

**Paula L. Fleming
Books Through June 2009**

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Business Management/Career Development

Fashion

Gehlhar, Mary. (2008). *The fashion designer survival guide: Start and run your own fashion business* (Rev. exp. ed.). New York: Kaplan.

Financial Professionals

Demoss, Gary, & Anthony, Mitch. (2001). *The financial professional's guide to persuading 1 or 1,000*. Chicago: Dearborn.

Drozdeck, Steven. (2003). *The mega producers: Secrets of financial services superstars to lead you to the top*. Chicago: Dearborn.

Koreto, Richard J. (2004). *Run it like a business: Top financial planners weigh in on practice management*. Chicago: Dearborn.

Schreiber, Don. (2001). *Building a world-class financial services business*. Chicago: Dearborn.

Food

Hall, Stephen F. (2008). *Sell your specialty food: Market, distribute, and profit from your kitchen creation*. New York: Kaplan.

Health Care Professionals

Klass, Perri (Ed.). (2009). *The real life of a pediatrician*. New York: Kaplan.

McCarthy, Edward. (2009). *The malpractice cure: How to avoid the legal mistakes that doctors make*. New York: Kaplan. (see also Law and Law Enforcement)

Stassi, Mary E. (2007). *Math for nurses*. New York: Kaplan.

Vallano, Annette T. (2008). *Your career in nursing* (5th ed.). New York: Kaplan.

Information Technology

McMillan, Troy. (2007). *Change your career: Computer security as your new profession*. New York: Kaplan.

Job Hunting

Greene, Brenda. (2008). *Get the interview every time: Proven strategies from Fortune 500 hiring professionals*. New York: Dearborn.

Law and Law Enforcement

Goldberg, Gerald G. (2009). *Practical lawyering: The skills you did not learn in law school*. New York: Kaplan.

Hahn, Irene. (2009). *Building a Better Legal Profession's guide to law firms: The law student's guide to finding the perfect law firm job*. New York: Kaplan.

Hermann, Richard L. (2009). *The lawyer's guide to success in any job market*. New York: Kaplan.

McCarthy, Edward. (2009). *The malpractice cure: How to avoid the legal mistakes that doctors make*. New York: Kaplan. (see also Health Care Professionals)

Morley, Patrick. (2008). *Report writing for criminal justice professionals: Learn to write and interpret police reports*. New York: Kaplan.

Wynn, Mike. (2008). *Rising through the ranks: Leadership tools and techniques for law enforcement*. New York: Kaplan.

Motivation/Life Coaching

Ramirez, Efren, & Barrett, Chris. (2008). *Direct your own life: How to be a star in any field you choose!* New York: Kaplan.

Sanduski, Steve, & Carson, Ron. (2007). *Avalanche: The 9 principles for uncovering true wealth*. New York: Kaplan.

Nonprofit Sector

Beckwith, Sandra L. (2006). *Publicity for nonprofits: Generating media exposure that leads to awareness, growth, and contributions*. Chicago: Dearborn.

Coley, Soraya M., & Scheinberg, Cynthia A. (2007). *Proposal writing* (3rd ed.). Thousand Oaks, CA: Sage.

Real Estate Professionals

Babb, Danielle, & Lazo, Alex. (2007). *Real estate v2.0: A professional's guide to dynamic websites, blogs, and podcasts*. New York: Kaplan.

Baker, Tim. (2007). *The real estate professional's handbook for starting and running a successful business*. New York: Kaplan.

Irlander, Samuel. (2008). *Modern real estate practice in New York for salespersons* (10th ed.). Chicago: Kaplan.

White, Donald A. (2008). *Maryland real estate practice & law*. Chicago: Kaplan.

Sales/Marketing

Anthony, Mitch. (2003). *Selling with emotional intelligence*. Chicago: Dearborn.

Clark, Kevin A. (2004). *Brandscendence: Three essential elements of enduring brands*. Chicago: Dearborn.

Ludwig, George. (2004). *Power selling: Seven strategies for cracking the sales code*. Chicago: Dearborn.

Schawbel, Dan. (2009). *Me 2.0: Build a powerful brand to achieve career success*. New York: Kaplan.

Shonka, Mark, & Kosch, Dan. (2002). *Beyond selling value: A proven process to avoid the vendor trap*. Chicago: Dearborn.

Solomon, Robert. (2008). *The art of client service: 58 things every advertising & marketing professional should know* (rev. ed.). New York: Kaplan.

Stein, Dave. (2004). *How winners sell: Twenty-one proven strategies to outsell your competition and win the big sale*. Chicago: Dearborn.

Thull, Jeff. (2005). *The prime solution: Close the value gap, increase margins, and win the complex sale*. Chicago: Dearborn.

Webb, Michael, & Gorman, Tom. (2006). *Sales and marketing the Six Sigma way*. Chicago: Dearborn.

Winsor, John. (2004). *Beyond the brand: Why engaging the right customers is essential to winning in business*. Chicago: Dearborn.

Supervision and Leadership

Chester, Eric. (2005). *Getting them to give a damn: How to get your front line to care about your bottom line*. Chicago: Dearborn.

Duke Corporate Education. (2006). *Changing roles: Avoiding the transition traps*. Chicago: Dearborn.

Price, Bette, & Ritcheske, George. (2001). *True leaders: How exceptional CEOs and presidents make a difference by building people and profits*. Chicago: Dearborn.

Stone, Florence. (2003). *The essential new manager's kit*. Chicago: Dearborn.

Other

Fink, Steven. (2003). *Sticky fingers: Managing the global risk of economic espionage*. Chicago: Dearborn.

Gase, Timothy R. (2007). *The small business savings plan: 101 tactics for controlling costs and boosting the bottom line*. New York: Kaplan.

Grzelakowski, Mo. (2005). *Mother leads best: Fifty women who are changing the way organizations define leadership*. Chicago: Dearborn.

Hill, Brian, & Power, Dee. (2005). *The making of a bestseller: Success stories from authors and the editors, agents, and booksellers behind them*. Chicago: Dearborn.

Holland, Dutch. (2001). *Red zone management*. Chicago: Dearborn.

Hutcheson, James Olan. (2002). *Portraits of success: 9 keys to sustaining value in any business*. Chicago: Dearborn.

Kostner, Jaclyn. (2001). *Bionic eteamwork*. Chicago: Kaplan Business.

Lewis, Len. (2005). *The Trader Joe's adventure*. Chicago: Dearborn.

Rothbaum, Noah. (2007). *The business of spirits: How savvy marketers, innovative distillers, and entrepreneurs changed how we drink*. New York: Kaplan.

Smith, Vincent, & Stewart, Barbara Lyons. (2006). *Feng shui: A practical guide for architects and designers*. Chicago: Dearborn.

Solomon, Nancy B. (2007). *Architecture: Celebrating the past, designing the future*. New York: Visual Reference Publications. (My work was for Chicago: Dearborn.)

Spencer, Christopher Matthew. (2006). *The eBay entrepreneur*. Chicago: Dearborn.

Spiegel, Robert. (2001). *Net strategy: Charting the digital course for your company's growth*. Chicago: Dearborn.

Underwood, James. (2004). *What's your corporate IQ? How the smartest companies learn, transform, lead*. Chicago: Dearborn.

Yost, Mark. (2006). *Tailgating, sacks, and salary caps: How the NFL became the most successful sports league in history*. Chicago: Dearborn.

Personal Finance/Real Estate

Personal Finance

Douglas, Ann, & Lewin, Elizabeth. (2001). *Family finance: The essential guide for parents*. Chicago: Dearborn.

Downing, Neil. (2002). *The new IRAs and how to make them work for you*. Chicago: Dearborn.

Garrett, Sheryl, & Neiman, Debra. (2005). *Matrimony without money: The unmarried couple's guide to financial security*. Chicago: Dearborn.

Garrett, Sheryl, & Swift, Marie. (2004). *Just give me the answer\$: Expert advisors address your most pressing financial questions*. Chicago: Dearborn.

Goodman, Jordan E. (2003). *Reading between the lies: How to detect fraud and avoid becoming a victim of Wall Street's next scandal*. Chicago: Dearborn.

Oyster, Michael J. (2005). *Mission possible: Achieving outperformance in a low-return world*. Chicago: Dearborn.

Sandberg, Erica. (2008). *Expecting money: The essential financial plan for new and growing families*. New York: Kaplan.

Ventura, John. (2004). *The credit repair kit* (4th ed.). Chicago: Dearborn.

Real Estate (for Owners and Investors)

Bronchick, William, & Dahlstrom, Robert. (2006). *Flipping properties* (2nd ed.). Chicago: Dearborn.

Conti, Peter. (2007). *Making big money investing in foreclosures without cash or credit* (2nd ed.). New York: Kaplan.

Frank, Scott, & Heller, Andy. (2003). *Buy low, rent smart, sell high*. Chicago: Dearborn.

Geller, Tom. (2008). *Save my home! 10 steps to avoiding foreclosure*. New York: Kaplan.

Heavens, Al. (2005). *What no one ever tells you about renovating your home*. Chicago: Dearborn.

Hill II, Robert J. (2004). *What no one ever tells you about investing in real estate*. Chicago: Dearborn.

Irwin, Robert. (2006). *Find it, buy it, fix it: The insider's guide to fixer-uppers* (3rd ed.). Chicago: Dearborn.

Irwin, Robert. (2008). *For sale by owner* (6th ed.). New York: Kaplan.

Tymes, Elma, & Prael, Charles E. (2008). *Sell my home! 10 steps to finding a buyer today*. New York: Kaplan.

Wiedemer, James I. (2008). *The homeowner's guide to foreclosure: How to protect your home and your rights*. New York: Kaplan.

Williamson, Richard. (2008). *The real estate investor's guide to corporations, LLCs, and asset protection entities*. New York: Kaplan.

Education (for Education Professionals)

Instruction and Curriculum

- Algozzine, Robert F., Campbell, Pamela, & Wang, Jianjun. (2009). *63 tactics for teaching diverse learners: K–6*. Thousand Oaks, CA: Corwin.
- Algozzine, Robert F., Campbell, Pamela, & Wang, Jianjun. (2009). *63 tactics for teaching diverse learners: 6–12*. Thousand Oaks, CA: Corwin.
- Algozzine, Robert F., O'Shea, Dorothy J., & Obiakor, Festus E. (2009). *Culturally responsive literacy instruction*. Thousand Oaks, CA: Corwin.
- Burke, Kay. (2008). *What to do with the kid who . . .*. Thousand Oaks, CA: Corwin.
- Campbell, Pam, Algozzine, Robert, & Wang, Adam. (2010). *55 tactics for implementing RTI in inclusive settings*. Thousand Oaks, CA: Corwin.
- Chapman, Carolyn, & King, Rita. (2009). *Differentiated instructional strategies for reading in the content areas* (2nd ed.). Thousand Oaks, CA: Corwin.
- Chapman, Carolyn, & King, Rita. (2009). *Test success in the brain-compatible classroom*. Thousand Oaks, CA: Corwin.
- Chapman, Carolyn, & King, Rita. (2010). *Differentiated instructional strategies for writing in the content areas* (2nd ed.). Thousand Oaks, CA: Corwin.
- Chapman, Carolyn, & King, Rita. (2010). *Facilitator's guide to Differentiated Instructional Strategies for Reading in the Content Areas*. Thousand Oaks, CA: Corwin.
- Chapman, Carolyn, & King, Rita. (2010). *Facilitator's guide to Differentiated Instructional Strategies for Writing in the Content Areas*. Thousand Oaks, CA: Corwin.
- Conderman, Greg, Bresnahan, Mary Valerie, & Pedersen, Theresa. (2009). *Purposeful co-teaching: Real cases and effective strategies*. Thousand Oaks, CA: Corwin.
- DiRanna, Kathy, Osmundson, Ellen, Topps, Jo, & Barakos, Lynn. (2008). *Assessment-centered teaching: A reflective practice*. Thousand Oaks, CA: Corwin.
- Flippo, Rona F. (2008). *Preparing students for testing and doing better in school*. Thousand Oaks, CA: Corwin.
- Good, Linda. (2009). *Teaching and learning with digital photography: Tip and tools for early childhood classrooms*. Thousand Oaks, CA: Corwin.
- Heller, Daniel. (2007). *Curriculum on the edge of survival: How schools fail to prepare students for membership in democracy*. Lanham, MD: Rowman & Littlefield Education.
- Jay, Annemarie B., & Strong, Mary W. (2008). *A guide to literacy coaching: Helping teachers increase student achievement*. Thousand Oaks, CA: Corwin.
- Lindsey, Randall B., Nuri Robins, Kikanza, & Terrell, Raymond D. (2009). *Cultural proficiency: A manual for school leaders* (3rd ed.). Thousand Oaks, CA: Corwin.
- Luckner, John L., & Rudolph, Suzanne. (2009). *Teach well, live well: Strategies for success*. Thousand Oaks, CA: Corwin.
- O'Connor, Ken. (2009). *How to grade for learning: Facilitator's guide*. Thousand Oaks, CA: Corwin.

- O'Connor, Ken. (2009). *How to grade for learning: K–12* (3rd ed.). Thousand Oaks, CA: Corwin.
- Pierangelo, Roger, & Giuliani, George. (2008). *Classroom management for students with emotional and behavioral disorders: A step-by-step guide for educators*. Thousand Oaks, CA: Corwin.
- Pierangelo, Roger, & Giuliani, George. (2008). *Teaching in a special education classroom: A step-by-step guide for educators*. Thousand Oaks, CA: Corwin.
- Pierangelo, Roger, & Giuliani, George. (2008). *Teaching students with autism spectrum disorders*. Thousand Oaks, CA: Corwin.
- Pierangelo, Roger, & Giuliani, George. (2008). *Teaching students with learning disabilities: A step-by-step guide for educators*. Thousand Oaks, CA: Corwin.
- Roessing, Lesley J. (2009). *The write to read: Response journals that increase comprehension*. Thousand Oaks, CA: Corwin.
- Tollefson, Kaia, & Osborn, Monica K. (2008). *Cultivating the learner-centered classroom*. Thousand Oaks, CA: Corwin.
- Villa, Richard A., Thousand, Jacqueline S., & Nevin, Ann I. (2008). *A guide to co-teaching: Practical tips for facilitating student learning* (2nd ed.). Thousand Oaks, CA: Corwin.

Management and Leadership

- Barker, Cornelius L., & Searchwell, Claudette J. (2009). *Writing year-end teacher improvement plans—right now!! The principal's time-saving reference guide*. Thousand Oaks, CA: Corwin.
- Barton, Elizabeth A. (2009). *Leadership strategies for safe schools*. Thousand Oaks, CA: Corwin.
- Clark, Rick. (2009). *The principal as data-driven leader*. Thousand Oaks, CA: Corwin.
- Drago-Severson, Eleanor. (2010). *Leading adult learning: Supporting adult development in our schools*. Thousand Oaks, CA: Corwin.
- Glatthorn, Allan, & Jailall, Jerry. (2008). *The principal as curriculum leader* (3rd ed.).
- Hinduja, Sameer, & Patchin, Justin W. (2009). *Bullying beyond the schoolyard: Preventing and responding to cyberbullying*. Thousand Oaks, CA: Corwin.
- Kise, Jane, & Russell, Beth. (2007). *Differentiated school leadership*. Thousand Oaks, CA: Sage.
- Leithwood, Kenneth A., & Beatty, Brenda. (2008). *Leading with teachers' emotions in mind*. Thousand Oaks, CA: Corwin.
- Lindley, Frederick A. (2009). *The portable mentor: A resource guide for entry-year principals and mentors* (2nd ed.). Thousand Oaks, CA: Corwin.
- Ontario Principals' Council, & Clark, Rick. (2009). *The principal as data-driven leader*. Thousand Oaks, CA: Corwin.
- Ontario Principals' Council, & Massey, Linda. (2009). *The principal as professional learning community leader*. Thousand Oaks, CA: Corwin.
- Ontario Principals' Council, & Strangway, Lynn. (2009). *The principal as mathematics leader*. Thousand Oaks, CA: Corwin.
- Sennett, Frank. (2008). *FUNdraising: 50 proven strategies for successful school fundraisers*. Thousand Oaks, CA: Corwin.

Wilmore, Elaine L. (2008). *Superintendent leadership: Applying the Educational Leadership Constituent Council standards for improved district performance*. Thousand Oaks, CA: Corwin.

Test Prep and Education (for Students, Parents, and Professionals Seeking Licensing)

Precollege

- Bishop, Sangeeta K., Parrott, Christine, Martie, Chuck, & Miller, Raymond. (2010). *AP Macroeconomics/Microeconomics 2010*. New York: Kaplan.
- Hogan, Katherine S. (2009). *GED writing workbook* (3rd ed.). Hauppauge, NY: Barron's Educational Series.
- Howe, Randy. (2007). *101 ways to prep for high school*. New York: Kaplan.
- Howe, Randy. (2008). *Globetrotting Brainiac: 600 historical facts and fun trivia from around the world*. New York: Kaplan.
- Howe, Randy. (2008). *Nifty 50 states Brainiac: 600 historical facts and fun trivia about the United States*. New York: Kaplan.
- Howe, Randy. (2008). *Spelling bee brainiac: 600 spelling challenges for word amateurs and experts ages 10 and up*. New York: Kaplan. (Spelling flashcards)
- Kaplan. (2006). *Inside the TOEFL iBT* (2nd ed.). Chicago: Kaplan.
- Kaplan. (2007). *Kaplan college guide 2008*. New York: Author.
- Kaplan. (2008). *ACT in a box*. New York: Author.
- Kaplan. (2008). *Kaplan CAHSEE mathematics: California High School Exit Exam*. New York: Author.
- Kaplan. (2008). *Kaplan college guide 2009*. New York: Author.
- Kaplan. (2008). *Math for moms and dads*. New York: Author.
- Kleinschmidt, Ulrich, & Brown, Bill. (2010). *AP U.S. Government and Politics 2010*. New York: Kaplan.
- Leff, Lawrence S. (2009). *Math workbook for the SAT* (4th ed.). Hauppauge, NY: Barron's Educational Series.
- Malachuk, Katie. (2009). *You're accepted: An enlightened way to lose the stress, discover yourself, and get into the college that's right for you*. New York: Kaplan.
- Marx, Andrew. (2007). *Shortcut algebra I*. New York: Kaplan.
- Marx, Andrew. (2007). *Shortcut algebra II*. New York: Kaplan.
- McCann, Stephanie, & Wise, Eric. (2008). *Anatomy coloring book* (3rd ed.). New York: Kaplan. (Textbook: biology)
- Nitardy, Nancy. (2007). *Get paid to play*. New York: Kaplan.
- Pivarnik-Nova, Denise. (2010). *AP English Language and Composition 2010*. New York: Kaplan.
- Swanson, Kelly. (2008). *Kaplan AP Human Geography* (2008 ed.). New York: Kaplan.
- Thomas, Laneshia, & Wink, Mary. (2007). *Spotlight ACT: 25 lessons illuminate the most frequently tested topics*. New York: Kaplan.

College and Postgraduate

- Fischer, Conrad. (2008). *USMLE Pharmacology and Treatment flashcards: The 200 questions you're most likely to see on the exam for Steps 1, 2, & 3*. New York: Kaplan.
- Fischer, Conrad. (2008). *USMLE Physical Findings flashcards: The 200 questions you're most likely to see for Steps 2 & 3*. New York: Kaplan.
- Fischer, Conrad, & Reichert, Sonia. (2009). *USMLE Step 3: Master the Boards*. New York: Kaplan.
- Gade, Sandy. (2007). *College unzipped*. New York: Kaplan.
- Goodman, Eric, Gratz, Anna, Ojserkis, Ray, & Verini, Bob. (2009). *GRE premier LIVE (2010 ed.)*. New York: Kaplan.
- Goodman, Eric, Karnes, Michelle, & Downey, Ed. (2010). *GMAT advanced: Intensive prep for top students (2010–2011 ed.)*. New York: Kaplan.
- Hong, Gar. (2007). *New GRE math workbook 2008*. New York: Kaplan.
- Kaplan. (2007). *Inside the GRE (int'l ed.)*. New York: Author.
- Kaplan. (2007). *PCAT test prep (2008–2009 ed.)*. New York: Author.
- Kaplan. (2008). *OAT: Optometry Admissions Test (2009–2010 ed.)*. New York: Author.
- Kaplan. (2009). *GMAT: Math foundations*. New York: Author.
- Kaplan. (2009). *GMAT: Premier live (2010 ed.)*. New York: Author.
- Kaplan. (2009). *GMAT: Strategies, practice, and review (2010 ed.)*. New York: Author.
- Kaplan. (2009). *GMAT direct: Streamlined review and strategic practice from the leader in GMAT prep*. New York: Author.
- Kaplan. (2009). *GRE exam direct: Streamlined review and strategic practice from the leader in GRE preparation*. New York: Author.
- Kaplan. (2009). *LSAT direct: Streamlined review and strategic practice from the leader in LSAT prep*. New York: Author.
- Kaplan. (2009). *MCAT practice tests (6th ed.)*. New York: Kaplan.
- National Society of Collegiate Scholars. (2007). *Adventures abroad: The student's guide to studying overseas*. New York: Kaplan.

Professional Licensing/Certification

- Banks, James, Das, Braja M., Larock, Bruce, Nelson, Thomas, & Williams, Alan. (2007). *Civil Engineering: PE problems & solutions (17th ed.)*. Chicago: Kaplan.
- Irlander, Sam. (2008). *Modern real estate practice in New York for salespersons (10th ed.)*. Chicago: Dearborn Real Estate Education. (Test-prep: real estate licensure)
- Rodriguez, Jorge. (2008). *Civil engineering: PE sample exam (2nd ed.)*. Chicago: Kaplan.
- White, Donald A. (2008). *Maryland real estate practice & law (12th ed.)*. Chicago: Dearborn Real Estate Education. (Test-prep: real estate licensure)
- Williams, Alan. (2007). *Civil & structural engineering: Seismic design review for the PE exam (6th ed.)*. Kaplan—AEC Education.

Williams, Alan. (2007). *Structural engineering: PE license review problems and solutions* (6th ed.). Kaplan—AEC Education.

Yasgoor, Karen, & Bressler, Susan C. (2008). *Kaplan human resource certification: Proven, practical tools to help you pass the PHR & SPHR exams*. New York: Kaplan.

College Textbooks

Chambliss, Daniel, & Schutt, Russell. (2009). *Making sense of the social world*. Thousand Oaks, CA: Sage. (Sociology)

Forbes, William T. (2008). *The investigation of crime*. New York: Kaplan. (Law enforcement)

Swanson, Jane L., & Fouad, Nadya A. (2009). *Career theory and practice: Learning through case studies* (2nd ed.). Thousand Oaks, CA: Sage. (Applied psychology)

Thurman, Paul. (2008). *MBA fundamentals: Statistics*. New York: Kaplan. (Mathematics)

Health Care (for Patients)

Klein, Eric A. (2009). *The Cleveland Clinic guide to prostate cancer* (2nd ed.). New York: Kaplan.

Starling, Randall. (2009). *The Cleveland Clinic guide to heart failure*. New York: Kaplan.

Thacker, Holly L. (2009). *The Cleveland Clinic guide to menopause*. New York: Kaplan.

Memoir and History

Corcoran, John. (2008). *The bridge to literacy: No child—or adult—left behind*. New York: Kaplan.

Muhlhahn, Cara. (2008). *Labor of love: A midwife's memoir*. New York: Kaplan.

Romano, Phil. (2005). *Food for thought*. Chicago: Dearborn.

T. W. (2008). [Unpublished book manuscript].

Yoo, John. (2010). Epilogue. *Crisis and command: A history of executive power from George Washington to George W. Bush*. New York: Kaplan.

Travel Guides

Mobil Travel Guide. (2008). *Mobil Travel Guide: Antiques & collectibles*. Chicago: Author.

Mobil Travel Guide. (2008). *Mobil Travel Guide: Beijing*. Chicago: Author.

Mobil Travel Guide. (2008). *Mobil Travel Guide: Lodgings for less*. Chicago: Author.

Mobil Travel Guide. (2008). *Mobil Travel Guide: National parks*. Chicago: Author.

Mobil Travel Guide. (2008). *Mobil Travel Guide: New York*. Chicago: Author.

Mobil Travel Guide. (2008). *Mobil Travel Guide: Northwest*. Chicago: Author.

Mobil Travel Guide. (2008). *Mobil Travel Guide: On the road with your pet*. Chicago: Author.

Other

American Library Association. (2007–). *Guide to reference* [database]. Chicago: Author.

Burckhardt, Judith A. (2008). "Foreword." Foreword to Florence Nightingale, *Notes on Nursing and Other Writings*. New York: Kaplan.

Fischer, Conrad. (2008). "Foreword." Foreword to Hippocrates, *The Corpus: The Hippocratic Writings*. New York: Kaplan.

Kaplan, Morris B. (2009). "Socratic Method?" Foreword to Plato, *The Socratic dialogues*. New York: Kaplan.