Annual Report
Of the Delegates of the University Press 2011/2012
One of the many advantages the Press offers the University of Oxford is its vast international reach. Through its high-quality publishing stemming from its network of global offices it plays a key role in furthering the University’s mission far beyond our Oxford home.

I saw the value of the Press’s international impact first-hand last year, both through my attendance at OUP India’s centenary celebrations in March, and on a recent visit to Hong Kong, where I had the opportunity to read to a group of young children using OUP China’s resources at its Oxford Path Centre. The experience was an engaging reminder of the important role the Press plays in helping people of all ages and cultures learn, and in creating a positive impression of what the Oxford brand stands for.

We have faced many challenges in the past year. Political unrest, economic instability, and increasing levels of unemployment impacted people around the world, and it has been truly heartening to see how successfully the Press has navigated these difficulties. It has continued to work with outstanding scholars and educational writers to create the best resources for students, teachers, and academics. Digital resources in particular continued their rapid growth. The Press now publishes 14,000 e-books, of which more than 5,000 were added last year, and sales of these titles have increased more than threefold in the last 12 months.

The Press’s recent increase in investment has begun to deliver exciting results—a theme which Nigel Portwood explores further in his own introduction to this Annual Report. I would like to highlight a small selection here to demonstrate how different aspects of the Press’s work further the University’s mission to the benefit of students and scholars around the world. Last year we launched a new platform, University Press Scholarship Online, which builds on the success of Oxford Scholarship Online by offering digital access to current and long out of print monographs from other university presses. By the end of the year, nine other presses had chosen to use this service, demonstrating that by collaborating with the not-for-profit publishing community, we can make important scholarship even more widely available.

The Press has been focusing on publishing for schools in emerging economies in South America, the Middle East, and Asia. Through our high-quality resources we are able to make a positive impact on students’ learning experiences in these regions, and over half of our schools publishing sales now come from emerging markets. We also provided materials for countries where education systems are being improved—for example in South Africa and Australia where we created hundreds of new titles to support curriculum change.

During the year, the Press transferred more than £53 million to the rest of the University. It has been used to fund important research, scholarship, and other educational activities, in particular, the John Fell OUP Research Fund, and the expansion of the Clarendon Fund for overseas scholarships.

As the Chairman of the Delegates, I would like to acknowledge the specific contribution of our one retiring Delegate. Professor Hermione Lee retired in March 2012, after serving for ten years as the Delegate for English Literature. Her untiring support for the lists she covered as well as her great insight and judgement across the board, were hugely appreciated within the Press. She combined her work as a Delegate with a busy and successful writing career of her own, and latterly, a position as President of Wolfson College. Literature publishing at OUP shows her influence in a number of ways, not least in a run of well-received literary biographies.

Professor Andrew Hamilton
Vice-Chancellor, University of Oxford
The Press completed another successful trading year despite the difficulties in the economic environment.

Before I reflect on last year’s achievements I would like to comment on the recent announcements by the UK Serious Fraud Office (SFO) and World Bank Group regarding the agreed resolutions we reached with them in July 2012.

In May 2011 the Press was alerted by the World Bank to the possibility of irregularities with payments related to tenders in East Africa. We immediately instructed external lawyers and forensic accountants to undertake a thorough investigation, and we self-reported the findings to the World Bank and the SFO.

The findings indicated that our two East African subsidiaries, OUP East Africa (based in Kenya) and OUP Tanzania, had offered and made payments intended to influence the outcome of a number of tenders in two East African countries between 2007 and 2010.

The terms of the settlements from the two agencies include a UK civil recovery order of £1.9 million, a $500,000 (£312,000) payment to the World Bank, debarment of OUP East Africa and OUP Tanzania from taking part in World Bank-funded tenders for three years, and a requirement for the Press to work with an independent compliance monitor to continue to improve its internal compliance programme.

The Press is committed to maintaining the highest ethical standards, and we were deeply concerned to have discovered evidence of wrongdoing in our East African subsidiaries. We do not tolerate this sort of behaviour. The Press’s management has been strengthened in the region and we have taken appropriate action in respect of those involved in this conduct.

Before these matters came to light we had already initiated a major integrity and compliance programme across the Press’s worldwide operations. We are committed to the highest standards of integrity throughout the Press, and we are redoubling our efforts to secure that commitment.
Key investments

Over the last three years, we have undertaken a series of ambitious investments to position the Press for the transition to digital publishing and to take advantage of the opportunities open to us.

As part of this programme we invested significantly in our academic publishing last year. We made important journal signings including the American Historical Review, the journal of the American Historical Association; developed innovative new online platforms such as University Press Scholarship Online; and introduced new business models including the advertising and subscriber based Oxford Dictionaries Online site. We also added additional sales, marketing, and editorial staff across the world in order to take advantage of rising demand from emerging markets, particularly in China and India.

21 new titles joined the Oxford Journals list in 2011/2012

Our educational publishing benefited from increased investment, with new series for the Spanish and UK markets, and the development of resources for new curricula in Australia and South Africa. We also developed educational services including professional development and assessment tools. We now provide face-to-face and online support for hundreds of thousands of teachers around the world, and offer a complete management system for private language schools in Brazil in the form of Achieve Languages, supporting the needs of teachers and students in innovative ways.

Many of these new publishing and service programmes depend on us having a sound technological infrastructure, and we have been strengthening this to support our growing range of digital products and learning platforms.

The benefits of our investment programme have started to show, in particular across our range of digital publications and services. Despite academic library budget cuts, and the uncertainty caused by a rapid shift to digital formats, we had a successful year in our academic publishing. We considerably increased the number of scholarly journals that we publish, with 21 titles joining the Oxford Journals collection, and we widened the dissemination of our print titles and digital products around the world, particularly in emerging markets. We are also responding to the changing needs of students and researchers by experimenting with different formats and business models. More than 110 of our journals now use some kind of open access model, while a growing number of our titles are available as apps and e-books, or from mobile devices.

We were also successful in schools markets across the world, gaining market share in countries including the UK, South Africa, and Spain. The continued growth in the number of international and bilingual schools further boosted sales; and we made progress in the English language teaching sector, with growth in Asia, South America, and the Middle East. It is now estimated that one in five English learners across the world utilizes an Oxford resource. Demand for digital content in classrooms increased last year, and we were able to respond by offering a series of innovative resources. Digital elements were included in classroom resources across all of our international school markets and for the first time the English Language Teaching division published more digital than print titles.

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Group sales in 2011/12 were £695 million, which was organic growth of 9.9%, and to which all of our publishing divisions contributed. This is a strong performance given the current economic climate, and we believe that it compares favourably to our publishing peers. Despite the increase in investment, we maintained a high level of surplus, which, before interest, the funding of the Oxford English Dictionary, minority interests, and taxation, and after the costs associated with the World Bank and SFO agreed resolutions, stood at £116 million.

1 in 5 English learners across the world utilize an Oxford resource

While financial success helps us to compete effectively and invest for the future, the fulment of the University’s scholarly and educational mission is our primary purpose. New publications, market share growth in key segments, and expansion into emerging markets all provided evidence of how we are reaching more people around the world. Investments made this year will play an important role in our long-term digital transition and allow us to support the learning and research needs of people across the world well into the future.

Sustaining success

As a department of the University of Oxford, we create world-class resources and make them available as widely as possible in pursuit of the University’s objective of excellence in research, scholarship, and education. Given our size—6,000 employees in more than fifty countries—and the importance of upholding the University’s excellent reputation, it is imperative that all of our employees understand the Press’s purpose and the behaviour expected of them, particularly in light of the events in East Africa. We have put in place a number of Press-wide initiatives designed to ensure that we work collaboratively and with integrity. This includes a new Press Code of Conduct, which presents a set of values and principles that underpin our work, and the online communication and collaboration platform Oxford Share. Combined with a clear focus on our mission, these types of initiative will help guide us as the Press evolves.

Next year we will launch a number of exciting new digital products and platforms in our academic and educational operations, further extending the range of our publishing and our global reach. Planned continued high levels of investment will position the Press for the future, and while there are undoubtedly risks and challenges arising from a range of economic and environmental factors, I am confident that the Press can overcome these and continue to provide the highest quality academic and educational resources for our millions of readers worldwide.

Nigel Portwood, Secretary to the Delegates and Chief Executive, Oxford University Press
Academic

Oxford University Press furthers the mission of the University of Oxford by producing high-quality academic resources for a variety of audiences. Its broad range of publications includes renowned scholarly books, journals, and online products for researchers; works for legal and medical professionals; textbooks for higher education students; as well as high-quality dictionaries, sheet music, and in-depth reference works.

Last year OUP published more than 3,500 academic titles across the world, in a wide range of print and digital formats.

Overview

The Press’s academic publishing continued its rapid evolution last year, with changing purchasing patterns, new business models, and shifting technological developments providing a range of challenges for the Press’s academic publishing programme. Educational and institutional budget cuts and falling print and retail sales in developed markets further added to the turbulence.

Despite these challenges, the Press was successful in its mission, disseminating content in an increasing range of formats and expanding its presence into new markets. An increasingly large number of new high-quality copyrights, combined with significant e-book and online product growth, and a string of successful major journal launches helped OUP to achieve some important successes.

The Global Academic Publishing division was the main contributor to the success, responding to the increasingly global nature of academic publishing by building its international staff numbers, particularly in India and China. Consolidating its US and UK operations into one legal entity further helped it to work more effectively on a global basis. Many of the academic publishing teams in the Press’s International Division branches also had successful years, notably OUP India, which celebrated its centenary during the year.

Continued investment in the Press’s digital infrastructure, the development of online products, increasing international co-ordination, and development of dictionary, higher education, and research publishing all further contributed to success.

OUP produced 675 higher education texts from publishing centres in eight countries last year, providing a wide range of high-quality resources for university students around the world.

OUP’s professional list benefited from the simultaneous launch of e-book and print editions of Blackstone’s Criminal Practice. It is the only text to offer all the material needed to practise in both UK Crown and magistrates’ courts and is now downloadable onto a range of digital devices.

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High street decline, falling trade book sales, and institutional budget reductions in developed markets provided challenges for the UK and US trade and academic lists this year, and while e-book growth did increase, it did not offset the shortfall in print sales. The corporate and professional market was further affected by tightened regulatory standards and reduced budgets. However, rapid economic growth in emerging markets provided opportunities for OUP to disseminate its content.

Steady progress was made in many publishing areas this year, particularly research publishing, with 21 high-quality and high-profile new journals added to the Oxford Journals range, including the American Historical Review, the journal of the American Historical Association. There are now over 270 titles in the Oxford Journals collection.

OUP’s professional list was extended and improved with the simultaneous launch of the e-book and print editions of Blackstone’s Criminal Practice, and the first substantial online update of the Oxford Textbook of Medicine. Our list of scholarly books aimed at a broader readership benefited from some key titles, including Bismarck: A Life and The Battle of Midway, which received critical acclaim, and titles such as From Christ to Coke which received positive media coverage.

It was a successful academic publishing year for many of OUP’s International Division branches. A range of new and updated titles helped increase sales in India; Canada’s small academic list was stable despite market difficulties and enjoyed a national best seller with the publication of Maple Leaf Empire; two major political titles led to double-digit growth in China; and Pakistan had an outstanding publishing year with a number of notable new titles, including a new series on Islamic philosophy.

OUP responded to an increase in demand for digital content this year. More than 5,000 additional titles were made available as e-books leading to a significant increase in sales, and additional investment was put into building digital infrastructure. Other university presses were also invited to publish through the Press’s University Press Scholarship Online platform, based on OUP’s renowned monograph collection, Oxford Scholarship Online (OSO). The International Division’s branches also responded to customers’ digital needs. OUP India started work on converting some of its titles to be hosted on OSO, and an app is now available for OUP China’s range of academic titles.

OUP produced higher education texts from publishing centres in eight countries last year, and there were impressive performances in many of its branches across the world.

There was a high level of uncertainty in the UK market due to the advent of increased tuition fees, further shifts to online retail and direct sales to institutions, and a change in institutional focus towards student feedback and job readiness.

The UK responded with an expanded publishing list and achieved increases sales, finishing ahead of budget. Particularly successful was the launch of two key law titles, the 13th edition of Criminal Law, and the 5th edition of EU Law: Text, Cases, and Materials, and the continued success of an extensive backlist.

Sales of titles exported from the UK also grew, and many of the Press’s International Division branches had a successful year. There was fast growth in Mexico and Australia; double-digit growth in India despite a flat market; and an increase in sales in Malaysia, thanks to a strong publishing programme which included digital elements. South African higher education sales also grew thanks in part to increased government investment, and Canada had a fruitful year, particularly in the humanities and social sciences where one in four titles sold in the country is now an Oxford text.

Sales in the US were affected by funding cuts. In spite of the tough market, however, there were some key successes, including large adoptions of the history text Of The People. Other highlights include the publication of the Press’s first graphic history, Abina and the Important Men and distribution of OUP’s first higher education e-books through the CourseSmart service.

There was increased demand for electronic licences for Oxford’s reference titles and lexicographical data last year. Oxford dictionaries are now included in all leading e-reading devices and licensed to key technology firms including Amazon, Google, and Apple.
In order to offer a possible solution, OUP this year launched University Press Scholarship Online (UPSO)—a new platform based on OSO, which allows other university presses to publish their own scholarly titles in one digital collection. Launched in September 2011, the service aggregates monograph content from other presses, making disparately published scholarship easily accessible via a cross-searchable online platform.

Timothy E. Wright, Chief Executive of Edinburgh University Press, one of the presses taking advantage of UPSO, speaks particularly highly of the service: ‘The unprecedented speed of change in the electronic publishing environment presents both challenges and significant opportunities for publishers,’ he said. ‘This presence will enable Edinburgh to continue to innovate in how we sell our books and journals using a single online platform whilst maintaining our individual branding.’

For Lenny Allen, Institutional Accounts Director in OUP’s Global Academic Publishing division, UPSO not only provides opportunities for presses such as Edinburgh, it also helps to further the aims of the Press: ‘We share a mission with other university presses to disseminate scholarly content as broadly as possible,’ he explained. ‘University Press Scholarship Online is a unique opportunity to do so in a collaborative way.’

By the end of last year, nine university presses had joined UPSO, with a total of 9,000 monographs on offer. Further additions are expected in the coming years, providing OUP with an opportunity to further scholarly dissemination at Oxford and beyond.

With the proliferation of information on the web, finding reliable scholarly sources swiftly and efficiently is a primary concern for academics. Through the renowned Oxford Scholarship Online (OSO) platform, OUP has made its monograph publishing programme available in a single online location since 2001, but for smaller university presses with more limited resources, building a similar platform has not necessarily been a feasible option—putting them at a disadvantage in the digital age.

Reaching the widest possible audiences with distinguished scholarly works is a key part of OUP’s mission, and Jonathan Steinberg’s Bismarck: A Life provides one example of how the Press achieved this last year.

Steinberg’s biography, which hit the New York Times best seller list, was a finalist for the acclaimed Samuel Johnson Prize. The book illuminates the life of the man who unified Germany by mastering the art of diplomacy but who also embodied everything brutal and ruthless about Prussian culture. Drawing heavily on primary documents, Steinberg allows Bismarck’s contemporaries to bring him to life, resulting in a portrait of titanic complexity and humanity.

Tim Bent, Executive Editor in OUP’s Global Academic Publishing division, acquired the title when another press, which had originally commissioned the project, turned it down on delivery of the manuscript: ‘The original manuscript was 300,000 words, but Jonathan was willing and indeed game to condense and contract, as long as it didn’t mean losing the stature he wanted his portrait of Bismarck to convey. I think that we succeeded.’

The finished product is a comprehensive and expansive biography that sheds new light on Bismarck’s character. It was published to critical acclaim, with former US Secretary of State Henry Kissinger reviewing it on the front page of the New York Times Book Review. He called Bismarck: A Life, ‘The best study of its subject in the English language.’

Aside from selling strongly in print form, Bismarck was one of the Press’s most popular e-books last year, selling thousands of copies in electronic format, and introducing this seminal work to new audiences across the world.

For details of further key new titles, please see our online Annual Report at www.oup.com
The Oxford Textbook of Medicine (OTM) is a flagship title at OUP, forming a key part of a prestigious medical publishing range that helps to support the vital work of clinical and nursing staff.

The OTM contains more than a million words in more than 600 articles from nearly 1,000 contributors. Creating new versions of such large reference works can take several years, resulting in older editions fast becoming out of date.

In order to keep the content of OTM as relevant as possible in the fast moving medical field, the Press launched OTM on the Oxford Medicine Online platform in 2010, and updated it online for the first time last year.

Every six months, each article is reviewed and updated to reflect changes in the relevant field, and content is systematically refreshed in order to ensure the product is of the highest value to the people who use it.

Additionally, sponsorship by the Wellcome Trust has enabled OTM to blaze a trail in medicine by providing free access to users in low- and middle-income countries through the World Health Organization’s HINARI programme.

Feedback from users has been positive, and one review in the prestigious Journal of the American Medical Association described the platform as ‘superb’ and ‘easy to navigate’. For Catherine Barnes, Editorial Director for OUP’s medical publishing, it is an important contribution towards the Press’s digital future.

OUP’s two South Asian offices in Pakistan and India have responded to rising demands for reference content with a series of acclaimed new works, providing an opportunity for OUP to disseminate a wealth of knowledge across this rapidly evolving part of the world.

Since 2004 OUP India has been building its list of companions and encyclopaedias, and this year’s Oxford Encyclopaedia of South Asian Christianity, New Oxford Companion to Economics in India, and Oxford Atlas of Ancient Indian History provide just three examples of important additions to its range. Its titles are now also being added to OUP’s online Digital Reference Shelf, helping it to reach new audiences globally.

OUP Pakistan also has a proud history of high-quality reference works, and this year’s Oxford Companion to Pakistani History tackled the difficult task of condensing all aspects of Pakistani history into 900 entries on a wide range of topics written by well-known contributors.

Ibrahim Saad, Managing Editor, Bilingual Dictionaries at OUP Pakistan explained the ethos behind the publishing: ‘Our mission is a priority for Oxford University Press Pakistan which has a well-established, solid reputation for maintaining high academic standards for all its publications. Our books offer a wealth of essential information due to the high quality of research and presentation.’

The works were well received by customers across the region. Sujata Patel, Professor and Head, Department of Sociology, Hyderabad Central University, India, was one of them: ‘OUP India’s academic and reference publishing has most distinctly defined research across South Asia,’ he explained. ‘The tradition of excellence continues, and OUP’s reference publishing remains indispensable to the scholarly and research communities, college teachers, students, and the general reading public in India.’

For details of further key new titles, please see our online Annual Report at www.oup.com
Education

Educational publishing is central to OUP’s mission, with resources for students and teachers across the world helping millions to further their education across numerous subjects in a vast range of languages.

Last year nearly 5,400 educational titles were published in print and digital formats for students of all ages from educational dictionaries to classroom resources, children’s fiction to English language teaching materials.

Overview

There were some challenges for the Press’s educational publishing this year. Government cutbacks, financial instability, and reduced consumer spending affected developed markets, while political change caused uncertainty in many developing regions. External factors including natural disasters in Japan and Thailand, events surrounding the ‘Arab Spring’, and import restrictions in Argentina added to the challenges.

OUP’s educational teams responded with a clear determination to further the Press’s mission in both new and existing markets through a wide range of well-received titles in print and digital formats. New resources and new editions of successful courses helped to build on success, while new teacher training and support packages allowed the Press to offer services beyond the traditional textbook.

This resulted in a successful year in key markets. There was growth in the UK and Spain despite government spending cuts, and sustained success in a number of schools markets in emerging countries and across the English language teaching field.

Digitization continues to affect classrooms at variable rates across the world, and the Press has harnessed technological opportunities by providing a series of new digital and blended products that enhance learning.

There was also rising demand from technology partners to license Oxford content—helping the Press to extend its reach.

English language teaching materials are now available in a wide range of formats, including mobile app versions of the long-running graded reader series, Bookworms.

Oxford Path launched in Hong Kong this year, providing a suite of English language learning resources and support for parents to use with their young children.
UK education

The Press’s UK education publishing division, Oxford Education, performed well this year despite severe market challenges. Continued government cutbacks and uncertainty around education reform, along with a decline in consumer confidence and retail sales, put pressure on the division. Growth was particularly rapid in the primary sector due to a matched-funding initiative from the UK Government for schools to purchase phonics materials; an increase in the sales of the recently acquired tactile mathematics system Numicon; and new strands of the literacy series Project X, a programme which focuses on making a difference for underachieving boys.

The division also saw a rise in its overall share of the secondary market thanks to a range of new titles in a number of subjects. It had particular success in geography and through its new suite of science materials for GCSE students which came complete with an innovative online homework service. The decline in sales through national retail impacted children’s book publishing, but was compensated through online retailers and special sales customers who sell direct to consumers. Fiction publishing helped buoyy sales—spearheaded by Gill Lewis’s debut novel Sky Hawk, which was published to widespread critical acclaim and received multiple award nominations.

A key theme throughout the Press’s UK publishing this year was support: for teachers, students, and parents. The literacy series Oxford Reading Tree’s ‘read at home’ programme was relaunched as Read with Biff, Chip and Kipper; the free online support website for parents, Oxford Owl, was expanded to include mathematics; e-books were offered to thousands of A-level students; and the Oxford School Improvement proposition continued to expand—providing more free resources, support, and professional development for primary school teachers.

OUP publishes educational resources across a wide range of subjects, often in local languages, and there were many successes around the world this year. In Spain a new upper secondary catalogue and bilingual primary series helped to increase sales in spite of very tough market conditions. There was also double-digit growth in India, where a string of new publishing series were well received; in Malaysia where 220 new titles sold well and school-based assessment resources were first to market; and in Pakistan where new series, adaptations, and local language titles, backed up by a teacher training programme, all contributed to success.

The Press also furthered its mission in Southern Africa, where the local publishing team responded well to a curriculum reform, taking a market-leading position with 500 new titles in 11 languages. Curriculum changes also impacted the Press’s activities in Australia, where Oxford secured a market-leading position in two subjects for the new national curriculum. Sales were slower in Hong Kong, Canada, and Mexico where regulatory and market challenges limited growth.

The growth of English-medium instruction saw increased sales of UK export titles, with International Baccalaureate materials and resources for Cambridge International Examinations selling well. The growth in demand for digital content continued to vary by region. Most of the Press’s educational products now have a digital element, and in Spain 64 new digital resources were produced across a range of subjects and age groups. OUP Australia launched the new oobook and assess platforms; a government-funded e-learning pilot scheme started in Hong Kong; and the addition of CD-ROMs and e-books boosted sales in India.

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International education

The continued global growth of English language learning supported even wider dissemination of OUP’s ELT resources last year. It is now estimated that one in five English language learners globally uses Oxford resources.

The English Language Teaching division had a successful year. It continued to build its regional presence across CAMENA (Central Asia, the Middle East, and North Africa), Europe, Latin America, Asia, and the US, and saw sales growth in all these territories. Strong publishing aided progress, with new and first editions of key primary copyrights, such as Everybody Up!, Treetops, and Let’s Go; secondary courses developed for specific regions around the world including English Plus for European markets, Engage and Got It in South America, and a new English learning Unit that helped to secure key adoptions including Headway in Saudi Arabia and Smart Choice in Mexico.

ELT publishing constitutes a large proportion of OUP’s International Division branch output: Canada had its biggest ever publishing year in ELT; India was buoyed by its new Pathways series; Mexico gained market share and achieved double-digit growth, spurred on by a big adoption of Smart Choice at the University of Guadalajara; and Malaysia also performed strongly.

In Spain, new primary courses Explorers and Stay Cool contributed to success, and distance-learning course My Oxford English grew its sales in the difficult corporate market; and in Hong Kong, Oxford Path provided a suite of resources and services for parents with children aged from just a few months old up to the age of six. OUP’s divisions also continued to pursue new opportunities in mainland China where the appetite for learning English continues to grow.

ELT customers increasingly require digital and ‘blended’ products combining both print and digital elements, and OUP is responding well to this demand. The ELT division has a significant digital investment programme. All its courses now include integrated digital components, and a growing number of its titles are available as apps for iPhone, iPad, and Android devices.

English language teaching (ELT)

The children’s dictionary market is in decline in many developed markets, but in spite of this many of OUP’s educational reference ranges performed exceptionally well this year.

In the UK, the entire children’s dictionaries range was re-launched to keep it authoritative, accessible, relevant, and engaging. Linked to free online resources to help teachers with lesson plans, the range achieved increased sales and market share growth.

In the International Division, Malaysia responded well to a growing market. Ten new titles with digital elements sold well, while India released its English–Mārathi Dictionary. Despite publishing a number of new titles, OUP Australia and New Zealand suffered from a fall in sales due to the rise of free online services and a growth in the import market. There was a fall in sales in Hong Kong due to print market decline and a lack of maturity in digital platforms.

English language teaching dictionaries had a positive year. The 8th edition of the bestselling Oxford Advanced Learner’s Dictionary spearheaded sales growth, with two million copies now sold since the edition’s 2010 release. Sales of the title were particularly impressive in Kenya, India, Germany, and Italy. ELT’s bilingual list also grew, with new Arabic, Persian, Catalan, and Italian titles added to the series. Four new dictionaries in the US greatly increased the number of titles available to students of all ages.

Demand for digital dictionaries is increasing globally, and the ELT division responded with downloadable versions of its WordPower and Oxford Advanced Learner’s Dictionary titles, as well as an OALD8 app for iPhone and iPad. There has been an increase in requests for licensing of children’s dictionary content to which the Press is now responding through a dedicated licensing team based in the UK.

Educational reference

The Press’s UK education publishing division, Oxford Education, performed well this year despite severe market challenges. Continued government cutbacks and uncertainty around education reform, along with a decline in consumer confidence and retail sales, put pressure on the division.

Growth was particularly rapid in the primary sector due to a matched-funding initiative from the UK Government for schools to purchase phonics materials; an increase in the sales of the recently acquired tactile mathematics system Numicon; and new strands of the literacy series Project X, a programme which focuses on making a difference for underachieving boys.

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An important way in which OUP furthers the University’s mission is by developing classroom resources that help teachers to do their jobs—and they need most support during times of curriculum change.

Last year the Press was able to support transition in UK secondary science by creating a series of resources for students and teachers working towards three new GCSE Science qualifications. A delay in specification accreditation meant that publishers had just a few months to produce resources and, in response, the UK secondary unit created a multi-department team to take care of the project from product concept and design to marketing and sales.

What resulted was a series of high-quality resources with 120 components which helped teachers get to grips with the new curriculum, and to focus their students on the subject. Each of the courses was also supported by an online site, allowing teachers to assign homework to their students for access at home.

In a fiercely competitive sector, OUP was the first publisher to bring its resources to the market, which resulted in high take-up and positive feedback. Mark Whillier, Head of Science at Cowes High School on the Isle of Wight was one of those who was convinced. ‘I’m very impressed with OUP’s new Twenty First Century Science books,’ he said. ‘Very good differentiation and lots of great up-to-date photos and new content. They look like great science books.’

For Science Publisher Les Hopper, the project was a big success—both for OUP and the teachers it serves: ‘Our team focused on getting the right support into schools at the right time,’ he said. ‘Blending the complementary strengths of print and digital media we were able to supply flexible and wide-ranging resources that teachers can either pick up and use or customize to their students’ needs.’

OUP has been publishing school books in South Africa for more than six decades, but since 2009 the entire education system has undergone significant reform, with implications for our publishing.

A fundamental review of all subjects has led to a reform programme across all school years due to be implemented in full by 2014, with new syllabi aimed at reducing the administrative load on teachers and focusing on developing students’ knowledge and skills.

The changes included an overhaul of all subject content guidelines across 12 school years, providing a tremendous challenge for OUP’s Southern Africa branch looking to provide students and learners with resources to support them through this transition.

The team created and implemented editorial, production, sales, and marketing campaigns, which included writing textbooks in up to 11 official languages to short deadlines set by the Department of Basic Education. OUP published two new courses including 536 titles in a single year, with expert writers, an in-depth market research programme, and a sound pedagogical approach.

OUP Southern Africa Managing Director Lieze Kotze is proud of the impact her team has had on teachers’ and students’ lives: ‘At the heart of our success was a deep belief that we can make a difference to education in South Africa. Through a combination of detailed planning, clear communication, and a healthy dose of flexibility and tenacity, we have been able to ensure that teachers in the diverse classroom environments of South Africa will have appropriate materials to teach with.’

The Southern Africa branch continues to work on resources for the curriculum and syllabi, with submissions for further year groups and subjects to follow in the coming years.

For details of further key new titles, please see our online Annual Report at www.oup.com
Achieve Languages
Educational services in a rapidly developing schools market

Increasing dissemination and reaching new audiences is a key part of OUP’s mission, and as Brazil is the world’s sixth largest economy and a growing educational market, it was a key focus for the Press last year.

The Brazilian schools market is quickly evolving and a recent development has been the move to the ‘sistema’ model in which schools purchase content, curriculum design, teacher training, technology platforms, and assessment in one coherent package.

OUP has a strong tradition of supporting Brazilian students learning English and this year it built on this success, developing a sistema to support second-language learning in English and Spanish.

Branded Achieve Languages, OUP’s programme combines manuals, forms, and procedures to support schools as well as specially selected books, supplementary reading, and digital learning support. A particular focus is also put on professional development, and teachers are encouraged to reflect on different aspects of their roles in order to improve students’ learning.

A string of private language schools have taken up the Achieve Languages offer and feedback has been positive. Héláde Cappai, a school Managing Director in Belo Horizonte praised the course for helping her school to get ahead: ‘Achieve appeared to us as a facilitator. It allowed us to take a step forward in the market for language schools, giving us credibility and structure so that we can be even more competitive.’

For details of further key new titles, please see our online Annual Report at www.oup.com
The University controls the policy of Oxford University Press through a group of Delegates appointed from the academic staff of the University.

The Delegates meet fortnightly during term-time under the chairmanship of the Vice-Chancellor.

They are actively involved in the publishing programme: all books are referred to them for approval and individual Delegates maintain a dialogue with editors in their specialist subject areas.

The University of Oxford has used a similar system to oversee the Press for over 300 years.

The Delegates of the University Press

- Professor Andrew Hamilton (Vice-Chancellor)
- Mr Laurence Whitehead (The Senior Proctor)
- Professor Brian Rogers (The Junior Proctor)
- Dr Teresa Morgan (The Assessor)
- Professor John Barton
- Professor Paul Craig
- Professor Roger Crisp
- Dame Kay Davies
- Professor Andrew Hurrell
- Professor Christopher Kennard
- Professor Frances Kirwan
- Professor Hermione Lee (to March 2012)
- Professor Ewan McKendrick
- Professor Martin Maiden
- Professor Anna Christina Nobre
- Professor Christopher Pelling
- Professor Mari Sako
- Professor Paul Slack
- Professor Ian Walmsley
- Mr Tim Barton
- (MD of Global Academic Business)
- Mr Nigel Portwood
- Mr David Gillard
- Mr Peter Marshall
- Ms Kate Harris
- Mr Neil Tomkins

The Finance Committee of the Delegacy

- Professor Andrew Hamilton (Vice-Chancellor)
- Mr Laurence Whitehead (The Senior Proctor)
- Sir John Vickers (Chair)
- Mr Nigel Portwood
- Professor John Barton
- Professor Ewan McKendrick
- Professor Kia Nobre
- Professor Mari Sako
- Professor Paul Slack
- Professor Ian Walmsley
- Mr Tim Barton
- (MD of Global Academic Business)
- Mr David Gillard (Group Finance Director)
- Mr Peter Marshall (MD of ELT Division)
- Mr Neil Tomkins (MD of International Division)

External Members:

- Mr Hugh Crisp
- Sir James Crosby
- Mr Richard Ensor
- Ms Charlotte Hogg

Details of committee attendance can be found on our online Annual Report at www.oup.com
We have examined the Abstract of the Accounts of the Trading Operations and the Delegates’ Property and Reserve Fund of Oxford University Press for the year ended 31 March 2012 which comprises the balance sheet, combined results, and statement of recognised gains and losses of the Trading Operations and the combined balance sheet and statement of financial activities of the Delegates’ Property and Reserve Fund (“the Abstract”).

This report is made solely to the Delegacy of the Oxford University Press, as a body, in accordance with our terms of engagement. Our work has been undertaken so that we might state to the Delegates those matters we are required to state in this report and for no other purpose.

To the fullest extent permitted by law, we do not accept or assume responsibility to anyone other than Oxford University Press and the Delegates as a body, for our audit work, for this report, for our audit report on the full annual Accounts of the Trading Operations and the Delegates’ Property and Reserve Fund of Oxford University Press.

Respective responsibilities of directors and the auditor

The Delegates are responsible for preparing the Abstract in accordance with the applicable Statutes of Oxford University. Our responsibility is to report to you our opinion on the consistency of the financial information contained in the Abstract with the audited annual Accounts of the Trading Operations and the Delegates’ Property and Reserve Fund of Oxford University Press.

Basis of opinion

Our work was limited to ensuring that the financial information within the Abstract was consistent with the audited annual accounts of the Trading Operations and the Delegates’ Property and Reserve Fund of Oxford University Press.

Opinion

In our opinion, the financial information contained in the Abstract is consistent with the audited annual accounts of the Trading Operations and the Delegates’ Property and Reserve Fund of Oxford University Press for the year ended 31 March 2012. The audited annual Accounts of the Trading Operations and the Delegates’ Property and Reserve Fund of Oxford University Press can be obtained from Oxford University Press, Great Clarendon Street, Oxford, OX2 6DP.

(Signed) Deloitte LLP
Chartered Accountants and Statutory Auditor
Reading, UK
11 July 2012
### Abstract of the Combined Balance Sheet of the Trading Operations as at 31 March 2012

<table>
<thead>
<tr>
<th></th>
<th>2012 (£'m)</th>
<th>2011 (£'m)</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>FIXED ASSETS</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Tangible assets</td>
<td>32.5</td>
<td>25.4</td>
</tr>
<tr>
<td>Intangible assets</td>
<td>35.5</td>
<td>19.4</td>
</tr>
<tr>
<td>Investments</td>
<td>0.5</td>
<td>0.5</td>
</tr>
<tr>
<td><strong>TOTAL ASSETS</strong></td>
<td>68.5</td>
<td>45.3</td>
</tr>
<tr>
<td><strong>CURRENT ASSETS</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Stock and work-in-progress</td>
<td>92.4</td>
<td>84.6</td>
</tr>
<tr>
<td>Debtors</td>
<td>167.4</td>
<td>147.0</td>
</tr>
<tr>
<td>Current asset investments</td>
<td>182.6</td>
<td>139.2</td>
</tr>
<tr>
<td>Cash at bank and in hand</td>
<td>42.8</td>
<td>45.9</td>
</tr>
<tr>
<td><strong>TOTAL CURRENT ASSETS</strong></td>
<td>485.2</td>
<td>416.7</td>
</tr>
<tr>
<td><strong>CURRENT LIABILITIES</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Creditors: amounts falling due within one year</td>
<td>(199.7)</td>
<td>(169.7)</td>
</tr>
<tr>
<td>Taxation</td>
<td>(9.3)</td>
<td>(9.0)</td>
</tr>
<tr>
<td>Bank loans and overdrafts</td>
<td>(3.0)</td>
<td>(3.6)</td>
</tr>
<tr>
<td><strong>TOTAL CURRENT LIABILITIES</strong></td>
<td>(212.0)</td>
<td>(182.3)</td>
</tr>
<tr>
<td><strong>NET CURRENT ASSETS</strong></td>
<td>273.2</td>
<td>234.4</td>
</tr>
<tr>
<td><strong>TOTAL ASSETS LESS CURRENT LIABILITIES</strong></td>
<td>341.7</td>
<td>279.7</td>
</tr>
<tr>
<td>Creditors: amounts falling due after more than one year</td>
<td>(7.5)</td>
<td>(4.9)</td>
</tr>
<tr>
<td>Provisions for liabilities</td>
<td>(2.4)</td>
<td>(2.5)</td>
</tr>
<tr>
<td><strong>NET ASSETS EXCLUDING PENSION LIABILITY</strong></td>
<td>331.8</td>
<td>272.3</td>
</tr>
<tr>
<td><strong>PENSION LIABILITY</strong></td>
<td>(17.2)</td>
<td>(23.9)</td>
</tr>
<tr>
<td><strong>NET ASSETS INCLUDING PENSION LIABILITY</strong></td>
<td>314.6</td>
<td>248.4</td>
</tr>
<tr>
<td><strong>CAPITAL EMPLOYED</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Accumulated fund</td>
<td>313.3</td>
<td>246.3</td>
</tr>
<tr>
<td>Minority interests</td>
<td>1.3</td>
<td>2.1</td>
</tr>
<tr>
<td><strong>TOTAL FUND</strong></td>
<td>314.6</td>
<td>248.4</td>
</tr>
</tbody>
</table>

### Abstract of the Combined Results of the Trading Operations for the year ended 31 March 2012

<table>
<thead>
<tr>
<th></th>
<th>2012 (£'m)</th>
<th>2011 (£'m)</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>TURNOVER</strong></td>
<td>695.5</td>
<td>648.6</td>
</tr>
<tr>
<td><strong>PROFIT BEFORE TAX</strong></td>
<td>115.1</td>
<td>122.6</td>
</tr>
<tr>
<td>Taxation</td>
<td>(9.3)</td>
<td>(8.7)</td>
</tr>
<tr>
<td><strong>PROFIT AFTER TAX</strong></td>
<td>105.8</td>
<td>113.9</td>
</tr>
<tr>
<td>Loss/(profit) attributable to minority interests</td>
<td>0.2</td>
<td>(1.7)</td>
</tr>
<tr>
<td><strong>NET PROFIT FOR THE YEAR</strong></td>
<td>106.0</td>
<td>112.2</td>
</tr>
</tbody>
</table>

The above results relate to continuing operations.

### Abstract of the Statement of Recognized Gains and Losses of the Trading Operations for the year ended 31 March 2012

<table>
<thead>
<tr>
<th></th>
<th>2012 (£'m)</th>
<th>2011 (£'m)</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>NET PROFIT FOR THE FINANCIAL YEAR</strong></td>
<td>106.0</td>
<td>112.2</td>
</tr>
<tr>
<td><strong>ACTUARIAL GAINS/(LOSSES) ON GROUP PENSION SCHEMES</strong></td>
<td>4.4</td>
<td>44.4</td>
</tr>
<tr>
<td><strong>CURRENCY TRANSLATION DIFFERENCES ON FOREIGN CURRENCY NET INVESTMENTS</strong></td>
<td>(4.4)</td>
<td>(5.3)</td>
</tr>
<tr>
<td><strong>TOTAL RECOGNIZED GAINS RELATING TO THE YEAR</strong></td>
<td>106.0</td>
<td>151.3</td>
</tr>
<tr>
<td><strong>ACTUARIAL GAINS/(LOSSES) ON GROUP PENSION SCHEMES</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Difference between actual and expected return on scheme assets</td>
<td>(14.7)</td>
<td>6.8</td>
</tr>
<tr>
<td>Effect of change in liability experience</td>
<td>(0.1)</td>
<td>0.3</td>
</tr>
<tr>
<td>Effects of changes in assumptions underlying the present value of scheme liabilities</td>
<td>19.2</td>
<td>37.3</td>
</tr>
<tr>
<td><strong>TOTAL FUND</strong></td>
<td>314.6</td>
<td>248.4</td>
</tr>
</tbody>
</table>
Abstract of the Combined Balance Sheet of the Delegates’ Property and Reserve Fund as at 31 March 2012

<table>
<thead>
<tr>
<th></th>
<th>2012</th>
<th>2012</th>
<th>2012</th>
<th>2011</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Strategic</td>
<td>Effective</td>
<td>Total</td>
<td>Total</td>
</tr>
<tr>
<td></td>
<td>Property</td>
<td>Operating</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>£'m</td>
<td>Reserve</td>
<td>£'m</td>
<td>£'m</td>
</tr>
<tr>
<td>FIXED ASSETS</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Tangible fixed assets</td>
<td>48.2</td>
<td>53.9</td>
<td>102.1</td>
<td>97.7</td>
</tr>
<tr>
<td>Investments</td>
<td>15.2</td>
<td>56.6</td>
<td>71.8</td>
<td>66.7</td>
</tr>
<tr>
<td></td>
<td>63.4</td>
<td>110.5</td>
<td>173.9</td>
<td>164.4</td>
</tr>
<tr>
<td>CURRENT ASSETS</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Debtors</td>
<td>-</td>
<td>1.3</td>
<td>1.3</td>
<td>2.3</td>
</tr>
<tr>
<td>Cash at bank and in hand</td>
<td>4.1</td>
<td>-</td>
<td>4.1</td>
<td>7.0</td>
</tr>
<tr>
<td></td>
<td>4.1</td>
<td>1.3</td>
<td>5.4</td>
<td>9.3</td>
</tr>
<tr>
<td>Creditors: amounts falling due within one year</td>
<td>(25.3)</td>
<td>(11.0)</td>
<td>(36.3)</td>
<td>(27.8)</td>
</tr>
<tr>
<td>NET CURRENT LIABILITIES</td>
<td>(21.2)</td>
<td>(9.7)</td>
<td>(30.9)</td>
<td>(18.5)</td>
</tr>
<tr>
<td>TOTAL ASSETS LESS CURRENT LIABILITIES</td>
<td>42.2</td>
<td>100.8</td>
<td>143.0</td>
<td>145.9</td>
</tr>
<tr>
<td>Creditors: amounts falling due after more than one year</td>
<td>(0.5)</td>
<td>-</td>
<td>(0.5)</td>
<td>(0.6)</td>
</tr>
<tr>
<td>NET ASSETS</td>
<td>41.7</td>
<td>100.8</td>
<td>142.5</td>
<td>145.3</td>
</tr>
<tr>
<td>RECONCILIATION OF FUNDS</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Opening balance</td>
<td>44.0</td>
<td>101.3</td>
<td>145.3</td>
<td>226.5</td>
</tr>
<tr>
<td>Net movement in funds</td>
<td>(2.3)</td>
<td>(0.5)</td>
<td>(2.8)</td>
<td>(81.2)</td>
</tr>
<tr>
<td>Closing balance</td>
<td>41.7</td>
<td>100.8</td>
<td>142.5</td>
<td>145.3</td>
</tr>
</tbody>
</table>

Abstract of the Combined Statement of Financial Activities of the Delegates’ Property and Reserve Fund for the year ended 31 March 2012

<table>
<thead>
<tr>
<th></th>
<th>2012</th>
<th>2012</th>
<th>2012</th>
<th>2011</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Strategic</td>
<td>Effective</td>
<td>Total</td>
<td>Total</td>
</tr>
<tr>
<td></td>
<td>Property</td>
<td>Operating</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>£'m</td>
<td>Reserve</td>
<td>£'m</td>
<td>£'m</td>
</tr>
</tbody>
</table>

INCOMING RESOURCES FROM GENERATED FUNDS

- Rental income from properties: 13.9, 1.9, 15.8 (15.9)
- Income from investments: 0.2, 0.8, 1.0 (0.9)
- Transfer from Trading Operations: -39.0, 39.0 (152.6)

TOTAL INCOMING RESOURCES: 14.1, 41.7, 55.8 (169.4)

RESOURCES EXPENDED

- Cost of generating funds
- Transfer of funds to the rest of the University:
  - Cash: - (53.3) (53.3) (234.7)
  - Property: - - - (7.5)
  - Benefits in kind: (0.7) - - (0.7)

Other resources expended: (9.4), (0.8), (10.2) (9.8)

TOTAL RESOURCES EXPENDED: (10.1), (54.1), (64.2) (252.7)

NET INCOMING/(OUTGOING) RESOURCES BEFORE TRANSFERS BETWEEN FUNDS

Transfer between funds: (6.0), 6.0 - -

NET OUTGOING RESOURCES FOR THE YEAR: (2.0), (6.4), (8.4) (83.3)

OTHER RECOGNIZED GAINS/(LOSSES)

- Surplus on revaluation of investment properties: - 5.9 5.9 2.1
- Currency translation differences on foreign currency net investments: (0.3) - (0.3) -

NET MOVEMENT IN FUNDS: (2.3), (0.5), (2.8) (81.2)

RECONCILIATION OF FUNDS

TOTAL FUNDS BROUGHT FORWARD: 44.0, 101.3, 145.3, 226.5

TOTAL FUNDS CARRIED FORWARD: 41.7, 100.8, 142.5, 145.3

The above results relate to continuing operations.
Prizes

The Press won a wide range of prizes and awards around the world last year.

A total of 110 accolades were awarded for our publishing, from esteemed literary and historical prizes in the UK and US to specialist awards for our educational titles, to publisher of the year awards in the UK and South Africa.

The Bancroft Prize

*Courage to Dissent: Atlanta and the Long History of the Civil Rights Movement*

by Tomiko Brown-Nagin

The Bancroft Prize was established at Columbia University in 1948 and is awarded annually to works about diplomacy or the history of the Americas. It is considered one of the most distinguished academic awards in the field of history.

Brown-Nagin was one of three authors given the prize in 2012. Her groundbreaking legal history of the civil rights movement, *Courage to Dissent*, integrates a grassroots, local-level story and a national story about the issues.

The author, a leading expert on legal history, constitutional law, and civil rights, uses the book to focus on the relationships between national-level activists and activists who focused on the local situation in Atlanta—providing a fresh insight into a much-discussed historical issue.

David McBride, Executive Editor, Academic in the Global Academic Publishing division, New York, was proud to have worked with the author on the book: ‘Tomiko does a fantastic job of integrating a story at the local level with a national story about civil rights,’ he said. ‘To be able to contribute to OUP’s distinguished US history list is highly meaningful as well. I’ve read many great OUP history titles over the years and I’m thrilled to be able to add to that tradition.’

BETT Award 2012

*Oxford Owl*

Each year prizes are awarded at the technology in education exhibition, BETT. Issued by the British Educational Suppliers Association (BESA), they recognize the best UK and international educational technology products, resources, and services.

*Oxford Owl*, a home-learning website from OUP’s Oxford Education division, won the Digital Collections and Resource Banks category. The site was launched in 2010, and has since grown both in the UK and around the world, thanks to its combination of engaging activities for children and expertise and guidance for parents.

Originally starting as a reading site, it has now been expanded to cover mathematics, and includes resources for children aged from 3 to 11. This includes more than 250 free e-books as well as expert advice, support, and information.

For Rod Theodorou, Primary Business Director for Oxford Education, the prize provided recognition for OUP’s work developing support resources for parents. ‘Parental engagement is proven to be a huge contributory factor to children’s learning success and so we are delighted that *Oxford Owl* has been recognized by BETT. We’re absolutely committed to providing both teachers and parents with free support when they need it most, and look forward to continuing to develop *Oxford Owl* as part of this mission.’

Selected awards are highlighted on these two pages.

For a full list of prizes, visit our 2012 Online Annual Report at [www.oup.com](http://www.oup.com)
The W.J.M. Mackenzie Book Prize is awarded annually by the Political Studies Association and is the UK’s leading award for the best book published in scholarly political science.

Iain McLean was a joint winner in 2011 with his title, *What’s Wrong with the British Constitution*. This provocative work argues that the traditional story of the British constitution does not make sense. It purports to be both positive and normative: that is, to describe both how people actually behave and how they ought to behave. The book goes on to offer a reasoned alternative.

The judges praised the title, calling it a: ‘very acute, thought-provoking book written with verve, wit and clarity’—and ‘a thought-provoking study and offers a compelling challenge to conventional thinking about the UK’s constitutional trajectory’, that ‘deserves a wide readership’.

The book’s editor Elizabeth Suffling said: ‘It’s rare for a volume to combine the highest-level scholarship with truly engaging, not to say trenchant, critique. Iain’s book does that in spades. It’s managed to influence the course of debate and legislation, too. In that sense, it reflects everything that we’re trying to do with our scholarly publishing in political science at Oxford.’

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The Sage/ILTA Book Award is a triennial award for the best book published in language testing. Presented at the ILTA Language Testing Research Colloquium Conference, it is given to books that raise awareness of fundamental issues in language testing, develop knowledge and understanding, and demonstrate originality in the treatment of the topic.

One of the winning titles this year was *Language Assessment in Practice* by Lyle Bachman and Adrian Palmer, which presents an innovative, easily applied approach to designing and developing language assessments.

The title is part of the *Oxford Applied Linguistics* series, a small but important part of OUP’s English Language Teaching division’s publishing which provides linguists, lecturers, and trainee teachers with up-to-date coverage of the latest research in applied linguistics.

Keith Layfield, Editor in the English Language Teaching Teacher Development team, said: ‘Winning this prestigious award highlights the expertise of Lyle Bachman and Adrian Palmer in this important field and demonstrates OUP’s commitment to being the leading publisher in the field of language assessment and testing.’

‘A very acute, thought-provoking book written with verve, wit and clarity’—judging panel