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We offer books for a general readership as well as scholarly and professional audiences from renowned experts and new voices who are redefining entire fields of inquiry.

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FORTHCOMING TITLES

ALL LISTINGS SUBJECT TO CHANGE

Deals

The Economic Structure of Business Transactions

**Michael Klausner •
Guhan Subramanian**

Drawing on real-life cases from a wide range of industries, a sophisticated but accessible guide to business deals, designed to maximize value for any party to a transaction.

Business transactions take widely varying forms—from multibillion-dollar corporate mergers to patent licenses to the signing of an all-star quarterback. Yet every deal shares the same goal, or at least should: to maximize the joint value created and to distribute that value among the parties. Building on decades of experience teaching and advising on business deals, Michael Klausner and Guhan Subramanian show how to accomplish this goal through rigorous attention to designing incentives, conveying information, and specifying parties' rights and obligations.

Deals captures the range of real-life transactional complexities with case studies covering Microsoft's acquisition of LinkedIn, Scarlett Johansson's contract dispute with Disney over the release of *Black Widow*, litigation surrounding LVMH's pandemic-disrupted acquisition of Tiffany, the feud between George Norcross and Lewis Katz over ownership of the *Philadelphia Inquirer*, NBC/Viacom's negotiation with Paramount over the final three seasons of *Frasier*, and many more. In clear, concise terms, Klausner and Subramanian establish the basic framework of negotiation and the economic concepts that must be addressed in order to maximize value. They show how to tackle challenges, such as information asymmetry between buyer and seller, moral hazard, and opportunistic behavior. And the authors lay out responses to common risks associated with long-term contracts, emphasizing that a deal's exit rights should be carefully considered at the start of transaction design.

Unique in its practical application of economic theory to actual dealmaking, this book will be an indispensable resource for students and for professionals across the business and legal world.

MICHAEL KLAUSNER is Nancy and Charles Munger Professor of Business and Professor of Law at Stanford Law School, specializing in corporate law and financial regulation.

GUHAN SUBRAMANIAN, Joseph Flom Professor of Law and Business at Harvard Law School and Douglas Weaver Professor of Business Law at Harvard Business School, is the author of *Dealmaking: The New Strategy of Negotiations*.

DEALS

The ECONOMIC STRUCTURE of

BUSINESS TRANSACTIONS

MICHAEL KLAUSNER &
GUHAN SUBRAMANIAN

MARCH 2024

160 pages

MANUSCRIPT

page proofs available

ADDITIONAL PERMISSIONS REQUIRED

none

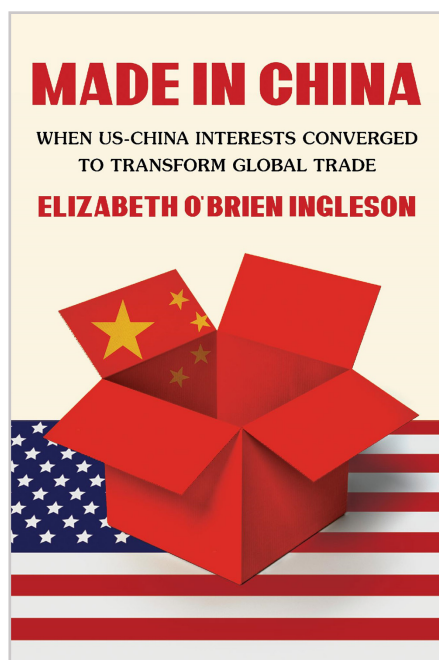
RIGHTS HELD

all languages

Korean: exclusive submission
via Danny Hong Agency

PREVIOUSLY IN TRANSLATION

» *Negotiauctions* (Norton 2010):
Chinese (c); German; Korean

**MARCH 2024**336 pages
24 photos, 2 illus.**MANUSCRIPT**

page proofs available

ADDITIONAL PERMISSIONS REQUIRED

none

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Made in China

When US-China Interests
Converged to Transform
Global Trade

Elizabeth O'Brien Ingleson

The surprising story of how Cold War foes found common cause in transforming China's economy into a source of cheap labor, creating the economic interdependence that characterizes our world today.

Drawing on Chinese- and English-language sources, including previously unexplored corporate papers, Ingleson traces this transformation to the actions of Chinese policymakers, US diplomats, maverick entrepreneurs, Chinese American traders, and executives from major US corporations including Boeing, Westinghouse, J. C. Penney, and Chase Manhattan Bank. Long before Walmart and Apple came to China, businesspeople such as Veronica Yhap, Chao Jen Wang, Susanne Reynolds, and David Rockefeller instigated a trade revolution with lasting consequences. And while China's economic reorganization was essential to these connections, Ingleson also highlights an underappreciated but crucial element of the convergence: the US corporate push for deindustrialization and its embrace by politicians.

Reexamining two of the most significant transformations of the 1970s—US-China rapprochement and deindustrialization in the United States—*Made in China* takes bilateral trade back to its faltering, uncertain beginnings, identifying the tectonic shifts in diplomacy, labor, business, and politics in both countries that laid the foundations of today's globalized economy.

ELIZABETH O'BRIEN INGLESON is Assistant Professor of International History at the London School of Economics. She earned her doctorate at the University of Sydney and held fellowships at Yale University, University of Virginia, and Southern Methodist University. She currently serves on the editorial board of the journal *Cold War History*.

Building a Ruin

The Cold War Politics of
Soviet Economic Reform

Yakov Feygin

A masterful account of the global Cold War's decisive influence on Soviet economic reform, and the national decay that followed.

What brought down the Soviet Union? From some perspectives the answers seem obvious, even teleological—communism was simply destined to fail. When Yakov Feygin studied the question, he came to another conclusion: at least one crucial factor was a deep contradiction within the Soviet political economy brought about by the country's attempt to transition from Stalinist mass mobilization to a consumer society.

Building a Ruin explores what happened in the Soviet Union as institutions designed for warfighting capacity and maximum heavy industrial output were reimagined by a new breed of reformers focused on “peaceful socioeconomic competition.” From Khrushchev on, influential schools of Soviet planning measured Cold War success in the same terms as their Western rivals: productivity, growth, and the availability of abundant and varied consumer goods. The shift was both material and intellectual, with reformers taking a novel approach to economics. Instead of trumpeting their ideological bona fides and leveraging their connections with party leaders, the new economists stressed technical expertise. The result was a long and taxing struggle for the meaning of communism itself, as old-guard management cadres clashed with reformers over the future of central planning and the state's relationship to the global economic order.

Feygin argues that Soviet policymakers never resolved these tensions, leading to stagnation, instability, and eventually collapse. Yet the legacy of reform lingers, its factional dynamics haunting contemporary Russian politics.

YAKOV FEYGIN is Associate Director of the Future of Capitalism program at the Berggruen Institute. Previously a fellow at Harvard Kennedy School, he has written for *Foreign Policy*, *Bloomberg*, the *Financial Times*, *Phenomenal World*, and *Noema* magazine.



JUNE 2024

272 pages
8 illus., 5 tables

MANUSCRIPT

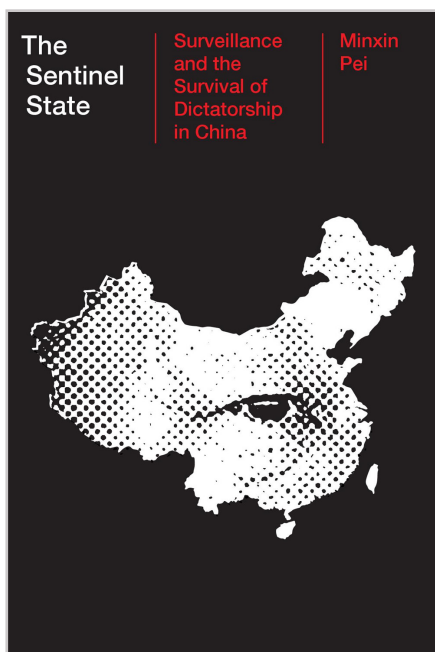
draft available | page proofs: November 03

ADDITIONAL PERMISSIONS REQUIRED

none

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all languages



The Sentinel State

Surveillance and the Survival of Dictatorship in China

Minxin Pei

Countering recent hype around technology, a leading expert argues that the endurance of dictatorship in China owes less to facial recognition AI and GPS tracking than to the human resources of the Leninist surveillance state.

For decades China watchers argued that economic liberalization and increasing prosperity would bring democracy to the world's most populous country. Instead, the Communist Party's grip on power has only strengthened. Why? The answer, Minxin Pei argues, lies in the effectiveness of the Chinese surveillance state. And the source of that effectiveness is not just advanced technology like facial recognition AI and mobile phone tracking. These are important, but what matters more is China's vast, labor-intensive infrastructure of domestic spying.

Central government data on Chinese surveillance is confidential, so Pei turned to local reports, police gazettes, leaked documents, and interviews with exiled dissidents to provide a detailed look at the evolution, organization, and tactics of the surveillance state. Following the 1989 Tiananmen uprising, the Chinese Communist Party invested immense resources in a coercive apparatus operated by a relatively small number of secret police officers capable of mobilizing millions of citizen informants to spy on those suspected of disloyalty. The CCP's Leninist bureaucratic structure—whereby officials and party activists penetrate every sector of society and the economy, from universities and village committees to delivery companies, telecommunication firms, and Tibetan monasteries—ensures that Beijing's eyes and ears are truly everywhere.

While today's system is far more robust than that of years past, it is modeled after mass surveillance implemented under Mao Zedong and Chinese emperors centuries ago. Rigorously empirical and rich in historical insight, *The Sentinel State* is a singular contribution to our knowledge about coercion in the Chinese state and, more generally, the survival strategies of authoritarian regimes.

MINXIN PEI is the author of several books on Chinese domestic politics, including *China's Crony Capitalism: The Dynamics of Regime Decay* and *China's Trapped Transition: The Limits of Developmental Autocracy*. He is the Tom and Margot Pritzker '72 Professor of Government and George R. Roberts Fellow at Claremont McKenna College.

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336 pages
13 tables

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none

RIGHTS HELD

all languages

Korean: exclusive submission
via Danny Hong Agency

PREVIOUSLY IN TRANSLATION

» *China's Crony Capitalism* (Harvard 2016):
Chinese (c); Vietnamese

» *China's Trapped Transition* (Harvard 2006):
Korean

We Are the Leaders We Have Been Looking For

Eddie S. Glaude Jr.

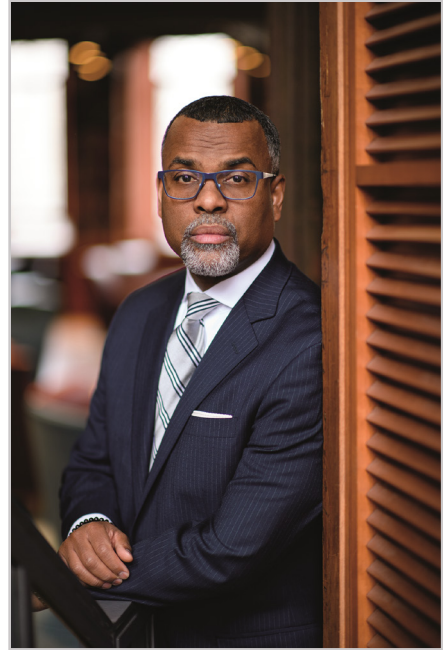
From a *New York Times* bestselling author, a politically astute, lyrical meditation on how ordinary Black Americans can shake off their reliance on a small group of professional politicians and pursue self-cultivation and grassroots movements to achieve a more just and perfect democracy.

We are more than the circumstances of our lives, and what we do matters. In *We Are the Leaders We Have Been Looking For*, one of the nation's preeminent scholars and a *New York Times* bestselling author, Eddie S. Glaude Jr., makes the case that the hard work of becoming a better person should be a critical feature of Black politics. Through virtuoso interpretations of Martin Luther King, Jr., Malcolm X, and Ella Baker, Glaude shows how ordinary people have the capacity to be the heroes that our democracy so desperately requires, rather than outsourcing their needs to leaders who purportedly represent them.

Based on the Du Bois Lectures delivered at Harvard University, the book begins with Glaude's unease with the Obama years. He felt then, and does even more urgently now, that the excitement around the Obama presidency had become a disciplining tool to narrow legitimate forms of Black political dissent. This narrowing continues to undermine the well-being of Black communities. In response, Glaude guides us away from the Scylla of enthusiastic reliance on elected leaders and the Charybdis of full surrender to a belief in unchanging political structures. Glaude weaves anecdotes about his own evolving views on Black politics together with the writings of Ralph Waldo Emerson, John Dewey, Sheldon Wolin, Toni Morrison, James Baldwin, and Ralph Ellison.

Narrated with passion and philosophical intensity, this book is a powerful reminder that if American democracy is to survive, we must build a better society that derives its strength from the pew, not the pulpit.

EDDIE GLAUDE JR. is the author of *Democracy in Black* and the *New York Times* bestseller *Begin Again*. He is an MSNBC contributor who frequently appears as a commentator on *Morning Joe* and *Deadline: White House*. A native of Moss Point, Mississippi, Glaude is the James S. McDonnell Distinguished University Professor at Princeton University.



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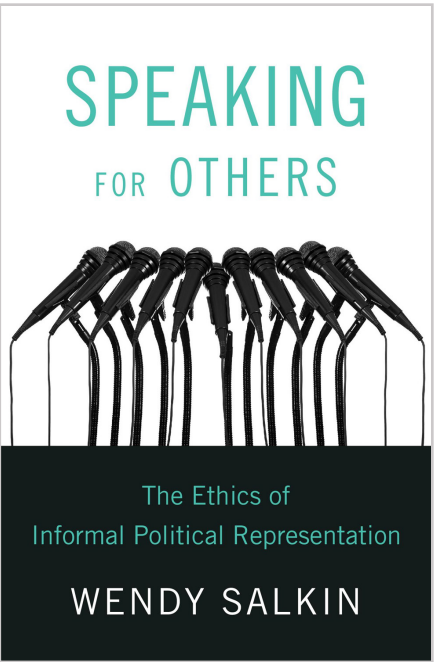
PREVIOUSLY IN TRANSLATION

» *Begin Again* (Crown 2020):

French; Japanese

» *In a Shade of Blue* (Chicago UP 2007):

Italian



Speaking for Others

The Ethics of Informal Political Representation

Wendy Salkin

A political philosopher dissects the duties and dilemmas of the unelected spokesperson, from Martin Luther King, Jr., to Greta Thunberg.

Political representation is typically assumed to be the purview of formal institutions and elected officials. But many of the people who represent us are not senators or city councilors—think of Martin Luther King, Jr., or Malala Yousafzai or even a neighbor who speaks up at a school board meeting. Informal political representatives are in fact ubiquitous, often powerful, and some bear enormous responsibility. In *Speaking for Others*, political philosopher Wendy Salkin develops the first conceptual and moral analysis of informal political representation.

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draft available

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all languages

Salkin argues that informal representation can be a political life-line, particularly for oppressed and marginalized groups that are denied representation in formal political institutions. Yet informal political representatives exert outsized influence over the ways these groups' interests are understood by the public, without the represented having much recourse to hold them accountable. And many informal political representatives are selected not by the groups they represent but by outsiders, sticking these groups with representatives they would not choose but cannot shake. The role of informal political representatives is therefore fraught with moral questions. What exactly are their duties and to whom are they owed? Should they be members of the groups they represent? When is informal representation permissible and when is it best avoided?

Informal political representation is taking place all around us. In fact, you yourself may be an informal political representative without knowing it. *Speaking for Others* explores the tensions central to this pervasive yet underexamined practice, bringing light to both its perils and its promise.

WENDY SALKIN is Assistant Professor of Philosophy and, by courtesy, of Law at Stanford University.

Democratic Deals

A Defense of Political Bargaining

Melissa Schwartzberg •
Jack Knight

Two leading scholars of democracy make the case for political bargaining and define its proper limits.

Bargains—grand and prosaic—are a central fact of political life. The distribution of bargaining power affects the design of constitutions, the construction of party coalitions, legislative outcomes, judicial opinions, and much more. But can political bargaining be justified in theory? If it inevitably involves asymmetric power, is it anything more than the exercise of sublimated force, emerging from and reifying inequalities?

In *Democratic Deals*, Melissa Schwartzberg and Jack Knight defend bargaining against those who champion deliberation or compromise, showing that, under the right conditions and constraints, it can secure political equality and protect fundamental interests. The challenge, then, is to ensure that these conditions prevail. Drawing a sustained analogy to the private law of contracts—in particular, its concepts of duress and unconscionability—the authors articulate a set of procedural and substantive constraints on the bargaining process and analyze the circumstances under which unequal bargaining power might be justified in a democratic context. Institutions, Schwartzberg and Knight argue, can facilitate gains from exchange while placing meaningful limits on the exercise of unequal power.

Democratic Deals examines frameworks of just bargaining in a range of contexts—constitution-making and legislative politics, among judges and administrative agencies, across branches of government, and between the state and private actors in the course of plea deals. Bargaining is an ineradicable fact of political life. Schwartzberg and Knight show that it can also be essential for democracy.

MELISSA SCHWARTZBERG is Julius Silver, Roslyn S. Silver, and Enid Silver Winslow Professor of Politics at New York University, where she is also affiliated faculty in the School of Law and the Department of Classics.

JACK KNIGHT is Frederic Cleaveland Distinguished Professor of Law and Political Science at Duke University.

MELISSA SCHWARTZBERG

JACK KNIGHT

DEMO- CRATIC DEALS

A Defense of Political Bargaining

JUNE 2024

256 pages
1 table

MANUSCRIPT

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none

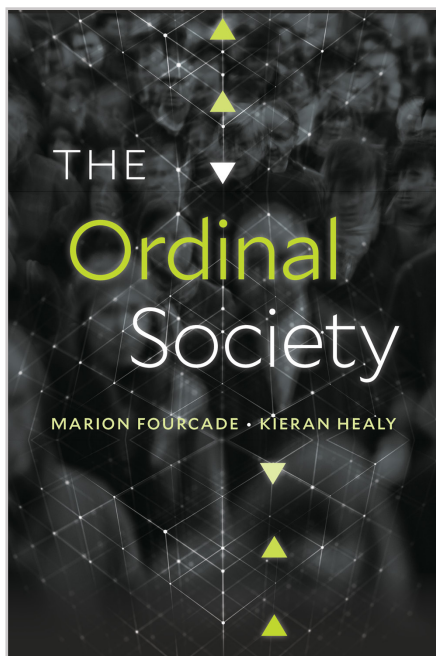
RIGHTS HELD

all languages

PREVIOUSLY IN TRANSLATION

» *The Choices Justices Make* (CQ Press 1998)
Portuguese (Br)

» *Institutions and Social Conflict*
(Cambridge UP 1992):
Chinese (s); German



The Ordinal Society

Marion Fourcade • Kieran Healy

A sweeping critique of how digital capitalism is reformatting our world.

We now live in an “ordinal society.” Nearly every aspect of our lives is measured, ranked, and processed into discrete, standardized units of digital information. Marion Fourcade and Kieran Healy argue that technologies of information management, fueled by the abundance of personal data and the infrastructure of the internet, transform how we relate to ourselves and to each other through the market, the public sphere, and the state.

The personal data we give in exchange for convenient tools like Gmail and Instagram provide the raw material for predictions about everything from our purchasing power to our character. *The Ordinal Society* shows how these algorithmic predictions influence people’s life chances and generate new forms of capital and social expectation: nobody wants to ride with an unrated cab driver anymore or rent to a tenant without a risk score. As members of this society embrace ranking and measurement in their daily lives, new forms of social competition and moral judgment arise. Familiar structures of social advantage are recycled into measures of merit that produce insidious kinds of social inequality.

While we obsess over order and difference—and the logic of ordinality digs deeper into our behaviors, bodies, and minds—what will hold us together? Fourcade and Healy warn that, even though algorithms and systems of rationalized calculation have inspired backlash, they are also appealing in ways that make them hard to relinquish.

MARION FOURCADE is Professor of Sociology at the University of California, Berkeley, and the author of *Economists and Societies*, which received the American Sociological Association’s Distinguished Book Award and the Ludwik Fleck Prize from the Society for the Social Studies of Science.

KIERAN HEALY is Professor of Sociology at Duke University and the author of *Data Visualization* and *Last Best Gifts*, which received the Outstanding Book Award from the Association for Research on Non-Profit Organizations and Voluntary Action.

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376 pages

MANUSCRIPT

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PREVIOUSLY IN TRANSLATION

» *Data Visualization* (Princeton UP 2019):
Japanese; Korean

All the Campus Lawyers

Litigation, Regulation, and the New Era of Higher Education

**Louis H. Guard ·
Joyce P. Jacobsen**

How colleges and universities can respond to legal pressures while remaining true to their educational missions.

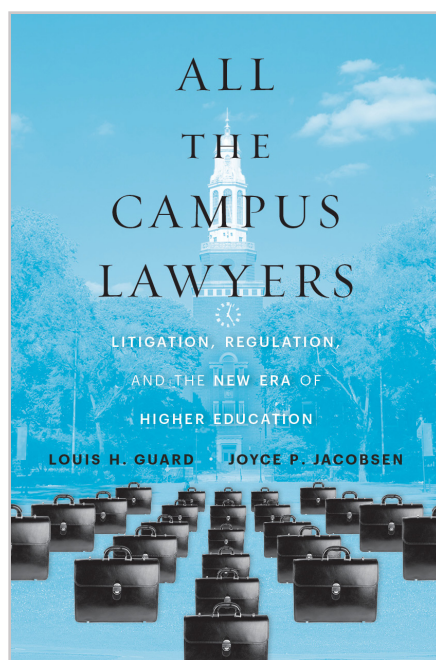
Not so long ago, colleges and universities had little interaction with the law. In the 1970s, only a few well-heeled universities even employed in-house legal counsel. But now we live in the age of tenure-denial lawsuits, free speech battles, and campus sexual assault investigations. Even athletics rules violations have become a serious legal matter. The pressures of regulation, litigation, and legislation, Louis Guard and Joyce Jacobsen write, have fostered a new era in higher education, and institutions must know how to respond.

For many higher education observers and participants, including most administrators and faculty, the maze of legal mandates and potential risks can seem bewildering. Guard, a general counsel with years of higher education law experience, and Jacobsen, a former college president, map this unfamiliar terrain. *All the Campus Lawyers* provides a vital, up-to-date assessment of the impact of legal concerns on higher education and helps readers make sense of the most pressing trends and issues, including civil rights; free speech and expression; student life and wellness; admissions, advancement, and community relations; governance and oversight; the higher education business model; and on-campus crises, from cyberattacks to pandemics.

As well as informing about the latest legal and regulatory developments affecting higher education, Guard and Jacobsen offer practical guidance to those in positions of campus authority. There has never been a more crucial time for college and university boards, presidents, inside and outside counsel, and other higher education leaders to know the law and prepare for legal challenges.

LOUIS H. GUARD is Vice President and General Counsel of Hobart and William Smith Colleges. He teaches a seminar in the law of higher education at Cornell Law School.

JOYCE P. JACOBSEN is former President of Hobart and William Smith Colleges, where she is currently Professor of Economics. She is Andrews Professor of Economics, Emerita, at Wesleyan University and author of several books in feminist, gender, and labor economics.



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320 pages
3 illus.

MANUSCRIPT

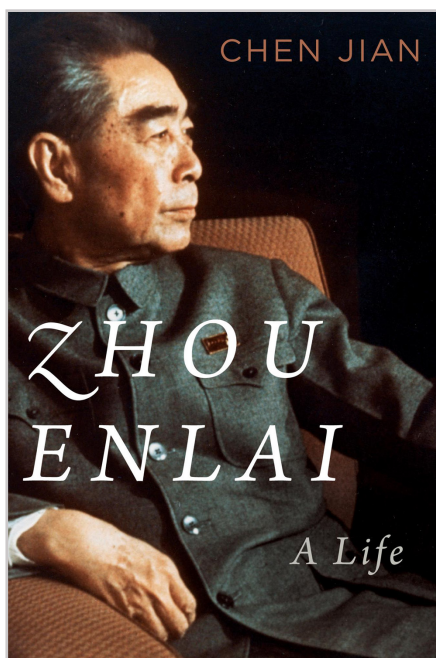
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Zhou Enlai

A Life

Chen Jian

The definitive biography of Zhou Enlai, the first premier and preeminent diplomat of the People's Republic of China, who protected his country against the excesses of his boss—Chairman Mao.

Zhou Enlai spent twenty-seven years as premier of the People's Republic of China and ten as its foreign minister. He was the architect of the country's administrative apparatus and its relationship to the world, and its legendary spymaster. Richard Nixon proclaimed him "the greatest statesman of our era." Yet Zhou has always been overshadowed by Chairman Mao. Chen Jian brings Zhou into the light, offering a nuanced portrait of his complex life as a revolutionary, a master diplomat, and a man with his own vision and aspirations who did much to make China, as well as the larger world, what it is today.

MAY 2024

800 pages
33 photos, 3 maps

MANUSCRIPT

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ADDITIONAL PERMISSIONS REQUIRED

required for art

RIGHTS HELD

all languages except complex
Chinese and simplified Chinese

Korean: exclusive submission
via Danny Hong Agency

Born to a declining mandarin family in 1898, Zhou received a classical education and as a teenager spent time in Japan. As a young man, driven by the desire for China's development, Zhou embraced the communist revolution as a vehicle of China's salvation. He helped Mao govern through a series of transformations, including the disastrous Great Leap Forward and Cultural Revolution. Yet, as Chen shows, Zhou was never a committed Maoist. His extraordinary political and bureaucratic skill, combined with his centrist approaches, enabled him to mitigate the enormous damage caused by Mao's radicalism.

When Zhou died in 1976, the PRC that we know of was not yet visible on the horizon; he never saw glistening twenty-first-century Shanghai or the broader emergence of Chinese capitalism. But it was Zhou's work that shaped the nation whose influence and power are today felt in every corner of the globe.

CHEN JIAN is a leading scholar of the Cold War and the history of modern China and Distinguished Global Network Professor of History at NYU and NYU-Shanghai; Hu Shih Professor of History Emeritus at Cornell University; and Zijiang Distinguished Visiting Professor at East China Normal University.

A World of Enemies

America's Wars at Home and Abroad from Kennedy to Biden

Osamah F. Khalil

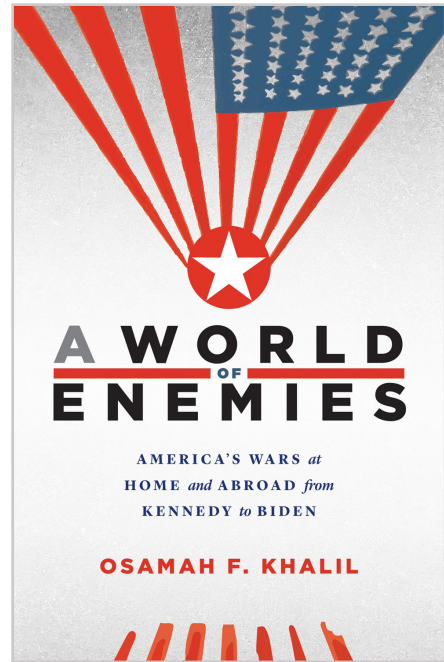
A sobering account of how the United States trapped itself in endless wars—abroad and at home—and what it might do to break free.

Over the past half-century, Americans have watched their country extend its military power to what seemed the very ends of the earth. America's might is felt on nearly every continent—and even on its own streets. Decades ago, the Wars on Drugs and Terror broke down the walls separating law enforcement from military operations. *A World of Enemies* tells the story of how an America plagued by fears of waning power and influence embraced foreign and domestic forever wars.

Osamah Khalil argues that the militarization of US domestic and foreign affairs was the product of America's failure in Vietnam. Unsettled by their inability to prevail in Southeast Asia, US leaders increasingly came to see a host of problems as intractable to political solutions. Rather, crime, drugs, and terrorism were enemies spawned in "badlands"—whether the Middle East or stateside inner cities. Characterized as sites of endemic violence, badlands lay beyond the pale of civilization, their ostensibly racially and culturally alien inhabitants best handled by force.

Yet militarized policy has brought few victories. Its failures—in Iraq, Afghanistan, US cities, and increasingly rural and borderland America—have only served to reinforce fears of weakness. It is time, Khalil argues, for a new approach. Instead of managing never-ending conflicts, we need to reinvest in the tools of traditional politics and diplomacy.

OSAMAH F. KHALIL is Associate Professor of History at Syracuse University's Maxwell School of Citizenship and Public Affairs. He is the author of *America's Dream Palace*, which was named a Best Book of 2017 by *Foreign Affairs*. His research on foreign policy, national security, and military affairs has been featured widely, from *PBS NewsHour* to *USA Today*.



APRIL 2024

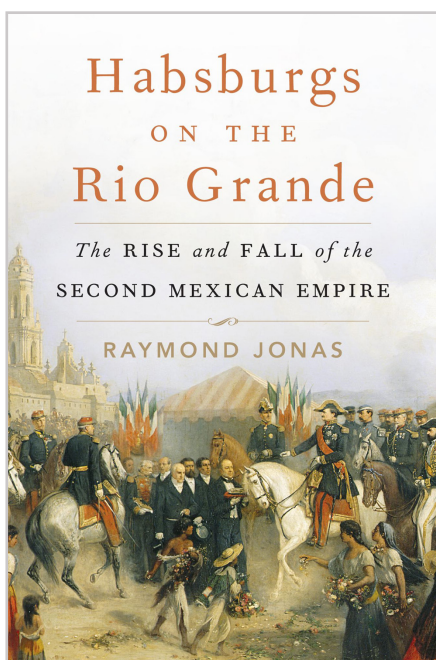
320 pages
13 maps

MANUSCRIPT
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ADDITIONAL PERMISSIONS REQUIRED
none

RIGHTS HELD
all languages

PREVIOUSLY IN TRANSLATION
» *America's Dream Palace* (Harvard 2016):
Arabic



Habsburgs on the Rio Grande

The Rise and Fall of the Second Mexican Empire

Raymond Jonas

The story of how nineteenth-century European rulers conspired with Mexican conservatives in an outlandish plan to contain the rising US colossus by establishing Old World empire on its doorstep.

The outbreak of the US Civil War provided an unexpected opportunity for political conservatives across continents. On one side were European monarchs. Mere decades after its founding, the United States had become a threat to European hegemony; instability in the United States could be exploited to lay a rival low. Meanwhile, Mexican antidemocrats needed a powerful backer to fend off the republicanism of Benito Juárez. When these two groups found each other, the Second Mexican Empire was born.

APRIL 2024

368 pages
35 photos, 6 maps

MANUSCRIPT

page proofs available

ADDITIONAL PERMISSIONS REQUIRED

required for art

RIGHTS HELD

all languages

PREVIOUSLY IN TRANSLATION

» *The Battle of Adwa* (Harvard 2011):
Amharic

» *France and the Cult of the Sacred Heart*
(California UP 2000):
Chinese (c); Chinese (s); French

Raymond Jonas argues that the Second Mexican Empire, often dismissed as a historical sideshow, is critical to appreciating the globally destabilizing effect of growing US power in the nineteenth century. In 1862, at the behest of Mexican reactionaries and with the initial support of Spain and Britain, Napoleon III of France sent troops into Mexico and installed Austrian archduke Ferdinand Maximilian as an imperial ruler who could resist democracy in North America. But what was supposed to be an easy victory proved a disaster. The French army was routed at the Battle of Puebla, and for the next four years, republican guerrillas bled the would-be empire. When the US Civil War ended, African American troops were dispatched to Mexico to hasten the French withdrawal.

Based on research in five languages and in archives across the globe, *Curbing the Yankee Republic* fundamentally revises narratives of global history. Far more than a footnote, the Second Mexican Empire was at the center of world-historic great-power struggles—a point of inflection in a contest for supremacy that set the terms of twentieth-century rivalry.

RAYMOND JONAS is the author most recently of *The Battle of Adwa: African Victory in the Age of Empire*, a Choice Outstanding Academic Book and winner of the Toyin Falola Africa Book Award. Previously a Fulbright Senior Scholar and a member of the Institute for Advanced Study, he is the Jon Bridgman Endowed Professor in History at the University of Washington, Seattle.

Asia after Europe

Imagining a Continent in the Long Twentieth Century

Sugata Bose

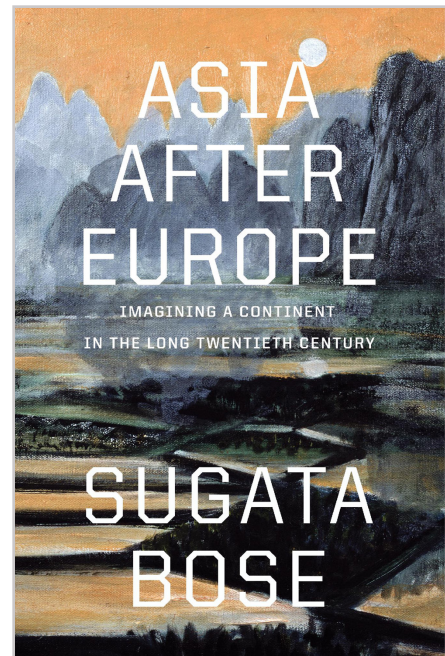
A concise new history of a century of struggles to define Asian identity and express alternatives to European forms of universalism.

The balance of global power changed profoundly over the course of the twentieth century, above all with the economic and political rise of Asia. *Asia after Europe* is a bold new interpretation of the period, focusing on the conflicting and overlapping ways in which Asians have conceived their bonds and their roles in the world. Tracking the circulation of ideas and people across colonial and national borders, Sugata Bose explores developments in Asian thought, art, and politics that defied Euro-American models and defined Asianness as a locus of solidarity for all humanity.

Impressive in scale, yet driven by the stories of fascinating and influential individuals, *Asia after Europe* examines early intimations of Asian solidarity and universalism preceding Japan's victory over Russia in 1905; the revolutionary collaborations of the First World War and its aftermath, when Asian universalism took shape alongside Wilsonian internationalism and Bolshevism; the impact of the Great Depression and Second World War on the idea of Asia; and the persistence of forms of Asian universalism in the postwar period, despite the consolidation of postcolonial nation-states on a European model.

Diverse Asian universalisms were forged and fractured through phases of poverty and prosperity, among elites and common people, throughout the span of the twentieth century. Noting the endurance of nationalist rivalries, often tied to religious exclusion and violence, Bose concludes with reflections on the continuing potential of political thought beyond European definitions of reason, nation, and identity.

SUGATA BOSE is Gardiner Professor of Oceanic History and Affairs at Harvard University. He is the author of *A Hundred Horizons: The Indian Ocean in the Age of Global Empire* and *His Majesty's Opponent: Subhas Chandra Bose and India's Struggle against Empire*.



FEBRUARY 2024

288 pages
21 photos

MANUSCRIPT

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required for art

RIGHTS HELD

all languages

PREVIOUSLY IN TRANSLATION

- » *The Nation as Mother and Other Visions of Nationhood* (PRH India 2017): Bengali; Marathi
- » *His Majesty's Opponent* (Harvard 2011): Bengali; Tamil
- » *A Hundred Horizons* (Harvard 2006): Arabic



New Deal Law and Order

How the War on Crime Built the Modern Liberal State

Anthony Gregory

A historian traces the origins of the modern law-and-order state to a surprising source: the liberal policies of the New Deal.

Most Americans remember the New Deal as the crucible of modern liberalism. But while it is most closely associated with Roosevelt's efforts to end the Depression and provide social security for the elderly, we have failed to acknowledge one of its most enduring legacies: its war on crime. Crime policy, Anthony Gregory argues, was a defining feature of the New Deal. Tough-on-crime policies provided both the philosophical underpinnings and the institutional legitimacy necessary to remake the American state.

JUNE 2024

416 pages
4 photos, 6 illus., 1 table

MANUSCRIPT

draft available | page proofs: November 15

ADDITIONAL PERMISSIONS REQUIRED

required for art

RIGHTS HELD

all languages

New Deal Law and Order follows President Franklin Roosevelt, Attorney General Homer Cummings, and their war on crime coalition, which overcame the institutional and political challenges to the legitimacy of national law enforcement. Promises of law and order helped to manage tensions among key Democratic Party factions—organized labor, African Americans, and white Southerners. Their anticrime program, featuring a strengthened criminal code, an empowered FBI, and the first federal war on marijuana, was essential to the expansion of national authority previously stymied on constitutional grounds. This nascent carceral liberalism accommodated both a redoubled emphasis on rehabilitation and underwrote a massive wave of prison construction across the country. Alcatraz, an unforgiving punitive model, was designed to be a “symbol of the triumph of law and order.” This emergent security state eventually transformed both liberalism and federalism, and in the process reoriented the terms of US political debate for decades to come.

ANTHONY GREGORY is Assistant Professor at Rhode Island School of Design, where he teaches American history. He is the author of *The Power of Habeas Corpus in America* and *American Surveillance*.

The Contest over National Security

FDR, Conservatives, and the Struggle to Claim the Most Powerful Phrase in American Politics

Peter Roady

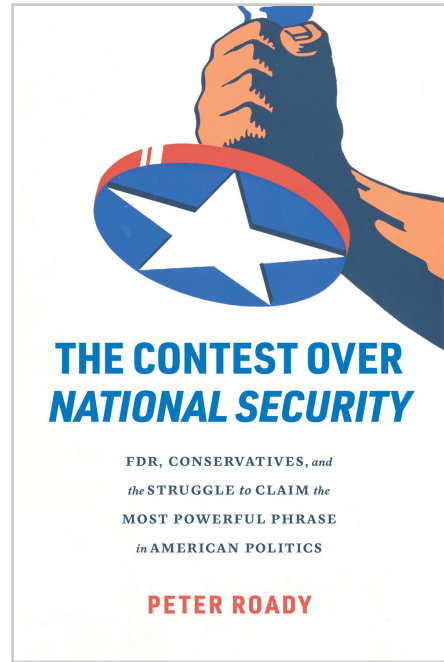
A new history shows how FDR developed a vision of national security focused not just on protecting Americans against physical attack but also on ensuring their economic well-being—and how the nascent conservative movement won the battle to narrow its meaning, durably reshaping US politics.

Americans take for granted that national security comprises physical defense against attacks, enabled by military might and shrewd foreign policy. But the concept of national security once meant something else. Franklin Roosevelt's vision for national security, Peter Roady argues, promised an alternate path for American politics by devoting as much attention to economic and social policy as to war and diplomacy. *The Fight for National Security* traces how the nascent conservative movement, roused by the ambitions of the New Deal, successfully contested FDR's ideas and inaugurated the narrower approach to national security that has dominated ever since.

In the 1930s, Roosevelt and his advisors, hoping to save American democracy from fascism and communism, argued that national security entailed protection from both physical attack and economic want. Roosevelt's opponents responded by promoting a more limited national security state privileging military defense over domestic social and economic policy. Conservatives brought numerous concerns to bear, asserting that Roosevelt's plan would strangle free enterprise, empower the government to overspend, and provoke violations of individual liberty in the name of national security.

This contest to define the government's national security responsibilities, Roady reveals, explains why the United States developed separate and imbalanced national security and welfare states, with far-reaching consequences. Another result was a potent historical irony: it is the conservative vision of the national security state that has proven impervious to financial discipline while justifying serious domestic human and civil rights abuses, especially in the contexts of the wars on drugs and terrorism.

PETER ROADY teaches history at the University of Utah. Previously, he served in national security and foreign policy positions in the US government, earning, among other awards, an Office of the Secretary of Defense Medal for Exceptional Civilian Service.



MARCH 2024

304 pages
8 photos

MANUSCRIPT

page proofs available

ADDITIONAL PERMISSIONS REQUIRED

required for art

RIGHTS HELD

all languages



A VEIL OF SILENCE

Women and Sound in Renaissance Italy

JULIA ROMBOUGH

JULY 2024

240 pages

11 photos, 4 maps, and 1 table

MANUSCRIPT

draft available | page proofs: December 08

ADDITIONAL PERMISSIONS REQUIRED

required for art

RIGHTS HELD

all languages

A Veil of Silence

Women and Sound in
Renaissance Italy

Julia Rombough

An illuminating study of early modern efforts to regulate sound in women's residential institutions, and how the noises of city life—both within and beyond their walls—defied such regulation.

Amid the Catholic reforms of the sixteenth and seventeenth centuries, the number of women and girls housed in nunneries, reformatories, and charity homes grew rapidly throughout the city of Florence. Julia Rombough follows the efforts of legal, medical, and ecclesiastical authorities to govern enclosed women, and uncovers the experiences of the women themselves as they negotiated strict sensory regulations. At a moment when quiet was deeply entangled with ideals of feminine purity, bodily health, and spiritual discipline, those in power worked constantly to silence their charges and protect them from the urban din beyond institutional walls.

Yet the sounds of a raucous metropolis found their way inside. The noise of merchants hawking their wares, sex workers laboring and socializing with clients, youth playing games, and coaches rumbling through the streets could not be contained. Moreover, enclosed women themselves contributed to the urban soundscape. While some embraced the pursuit of silence and lodged regular complaints about noise, others broke the rules by laughing, shouting, singing, and conversing. Rombough argues that ongoing tensions between legal regimes of silence and the inevitable racket of everyday interactions made women's institutions a flashpoint in larger debates about gender, class, health, and the regulation of urban life in late Renaissance Italy.

Attuned to the vibrant sounds of life behind walls of stone and sanction, *A Veil of Silence* illuminates a revealing history of early modern debates over the power of the senses.

JULIA ROMBOUGH is Assistant Professor of History at Acadia University.

Translating Faith

Ethiopian Pilgrims in
Renaissance Rome

Samantha Kelly

A revealing account of the lives and work of Ethiopian Orthodox pilgrims in sixteenth-century Rome, examining how this African diasporic community navigated the challenges of religious pluralism in the capital of Latin Christianity.

Tucked behind the apse of Saint Peter's Basilica in Rome is the ancient church of Santo Stefano. During the sixteenth century, Santo Stefano hosted an unusual community: a group of Ethiopian Orthodox pilgrims whose faith and culture were both like and unlike those of Latin Europe. The pilgrims of Santo Stefano were the only African community in premodern Europe to leave extensive documents in their own language (Gə'əz). They also frequently collaborated with Latin Christians to disseminate their expert knowledge of Ethiopia and Ethiopian Christianity, negotiating the era's heated debates over the boundaries of religious belonging.

Translating Faith is the first book-length study of this community in nearly a century. Drawing on Gə'əz- and European-language sources, Samantha Kelly documents how pilgrims maintained Ethiopian Orthodox practices while adapting to a society increasingly committed to Catholic conformity. Focusing especially on the pilgrims' scholarly collaborations, Kelly shows how they came to produce and share Ethiopian knowledge—as well as how Latin Christian assumptions and priorities transformed that knowledge in unexpected ways. The ambivalent legacies of these exchanges linger today in the European tradition of Ethiopian Studies, which Santo Stefano is credited with founding.

Kelly's account of the Santo Stefano pilgrim community is a rich tale about the possibilities and pitfalls of ecumenical dialogue, as well as a timely history in our own age marked by intensive and often violent negotiations of religious and racial difference.

SAMANTHA KELLY is Professor of History at Rutgers University. She is the author of *The New Solomon* and *The "Cronaca di Partenope,"* and editor of *A Companion to Medieval Ethiopia and Eritrea*.



TRANSLATING FAITH

Ethiopian Pilgrims in Renaissance Rome

SAMANTHA KELLY



MARCH 2024

512 pages

12 photos, 2 maps

MANUSCRIPT

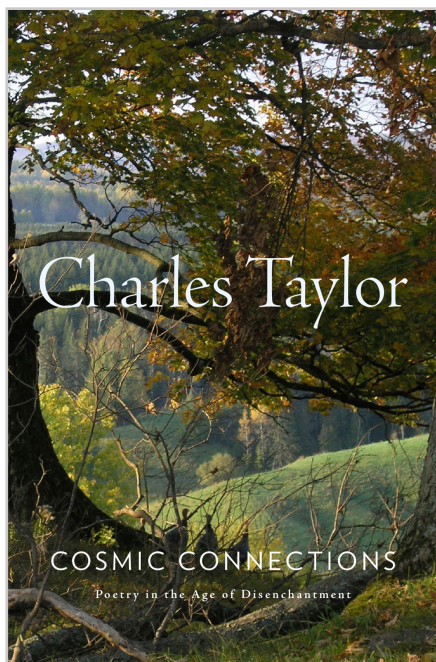
page proofs available

ADDITIONAL PERMISSIONS REQUIRED

required for art

RIGHTS HELD

all languages



Cosmic Connections

Poetry in the Age of Disenchantment

Charles Taylor

In the long-awaited follow-up to *The Language Animal*, Charles Taylor explores the Romantic poetics that is central to his theory of language.

The Language Animal, Charles Taylor's 2016 account of human linguistic capacity, was a revelation, toppling scholarly conventions and illuminating our most fundamental selves. But, as Taylor noted in that work, there was much more to be said. *Cosmic Connections* continues Taylor's exploration of Romantic and post-Romantic responses to disenchantment and innovations in language.

Reacting to the fall of cosmic orders that were at once metaphysical and moral, the Romantics used the symbols and music of poetry to recover contact with reality beyond fragmented existence. They sought to overcome disenchantment and groped toward a new meaning of life. Their accomplishments have been extended by post-Romantic generations into the present day. Taylor's magisterial work takes us from Hölderlin, Novalis, Keats, and Shelley to Hopkins, Rilke, Baudelaire, and Mallarmé, and on to T. S. Eliot, Czesław Miłosz, and beyond.

In seeking deeper understanding and a different orientation to life, the language of poetry is not merely a pleasurable presentation of doctrines already elaborated elsewhere. Rather, Taylor insists, poetry persuades us through the experience of connection. The resulting conviction is very different from that gained through the force of argument. By its very nature, poetry's reasoning will often be incomplete, tentative, and enigmatic. But at the same time, its insight is too moving—too obviously true—to be ignored.

CHARLES TAYLOR is Professor Emeritus in the Department of Philosophy at McGill University. Author of *The Language Animal*, *Sources of the Self*, *The Ethics of Authenticity*, and *A Secular Age*, he has received many honors, including the Templeton Prize, the Berggruen Prize, and membership in the Order of Canada.

MAY 2024

400 pages

MANUSCRIPT

draft available

ADDITIONAL PERMISSIONS REQUIRED

to be determined

RIGHTS HELD

all languages

Korean: exclusive submission
via Danny Hong Agency

PREVIOUSLY IN TRANSLATION

» *The Language Animal* (Harvard 2016):
Arabic; Chinese (s); Czech; French;
German; Spanish; Turkish

» *Retrieving Realism* (Harvard 2015):
Arabic; Chinese (s); Dutch;
German; Japanese; Spanish

» *A Secular Age* (Harvard 2007):
Arabic; Chinese (s); Czech; Dutch; French
(Fr); French (Ca); German; Italian; Japanese;
Korean; Macedonian; Persian; Polish;
Portuguese (Br); Portuguese (Pt); Romanian;
Russian; Serbian; Spanish; Turkish; Ukrainian

Selected Stories

Franz Kafka

A superb new translation of Kafka's classic stories, authoritatively annotated and beautifully illustrated.

Selected Stories presents new, exquisite renderings of short works by one of the indisputable pillars of twentieth-century literature. Award-winning translator and scholar Mark Harman offers perhaps the most sensitive English rendering yet of Franz Kafka's unique German prose—terse, witty, laden with ambiguities and double meanings. With an in-depth biographical introduction, as well as notes illuminating the stories and placing them in historical context, this volume pairs representative critical perspectives with masterpieces by a writer whose influence remains inescapable a century after his death.

Included are sixteen stories, arranged chronologically to convey a sense of Kafka's artistic development. Some, like “The Judgment,” “In the Penal Colony,” “A Hunger Artist,” and “The Transformation” (usually, though misleadingly, translated as “The Metamorphosis”), represent the pinnacle of Kafka's achievement. Accompanying annotations highlight the wordplay and cultural allusions of the original German, pregnant with irony and humor that readers in English have often missed.

Although Kafka has frequently been cast as a loner, in part because of his quintessential depictions of modern alienation, he had a number of close companions. Harman draws on Kafka's diaries, extensive correspondence, and engagement with early-twentieth-century debates about Darwinism, psychoanalysis, and Zionism to construct a rich portrait of Kafka in his world. A work of both art and scholarship, *Selected Stories* transforms our understanding and appreciation of a singular imagination.

MARK HARMAN is Professor Emeritus of German and English at Elizabethtown College. His award-winning translations include Franz Kafka's *Amerika: The Missing Person* and *The Castle*, as well as Herman Hesse's *Soul of the Age: Selected Letters* and Rainer Maria Rilke's *Letters to a Young Poet*.



MAY 2024

352 pages
58 photos

MANUSCRIPT

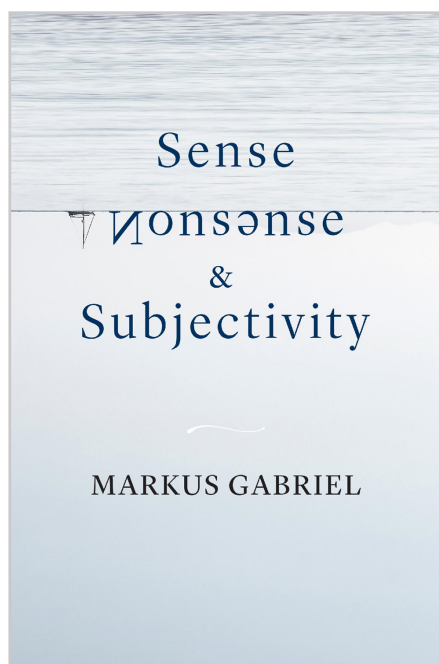
draft available | page proofs: October 19

ADDITIONAL PERMISSIONS REQUIRED

none

RIGHTS HELD

all languages



Sense, Nonsense, and Subjectivity

Markus Gabriel

A leading German philosopher offers his most ambitious work yet on the nature of knowledge, arguing that being wrong about things defines the human condition.

For millennia, philosophers have dedicated themselves to advancing understanding of the nature of truth and reality. In the process they have amassed a great deal of epistemological theory—knowledge about knowledge. But negative epistemological phenomena, such as ignorance, falsity, illusion, and delusion, are persistently overlooked. This is surprising given that we all know how fallible humans are.

Sense, Nonsense, and Subjectivity replies with a theory of false thought, demonstrating that being wrong about things is part and parcel of subjectivity itself. For this reason, knowledge can never be secured without our making claims that can always, in principle, be wrong. Even in successful cases, where we get something right and thereby gain knowledge, the possibility of failure lingers with us. Markus Gabriel grounds this argument in a novel account of the relationship between sense, nonsense, and subjectivity—phenomena that hang together in the temporal unfolding of our cognitive lives.

While most philosophers continue to theorize subjectivity in terms of conscious self-representation and the supposedly infallible grip we have on ourselves as thinkers, *Sense, Nonsense, and Subjectivity* addresses the age-old Platonic challenge to understand situations in which we do not get reality right. Adding a stimulating perspective on epistemic failures to the work of New Realism, Gabriel addresses long-standing ontological questions in an age where the line between the real and the fake is increasingly blurred.

MARKUS GABRIEL holds the Chair in Epistemology, Modern and Contemporary Philosophy and directs the International Center for Philosophy at the University of Bonn. His books, which include *Why the World Does Not Exist*, *Fields of Sense*, and *I Am Not a Brain*, have been translated into more than fifteen languages.

MAY 2024

256 pages

MANUSCRIPT

page proofs available

ADDITIONAL PERMISSIONS REQUIRED

none

RIGHTS HELD

all languages

Korean: exclusive submission
via Danny Hong Agency

PREVIOUSLY IN TRANSLATION

» *Der Sinn des Denkens* (Ullstein 2018):
Chinese (s); Dutch; English; French;
Japanese; Korean; Spanish

» *Ich ist nicht Gehirn* (Ullstein 2015):
Chinese (s); Dutch; English; French;
Japanese; Korean; Portuguese
(Br); Russian; Spanish

» *Warum es die Welt nicht gibt* (Ullstein 2013):
Chinese (s); Danish; Dutch; English; French;
Italian; Japanese; Korean; Portuguese (Br);
Portuguese (Pt); Serbian Spanish (Spain);
Spanish (LatAm); Swedish; Turkish

The Prison before the Panopticon

Incarceration in Ancient and Modern Political Philosophy

Jacob Abolafia

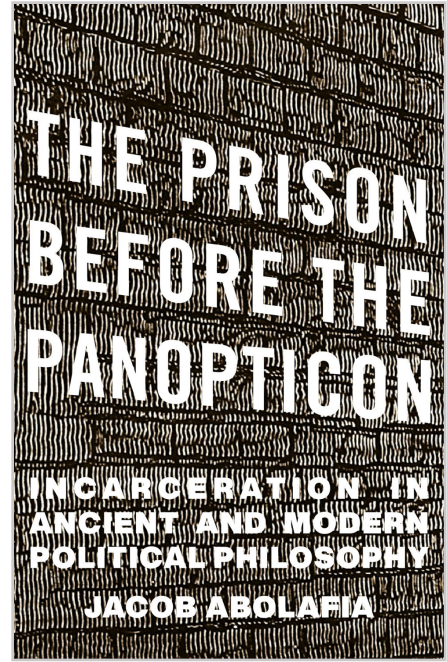
A pioneering history of incarceration in Western political thought.

The prison as we know it is a relatively new institution, established on a large scale in Europe and the United States only during the Enlightenment. Ideas and arguments about penal incarceration, however, long predate its widespread acceptance as a practice. *The Prison before the Panopticon* argues that debates over imprisonment are as old as Western political philosophy itself. This groundbreaking study examines the role of the prison in the history of political thought, detailing the philosophy of incarceration as it developed from Demosthenes, Plato, and Philo to Thomas More, Thomas Hobbes, and Jeremy Bentham.

Jacob Abolafia emphasizes two major themes that reappear in philosophical writing about the prison. The first is the paradox of popular authorization. This is the problem of how to justify imprisonment in light of political and theoretical commitments to freedom and equality. The second theme is the promise of rehabilitation. Plato and his followers insist that imprisonment should reform the prisoner and have tried to explain in detail how incarceration could have that effect.

While drawing on current historical scholarship to carefully situate each thinker in the culture and penal practices of his own time and place, Abolafia also reveals the surprisingly deep and persistent influence of classical antiquity on modern theories of crime and punishment. *The Prison before the Panopticon* is a valuable resource not only about the legitimacy of the prison in an age of mass incarceration but also about the philosophical justifications for penal alternatives like restorative justice.

JACOB ABOLAFIA is Senior Lecturer in the Department of Philosophy, Ben-Gurion University of the Negev.



JULY 2024

240 pages
1 table

MANUSCRIPT

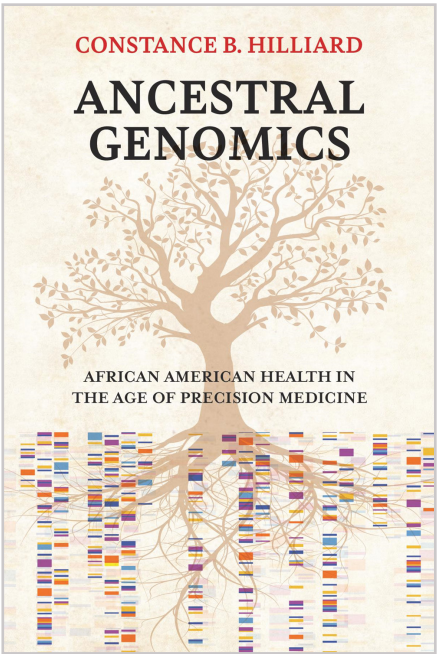
draft available | page proofs: December 01

ADDITIONAL PERMISSIONS REQUIRED

none

RIGHTS HELD

all languages



Ancestral Genomics

African American Health in the Age of Precision Medicine

Constance B. Hilliard

A leading evolutionary historian offers a radical solution to racial health disparities in the United States.

Constance Hilliard was living in Japan when she began experiencing joint pain. Her doctor diagnosed osteoarthritis—a common ailment for someone her age. But her bloodwork also showed something else: Hilliard, who had never had kidney problems, appeared to be suffering from renal failure. When she returned to Texas, a new round of tests showed that her kidneys were healthy. Unlike the Japanese doctor, her American primary care provider had checked a box on her lab report for “African American.” As a scholar of scientific racism, Hilliard was perplexed. Why should race, which experts agree has no biological basis, matter for getting accurate test interpretations?

Ancestral Genomics is the result of Hilliard’s decade-long quest to solve this puzzle. In a masterful synthesis of evolutionary history, population genetics, and public health research, she addresses the usefulness of race as a heuristic in genomic medicine. Built from European genetic data, the Human Genome Project and other databases have proven inadequate for identifying disease-causing gene variants in patients of non-European descent. Such databases, Hilliard argues, overlook crucial information about the environments to which African Americans’ bodies adapted prior to the transatlantic slave trade. Hilliard shows how, by analyzing “ecological niche populations,” a classification model that combines family and ecological histories with genetic information, our increasingly advanced genomic technologies, including personalized medicine, can serve African Americans and other people of color, while avoiding racial essentialism.

Forcefully argued and morally urgent, *Ancestral Genomics* is a clarion call for the US medical community to embrace our multi-genomic society.

CONSTANCE B. HILLIARD is Professor of History at the University of North Texas. She is the author of several books, including *Straightening the Bell Curve: How Stereotypes about Black Masculinity Drive Research on Race and Intelligence*.

APRIL 2024

192 pages
2 photos, 4 illus., 1 map, 1 table

MANUSCRIPT

page proofs available

ADDITIONAL PERMISSIONS REQUIRED

required for art

RIGHTS HELD

all languages

RECENT HIGHLIGHTS

LATEST BESTSELLING AND BUZZWORTHY TITLES



The Tame and the Wild

People and Animals after 1492

Marcy Norton

"By analyzing the history of the clash between Indigenous and Western conceptions of hunting, domestication, and coexistence with pets, this book reveals the origins of consumption practices and objectification of the animal world, as well as the struggles to recognize animal rights."

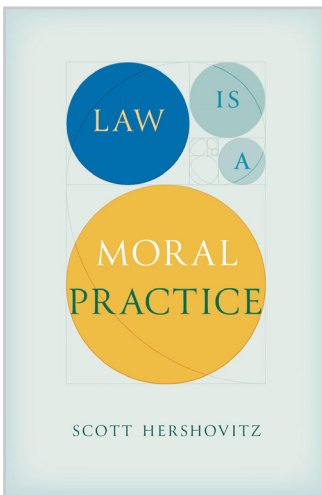
—Guilhem Olivier, National Autonomous University of Mexico

JANUARY 2024

448 pages
34 photos, 1 illus., 2 maps

RIGHTS SOLD

Chinese (s): Social Sciences
Academic Press



Law Is a Moral Practice

Scott Hershovitz

"Masterful. With clarity, humor, and insight, Scott Hershovitz declutters jurisprudence. Condemning the philosophical 'original sin' of reducing law to rules and the 'obsession' with separating law from morals, he shows that the embattled ideal of the rule of law is itself a part of a shared moral outlook."

—Samuel Moyn, Yale Law School

DECEMBER 2023

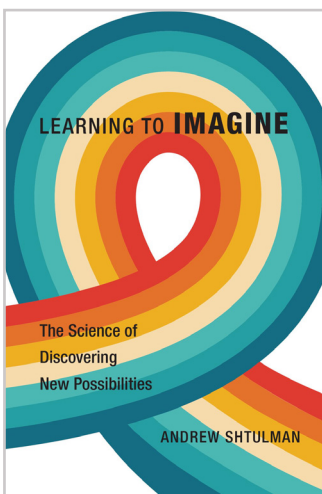
256 pages

RIGHTS SOLD

Spanish: Tirant lo Blanch

PREVIOUSLY IN TRANSLATION

» *Nasty, Brutish, and Short*
(Penguin 2022):
Chinese (c); Chinese (s); Czech;
Dutch; German; Greek; Italian;
Japanese; Korean; Latvian; Polish;
Portuguese (Br); Portuguese (Pt);
Russian; Spanish; Turkish; Ukrainian



Learning to Imagine

The Science of Discovering
New Possibilities

Andrew Shtulman

"This remarkable book explores one of the most exciting topics in all of developmental psychology—the emergence of the imagination... [A] delight to read, essential for anyone interested in this most extraordinary human capacity."

—Paul Bloom, author of *Psych: The Story of the Human Mind*

NOVEMBER 2023

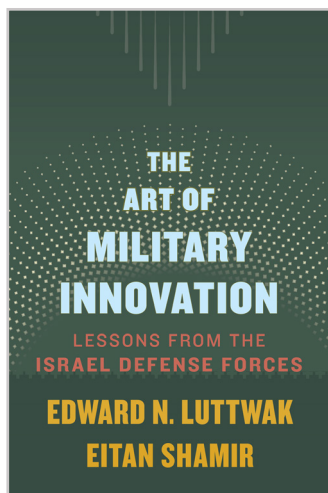
352 pages
6 photos, 19 illus.

RIGHTS SOLD

Chinese (s): China Science
and Technology Press

PREVIOUSLY IN TRANSLATION

» *Scienceblind* (Basic 2017):
Chinese (s); Korean; Russian



The Art of Military Innovation

Lessons from the Israel Defense Forces

Edward N. Luttwak · Eitan Shamir

"An incisive, original study of military innovation... It would be hard to find authors more highly qualified than Luttwak and Shamir to write this book, which should appeal to anyone interested in the modern military."

—Martin van Creveld, author of *The Transformation of War*

OCTOBER 2023

288 pages

RIGHTS HELD

all languages except Italian

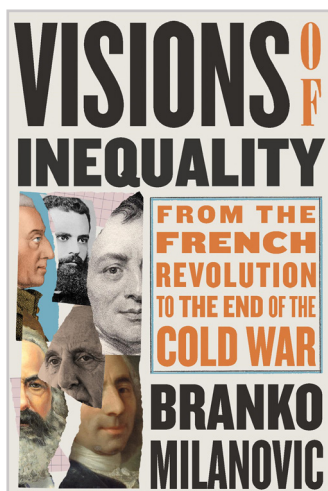
RIGHTS SOLD

Spanish: Almuzara

PREVIOUSLY IN TRANSLATION

» *Coup D'État* (Harvard 2016, 1968): 25 languages

» *Strategy* (Harvard 2001, 1987): 10 languages



Visions of Inequality

From the French Revolution to the End of the Cold War

Branko Milanovic

"Fascinating and often surprising, offering new insight into iconic figures like Smith and Marx and unexpected perspectives on their work. Branko Milanovic shows that the writings of centuries past have much to teach us about inequality, especially about class and power. A truly important book."

—Angus Deaton, Nobel Laureate in Economic Sciences

OCTOBER 2023

368 pages

26 illus.

RIGHTS SOLD

German: Suhrkamp

Italian: Laterza

Japanese: Akashi Shoten

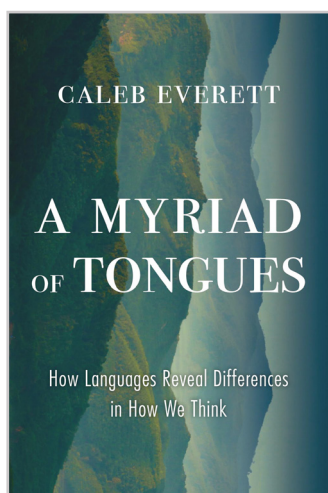
Korean: Sejong University Press

Portuguese (Br): Todavia

Portuguese (Pt): Almedina

Serbian: Akademska Knjiga

Spanish: Debate



A Myriad of Tongues

How Languages Reveal Differences in How We Think

Caleb Everett

"Everett relates complex linguistic discussions in accessible terms, and each page is full of thought-provoking insights."

—*Publishers Weekly* (starred review)

SEPTEMBER 2023

288 pages

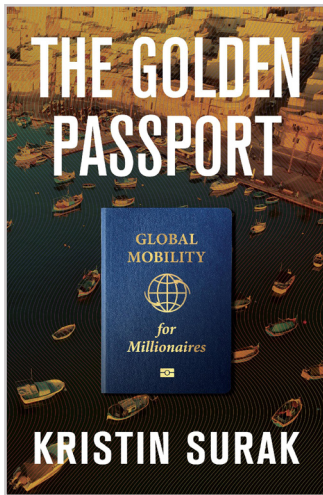
RIGHTS SOLD

Korean: Wisdom House

Russian: Alpina

PREVIOUSLY IN TRANSLATION

» *Numbers and the Making of Us* (Harvard 2017): Arabic; Chinese (s); Italian; Japanese; Korean; Spanish; Turkish



The Golden Passport

Global Mobility for Millionaires

Kristin Surak

"Kristin Surak offers a chilling look at the thriving industry of citizenship. In an unequal world, it enables the rich and super-rich to bypass laws, sanctions, and other perceived disturbances. A must-read!"

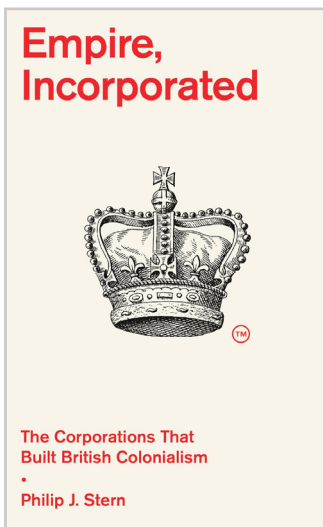
—Frederik Obermaier, coauthor of *The Panama Papers*

SEPTEMBER 2023

336 pages
12 illus.

PREVIOUSLY IN TRANSLATION

» *Making Tea, Making Japan*
(Stanford 2013):
Japanese



Empire, Incorporated

The Corporations That Built British Colonialism

Philip J. Stern

"[A] landmark book...[a] bold reframing of the history of the British Empire."

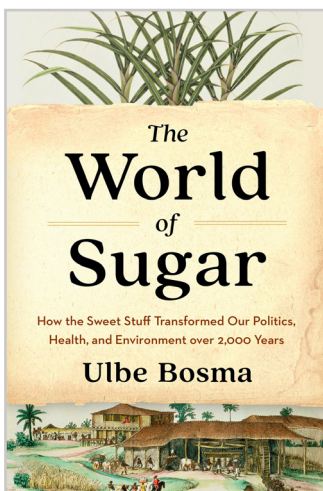
—Caroline Elkins, *Foreign Affairs*

MAY 2023

408 pages
17 illus.

RIGHTS SOLD

Chinese (s): Orient Publishing Center
Korean: SangSang Academy



The World of Sugar

How the Sweet Stuff Transformed Our Politics, Health, and Environment over 2,000 Years

Ulbe Bosma

"A tour de force of global history... Bosma has turned the humble sugar crystal into a mighty prism for understanding aspects of global history and the world in which we live."

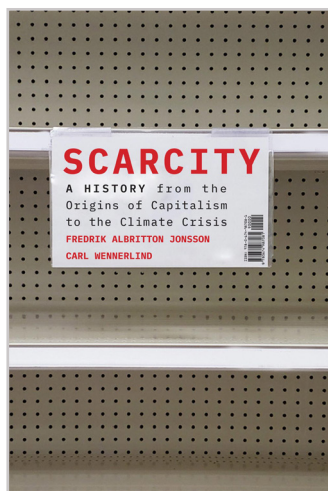
—Dinyar Patel, *Los Angeles Review of Books*

MAY 2023

464 pages
13 photos, 9 illus.

RIGHTS SOLD

Arabic: NCAAL
Chinese (s): CITIC
Hungarian: Rubicon
Italian: Einaudi
Japanese: Kawadeshobo-Shinsha
Korean: Cum Libro
Russian: Azbooka-Atticus
Spanish: Ariel
Turkish: Say Yayinlari



Scarcity

A History from the
Origins of Capitalism
to the Climate Crisis

**Fredrik Albritton Jonsson ·
Carl Wennerlind**

"Scarcity connects, dissects, and
narrates the history of Western
economic ideas about the natural limits
to human societies... A new classic for
historians of ideas."

—Erle C. Ellis, *Science*

APRIL 2023

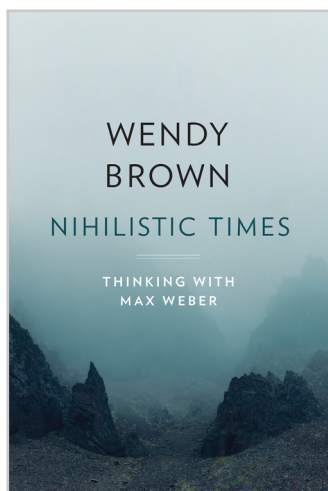
304 pages
10 photos

RIGHTS SOLD

Chinese (s): CITIC

PREVIOUSLY IN TRANSLATION

» *Casualties of Credit*
(Harvard 2011):
Chinese (s)



Nihilistic Times

Thinking with Max Weber

Wendy Brown

"Both a masterful interpretation of
Weber and a most urgent, necessary
intervention in political discourse,
Brown's book leads us to a new Weber
for the left and a way out of what she
calls our present-day 'pre-apocalyptic
survivalism.'"

—Rahel Jaeggi, author of *Critique of
Forms of Life*

APRIL 2023

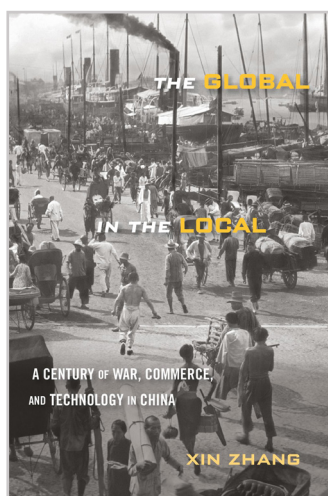
144 pages

RIGHTS SOLD

Arabic: Page 7
German: Suhrkamp
Spanish: Lengua de Trapo

PREVIOUSLY IN TRANSLATION

» *Undoing the Demos* (Zone 2015):
Dutch; French; German;
Greek; Japanese; Korean;
Portuguese; Spanish; Turkish



The Global in the Local

A Century of War, Commerce,
and Technology in China

Xin Zhang

"Crucial, agenda-setting history...
Zhang's impressive research on
Zhenjiang not only illuminates
an intermediate link in the chain
connecting treaty ports to village
China; it also humanizes the abstract
process of globalization, revealing
how locals emerged as cocreators of a
globally embedded city."

—Kenneth Pomeranz, author of *The
Great Divergence*

APRIL 2023

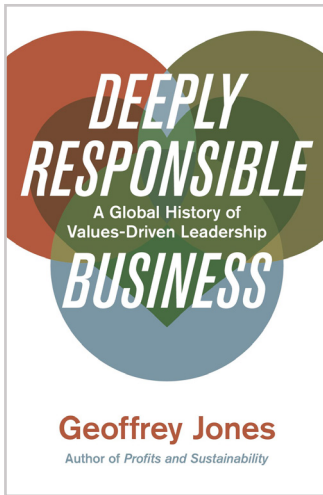
288 pages
6 photos

RIGHTS SOLD

Chinese (c): National Taiwan
University Press
Chinese (s): Zhonghua
Book Company

PREVIOUSLY IN TRANSLATION

» *Social Transformation in Modern
China* (CUP 2000):
Chinese (s)



Deeply Responsible Business

A Global History of Values-Driven Leadership

Geoffrey Jones

"Outstanding... Jones challenges head-on the notion that for-profit leaders have never been virtuous while chasing the bottom line... A timely and insightful read."

— Larry Gennari, *Boston Business Journal*

MARCH 2023

448 pages

RIGHTS SOLD

Chinese (s): China Machine Press

PREVIOUSLY IN TRANSLATION

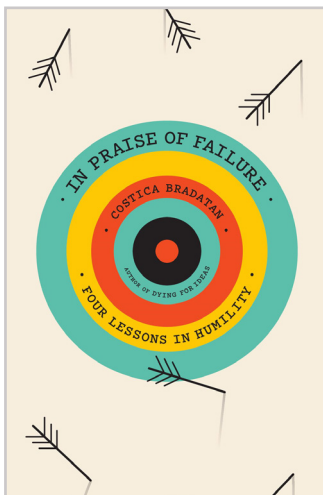
» *Beauty Imagined* (OUP 2010):

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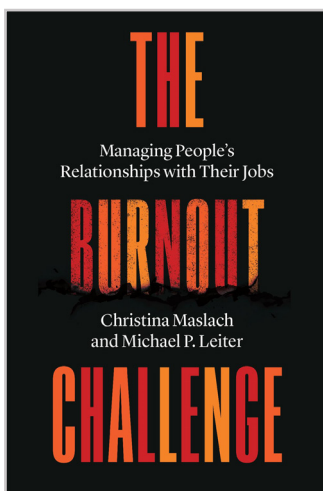
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» *The Truth About Burnout*

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» *The Tyranny of Merit* (FSG 2020):
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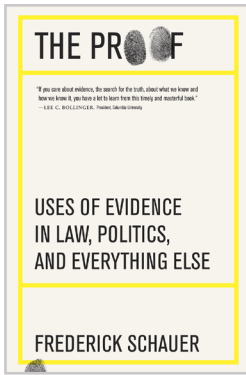
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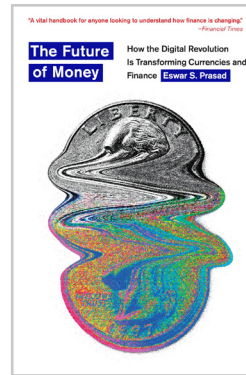
» *The Place of Prejudice*
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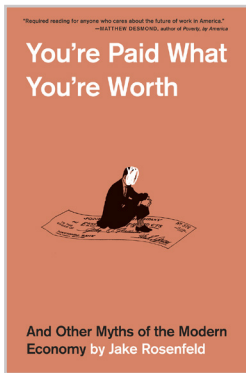
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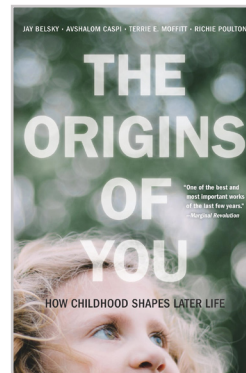
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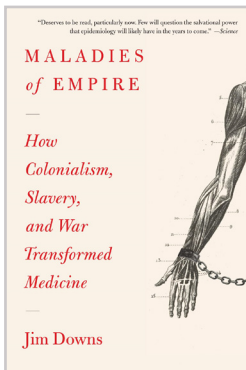
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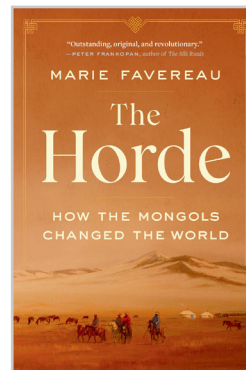
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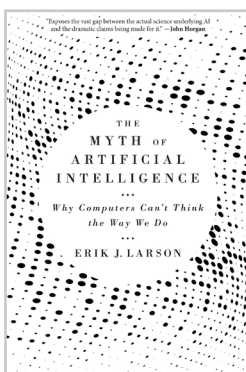
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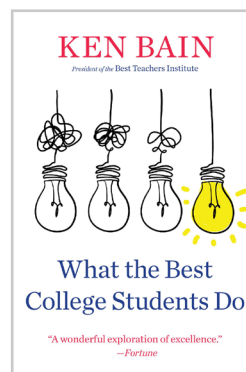
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SUBAGENTS

ARABIC

Dar Cherlin
Ms. Amélie Cherlin:
amelie@darcherlin.com

CHINESE (COMPLEX)

Bardon Chinese Media Agency
Ms. Luisa Yeh:
luisa@bardonchinese.com

CHINESE (SIMPLIFIED)

Bardon Chinese Media Agency
Ms. Ivan Zhang:
ivan@bardonchinese.com

CROATIAN, CZECH, AND UKRAINIAN

Oxford Literary and Rights Agency
Ms. Hana Whitton:
hana.whitton@btinternet.com

FRENCH

Marotte et Compagnie
Ms. Corinne Marotte:
corinne@marotteetcompagnie.ag

GERMAN

Liepman AG
Mr. Marc Koralnik:
marc.koralnik@liepmanagency.com

HEBREW

The Deborah Harris Agency
Ms. Geula Geurts:
geula@thedeborahharrisagency.com

JAPANESE

The English Agency
Mr. Tsutomu Yawata:
tsutomu_yawata@eaj.co.jp

POLISH

Graal Ltd.
Mr. Lukasz Wrobel:
lukasz@graal.com.pl

PORTUGUESE (WITHIN BRAZIL)

Seibel Publishing Services
Ms. Patricia Seibel:
patricia@patriciaseibel.com

PORTUGUESE (WITHIN PORTUGAL)

Ilídio Matos Agência Literária Lda.
Mr. Gonçalo Gama Pinto:
goncalo.gamapinto@ilidiomatos.com

RUSSIAN

Alexander Korzhenevski Agency
Mr. Igor Korzhenevski:
igor.akagency@gmail.com

SPANISH

International Editors Co.
Ms. Valentina Stefanini:
valentina.stefanini@internationaleditors.com

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Mr. Atilla Izgi Turgut:
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Subsidiary Rights Manager
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