



London Book Fair 2010

Rights Guide

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Non-Fiction

Forthcoming

Gina Perry

BEYOND THE SHOCK MACHINE: the untold story of the Milgram obedience experiments

(Popular Science/Biography, September 2011)

The fascinating, surprising, and troubling story of modern psychology's most famous and controversial experiments — Stanley Milgram's obedience research.

In the summer of 1961, ordinary people volunteered for what they thought was an experiment about memory at Yale University, designed by Stanley Milgram.

The volunteers were urged by a lab-coated experimenter to give electric shocks to a person just like themselves. Despite the victims' escalating cries of pain, and their mounting agitation and stress, more than half of Milgram's volunteers obeyed instructions and gave what they believed were dangerous and perhaps even fatal electric shocks to a stranger they'd just met.

What Milgram's volunteers didn't know was that the electric-shock machine was a prop, both the experimenter and the victim were actors, and the subject of the experiment was not memory but how readily we obey authority.

Milgram's research created immediate and lasting controversy. Some called the obedience experiments the most important psychological research of the 20th century; others described them as vile and in line with the human experiments of the Nazis.

The fame of Milgram's experiments has since leapt from the academic world to popular culture, inspiring plays and novels, films and songs. A recent rash of re-enactments — including a 2010 French reality TV show based on the experiment — are testament to our continuing fascination with this topic.

But, despite their fame, most of us know little more than the standard textbook description of the obedience experiments, based on Milgram's version of events.

Now, through painstaking research, Perry discovers the fascinating and troubling real story of Milgram's research, and answers her own lingering questions. How did Milgram's volunteers feel about taking part and how did it affect them afterwards? Why did Milgram keep some of his experiments secret? And how reliable was he as a narrator of the story of his own research?

Gina Perry is an Australian psychologist and widely published writer and broadcaster. Her feature articles, columns, and short fiction have been published in Australia's leading newspapers and literary magazines. Her ABC Radio National documentary about Stanley Milgram's experiments, *Beyond the Shock Machine*, won the Silver World Medal for history documentary in the 2009 New York Festivals radio awards.

Material: proposal and sample chapters available

John Carroll

GREEK PILGRIMAGE: in search of the foundations of the West

(Travel/History, November 2010)

This is a travel book in the grand sense. The horizons it explores are of land and sea, and of the mind.

Greek Pilgrimage is a meditation on classical Greece, journeying through its great sites, monuments, and cultural works. On the way, it examines the country's pivotal role in the foundation of the modern world. We who are born into the West are all Greeks. Here lie our roots.

The ancient Greeks invite us to think about who we are, and the best ways to organise ourselves, to build institutions, and to make our cities beautiful. They lead us into a sceptical orientation to ourselves and the world we inhabit, questioning the meaning of it all. They have bequeathed to us science and philosophy, drama and sport, our engagement with nature, and much else that graces our modern world.

In Greece, our metaphysical perspective was set. We were introduced to the mystery — an abiding sense that there is a deep secret, one which somehow holds the key to the big questions about life. An aura lives on, a mysterious vitality, among the ruins that remain today — in Delphi, at Olympia, and on the Acropolis.

Greek Pilgrimage is also designed to serve as a practical guide for the modern traveller to Greece. Two itineraries are recommended at the end, with maps and illustrations. Colour photographs are used throughout.

John Carroll is professor of sociology at La Trobe University in Melbourne. His recent books include *The Wreck of Western Culture* (2004), *The Existential Jesus* (2007), and a substantially revised edition of *Ego and Soul* (2008).

Material: manuscript available (app 50,000 words)

Ken Crispin

THE QUEST FOR JUSTICE

(Law/Current Affairs, June 2010)

A liberal judge explains and defends the West's system of justice, and attacks the counter-productive 'war on drugs' and 'war on terror'.

What is justice? How does our legal system work? And how can we trust a system that is so changeable and widely criticised? These are some of the fundamental questions that former Supreme Court judge Ken Crispin sets out to answer in this enlightening and thought-provoking book.

The law is one of the cornerstones of western democracy, and the judiciary one of its most cherished institutions. From a heritage of feudalism and repression, our highly complex criminal-justice system has evolved to encompass a respect for social values and the rights of individuals. Recently, however, it has become obvious that rights such as freedom of speech, freedom of association, and freedom from detention without trial are becoming increasingly endangered. The tough-on-crime rhetoric of police and politicians, the 'war on drugs', the

‘reforms’ designed to increase conviction rates, and the loss of rights due to fear of terrorism all point to an erosion of justice in western societies.

Ken Crispin’s wealth of experience makes him the ideal guide for finding a way through these thorny legal thickets. Moved by the anguish of those crying out for justice, which he has observed throughout his career, Crispin lays bare the strengths and weaknesses of the legal system with great clarity and compassion. Compelling and easily comprehensible, but never simplistic, this is the definitive guide to justice as we know it.

Ken Crispin commenced practice as a Sydney barrister in 1973 and moved to Canberra in 1979, where he appeared for a number of high-profile defendants, including Lindy and Michael Chamberlain. He became a Queens Counsel in 1988, and was appointed Director of Public Prosecutions for the Australian Capital Territory in 1991, chairman of the Bar Association in 1996, a Supreme Court judge in 1997, and president of the ACT Court of Appeal in 2001. He chaired the ACT Law Reform Commission between 1996 and 2006. In his spare time, he completed a PhD in ethics and wrote two books, numerous articles on law and ethics, and the libretto for an opera.

Material: PDF available (352pp, trade pb)

Maryrose Cuskelly

ORIGINAL SKIN: exploring the marvels of the human hide

(*Popular Science*, August 2010)

***Original Skin* is the grand and sweeping story of our largest organ — the exquisitely sensitive, constantly reactive, and staunchly protective human skin.**

Our skin is where we end and the rest of the cosmos begins, and an essential first port of call in understanding the way in which we each connect with the world.

Reading *Original Skin* is like revisiting a home town long taken for granted — treading the echoing streets of history, the brisk boulevards of anatomical science, and the intimate alleyways of personal experience in the company of Cuskelly, the wonder of skin is revealed anew. It’s a captivating journey, complete with surprise discoveries, rewarding diversions, and memorable characters.

From tickling to Botox to books bound in human skin, this book is a complete exploration of our mysterious skin, and a must-read for anyone who wants to know more about the only thing that separates each of us from the rest of the universe.

Maryrose Cuskelly is a freelance editor and writer. Her essays and articles have been published in a range of magazines, journals, and newspapers including *The Age*, *The Australian*, *Family Circle*, *WellBeing*, *Melbourne Bride*, *The Big Issue*, *The Melbourne Times*, *Lowdown*, *RealTime*, and the *University of Melbourne Voice*. In 2006, she co-wrote with Nic Frances the winning proposal for the Iremonger Award for writing on public issues and the ensuing book, *The End of Charity*, published by Allen & Unwin in 2008.

Material: manuscript available (app 57,000 words)

Leah Kaminsky (ed)
THE PEN AND THE STETHOSCOPE
(*Literature/Medicine*, November 2010)

A star-studded cast of doctor-writers present their responses to the existential challenges and traumatic situations they have to deal with on a daily basis.

The Pen and the Stethoscope is a unique collection of fiction and non-fiction by gifted doctor-writers that gives us a fascinating look behind the doctor's mask. This book provides choice examples of doctors' close observations of their working lives.

With a foreword by Jerome Groopman, contributors include Oliver Sacks, Atul Gawande, Irvin Yalom, Jacinta Halloran, Peter Goldsworthy, Ethan Canin, Robert Jay Lifton, Danielle Ofri, Perri Klass, Nick Earls, Ethan Canin, Sandeep Jauhar, and Leah Kaminsky.

Leah Kaminsky is the author of three books. She is a practising family physician, has published prose and poetry in many literary magazines, and is currently completing her first novel, *The Waiting Room*, which was long-listed for the 2010 Scribe Fiction Prize in 2009. She studied writing at the Iowa Writer's Workshop, NYU, and Deakin and RMIT Universities, and is a student in the MFA program at Vermont College, Montpelier.

Material: manuscript available (app 60,000 words)

Ramona Koval
SPEAKING VOLUMES: conversations with remarkable writers
(*Literary Studies/Biography*, September 2010)

A stunning collection by an internationally renowned master of the interview genre, engaging writers in conversations that are incisive, provocative, and downright funny.

Ramona Koval is a regular guest interviewer of high-profile writers at major Australian and New Zealand writers' festivals, as well as at the Edinburgh and Montreal book festivals, and the Cheltenham literary festival. In this new collection, she presents the most fascinating interviews from her 2005 book *Tasting Life Twice*, along with brand-new interviews with some of the most important writers of our times.

Through Koval, we are privy to the ruminations of Joseph Heller, Joyce Carol Oates, Mario Vargas Llosa, Saul Bellow, Norman Mailer, David Malouf, P. D. James, John Mortimer, Ian McEwan, Amos Oz, Gore Vidal, Harold Pinter, Antonia Fraser, Malcolm Bradbury, William Gass, Judith Wright, Les Murray, Fay Weldon, A. S. Byatt, Margaret Drabble, Tom Keneally, Martin Amis, Toni Morrison, André Brink, John Banville, Jeanette Winterson, Hanif Kureishi, and Anne Enright, among others.

Ramona Koval joined ABC Radio National's 'Books and Writing' program in 1994, and since 2006 has presented Radio National's 'The Book Show'. She has published several books, including a novel, *Samovar*, and a cookbook, *Jewish Cooking, Jewish Cooks*.

Material: manuscript available (app 160,000 words)

Lyn McLean

THE FORCE: living safely in a world of electromagnetic radiation

(Health/Popular Science, November 2010)

It's invisible and inaudible. You can't smell it, taste it, or touch it. Electromagnetic radiation is the unseen force, undetectable by the conscious senses — at least for most people. But its presence is everywhere.

There are now millions of kilometres of radiating power lines, millions of antennas transmitting radiofrequency radiation, billions of mobile phones, countless billions of radiating appliances and networks of satellites — all bathing the entire planet with unnatural radiation, affecting every person on the planet, and creating a vastly different energy environment for all of us.

This unseen force penetrates walls, buildings, and the body. It's been compellingly linked with problems ranging from childhood leukemia, brain tumours, and cancer to stress, sleep problems, and depression. Yet international standards protect against only a small range of effects from this radiation — and only short-term effects at that.

The Force explains the risks, and demonstrates how you can protect yourself, your family, and your employees.

Lyn McLean is a former primary and high school teacher who now works full-time on EMR-related issues. She is the editor of *EMRAA News* (the newsletter of the Electromagnetic Radiation Association of Australia), represents the community on a number of national committees, and has made numerous submissions to state and federal bodies on the health implications of EMR. She has addressed Senate inquiries, conferences, and public meetings on EMR.

Material: sample chapters available

Guy Rundle

THIS OTHER EDEN: a personal search for Britain in the 21st century

(Politics/Memoir, March 2011)

What is the new Britain like? What is its relation to the old Britain? And what remains unchanging and unchangeable?

'Cool Britannia', *Newsweek* announced in 1997, coining a name for the new, stylish, hypermodern UK that emerged after the final, torpid years of the Thatcher–Major era. A decade-and-a-half later, with a Conservative government once again in power, the moral and political disaster of the Iraq War, and New Labour's naive faith in markets, Cool Britannia has gone cold: Britons once again find themselves in a seemingly immutable, class-dominated society, magnificent in its history, tradition, and culture, but lacking in opportunity and possibility.

Yet, despite the failure of high promises, the UK was fundamentally transformed over the years of both Thatcher–Major and New Labour. London is now the capital of Europe, a boiling, thrumming city of ten million, a third-world capital in exile. The North remains a ruin, unreconstructed since its industrial winnowing in the 1980s. The green fields of old England have been buried in the vast expanse of suburban life that covers the south-east.

Northern Ireland is consumed by its own politics — those of an entity that many of its citizens saw as colonial in character.

In 2010, while covering the UK election, Guy Rundle explored not only the changing politics of the UK, but also the layers, institutions, and traditions of the country, from village life to its uniquely perverse and profound press, the lives of its ancient natives, and those of its new arrivals.

For Rundle, whose own forebears are from Britain, the quest to understand the country — both its future and its past — is deeply personal. Retracing the strands of his family history, *This Other Eden* becomes no less than a love letter to Britain — a love letter despite all that it has become.

Guy Rundle identifies as ‘half-Australian, half-British’, having grown up in Australia as the child of a ‘ten pound Pom’. He is a global correspondent-at-large for the Australian independent online publication *Crikey*, and is a frequent contributor to *The Age*, *The Sydney Morning Herald*, *The Australian*, *Spiked*, and many other publications. His books include *The Opportunist: John Howard and the triumph of reaction* and *Down to the Crossroads: on the trail of the 2008 US election*.

Material: proposal and sample chapters available

Previously published

Jennifer Ackerman

SEX SLEEP EAT DRINK DREAM: a day in the life of your body

(*Popular Science*, B-format edn December 2009; original edn October 2008)

‘A readable and remarkably comprehensive tour of all that is new and intriguing in the study of normal human physiology’ — *The New York Times*

The acclaimed science writer Jennifer Ackerman lends her keen eye and lively voice to this marvellous exploration of the human body. Taking us through a typical day, from the arousal of the senses in the morning to the reverie of sleep and dreams, Ackerman reveals the human form as we’ve never seen it: busy, cunning, and miraculous.

At once entertaining and deeply practical, this fascinating book will make you think of your body in an entirely new way.

Jennifer Ackerman is the author of *Notes from the Shore* and *Chance in the House of Fate*. She writes regularly for *National Geographic*, *The New York Times*, and other publications. The recipient of an Alfred P. Sloan Foundation Grant and Bunting Fellowship, she is married to the novelist Karl Ackerman and has two daughters. She resides in Charlottesville, Virginia.

Rights held: UK & BC excl. Canada

Material: book available (272pp, B-format pb)

Idan Ben-Barak

SMALL WONDERS: how microbes rule our world

(*Popular Science*, September 2008)

‘An entertaining and fascinating look at organisms too small to see ... Ben-Barak provides an exuberant, informative guide to their hidden world.’— **Rick Sullivan, *Adelaide Advertiser***

Small Wonders takes the reader on a fantastic voyage to the microscopic, but massively influential, world of microbiology. It’s a strange and dangerous world where oxygen is a lethal poison, sulphur is a delicious treat, deception is a basic survival skill, and perfectly good alcohol is simply thrown away.

Idan Ben-Barak wears his learning lightly as he introduces us to the amazing lives of genes and proteins, bugs, and viruses, and the myriad ways in which they interact to shape life on earth. On the journey, we learn about the teamwork required to rot human teeth; the microbe superheroes who feed on radioactive waste; suicide genes; the origins of diseases and antibiotic resistance; and the numerous respects in which microbes benefit human life — from manufacturing food and medicine, to mining gold, finding oil, cleaning up the mess we make, and generally rendering the earth habitable.

Idan Ben-Barak gained a BSc in Medical Science and a MSc in Microbiology from the Hadassah School of Medicine at the University of Jerusalem. He now lives in Australia, and is working towards a PhD in the History and Philosophy of Science at the University of Sydney.

Rights sold: North America (Basic Books); Italian (Edizioni Dedalo); Portuguese (Zahar); Complex Chinese (Commonwealth Publishing Co); German (Spektrum Akademischer Verlag); Croatian (Alfa D.D.)

Material: book available (240pp, B+ format pb)

John Carroll

EGO & SOUL: the modern West in search of meaning [rev edn]

(*Sociology/Cultural Criticism*, November 2008)

'Ego and Soul is written with clarity and is for anyone who wants to explore the reasons behind some of the perplexing cultural problems that face us today.' — **Bookseller & Publisher**

The Western tradition relies on a balance between fulfilling the ego and allowing the soul freedom to speak. But, with modernity, the old certainties that guided human life have faded. A crisis of meaning has followed.

In this substantially revised edition of *Ego and Soul*, John Carroll examines the battlegrounds across which a struggle for meaning is being fought.

On the one side, depressive pessimism, rancour, and disenchantment have arisen, accompanied by rampant consumerism. The upper-middle-class elites, with their high culture, have lost their way. On the other side, much of what people still do disguises a search for meaning. Groping unconsciously for direction, inhabitants of the modern West are even, in their ordinary and everyday lives, casting lines into the transcendent in the hope of a catch. And there is success.

Ego and Soul offers a surprising and compelling new look at the way we live today, and the way we try to make sense of our lives.

John Carroll is professor of sociology at La Trobe University in Melbourne. His recent books include *Terror: a meditation on the meaning of September 11* (2002), *The Wreck of Western Culture: humanism revisited* (2004), and *The Existential Jesus* (2007) [all published by Scribe].

Rights sold: North America (Counterpoint Press)

Material: book available (336pp, trade pb)

Jill Jolliffe

BALIBO [film tie-in edition; originally published as COVER-UP]

(*Biography/Politics*, August 2009)

‘No one could hope to match Jolliffe for knowledge ... Her book is sensible, well-told, compassionate, balanced and clean of malice.’ — **Paul Toohey, *The Australian***

In October 1975, during the decolonisation of Portuguese Timor, five young television reporters travelled from Australia to report on the brewing unrest in the region. It was a journey that would be their last: Greg Shackleton, Gary Cunningham, and Tony Stewart of Channel Seven, and Brian Peters and Malcolm Rennie of Channel Nine, were killed by the Indonesian military as they filmed the infantry troops advancing into the border town of Balibo. In the months that followed, a sixth man who went to investigate their fate, freelance journalist Roger East, was also executed.

In this revised edition of the book that was originally published as *Cover-Up*, on which the film *Balibo* is based, Jill Jolliffe reveals previously hidden details of one of the most shameful episodes in Australia’s history. In doing so, she brings to light new material about Roger East, and details the 2007 Glebe inquest into the death of Brian Peters.

Jill Jolliffe has been following the Balibo Five story for over 30 years. She witnessed the first incursions of Indonesian regular troops into East Timor in September 1975, reported on the death of her five colleagues at Balibo in October, and was evacuated from Dili by the International Red Cross four days before Indonesian paratroopers attacked the capital on 7 December 1975. She has worked as a correspondent for *The Guardian*, *The Sunday Times*, *The Age*, *The Sydney Morning Herald*, and the BBC, among others. She now lives in Darwin and reports regularly from East Timor.

Material: book available (416pp + 16pp b&w photos)

Myfanwy Jones & Spiri Tsintziras

PARLOUR GAMES FOR MODERN FAMILIES

(*Games/Recreation*, November 2009)

‘Who knew you could have this much fun without power cords? I love this book.’ — **Catherine Deveny**

Parlour Games for Modern Families sets out to revive the tradition of indoor family games. Its authors want you to push aside the consoles, turn off the telly, and bring some mental stimulation, silliness and laughter, joy and connection back into your living room.

This book is bursting with games of logic and memory, word play, card games, role play, and rough and tumble. Not a single game requires equipment that you won’t find in your average home: a pack of cards, a dictionary, an hourglass, dice, paper and pen. You can play to your heart’s content without wasting a single natural resource — except perhaps the delicious cheese straws, recipe found herein.

Games are organised thematically and are cross-referenced for age-appropriateness. All are set out with clear rules and instructions. There are games that will challenge and stimulate you and games that will have you in fits; games that can last all night and games to fill that

empty half-hour before tea; games for adults and older children; and games for your four-year-old's birthday party.

Parlour Games for Modern Families, a book for fun-lovers aged four to 104, winds back the clock to remind you of games you'd forgotten and then a whole lot more. Whether you dip into it as the urge takes you, or read it from cover to cover, a very good time is guaranteed.

Myfanwy Jones is a games-obsessive and, as mother of two and aunty of 17, she has many great excuses to play. She has also published numerous articles and short stories, and her debut novel, *The Rainy Season*, was released by Penguin in March 2009.

Spiri Tsintziras, along with her tribe of young and not-so-young research assistants, has re-discovered the joy of games in the writing of this book. When she is not playing, she writes for work and pleasure, and has had numerous articles published in *The Age*.

Rights Sold: World English ex ANZ, South Africa, Singapore & Malaysia (Penguin Press); Simplified Chinese (Beijing Dook Book)

Material: book available (288pp, trade pb + flaps)

Robert Kenny

THE LAMB ENTERS THE DREAMING: Nathanael Pepper and the ruptured world

(*Australian & Aboriginal History*; B+ edn April 2010; original edn June 2007)

Winner, 2008 Prime Minister's Prize for Australian History

Winner, First Book of History Award, 2008 Victorian Premier's Literary Awards

Winner, 2008 Australian History Association's W.K. Hancock Prize

Shortlisted, 2008 Adelaide Festival Awards for Literature (non-fiction)

'A startling new history — an immense contribution to reconciliation consciousness in our twenty-first century Australia.' — **Rhys Isaac, Pulitzer Prize-winning historian**

'A bravura book, all complexity and self-doubt, *The Lamb [Enters the Dreaming]* will doubtless be much admired and imitated in years to come.' — **Nicholas Rothwell, *The Australian***

The Lamb Enters the Dreaming traces the life of Nathanael Pepper of the Wotjobaluk people, who was born as the first pastoralists were driving cattle and sheep into Victoria's Wimmera region. In their wake came Christian missionaries, who were just as hostile to the settlers' violence as they were to the traditional beliefs of Aboriginal people. Nevertheless, Pepper converted to Christianity in 1860. The extraordinary story of Pepper's conversion, and his subsequent attempts to reconcile the apparently irreconcilable, reveals much about the deeper symbolic and moral forces at work in this collision of cultures.

Brilliantly original in conception, and written with a rare lucidity and lightness of touch, *The Lamb Enters the Dreaming* is a detailed and sensitive exploration of a life, a meditation on the matter of culture and conversion, and a major reappraisal of the relations between Aboriginal and European societies in the first decades of contact in southern Australia.

Robert Kenny is an ARC Research Fellow in the School of Historical and European Studies, La Trobe University, and the RCM Fellow at the Mitchell Library, Sydney. Previously he was Peter

Blazey Fellow at the Australian Centre, University of Melbourne. He has published poetry and fiction, as well as articles on literature, religious history, and the history of science. He has a PhD in History from La Trobe University.

Material: book available (400pp, B+ format pb)

Ben Naparstek

IN CONVERSATION: encounters with great writers

(*Writing/Biography*, November 2009)

‘Polished, stylish starkly observant and studded with insights. A fascinating read.’

— *Readings Monthly*

Why did Jay McInerney once blow up a lavatory? Why does Peter Handke still mourn the passing of Slobodan Milosević? Why does Michel Houellebecq miss being in a psychiatric hospital? Why doesn't Wole Soyinka want to visit Australia? And what made Elfriede Jelinek afraid of receiving her Nobel Prize?

From Ben Naparstek, the editor of *The Monthly*, comes a collection of interviews with 40 of the world's best writers. In the course of these remarkable encounters, he finds out why — among other things — Tony Judt refuses to debate Christopher Hitchens, why Umberto Eco snubbed Stanley Kubrick, why John Malkovich threatened to shoot Robert Fisk, and why James Wood wants to hide behind a pseudonym.

In Conversation offers a series of personal and provocative portraits that illuminate what makes great writers tick.

Ben Naparstek was born in Melbourne in 1986, and gained degrees in arts and law from the University of Melbourne before taking up a graduate fellowship at the Johns Hopkins University in Baltimore. He returned to Melbourne to become editor of *The Monthly* in May 2009, after eight years of writing about books and ideas for more than 40 newspapers and magazines. He is co-editor with Justin Clemens of *The Jacqueline Rose Reader*, forthcoming from Duke University Press. *In Conversation* is his first book.

Rights Sold: Portuguese (Leya); Complex Chinese (Asian Culture Co.)

Material: book available (272pp, trade pb)

William Poundstone

PRICELESS: the myth of fair value (and how to take advantage of it)

(*Business/Popular Psychology*, April 2010)

‘*Priceless* is an instructive and entertaining romp through the hits of recent research on decision making, which will leave you amused, smarter, and wondering about what money and prices really mean.’ — **Daniel Kahneman, Professor Emeritus, Princeton University**

People used to download music for free; then Steve Jobs convinced them to pay for it. How? By charging 99 cents. Prada and other luxury stores stock a few obscenely expensive items — just to make the rest of their inventory seem like a bargain. Why do text messages cost

money, while emails are free? Why do jars of peanut butter keep getting smaller in order to keep the price the ‘same’? The answer is simple: prices are a collective hallucination.

In *Priceless*, best-selling author William Poundstone reveals the hidden psychology of value. In psychological experiments, people are unable to estimate ‘fair’ prices accurately and are strongly influenced by the unconscious, the irrational, and the politically incorrect. It hasn’t taken long for marketers to apply these findings. ‘Price consultants’ advise retailers on how to convince consumers to pay more for less, and negotiation coaches offer similar advice for businesspeople cutting deals. The new psychology of price dictates the design of price tags, menus, rebates, ‘sale’ ads, mobile-phone plans, supermarket aisles, real estate offers, wage packages, tort demands, and corporate buyouts. Prices are the most pervasive hidden persuaders of all.

Rooted in the little-heralded story of behavioural decision theory, a field advanced most notably by the legendary team of Israeli American psychologists Daniel Kahneman and Amos Tversky, *Priceless* is indispensable to anyone who buys, sells, or negotiates.

William Poundstone is the author of more than ten non-fiction books, including *Fortune’s Formula: the untold story of the scientific betting system that beat the casinos and Wall Street*, which was the Amazon Editors’ Pick for #1 non-fiction book of 2005, and *Gaming the Vote: why elections aren’t fair (and what we can do about it)*. He has written for *The New York Times* book review and op-ed pages, *The Village Voice*, *Esquire*, *Harpers*, *The Believer*, *The Economist*, and *Harvard Business Review*. He has appeared on the *Today Show*, *David Letterman*, *CBS Morning News*, *Larry King*, and hundreds of radio talk-shows throughout the world.

Rights held: UK & BC excl. Canada

Material: book available (352pp, trade pb)

David Spratt & Philip Sutton

CLIMATE CODE RED: the case for emergency action

(*Environment/Politics*, July 2008)

‘A frightening but clear-eyed, well-informed, and sober consideration of the weight of evidence and argument on the imminent and quite possibly cataclysmic impacts of climate change.’ —

Dr Joseph Retter

In this meticulously documented call to action, David Spratt and Philip Sutton reveal extensive scientific evidence that the global warming crisis is far worse than official reports and national governments have indicated — and that we’re almost at the point of no return.

This means that the dangers we all face are already much greater than the headlines indicate. According to the USA’s most eminent climate scientist, James Hansen, it is no longer a case of how much more we can ‘safely’ emit, but whether we can quickly enough stop emissions and produce a deliberate cooling before the earth’s climate system reaches a runaway trajectory that is beyond any hope of human restoration.

These imperatives are incompatible with ‘politics as usual’ and ‘business as usual’. *Climate Code Red* argues that there is an urgent need for all of us to recognise that we face a sustainability emergency which requires a clear break from the politics of failure-inducing compromise.

David Spratt is a climate policy analyst, and co-founder of the Carbon Equity network. He has extensive advocacy experience in the peace and anti-nuclear movements, and in developing community-campaign communication and marketing strategies.

Philip Sutton is convener of the Greenleap Strategic Institute, a non-profit advisory organisation promoting the rapid achievement of global and local ecological sustainability.

Material: book available (320pp, B+ format pb)

Richard Watson

FUTURE FILES: a history of the next 50 years

(*Business/Futurism*, rev edn October 2009; orig edn September 2007)

'Future Files is filled with common sense and surprising data ... and offers intriguing connections ... Overall, Watson delivers a sane, crisp and stimulating report from the futures frontier.' — **Richard Neville**, *The Australian*

Prediction is a dangerous game — the future is never a straight, linear extrapolation from the present. Unexpected innovations and events will conspire to trip up the best-laid plans — but it's better than not thinking about the future at all.

This updated and revised edition of *Future Files* is filled with provocative forecasts about how the world might change in the next half century. It examines emerging patterns and developments in society, technology, economy, and business, and makes educated speculations as to where they might take us.

But *Future Files* is not primarily about prediction. Its goal is to liberate our collective and individual imaginations so that we can see the familiar in a new light and the unfamiliar with greater clarity, and to make us all — individuals and organisations — think about where we are going and to consider whether, when we get there, it will be worth staying.

Future Files will prove indispensable to business analysts, strategists, and organisations, and provides rich and fascinating material for us all to contemplate as we rush headlong into the future.

Richard Watson advises organisations on the future, focusing on innovation and scenario planning. He is the author and publisher of *What's Next*, a quarterly report on global trends, and is a columnist for a number of magazines including *Fast Company* (USA).

Rights sold: World English excl. ANZ, South Africa, Singapore, and Malaysia (Nicholas Brealey Publishing); Hungarian (HVG Kiado); Simplified Chinese (Jing Hua Publishing House); Complex Chinese (IF Culture Publishing); Korean (Chung Rim Publishing); Croatian (Alfa D.D.), Lithuanian (Verslo Zinios), Turkish (Yakamov Yayinevi); Portuguese (Caleidoscopio); Arabic (Kalima); Indonesian (Ufuk Press)

Material: book available (320pp, B+ format pb)

Fiction

Forthcoming

Fiona McGregor
INDELIBLE INK
(*Fiction*, June 2010)

‘Indelible Ink is a stunning book, a novel that addresses our world and our time with an acute and ferocious acumen ... Marie King, the grandmother who begins to understand living and courage with her first tattoo, is destined, I think, to become of the great characters of Australian literature. This is a superb book by — undeniably now — one of our finest writers ... It’s fucking gold.’ — **Christos Tsiolkas**

Indelible Ink centres on Marie King, a 59-year-old divorcée from Sydney’s affluent north shore. Having devoted her rather conventional life to looking after her husband and three children — who have now all departed the family home — she is experiencing something of an identity crisis, especially as she must now sell the family home and thus lose her beloved garden. On a folly she gets a tattoo.

Marie forges a friendship with her tattoo artist, Rhys, who introduces her to an alternative side of Sydney. Through their burgeoning connection, Marie’s two worlds collide causing great friction within Marie’s family and with her circle of rich friends.

With echoes of Jonathan Franzen’s *The Corrections* and Christos Tsiolkas’s *The Slap*, *Indelible Ink* is a multi-layered examination of how we live now, in which one family becomes a microcosm for the changes operating in society at large.

Fiona McGregor is the author of three works of fiction: *Au Pair*, shortlisted for *The Australian/Vogel Award*; *Suck My Toes*, winner of the Steele Rudd Award; and *Chemical Palace*, shortlisted for the NSW Premier’s Award for fiction. She was voted one of the inaugural Best Young Novelists by *The Sydney Morning Herald* in 1997. Her most recent book is a travel memoir, *Strange Museums*. Fiona is also known as a performance artist, as which she has performed live across Australia and Europe, and her video works have been seen internationally.

Rights held: World English

Material: manuscript available (app 110,000 words)

Maris Morton
A DARKER MUSIC
(*Fiction*, October 2010)

Winner of the 2010 Scribe Fiction Prize

A gripping mystery that takes you deep into the heart of rural Western Australia and into one family's dark secrets. The first in the Mary Loveday series.

When Mary Loveday takes on the job of temporary housekeeper on Downe, a famous merino stud in the south of Western Australia, she expects to be staying in a gracious homestead with the rich and celebrated Hazlitt farming family. The owner's wife, Clio, has been ill and is holed up in her room, and Mary's task is to get the house back into shape in the lead-up to the wedding of the only son and heir, Martin, to Alyssa, a music student.

Instead, as soon as she arrives, Mary realises things are not right and there are mysteries to be unravelled. The house is shabby, redolent of dust and secrets. When Clio Hazlitt finally makes an appearance, she seems hostile. As the weeks go by, a friendship develops between Mary and Clio, and Mary gradually discovers answers to the questions that have puzzled her: What is the nature of Clio's illness? What has caused the grim estrangement between Clio and her husband? And why did Clio give up her music, when it apparently means so much to her?

As the date of the wedding comes closer, so does the end of Mary's employment. Clio knows that her life, too, is coming to its end. In a final act of despair, she takes the only action within her power to save Alyssa from a marriage that she believes will be just as disastrous as her own.

Maris Morton was born in 1938, and *A Darker Music* will be her first published book. She currently lives in Uki in rural New South Wales, but has worked in various jobs around Australia, including as an English teacher, shearers' cook, shed hand, artist, art restorer, and director of an art gallery.

Material: manuscript available (app 98,000 words)

Meg Mundell
BLACK GLASS
(*Fiction*, March 2011)

A stunningly original work of speculative fiction, *Black Glass* reveals a first-world city increasingly dominated by surveillance, segregation, and civil unrest.

Tally and Grace are teenage sisters living an itinerant life on the outskirts of society, being dragged from one no-hope town to the next by their drug-dealing father. When an explosion literally rips their lives apart, killing their father and leaving a stricken Grace with the belief that her sister is dead, both girls flee separately to the City.

The girls have always imagined that beyond the remote badlands ('the Regions') lies another, brighter world: glamorous, promising, full of luck. A place that one day, they've promised each other, will be their shared destination. But as each soon discovers, if you arrive there broke, homeless and alone, this mythical City is a dangerous place — a place where

commerce and surveillance rule, and undocumented people ('undocs') like themselves are confined to life's shady margins.

Stylistically inventive and told in a number of voices, including a 'moodie' (someone who alters the 'mood' of a venue or city street), a journalist sick of churning out journotainment, and unidentified members of the anti-government protests, *Black Glass* has echoes of Catherine O'Flynn's prize-winning *What Was Lost*.

Meg Mundell writes fiction, journalism, and creative non-fiction. She has published widely in Australian newspapers, journals, and magazines, including *The Age*, *The Monthly*, *The Sydney Morning Herald*, *Meanjin*, *Sleepers Almanac*, *New Australian Stories*, *Modern Australian Stories*, *Lonely Planet* travel guides, and *The Big Issue*. Meg's first novel, *Black Glass*, won the 2008 Dinny O'Hearn Memorial Fellowship and was shortlisted for the 2010 Scribe Fiction Prize. She is now completing a non-fiction memoir on trucking culture, titled *Braking Distance*. Meg has worked as a journalist, university lecturer, magazine editor, and researcher.

Material: manuscript available (app 80,000 words)

Xavier Toby

ALPHA MALE

(*Fiction*, April 2011)

Want to know how men really think about relationships? This funny and uncompromising novel about young, professional men on the prowl is a *Bridget Jones's Diary* for men, and a must-read for their partners!

'If you were a girl, would you fuck yourself?' asks Zach.

'All the time, and always in front of a mirror.'

'That's not what I meant.' He scratches the back of his head. 'If you were female, would you screw the male version of you?'

'Of course, but I'd make me wait at least a month, because I'd be after something long-term.'

And so begins the story of Ethan Jones and his search for sex — at least until the right woman comes along. By day, Ethan is a successful stockbroker; on the weekends, he's a semi-professional football player who just missed out on the big time; and by night he has only one thing on his mind. Gradually, with the help of an ex-girlfriend and his best friend, Mike, a reformed womaniser, Ethan comes to realise the shallowness of his existence.

Tapping into Neil Strauss's *The Game*, Greg Behrendt's *He's Just Not That Into You*, and the movie *The Ugly Truth*, Xavier Toby's book will make you gasp out loud in disgust and hysterical laughter.

Xavier Toby has worked as a comedian, engineer, copywriter, and print journalist, and started his own publishing firm in Scotland. He has a Masters in Creative Writing from RMIT, and in 2009 he won the Noosa 2009 One-Act Play competition. *Alpha Male* began as a blog that collected anecdotes from his friends about men's attitudes to women and relationships. After being online only three months, it was receiving over 15,000 unique hits per month.

Material: sample chapters available (app 82,000 words)

Katie Wall
I SAY TOMATO
(*Fiction*, May 2010)

A satirical novel about the LA film industry — and a sweet romantic comedy, to boot — by an Australian actress who knows what she’s talking about.

‘Funny and touching. Moves from one entertaining and deliciously satirical episode to the next. Delightful.’ — **Isla Fisher**

Sunday, a young Australian actress, has recently arrived in LA — having left heartbreak behind at home — and she’s still finding her feet. Soon enough, she’s auditioning for parts, being swept off to the Sundance Film Festival, and negotiating tricky cross-cultural misunderstandings. And all the time she’s trying to work out what — and who — is really important in her life.

I Say Tomato is filled with humour and heart. It’s about a young woman trying to find herself, but perhaps looking in all the wrong places.

Katie Wall is an Australian actress who has appeared in films and TV series, including *Clubland*, *My Year without Sex*, *Underbelly 2*, *Dirt Game*, *All Saints*, and *Love My Way*. She won an AFI Award for Best Supporting Actress for *Marking Time*. *I Say Tomato* is her first novel.

Material: PDF available (224pp, B-format pb)

Chris Womersley
BEREFT
(*Fiction*, September 2010)

A searing gothic novel about the suffering endured not only by those who go to war, but also by those who are forever left behind.

In 1909, sixteen-year-old Quinn Walker is forced to flee the tiny Australian country town of Flint, falsely accused of murdering his younger sister, Sarah. Ten years later, having served in the Great War, Quinn returns to his home town to clear his name. The Spanish Flu pandemic is raging, compounding the grief and distress caused by the losses from the war.

Quinn is shell-shocked and fearful, damaged from his time at war. He hides out in the hills surrounding Flint, cautiously visiting his flu-stricken mother, with whom he re-establishes a tender and loving relationship. He tells her stories of where he has been in the intervening years, but cannot reveal the true identity of Sarah’s killer for fear of hastening her death. In the bush, Quinn befriends a young orphan girl, Sadie Fox, who encourages him to take revenge on Sarah’s murderers.

Chris Womersley’s fiction and reviews have appeared in numerous journals and anthologies, including *Granta New Writing 14*, *Best Australian Stories 2006*, and *The Monthly*. His first novel, *The Low Road*, won the Ned Kelly Award for Best First Book in 2008.

Material: manuscript available (app 90,000 words)

Translated Fiction

Milena Agus [translated by Brigid Maher]

COUNTESS BUTTERFINGERS

(*Fiction*, October 2010)

Three sisters live in three flats in an aristocratic palazzo in Cagliari's ancient Castello quarter, where rich and poor are mixed as they used to be in the old downtown quarter. The eldest, Noemi, dreams of lost splendours, while the second, Maddalena, dreams of having a child. The third, known as Countess Butterfingers 'because she's clumsy, hands made of soft cheese, and because the whole of reality hurts her weak heart, also made of soft cheese', dreams of love. Countess Butterfingers is the only one with a child, Carlino, a little livewire and a fine pianist.

Around the family and its persistent illusions there are characters who are more solid but no less fleeting, because after all it is only illusion that does not flee: the old nanny, the shady neighbour, the shepherd Elias.

Milena Agus' latest novel takes us back into that world all her own, where enchantment and disenchantment are blended without ever passing judgement or dissolving the mystery.

Milena Agus was born in Genoa to Sardinian parents and now lives in Cagliari where she teaches Italian and history at a secondary school. *The House in Via Manno* (published in Italy as *Mal di pietre*), her second novel, won three Italian literary awards, and has been a bestseller in Italy, France, and Germany. In December 2008, Milena was awarded the prestigious Zerilli-Marimò prize in New York. A film adaptation of the novel is in production.

Rights held: ANZ + English-language translation

Material: manuscript available (app 27,000 words)

Willem Jan Otten [translated by David Colmer]

THE PORTRAIT

(*Fiction*, September 2009)

'One of the strangest and more enchanting works I have come across in some time ...'

— **Liam Davison**, *The Weekend Australian*

This is a short and extremely powerful new novel from one of Holland's greatest living writers. Reminiscent of Oscar Wilde's *The Picture of Dorian Gray*, it is narrated by a canvas, a key eye-witness and participant in an extraordinary story.

A young painter, loved for his fine and true-to-life portraits, receives a commission that is unlike any he's had before: make a portrait of a dead boy. 'You will save a life with it', says the boy's extremely rich father. The painter, knowing he will have to surpass himself, takes on the job. But who was the boy? Why is he dead? Why, when the painting is finished, does the father not come to collect it? And why does the painter undertake this painting?

The Portrait is a thrilling novel about the desire to bring someone into the world. But it also about love and death, betrayal and trust, truth and falsehood.

In a breathtaking feat, Willem Jan Otten plays with secrets and riddles that the reader can only unravel at the very end. Masterfully translated by the award-winning David Colmer, Otten here demonstrates his rare gifts to English readers for the first time.

Willem Jan Otten is an award-winning Dutch poet, essayist, and playwright in addition to being a novelist. *The Portrait*, published in Holland as *Specht en zoon* (*Specht and Son*) was awarded that country's prestigious literary award, Libris Literary Prize, in 2005.

Rights held: ANZ + English-language translation

Material: book available (192pp, 215 x 138mm pb + flaps)

Cristovão Tezza [translated by Alison Entrekin]

THE ETERNAL SON

(*Autobiographical Fiction*, March 2010)

In this multi-award-winning autobiographical novel, Cristovão Tezza draws his readers into the mind of a young father whose son, Felipe, is born with Down syndrome. From the initial shock of diagnosis, and through his growing understanding of the world of hospitals and therapies, Tezza threads the story of his son's life with his own.

Felipe, who lives in an eternal present, becomes a remarkable young man; for Tezza, however, the story is a settling of accounts with himself and his own limitations and, ultimately, a coming to terms with the sublime ironies and arbitrariness of life. He struggles with the phantom of shame, as if his son's condition were an indication of his own worth, and yearns for a 'normal' world that is always out of reach.

Reading this compelling book is like stumbling through a trap door into the writer's mind, where nothing is censored, and everything is constantly examined and reinterpreted. What emerges is a hard-won philosophy of everyday life.

It is extraordinary to encounter a common human drama — the birth of a disabled child — investigated profoundly by a father who happens to be a gifted writer. *The Eternal Son* is an honest and insightful story by one of Brazil's foremost novelists and is beautifully translated by Alison Entrekin.

Cristovão Tezza is one of Brazil's foremost contemporary novelists. He has published thirteen novels, including *O Filho Eterno* (*The Eternal Son*), which won every major literary prize in Brazil in 2008 and is currently being translated into seven different languages. He was also the recipient of the Brazilian National Library Award in 1998 and the Brazilian Academia of Letters Award in 2004.

Rights held: UK & BC incl. Canada + English-language translation

Material: book available (224pp, trade pb)

Previously published

Lenny Bartulin

A DEADLY BUSINESS: a Jack Susko mystery

(*Crime/Thriller*, May 2008)

‘A witty, engaging romp, stuffed full of beguiling characters and bulging with wry humour. Charming, cheeky and immensely readable.’ — **Max Barry**

Jack Susko is trying for a quiet life in his second-hand bookshop in downtown Sydney. It’s more tin mine than gold mine, yet it’s his and that’s something. But when a wealthy businessman hires Jack to locate some books for him, life starts to get a little more complicated.

Soon he’s up to his neck in family secrets, corruption, and murder, plunged into a world he thought he’d left behind. Making a play for the businessman’s beautiful daughter doesn’t help matters. And as the bodies start piling up, Jack can’t help but wonder when second-hand book dealing became so dangerous.

Lenny Bartulin was born in Hobart in 1969 and lives in Sydney. His poetry and short stories have appeared in numerous publications, including *HEAT*, *Meanjin*, and *New Australian Stories*.

Rights sold: North America (Thomas Dunne)

Material: book available (256pp, B+ format pb)

Lenny Bartulin

THE BLACK RUSSIAN: a Jack Susko mystery

(*Crime/Thriller*, February 2010)

‘A taut, Chandler-esque detective story, written with a deft comic touch.’
— **Cameron Woodhead**, *The Age*

After yet another slow week, that fine purveyor of second-hand literature, Susko Books, is facing financial ruin. Jack Susko sets off to a gallery in Woollahra to scrape up some coin with the sale of an old art catalogue. With his usual panache and exquisite timing, he arrives just as De Groot Galleries is being done over by masked thieves. Along with a mysterious object from the safe, the robbers seize a valuable first edition from Jack’s bag, too.

When the owner of the gallery doesn’t want to call the cops, Jack is offered a sizeable sum to keep silent: but when de Groot arrives at the bookshop with his heavy to renege on the deal, all bets are off. With an ease that almost constitutes a gift, Jack Susko finds himself at the centre of a world full of duplicity, lies, and art theft.

Lenny Bartulin is the author of *A Deadly Business*.

Material: book available (272pp, B+ format pb)

Vivienne Kelly

COOEE

(*Fiction*, November 2008)

Shortlisted for the 2009 Age Book of the Year

‘Kelly has done a wonderful job of maintaining a compelling narrative voice and adding a blackly funny element into the bargain.’ — **Kerryn Goldsworthy**, *The Sydney Morning Herald*

Isabel Weaving is not quite who she seems. True, she’s a daughter, a sister, a mother, and an ex-wife, having escaped one unsatisfactory marriage, although not with her relationships with her children intact. Her second husband, Max, is the love of her life but is no longer around, the grief caused by his absence made bearable only by the visits of her beloved granddaughter. Gradually and unwittingly, Isabel discloses more about herself, her family, and the enigmatic Max.

This dark and elegant literary mystery will have you gasping at its unexpected revelations, but also doubled over at Isabel’s blackly comic wit.

Vivienne Kelly has spent most of her working life as a university administrator, and is currently a freelance researcher based in Melbourne. Her fiction has appeared in *Best Australian Stories*, and in 2008 she won *The Australian Women’s Weekly*/Penguin short-story competition. *Cooee* is her first novel.

Material: book available (320pp, trade pb)

Cate Kennedy

THE WORLD BENEATH

(*Fiction*, B-format edn August 2010; original edn September 2009)

‘Written in precise and singing prose, Cate Kennedy’s powerful first novel begins with three unlikable characters and blossoms into a work of mythic depth, lyrical description and gripping suspense.’ — **Peter Temple**, *The Age*

Once Rich and Sandy were environmental activists, part of a world-famous blockade in Tasmania to save the wilderness. Now, twenty-five years later, they have both settled into the uncomfortable compromises of middle-age — although they’ve gone about it in very different ways. About the only thing they have in common these days is their fifteen-year-old daughter, Sophie.

When the perennially restless Rich decides to take Sophie, whom he hardly knows, on a six-day walk into the Tasmanian bush, his overconfidence and her growing disillusion with him set off a chain of events that none of them could have predicted. Instead of respect, Rich finds antagonism in the relationship he hoped to create with Sophie, and, in the vast wilderness he once felt an affinity with, nothing but disorientation and fear. The uneasy truce established long ago between Rich and Sandy is shattered when he and Sophie leave the track to explore the remote terrain known as the Labyrinth.

As days pass with no word, all three characters begin to understand that if they are to survive, each must traverse not only the secret territories that lie between them but also those within themselves.

Cate Kennedy is an award-winning short-story writer who has twice won *The Age* short-story competition. *Dark Roots* was shortlisted for the Steele Rudd Award in the Queensland Premier's Literary Awards and for the Australian Literature Society Gold Medal. 'Cold Snap', one of Cate's stories in *Dark Roots*, was published in *The New Yorker*. Cate is also the author of the travel memoir *Sing and Don't Cry: a Mexican journal*, and the poetry collections *Joyflight* and *Signs of Other Fires*.

Rights sold: North America (Grove Atlantic); UK & CW, excl ANZ (Atlantic), ANZ & North America audio (Bolinda Audio)

Material: book available (352pp, trade pb)

Chris Womersley

THE LOW ROAD

(*Fiction/Crime*, September 2007)

Winner of the 2008 Ned Kelly Award for Best First Fiction

Shortlisted for the 2006 Victorian Premier's Award for an unpublished manuscript

'As unflinching as Cormac McCarthy and as perverse as Ian McEwan, *The Low Road* blazes too with the lyricism of T.C. Boyle. It is a surprising and stunning debut.'

— **Simon Hughes**, *Australian Financial Review Magazine*

A young petty criminal, Lee, wakes in a seedy motel with a bullet in his side and a suitcase of stolen money, his memory hazy as to how he got there. Soon he meets Wild, a doctor who is escaping his own disastrous life, and the two men set out for the safety of the countryside.

As they flee the city, they develop an uneasy intimacy, inevitably revisiting their pasts even as they desperately seek to evade them. Lee is haunted by a brief stint in jail, while Wild is on the run from the legacy of medical malpractice. But Lee and Wild are not alone: they are pursued through an increasingly alien and gothic landscape by the ageing gangster Josef, who must retrieve the stolen money and deal with Lee to ensure his own survival. Ultimately, all three men are forced to confront the parts of themselves they sought to outrun.

Part noir thriller, part modern tale of alienation and despair, *The Low Road* seduces the reader into a story that unfolds and deepens hypnotically. This is a brilliant debut novel.

Chris Womersley was born in Melbourne in 1968, where he lived for many years. His story 'The Shed' appeared in *Granta New Writing 14* (Granta Books, 2006) and was reprinted in *Best Australian Stories 2006*. He is also the recipient of the 2007 Josephine Ulrick Literature Prize for a short story.

Rights sold: Vietnamese (Le Chi Culture & Communications); ANZ audio (Louis Braille Audio); film option (Enjoy Entertainment)

Material: book available (288pp, trade pb)