

**CALL NUMBER CLASSIFICATION**  
**Biblioteca IESE**

**0. GENERAL WORKS**

**00. BIBLIOGRAPHY**

**01. LIBRARIANSHIP**

**02. ENCYCLOPAEDIA & DICTIONARIES**

**03. YEARBOOKS & DIRECTORIES**

1. Yearbooks
2. Directories

**04. STATISTICS**

**05. ATLAS, MAPS, COUNTRY INFORMATION**

1. International
2. Spain
3. Catalonia

# **1. MANAGEMENT**

## **10. MANAGEMENT: several subjects**

- .01 Management (not classifiable in other category)
- .02 Popularising management books
- .1 Managers (management roles, management development, middle managers, management succession)
- .11 Managers Biographies
- .12 Business history
- .2 Management by company size and ownership
- .21 Multinational companies management. International management
- .22 Medium-sized businesses. Small business
- .23 Family firms
- .24 Public corporations. Public sector
- .25 Service firms
- .26 Non-profit organizations
- .3 Comparative firms studies
- .4 Managing by sectors
- .41 Hospital management
- .42 Sport business management
- .5 Global management subjects (not classifiable under functions). Crisis management
- .51 Entrepreneurship. New products
- .52 Technological innovation. Technology transfer
- .53 Technologies. New technologies. Technological change and management
- .54 Total quality management
- .55 Management services
- .56 Negotiation
- .57 Systems analysis & theory
- .58 Management of knowledge
- .7 New subjects on organization
- .71 Learning organization

## **11. GENERAL MANAGEMENT. STRATEGIC MANAGEMENT**

- .01 General Management (not classifiable in other category)
- .02 Strategic management (not classifiable in other category)
- .03 Popularising general & strategic management books
- .1 General Management
- .11 Business policy
- .12 Corporate planning
- .13 Strategic alliances. Joint-ventures
- .2 Strategic management. Corporate strategy
- .21 Strategy
- .22 Strategic planning. Planning tools (BCG, PIMS)
- .3 Corporate strategy
- .31 Mergers & acquisitions
- .32 Vertical integration
- .33 Liquidation, exit or desinvestment strategies
- .34 Corporate restructuring. Reorganization
- .4 Business strategy
- .41 Competitive intelligence
- .42 Business competences. Skills
- .43 Value chain
- .5 Strategy implantation. Firm organization. Organizational design
- .51 Organizational structure. Centralisation/Decentralisation. Delegation
- .52 Management systems. Resource allocation. Selection. Evaluation. Training. Remuneration
- .53 Management by objectives. Management styles
- .54 Managers job design
- .55 Strategic control.
- .56 Managing directors. Board of directors
- .57 Organizational change
- .58 Managerial organization
- .7 New organizational forms
- .71 Organizational learning
- .72 Intellectual capital
- .9 Innovation management

## **12. ORGANIZATIONAL BEHAVIOUR**

- .01 Organizational behaviour (not classifiable in other category)
- .02 Popularising organizational behaviour books
  - .1 Motivation
  - .2 Human relations. Trust
  - .21 Communication & conflict
  - .3 Groups
    - .31 Groups relations
  - .4 Managerial work & leadership. Manager's action
    - .41 Power, influence & authority
    - .42 Decision making (related to human behaviour)
  - .5 Organizational development
    - .51 Organizational design (related to organizational behaviour)
    - .52 Organizational change (related to organizational behaviour)
  - .53 Corporate culture
  - .54 Empowerment

### **13. PERSONNEL MANAGEMENT & INDUSTRIAL RELATIONS**

- .01 Personnel Management (not classifiable in other category)
- .02 Industrial relations (not classifiable in other category)
- .09 Popularising personnel management & industrial relations books
- .1 Career development. Job search
- .11 Selection of personnel (employer point of view)
- .12 Personnel training
- .13 Job evaluation
- .14 Performance appraisal
- .15 Pay & Wages. Incentives
- .16 Retirement & Pensions
- .2 Career development. Job search (General)
- .21 Job search
- .22 Self-assessment. Career orientation. Counselling
- .23 CV. Motivation letters. Resumes
- .24 Interview preparation
- .25 Salaries & Negotiation
- .26 Networking
- .27 Career Guides
- .28 Employers
- .29 Head hunters
- .3 Work organization
- .31 Working conditions
- .32 Job security
- .33 Participation
- .34 Team work
- .35 Job enrichment
- .4 Industrial relations
- .41 Collective agreements & negotiations
- .42 Labour disputes. Strikes
- .43 Trade unions. Employers organizations
- .44 Industrial democracy
- .45 Co-operatives

## **14. PRODUCTION. OPERATIONS.**

- .01 Production (not classifiable in other category)
- .02 Operations (not classifiable in other category)
- .09 Popularising production and operations books
- .1 Organization and production management
- .11 Production planning & control
- .12 Production scheduling
- .13 Job design (methods & times, timing)
- .14 Project management
- .15 Processes management
- .2 Stock control & management
- .21 Industrial purchasing. Supplying
- .22 Import
- .23 Warehousing & packaging
- .3 Quality Control
- .4 Industrial productivity
- .5 Production automation
- .6 Logistics
- .7 Production technologies. Industrial design. Patents

## **15. QUANTITATIVE TECHNIQUES**

- .01 Quantitative techniques (not classifiable in other category)
- .09 Popularising quantitative techniques books
- .1 Statistics
- .11 Multivariate analysis
- .12 Forecasting techniques. Time series
- .2 Econometrics
- .21 Econometrics applied to the firm
- .22 Econometrics models
- .3 Operational research (linear programming, PERT, CPM). Mathematical programming
- .4 Decision theory
- .41 Game theory. Models theory. System Dynamics
- .42 Simulation

## **16. MARKETING**

- .01 Marketing (not classifiable in other category)
- .09 Popularising marketing books
- .11 Marketing handbooks
- .12 Marketing dictionaries
- .13 Marketing associations
- .14 Marketing legislation
- .2 Marketing Mix
- .21 Prices
- .22 Distribution. Distribution channels
- .23 Product. Brands
- .24 Promotion
- .25 Advertising
- .26 Public relations
- .27 Direct marketing.
- .3 Sales management.
- .4 Market research. Marketing research
- .5 Segmental marketing
- .51 Industrial marketing. High technology products marketing
- .52 Consumer marketing
- .53 Healthcare marketing
- .54 Financial services marketing
- .55 Services marketing & Marketing services
- .56 Retailing. Franchising
- .57 Wholesale
- .6 Specialised marketing subjects
- .61 Marketing policy
- .62 Marketing organization
- .63 Customer relations. Customer service
- .64 Marketing planning & control
- .65 Marketing strategy
- .66 International marketing
- .67 Market segmentation
- .68 Consumer behaviour
- .69 Merchandising

## **17. ACCOUNTING. CONTROL**

- .01 Control (not classifiable in other category)
- .02 Accounting (not classifiable in other category)
- .09 Popularising accounting & control books
- .1 Financial accounting
- .11 Group of societies accounting
- .2 Cost accounting
- .3 Auditing
- .4 Management control. Budgetary control. Control systems
- .5 Control theory
- .6 Information economy

## **18. FINANCE**

- .01 Finance (not classifiable in other category)
- .09 Popularising finance books
- .1 Financial management
- .2 Corporate finance
- .22 Capital structure of companies. Borrowing
- .23 Options
- .24 Futures
- .29 Financial instruments
- .3 Corporate finance. Empirical aspects
- .31 Corporate financial analysis. Ratios
- .32 Mergers & acquisitions
- .33 Valuation
- .34 Investments financial analysis
- .4 International finance
- .5 Capital markets
- .51 Portfolio management
- .52 Spanish Stock exchange. Fixed income
- .53 Spanish Stock exchange. Variable annuity
- .54 Foreign Stock exchange. Fixed income
- .55 Foreign Stock exchange. Variable annuity
- .6 Money markets
- 7. Financial institutions. Financial intermediaries
- .71 Commercial banks. Savings banks
- .72 Industrial & investment banks
- .73 Assurance firms
- .74 Payment systems
- .80 EVA. Economic value added

## **19. INFORMATION SYSTEMS**

- .01 Information systems (not classifiable in other category)
- .09 Popularising information systems books
- .1 Information systems management
- .11 Databases
- .12 Expert systems. Artificial intelligence
- .2 Information technologies
- .21 Informatics
- .22 Telecommunications
- .23 Software
- .24 Multimedia
- .25 Internet
- .26 Electronic commerce
- .3 Information systems planning & design
- .31 Information systems planning & design. Methodology
- .32 Information systems planning & design tools
- .33 Information systems and organizational change
- .34 Working systems. Teleworking
- .4 Information systems by typology.
- .41 Transactional information systems
- .42 Decision making information systems
- .43 Managerial information systems
- .44 Functional areas information systems
- .45 Interorganizational information systems
- .46 Training and educational information systems

### **3. ECONOMICS**

#### **30. ECONOMICS : MISCELLANY**

- .01 Economics (not classifiable in other category). Economic theory
- .09 General publications about economics
- .1 Economic statistics
- .2 Economic history
- .3 Economic investigation and methodology
- .4 Economic policy. Commercial policy
- .41 Economic planning. Business-Government relations
- .51 Labour economics. Demography (economic aspects)
- .52 Technological change economy
- .53 Regional economics. Regional planning
- .54 Welfare, health and education economics
- .6 Economic behaviour
- .7 Social economics

#### **31. MICROECONOMICS**

- .01 Microeconomics (not classifiable in other category)
- .1 Consumers and family theory. Demand. Household economics
- .2 Production and business theory. Supply
- .3 Income distribution theory
- .4 Markets and prices
- .5 General equilibrium and disequilibrium
- .6 Welfare economics
- .7 Uncertainty and information

## **32. ECONOMICS AND INDUSTRIAL ORGANIZATION**

- .01 Economics and industrial organization (not classifiable in other category)
- .1 Sector's structure, behaviour and results
- .2 Industrial policy
- .21 Competition policy
- .22 Regulation and public corporations. Privatization
- .3 Business economics
- .31 Transaction costs economy
- .4 Information economics
- .5 Game theory applied to economics

## **33. MACROECONOMICS. FISCAL AND MONETARY ECONOMICS**

- .01 Macroeconomics. Macroeconomics policies (not classifiable in other category)
- .02 Fiscal and monetary economics (not classifiable in other category). Economics financial systems
- .1 Consumption. Savings. Production. Employment. Investment.
- .2 Business cycles
- .3 Money. Interest rates
- .4 Monetary policy. Money and credit supply. Central banks (exchange rates)
- .5 Macroeconomic aspects of public finance
- .51 Fiscal policy and taxation. Public finance
- .6 Inflation and incomes policy
- .7 Economic growth
- .8 Economic development

### **34. INTERNATIONAL ECONOMICS**

- .01 International economics (not classifiable in other category)
- .1 International trade
  - .11 Foreign trade. Balance of payments
- .2 International moving of factors. Customs policy. Tariffs
- .3 International finance
- .4 International Institutions & Organizations
  - .41 World Bank
  - .42 International Monetary Fund
  - .43 European Community
- .5 Euro
  - .51 Euro and international commerce
  - .52 Euro's impact on particular fields (banks and banking,...)

### **35. PUBLIC ECONOMICS**

- .01 Public economics (not classifiable in other category)
- .1 Taxes. Subsidies
- .2 Public good
- .3 Government expenditure
- .4 Fiscal policy. Budget. National debt
- .5 Local & regional government

### **36. ECONOMIC SYSTEMS & DOCTRINES**

- .01 Economic systems & doctrines (not classifiable in other category)
- .1 History of economic doctrines
- .2 Capitalism & Liberalism
- .3 Socialism, communism, anarchism. Fascism
- .4 Comparative economic doctrines
- .5 Comparative economic systems
- .6 Democracy

### **38. ECONOMICS BY REGIONS**

- .01 Economics by regions (not classifiable in other category)
- .1 European economy (European countries)
- .11 European economic structure (European countries)
- .20 Spanish economy
- .21 Spanish economic structure
- .30 Autonomous regions economy
- .31 Catalan economy. Catalan economic structure
- .4 American economy & economic structure
- .5 Asia, Africa & Middle East economy & economic structure
- .9 World economy & economic structure

### **39. INDUSTRIAL & SERVICES SECTOR (SIC)**

- .01 Agriculture, Forestry & Fishing
- .10 Mining
- .15 Construction
- .20 Manufacturing
- .40 Transportation, Communication & Public utilities
- .50 Wholesale Trade
- .52 Retail trade
- .60 Finance, Insurance & Real Estate Services
- .70 Business Services
- .91 Health/Social Services & Public Administration
- .99 Sectors not classifiable in other category

## **4. PSYCHOLOGY & SOCIOLOGY**

### **41. PSYCHOLOGY**

- .41 Psychology (not classifiable in other category)
- .09 Popularising psychology books
- .1 Social psychology
- .11 Group dynamics
- .12 Leadership
- .13 Social learning. Human promotion
- .14 Comparative psychology
- .2 Industrial psychology
- .3 Organizational psychology

## **42. SOCIOLOGY**

- .01 Sociology (not classifiable in other category)
- .09 Popularising sociology books
- .1 Organizational sociology
- .11 Organizational theory
- .12 Corporate sociology
- .2 Work sociology
- .21 Work history
- .22 Work involvement
- .23 Bureaucracy and work
- .24 Work structuring. Occupational sociology. Classification of occupations
- .25 Women at work
- .26 Special groups (handicapped)
- .27 Unemployment
- .28 Work and social policy. Social care
- .3 Industrial sociology
- .31 Industrialism and society
- .4 Culture sociology
- .41 Knowledge sociology
- .42 Communication sociology. Media. Journalism
- .6 Sociology history
- .7 Sociology. Several subjects
- .71 Social anthropology
- .72 Demography. Population
- .73 Criminology
- .74 Social structure

## **5. LAW**

**51. COMPARED LAW**

**52. INTERNATIONAL LAW**

**53. PUBLIC LAW**

**54. CRIMINAL LAW**

**55. CIVIL LAW**

**56. CANON LAW**

**57. LEGISLATION BY GEOGRAPHIC AREA**

## **6. RELIGION, ETHICS AND PHILOSOPHY**

### **60. NATURAL THEOLOGY**

### **61. BIBLE**

### **62. DOGMATIC THEOLOGY**

### **63. MORAL THEOLOGY**

### **64. LITURGICAL & PASTORAL THEOLOGY**

### **65. RELIGIONS**

### **66. CHURCH HISTORY**

### **67. SOCIAL DOCTRINE OF THE CHURCH**

### **68. ETHICS**

- .01 Ethics (not classifiable in other category)
- .09 Popularising ethics books
- .1 General ethics
- .2 Professional ethics
- .3 Business ethics
- .4 Economics & ethics
- .5 Medicine & ethics
- .6 Environmental ethics

### **69. PHILOSOPHY**

## **9. OTHER SUBJECTS**

### **91. MATHEMATICS**

- .01 Mathematics (not classifiable in other category)
- .1 Analysis. Calculus
- .2 Algebra
- .3 Statistics. Probability
- .4 Numeric calculus
- .5 Logic

### **92. RESEARCH METHODOLOGY**

### **93. HISTORY, FINE ARTS AND CULTURE**

- .1 History (General)
- .11 History of Spain
- .2 Fine Arts (General)
- .3 Culture (General)

### **94. EDUCATION**

- .01 Education (not classifiable in other category)
- .1 Higher education
- .2 Post-graduate education
- .3 Permanent training. Management training
- .4 Teaching methods
- .5 IESE
- .6 Education guides
- .7 Learning and education with the new technologies

### **95. JOURNALISM**

- .01 Journalism (not classifiable in other category)
- .09 Popularising journalism books.
- .1 Political journalism
- .2 Business journalism
- .3 Economical journalism

### **96. LANGUAGE AND LITERATURE**

- .01 Language & Literature (General)

- .1 Spanish language
- .2 Spanish literature
- .3 English language
- .4 English literature
- .5 Other languages and literatures

## **99. OTHER SUBJECTS**

- .1 Environment. Ecology
- .2 Communication. Methods & techniques
- .3 Biographies
- .4 Political science