20%	1	9,807.90
126	SERVING THE STATE GLOBAL PUBLIC ADMINISTRATION EDUCATION AND		DAVIES		1998		£	42.50	17,973.25	20%	1	14,378.60
127	STRESS MANAGEMENT FOR BUSY PEOPLE		TURKINGTON		1998		$	16.95	5,331.62	20%	1	4,265.30
128	THE LEADER'S HANDBOOK A HUIDE TO INSPIRING YOUR PEOPLE AND M		SCHOLTES		1998		$	29.95	9,420.77	20%	1	7,536.62
129	BUSINESS ETHICS:ETHICAL DECISION MAKING AND CASES		FERRELL FRAEDRICH	3/E	1997		$	16.95	5,331.62	20%	1	4,265.30
130	BUSINESSMAN'S TOPICAL BIBLE:WISDOM AND INSPIRATION FOR TODAY		HONOR		1997	9813087730			350.00	20%	1	280.00
131	FORBES TOP COMPANIES:THE FORBES ANUAL REVIEW OF TODAY'S LEA		J T DAVIS		1997	0471177490	$	16.95	5,331.62	20%	1	4,265.30
132	HOW TO WRITE SALES LETTER THAT SELL		BIRD		1997		£	16.99	7,185.07	20%	1	5,748.06
133	LEARNING LEADERSHIP CASES AND COMMENTARIES ON ABUSE OF POWER		ZALEZNIK		1997		₹	890.00	2,856.90	20%	1	2,285.52
134	MANAGE YOUR TIME		FRY		1997		£	7.99	3,378.97	20%	1	2,703.18
135	MODERN MANAGEMENT IE	Paperback	SAMUEL C CERTO	7/E	1997	0132614057	$	21.95	6,904.37	20%	1	5,523.50
136	POWER PARTNERING:A STRATEGY FOR BUSINESS EXCELLENCE IN 21 CE		SEAN GADMAN		1997	0750698098	$	17.95	5,646.17	20%	1	4,516.94
137	QUANTITATIVE ANALYSIS FOR MANAGEMENT	Hardcover	CHARLES P BONINI, HAUSMAN BIERMAN	9/E	1997	0256140219	$	94.50	29,724.98	20%	1	23,779.98
138	QUANTITATIVE ANALYSIS FOR MANAGEMENT IE	Paperback	BARRY RENDER	6/E	1997	0132615614	$	23.95	7,533.47	20%	1	6,026.78
139	RECRUITING HOW TO DO IT		MAITLAND		1997		£	12.99	5,493.47	20%	1	4,394.78
140	RETAIL MANAGEMENT	Hardcover	RON HASTY, JAMES REARDON		1997	0070270317	$	48.50	15,255.68	20%	1	12,204.54
141	RUNNING BOARD MEETINGS		DUNNE		1997		£	12.99	5,493.47	20%	1	4,394.78
142	SALES FORCE MANAGEMENT		GILBERT A CHURCHILL, NEIL M FORD	5/E	1997	0256137870	$	88.50	27,837.68	20%	1	22,270.14

S#	TITLE	BINDING	AUTHOR	EDITION	YEAR	ISBN	F.C	PRICE	PAK RS	DISC %	QTY	AMOUNT
143	SEVEN SECRETS OF SUCCESSFUL WOMEN:SUCCESS STRATEGIES OF THE		DONNA BROOKS, LYNNN BROOKS		1997		$	19.95	6,275.27	20%	1	5,020.22
144	SPEECHMAKING RHETORICAL COMPETENCE IN A POSTMODERN WORLD	Paperback	SPROULE		1997		$	13.50	4,246.43	20%	1	3,397.14
145	THE COMPLETE GUIDE TO PEOPLE SKILLS		BISHOP		1997		£	35.00	14,801.50	20%	1	11,841.20
146	TQM-BASED PROJECT PLANNING	Hardcover	DL KIMBLER		1997		£	19.95	8,436.86	20%	1	6,749.49
147	UNDERSTANDING BUSINESS	Hardcover	WILLIAM G NICKELS, MCHUGH MCGHUGH	4/E	1997		$	53.95	16,969.97	20%	1	13,575.98
148	101 WAYS TO DEVELOP YOUR CAREER	Paperback	PATRICK FORSYTH		1996	9971644770			200.00	20%	1	160.00
149	COMMUNICATING IN THE SMALL GROUP:THEORY AND PRACTICE		BEATRICE G SCHULTZ	2/E	1996	0673997596	$	10.00	3,145.50	20%	1	2,516.40
150	FOUNDATIONS OF FINACIAL MANAGEMENT		STANLEY B BLOCK, stanley b BLOCK	7/E	1996	0256144079	$	18.95	5,960.72	20%	1	4,768.58
151	FUTURE PERFECT:10 ANNIVERSARY ED		STAN DAVIS		1996	020159045X	$	24.00	7,549.20	20%	1	6,039.36
152	GREEN CORPORATION:THE NEXTCOMPETITIVE ADVANTAGE		VN BHAT		1996	0899309798	$	14.95	4,702.52	20%	1	3,762.02
153	HONEY I WANT TO START MY OWN BUSINESS:A PLANNING GUIDE FOR C		AZRIELA JAFFE		1996	0887307957	$	23.00	7,234.65	20%	1	5,787.72
154	HUMAN RESOURCE MANAGEMENT PIE	Paperback	R WAYNE MONDY, ROBERT M NOE	6/E	1996	013231911X	$	16.95	5,331.62	20%	1	4,265.30
155	INFORMATION SEEKING:AN ORGANIZATIONS DELEMMA		J DAVID JOHNSON		1996		$	18.50	5,819.18	20%	1	4,655.34
156	INTERNATIONAL TRADE	Paperback	VARMA		1996		₹	295.00	946.95	20%	1	757.56
157	JUNGLE RULES HOW TO BE A TIGER IN BUSINESS		IMLAY		1996		£	16.99	7,185.07	20%	1	5,748.06
158	LEADERSHIP AND THE JOB OF THE EXECTIVE		JEFFREY A BARACH		1996	0899309917	$	14.50	4,560.98	20%	1	3,648.78
159	MANAGEMENT AND ORGANIZATIONAL BEHAVIOR CLASSICS		MICHAEL T MATTESON	6/E	1996	0256162042	$	27.50	8,650.13	20%	1	6,920.10
160	MANAGING KNOWLEDGE		DAVID A WILSON		1996	0750620544	£	10.00	4,229.00	20%	1	3,383.20
161	MANAGING WITH WISDOM		GROSSMAN		1996		$	2.79	877.59	20%	1	702.07
162	MARKET VALUE PROCESS:BRIDGING CUSTOMER & SHAREHOLDER VALUE		ALAN S CLELAND, ALAN S JOSSEY		1996	0787902756	$	18.50	5,819.18	20%	1	4,655.34
163	ORGANIZATIONAL LEARNING II THEORY METHOD AND PRACTICE		CHRIS ARGYRIS, DONALD A SCHON		1996	0201629836	$	10.00	3,145.50	20%	1	2,516.40
164	PROFIT FROM EXPERIENCE:THE NATIONAL SEMICONDUCTOR STORY OF T		GIL AMELIO, WILLIAM SIMON		1996	0471287040	$	24.95	7,848.02	20%	1	6,278.42
165	SAFETY'SECURITY AMD RISK MANAGEMENT		SINGH		1996		₹	600.00	1,926.00	20%	1	1,540.80

S#	TITLE	BINDING	AUTHOR	EDITION	YEAR	ISBN	F.C	PRICE	PAK RS	DISC %	QTY	AMOUNT
166	SALON OVATIONS MARKETING AND ADVERTISING FOR THE SALON	Paperback	HENRY GAMBINO		1996	1562532626	$	51.95	16,340.87	20%	1	13,072.70
167	THE WORLD OF INFORMATION AFRICA REVIEW 1996 ECONOMIC & BUSIN		W O I		1996		£	29.95	12,665.86	20%	1	10,132.69
168	THE WORLD OF INFORMATION ASIA & PACIRIC REVIEW ECONOMIC & BUS		W O I		1996		£	29.95	12,665.86	20%	1	10,132.69
169	THE WORLD OF INFORMATION MIDDLE EAST REVIEW 1996 ECONOMIC &		W O I		1996		£	29.95	12,665.86	20%	1	10,132.69
170	WOMEN IN THE WORKFORCE HUMAN RESOU RESOURCE DEVELOPMENT STRA		BRILEY		1996		£	19.95	8,436.86	20%	1	6,749.49
171	INDUSTRIAL RELATIONS AND PERSONNEL MANAGEMENT		PYLEE		1995		₹	350.00	1,123.50	20%	1	898.80
172	MANAGEMENT SKILLS: A PRACTICAL HANDBOOK		Unknown		1995	9971644150			450.00	20%	1	360.00
173	MANAGEMENT TOTAL QUALITY IN A GLOBAL ENVIRONMENT		STAHL		1995		£	21.99	9,299.57	20%	1	7,439.66
174	MEETING NEEDS NGO COORDINATION IN PRACTICE		BENNETH		1995		£	13.95	5,899.45	20%	1	4,719.56
175	MENTAL EDGE UNLOCKING THE SECRETS OF INNER SELLING		HARRY MILLS		1995	9971644347			250.00	20%	1	200.00
176	PRINCIPLES OF RISK MANAGEMENT AND INSURANCE		GEORGE E REJDA	5/E	1995	0673990273			650.00	20%	1	520.00
177	STRATEGIC MANAGEMENT FORMULATION IMPLEMENTATION & CONTR0L		PEARCE, ROBINSON PEARCE	5/E	1995	0256170673	$	42.50	13,368.38	20%	1	10,694.70
178	TEAMS IN EDUCATION CREATING AN INTEGRATED APPROACH		ARCARO		1995		£	15.95	6,745.25	20%	1	5,396.20
179	TECHNICAL ANALYSIS FROM A TO Z		ACHELIS		1995		£	24.50	10,361.05	20%	1	8,288.84
180	THE MANAGEMENT OF PAKISTAN'S ECONOMY 1947-1982	Paperback	VIQAR AHMED RASHID AMJAD		1995	0195773160			295.00	20%	1	236.00
181	THE NEW COMPETITORS A REPORT ON AMERICAN MANAGERS FROM D.QUI		MILLS		1995		$	19.95	6,275.27	20%	1	5,020.22
182	THE PRACTICE OF ADVERTISING		HART		1995		£	18.99	8,030.87	20%	1	6,424.70
183	THE TECHNICAL MANAGER'S HANDBOOK A SURVIVAL GUIDE		SIEVERMAN		1995		£	27.50	11,629.75	20%	1	9,303.80
184	THE TOTAL QUALITY MANAGEMENT APPROACH TO IT SECURITY		DEVARGAS		1995		£	45.00	19,030.50	20%	1	15,224.40
185	WOMEN AS WORKFORCE IN THE ORGANIZED SECTOR AN EMPIRICAL PERS		SINGH		1995		₹	350.00	1,123.50	20%	1	898.80
186	CASES IN OPERATIONS MANAGEMENT		JEFF E HEYL, JEFE E HEYL		1994	0201532891			250.00	20%	1	200.00

S#	TITLE	BINDING	AUTHOR	EDITION	YEAR	ISBN	F.C	PRICE	PAK RS	DISC %	QTY	AMOUNT
187	EMPLOYEE RELATIONS (BUSINESS HANDBOOK)		R BENNETT		1994	0712110488	$	10.00	3,145.50	20%	1	2,516.40
188	INTERNATIONAL BUSINESS COMPETING IN THE GLOBAL MARKETPLACE		HILL		1994		$	31.95	10,049.87	20%	1	8,039.90
189	INTERVIEWING		NBEW		1994		$	10.95	3,444.32	20%	1	2,755.46
190	LEARNING TO LEAD:A WORKBOOK ON BECOMING LEADER		WARREN BENNIS		1994	9780201563108	$	12.50	3,931.88	20%	1	3,145.50
191	MANAGING FOR RESULTS		DRUCKER		1994		£	12.95	5,476.55	20%	1	4,381.24
192	MEETING CUSTOMER NEEDS		IAN SMITH		1994	0750606681	£	10.00	4,229.00	20%	1	3,383.20
193	SALES MANAGEMENT	Paperback	JOHNSON		1994		$	13.95	4,387.97	20%	1	3,510.38
194	SELLING & SALES MANAGEMENT		LANCASTER		1994		£	19.99	8,453.77	20%	1	6,763.02
195	SELLING TO VITO THE VERY IMPORTANT TOP OFFICER		ANTHONY PARINELLO		1994		$	10.95	3,444.32	20%	1	2,755.46
196	STRATEGIC MANAGEMENT THEORY AND PRACTICE	Paperback	DAVID HUSSEY	3/E	1994	0080425623	£	18.95	8,013.95	20%	1	6,411.16
197	STRATEGIES IN DEVELOPMENT PLANNING		SINGH		1994		₹	825.00	2,648.25	20%	1	2,118.60
198	TAME TAHT PHONE:CONTROLLING THE TYRANNY OF THE TELEPHONE		POLLY BIRD		1994	0273603302			350.00	20%	1	280.00
199	THE COMPLETE CUSTOMER SERVICE LETTER BOOK WITH DISK		WERZ		1994		$	14.95	4,702.52	20%	1	3,762.02
200	THE DIVERSITY OF MANAGEMENT		STEWART		1994		£	30.00	12,687.00	20%	1	10,149.60
201	THE PORTABLE MBA IN STRATEGY		FAHEY		1994		$	27.95	8,791.67	20%	1	7,033.34
202	TOM PETERS SEMINAR:CRAZY TIMES CALL FOR CRAZY ORGANIZATIONS		L MANAG, MANAG		1994	033033994X			325.00	20%	1	260.00
203	UPSIZING THE INDIVIDUAL IN THE DOWNSIZED ORGANIZATION		ROBERT JOHANSEN, ROB SWIGART		1994	0201627124	$	24.00	7,549.20	20%	1	6,039.36
204	COMMUNICATING AT WORK	Paperback	BARBARA LANG PRESCOTT		1993	0729503909	$	24.50	7,706.48	20%	1	6,165.18
205	HALLMARKS FOR SUCCESSFUL BUSINESS		DAVID HALL		1993	9971643316			295.00	20%	1	236.00
206	ISO 9000 QUALITY REGISTRATION STEP BY STEP		DOBB		1993		£	24.99	10,568.27	20%	1	8,454.62
207	MANAGEMENT FUNCTION & STRATEGY		BATEMAN		1993		$	45.00	14,154.75	20%	1	11,323.80
208	MARKETING ESSENTIALS		SCHOELL		1993		$	36.95	11,622.62	20%	1	9,298.10
209	MOTIVATING AT WORK	Paperback	TWYLA DELL		1993	1560522011	$	13.95	4,387.97	20%	1	3,510.38
210	MOTIVATING AT WORK TRAINING MANUAL WITH VIDEO		MARY BEEBY		1993	1560522321	$	50.00	15,727.50	20%	1	12,582.00

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S#	TITLE	BINDING	AUTHOR	EDITION	YEAR	ISBN	F.C	PRICE	PAK RS	DISC %	QTY	AMOUNT
211	OPERATIONS MANAGEMENT:STRATEGY AND ANALYSIS	Paperback	LEE J KREJEWSKI, RITZMAN	3/E	1993	0201517191	$	14.95	4,702.52	20%	1	3,762.02
212	PROFITING FROM THE BANK AND SAVINGS & LOAN CRISIS		PIZZO		1993		$	23.00	7,234.65	20%	1	5,787.72
213	PUBLIC PERSONNEL ADMINISTRATION	Hardcover	DENNIS D RILEY		1993	9780065000740	$	99.95	31,439.27	20%	1	25,151.42
214	SELLING:MANAGEMENT AND PRACTICE		P APPLEN	4/E	1993	0712108548	$	8.00	2,516.40	20%	1	2,013.12
215	SUCCESSFUL SALES MANAGEMENT HOW TO MAKEOUR TEAM THE BEST		STEWART		1993		£	15.99	6,762.17	20%	1	5,409.74
216	THE COMPLETE HANDBOOK OF MODEL BUSINESS LETTERS		GRIFFIN		1993		$	35.00	11,009.25	20%	1	8,807.40
217	THE MCGRAW-HILL 36-HOUR CASH MANAGEMENT COURSE		SARTORIS		1993		$	62.50	19,659.38	20%	1	15,727.50
218	THE MIDDLE MANAGEMENT CHALLENGE MOVING FROM CRISIS TO EMPOWE		FROHMAN		1993		$	28.95	9,106.22	20%	1	7,284.98
219	WHEN THE SPARKS FLY RESOLVING CONFLICTS IN YOUR ORGANIZATION		ARNOLD		1993		$	28.95	9,106.22	20%	1	7,284.98
220	WINNING COMMITMENT		DESSLER		1993		$	8.95	2,815.22	20%	1	2,252.18
221	BANK MANAGEMENT	Paperback	BALA SHANMUGAM, CRAIG TURTON		1992	0471334774	$	19.95	6,275.27	20%	1	5,020.22
222	FOUNDATIONS OF FINANCIAL MANAGEMENT	Paperback	STANLEY B BLOCK	6/E	1992	0786301775	$	14.95	4,702.52	20%	1	3,762.02
223	LIBERATION MANAGEMENT		PETERS		1992	0330330624			295.00	20%	1	236.00
224	MANAGEMENT ACCOUNTING	Paperback	LUCEY	3/E	1992		£	2.40	1,014.96	20%	1	811.97
225	RECAPTURING COMPETENCE		FIDLER		1992		$	18.95	5,960.72	20%	1	4,768.58
226	SALES TRAINING A GUIDE TO DEVELOPING EFFECTIVE SALESPEOPLE		SALISBURY		1992		$	32.50	10,222.88	20%	1	8,178.30
227	25 TOP SALES TECHNIQUES:INSIDER TIPS TO HELP YOU SELL MORE		STEPHAN SCHIFFMAN, stephan SCHIFFMAN		1991		£	6.99	2,956.07	20%	1	2,364.86
228	INTERNATIONAL DIMENSIONS OF ORGANIZATIONAL BEHAVIOR		ADLER	2/E	1991		£	10.95	4,630.75	20%	1	3,704.60
229	LEADERSHIP MAGIC'MYTH'OR METHOD		MCLEAN		1991		$	22.95	7,218.92	20%	1	5,775.14
230	MANAGING IN THE NEW TEAM ENVIRONMENT:SKILLS TOOLS AND METHOD		LARRY HIRSCHHORN		1991	0201525038	$	6.00	1,887.30	20%	1	1,509.84
231	PROFESSIONAL TABLE SERVICES		MEYER		1991		$	49.95	15,711.77	20%	1	12,569.42
232	TALK IS CHEAP PROMOTING YOUR BUSINESS THROUGH WORD OF MOUTH		HARRIS		1991		$	9.95	3,129.77	20%	1	2,503.82
233	THE EFFECTIVE SUPERVISOR'S HANDBOOK		IMUNDO		1991		$	16.95	5,331.62	20%	1	4,265.30

S#	TITLE	BINDING	AUTHOR	EDITION	YEAR	ISBN	F.C	PRICE	PAK RS	DISC %	QTY	AMOUNT
234	THE PERRECT INTERVIEW HOW TO GET THE JOB YOU REALLY WANT		DRAKE		1991		$	17.95	5,646.17	20%	1	4,516.94
235	STATISTICS FOR MODERN BUSINESS KECISIONS		LAPIN		1990		$	25.75	8,099.66	20%	1	6,479.73
236	STRESSLESS SELLING		STERN		1990		$	19.95	6,275.27	20%	1	5,020.22
237	SUCCESSFUL BUSINESS FORECASTING		COMPTON		1990		$	21.95	6,904.37	20%	1	5,523.50
238	THE INSURANCE DICTIONARY THE A TO Z OF LIFE & HEALTH		INGRISANO		1990		$	14.95	4,702.52	20%	1	3,762.02
239	THE MANAGER'S TROUBLESHOOTER		CARR		1990		$	39.95	12,566.27	20%	1	10,053.02
240	MANAGING HOTELS		VENISON		1989		£	3.50	1,480.15	20%	1	1,184.12
241	ROMANCING THE BRAND THE POWER OF ADVERTISING AND HOW TO USE		MARTIN		1989		$	19.95	6,275.27	20%	1	5,020.22
242	THE MANAGER'S DESK REFERENCE		BERRYMAN		1989		$	18.95	5,960.72	20%	1	4,768.58
243	INFLUENCE SCIENCE AND PRACTICE		CIALDINI		1988		$	15.95	5,017.07	20%	1	4,013.66
244	KEYGUIDE TO INFORMATION SOURCES IN BUSINESS ETHICS		MCHUGH		1988		£	65.00	27,488.50	20%	1	21,990.80
245	RETAI;ING MANAGEMENT		DAVIDSON		1988		$	18.80	5,913.54	20%	1	4,730.83
246	THE ORGANIZATION IN ITS ENVIRONMENT 2VOL SET		HOWKIN		1988		£	16.00	6,766.40	20%	1	5,413.12
247	THE COMPETITIVE FIRMS RESPONSE TO RISK		ROBISON		1987		$	39.95	12,566.27	20%	1	10,053.02
248	WRITING REPORTS TO GET RET RESULTS: GUIDELINES FOR THE COMPUTER		BLICQ		1987		$	24.95	7,848.02	20%	1	6,278.42
249	STRATEGIC MANAGEMENT OF DEVELOPMENT PROGRAMMES		PAUL		1986		₹	125.00	401.25	20%	1	321.00
250	THE FIVE MINUTE MINUTE INTERVIEW		BEATTY		1986		$	12.95	4,073.42	20%	1	3,258.74
251	THE LEGAL ENVIRONMENT OF BUSSINESS COMMERCE AND PUBLIC POLIC		MCGUIRE		1986		$	40.95	12,880.82	20%	1	10,304.66
252	THE MICROSTRUCTURES OF THE SECURITIES MARKETS		COHEN		1986		$	54.00	16,985.70	20%	1	13,588.56
253	SCHAUM'S OUTLINE SERIES MATHEMATICS OF FINANCE		AYRES		1983		$	7.50	2,359.13	20%	1	1,887.30
254	MANAGE YOUR TIME' YOUR WORK'YOURSE;F		DOUGLASS		1980		$	18.95	5,960.72	20%	1	4,768.58

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