Connecting the Rights Community
Updates about IPR’s rights platform and publisher members, plus top titles

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Meet the Team at IPR License

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Visit IPR License online to browse titles with rights available, learn about our automation tools, and register as a buyer:

www.iprlicense.com

About IPR License

IPR is the first fully transactional rights and licensing marketplace available within the publishing industry. Established in 2012 to address a specific gap in the market, it provides a dedicated online portal that enables rights holders to complete domestic and international licensing deals.

In May 2015, Frankfurter Buchmesse made a significant investment in IPR License, and in April 2016 it acquired control of the company, with the Copyright Clearance Center keeping its minority stake. In June 2017, China South Publishing & Media Group also acquired a part of the company. Rights listings on the IPR platform have been viewed by rights buyers in 214 countries and 267 languages.

IPR is jointly owned by:

IPR License: What does your job as Senior Account Manager at IPR entail?

Neil Walker: In essence, I promote, identify sales opportunities, and generally facilitate foreign rights sales from our members’ titles to publishers globally. Coming from a publishing and sales background rather than a straight rights one, my approach is very much from a publisher’s point of view. In particular, exploring alternative and new sources of revenue generation. Consequently, a day in the department is typified by a number of conference calls across time-zones to develop online rights strategies, discuss key titles and fine tune the platform where necessary.

IPR: Can you briefly explain how Instant Rights and Instant Permissions are helping to facilitate business deals for your customers?

NW: The profitability tools enable the automation of activities that allow publishers to buy and sell rights and permissions in the virtual sphere 24/7. Thus, a rights-holder in Kansas can wake up to see a completed rights deal through to payment from a buyer in say Shanghai.

The nice thing is that the tool fits into existing rights ecosystems. Hence, publishing companies and rights departments of all sizes will use the same tools but in different ways.

For instance, some of our larger members are using Instant Rights to automatically handle low-value transactions in order to concentrate on high-level deals. Some of our smaller partners who don’t have a rights department use the tools to establish a presence in the market for the first time. In all cases the instant functionality improves ROI on all rights activities.

Because it is customisable, the publisher controls which types of deals (such as language, territory) are serviced automatically and which deals are directed to the rights team.

A flat fee option also means no more chasing royalty statements on low-value deals. With payments collected through the IPR platform, it means no more chasing payment. Because it is online, our tools allow you to monitor where interest for your rights is located.

I think it is obvious that this new model represents the future of rights and permission transactions and opens up a myriad of exciting opportunities for publishers whatever the size.

IPR: At the end of last year, you went to Singapore to speak at StoryDrive Asia. Can you give us your impressions of the Asian market?

NW: The two-day event brought together a panel of international experts to offer advice to different media industries including publishing from Southeast Asia and the Pacific on how to use new technologies and innovative approaches to ‘future proof’ their business.

I certainly learnt a lot about the quality of content being produced in places such as Singapore and Indonesia and was particularly impressed by the drive and energy of the Malaysian book industry and their campaign to secure Kuala Lumpur as World Book Capital City for 2020. Within this vibrant and creative context the potential to sell rights to places such as North America and Europe for example is greater than ever. I also think more rights business could be done between rights professionals within the region.

IPR: If you could meet one fictional hero of yours, who would it be and why?

NW: This is the toughest question, but right now, it would be Frank Owen the itinerant prophet from The Ragged Trousered Philanthropists. From a book that could have been written yesterday, I would love to hear Owen’s analysis and prescription for our current day socio-political maladies.
First Edition Translations on Foreign-Language Success

With 35 years of experience in both commercial and editorial translations, First Edition Translations provides a wide range of professional language services to businesses and individuals. We spoke to Social Media Marketing Consultant Anikő Pető-Mordovski recently to find out more about the services they offer.

IPR: First Edition Translations is one of the UK’s oldest translation agencies. Tell us a bit about the company.

Anikő Pető-Mordovski: First Edition Translations was founded in 1981 and we are proud to say that we are a founding member of the UK-based Institute of Translation and Interpreting. Our company started out as an editorial agency and although now we do a lot of commercial translations as well, we still pride ourselves in providing a comprehensive service to publishers.

I am currently focusing on marketing, but I was part of the First Edition project manager team for seven years. This means that I was involved in all kinds of translation projects from start to finish. At the moment we have six very experienced project managers in-house who look after our clients’ projects. Let’s say, you give us a call to enquire about translating your publication into five languages. The project manager who talks to you on the phone about it for the first time would most probably see through your entire project, starting with preparing a proposal. Once you have agreed on all the details, they would select the best language professionals from our extensive database for your publication.

Then, once the project takes off, First Edition Translations on Foreign-Language Success

I am delighted to see this event on the program. Where: Instituto Cervantes, Frankfurt, Germany

For more information about First Edition Translations, email enquiries@firstedlit.co.uk

Jane Tappuni: Why I’m Attending RightsTech: Europe

By Jane Tappuni

Why am I going to RightsTech: Europe? If I’m honest, because I want to look over the fence to see if the grass is greener.

As publishers, we tend to sit in our book publishing bubble and don’t look out onto the parallel fields of music, news, journalism, and media. Technology in transactional licensing is where I really get excited. It’s an area where publishing crosses over into the worlds of other aligned media.

We all have one thing in common. We publish and produce Intellectual Property (IP), and I think it’s important to take a look at the technologies being deployed around IP in all industries, and to share our innovations in that space.

There are some really interesting strands to the conference, and I am looking forward to two sessions in particular. The first session is:

Panel: Publishing on the Blockchain
Blockchain is a hot topic in the worlds of music, fine arts, and collectibles, but the publishing business has just begun to explore its possibilities. What could blockchain do for book and journal publishers? How could it impact authors?

I am keen on learning more about how people feel about blockchain now. I have spoken on this topic before, at last year’s Frankfurter Buchmesse, but I am still thinking about the future of blockchain. There is still so much to be debated and I am looking forward to the discussion and hearing others’ opinions.

I am delighted to see this event underway. Although it’s solely devoted to licensing technologies, it is an area that I think could build a massive and positive impact on our industry and one that is currently underserved in our events calendar and discussions.

Of course, going to an event isn’t just about the speakers and listening. There are other great reasons to attend, for example networking. I am looking forward to meeting some new like-minded colleagues from the book publishing world, from other industries, and from other parts of the world.

Attending events like these also helps to get your name out there, encourages others to find out who you are, and gives you some important exposure. I’m hoping to have my mind opened to new ideas and trends. I want to learn something I don’t already know and to be challenged, and I think RightsTech: Europe might just do that. I’d like to be motivated to come up with ideas for positive change in licensing tech and, last but not least, I’d like an excuse to chat about technology. Socialising over a glass of something chilled at the end of the evening is definitely a good way to try and make that happen! •
Transition of Care: From Childhood to Adulthood Endocrinology, Gynocology, and Diabetes. by M. Polak and R. Touraine

S. Karger

Leading experts discuss major public health issues such as diabetes and obesity. They also review genetic diseases, including Turner syndrome and congenital adrenal hyperplasia.

Jun 2018
172 pp. | Orig Lang: English
ISBN: 9783318061420

Vegan Nutrition: Pregnancy, Breastfeeding and Nutritional Supplements by Markus Keller and Edith Gätjen

Verlag Eugen Ulmer

Dr. Markus Keller and Edith Gätjen, experts in the field of vegan nutrition, explain optimal nutrition for mother and baby, the right selection of foodstuffs, and everything you need to know when it comes to breastfeeding and supplementary diets.

Jan 2017
189 pp. | Orig Lang: German
ISBN: 9783800151264

The Essential Step-By-Step Guide to Acupressure with Aromatherapy By Karin Parramore

Robert Rose

Using the same pressure points as with acupuncture, but instead of needles, your fingers gently but firmly stimulate your body's natural ability to heal. More than 300 step-by-step colour photos throughout, up-to-date research, and an easy conversational style.

Oct 2016
272 pp. | Orig Lang: English
ISBN: 9780778805465

Thinking Skills of 10 Years at a Company in Just 3 Hours by Kotatsu Saito

Nikkei Business Publications

This book covers the essential base knowledge in thinking tasks, in such terms as Hypothesis & Analysis, Risk & Return, Statistics & Psychology and more. It is a handbook for businesspeople who aim to achieve efficiency and creativity at work.

Sep 2016
240 pp. | Orig Lang: Japanese
ISBN: 9784822251680

You focus on the big deals, while we generate profit for you on the rest

iprlicense.com
CHILDREN’S & YOUNG ADULT

Hey, Kiddo
by Jarrett J. Krosoczka
Scholastic
In kindergarten, Jarrett Krosoczka's teacher asks him to draw his family, with a mommy and a daddy. But Jarrett's family is much more complicated than that. Hey, Kiddo, a National Book Award Finalist, is a profoundly important memoir about growing up in a family grappling with addiction, and finding the art that helps you survive.

320 pp. | Orig. Lang: English

Hey, Kiddo
by Jarrett J. Krosoczka
Scholastic

Reynard's Reveille
by Bjørn F. Rørvik
Cappelen Damm Agency
In this read-aloud book about Fox and Piglet, the two friends decide to start a newspaper. But it isn't that easy to find exciting news in the forest! Luckily, the King of the Forest is coming to visit, and things start to pick up.

Jan 2018 | ISBN: 9788202554637
56 pp. | Orig. Lang: Norwegian

Hey, Kiddo
by Jarrett J. Krosoczka
Scholastic

Reynard's Reveille
by Bjørn F. Rørvik
Cappelen Damm Agency

Colin the Crab Falls in Love
by Tuual Pere
Wickwick
Colin the Crab loves spending the spare time with his many friends, but lately, he has started to feel a bit empty and lonely. One day, Colin makes an unexpected discovery from between the shells: a girl crab, who has the most beautiful eyes in the world.

41 pp. | Orig. Lang: Finnish

Reynard's Reveille
by Bjørn F. Rørvik
Cappelen Damm Agency

Colin the Crab Falls in Love
by Tuual Pere
Wickwick

Rosie the Ribeter: The Celebrated Jumping Frog of Calaveras County
by Darcy Pattison
Mims House
Rosie was an astounding female bullfrog who came out of the wild for a single week, and set a record that still amazes us today, and then jumped back into the water. This illustrated children's book tells the story of her record-breaking jumps.

Apr 2019 | ISBN: 9781629440736
32 pp. | Orig. Lang: English

Rosie the Ribeter: The Celebrated Jumping Frog of Calaveras County
by Darcy Pattison
Mims House

Biological Restaurants: Strange Customers and Unexpected Food
by Shi Jun
Guangxi Normal University Press
A biological restaurant is situated deep in the forest. The proprietress is a pretty and vivacious girl who employs numerous cooks, waiters and waitresses to serve her customers—earthworms, elephants, butterflies, ants, parrots, etc. But perhaps unsurprisingly, they all eat different food.

Jul 2018 | ISBN: 9787559808707
117 pp. | Orig. Lang: Simplified Chinese

Biological Restaurants: Strange Customers and Unexpected Food
by Shi Jun
Guangxi Normal University Press

Big Cat and Small Cat at Grandma's House
by Qin Wenjun
Tomorrow Publishing House
Written by Qin Wenjun, a multi award-winner and one of the most talented children's book writers in China, this book tells the heartwarming story of two cats, who much like people, highly appreciate what they like and criticise what they don't. Eventually they learn that treating others fairly will bring them more happiness.

Dec 2015 | ISBN: 9787533287313
40 pp. | Orig. Lang: Simplified Chinese

Big Cat and Small Cat at Grandma's House
by Qin Wenjun
Tomorrow Publishing House

Interested in buying rights? Become a rights buyer for FREE at iprlicense.com/account/buyers
Use your free buyer account to create and manage offers on the site, contact rights holders, and negotiate deals.
**Xinhua Winshare (Chengdu)**

Headquartered in Chengdu, Sichuan Province, Xinhua Winshare is a large media enterprise with business units in publishing, media, distribution, printing and production, logistics, bookstores, e-commerce, and education services. With twelve book publishers and over 6,000 titles published each year, Winshare's imprints cross all categories from science and technology to children's books, art and literature, education and more.

Bestsellers have included books based on the popular TV/movie series *The Boonie Bears*. A series of atlases on Chinese flora and fauna from the Sichuan Science Press won several national book awards. Winshare has licensed rights to publishers in the US, Russia, the UK, Germany, France, Japan, South Korea and numerous other European and Asian countries.

Mr He Zhiyong, CEO: “The Winshare group has extended its activities in the international community with a market-oriented strategy. Copyright trade, co-publishing and book distribution is currently at the center of its core business. Winshare currently has five overseas offices in Europe, India, the Arabic region, and USA, and is focusing on tourism, events and souvenirs in order to enhance bilateral business with more values.”

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**DTV (Munich)**

dtv was originally founded in 1961 with the sole purpose of publishing paperback licences. Nowadays, around 70% of the books published by dtv are original and German first editions in many formats ranging from hardcover to e-books. dtv offers a broad spectrum of international and German fiction, non-fiction, self-help as well as books for children and young adults. With around 400 titles published each year, dtv ranks among the largest independent publishers in Germany.

dtv is working with IPR on the highly successful Instant Permissions platform, which features an interface in German and English.

Nicola Bieg, Rights Manager: “The IPR platform offers a lean and effective tool for handling permissions requests, both for the buyer and the seller. With its easy-to-manage interface and the handling of incoming payments, it saves us time and resources. We especially value the ability to regulate the level of automation for each individual title.”

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**Transgender and The Literary Imagination: Changing Gender in Twentieth-Century Writing**

by Rachel Carroll

Edinburgh University Press

Grounded in feminist scholarship, informed by queer theory and indebted to transgender studies, this book investigates the ways in which transgender identities and histories have been ‘authored by others’, with a focus on literary fiction by British, Irish and American authors.

Sep 2018

288 pp. | Orig Lang: English

ISBN: 9781474414661

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**Catalan Culture: Experimentation, Creative Imagination and the Relationship with Spain**

Edited by Lloyd H. Davies, D. Gareth Walters, John B Hall

University of Wales Press

This is a wide-ranging survey of modern Catalan artistic culture that includes studies on literature, film, theatre and performance art, and which highlights the innovatory aspects of such outputs.

Apr 2018

240 pp. | Orig Lang: English

ISBN: 9781786832016

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**Reoccupy Earth: Notes Toward An Other Beginning**

By David Wood

Fordham University Press

Habit rules our lives. Yet climate change and the catastrophic future it portends make it clear that we cannot go on like this. In a spirited defense of an enlightened anthropocentrism, Wood argues that to deserve the privileges of reason we must deploy it through collective sustainable agency. Only in this way can we reinhabit the Earth.

Apr 2019

240 pp. | Orig Lang: English

ISBN: 9780823283538

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**Fact and Fiction: Elements of a General Theory of Narrative**

by Albrecht Koschorke, Joel Golb

De Gruyter

To a large extent, social dynamics are modeled in an aesthetic manner via narratives. This book explores the narrative organisation of cultural spaces and time-frames, the mythological shaping of communities and adversaries, and the co-production of narratives and institutions aimed at stabilizing social life.

Apr 2018

348 pp. | Orig Lang: English

ISBN: 9783110347081

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BIOGRAPHY & TRUE STORIES

The Unknown Kimi Räikkönen
by Kari Hotakainen
Siltala Publishing

The first and last authorized book about Kimi Räikkönen, a man of humble origins, who made his way to the top of an unusual profession. Humorous and moving, this book will open up a breathtaking world for even those with no interest in motor sport. Kari Hotakainen is a bestselling author whose books have been translated to more than 20 languages and made into successful films.

Aug 2018
250 pp. | Orig Lang: Finnish
ISBN: 9789522345387

Almost Human: Biography of Julius the Chimpanzee
by Alfred Fidjestøl
Hagen Agency

At just six weeks old, Julius the Chimpanzee was rejected by his mother and lived with a human family for one year. Fidjestøl, winner of Gyldendal’s Hunger Award, attempts to understand what goes on in the head of chimpanzees like Julius while telling the remarkable history about this unique chimpanzee’s life.

Aug 2017
228 pp. | Orig Lang: Norwegian
ISBN: 9788252192568

Unchained Man: The Arctic Life and Times of Captain Robert Abram Bartlett
By Maura Hanrahan
Boulder Publications

In 1914, Captain Robert Bartlett made a perilous trek of 700 miles across the frozen Arctic Ocean to save survivors of the sunken vessel Karluk. Based on extensive research, Unchained Man explores this central figure in Arctic history.

Jun 2018
300 pp. | Orig Lang: English
ISBN: 9781927099940

Tree: A Life Story
by David Suzuki, Wayne Grady, and Peter Wohlleben; illustrated by Robert Bateman
Greystone Books

The story of a single tree, from the moment the seed is released from its cone until, more than 500 years later, it lies on the forest floor as a nurse log, giving life to ferns, mosses, and hemlocks, even as its own life is ending.

Aug 2018
208 pp. | Orig Lang: English
ISBN: 9781771644198

DNA (Berlin)

DNA is a Berlin-based subsidiary rights agency representing from different publishers a range of German language titles—from sophisticated thrillers to humour, to biographies and autobiographies, and rounded out with a list of children’s and young adult titles. Representing audio, film and translation rights, DNA focuses on original material, which not only impresses with excellent sales figures but also consists of outstanding and unique plots and characters.

For the upcoming spring season, DNA will focus on their crime titles, for example, the sophisticated thriller Die Poesie des Tötens (Poems to Die By) written by Austrian authors Andrea Fehringer & Thomas Köpf.

DNA is a project of the BlueCat Media Group, which is an extensive service network dedicated to the support and success of creative artists and their content. Publishers and authors working with BlueCat can take advantage of advice on social media and other marketing as well as rights licensing from DNA.

Patricia Arnold, project coordinator: “We do not just see the numbers, we see the big picture. And we are looking forward to our association with IPR helping us to reach more licensees and making our overall process more efficient.”

ECW (Toronto)

ECW (Toronto)

Entertainment. Culture. Writing. Those 3 characteristics (E-C-W) represent the current ECW Press, which is one of the most diversified independent publishers in North America. Founded in 1974 as a Canadian literary magazine named Essays on Canadian Writing, ECW is based in Toronto, Ontario. They started publishing trade and scholarly books in 1979, and now have over 1000 books in print. The vibrant backlist includes poetry and fiction, pop-culture and political analysis, sports books, biography, and travel guides.

And today, ECW Press publishes a mix of commercial and literary works that strive for a uniform standard of excellence: the best writing; the most exciting, controversial and insightful takes on the hottest subject matter; ground-breaking design; and high production values.

David Caron, Co-Publisher and President: “Our efforts in licensing our titles to publishers around the world has been very successful—and we look forward to continuing the push as Canadian publishing moves toward the excitement of being the Frankfurt Book Fair Guest of Honor in 2020.”
In 2014, Norwegian Literature Abroad (NORLA), started a pilot scheme for translators of Norwegian literature, which has gone on to become an unconditional success. Called the “Translators Hotel”, NORLA gives the translators of Norwegian literature the opportunity to come to Norway to delve into Norwegian literature, language and culture. The scheme comprises two-week stays, twice a year, for up to four translators at the Hotell Bondeheimen in Oslo.

NORLA is known for their efforts in promoting the export of Norwegian literature through active profiling work and translations subsidies. The organisation disseminates knowledge about Norwegian books and authors abroad, and operations are financed by the Norwegian Ministry of Culture.

Now looking forward to its tenth season in May of this year, the past season in autumn 2018 welcomed four new translators to the hotel: Aude Pasquier (translating into French), Egle Isiganaityte-Paulauskiene (from Lithuania), Natalia Ivanychuk (translating into Ukrainian), Kari Dickson (from Great Britain).

The translators continued work on Herbjørg Wassmo’s novel The One Who Sees (in Norwegian; Den som ser), Lotta Elstad’s I Refuse to Think (Jeg nekter å tenke) and Gudrun Skretting’s award-winning children’s novel Anton and Other Squares (Anton og andre flokkdyr).

Margit Waslø, Director of NORLA, said of the Translators Hotel: “NORLA’s Translator’s Hotel has since the start in 2014 welcomed no less than 42 translators to two-weeks stays in Oslo. Every year we see wonderful results from the translators. Plunges into Norwegian literature.”

For those interested in applying for the eleventh Translators Hotel season in autumn 2019, the dates and application deadline will be announced this summer.

Visit norla.no to for more information about the Translators Hotel.
Q&A: Cao Wenxuan, Chinese Bestselling Author

Bestselling author Cao Wenxuan was born in January 1954 in the rural area of Yancheng. He studied at Peking University and is now a professor and Ph.D. supervisor of Chinese literature there.

Many of his novels and short stories have been translated into English, French, Japanese, Korean, and other languages. His books have won more than 40 national and international awards. He won the 2016 Hans Christian Andersen Award for what is probably his most well-known book outside China, Bronze and Sunflower.

IPR: As a child did you always have a love of reading? And when did you first start writing?

Cao Wenxuan: I liked playing when I was a child, playing in the field, never tired. I began to like reading when I was in the fifth grade. At that time, there were not many books to read. Fortunately, my father was a headmaster of a primary school, and he had two bookcases of books. Some of the Chinese classics, especially the special edition books written by Lu Xun, influenced my life. The real creative work began after I graduated from high school.

IPR: You have received many prizes over the years for your writing. In 2016, you were announced as the winner of the prestigious Hans Christian Andersen Award. How has receiving this award affected your career as an author?

CW: As a writer I have received almost all the awards in China, and have been jokingly called “The Prizes Holder”. Winning the Hans Christian Andersen Award didn’t actually have a great impact on my literature creation because my literature concept is quite rigid, and is not easy to change. One difference is that I am busier than before, and I am now having to learn to say no to some requests. As writers, what we need to do is write—nothing is more important than writing.

IPR: What are you currently writing and when will it be published? Are you able to tell us?

CW: I am writing a novella called Straw Sandal Bay. It is a story about a private detective and his son, and it takes place in 1940s Shanghai. I haven’t written a story like this before. It will be published in May.

Visit iprlicense.com to see Cao Wenxuan’s books with rights available.
By Mareike Miller

Technologies that work always have one thing in common, they solve a problem. Instant Permissions is both simple and solves the fundamental publisher problem of “How do you run your permissions business profitably?”.

IPR launched Instant Permissions in January 2018 to great success and we have already had a good start in 2019. In 2018 IPR’s Instant Permissions completed hundreds of automated deals on behalf of its publishers, generating a steady stream of money for participating members.

Permissions licensing is a perfect area for automation. If the permissions process is not automated this requires the publisher to check the rights, come up with a price and email the permissions seekers back. This is time consuming, often taking months, and is hugely inefficient.

Instant Permissions is the perfect solution to the manual permissions process, allowing a publisher to fully process their permissions in an easy, efficient way. It allows for permissions to move from being a headache to a revenue generation tool. Once you are successfully set up on IPR, you are free up time and resources to concentrate on other, more profitable things. Our solution is unique because it is multi-language and brings permissions automation to both an English and German market. It is also quick and easy to implement.

The German launch has been particularly successful, with many large and midsize publishers adopting Instant Permissions as their go-to solution. Whilst more than 60% of our permissions are being re-used in a book or ebook, more than 15% are used in journals, newspapers and magazines. In fact, you can license just about any type of reuse through Instant Permissions, including promotional material, theses or dissertations, training and conference materials, blogs, calendars and more. Text is the most frequently re-used asset type accounting for over 50% of all permissions transactions, followed by images and poems.

We are so proud to include the following publishers as our customers, who are already successfully using Instant Permissions: Arena Verlag, Bastei Lübbe, Carl Hanser Verlage, De Gruyter, dtv Verlag, Georg Thieme Verlag, Hogrefe Verlag, Paul Zsolnay Verlag, Vandenhoeck & Ruprecht Verlag and Wochenschau Verlag.

In December of last year, we also welcomed S. Fischer Verlag and Fischer Kinder- und Jugendliteratur, part of the prestigious Holtzbrinck Publishing Group, to our platform. Katharina Winter, Legal Counsel and Head of Rights Department S. Fischer Verlag, said: “We want high international visibility for our authors’ works plus further exposure, including the use of single images, quotes and other requests. Furthermore, the system needs to be fast and user-friendly, and the IPR Licensing platform helps us with all these aims, so we are excited to have our titles included on there.”

Since launch the solution has been a great success helping our publishers efficiently generate permissions revenue. We look forward to growing this stable of publishers throughout 2019.

For information or a demo, contact Mareike Miller at mareike.miller@iprlicense.com
BUSINESS & ECONOMY

**Whitewash: The Story of a Weed Killer, Cancer, and the Corruption of Science**
by Carey Gillam
Island Press
In *Whitewash*, veteran journalist Carey Gillam uncovers one of the most controversial stories in the history of food and agriculture, exposing new evidence of corporate influence. Rachel Carson Environment Book Award winner.
320 pp. | Orig. Lang: English

**The Basics of Bitcoins and Blockchains**
by Antony Lewis
Mango Media
Understand Bitcoin, blockchains, and cryptocurrency with this clear and comprehensible guide. Gain an understanding of blockchain technology and how it works, the workings of the cryptocurrency market, and the evolution and potential impacts of Bitcoin and blockchains on global businesses.
408 pp. | Orig. Lang: English

**The Catalyst Effect: 12 Skills and Behaviours to Boost your Impact and Elevate Team Performance**
by Jerry Toomer, Craig Caldwell, Steve Weitzenkorn, Chelsea Clark
Emerald Publishing
*The Catalyst Effect* powerfully shows readers how to elevate the performance of their teams and ultimately the overall organisation. Real examples from business, sports, and arts.
Feb 2018 | ISBN: 9781787435520
232 pp. | Orig. Lang: English

**Employee Confidence: The New Rules of Engagement**
by Karen J Hewitt
Panoma Press
A look at Employee Engagement with a methodology to bring out a company’s real leadership potential. A host of practical techniques bring *Employee Confidence* to life, showing us how to create workplaces where employees thrive and drive company performance. Shortlisted for the Business Book of the Year Award 2018.
Apr 2018 | ISBN: 9781784521325
208 pp. | Orig. Lang: English

**Future Fit: How to Stay Relevant and Competitive in the Future of Work**
by Andrea Clarke
Major Street Publishing
Human skills will enable us to thrive in the age of accelerations. In her fascinating new book, former TV news reporter and thought leader Andrea Clarke explores each of these human skills and how they will help us all become an asset to the companies we work for.
Apr 2019 | ISBN: 9780648410072
220 pp. | Orig. Lang: English

**Emotional Intelligence in Tourism and Hospitality**
by Erdogan Koc
CABI
With the level of contact between employees and customers growing ever higher, developing emotional intelligence in employees is vital. This book has a skills-based approach and explains how emotional intelligence can be developed in tourism and hospitality students and employees.
152 pp. | Orig. Lang: English

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Johanna Sillanpää
Communications Manager at FILI

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