

# Foreign Rights Catalogue

## Spring 2016

# BELTZ



- Non-Fiction
- Education
- Psychology
- Training, Coaching, Counselling
- Social Sciences

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**Leading the Pack**

Providing loving guidance for your family



The new bestseller  
by Jesper Juul

► **Compact, with clear directives**

What parents do well at work is often difficult at home: making decisions, taking responsibility, ensuring that unpopular chores get done. In his new book, the well-known family therapist Jesper Juul shows parents how to find balanced solutions in families using a modern understanding of familial authority and mutual respect.

A lack of role models and the fear of damaging their children prevent many mothers and fathers from exerting a leadership role in the family. Jesper Juul redefines family leadership: how parents can fulfil their desire to be strong and secure while lovingly providing their children with a sense of direction. His creative suggestions support parents in developing a style of leadership that allows everyone to grow: small children, teenagers, and parents themselves.

**About the author**

Jesper Juul's trademark quality is his »relaxed optimism.« His message is that parents do not have to be perfect to raise their children well. His books are bestsellers. The Danish therapist has been working with families for over 35 years and has long been one of the most innovative family therapists in Europe. He continues to impress professionals and parents with the way he treats people with respect and dignity.

**Type of Book/Media**

Guidebook

Jesper Juul

**Leading the Pack**

Providing loving guidance for your family

approx. 224 pages, hardback

ISBN 978-3-407-86404-8

Publication date: 02/2016

## Digital Hysteria

Why computers don't make our children sick or stupid



- Most recent psychological findings
- Providing information instead of spreading panic

Strident warnings and horrible scenarios abound, touting the dangers of the digital world for children. However, computer kids are much smarter than their reputation suggests.

Without negating the risks of the digital world, the experienced child therapist shows what great possibilities exist for digital natives through smart use of the new media. He also shows what a divide exists between the world of children and the world of parents because parents resist their children's enthusiasm for the computer, to the extent of creating a relationship problem in many families.

Finding a flexible way of dealing with laptops, smartphones, and computers can bring families together and help children and youth become more competent and prepared for the future.

### About the author

Georg Milzner is a psychologist and psychotherapist with his own practice. He has studied the influence of digital media on people for many years.

### Type of Book/Media

Non-fiction, debate

Georg Milzner

### Digital Hysteria

Why computers don't make our children sick or stupid  
approx. 256 pages, paperback  
ISBN 978-3-407-86406-2  
Publication date: 02/2016

## Drugs and Addiction

Everything you need to know



- A proven standard text in a revised and extended edition
- Additional chapter on crystal meth
- The latest tendencies: smart-phone addictions and internet pornography

Addictions, whether they are cigarettes, party drugs, eating disorders, or being a workaholic are so socially acceptable that they directly or indirectly touch the lives of us all.

This revised and extended edition of a standard text includes crystal meth and other contemporary dangers such as smartphone addiction and internet pornography.

Experienced therapist Helmut Kuntz describes addiction as a relationship illness. He gives parents, family members, and friends helpful tips and shows those directly affected how to deal with their addictions and become free of them.

### About the author

Helmut Kuntz is a family therapist and experienced addiction expert. For many years he has taught courses on addiction prevention in schools and worked with youth in preventive and therapeutic practice. He has published numerous books on addiction with Beltz.

### Type of Book/Media

Guidebook

Helmut Kuntz

### Drugs and Addiction

Everything you need to know  
approx. 400 pages, paperback  
ISBN 978-3-407-86401-7  
Publication date: 02/2015

## The Birth Book

Preparation – Experience – Reflection



- Impressive photos: birth seen from up close
- Contemporary trends: self-determined birthing options and mindfulness

Nora Imlau presents the complete spectrum of birthing options, from the Caesarian section to home births, and focuses especially on mothers and their emotions before, during, and after giving birth. This book provides sound and empathetic medical help to prepare for and reflect on the singular event that is a human birth.

At every birth, wishes are fulfilled and disappointments occur. Nora Imlau shows expectant mothers how to achieve the delicate and individual balance between optimal preparation and an awareness of the physical changes and emotions that occur.

### About the author

Nora Imlau is department head and a columnist for the parenting magazine »Eltern« and has been an active supporter of self-determined births. [www.nora-implau.de](http://www.nora-implau.de)

### Type of Book/Media

Guidebook

### Photographer

Kerstin Pukall is a pioneer in the field of birth photography in Germany.

Nora Imlau

### The Birth Book

Preparation – Experience – Reflection  
approx. 240 pages, hardback  
ISBN 978-3-407-86407-9  
Publication date: 05/2016



## Big Emotions: Anger



- Positive und problematic aspects of anger
- Understanding children better
- Practical advice for parents

Hardly anything is more challenging for a parent than a child's temper tantrums. And yet, children have to learn to assert themselves and express their feelings. When is it right and important for a child to be angry? And what can you do, when nothing seems to work?

**About the author**

Gisela Storz shows parents how to approach anger – including their own anger. Only once set patterns in conflict situations are recognized parents can respond to their children with clear and caring words. This also includes talking with caregivers, parents and other parents. Once we understand our children's anger, refusal and aggression can lead to change and togetherness.

**Target group**

Parents, all those involved with children

**Type of Book/Media**

Guidebook

Gisela Storz

**Big Emotions: Anger**

134 pages, paperback

ISBN 978-3-407-72734-3

Publication date: 03/2015

## Big Emotions: Fear



- Solutions from ergotherapeutic practice

Things children are afraid of become a problem when children start avoiding them. Feelings of shame often cause children to keep their avoidance tactics a secret. Julia Brouka and Barbara Schröder use numerous examples from the practice of ergotherapy to show parents how to help their children turn fears into actions and words.

Children's fear can range from nervousness to feeling paralyzed or to panic. When children are able to control their feelings, fear can increase levels of awareness and concentration: the heart beats more strongly, muscles tense and, within seconds, body and mind heighten their performance. Children who learn how to deal with fear develop more quickly.

**About the authors**

Julia Brouka and Barbara Schröder are both ergotherapists who work with children and youths.

**Target group**

Parents, all those involved with children

**Type of Book/Media**

Guidebook

Julia Brouka / Barbara Schröder

**Big Emotions: Fear**

128 pages, paperback

ISBN 978-3-407-72745-9

Publication date: 03/2016

## Backlist

From our series:

**BIG**  
Emotions

## Friendship



ISBN 978-3-407-72716-9

## Bravery



ISBN 978-3-407-72715-2

## Consolation



ISBN 978-3-407-72740-

## Resonance Pedagogy Sparks in the Classroom



### ► The first book about resonance pedagogy

Hartmut Rosa has received wide attention for his research on living a successful life. Applied to the context of educational processes and the school system, his theory of resonance leads to a reconsideration of school and teaching: to resonance pedagogy. So how does resonance manifest in schools? Wolfgang Endres has asked this and other questions in conversation with Hartmut Rosa. The result is this book, a first overview of resonance pedagogy that encourages teachers to design educational processes in a new way.

#### About the authors

Hartmut Rosa is a professor of General and Theoretical Sociology at the FSU Jena and has been the Director of the German Public and High School Student Academy numerous times. Wolfgang Endres is an educator and examiner in Teacher Training for Teacher Development, and Program Director of the BeltzForum Educational Congresses.

#### Target Group

Teachers of all school types and educational politics

#### Book/Type of Media

Foundational volume

Hartmut Rosa / Wolfgang Endres  
**Resonance Pedagogy**  
 Sparks in the Classroom  
 approx. 128 pages, hardback  
 ISBN 978-3-407-25751-2  
 Publication date: 02/2016

## Learning Methods in Schools Guideline for fostering basic learning competence



### ► A compact introduction to Klippert's methods teaching

The importance of learning methods in schools is undisputed. Today's educational standards and curricula reflect this, as do recent findings from educational research. This book shows how Klippert's sought-after learning, communication, and team training can be carried out within schools. This guideline presents established strategies and tips as well as ways to reduce demands on teachers.

#### About the author

Dr. Heinz Klippert is an economist and former teacher, lecturer, trainer, and consultant in the field of teacher training, program director »Teaching Development« at the Academy for Innovative Education in Heilbronn, and author of numerous Beltz publications.

#### Target Group

Teachers, teacher trainers, teachers-in-training

#### Type of Book/Media

Applied Practice Textbook

Heinz Klippert  
**Learning Methods in Schools**  
 Guideline for fostering basic learning competence  
 approx. 96 pages, paperback  
 ISBN 978-3-407-62996-8  
 Publication date: 02/2016

## Out of the Perfectionism Trap

22 ways to a pragmatic school day



### ► 22 ways to a pragmatic school day

A lesson never goes exactly according to plan. A perfectionist will not accept this fact. So what does he or she do? Plan longer, plan more? Add more hours of work to reach exaggerated goals? Mathias Balliet and Udo Kliebisch show where perfectionism can play a part in schools – whether in lesson plans, teaching records, or in the use of new media. The antidote: healthy pragmatism and school culture that tolerates error.

#### About the authors

Dr. Mathias Balliet is a senior teacher and Co-Director of the Competence Team for the City of Bochum.

Dr. Udo Kliebisch is Director of Studies and Subject Head at the Central Seminar of the Dortmund Centre for School Learning. Their book »Watch Out, Classroom!« was published by Beltz in 2014.

#### Target Group

Teachers, novice teachers and teachers in training

#### Type of Book/Media

Manual

## Reflection Cards for Teaching

For personal reflection and competence-oriented review



### ► An ideal instrument for reflection to further develop teaching skills

With the help of these cards, teachers can reflect on lessons, in discussions or on their own, and focus on personal strengths and competences. The inviting cards have an attractive design, they encourage discussion and reflection, and the system is simple and easy to understand. The set contains impulse cards listing central competences in teaching, and moderation cards with symbols and key words to categorize competences observed during lessons. The two types of cards combine to make an effective instrument for analysis and communication. An instruction booklet is included.

#### About the authors

Katja Köhler and Lorenz Weiß direct teacher training and are sessional instructors at the University of Bayreuth as well as the Friedrich-Alexander-University in Erlangen-Nürnberg.

#### Target Group

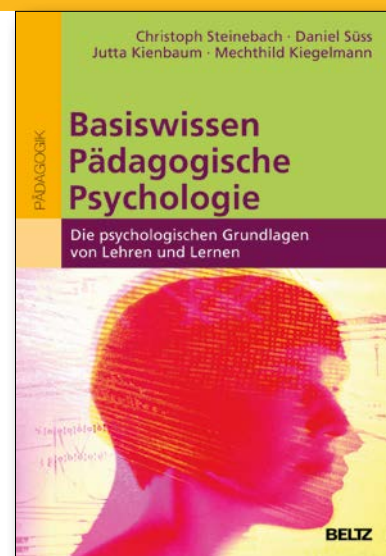
Teachers-in-training, teaching students, subject heads, teachers, principals

#### Type of Book/Media

Set of 80 cards + booklet

## Basics Pedagogical Psychology

The psychological foundations of teaching and learning



### ► Recent research and practice

This compact introduction presents the classic foundations of pedagogical psychology as well as important current basic challenges. Migration, health, media, morality, empathy, and gender are discussed as problems and opportunities for teaching and learning.

#### About the authors

Prof. Dr. Christoph Steinebach is Psychological Psychotherapist and Director of the Psychology Department of the Zurich University of Applied Studies. Daniel Süss is Professor of Media Psychology at the Zurich University of Applied Studies. Jutta Kienbaum is Professor of Developmental Psychology at the Karlsruhe University of Education. Mechthild Kiegelmann is Professor of Social Psychology and Social Pedagogy at the Karlsruhe University of Education.

#### Target Group

Teachers, educational scientists, psychologists, social workers in training and practice

#### Type of Book/Media

Textbook

Mathias Balliet / Udo Kliebisch

#### Out of the Perfectionism Trap

22 ways to a pragmatic school day  
approx. 192 pages, paperback  
ISBN 978-3-407-62981-4  
Publication date: 02/2016

Katja Köhler / Lorenz Weiß

#### Reflection Cards for Teaching

For personal reflection and competence-oriented review  
Set of 80 cards  
ISBN 978-3-407-62994-4  
Publication date: 03/2016

Christoph Steinebach / Daniel Süss /  
Jutta Kienbaum / Mechthild Kiegelmann

#### Basics Pedagogical Psychology

The psychological foundations of  
teaching and learning  
approx. 192 pages, paperback  
ISBN 978-3-407-34217-1  
Publication date: 04/2016



## Understand, Apply, and Experience Montessori Pedagogy

An Introduction



### ► Many examples of implementation with illustrative photographs

Montessori pedagogy is a reform-pedagogy classic that is more relevant than ever today. The pedagogy focusses on individual learning, free work time, and self-determined learning. This introduction to the practice of Montessori teaching explains the historical and biographical roots of Maria Montessori's concept, the anthropological tenets it is based on, and the application and use of the material using numerous colour photographs. An overview of research and concluding arguments for and against the approach invite early childhood educators and teachers to engage with the approach during training and in everyday practice.

#### About the author

Dr. Eva Schumacher is a professor of primary school education at the Private University Schwäbisch Gmünd and is active in Montessori Training.

#### Target Group

Early childhood educators, teachers at all types of schools, teachers in training, Montessori course participants

#### Type of Book/Media

Foundation Textbook

Eva Schumacher

### Understand, Apply, and Experience Montessori Pedagogy

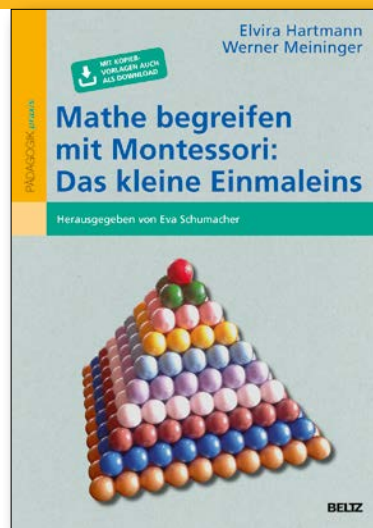
An Introduction

144 pages, paperback

ISBN 978-3-407-25739-0

Publication date: 02/2016

## Understanding Math with Montessori: the 10 times-table



### ► All relevant mathematical materials and their use clearly explained

A mastery of the ten times-table is the way to »bigger math« for children. This manual presents all of the Montessori mathematics materials that help children understand the system, and rules governing the one-to-ten multiplication table. Numerous photographs show the reader step by step how to introduce the material to children. Additional worksheet master copies are included for independent learning during free work time.

#### About the editors

Elvira Hartmann is a retired primary school teacher, Werner Meininger is a teacher at a Montessori primary school and which provides opportunities for Montessori trainees to sit in on classroom teaching for observation purposes. Both authors teach Montessori training in Mathematics and Geometry.

#### Target Group

Primary school teachers, early childhood educators, Montessori course participants

#### Type of Book/Media

Manual

Elvira Hartmann / Werner Meininger / Eva Schumacher (eds.)

### Understanding Math with Montessori: the 10 times-table

96 pages, paperback

ISBN 978-3-407-62967-8

Publication date: 02/2016

## Introduction to Qualitative Social Research



### ► 6th edition

### ► Ways of thinking and methods in qualitative social research

The sixth edition of this easy-to-follow introduction to qualitative social research methods is suitable for students of all disciplines in the social sciences and humanities. Qualitative research is not a technique to be applied at random. It is a basic point of departure and a style of thinking that is always strictly oriented to the subject. This book establishes relationships to the subject field and seeks to counter the trend of separating subject-based and methods specialists. It can serve to test the meaning and usefulness of project results and methods.

#### About the author

Dr. Philipp Mayring is Professor of Psychological Methods Studies at the University of Klagenfurt and is the Director of the Institute for Psychology and the Centre for Evaluation and Research Consultation there.

#### Target Group

Social Studies students

#### Type of Book/Media

Textbook

Philipp Mayring

### Introduction to Qualitative Social Research

170 pages, paperback

ISBN 978-3-407-25734-5

Publication date: 03/2016

**Rights sold:** Turkish



## Therapy Tools: Mindfulness

## Backlist



### ► Most comprehensive compilation of mindfulness materials

In the therapeutic context, a mindful approach can be used over a very broad area and in diverse disorders, from burnout and depression to addiction. In this book, the author provides 130 worksheets, information sheets and exercises which can be used to teach mindfulness in group settings and one-to-one situations; for example, in psychiatric hospitals or psychological counselling centres.

#### About the author

Susanne Schug, BA, specialist care coordinator at the Medical University of Lübeck; has run numerous therapist training courses on the subject of »mindfulness«.

#### Target Group

Psychological and medical psychotherapists, psychiatrists, group leaders

#### Type of Book/Media

Therapy tools

Susanne Schug  
**Therapy Tools: Mindfulness**  
 approx. 160 pages, paperback  
 ISBN 978-3-621-28313-7  
 Publication date: 05/2016

### Also available from our series »Therapy Tools«:

#### Psychotherapy with Children and Adolescents



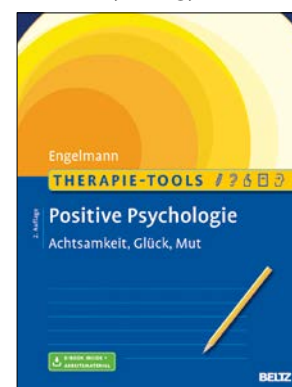
ISBN 978-3-621-27826-3

#### Resilience



ISBN 978-3-621-28138-6

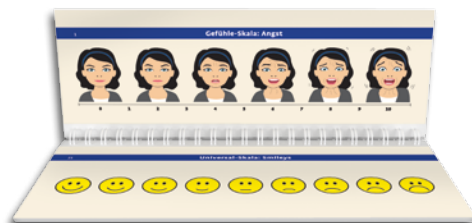
#### Positive Psychology



ISBN 978-3-621-28321-2

## Rating Scales for Use in Psychotherapy

19 visual analogue scales for therapeutic practice



### ► Unique collection of rating scales

How do I feel today? How strong is the pain? How big is the fear? These and similar questions are often asked in therapy or counselling sessions, or sessions with clients. Many patients find it difficult to answer these questions fully when they can only use words. It is here where a scale can help by giving the patient the option of simply pointing a finger to make their opinion clear. The scales are attractively illustrated and robustly made to be suitable for frequent use in everyday therapeutic work.

#### About the authors

Melanie Gräßer, graduate psychologist, psychological psychotherapist, with her own practice in Lippstadt.

Eike Hovermann jun., Academy of Kindergartens, Daycare and After-school Care Centres, Lippstadt.

Annika Botved, freelance illustrator in Hanover.

#### Target Group

Psychological and medical psychotherapists, coaches, consultants

#### Type of Book/Media

Set of 19 cards/scales

## Schema Therapy

Working with needs, emotions and moods



### ► Discover your own moods in a playful way

### ► Versatile use in therapy and counselling

Peter Graaf's 56 picture cards portray the different needs, emotions and personality traits which children, adolescents and adults have. The various figures on the cards help in explaining and discussing the different schema therapy conditions. The enclosed booklet explains all the cards and provides information on the many ways sets can be used in therapy and counselling.

#### About the author

Peter Graaf, graduate psychologist, child and adolescent psychotherapist, psychological psychotherapist, Alsterdorf Evangelical Hospital (Werner Otto Institute) Hamburg.

#### Target Group

Psychotherapists in training and in practice, child and adolescent psychotherapists, psychiatrists, child and adolescent psychiatrists

#### Type of Book/Media

Set of 56 picture cards + booklet

## Schema Therapy Poster

The mode model at a glance



### ► The basic elements of every schema therapy in simple terms

The poster portrays the schema therapy mode model in its general form as the basis for schema therapy work with the patient. This allows the therapist to grasp the concept mode at a glance and then explain it to the patient and develop an individual case approach on this basis.

In detail, the folder contains:

- mode model poster, 114 x 79 cm
- instructions and eight disorder-specific models for personality disorders
- one empty form

#### About the authors

Christine Zens, graduate psychologist, psychological psychotherapist in her own practice, director of the Institute for Schema Therapy, Hamburg.

Dr. Gitta Jacob, psychological psychotherapist, senior psychologist, GAIA AG, Hamburg.

#### Target Group

Psychological and medical psychotherapists, psychotherapists in training, psychiatrists

#### Type of Book/Media

Poster and work sheets

Melanie Gräßer / Eike Hovermann jun. /  
Annika Botved  
**Rating Scales for Use in Psychotherapy**  
19 visual analogue scales for  
therapeutic practice  
ISBN 978-3-621-28315-1  
Publication date: 04/2016

Peter Graaf  
**Schema Therapy**  
Working with needs, emotions and moods  
Set of 56 picture cards  
ISBN 978-3-621-28317-5  
Publication date: 02/2016

Christine Zens / Gitta Jacob  
**Schema Therapy Poster**  
The mode model at a glance  
114 x 79 cm  
ISBN 978-3-621-28320-5  
already published

## Schema Therapy for Eating Disorders



### ► New approach for the treatment of eating disorders

Eating disorders are among the most common mental illnesses and are often difficult to treat with conventional psychotherapeutic methods. The authors are making public for the first time the schema therapy approach to the treatment of patients with eating disorders. They deal not only with anorexia and bulimia nervosa but also binge eating disorders.

#### About the editors

Dr. Christina Archonti, psychological psychotherapist with her own practice in Frankfurt.  
Dr. Eckhard Roediger, neurologist and psychiatrist with his own practice in Frankfurt, director of the Institute for Schema Therapy in Frankfurt (IS-F).  
Prof. Dr. Martina de Zwaan, director of the Clinic for Psychosomatics and Psychotherapy, Hanover Medical School.

#### Target Group

Psychological and medical psychotherapists, schema therapists, psychotherapists in training

#### Type of Book/Media

Practical guide

Christina Archonti / Eckhard Roediger / Martina de Zwaan (eds.)

#### Schema Therapy for Eating Disorders

approx. 240 pages, hardback  
ISBN 978-3-621-28268-0  
Publication date: 04/2016

## Schema Consulting, Schema Coaching, Short-term Schema Therapy



### ► Schema therapy for effective short-term contacts

### ► Lots of illustrations and work sheets

In this book, the efficient schema therapy approach, which gets down quickly to basic patterns and modes of reaction, is carried over into consulting and coaching. With these situations, the time frame is narrower; the interventions are adapted to the non-therapeutic context. This means that the schema approach can be successfully used for short-term contacts.

#### About the authors

Dr. Anke Handrock, coach, trainer, with her own institute in Berlin: »Coaching & Training«.  
Claudia Zahn, graduate psychologist, coach, mediator, Berlin.  
Maike Baumann, graduate psychologist, coach, Berlin.

#### Target Group

Clinical psychologists in counselling and in clinics with short-term therapy facilities, coaches, other counsellors, chaplains, solution-oriented therapists, supervisors

#### Type of Book/Media

Practical guide

Anke Handrock / Claudia Zahn / Maike Baumann

#### Schema Consulting, Schema Coaching, Short-term Schema Therapy

approx. 288 pages, hardback  
ISBN 978-3-621-28311-3  
Publication date: 05/2016

## Backlist

### Further Schema Therapy titles from our backlist:

#### Schema Therapy in Practice



ISBN 978-3-621-28224-6

Rights sold: English, Italian, Japanese, Korean, Polish, Russian, Turkish, Ukrainian

#### Disorder-specific Schema Therapy with Children and Adolescents



ISBN 978-3-621-28034-1

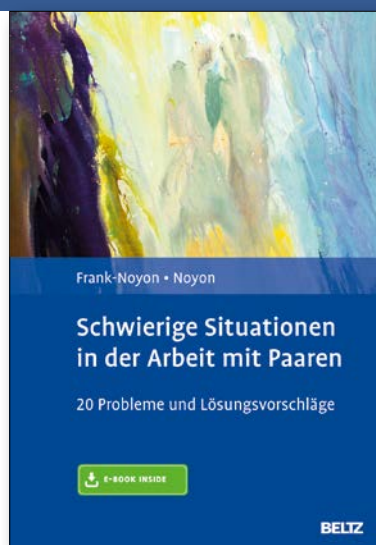
#### Invitation to Schema Therapy



ISBN 978-3-621-28134-8

## Difficult Situations in Working with Couples

20 problems and suggested solutions



### ► Concrete actions in working with couples

### ► With example dialogues

Aggressive couples, endless loops, alibi therapy: working with couples in therapy and counselling can be highly challenging. The authors show how these and other difficult situations can be successfully dealt with. To demonstrate this, both authors present a vivid example of particular situations and analyse it in detail. Example dialogues and concrete proposals for action, along with some dos and don'ts, serve as a useful guide for readers' own therapeutic approach.

#### About the authors

Dr. Eva Frank-Noyon, graduate psychologist, couple therapist, Frankfurt.

Prof. Dr. Alexander Noyon, psychological psychotherapist, professor of psychology in social work at the University of Mannheim.

#### Target Group

Couple therapists and consultants, psychological and medical psychotherapists, child and adolescent psychotherapists working with parents

#### Type of Book/Media

Practical guide

Eva Frank-Noyon / Alexander Noyon  
**Difficult Situations in Working with Couples**  
 20 problems and suggested solutions  
 approx. 250 pages, hardback  
 ISBN 978-3-621-28316-8  
 Publication date: 05/2016

## Metaphors in Acceptance and Commitment Therapy



### ► Extensive collection of ACT metaphors

### ► Practical and clear, and with working materials

In acceptance and commitment therapy, metaphors and stories are essential tools. Through them, it is possible to get patients to understand and perceive treatment processes and interventions. In this book, there is a large collection of ACT metaphors, well-known stories and new stories which the author has already successfully used in therapy himself. The working materials provide help on how to apply the method.

#### About the author

Prof. Norbert Lotz, PhD., director of the training institute »FIRST« in Frankfurt.

#### Target Group

Psychological and medical psychotherapists, psychiatrists, psychotherapists in training

#### Type of Book/Media

Practical guide

Norbert Lotz  
**Metaphors in Acceptance and Commitment Therapy**  
 approx. 240 pages, hardback  
 ISBN 978-3-621-28294-9  
 Publication date: 05/2016

## Personality Disorders



### ► Standard work in its 7th edition

Personality disorders confront therapists with special challenges. The renowned authors Peter Fiedler and Sabine C. Herpertz show which personality disorders exist and how they can be treated. In the 7th edition, with the DSM-5 criteria and the alternative DSM-5 model for personality disorders as a backdrop, individual personality disorders and their respective treatment are described in detail.

This standard work is an absolute must for every psychotherapist, psychiatrist and clinical psychologist and should be found in every practice!

#### About the authors

Prof. Dr. em. Peter Fiedler, University of Heidelberg, is an expert on personality disorders.

Professor. Dr. med. Sabine Herpertz, professor of psychiatry at the University of Heidelberg.

#### Target Group

Psychological and medical psychotherapists, psychiatrists, clinical psychologists

#### Type of Book/Media

Practical guide

Peter Fiedler / Sabine Herpertz  
**Personality Disorders**  
 approx. 560 pages, hardback  
 ISBN 978-3-621-28013-6  
 Publication date: 04/2016



## Solution Focused Therapy with Children and Adolescents



- **Solution oriented therapy is also successful with children**

- **Creative and imaginative**

The solution-focused approach is a targeted, resource and competence-oriented procedure in therapeutic practice. It improves the chances of achieving good and permanent results quickly, in particular in therapy with children and adolescents. The creative techniques help clients to overcome difficult life situations and to achieve their own personal goals. In this book, Manfred Vogt reveals some creative and playful interventions which are closely geared to the child's development.

### About the author

Dr. Manfred Vogt, child and adolescent psychotherapist, supervisor, teaching therapist in his own practice in Bremen.

### Target Group

Child and adolescent psychotherapists, therapists and staff in family counselling centres

### Type of Book/Media

Practical guide

## Giving Names to Feelings with Children and Adolescents

Set of cards with 120 picture cards  
+ booklet



- **Easy introduction to the difficult subject of feelings**

It is not always easy to talk about one's feelings or even to name them, especially for children and adolescents. This collection of 120 cards portrays the full range of emotions, both positive and negative. The images and situations depicted on the cards allow therapists to get quickly and safely into conversation with the young patients about their various emotions and to offer solutions for dealing with their difficult feelings.

### About the authors

Annika Botved, freelance illustrator, Hanover. Melanie Gräßer, graduate psychologist, psychological psychotherapist, with her own practice in Lippstadt. Eike Hovermann jun., Academy of Kindergartens, Daycare and After-school Care Centres, Lippstadt.

### Target Group

Child and adolescent psychotherapists, staff in family counselling centres, educators, teachers and parents

### Type of Book/Media

Set of 120 cards + booklet

## Coping with Children's Fears

Set of 60 picture cards for working with socially insecure children  
+ booklet



- **First set of cards for working with children who suffer from anxiety**

- **With colour illustrations**

This set of 60 picture cards contains exercises for children to help them become aware of the thoughts they have which reinforce their anxieties and help them to learn social skills. With role models which they can identify, the children learn to behave in a more confident way. There are different cards for kindergarten children and those of primary school age.

### About the authors

Prof. Dr. Ulrike Petermann, professor for clinical psychology and director of the Psychology Clinic for Children at the University of Bremen. Prof. Dr. Franz Petermann, director of the Centre for Clinical Psychology and Rehabilitation at the University of Bremen.

### Target Group

Child and adolescent psychotherapists, staff in family counselling centres, educators, primary school teachers

### Type of Book/Media

Set of 60 cards + booklet

Manfred Vogt  
**Solution Focused Therapy with Children and Adolescents**  
approx. 224 pages, hardback  
ISBN 978-3-621-28298-7  
Publication date: 04/2016

Annika Botved / Melanie Gräßer / Eike Hovermann jun.  
**Giving Names to Feelings with Children and Adolescents**  
120 picture cards + 12-page booklet  
ISBN 978-3-621-28300-7  
Publication date: 02/2016

Ulrike Petermann / Franz Petermann  
**Coping with Children's Fears**  
Set of 60 picture cards for working with socially insecure children  
+ 16-page booklet  
ISBN 978-3-621-28267-3  
Publication date: 10/2015

## 75 Team Development Picture Cards



### ► Using pictures to create a successful team

The picture cards are excellent for use in team building and development. In the companion booklet, Charlotte Friedli describes the diverse ways they can be applied. The picture cards provide visual stimuli to help stimulate thinking and to promote communication. The focus is on: coordination and cooperation; soft skills; roles, role expectations, positions; overcoming ingrained thought patterns; efficiency in differences.

#### About the author

Prof. Charlotte Friedli, professor at the University of Applied Sciences North-western Switzerland specialising in interaction, communication and counselling and humour coach.

#### Target Group

Coaches, counsellors, trainers, teachers, social workers, managers and project managers

#### Type of Book/Media

Set of 75 cards + booklet

Charlotte Friedli  
**Team Development  
75 Picture Cards**  
Card set + 32-page booklet  
ISBN 978-3-407-36587-3  
Publication date: 03/2016

## 116 Questions for Successful Team Development



Set of 116 cards

### ► Promote team development with specific questions

The essential element for efficient team development is having a forward-looking question asking culture. The authors have developed questions for the following categories:

- facts and context
- collaboration and attitude
- atmosphere and common ground

The question cards can be used in conjunction with the 75 team development picture cards.

#### About the authors

Prof. Charlotte Friedli, professor at the University of Applied Sciences North-western Switzerland specialising in interaction, communication and counselling and humour coach.  
Cornelia Schinzilarz, supervisor, humour coach, lecturer at various technical colleges, owner of the KICK Institute for Coaching and Communication in Zurich.

#### Target Group

Trainers, coaches, counsellors, managers, team managers, project managers, teachers

#### Type of Book/Media

Set of 116 cards + booklet

Charlotte Friedli / Cornelia Schinzilarz  
**116 Questions for Successful  
Team Development**  
Card set + 12-page booklet  
ISBN 978-3-407-36611-5  
Publication date: 03/2016

## Manage Conflicts with Questions

## Managing Conflicts with Confidence

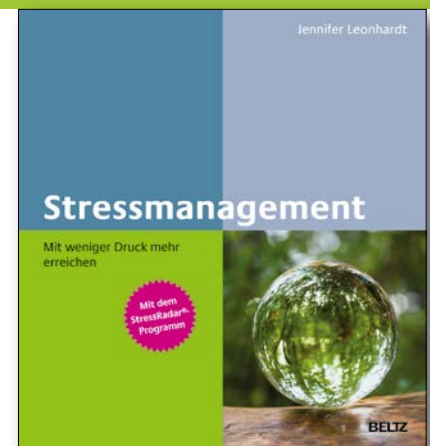
Concepts, measures, requirements

## Stress Management – achieve more with less pressure

Using SOS techniques and strengthening resilience



Set of 116 cards



### ► Questions – for spontaneous or intentional use in any conflict

Three different question types are used:

- philosophical questions which seek to clarify the situation in the context of the relationships.
- psychological questions which help to strengthen self-identity and professional relationships.
- trigger questions which cause surprise and open up other perspectives

This three-stage model allows conflicts to be named, analysed, evaluated and, in the end, resolved.

#### About the authors

Prof. Charlotte Friedli, professor at the University of Applied Sciences North-western Switzerland specialising in interaction, communication and counselling, and humour coach.  
Cornelia Schinzilarz, supervisor, humour coach, lecturer at various technical colleges, owner of the KICK Institute for Coaching and Communication in Zurich.

#### Target Group

Trainers, coaches, counsellors, mediators, teachers, managers

#### Type of Book/Media

Set of 116 cards + booklet

### ► Conflict resolution skills can be learned

#### ► With case studies

How does one deal with conflicts constructively while remaining confident and respectful? What approaches to conflict resolution are there? Regina Mahlmann provides the tools: She describes the causes of conflict, possible processes along with how to handle conflict constructively. There are also concrete examples from real life to complete the advice.

#### About the author

In her pragmatic consultancy approach, Dr. Regina Mahlmann links theory, empiricism and practical requirements together, carries through measures on and off the job and has worked as a consultant.

#### Target Group

Trainers, counsellors, coaches, HR staff, management, mediators

#### Type of Book/Media

Practical guide

### ► With the StressRadar® programme

#### ► Lots of helpful practical tips

Based on modern research on the brain, stress and resilience, the author explains clearly how stress and strain affect us. She shows how we can recognise our own stress patterns and how to work on ourselves in order to break them down. The StressRadar® programme provides exercises, tips and tricks from the fields of exercise, nutrition, relaxation, from the mental point of view, and helps to strengthen resistance to stress. The book also shows how new habits and a change in behaviour can be integrated into everyday life.

#### About the author

Jennifer Leonhardt has worked for many years as a personnel manager in international companies. Since 2008, as an executive coach and stress management expert, she has been supporting people in change situations.

#### Target Group

Anyone who wants to strengthen their internal stability and be able to face stressful situations with more strength and calmness

#### Type of Book/Media

Practical exercise book

Charlotte Friedli / Cornelia Schinzilarz  
**Manage Conflicts with Questions**  
Card set + 12-page booklet  
ISBN 978-3-407-36591-0  
Publication date: 03/2016

Regina Mahlmann  
**Managing Conflicts with Confidence**  
Concepts, measures, requirements  
ISBN 978-3-407-36598-9  
Publication date: 05/2016

Jennifer Leonhardt  
**Stress Management – achieve more with less pressure**  
Using SOS techniques and strengthening resilience  
approx. 200 pages, hardback  
ISBN 978-3-407-36586-6  
Publication date: 02/2016

## Backlist

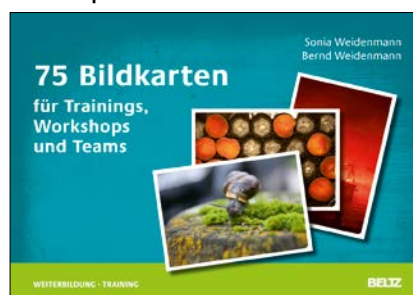
75 Picture Cards for Working  
with Basic Principles and  
Beliefs

## Beginnings

What you should do and should not do

Further picture cards sets from  
our backlist:75 Picture Cards for Coaching  
and Counselling

ISBN 978-3-407-36535-4  
Rights sold: Hungarian

75 Picture Cards for Training,  
Workshops and Teams

ISBN 978-3-407-36524-8

75 Picture Cards Health and  
Mindfulness

ISBN 978-3-407-36580-4

► For individuals, couples and  
teams

Beliefs describe the rules by which we live our lives. We let phrases like »silence is golden«, »someone else is always to blame«, or »only the strong survive« guide us - often quite unconsciously and not always to our advantage. One of the first steps in working with beliefs like these is to become aware of our own patterns of thinking and acting. A second step is then to face these patterns and then accept them, reject them or modify them. The 75 picture cards and the methodical instructions for using them can help greatly in doing this. They facilitate access to clients' personalities by confronting them, in a playful way, with their core beliefs.

**About the author**

Dr. Holger Lindemann is a systemic supervisor, coach and organisational consultant in Oldenburg.

**Target Group**

Consultants, coaches, trainers, supervisors, therapists

**Type of Book/Media**

Set of 75 cards + booklet

Holger Lindemann  
**75 Picture Cards for Working with  
Basic Principles and Beliefs**  
Card set + 32-page booklet  
ISBN 978-3-407-36595-8  
Publication date: 02/2016



## ► 11th edition

## ► Over 18,000 copies sold

► Treasure trove of creative  
methods

There are things in life which you should give as much thought to as possible. That includes beginnings. If you are making a beginning somewhere, for example, entering a new working place for the first time or starting a course with a new study group, you determine what happens from then on. For making a first impression or giving the first signs of how you work, there are no second chances. So it is really good and useful to get some hints and suggestions on how to go about it in the best way possible.

**About the author**

Karlheinz A. Geißler is a professor of pedagogy and taught in Munich until his retirement. He is responsible for numerous publications on the subject of time.

**Target Group**

Trainers, consultants, coaches, managers and anyone who wants to make a good start

**Type of Book/Media**

Practical guide

Karlheinz A. Geißler  
**Beginnings**  
What you should do and should not do  
approx. 200 pages, hardback  
ISBN 978-3-407-36579-8  
Publication date: 04/2016



**Fair Speaking:  
I say what I think**  
How to apply this mode of  
communication

**Achieve your Aims with  
Fair Speaking**

**The Art of Continuous  
Self-renewal**  
Eight principles for a new change  
management



► **The communication model in  
practice with exercises and  
feedback**

Fair Speaking is a communication model developed by Cornelia Schinzilarz. With this successful combination of theory and practice, readers become sensitised to the use of speaking and listening to achieve a »fair« communication. Among other new features, the second edition looks at strategic speaking. In addition, the practical aspect has been significantly increased: feedback attests to the effects which can be achieved in everyday working life by using Fair Speaking.

**About the author**

Cornelia Schinzilarz, supervisor, humour coach, lecturer at various technical colleges, owner of the KICK Institute for Coaching and Communication in Zurich.

**Target Group**

Coaches, consultants, trainers, management

**Type of Book/Media**

Practical guide

► **The five-step programme for  
achieving your aims**

Fair Speaking is a communication model which allows us to speak clearly, individually and respectfully. The impulse cards serve to present access points, tips, and techniques which support the process of analyzing situations, identifying goals and creating ways to achieve these goals. The illustrations complement each of the short texts.

The twelve-page booklet sets forth how to use the cards and provides advice on how to achieve these goals in five steps. It is also suitable for self-use.

**About the authors**

Cornelia Schinzilarz, humour coach, lecturer, owner of the KICK Institute for Coaching and Communication in Zurich.  
Martina Lauterjung, graduate industrial designer, coach, developer of emography, owner of Lauterjung Design in Solingen.

**Target Group**

Coaches, counsellors, trainers, managers, teachers

**Type of Book/Media**

Set of 60 cards + booklet

Companies tend to be more successful in the long term if they have the ability to continually reinvent themselves. However, this kind of »forward-looking self-renewal«, must come from the company itself. It must not be triggered from the outside – contrary to what the common concepts of change management say.

This book shows how the capacity for self-renewal in companies and organisations can be developed systematically. The author presents concrete methods and procedures, in which he draws on the concepts of positive leadership, strength based management and positive organisational scholarship.

**About the author**

Dr. Hans-Joachim Gergs works as a consultant for change management at AUDI AG, and teaches at the Munich Technical University and at the University of Heidelberg.

**Target Group**

Consultants, developers in human resources and organisations, management

**Type of Book/Media**

Practical guide

Cornelia Schinzilarz

**Fair Speaking:  
I say what I think**

How to apply this mode of  
communication  
approx. 320 pages, hardback  
ISBN 978-3-407-36583-5  
Publication date: 03/2016

Cornelia Schinzilarz / Martina Lauterjung

**Achieve your Aims with Fair Speaking**

Card set + 16-page booklet  
ISBN 978-3-407-36571-2  
Publication date: 09/2015

Hans-Joachim Gergs

**The Art of Continuous Self-renewal**

Eight principles for a new change  
management  
approx. 160 pages, hardback  
ISBN 978-3-407-36582-8  
Publication date: 04/2016

## Presenting Content to Remember

56 methods to increase your memorability factor



### ► How to make knowledge stick!

#### ► Eleven new methods

To make content easy to remember, it must be presented in an interesting way. But how do you do that? How do you learn things well and efficiently? Based on the findings of brain research and also based on her own diverse experience in various national and international fields of practice, Barbara Messer presents some suitable methods for individual teaching and learning phases. She gives readers ideas on how they can provide participants with some exciting content going beyond PowerPoint and specialist presentations.

#### About the author

Barbara Messer has been a trainer and entrepreneur for over 20 years. She is a highly sought-after international expert on the subject of knowledge and the author of numerous books.

#### Target Group

Trainers, lecturers, teachers

#### Type of Book/Media

Practical guide

## Our Favourite Employees

... with sure-fire tips for desperate executives



### ► A satirical typology: from pretenders to backstabbers

Which boss is not driven to distraction by the gossipers, troublemakers and backstabbers in his or her team? Despite that boss-bashing is all the rage and scolding staff is taboo, Wolfgang Pauls makes a radical break from this victim mentality. With razor-sharp irony, he describes how time-wasters, perfectionists and mavericks are in fact »indispensable productive forces«. And there are tips for beleaguered executives on how they can manage to make their »favourite« staff members even lazier, fussier or less team-oriented. His grotesque »scientific« studies and ludicrous leadership tips turn the book into a work of non-fiction satire as well as being satirical non-fiction.

#### About the author

Wolfgang Paul is a psychologist and, since 1995, has been a freelance coach, executive coach, facilitator and strategy consultant.

#### Target Group

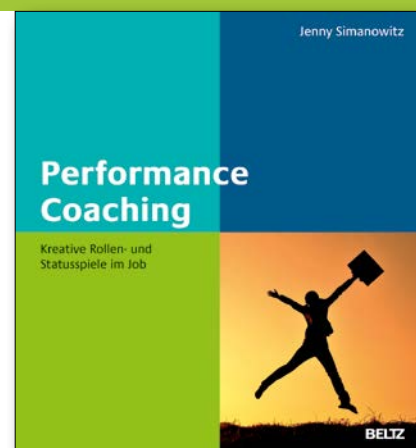
Executive management, coaches, trainers

#### Type of Book/Media

Guidebook

## Performance Coaching

Creative status and role plays at work



### ► Breaking up rigid role patterns with humour and creativity

We are all actors - especially in professional life: Status and role play determines our behaviour amongst colleagues with respect to our bosses and customers. This book goes through numerous case studies and exercises to show us how we can optimise our own performance and develop creatively. In doing this, the aim is not to blindly follow role stereotypes. Quite the reverse: Jenny Simanowitz recommends taking a humorous approach to the labels we give ourselves. If we can break out from inflexible role models, we can make space for new ways of expression and improve our personal charisma.

#### About the author

Jenny Simanowitz is an international trainer and founding member of the Centre for Applied Positive Psychology (CAPP). She is head of the Happy Business Institute for Creativity and Communication in Vienna.

#### Target Group

Trainers and consultants, coaches

#### Type of Book/Media

Practical guide

Barbara Messer

#### Presenting Content to Remember

56 methods to increase your memorability factor  
approx. 320 pages, hardback  
ISBN 978-3-407-36589-7  
Publishing date: 02/2016

Wolfgang Pauls

#### Our Favourite Employees

... with sure-fire tips for desperate executives  
approx. 256 pages, paperback  
ISBN 978-3-7799-2308-4  
Publishing date: 07/2015

Jenny Simanowitz

#### Performance Coaching

Creative status and role plays at work  
approx. 120 pages, hardback  
ISBN 978-3-407-36599-6  
Publishing date: 01/2016

**Extreme Kindergarten**

101 examples of early education  
worldwide



► **Learning from extremes**

The book provides a view of the bigger picture: what kinds of kindergarten there are all over the world, what special features they have, what extremes are out there? With his global perspective, the author aims at creating openness, interest and arousing curiosity for worldwide trends in early education.

**About the author**

Horst Küppers is a teacher, consultant and freelance journalist. He coordinates the European classes for pre-school teachers at the College for Social Pedagogy at the Elly Heuss Knapp school in Neumünster (Schleswig-Holstein). As a freelance journalist, he has travelled to more than 60 countries. His main focus has been on the subjects of »children, early education and childhood«.

**Target Group**

Educational and social scientists, students, educators, anyone interested in education policy

**Type of Book/Media**

Survey

Horst Küppers

**Extreme Kindergarten**

101 examples of early education  
worldwide

approx. 160 pages, paperback

ISBN 978-3-7799-3365-6

Publishing date: 05/2016

**“Get Out of the Classroom!”**

Outdoor education as a teaching  
concept



► **A new approach for lessons**

On the subject of outdoor education, the gap between theory and practice is very wide. The majority of teachers would certainly agree that teaching outside the classroom can be a valuable addition to the learning experience. Despite that, very few teachers do any outdoor education on a regular basis. The book provides numerous suggestions and approaches, including some from around the world, and shows how these can be implemented.

**About the editors**

Jakob von Au is a grammar school teacher, educator and doctoral student in the field of outdoor education. In 2013, together with Uta Gade, he developed the »Outdoor Education Project« at the »Englisches Institut« in Heidelberg. Uta Gade is a grammar school teacher for biology and chemistry.

**Target Group**

Teachers, social workers, students

**Type of Book/Media**

Survey

Jakob von Au / Uta Gade (eds.)

**»Get Out of the Classroom!«**

Outdoor education as a teaching concept  
approx. 220 pages, paperback

ISBN 978-3-7799-3358-8

Publishing date: 01/2016



Anneke Goertz  
**MAY I HELP?**



Birgit Dechmann / Christiane Ryffel  
**Love from Beginning to End**



Jana Nikitin / Marie Hennecke (eds.)  
**100 False Assumptions in Psychological Thinking**  
Rights sold: Czech Republic

## Non-Fiction, Guidebooks



Günther Hoegg  
**Problem Parents, Problem Schoolchildren**



Jürgen Wiechmann / Susanne Wildhirt (eds.)  
**Twelve Teaching Methodologies**



Gernot Aich / Michael Behr  
**Guide to Parent-Teacher Conversations for Teachers**

## Education



Hans-Joachim Funke / Julia Westermann  
**Keep the Good in View**  
Rights sold: Ukraine (Russian)



Laura Seebauer / Gitta Jacob  
**Goodbye to Your Humble Servant**  
Rights sold: Romania

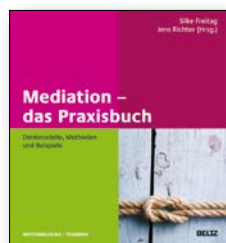


Oliver Korn / Sebastian Rudolf  
**Freedom from Worry and Negative Thinking**  
Rights sold: Ukraine (Russian)

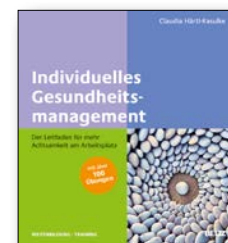
## Psychology



Katja Cordts-Sanzenbacher / Kerstin Goldbeck (eds.)  
**Toolkit »Health«**



Silke Freitag / Jens Richter (eds.)  
**Mediation – The Practice Book**



Claudia Härtl-Kasulke  
**Individual Health Management**

## Training, Coaching, Counselling