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DEPARTMENT OF ACCOUNTANCY AND BUSINESS LAW

1 Refereed journal articles

- Adams, M., & Hossain, M. (1998). Managerial discretion and voluntary disclosure. *Journal of Accounting and Public Policy*, 17(3), 245-281.
- Allan, B. C. (1998). Repossession: A critical appraisal of the new rules. *New Zealand Business Law Quarterly*, 4(3), 134-155.
- Berkahn, M. (1998). Shared monopolies and tacit collusion: Applying competition law to the petrol industry. *New Zealand Business Law Quarterly*, 4(2), 87-111.
- Blake, J., Amat, O., & Dowds, J. (1998). The drive for quality: The impact on accounting in the wine industry. *The Journal of Wine Research*, 19(2).
- Botica Redmayne, N. (1998). Making sound audit judgements. *Chartered Accountants Journal*, 77(6), 31-35.
- Cahan, S., & Botica Redmayne, N. (1998). The effect of agency costs on the pricing of audit services. *Accounting Research Journal*, 11(2), 352-364.
- Durden, C. H., & Wilkinson, B. R. (1998). A study of accounting faculty publishing productivity in New Zealand. *Pacific Accounting Review*, 10(2), 75-95.
- French, S. (1998). Recent impacts of copyright law upon distance education in New Zealand. *Journal of Distance Learning*, 4(1), 3-10.
- Mathews, M. R. (1998). Mega-accounting: The inclusion of three bottom lines? *News Journal of the Asia Pacific Centre for Environmental Accountability*, 4(1), 9-10.
- Tan, L. M. (1998). Taxpayers' perceptions of fairness of the tax system: A preliminary study. *New Zealand Journal of Taxation Law and Policy*, 4(2), 59-71.
- Tripe, D., & Tozer, L. (1998). Bank disclosure and accounting standards. *Chartered Accountants Journal*, 77(7), 23-28.
- Upton, D. R. (1998). Just-in-time and performance measurement systems. *International Journal of Operations and Production Management*, 18(11), 1101-1110.
- Wilkinson, B., & Tooley, S. (1998). Gains from share realisation: Is it time for a Capital Gains Tax? *Waikato Law Review*, 6, 57-86.

2 Books authored by staff members

- Mancer, C. (1998). *Guide to estate planning and tax in New Zealand* (3rd ed.). Wellington, NZ: Brookers.
- Mancer, C. (1998). *Staples guide to New Zealand tax practice* (58th ed.). Wellington, NZ: Brookers.

3 Books, journals or conference proceedings edited by staff members

- Mathews, M. R. (Ed.). (1998). *Accounting and finance for managers* (B. Cooper, P. Leung, C. M. H. Mathews & P. Carlson) (New Zealand ed.). Melbourne, Australia: Wiley.

4 Chapters in books

- Blake, J., Amat, O., & Dowds, J. (1998). The ethics of creative accounting. In C. Gowthorpe & J. Blake (Eds.), *Accounting ethics* (pp. 24-40). London, England: Routledge.

- Mathews, M. R. (1998). An analysis of the Accounting Education Change Commission Curriculum Grants Programme. In R. M. S. Wilson, T. Hassall & W. Murphy (Eds.), *Selected papers in accounting education* (pp. 93-120). Sheffield, England: Sheffield Hallam University Press.
- Mathews, M. R. (1998). External reporting. In B. Cooper, P. Leung, C. M. H. Mathews & P. Carlson (Eds.), *Accounting and finance for managers* (New Zealand ed., pp. 191-215). Melbourne, Australia: Wiley.
- Mathews, M. R. (1998). The legal and regulatory framework. In B. Cooper, P. Leung, C. M. H. Mathews & P. Carlson (Eds.), *Accounting and finance for managers* (New Zealand ed., pp. 17-32). Melbourne, Australia: Wiley.

5 Refereed conference papers

- Aloese, A. S., Perera, M. H. B., & Chua, F. (1998). The cultural relativity of accounting professionalism: Further evidence from New Zealand and Western Samoa. In *Tenth Asian-Pacific Conference on International Accounting Issues* (p. 271), Oct 25-28, Maui, Hawaii, USA. Fresno, California: School of Accountancy and Center for International Business Education and Research (CIBER); College of Business Administration, University of Hawaii at Manoa; Sid Craig School of Business, California State University, Fresno.
- Locke, J., & Perera, M. H. B. (1998). Fragmentation in accounting: An analysis of international accounting as a catalyst for integration. In *Tenth Asian-Pacific Conference on International Accounting Issues* (pp. 157-160), Oct 25-28, Maui, Hawaii, USA. Fresno, California: School of Accountancy and Center for International Business Education and Research (CIBER); College of Business Administration, University of Hawaii at Manoa; Sid Craig School of Business, California State University, Fresno.
- Trotman, L. G. S., & Langton, R. J. (1998). Do we really want even our biggest companies to be profit crazy? In *Corporate Law Teachers National Conference* (pp. 265-282), February 9-11, Adelaide, Australia.

6 Non-refereed journal papers

- Amat, O., & Dowds, J. (1998, March/April). Que es y Como se Construye el Cuadro de Mando Integral. *Harvard-Duesto Finanzas & Contabilidad*, 22-26.
- Amat, O., Moya, S., Blake, J., & Dowds, J. (1998, July). Problematica Constable del Sector Vitivinicola. *Technica Constable*, 50(595), 527-536.
- French, S. (1998, June). Copyright and plagiarism: Crimes of intellect. *Off Campus Magazine*, 12-13.
- French, S. (1998, February). The internet and intellectual property. *The New Zealand Law Journal*, 41-42.
- Mulholland, R. D. (1998, May). Nay, this be estoppel. *The New Zealand Law Journal*, 179-181.
- Pedley, J. (1998, April). Casenote on 'Pakuranga Park Village Trust v Fenton'. *The New Zealand Law Journal*, 136.
- Pedley, J. (1998, April). Casenote on 'Town and Country Marketing Ltd v McCallum'. *The New Zealand Law Journal*, 136.
- Pedley, J. (1998, October). Casenote on 'West Coast Settlement Reserves Lessees Association (Inc.) v Attorney-General'. *The New Zealand Law Journal*, 365.
- Pedley, J. (1998, October). Casenote on 'Young v New Bay Holdings Ltd'. *The New Zealand Law Journal*, 365-366.
- Pedley, J. (1998, April). Lawyers' conveyancing monopoly. *The New Zealand Law Journal*, 136.
- Pedley, J. (1998, April). Maori Reserved Land Amendment Act 1997. *The New Zealand Law Journal*, 135.

Pedley, J. (1998, June). More changes for lessees of Maori reserved lands. *The New Zealand Law Journal*, 214.

Pedley, J. (1998, June). Overseas Investment Amendment Act 1998. *The New Zealand Law Journal*, 213.

7 Non-refereed conference papers

Allan, B. C. (1998). Consumer protection and the Credit (Repossession) Act 1997. In *Australasian Law Teachers Association (ALTA) Conference* (Vol. 2, pp. 3-12), July 5-8, 1998, Dunedin, NZ. Dunedin, NZ: Faculty of Law, University of Otago.

Allan, B. C. (1998). The rebel agent: Section 18 Companies Act 1993 and the disobedient agent. In *Australasian Law Teachers Association (ALTA) Conference* (Vol. 2, pp. 15-28), July 5-8, 1998, Dunedin, NZ. Dunedin, NZ: Faculty of Law, University of Otago.

8 Book reviews

Berkahn, M. (1998). [Review of the book *Corporate governance: Responsibilities, risks and remuneration*]. *Chartered Accountants' Journal*, 77(2), 75.

9 Technical publications

Alam, K. F. (1998). *Ethics and accounting education* (Discussion paper series No. 183). Palmerston North, NZ: Massey University, Department of Accountancy and Business Law.

Berkahn, M. (1998). *Fair value of shares: A review of recent case law* (Discussion paper series No. 172). Palmerston North, NZ: Massey University, Department of Accountancy and Business Law.

Berkahn, M. (1998). *Are oligopolies anticompetitive? Competition law and concentrated markets* (Discussion paper series No. 182). Palmerston North, NZ: Massey University, Department of Accountancy and Business Law.

French, S. (1998). *Electronic commerce, Part one: A guide for the legal and business community* (Submissions to Law Commission Report 50). Wellington, NZ.

French, S. (1998). *Copyright law and distance education: An uneasy partnership* (Discussion paper series No. 170). Palmerston North, NZ: Massey University, Department of Accountancy and Business Law.

Hossain, M., & Cahan, S. F. (1998). *The investment opportunity set and voluntary use of outside directors: Some New Zealand evidence* (Discussion paper series No. 181). Palmerston North, NZ: Massey University, Department of Accountancy and Business Law.

Keene, D. (1998). *The environmental consciousness of accountants: Environmental worldviews, beliefs and pro-environmental behaviours* (Discussion paper series No. 175). Palmerston North, NZ: Massey University, Department of Accountancy and Business Law.

Keene, D. (1998). *An investigation into the ethical decision making of accountants in different areas of employment* (Discussion paper series No. 184). Palmerston North, NZ: Massey University, Department of Accountancy and Business Law.

Locke, J., & Perera, M. H. B. (1998). *Mapping the intellectual structure of international accounting* (Discussion paper series No. 173). Palmerston North, NZ: Massey University, Department of Accountancy and Business Law.

Lockhart, J. A., & Mathews, M. R. (1998). *Environmental accounting education: Some thoughts* (Discussion paper series No. 179). Palmerston North, NZ: Massey University, Department of Accountancy and Business Law.

- Mathews, M. R. (1998). *Accounting revisited: An extension of previous proposals* (Discussion paper series No. 174). Palmerston North, NZ: Massey University, Department of Accountancy and Business Law.
- Mathews, M. R. (1998). *Accounting to the wider society: Towards a mega-accounting model* (Discussion paper series No. 180). Palmerston North, NZ: Massey University, Department of Accountancy and Business Law.
- Naulivou, S. K., Mathews, M. R., & Locke, J. (1998). *Curriculum evaluation and design: An application of an education theory to an accounting programme in Tonga* (Discussion paper series No. 171). Palmerston North, NZ: Massey University, Department of Accountancy and Business Law.
- Rahman, A. R., Perera, M. H. B., & Ganesh, S. (1998). *Material accounting harmonisation, accounting regulation and firm characteristics: A comparative study of Australia and New Zealand* (Discussion paper series No. 177). Palmerston North, NZ: Massey University, Department of Accountancy and Business Law.
- Riceman, S., Cahan, S. F., & Lal, M. (1998). *EVA vs. traditional bonus schemes: A general test of Consistency Theory* (Discussion paper series No 98-06). Albany, NZ: Massey University, Department of Commerce.
- Tan, L. M. (1998). *Types of advice from tax practitioners: A preliminary examination of taxpayers' preferences* (Discussion paper series No. 178). Palmerston North, NZ: Massey University, Department of Accountancy and Business Law.
- Tooley, S. (1998). *Structural and administrative reform of New Zealand's education system: Its underlying theory and implications for accounting* (Discussion paper series No. 185). Palmerston North, NZ: Massey University, Department of Accountancy and Business Law.
- Tozer, L. E., & Hamilton, F. S. B. (1998). *Public sector auditing in New Zealand: A decade of change* (Discussion paper series No. 169). Palmerston North, NZ: Massey University, Department of Accountancy and Business Law.
- Tripe, D. W., & Tozer, L. (1998). *Liquidity and interest rate risk in New Zealand banks* (Discussion paper series No. 186). Palmerston North, NZ: Massey University, Department of Accountancy and Business Law.
- Wilkinson, B., & Cahan, S. F. (1998). *Taxpayer behaviour and dividend imputation: The effects of foreign and domestic ownership on average effective tax rates* (Discussion paper series No. 176). Palmerston North, NZ: Massey University, Department of Accountancy and Business Law.

13 Addresses to professional bodies

- Blake, J., Amat, O., & Dowds, J. (1998). Accounting in the wine industry: The challenge arising from the move to higher quality. *Annual Conference of the Irish Accounting and Finance Association*, April 6-9, Coleraine, Northern Ireland.
- Blake, J., Gowthorpe, C., & Dowds, J. (1998). The true and fair view in New Zealand: Auditors' view. *Annual Conference of the British Accounting Association*, April 3, Manchester, England.
- Hossain, M., & Cahan, S. (1998). The investment opportunity set and voluntary use of outside directors: New Zealand evidence. *Annual Conference of the Accounting Association of Australia and New Zealand*, July 5-8, Adelaide, Australia.
- Keene, D. S. (1998). The environmental consciousness of accountants: Worldviews, beliefs and pro-environmental behaviour. *Annual Conference of the Accounting Association of Australia and New Zealand*, July 5-8, Adelaide, Australia.

- Mathews, M. R. (1998). Accounting to the wider society: Towards a mega-accounting approach. *Second Asia-Pacific Interdisciplinary Research in Accounting (APIRA) Conference*, August 4-6, Kobe, Japan.
- Mathews, M. R. (1998). Accounting to the wider society: Towards a mega-accounting theory. *Annual Convention of the American Accounting Association*, August 16-19, New Orleans, USA.
- Mathews, M. R. (1998). A commentary on D. R. Goodwin: Ethnicity and behavioural responses within an accounting environment. *Annual Conference of the Accounting Association of Australia and New Zealand*, July 5-8, Adelaide, Australia.
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- Mathews, M. R. (1998). Towards a more broadly based accounting: The mega-accounting approach. *Annual Conference of the British Accounting Association*, April 3, Manchester, England.
- Mathews, M. R. (1998). Towards a more broadly based accounting: The mega-accounting approach. *Annual Congress of the European Accounting Association*, April 6, Antwerp, Belgium.
- Mathews, M. R. (1998). Towards a more broadly based accounting: The mega-accounting approach. *Annual Conference of the Irish Accounting and Finance Association*, April 6-9, Coleraine, Northern Ireland.
- Mathews, M. R., & Lockhart, J. A. (1998). Environmental accounting education: Some thoughts. *Annual Conference of the Accounting Association of Australia and New Zealand*, July 5-8, Adelaide, Australia.
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- Tripe, D. W., & Tozer, L. (1998). Liquidity and interest rate risk in New Zealand banks. *11th Annual Australasian Finance and Banking Conference*, December 15-16, Sydney, Australia.
- Wilkinson, B., & Cahan, S. (1998). Tax paying behaviour and dividend imputation: The effects of foreign and domestic ownership on average effective tax rates. *Annual Conference of the Accounting Association of Australia and New Zealand*, July 5-8, Adelaide, Australia.
- Wilkinson, B., & Cahan, S. (1998). Tax paying behaviour and dividend imputation: The effects of foreign and domestic ownership on average effective tax rates. *Annual Convention of the American Accounting Association*, August 16-19, New Orleans, USA.

14 Extension activities

- Botica Redmayne, N. (1998). (Seminar presentation). An investigation into the effects of competition on audit fees in the New Zealand Public Sector. *Seminar Series, Department of Accountancy and Business Law, Massey University*, October 9, Palmerston North, NZ.
- Cahan, S. F. (1998). (Seminar presentation). EVA vs. traditional bonus schemes. *School of Accounting, University of Technology Sydney*, May 25, Sydney, Australia.
- Dowds, J. (1998). (Seminar presentation). The use of cash flow information in the analysis of company performance. *Department of Economics, Pompeu Fabra University*, April 17, Barcelona, Spain.
- French, S. (1998). (Workshop presentation). Copyright and education: Time for reconsideration? *The Copyright Act 1994 five years on: The views of education and library users: New Zealand*

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- Library and Information Association (NZLIA) Workshop*, Wellington Polytechnic, June 12, Wellington, NZ.
- Mathews, M. R. (1998). (Seminar presentation). Accounting for macro-social impacts. *School of Financial Studies, Charles Sturt University*, October 9, Riverina, Wagga Wagga, Australia.
- Mathews, M. R. (1998). (Address). Deficiencies in the current accounting and reporting process. *Staff and post graduate students, School of Commerce, La Trobe University*, October 10, Albury-Wodonga, Australia.
- Mathews, M. R. (1998). (Seminar presentation). Experiences with distance education with particular reference to graduate students. *Staff Seminar, School of Commerce, La Trobe University*, October 7, Albury-Wodonga, Australia.
- Mathews, M. R. (1998). (Seminar presentation). Getting started in research and publication. *Staff Seminar, School of Commerce, La Trobe University*, October 12, Albury-Wodonga, Australia.
- Mathews, M. R. (1998). (Seminar presentation). The social contact of business with society: Towards a broader view of accounting. *Massey University: Applied and Professional Ethics Interdisciplinary Staff Seminar*, May 6, Palmerston North, NZ.
- Simpson, L. (1998). (Seminar presentation). The use of imagery in New Zealand company annual reports. *Department of Accountancy and Business Law, Massey University*, June 12, Palmerston North, NZ.

15 Addresses to community organisations

- French, S. (1998). Copyright and schools. *Awatapu College Board of Trustees*, June 24, Palmerston North, NZ.

16 Professional consultancies

- Cahan, S. (1998). Financial analysis of dairy companies. *New Zealand Dairy Workers Union*, December 7.

DEPARTMENT OF APPLIED AND INTERNATIONAL ECONOMICS

1 Refereed journal papers

- Alvey, J. E. (1998). Adam Smith's higher vision of capitalism. *Journal of Economic Issues*, 32(2), 441-448.
- Alvey, J. E. (1998). Adam Smith's three strikes against commercial society. *International Journal of Social Economics*, 25(9), 1425-1441.
- Banks, T. J. (1998). Pastoral land tenure reform and resource management in northern Xinjiang: A new institutional economics perspective. *Nomadic Peoples*, 40(2).
- Bhat, M. G., Alexander R. R., & English, B. C. (1998). Toward controlling nonpoint source pollution of groundwater: A hierarchical policy formulation game. *Natural Resource Modeling*, 11(4).
- Birks, S. (1998, Winter). Comment on 'The Impact of integrating scholarship on women into introductory economics'. *Journal of Economics Education*, 29(1), 11.
- Campbell, N. A. (1998). Can we believe in cold showers? *Journal of Economic Integration*, 13(1), 131-162.
- Chatterjee, S., & Michelini, C. (1998, June). Household consumption equivalence scales: Some estimates from New Zealand Household Expenditure and Income Survey data. *Australian & New Zealand Journal of Statistics*, 40(2), 141-150.
- Chatterjee, S., & Michelini, C. (1998, December). New Zealand-Japan trade flows 1982-92: An application of the almost-ideal-demand-system approach. *Asian Economies*, 26(4), 35-53.
- Engelbrecht, H.-J. (1998). Business sector R&D and Australia's manufacturing trade structure. *Applied Economics*, 30(2), 177-187.
- Engelbrecht, H.-J. (1998). A communication perspective on the international information and knowledge system. *Information Economics and Policy*, 10(3), 359-367.
- Gandar, J. M., Dare, W. H., Brown, C. R., & Zuber, R. A. (1998). Informed traders and price variations in the betting market for professional basketball games. *Journal of Finance*, 53(1), 385-401.
- Michelini, C., Chatterjee, S., & Ferrari, G. (1998). Preference consistent demand systems: A comparative study of household consumption behaviour. *Economic Notes*, 27(2/3), 67-100.
- Rae, A. N. (1998). The effects of expenditure growth and urbanisation on food consumption in East Asia: A note on animal products. *Agricultural Economics*, 18, 291-299.
- Ramasamy, B., & Cremer, R. D. (1998). The economic role of international sister-city relationships between New Zealand and Asia. *Journal of the Asia Pacific Economy*, 3(3), 446-461.
- Read, P. (1998). Dynamic interaction of short rotations and conventional forestry in meeting demand for bioenergy in the least cost mitigation strategy. *Biomass and Bioenergy*, 15(1), 7-15.
- Read, P. (1998). Implementing the climate change convention: Taxes or tradeable abatement obligations equals coercion or negotiation. *International Journal of Global Energy Issues*, 11(1/4), 58-66.

2 Books authored by staff members

- Cremer, R. D., & Willes, M. J. (1998). *The tongue of the tiger: Overcoming language barriers in international trade*. Singapore: World Scientific Publishing.

3 Books, journals or conference proceedings edited by staff members

- Engelbrecht, H.-J. (Ed.). (1998). *Prometheus*.

Robertson, T., English, B. C., & Alexander, R. R. (Eds.) (1998). *Evaluating natural resource use in agriculture*. Ames, Iowa: Iowa State University Press.

4 Chapters in books

Alexander, R. R., & English, B. C. (1998). Estimating costs of sediment damage with national-level models. In T. Robertson, B. C. English, & R. R. Alexander (Eds.), *Evaluating natural resource use in agriculture* (pp. 203-215). Ames, Iowa, USA: Iowa State University Press.

Gounder, R. (1998). Doing well out of doing good: The commercialization of aid. In R. Bell (Ed.), *Linkages in development issues of governance* (pp. 149-155). Auckland, NZ: Aotearoa New Zealand International Development Studies Network and Institute of Development Studies, University of Auckland.

Sen, K., & Vaidya, R. R. (1998). India. In J. Fanelli, & R. Medhora (Eds.), *Financial reform in developing countries* (pp. 57-89). London, England: MacMillan Press.

5 Refereed conference papers

Alvey, J. E. (1998). Adam Smith's vision of the best regime. In J. Lamont, & C. Favor (Eds.), *Edited Proceedings of the 1997 International Economics and Philosophy Society Conference* (pp. 3-13), University of New South Wales, Sydney, Australia. Brisbane, Australia: IEPS.

Alvey, J. E. (1998). Adam Smith's view of moral education in commercial society. In A. Bianchini, J. Dolby & M. Holland (Eds.), *Proceedings of the Joint Conference of the Australasian Political Science Association and European Union Studies Association of New Zealand* (Vol. 1, pp. 1-15), September 28-30, 1998, Christchurch, NZ. Christchurch, NZ: APSA/EUSANZ.

Holland, J. D., Martin, K. L., & Shakur, S. (1998). A survey of farmstay tourism in New Zealand. In K. S. Chon (Ed.), *Conference Proceedings: Third International Conference on Tourism and Hotel Industry in Indo-China & Southeast Asia: Development, Marketing and Sustainability* (pp. 145-151), June 4-6, Prince of Songkla University, Phuket, Thailand. USA: OMNIPress.

Rae, A. N., & Hertel, T. W. (1998). Livestock productivity convergence in the Asia/Pacific region: Impacts on trade in livestock products and grains. In *First Annual Conference on Global Economic Analysis*, June 8-10, Purdue University, USA.

6 Non-refereed journal papers

Birks, S. (1998, May). Gender analysis and women's access to justice. *New Zealand Law Journal*, 166-170.

Birks, S. (1998, April). Women's safety survey. *New Zealand Law Journal*, 118.

Goodyear-Smith, F., Birks, S., & Laidlaw, T. (1998, July 24). Physical assault in New Zealand. *New Zealand Medical Journal*, 111(1070), 282.

Read, P. (1998, June). Two problems with the Protocol. *Joint Implementation Quarterly*, 8.

7 Non-refereed conference papers

Read, P. (1998). Cooperative implementation: Emissions trading, joint implementation and the need for commercialized offsets trading. In *JIQ/ECE Workshop on Cooperative Implementation and the Kyoto Protocol* (p. 17), May 27-29, Callantsoog, The Netherlands.

8 Book reviews

- Birks, S. (1998). [Review of the book *Transforming men: Changing patterns of dependency and dominance in gender relations*]. *International Journal of Social Economics*, 25(10), 1572-1574.
- Birks, S. (1997/98, Winter/Spring). [Review of the book *When she was bad: Violent women and the myth of innocence*]. *Balance*, (4). Available: <http://www.taiga.ca/~balance/index004/shesbad.html>
- Cremer, R. D. (1998). [Review of the book *Encountering Macau: A Portuguese city-state on the periphery of China, 1575-1999*]. *International History Review*, 20(1), 157-158.

9 Technical publications

- Alexander, R. R., & Bhat, M. G. (1998, March). *Agricultural policy and social welfare: A game-theoretic rationalisation* (Discussion Paper Series, 98.04). Palmerston North, NZ: Department of Applied & International Economics, Massey University.
- Alvey, J. E. (1998). *Adam Smith's higher vision of capitalism* (Discussion Paper Series, 98.02). Palmerston North, NZ: Department of Applied & International Economics, Massey University.
- Alvey, J. E. (1998). *Adam Smith's view of moral education in commercial society* (Discussion Paper Series, 98.11). Palmerston North, NZ: Department of Applied and International Economics, Massey University.
- Alvey, J. E., & Smith, L. (1998). Enrolments in economics studies in New Zealand universities. *Asymmetric Information*, (3), 9.
- Bate, R. E., & Birks, S. (1998). *Fact or fiction: Five issues about women's employment in New Zealand* (Student Paper Series, No.1). Palmerston North, NZ: Centre for Public Policy Evaluation, Massey University.
- Bayfield, M. A., & Meister, A. D. (1998). *East Coast Forestry Project review: Report to Ministry of Agriculture and Fisheries*. Wellington, NZ.
- Birks, S. (1998). *The Family Court: A view from the outside* (Issues Paper Series No. 3). Palmerston North, NZ: Centre for Public Policy Evaluation, Massey University.
- Birks, S. (1998, May). Family law forum. *Father and Child*, Special issue, 2.
- Birks, S. (1998). Fathers after separation. *Father and Child*, (4), 11.
- Birks, S. (1998). *Gender analysis and the women's access to justice project* (Issues Paper Series, No.2). Palmerston North, NZ: Centre for Public Policy Evaluation, Massey University.
- Birks, S. (1998, March). Judges can have the last say. *Father and Child*, (2), 6.
- Birks, S. (1998). *Why men shouldn't marry*. Based on a presentation at 'Real Time'. Available: <http://www.massey.ac.nz/~KBirks/gender/econ/marry.htm>.
- Birks, S. (1998, April 21). Women 'not necessarily disadvantaged'. *Evening Standard (Palmerston North, NZ)*, 9.
- Birks, S., & Buurman, G. (1998, February 10). How efficient is our legal system? *Evening Standard (Palmerston North, NZ)*, 11.
- Birks, S., & Buurman, G. (1998). *Is the legal system an efficient regulatory and dispute resolution device?* (Issues Paper Series, No.1). Palmerston North, NZ: Centre for Public Policy Evaluation, Massey University.
- Campbell, N. A. (1998, July). *Intermediate goods protection and product quality* (Discussion Paper Series, 98.10). Palmerston North, NZ: Department of Applied and International Economics, Massey University.
- Campbell, N. A. (1998, June). *Protection and entry deterrence* (Discussion Paper Series, 98.08). Palmerston North, NZ: Department of Applied & International Economics, Massey University.

- Chand, S., & Sen, K. (1998). *Competitive pressures from trade exposure: Evidence from Indian manufacturing* (Discussion Paper Series, 98.06). Palmerston North, NZ: Department of Applied and International Economics, Massey University.
- Darroch, J., & Engelbrecht, H.-J. (1998, November). *A comparative macro-level assessment of New Zealand's 'National Innovation System'* (Discussion Paper Series, 98.13). Palmerston North, NZ: Department of Applied & International Economics, Massey University.
- Engelbrecht, H.-J. (1998, January). *A communication perspective on the international information and knowledge system* (Discussion Paper Series, 98.01). Palmerston North, NZ: Department of Applied and International Economics, Massey University.
- Engelbrecht, H.-J. (1998, February). *Human capital, R&D, and north-south knowledge spillovers* (Discussion Paper Series, 98.03). Palmerston North, NZ: Department of Applied and International Economics, Massey University.
- Engelbrecht, H.-J., & Kelsen, B. (1998, June). *Economic growth and convergence amongst the APEC economies 1965-1990* (Discussion Paper Series, 98.09). Palmerston North, NZ: Department of Applied and International Economics, Massey University.
- Gangopadhyay, P., & Sen, K. (1998). *Strategic implications of food speculation: A game theoretic approach* (Discussion Paper Series, 98.07). Palmerston North, NZ: Department of Applied and International Economics.
- Jenkins, D., & Birks, S. (1998). *An economic assessment of priority criteria for elective surgery in New Zealand* (Student Paper, No.2). Palmerston North, NZ: Centre for Public Policy Evaluation, Massey University.
- Michelini, C. (1998, September). *The estimation of some Rank 3 demand systems from New Zealand quasi-unit record data of household consumption* (Discussion Paper Series, 98.12). Palmerston North, NZ: Department of Applied & International Economics, Massey University.
- Michelini, C. (1998, April). *New Zealand household consumption equivalence scales from quasi-unit record data: An application of the ELES model* (Discussion Paper Series, 98.05). Palmerston North, NZ: Department of Applied and International Economics, Massey University.
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- Alvey, J. E. (1998). Adam Smith's higher vision of capitalism. *Association for Evolutionary Economics Annual Conference*, January 3-5, Chicago, USA.
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- Chatterjee, S. (1998). Living in different cultures: Some personal reflections. *Staff-student seminar, Centre of Advanced Research in Social Science*, January 21, Dhaka University, Dhaka, Bangladesh.
- Chatterjee, S. (1998). Regional integration: An economic perspective from New Zealand. *Colloquium on Economic Integration in the Asia-Pacific Region, organised by the NZ Embassy in Japan*, December 5, Sonoda Gakuen, Amagasaki, Japan.
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- Engelbrecht, H.-J. (1998). Human capital, R&D, and north-south knowledge spillovers. *New Zealand Association of Economists Annual Conference*, September 2, Wellington, NZ.
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- Gounder, R. (1998). Foreign aid and economic growth in the island economies: A case-study of Fiji. *Fifth International Conference on Development and Future Studies*, July 6-8, Central University of Michigan, USA.
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- Read, P. (1998). The role of biomass in meeting greenhouse gas reduction targets: Land allocation modeling of key market impacts. *Joint Meeting: International Energy Workshop and Energy Modeling Forum*, June 22, Stanford University, California, USA.
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- Shakur, S. (1998). Social and environmental impact of free trade. *Mekong Institute*, March 18, Khon Kaen, Thailand.
- Shakur, S. (1998). A survey of farmstay tourism in New Zealand. *Asia Pacific Tourism Association*, June 5, Phuket, Thailand.

14 Extension activities

- Alvey, J. E. (1998). Book review editor. *International Journal of Social Economics*.
- Alvey, J. E. (1998). Book review editor. *Journal of Markets and Morality*.
- Alvey, J. E. (1998). (Professional development programme for economics teachers). Enrolments in economic studies in New Zealand universities. *Dept. of Applied and International Economics, Massey University*, October 16, Palmerston North, NZ.
- Alvey, J. E. (1998). (Convenor). Forum on the international sale of tertiary education services. *Centre for Public Policy Evaluation*, October 15, Massey University, Palmerston North, NZ.
- Banks, T. J. (1998). (Seminar). Development project appraisal. *Shihezi University*, November 19, Shihezi, Xinjiang, China.
- Banks, T. J. (1998). (Seminar). Land tenure continuity and change in the Xinjiang pastoral sector. *Institute of Development Studies, University of Sussex*, January 28, Brighton, England.
- Banks, T. J. (1998). (Seminar). Participatory rural development. *College of Economics and Management, Shihezi University*, November 20, Shihezi, Xinjiang, China.
- Birks, S. (1998). (Panelist). The Family Court in 2015: Directions, challenges and threats. *New Zealand Law Society Family Law Conference*, September 2, Christchurch, NZ.
- Birks, S. (1998). (Workshop). Fathers and the law. *Festival of Men*, November 6-8, Wellington, NZ.
- Birks, S. (1998). (Workshop co-facilitator). Fathers in the parenting role. *Fathering the Future Forum*, March 28, Christchurch, NZ.
- Birks, S. (1998). (Chair and discussion leader). Forum on the International Sale of Tertiary Education Services. *Centre for Public Policy Evaluation, Massey University*, October 15, Palmerston North, NZ.
- Birks, S. (1998). (Organiser/facilitator). Media workshop. *Public Health Association, Manawatu/Wanganui Branch*, November 13, Palmerston North, NZ.
- Birks, S. (1998). (Panelist). Panel discussion: Professional Development Programme for Economists. *Department of Applied and International Economics, Massey University*, October 16, Palmerston North, NZ.
- Buurman, G. B. (1998). (Panel discussion). Professional Development Programme for Economists. *Department of Applied and International Economics*, October 16, Massey University, Palmerston North, NZ.,
- Meister, A. D. (1998). (Teachers' seminar). The value of everything? *Conference to Central Region economic teachers*, 16 October, Massey University.
- Michelini, C. (1998). (Chair at Session). New Zealand Association of Economists Annual Conference. *New Zealand Association of Economists*, September 2-4, Wellington, NZ.,
- Read, P. (1998). (Faculty presentation). Forest carbon dynamics and the buffer stock of carbon. *Goethe University of Frankfurt*, November 15, Frankfurt, Germany.
- Read, P. (1998). (Faculty presentation). Sustainable development opportunities from the Clean Development Mechanism. *University of Dhaka*, December 12, Dhaka, Bangladesh.
- Shakur, S. (1998). (Professional development programme for economics teachers). Economic and currency crisis in Asia in 1997-98. *Department of Applied and International Economics, Massey University*, April 24, Palmerston North, NZ.

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- Smith, L., Scott, K., & Rae, A. N. (1998). (Conference organisers). Professional development programme for economics teachers. *Massey University*, April 24, Palmerston North, NZ.
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15 Addresses to community organisations

- Alexander, R. R. (1998). The economics of endangered species conservation. *Djuma Game Reserve*, November 25, Sabi Sands, South Africa.
- Chatterjee, S. (1998). Asian economic turmoil: How safe are we in New Zealand. *W.E.A.*, August 3, Palmerston North, NZ.
- Meister, A. D. (1998). Environmental education in the developing world. *North Auckland Rotary District*, November 16, Whangarei, NZ.
- Meister, A. D. (1998). University teaching in developing countries: Asian experience. *Rotary International District 9910*, November 9, Auckland Convention Centre, Auckland, NZ.
- Scott, K. (1998). New developments to economics programmes at Massey University. *Conference to Central Region economics teachers*, April 24, Palmerston North, NZ.
- Shakur, S. (1998). Gender and environment issues in economics. *NZ Overseas Development Assistance*, February 3, Auckland, NZ.
- Smith, L. (1998). Introduction to the Economics Programme. *Massey University: Seventh Form visits by High school students*, August 6, Massey University, Palmerston North, NZ.
- Smith, L. (1998). Introduction to the Economics Programme. *Massey University: Seventh Form visits by High school students*, August 13, Massey University, Palmerston North, NZ.
- Smith, L. (1998). Introduction to the Economics Programme. *Massey University: Seventh Form visits by High school students*, August 27, Massey University, Palmerston North, NZ.
- Smith, L. (1998). Introduction to the Economics Programme. *Massey University: Seventh Form visits by High school students*, September 10, Massey University, Palmerston North, NZ.

17 Radio, television and print interviews

- Alvey, J. E. (1998, March 24). Data needed on foreign students. *Evening Standard (Palmerston North, NZ)*, 7.
- Birks, S. (1998). On the De Facto Relationships (Property) Bill. [Radio interview by Jenny Anderson]. *Radio Pacific*, March 25.
- Chatterjee, S. (1998, June 19). Asian economies in crisis. [Interview by Jill Worrall]. *Timaru Herald*.
- Chatterjee, S. (1998). Income inequality in New Zealand. [Radio interview]. *National Radio*, July 23.
- Chatterjee, S. (1998). Income inequality in New Zealand. [Radio interview]. *Radio 2ZB*, July 23.
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DEPARTMENT OF COMMERCE

1 Refereed journal papers

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- de Bruin, A. M. (1998). Entrepreneurship in a new phase of capitalist development. *The Journal of Interdisciplinary Economics*, 9(3), 185-200.
- Eagle, L. C., Hyde, K. F., & Kitchen, P. J. (1998). Advertising effectiveness measurement: A review of industry research practices. *Australasian Journal of Market Research*, 6(2), 3-14.
- Elayan, F. A., Swales, G. S., Maris, B. A., & Scott, J. R. (1998). Market reactions, characteristics, and the effectiveness of corporate layoffs. *Journal of Business Finance & Accounting*, 25(3/4), 329-352.
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- Moyle, B. J. (1998). Species conservation and the principal-agent problem. *Ecological Economics*, 26(3), 313-321.
- Nithiyandam, V. (1998). The international dimension of the ethnic conflict in Sri Lanka. *South Asia*, 20, Special Issue 1997, 51-81.
- Oehlers, A. L. (1998). A woman's economic role: An historical survey of Singapore. *Asian Women*, 7(1), 55-66.
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5 Refereed conference papers

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- Courtenay, S. M., & Tearney, M. G. (1998). A comparison of New Zealand and United States professional accountancy admission standards. In B. Tai (Ed.), *Asian-Pacific Conference on International Accounting Issues* (Vol. 10, p. 23), October 25-29, Maui, Hawaii, USA. Maui, Hawaii, USA: University of Hawaii at Manoa.
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- Eagle, L. C., Hyde, K. F., Fourie, W. A., Padiseti, M. V., & Kitchen, P. J. (1998). Revisiting the concept of integrated marketing communications: Contrasting perceptions between marketers and advertising agency executives. In P. J. Kitchen (Ed.), *3rd International Conference on*

- Corporate and Marketing Communications* (Vol. 1, pp. 91-116), April 20-21, 1998, University of Strathclyde, Glasgow. Glasgow, Scotland: Strathclyde Graduate Business School.
- Eagle, L. C., Hyde, K. F., & Kitchen, P. J. (1998). Advertising effectiveness measurement: A review of industry research practices. In P. J. Kitchen (Ed.), *3rd International Conference on Corporate and Marketing Communications* (Vol. 1, pp. 117-132), April 20-21, 1998, University of Strathclyde, Glasgow. Glasgow, Scotland: Strathclyde Graduate Business School.
- Eagle, L. C., McDonald, R. C., & Sylvester, G. C. (1998). Lessons for the future: Tertiary experiences of mature part-time students studying business diploma and degree programmes. In D. Hall (Ed.), *First Year in Higher Education Conference* (Vol. 1, pp. 1-19), July 3-7, 1998, AIT Akoranga, Auckland, NZ. Brisbane, Australia: QUT/AIT.
- Gronewoller, P. L., Rose, L. C., & McLeod, J. (1998). Style analysis: Is it useful in analysing New Zealand managed funds? In J. L. Vihtelic (Ed.), *Academy of Financial Services 12th Annual Meeting* (Vol. 12, pp. 22-3), October 14, 1998, Hyatt Regency Hotel, Chicago, USA. Chicago, USA: Academy of Financial Services.
- Kerkin, D. J. (1998). Sustainable development: Turning rhetoric into reality? In J. Calton, & K. Rehbein (Eds.), *International Association for Business and Society* (pp. 397-402), June 11-14, 1998, Kailua-Kona, Hawaii, USA. Kailua-Kona, Hawaii, USA: IABS.
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- Oehlers, A. L. (1998). 'Asian' values and development in Singapore: A political economy perspective. In R. Bell (Ed.), *Aotearoa New Zealand International Development Studies Network Conference: Linkages in Development: Issues of Governance* (pp. 156-167), February 20-21, 1998, University of Auckland, Auckland, NZ. Auckland, NZ: Aotearoa New Zealand International Development Studies Network and the Institute of Development Studies, University of Auckland.
- Oehlers, A. L. (1998). Buying into the Singapore dream: A factor behind political conservatism in Singapore? In J. Ingleson (Ed.), *12th Biennial Conference, Asian Studies Association of Australia* (pp. 62-66), Sept 28-Oct 1, University of New South Wales, Sydney, Australia. Sydney, Australia: Asian Studies Association of Australia.
- Oehlers, A. L. (1998). Confucian rappers and rockers? Why are Singapore teens so conservative? In T. Craig (Ed.), *Asian Popular Conference* (pp. 211-219), April 16-18, 1998, Victoria, B.C., Canada. Victoria, B.C., Canada: Centre for Asia-Pacific Initiatives, University of Victoria.
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- Rose, L. C., Young, M., & Rathod, Y. (1998). Time diversification and dollar cost averaging: a New Zealand case study. In J. L. Vihtelic (Ed.), *Academy of Financial Services 12th Annual Meeting* (Vol. 12, pp. 5-3), October 14, 1998, Hyatt Regency Hotel, Chicago, USA. Chicago, USA: Academy of Financial Services.
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6 Non-refereed journal papers

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- Flint-Hartle, S. L., & Campbell, J. (1998). Education: Facing the need for change. *New Zealand Real Estate*, 49(8), 31-32.
- Flint-Hartle, S. L., & Campbell, J. (1998). Induction. *New Zealand Real Estate*, 49(5), 33-34.
- Flint-Hartle, S. L., & Campbell, J. (1998). Learning to manage your real estate career. *New Zealand Real Estate*, 49(2), 37.
- Flint-Hartle, S. L., & Campbell, J. (1998). More quality thoughts. *New Zealand Real Estate*, 49(10), 34-35.
- Flint-Hartle, S. L., & Campbell, J. (1998). Motivation of salespeople. *New Zealand Real Estate*, 49(7), 31-32.
- Flint-Hartle, S. L., & Campbell, J. (1998). New Zealand real estate. *New Zealand Real Estate*, 49(1), 28-30.
- Flint-Hartle, S. L., & Campbell, J. (1998). The personal business plan: Getting yourself started. *New Zealand Real Estate*, 49(11), 13-14.
- Flint-Hartle, S. L., & Campbell, J. (1998). Quality management. *New Zealand Real Estate*, 49(9), 36-37.
- Flint-Hartle, S. L., & Campbell, J. (1998). Recruiting and selecting salespeople. *New Zealand Real Estate*, 49(3), 36-37.
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- Flint-Hartle, S. L., & Campbell, J. (1998). Training and developing salespeople. *New Zealand Real Estate*, 49(6), 34-35.
- Hooks, J. J. (1998). Ernst & Young values Ariadne's \$5.8m carpark at \$15m. *Independent Business Weekly*, 7(291), 38.
- Kerkin, D. J., & O'Grady, W. M. (1998). Ethics and the academic. *New Zealand Chartered Accountants' Journal*, 77(8), 60-61.

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- Eagle, L. C., McDonald, R. C., Gardiner, H., & Coolbear, P. (1998). National certificate and diploma level business qualifications in the New Zealand polytechnic sector: Unravelling the issues. In *New Zealand Commerce and Economics Teachers' Association National Conference* (pp. 1-18), April 20, 1998, Wellington, NZ. Wellington, NZ: Association of Polytechnics in New Zealand.

8 Book reviews

- Oehlers, A. L. (1998). [Review of the book *How to save the underclass*]. *International Journal of Social Economics*, 25(9).

9 Technical publications

- Brooks, V. E. S. (1998, January 23). *Butterworths current law* (Part 2, pp. 28, 29, 32, 33, 44, 45, 50, 51). Wellington, NZ: Butterworths of New Zealand.
- Brooks, V. E. S. (1998, February 20). *Butterworths current law* (Part 4, pp. 96-99, 101-103, 113, 114). Wellington, NZ: Butterworths of New Zealand.

- de Bruin, A. M. (1998, September 7). Asians bearing the brunt of higher unemployment. *New Zealand Herald*, A13.
- de Bruin, A. M. (1998). *Entrepreneurship in a new era of globalisation* (Working Paper Series, 98.03). Albany, NZ: Massey University at Albany, Department of Commerce.
- de Bruin, A. M. (1998). *An examination of the approach to human capital: A note on cultural capital* (Working Paper Series, 98.12). Albany, NZ: Massey University at Albany, Department of Commerce.
- de Bruin, A. M., Dupuis, A. (1998). *Street commerce: An advanced economy case study* (Working Paper Series, 98.01). Albany, NZ: Massey University at Albany, Department of Commerce.
- Eagle, L. C. (1998). Case study: NZ Cheese Promotions Ltd: Reversing a declining sales trend. In C. Neal, P. Quester & D. Hawkins (Eds.), *Consumer behaviour: Implications for marketing strategy* (2nd ed., pp. CS 4.13-4.15). Sydney, Australia: Irwin/McGraw Hill.
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- Gronewoller, P. L., Rose, L. C., McLeod, J. (1998). *Style analysis: Is it useful in analysing New Zealand managed funds?* (Working Paper Series, 98.02). Albany, NZ: Massey University at Albany, Department of Commerce.
- Meyer, T. O. (1998). *Determining the optimal dynamic rebalancing frequency for delta-neutral hedges in LIFFE short-term interest-rate markets* (Working Paper Series, 98.10). Albany, NZ: Massey University at Albany, Department of Commerce.
- Miller, G., Rose, L. C. (1998). *Accounting disclosure regulations for financial derivatives: A note on practices and attitudes in the Asia-Pacific Region* (Working Paper Series, 98.13). Albany, NZ: Massey University at Albany, Department of Commerce.
- Moyle, B. J. (1998). *A bioeconomic model of illegal wildlife harvesting* (Working Paper Series, 98.05). Albany, NZ: Massey University at Albany, Department of Commerce.
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DEPARTMENT OF MANAGEMENT AND INTERNATIONAL BUSINESS

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DEPARTMENT OF MANAGEMENT SYSTEMS

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- Cheyne, J., & Mason, P. (1998). Community tourism development: A case study of resident attitudes in rural New Zealand. In *Seventh International Symposium Society and Resource Management: Culture, Environment and Society*, May 27-31, University of Missouri-Columbia, Columbia, Missouri, USA.
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- Cronin, B. (1998). The New Zealand political economy. In A. Shaw (Ed.), *The 1998 VUWSA Conference Against Privatisation* (pp. 65-77), August 13-16, Wellington, NZ. Wellington, NZ: Victoria University of Wellington.
- Higgins, C. (1998). Social responsibility in a small business. In M. O'Brien (Ed.), *Social Responsibility: Whose Agenda?* (pp. 100-106). February 12-15, Massey University, Albany, Auckland, NZ. Auckland, NZ: Massey University.
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8 Book reviews

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9 Technical publications

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- Chu, M., & Hadfield, D. (1998). Teambuilding in sport: Some practical considerations. *The New Zealand Coach*, 6(4), 17-21.
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- Khan, R. (1998, February 13-March 15). Principles of organisation. *India-Fiji Express*, 2(2), 13.
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- Khela, N., & Legg, S. J. (1998). *The incidence of knife induced hand injuries and the effect of glove usage on cross contamination in pre-inspection slaughter areas in adult beef processing plants in New Zealand* (Final Report (Milestone 5) prepared for Meat New Zealand). Palmerston North, NZ: Ergonomics Programme, Department of Management Systems; Institute of Veterinary, Animal and Biomedical Science, Massey University, December 14.
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12 Creative works

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- Bridges, D., Meister, N., Perkins, A. (guests), Clayton, M. (host), & Mellalieu, P. (producer) (1998). *A renaissance perspective* [Video - multimedia professional development] (Enterprise MasterWorks: The EMW Video Collection, EMW/7, 1997-98). Massey University, Palmerston North, NZ: MyndSurferS and Massey University.
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Hadfield, D. (1998). Decision-making template for elite rugby players. *New Zealand Rugby Football Union Academy*, September 28, Porirua, NZ.

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Hadfield, D. (1998). The psychology of squash. *New Zealand Squash Level 2 Coaching Course*, March 6, Lower Hutt, NZ.

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Hadfield, D., & Enoka, G. (1998). Sport psychology. *Coaching New Zealand Level 3 Course*, August 15, Wellington, NZ.

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- Martin, A. J. (1998). Nutrition for performance. *Athletics New Zealand*, April, Wanganui, NZ.
- Martin, A. J. (1998). Sport management. *Soccer New Zealand*, January, Hamilton, NZ.
- Mason, P. (1998). Antarctic tourism: The need for baseline research in the Ross Dependency. *New Zealand Activities in Antarctica 1997-98*, Antarctic Research Centre, March 27, Victoria University of Wellington.
- McAlpine, D. (1998). Assessment of creative thinking. *Faculty of Nursing and Health, Manawatu Polytechnic*, April 20, Palmerston North, NZ.
- McAlpine, D. (1998). Assessment in distance education. *Faculty of Nursing and Health, Manawatu Polytechnic*, April 20, Palmerston North, NZ.
- McAlpine, D. (1998). An evaluation of the 1996/97 District Truancy Services. *National Conference on Truancy*, April 1, Auckland, NZ.
- McAlpine, D. (1998). Portfolio assessment. *Faculty of Nursing and Health, Manawatu Polytechnic*, April 20, Palmerston North, NZ.
- McAlpine, D. (1998). School-wide assessment. *National Conference on Assessment, Ministry of Education*, July 30, Christchurch, NZ.
- McIlroy, A. (1998). Using research to inform and improve teaching. *Manawatu Polytechnic*, October 8, Palmerston North, NZ.
- McIlroy, A. (1998). Writing for the Journal of Distance Learning. *Workshop presented to DEANZ (Distance Education Australia and New Zealand Association) Conference*, June 28.
- Mellalieu, P. (1998). Weaving the threads of innovation, creativity and enterprise: Lessons from an Expérience Française (workshop). *Rennes International School of Business*, March 25, Rennes, France.
- North, N. (1998). Current research in health services delivery. *Public Service Association, Seminar, Central Region Health Delegates*, January 28-29, Palmerston North, NZ.
- North, N. (1998). Management competencies required by decentralisation. *Lautoka District Hospital, seminar to nurse managers*, July 28, Lautoka, Fiji.
- North, N. (1998). Unregistered immigrant doctors in New Zealand. *Society of Health Administration in Education (SHAPE)*, July 1-3, Auckland, NZ.
- Rossiter, G. (1998). Misadventure and the liability of health care providers. *NZ Institute of Medical Laboratory Science, Annual Scientific Meeting*, September 1-4.
- Tweed, D., & McGregor, J. (1998). Who are the innovators in New Zealand manufacturing enterprises? Empirical findings from a nationwide survey. *12th ANZAM International Conference (Australian and New Zealand Academy of Management)*, December 6-9, Adelaide, South Australia.
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14 Extension activities

- Christison, J. (1998). (Seminar). Consumer perspectives on reform of maternity services. Massey University, March 4, Palmerston North, NZ.
- Leberman, S. (1998). (Get a Head Start Programme). Team-building. *Student Learning Centre, Turitea Campus, Massey University*, February 17, Palmerston North, NZ.

- Liesch, P. (1998). (Seminar). Information internalisation and hurdle rates for internationalisation readiness of the SME. *Massey University*, May 18, Palmerston North, NZ.
- Martin, A. J. (1998). (Course). Professional development. *Ford Motor Company; Unilever*, October, Czech Republic.
- Mason, P., & Cheyne, J. (1998). (Seminar). A pub for Pohangina: Community attitudes to tourism development in rural New Zealand. *Massey University*, October 7, Palmerston North, NZ.
- Massey, C. (1998). (Seminar). Management consultants: Teachers, detectives and ritual pigs. *Massey University*, November 4, Palmerston North, NZ.
- McAlpine, D. (1998). (Workshops). Design and construction of questions for the new driver license test for New Zealand. *Massey University*, July 8-10, Flock House, Bulls, NZ.
- McAlpine, D., Walker, R., McIlroy, A. (1998). (Seminar). Management of truancy. *Massey University*, April 8, Palmerston North, NZ.
- McIlroy, A. (1998). (Seminar). Quality: Whose agenda? *Massey University*, May 6, Palmerston North, NZ.
- Mellalieu, P. (1998). (Good Teaching Workshop Series). On reflection: Orchestrating the self-directed learner. *College of Education, Hokowhitu Campus, Massey University*, May 11, Palmerston North, NZ.
- Mellalieu, P. (1998). (Seminar). A pedagogy of enterprise development. *Massey University*, June 3, Palmerston North, NZ.
- Mueller, P. (1998). (Seminar). Miracles in the southern firmament: A perspective on small to medium enterprise education in New Zealand. *Massey University*, July 1, Palmerston North, NZ.
- North, N. (1998). (Seminar). Medicine in the market place: Unregulated rules in Nepal. *Massey University*, April 1, Palmerston North, NZ.
- Patterson, G. (1998). (Training Course). Universities in context: Understanding university administration. *Training and Development Unit, Massey University*, March 26, Palmerston North, NZ.
- Tweed, D. (1998). (Seminar). Competence-based management in small to medium sized businesses. *Management Systems Department, Massey University*, September 2.
- Tweed, D. (1998). (Seminar). Service quality in a business-to-business market. *Marketing Department, Massey University*, August 25.
- Tweed, D. (1998). (Student business training programme). NZ Business Week. July, Palmerston North, NZ.

15 Addresses to community organisations

- As-Saber, S. N. (1998). Negotiation skills for practitioners. *Dispute Resolution Centre Practicum*, May 6-13, Caccia Birch, Palmerston North, NZ.
- Hadfield, D. (1998). Aspects of sport psychology. *Manawatu Polytechnic Massage Therapy Course*, August 27, Palmerston North, NZ.
- Hadfield, D. (1998). Aspects of sport psychology. *Manawatu Polytechnic Massage Therapy Course*, September 2, Palmerston North, NZ.
- Hadfield, D. (1998). Goal-setting, and performance psychology. *Central Regions Secondary School Rugby Squad*, April 16, Palmerston North, NZ.
- Hadfield, D. (1998). Performance profiling and goal-setting. *Marist St.Pats Senior Rugby Team*, March 20, Wellington, NZ.
- Hadfield, D. (1998). Psychology of selling. *Kapiti Coast Harcourts Ltd employees*, March 19, Paraparaumu, NZ.
- Hadfield, D. (1998). Review of 97/98 and vision/values for 98/99 season. *Wellington Firebirds Cricket Team*, September 10, Wellington, NZ.

- Hadfield, D. (1998). Review of 97/98, performance profiling and goal-setting. *Wellington Women's Senior Cricket Team*, September 10, Wellington, NZ.
- Hadfield, D. (1998). Rugby leadership. *Wellington Rugby Union*, June 8, Wellington, NZ.
- Hadfield, D. (1998). Sport psychology. *Sport Wanganui*, June 3, Wanganui, NZ.
- Hadfield, D. (1998). Sport psychology. *Sport coaches, Chilton St James School*, June 30, Lower Hutt, NZ.
- Hadfield, D. (1998). Sport psychology. *Students, Chilton St James School*, June 30, Lower Hutt, NZ.
- Hadfield, D. (1998). Sport psychology consulting (on going). *Wellington Firebirds Cricket Team*, January, Wellington, NZ.
- Hadfield, D., & Chu, M. (1998). Team dynamics audit and team-building activities. *Tawa Senior Rugby Team*, March 14, Otaki, NZ.
- Hadfield, D., & Chu, M. (1998). Vision/values session and team-building activities. *Freyberg Senior Rugby Team*, March 14, Palmerston North, NZ.
- Leberman, S. (1998). Negotiating. *Arthritis Foundation, Field Officers' National Conference*, March 20, Wellington, NZ.
- McAlpine, D. (1998). The identification of talent. *New Zealand Association of Gifted and Talented*, June 4.
- North, N. (1998). Women's career paths. *Scholars Society, Nga Tawa School*, April 24, Marton, NZ.

16 Professional consultancies

- Hadfield, D. (1998). 'Profile Plus' self-esteem assessment programme. *NZR FU*. Auckland, NZ, May 20.
- Legg, S. J. (1998). Advances in cold protection. *MacPac Wilderness Equipment Company*, Christchurch, NZ, January.
- Legg, S. J. (1998). Advances in load cartage and clothing protection in extreme environments. *MacPac Wilderness Equipment Company*, Christchurch, NZ October.
- Legg, S. J. (1998). Physical preparation programmes for yachting in Sweden. *Yachting New Zealand, Sport Science New Zealand and the Hillary Commission*, April.
- Legg, S. J., & Mackie, H. W. (1998). Change in knowledge and reported use of sport science by elite New Zealand Olympic-class sailors. *Yachting New Zealand, Sport Science New Zealand and the Hillary Commission*, May.
- Legg, S. J., Mackie, H. W., & Milicich, W. (1998). Comparison of a standard and multi-posture office chair. *Hamilton Physiotherapy Clinic and Formway Furniture Ltd*, May.
- McAlpine, D., James, L., McIlroy, A., & Meuli, A. (1998). Management of marginally excluded students from the on going resourcing scheme. *Ministry of Education*, September.
- Mackie, H. W., & Legg, S. J. (1998). Physical preparation and development in knowledge and reported use of sport science by elite New Zealand Olympic-class sailors. *Yachting New Zealand, Sport Science New Zealand and the Hillary Commission*, May.
- Martin, A. J. (1998). Development and facilitation of personal and professional development courses. *Outward Bound Czech Republic*, July/October.
- Martin, A. J. (1998). Outward Bound: Process and outcomes. *Outward Bound New Zealand*, 1996-1998.
- Martin, A. J. (1998). Outward Bound New Zealand: Course outcomes, educational process and management strategy. *Outward Bound New Zealand*, Massey University, Palmerston North, NZ, December.
- Mason, P., & Leberman, S. (1998). Mountain biking in the Palmerston North area: Participants, preferences and management issues. *Recreation and Community Development Unit of the Palmerston North City Council*, Department of Management Systems, Massey University, June.

- Massey, C., & Cameron, A. (1998). Invitation to contribute written submission: Review of Enterprise Assistance. *Ministry of Commerce*, Wellington, NZ.
- Smith, R. W., Lineham, B., Moorhouse, R., & Richardson, B. (1998). Tourism occupational skill standards development in the APEC Region: Phase One. *APEC Tourism Working Group*, November.

17 Radio, television and print interviews

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- Cameron, A. (1998). Young entrepreneurs in New Zealand: Feature interview: In touch with New Zealand. [Radio interview by Wayne Mowat]. *National Radio*, January 15.
- Hadfield, D. (1998). All Blacks' difficulties. [Radio interview by A. Byers]. *Radio New Zealand Sport*, July 28.
- Hadfield, D. (1998, June 10). Foundation's emphasis questionable. [Interview by Peter Bidwell]. *The Dominion*, 45.
- Hadfield, D. (1998). John Hart and the All Blacks. [Radio interview by Kim Hill]. *National Radio*, August 31.
- Hadfield, D. (1998). NZ Sport Foundation's activities. [Radio interview by Brendan Telfer]. *Radio Sport*, June 11.
- Higgins, C. (1998, January 9). Socially responsible business `refreshing'. [Interview by Lee Matthews]. *Evening Standard (Palmerston North, NZ)*, 1.
- McAlpine, D. (1998). Management of district truancy services in New Zealand. *National Radio, Morning Report*, May 12.
- McAlpine, D. (1998, May 6). Social issues a worry: Management of district truancy services. *Evening Standard (Palmerston North, NZ)*, 1.
- McAlpine, D. (1998, July 15). Young, gifted and bright. [Interview by A. Hotere]. *Education Review*, 9-11.
- McGregor, J., & Tweed, D. (1998, November 2). Study overturns notions about women entrepreneurs. *Waikato Business News*, 26.
- McIlroy, A. (1998). Graduation. [Radio interview by J. Galloway]. *National Radio*, May 28.
- Mellalieu, P. M. (1998). Visionaries flourish in knowledge revolution. [Interview by Yoke Har Lee]. *New Zealand Herald*, C2.
- Rossiter, G. (1998, April 22). Dialysis and the exercise of clinical judgment. *New Zealand GP*, 16-17.
- Tweed, D. (1998, October 6). Confidence lacking. *Otago Daily Times*.
- Tweed, D. (1998, February/March). Innovation in industry. *Plastics New Zealand*, (7), 2.
- Tweed, D. (1998, June). Innovation in small manufacturing. *Food Technology*, 25.
- Tweed, D. (1998, October 6). Labour backs small business. *Daily News (New Plymouth, NZ)*.
- Tweed, D. (1998, October 5). Small businesses not confident with marketing. *Westport News*.
- Tweed, D. (1998, March 16). Universities combine to look at smaller manufacturers. *Massey News*, 1-2.
- Tweed, D., & McGregor, J. (1998, October 14). Small business lacks marketing skills, study shows. [Interview by Karen Floyd]. *The Independent*, 30.
- Tweed, D., & McGregor, J. (1998, October 12). Small businesses are least confident marketers. *Evening Standard (Palmerston North, NZ)*.

DEPARTMENT OF MARKETING

1 Refereed journal papers

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- Czaja, R. (1998). Questionnaire pretesting comes of age. *Marketing Bulletin*, 9, 52-66.
- Darroch, J., Steinhagen, S., & Bailey, B. (1998). Forecasting in the wine industry: An exploratory study. *International Journal of Wine Marketing*, 10(1), 13-24.
- Gendall, P. (1998). A framework for questionnaire design: Labaw revisited. *Marketing Bulletin*, 9, 28-39.
- Gendall, P., Fox, M. F., & Wilton, P. (1998). Estimating the effect of odd pricing. *Journal of Product & Brand Management*, 7(5), 421-432.
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- Gendall, P., & Porter, B. A. (1998, March). Audit committees in private and public sector corporates in New Zealand: An empirical investigation. *International Journal of Auditing*, 2, 49-69.
- Macpherson, T., & Lewis, A. (1998). New Zealand drink-driving statistics: The effectiveness of road safety television advertising. *Marketing Bulletin*, 9, 40-51.
- Parackal, M., & Brennan, M. (1998). Obtaining purchase probabilities via a Web based survey: The Juster Scale and the Verbal Probability Scale. *Marketing Bulletin*, 9, 67-76.

2 Books authored by staff members

- Buchanan, R. (1998). *The employee who betrays the company*. Taiwan: McGraw-Hill.

3 Books, journals or conference proceedings edited by staff members

- Brennan, M. (Ed.). (1998, May). *Marketing Bulletin*, 9.

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