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List of United Nations and UNIDO Sales Publications,  
Articles, Reports and Mimeographed Documents  
on Small-scale Industry

MANAGEMENT OF SMALL-SCALE INDUSTRIES

We regret that some of the pages in the microfiche copy of this report may not be up to the proper legibility standards even though the best possible copy was used for preparing the master fiche

The following lists of United Nations and UNIDO Sales Publications, Articles, Reports and Mimeographed Documents on Small-scale Industry are also available:

- UNIDO/ISID/45/Rev. 1 PROMOTION AND DEVELOPMENT OF SMALL-SCALE INDUSTRIES (GENERAL)
- A. Industrialization in Countries at Early Stages of Development
  - B. Small-scale Industry Outside Metropolitan Areas/Rural Industrialization/Regional Industrial Development
  - C. Self-Help/Co-operatives/Mergers
- UNIDO/ISID/45/Add. 1/Rev. 1 EXTENSION SERVICES, TRAINING AND TECHNICAL FACILITIES FOR SMALL-SCALE INDUSTRIES
- UNIDO/ISID/45/Add. 2/Rev. 1 INDUSTRIAL ESTATES, INDUSTRIAL AREAS AND FREE ZONES
- UNIDO/ISID/45/Add. 3/Rev. 1 FINANCING OF SMALL-SCALE INDUSTRIES
- UNIDO/ISID/45/Add. 5/Rev. 1 MARKETING OF SMALL INDUSTRY PRODUCTS
- A. Domestic Marketing
  - B. Export Promotion
  - C. Subcontracting
  - D. Government Procurement Programmes
- UNIDO/ISID/45/Add. 6/Rev. 1 PRODUCTION IMPROVEMENT IN SMALL-SCALE MANUFACTURING
- A. General (Size of Plant)
  - B. Choice of Technology and Appropriate Technology
  - C. Capital Intensity
  - D. Quality Control
  - E. Standardization
  - F. Maintenance and Repair
  - G. Model Schemes/Profiles/Plant Models

The publications, reports and documents listed relate not only to policies, programmes and measures directly concerned with the development of small-scale industry, but also to certain broader issues of financing, marketing, subcontracting, technological research, choice of technology, and other matters which have a bearing on the development of this sector. Studies on the broader aspects are included when directly relevant to the main subject matter of this list. In a few cases, reference is made to studies of more general scope.

The following list is arranged by main subjects and, under each heading, by date of publication or proposed publication.

For each document, the number of pages indicated is that of the English version.

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Printed Publications

<u>Sales No.:</u>	<u>Title:</u>	<u>Language:</u>
58.II.B.5	<u>Management of Industrial Enterprises in Under-developed Countries</u> , United Nations sales publication, New York, September 1958, 35 pages. A review of problems of management structure and cadres, labour management, management of production facilities, marketing etc. Some considerations on management service institutes are contained in an annex.	E F S
<u>Symbol:</u> PI/31	<u>Innovations in Management Organization</u> , by the Secretariat of UNIDO, May 1972, 10 pages. This booklet contains the following chapters: Origin and Application of Free-Form Management, Evolution of Management Organization, Current Status of Free-Form Management and Conclusions for Further Consideration.	E

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Articles Published in the Industrialization and Productivity Bulletin

<u>Sales No.:</u>	<u>Title:</u>	<u>Language:</u>
58.II.B.2	"Use of Accounting as an Aid to Management in Industrial Enterprises in Under-developed Countries", by G. Ronson, ( <u>Bulletin No. 1</u> ), United Nations sales publication, April 1958, 3 pages.  A study of the application of accounting techniques to problems of industrial management at the policy level and in day-to-day operation.	E F S
58.II.B.2	"Round-table Discussion on Industrial Management in Under-developed Areas", ( <u>Bulletin No. 1</u> ), United Nations sales publication, April 1958, 2 pages.  A brief account of the proceedings of a panel of experts held in 1957.	E F S
59.II.B.1	"Labour Aspects of Management", by C. R. Wynne-Rober, ( <u>Bulletin No. 2</u> ), United Nations sales publication, March 1959, 4 pages.  A study of some factors affecting the contribution of the worker to the efficiency of industrial operation in under-developed countries.	E F S
59.II.B.1	"Business Leadership in Under-Developed Countries" by Chandulal N. Vakil, ( <u>Bulletin No. 2</u> ), United Nations sales publication, March 1959, 7 pages.  A review of certain environmental factors which influence the formation and structure of management.	E F S
59.II.B.1	"Some Problems of Industrial Management Reported by Technical Assistance Experts", ( <u>Bulletin No. 2</u> ), United Nations sales publication, March 1959, 5 pages.  A review of problems relating to management organization, managerial policies and practices, maintenance and repair of equipment and marketing. (A more general study of problems of maintenance, repairs, replacement and obsolescence is contained in "Use of Industrial Equipment in Under-developed Countries", in <u>Industrialization and Productivity Bulletin No. 4</u> (United Nations publication, Sales No. 50.II.B.2).	E F S

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Mimeographed Documents

Symbol:                      Title:    Language:

The following document was prepared for the Interregional Symposium on Technical Services and Facilities for Small-scale Industries, Vedbaek, Denmark, 25 June - 3 July 1967:

ID/CONF.2/6      - Advisory Services in Management - Recent and Present Trends in the Development of a Body of Industrial Consultants attached to Industrial Organizations in Denmark, by Erik J. A. Ohrt, 1967, 26 pages.      E

and Add. 1      - Summary      E

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The following document was prepared for the Meeting on Self-Help Programmes for Small-scale Industries in Developing Countries, Vienna, 10 - 14 November 1975:

ID/WG.210/1      - The Role of Firms of Engineering and Management Consultants in the Promotion of Small-scale Industry in the Developing Countries, by P. P. Gueye, 16 December 1974, 18 pages.      E F

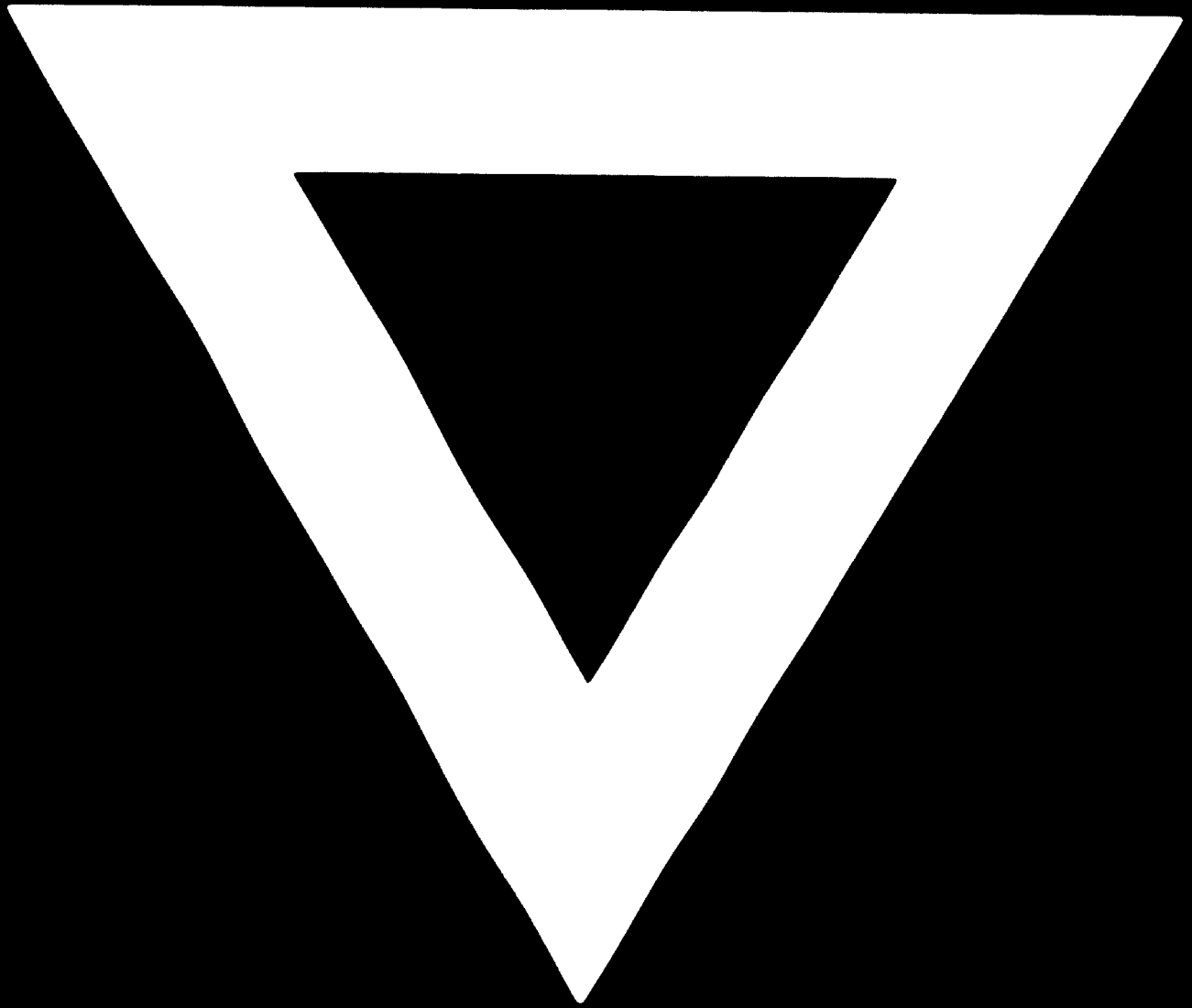
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The following document was prepared for the Expert Group Meeting of Small Industry Products in Developing Countries, 29 May - 3 June 1972, Dublin, Ireland:

ID/WG.124/2      - Selected Marketing Considerations for Small Business Managing in Developing Countries, by Russell Loftus, 23 February 1972, 112 pages.      E

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**76.02.04**