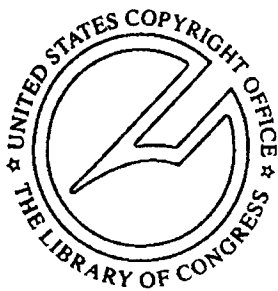


CERTIFICATE OF REGISTRATION



OFFICIAL SEAL

This Certificate issued under the seal of the Copyright Office in accordance with title 17, United States Code, attests that registration has been made for the work identified below. The information on this certificate has been made a part of the Copyright Office records.

Marybeth Peters

REGISTER OF COPYRIGHTS
United States of America

FORM TX

For a Non-Dramatic Literary Work
UNITED STATES
REGISTR

TX 5-349-318



EFFECTIVE DATE OF REGISTRATION
TXU
JULY 19, 2001
Month Day Year

DO NOT WRITE ABOVE THIS LINE. IF YOU NEED MORE SPACE, USE A SEPARATE CONTINUATION SHEET.

1

TITLE OF THIS WORK ▼
0-07-241063-0 BUSINESS MARKETING
702 CONNECTING STRATEGY, RELATIONSHIPS, AND LEARNING, Second Edition

PREVIOUS OR ALTERNATIVE TITLES ▼

PUBLICATION AS A CONTRIBUTION If this work was published as a contribution to a periodical, serial, or collection, give information about the collective work in which the contribution appeared. Title of Collective Work ▼

If published in a periodical or serial give: Volume ▼ Number ▼ Issue Date ▼ On Pages ▼

2

a **NAME OF AUTHOR** ▼
F. Robert Dwyer

DATES OF BIRTH AND DEATH
Year Born ▼ Year Died ▼

Was this contribution to the work a "work made for hire"?
 Yes
 No

AUTHOR'S NATIONALITY OR DOMICILE
Name of Country
OR Citizen of ▼
Domiciled in ▼ USA

WAS THIS AUTHOR'S CONTRIBUTION TO THE WORK
Anonymous? Yes No
Pseudonymous? Yes No

NATURE OF AUTHORSHIP Briefly describe nature of material created by this author in which copyright is claimed.
Coauthor of editorial revisions, new and revised material.

NOTE

Under the law, the "author" of a "work made for hire" is generally the employer, not the employee (see instructions). For any part of this work that was "made for hire" check "Yes" in the space provided, give the employer (or other person for whom the work was prepared) as "Author" of that part, and leave the space for dates of birth and death blank.

b **NAME OF AUTHOR** ▼
John F. Tanner

DATES OF BIRTH AND DEATH
Year Born ▼ Year Died ▼

Was this contribution to the work a "work made for hire"?
 Yes
 No

AUTHOR'S NATIONALITY OR DOMICILE
Name of Country
OR Citizen of ▼
Domiciled in ▼ USA

WAS THIS AUTHOR'S CONTRIBUTION TO THE WORK
Anonymous? Yes No
Pseudonymous? Yes No

NATURE OF AUTHORSHIP Briefly describe nature of material created by this author in which copyright is claimed.
Coauthor of editorial revisions, new and revised material.

c **NAME OF AUTHOR** ▼

DATES OF BIRTH AND DEATH
Year Born ▼ Year Died ▼

Was this contribution to the work a "work made for hire"?
 Yes
 No

AUTHOR'S NATIONALITY OR DOMICILE
Name of Country
OR Citizen of ▼
Domiciled in ▼

WAS THIS AUTHOR'S CONTRIBUTION TO THE WORK
Anonymous? Yes No
Pseudonymous? Yes No

NATURE OF AUTHORSHIP Briefly describe nature of material created by this author in which copyright is claimed. ▼

3

a **YEAR IN WHICH CREATION OF THIS WORK WAS COMPLETED** This information must be given in all cases. 2001

b **DATE AND NATION OF FIRST PUBLICATION OF THIS PARTICULAR WORK** Complete this information ONLY if this work has been published. Month: May Day: 1 Year: 2001 United States of America

4

COPYRIGHT CLAIMANT(S) Name and address must be given even if the claimant is the same as the author given in space 2. ▼

The McGraw-Hill Companies, Inc.
2 Penn Plaza, New York, NY 10121-2298

TRANSFER If the claimant(s) named here in space 4 is (are) different from the author(s) named in space 2, give a brief statement of how the claimant(s) obtained ownership of the copyright. ▼

By assignment from the authors.

APPLICATION RECEIVED
JUL 19 2001
ONE DEPOSIT RECEIVED

TWO DEPOSITS RECEIVED
JUL 19 2001
FUNDS RECEIVED

MORE ON BACK ▶ Complete all applicable spaces (numbers 5-8) on the reverse side of this page. ▶ But include instructions. ▶ Sign the back of the form.

DO NOT WRITE HERE
Page 1 of 2 pages

EXAMINED BY JRP FORM TX
CHECKED BY _____

CORRESPONDENCE
Yes

FOR
COPYRIGHT
OFFICE
USE
ONLY

DO NOT WRITE ABOVE THIS LINE. IF YOU NEED MORE SPACE, USE A SEPARATE CONTINUATION SHEET.

PREVIOUS REGISTRATION Has registration for this work, or for an earlier version of this work, already been made in the Copyright Office?

Yes No If your answer is "Yes," why is another registration being sought? (Check appropriate box.)

5

a. This is the first published edition of a work previously registered in unpublished form.

b. This is the first application submitted by this author as copyright claimant.

c. This is a changed version of the work, as shown by space 6 on this application.

If your answer is "Yes," give: Previous Registration Number ▶

N/A

Year of Registration ▶

N/A

DERIVATIVE WORK OR COMPILATION

Preexisting Material Identify any preexisting work or works that this work is based on or incorporates.

a 6

Previous Edition

See instructions
before completing
this space.

Material Added to This Work Give a brief, general statement of the material that has been added to this work and in which copyright is claimed.

Editorial revisions, new and revised material.

b

DEPOSIT ACCOUNT If the registration fee is to be charged to a Deposit Account established in the Copyright Office, give name and number of Account.

Name ▼

Account Number ▼

a 7

The McGraw-Hill Companies, Inc.

011876

CORRESPONDENCE Give name and address to which correspondence about this application should be sent. Name/Address/Apt./City/State/ZIP ▼

b

The McGraw-Hill Companies, Inc.

2 Penn Plaza, 9th Floor

New York, NY 10121-2298

Area code and daytime telephone number ▶ 212 904 2721

Fax number ▶ 212 904 2346

Email ▶

bonita_jasper@mcgraw-hill.com

CERTIFICATION I, the undersigned, hereby certify that I am the

Check only one ▶

- author
- other copyright claimant
- owner of exclusive right(s)

of the work identified in this application and that the statements made by me in this application are correct to the best of my knowledge.

authorized agent of copyright claimant

Name of author or other copyright claimant, or owner of exclusive right(s) ▲

8

Typed or printed name and date ▼ If this application gives a date of publication in space 3, do not sign and submit it before that date.

D. BONITA JASPER

Date ▶ July 17, 2001

Handwritten signature (S) ▼

X

D. Bonita Jasper

Certificate will be mailed in window envelope to this address:

Name ▼ The McGraw-Hill Companies, Inc. Attn: B. Jasper

Number/Street/Apt. ▼ 2 Penn Plaza, 9th Floor

City/State/ZIP ▼ New York, NY 10121-2298

- Complete all necessary spaces
- Sign your application in space 8

9

1. Application form.
2. Nonrefundable filing fee in check or money order payable to Registrar of Copyrights.
3. Deposit material.

As of July 1, 1998, the filing fee for Form TX is \$30.

U.S. Copyright Office
161 Independence Avenue, S.E.
Washington, D.C. 20540-5000

FORM TX
For a Nondramatic Literary Work
UNITED STATES COPYRIGHT OFFICE

REC

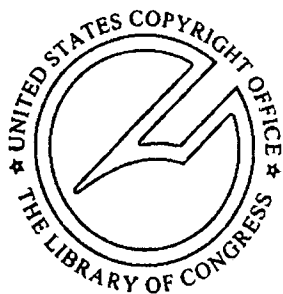
TX 5-025-972



EFFECTIVE DATE OF REGISTRATION

Aug 20 1999
Month Day Year

CERTIFICATE OF REGISTRATION



This Certificate issued under the seal of the Copyright Office in accordance with title 17, United States Code, attests that registration has been made for the work identified below. The information on this certificate has been made a part of the Copyright Office records.

Marybeth Peters

OFFICE **DO NOT WRITE ABOVE THIS LINE. IF YOU NEED MORE SPACE, USE SEPARATE CONTINUATION SHEET.**

1

TITLE OF THIS WORK ▼
SUPERVISION: CONCEPTS AND SKILL BUILDING, THIRD EDITION

PREVIOUS OR ALTERNATIVE TITLES ▼

PUBLICATION AS A CONTRIBUTION If this work was published as a contribution to a periodical, serial, or collection, give information about the collective work in which the contribution appeared. Title of Collective Work ▼

If published in a periodical or serial give: Volume ▼ Number ▼ Issue Date ▼ On Pages ▼

2

a NAME OF AUTHOR ▼
Samuel C. Cero

DATES OF BIRTH AND DEATH
Year Born ▼ Year Died ▼

Was this contribution to the work a "work made for hire"?
 Yes
 No

AUTHOR'S NATIONALITY OR DOMICILE
Name of Country
OR { Citizen of ► USA
Domiciled in ► USA

WAS THIS AUTHOR'S CONTRIBUTION TO THE WORK
If the answer to either of these questions is "Yes," see detailed instructions.
Anonymous? Yes No
Pseudonymous? Yes No

NATURE OF AUTHORSHIP Briefly describe nature of material created by this author in which copyright is claimed. ▼
Co-author of editorial revisions and new and revised material

NOTE

Under the law, the "author" of a "work made for hire" is generally the employer, not the employee (see instructions). For any part of this work that was "made for hire" check "Yes" in the space provided, give the employer (or other person for whom the work was prepared) as "Author" of that part, and leave the space for dates of birth and death blank.

b NAME OF AUTHOR ▼

DATES OF BIRTH AND DEATH
Year Born ▼ Year Died ▼

Was this contribution to the work a "work made for hire"?
 Yes
 No

AUTHOR'S NATIONALITY OR DOMICILE
Name of Country
OR { Citizen of ►
Domiciled in ►

WAS THIS AUTHOR'S CONTRIBUTION TO THE WORK
If the answer to either of these questions is "Yes," see detailed instructions.
Anonymous? Yes No
Pseudonymous? Yes No

NATURE OF AUTHORSHIP Briefly describe nature of material created by this author in which copyright is claimed. ▼

c NAME OF AUTHOR ▼

DATES OF BIRTH AND DEATH
Year Born ▼ Year Died ▼

Was this contribution to the work a "work made for hire"?
 Yes
 No

AUTHOR'S NATIONALITY OR DOMICILE
Name of Country
OR { Citizen of ►
Domiciled in ►

WAS THIS AUTHOR'S CONTRIBUTION TO THE WORK
If the answer to either of these questions is "Yes," see detailed instructions.
Anonymous? Yes No
Pseudonymous? Yes No

NATURE OF AUTHORSHIP Briefly describe nature of material created by this author in which copyright is claimed. ▼

3

a YEAR IN WHICH CREATION OF THIS WORK WAS COMPLETED
1999
This information must be given in all cases.

b DATE AND NATION OF FIRST PUBLICATION OF THIS PARTICULAR WORK
Month ► July Day ► 7 Year ► 1999
USA
Nation

4

COPYRIGHT CLAIMANT(S) Name and address must be given even if the claimant is the same as the author given in space 2 ▼
The McGraw-Hill Companies, Inc.
Two Penn Plaza
New York, NY 10121-2298

TRANSFER If the claimant(s) named here in space 4 is (are) different from the author(s) named in space 2, give a brief statement of how the claimant(s) obtained ownership of the copyright. ▼
By assignment from the author

APPLICATION RECEIVED
ONE DEPOSIT RECEIVED
TWO DEPOSITS RECEIVED
FUNDS RECEIVED

DO NOT WRITE HERE OFFICE USE ONLY

WORK ON BACK - Complete all applicable spaces (numbers 6-9) on the reverse side of this page.
- See detailed instructions. - Sign the work in line 8.

DO NOT WRITE HERE
Page 1 of 2 pages

EXAMINED BY AD FORM TX

CHECKED BY _____

CORRESPONDENCE
Yes

FOR COPYRIGHT OFFICE USE ONLY

DO NOT WRITE ABOVE THIS LINE. IF YOU NEED MORE SPACE, USE A SEPARATE CONTINUATION SHEET.

PREVIOUS REGISTRATION Has registration for this work, or for an earlier version of this work, already been made in the Copyright Office?

Yes No If your answer is "Yes," why is another registration being sought? (Check appropriate box.) ▼

- a. This is the first published edition of a work previously registered in unpublished form.
- b. This is the first application submitted by this author as copyright claimant.
- c. This is a changed version of the work, as shown by space 6 on this application.

If your answer is "Yes," give: Previous Registration Number ▶ Not available Year of Registration ▶ Not available

5

DERIVATIVE WORK OR COMPILATION

Preexisting Material Identify any preexisting work or works that this work is based on or incorporates. ▼

Previous edition

a 6

See instructions before completing this space.

Material Added to This Work: Give a brief, general statement of the material that has been added to this work and in which copyright is claimed. ▼

Editorial revisions and new and revised material

b

DEPOSIT ACCOUNT If the registration fee is to be charged to a Deposit Account established in the Copyright Office, give name and number of Account.

Name ▼ The McGraw-Hill Companies, Inc. Account Number ▼ 011878

a 7

CORRESPONDENCE Give name and address to which correspondence about this application should be sent. Name/Address/Apt./City/State/ZIP ▼

The McGraw-Hill Companies, Inc.
Two Penn Plaza
New York, NY 10121-2298

Area code and daytime telephone number ▶ (212) 904-2783 Fax number ▶ (212) 904-2346

CERTIFICATION I, the undersigned, hereby certify that I am the

Check only one ▶

- author
- other copyright claimant
- owner of exclusive right(s)
- authorized agent of Copyright Claimant

of the work identified in this application and that the statements made by me to this application are correct to the best of my knowledge

Name of author or other copyright claimant, or owner of exclusive right(s) ▶

8

Typed or printed name and date ▼ If this application gives a date of publication in space 3, do not sign and submit it before that date.

Beverley Robertson

Date ▶ July 5, 1999

Handwritten signature (X) ▼

Beverley Robertson

Certificate will be mailed in window envelope to this address:

Name ▼ The McGraw-Hill Companies, Inc. Attn: B. Robertson

Number/Street/Apt ▼ Two Penn Plaza, 9th floor

City/State/ZIP ▼ New York, NY 10121-2298

- YOU MUST**
- Complete all necessary spaces
 - Sign your application in space 8
- SEND BY REGISTERED MAIL WITH TRACKING PACKAGE**
1. Application form
 2. Nonrefundable filing fee in check or money order payable to Register of Copyrights
 3. Deposit material
- REGISTER OF COPYRIGHTS
Copyright Office
101 Independence Avenue, S.E.
Washington, D.C. 20559-6000

9

17 U.S.C. § 506(e): Any person who knowingly makes a false representation of a material fact in the application for copyright registration provided for by section 409, or in any written statement filed in connection with the application, shall be fined not more than \$2,500.

CERTIFICATE OF REGISTRATION

FORM TX

For a Literary Work
UNITED STATES COPYRIGHT OFFICE



REGISTRATION NUMBER

TX 3 759 224

EFFECTIVE DATE OF REGISTRATION

MAR 4 1994



This Certificate issued under the seal of the Copyright Office in accordance with title 17, United States Code, attests that registration has been made for the work identified below. The information on this certificate has been made a part of the Copyright Office records.

Barbara Ringer

ACTING REGISTER OF COPYRIGHTS
United States of America

OFFICIAL SEAL

DO NOT WRITE ABOVE THIS LINE. IF YOU NEED MORE SPACE, USE A SEPARATE CONTINUATION SHEET.

TITLE OF THIS WORK ▼

PERSONAL FINANCE, Third Edition

PREVIOUS OR ALTERNATIVE TITLES ▼

PUBLICATION AS A CONTRIBUTION If this work was published as a contribution to a periodical, serial, or collection, give information as to the collective work in which the contribution appeared. Title of Collective Work ▼

If published in a periodical or serial give: Volume ▼ Number ▼ Issue Date ▼ On Pages ▼

NAME OF AUTHOR ▼

2 a JACK R. KAPOOR

DATES OF BIRTH AND DEATH
Year Born ▼ Year Died ▼

Was this contribution to the work a work made for hire?
 Yes
 No

AUTHOR'S NATIONALITY OR DOMICILE
Name of Country

OR Citizen of _____
Domiciled in United States

WAS THIS AUTHOR'S CONTRIBUTION TO THE WORK

Anonymous? Yes No
Pseudonymous? Yes No

NATURE OF AUTHORSHIP Briefly describe nature of material created by this author in which copyright is claimed. ▼

Coauthor of new and revised material

NAME OF AUTHOR ▼

3 LES R. DLABAY

DATES OF BIRTH AND DEATH
Year Born ▼ Year Died ▼

Was this contribution to the work a work made for hire?
 Yes
 No

AUTHOR'S NATIONALITY OR DOMICILE
Name of Country

OR Citizen of _____
Domiciled in United States

WAS THIS AUTHOR'S CONTRIBUTION TO THE WORK

Anonymous? Yes No
Pseudonymous? Yes No

NATURE OF AUTHORSHIP Briefly describe nature of material created by this author in which copyright is claimed. ▼

Coauthor of new and revised material

NAME OF AUTHOR ▼

4 ROBERT J. HUGES

DATES OF BIRTH AND DEATH
Year Born ▼ Year Died ▼

Was this contribution to the work a work made for hire?
 Yes
 No

AUTHOR'S NATIONALITY OR DOMICILE
Name of Country

OR Citizen of _____
Domiciled in United States

WAS THIS AUTHOR'S CONTRIBUTION TO THE WORK

Anonymous? Yes No
Pseudonymous? Yes No

NATURE OF AUTHORSHIP Briefly describe nature of material created by this author in which copyright is claimed. ▼

Coauthor of new and revised material

YEAR IN WHICH CREATION OF THIS WORK WAS COMPLETED

a 1993 This information must be given ONLY if this work has been published.

DATE AND NATION OF FIRST PUBLICATION OF THIS PARTICULAR WORK

b August 31 1993
U.S.A.

COPYRIGHT CLAIMANT(S) Name and address must be given even if the claimant is the same as the author given in space 2. ▼

Richard D. Irwin, Inc.
1333 Burr Ridge Parkway
Burr Ridge, IL 60521

TRANSFER If the claimant(s) named here in space 4 is (are) different from the author(s) named in space 2, give a brief statement of how the claimant(s) obtained ownership of the copyright. ▼

by contract

APPLICATION RECEIVED
MAR 04 1994
ONE DEPOSIT RECEIVED
TWO DEPOSITS RECEIVED
MAR 04 1994
REMITTANCE NUMBER AND DATE

DO NOT WRITE HERE OFFICE USE ONLY

MORE ON BACK ► • Complete all applicable spaces (numbers 5-11) on the reverse side of this page. • See detailed instructions. • Sign the form at line 10

DO NOT WRITE HERE Page 1 of 1

NOTE

Under the law, the author of a work made for hire is generally the employer, not the employee. See instructions on the back of this form for more information. The space provided on the employer or other person for whom the work was prepared is that of the author of that part and have the space for dates of birth and death.

564246650



TX 3 759 224

EXAMINED BY	FORM 17
CHECKED BY	
<input type="checkbox"/> CORRESPONDENCE	FOR COPYRIGHT OFFICE USE ONLY
Yes	

DO NOT WRITE ABOVE THIS LINE. IF YOU NEED MORE SPACE. USE A SEPARATE CONTINUATION SHEET.

PREVIOUS REGISTRATION Has registration for this work, or for an earlier version of this work, already been made in the Copyright Office?

X Yes No If your answer is "Yes," why is another registration being sought? (Check appropriate box) ▼

a. This is the first published edition of a work previously registered in unpublished form.

b. This is the first application submitted by this author as copyright claimant.

c. X This is a changed version of the work, as shown by space 0 on this application.

If your answer is "Yes," give: Previous Registration Number ▼ Year of Registration ▼

TX-2-980-776 1990

DERIVATIVE WORK OR COMPILATION Complete both space 0a and 0b for a derivative work; complete only 0b for a compilation.

a. Preexisting Material Identify any preexisting work or works that this work is based on or incorporates. ▼

Previous edition

b. Material Added to This Work Give a brief, general statement of the material that has been added to this work and in which copyright is claimed. ▼

New and revised material

See instruction before completing this space

—space deleted—

REPRODUCTION FOR USE OF BLIND OR PHYSICALLY HANDICAPPED INDIVIDUALS A signature on this form at space 10 and a check in one of the boxes here in space 3 constitutes a non-exclusive grant of permission to the Library of Congress to reproduce and distribute solely for the blind and physically handicapped and under the conditions and limitations prescribed by the regulations of the Copyright Office: (1) copies of the work identified in space 1 of this application in Braille (or similar tactile symbols); or (2) phonorecords embodying a fixation of a reading of that work; or (3) both.

a. X Copies and Phonorecords

b. Copies Only

c. Phonorecords Only

See instruction

DEPOSIT ACCOUNT If the registration fee is to be charged to a Deposit Account established in the Copyright Office, give name and number of Account. Name ▼ Account Number ▼

Richard D. Irwin, Inc.

64564

CORRESPONDENCE Give name and address to which correspondence about this application should be sent. Name/Address/Apt./City/State/ZIP ▼

Marjorie Kaplan, Permissions & Copyright Editor

Richard D. Irwin, Inc.

1333 Burr Ridge Parkway, Burr Ridge, IL 60521

Area Code and Telephone Number ▼ 708-789-5171

Be sure to give your number

CERTIFICATION I, the undersigned, hereby certify that I am the

Check only one ▶

- author
- other copyright claimant
- owner of exclusive rights)

X authorized agent of Richard D. Irwin, Inc. Name of author or other copyright claimant, or owner of exclusive rights) A

of the work identified in this application and that the statements made by me in this application are correct to the best of my knowledge.

Typed or printed name and date ▼ If this application gives a date of publication in space 3, do not sign and submit it before that date.

Marjorie Kaplan

date ▶ March 1, 1994

Handwritten signature (X) ▼

Marjorie Kaplan

MAIL CERTIFICATE TO

Name ▼ Marjorie Kaplan, Permissions & Copyright Editor
Richard D. Irwin, Inc.

Number/Street/Apartment Number ▼
1333 Burr Ridge Parkway

City/State/ZIP ▼
Burr Ridge, IL 60521

Certificate will be mailed in window envelope

YOU MUST

- Complete all necessary spaces
- Sign your application in space 10

SEND ALL 3 ELEMENTS IN THE SAME PACKAGE:

1. Application form
2. Nonrefundable \$20 filing fee in check or money order payable to Register of Copyrights
3. Deposit material

MAIL TO
Register of Copyrights
Library of Congress
Washington, D.C. 20559

The Copyright Office fees are just fees at \$-per or \$-per, based on character of the Copyright Office a July 1993 to cover the actual fee schedule

*17 U.S.C. § 506(e): Any person who knowingly makes a false representation of a material fact in the application for copyright registration provided for by section 409, or in any written statement filed in connection with the application, shall be fined not more than \$2,500.

CERTIFICATE OF REGISTRATION



This Certificate issued under the seal of the Copyright Office in accordance with title 17, United States Code, attests that registration has been made for the work identified below. The information on this certificate has been made a part of the Copyright Office records.

REGISTER OF COPYRIGHTS
United States of America

FORM TX UNITED STATES COPYRIGHT OFFICE

REGISTRATION NUMBER
TX 3 463-740

EFFECTIVE DATE OF REGISTRATION
JAN 04 1993
Month Day Year

DO NOT WRITE ABOVE THIS LINE. IF YOU NEED MORE SPACE, USE A SEPARATE CONTINUATION SHEET

1

TITLE OF THIS WORK ▼

FUNDAMENTALS OF SELLING, Fourth Edition

PREVIOUS OR ALTERNATIVE TITLES ▼

PUBLICATION AS A CONTRIBUTION If this work was published as a contribution to a periodical, serial, or collection, give information about the collective work in which the contribution appeared. Title of Collective Work ▼

If published in a periodical or serial give: Volume ▼ Number ▼ Issue Date ▼ On Pages ▼

2

NAME OF AUTHOR ▼

a CHARLES FUTRELL

DATES OF BIRTH AND DEATH
Year Born ▼ Year Died ▼

Was this contribution to the work a "work made for hire"?
 Yes
 No

AUTHOR'S NATIONALITY OR DOMICILE
Name of Country
OR Citizen of United States
Domiciled in United States

WAS THIS AUTHOR'S CONTRIBUTION TO THE WORK
Anonymous? Yes No
Pseudonymous? Yes No

NATURE OF AUTHORSHIP Briefly describe nature of the material created by this author in which copyright is claimed. ▼

Author of new and revised material

NAME OF AUTHOR ▼

DATES OF BIRTH AND DEATH
Year Born ▼ Year Died ▼

Was this contribution to the work a "work made for hire"?
 Yes
 No

AUTHOR'S NATIONALITY OR DOMICILE
Name of Country
OR Citizen of _____
Domiciled in _____

WAS THIS AUTHOR'S CONTRIBUTION TO THE WORK
Anonymous? Yes No
Pseudonymous? Yes No

NATURE OF AUTHORSHIP Briefly describe nature of the material created by this author in which copyright is claimed. ▼

NAME OF AUTHOR ▼

DATES OF BIRTH AND DEATH
Year Born ▼ Year Died ▼

Was this contribution to the work a "work made for hire"?
 Yes
 No

AUTHOR'S NATIONALITY OR DOMICILE
Name of Country
OR Citizen of _____
Domiciled in _____

WAS THIS AUTHOR'S CONTRIBUTION TO THE WORK
Anonymous? Yes No
Pseudonymous? Yes No

NATURE OF AUTHORSHIP Briefly describe nature of the material created by this author in which copyright is claimed. ▼

053741380

3

YEAR IN WHICH CREATION OF THIS WORK WAS COMPLETED This information must be given in all cases.
1992 Year

DATE AND NATION OF FIRST PUBLICATION OF THIS PARTICULAR WORK
Complete this information ONLY if this work has been published.
Month October Day 29 Year 1992
U.S.A. Nation

4

COPYRIGHT CLAIMANT(S) Name and address must be given even if the claimant is the same as the author given in space 2. ▼

Richard D. Irwin, Inc.
1820 Ridge Road
Homewood, IL 60430

APPLICATION RECEIVED
JAN 04 1993
ONE DEPOSIT RECEIVED
TWO DEPOSITS RECEIVED
JAN 04 1993
REMITTANCE NUMBER AND DATE

TRANSFER If the claimant(s) named here in space 4 are different from the author(s) named in space 2, give a brief statement of how the claimant(s) obtained ownership of the copyright. ▼

by contract

MORE ON BACK ▶ Complete all applicable spaces (numbers 5-11) on the reverse side of this page. DO NOT WRITE HERE

See instructions before completing this space

TX 3 463-740

EXAMINED BY RD FORM TX

CHECKED BY _____

CORRESPONDENCE Yes
 DEPOSIT ACCOUNT FUNDS USED FOR COPYRIGHT OFFICE USE ONLY

DO NOT WRITE ABOVE THIS LINE. IF YOU NEED MORE SPACE, USE A SEPARATE CONTINUATION SHEET.

PREVIOUS REGISTRATION Has registration for this work, or for an earlier version of this work, already been made in the Copyright Office?

Yes No If your answer is "Yes," why is another registration being sought? (Check appropriate box) ▼

This is the first published edition of a work previously registered in unpublished form.

This is the first application submitted by this author as copyright claimant.

This is a changed version of the work, as shown by space 6 on this application.

If your answer is "Yes," give: Previous Registration Number ▼ Year of Registration ▼

5

DERIVATIVE WORK OR COMPILATION Complete both space 6a & 6b for a derivative work; complete only 6b for a compilation.

a. **Preexisting Material** Identify any preexisting work or works that this work is based on or incorporates. ▼

Previous edition

b. **Material Added to This Work** Give a brief, general statement of the material that has been added to this work and in which copyright is claimed. ▼

New and revised material

See instructions before completing this space

6

—space deleted—

REPRODUCTION FOR USE OF BLIND OR PHYSICALLY HANDICAPPED INDIVIDUALS A signature on this form at space 10, and a check in one of the boxes here in space 8, constitutes a non-exclusive grant of permission to the Library of Congress to reproduce and distribute solely for the blind and physically handicapped, under the conditions and limitations prescribed by the regulations of the Copyright Office: (1) copies of the work identified in space 1 of this application in Braille (or similar tactile symbols); or (2) phonorecords embodying a fixation of a reading of that work; or (3) both.

Copies and Phonorecords

Copies Only

Phonorecords Only

See instructions

7

DEPOSIT ACCOUNT If the registration fee is to be charged to a Deposit Account established in the Copyright Office, give name and number of Account

Name ▼

Marjorie Kaplan

Account Number ▼

64564

8

CORRESPONDENCE Give name and address to which correspondence about this application should be sent. Name/Address/Apt/Qty/State/Zip ▼

Marjorie Kaplan, Permissions & Copyright Editor

Richard D. Irwin, Inc.

1820 Ridge Road, Homewood, IL 60430

Area Code & Telephone Number ▼

708-206-2210

Be sure to give your daytime phone number

9

CERTIFICATION I, the undersigned, hereby certify that I am the

Check one ▶

author

other copyright claimant

owner of exclusive right(s)

authorized agent of Richard D. Irwin, Inc.

Name of author or other copyright claimant, or owner of exclusive right(s) ▼

of the work identified in this application and that the statements made by me in this application are correct to the best of my knowledge.

Typed or printed name and date ▼ If this is a published work, this date must be the same as or later than the date of publication given in space 3.

Marjorie Kaplan

date ▶ December 3, 1992



Handwritten signature (X) ▼

Marjorie Kaplan

MAIL CERTIFICATE TO

Certificate will be mailed in window envelope

Name ▼	<u>Marjorie Kaplan, Permissions & Copyright Editor</u> <u>Richard D. Irwin, Inc.</u>
Number Street Apartment Number ▼	<u>1820 Ridge Road</u>
City, State ZIP ▼	<u>Homewood, IL 60430</u>

FOURMUST

- Complete all necessary spaces
- Sign your application in space 10

SEND ALL ELEMENTS IN THE SAME PACKAGE

- Application form
- Non-refundable \$10 filing fee in check or money order payable to Register of Copyrights
- Deposit material

MAIL TO

Register of Copyrights
Library of Congress
Washington DC 20540

11

U.S.C. 108: Any person who knowingly makes a false representation in a written statement in the application for copyright registration provided for by section 604 or in any written statement...

CERTIFICATE OF REGISTRATION



This Certificate issued under the seal of the Copyright Office in accordance with title 17, United States Code, attests that registration has been made for the work identified below. The information on this certificate has been made a part of the Copyright Office records.

Marybeth Peters
REGISTER OF COPYRIGHTS
United States of America

FORM TX 01154-5
For a Literary Work
UNITED STATES COPYRIGHT OFFICE 062

TX 3-957-877
EFFECTIVE DATE OF REGISTRATION
1 11 95

DO NOT WRITE ABOVE THIS LINE. IF YOU NEED MORE SPACE, USE A SEPARATE CONTINUATION SHEET.

1

TITLE OF THIS WORK
MANAGING HUMAN RESOURCES: PRODUCTIVITY, QUALITY OF WORK LIFE, PROFITS,
Fourth Edition
PREVIOUS OR ALTERNATIVE TITLES

PUBLICATION AS A CONTRIBUTION If this work was published as a contribution to a periodical, serial, or collection, give information about the collective work in which the contribution appeared.

If published in a periodical or serial give: Volume Number Issue Date On Pages

2

NAME OF AUTHOR Wayne F. Cascio
DATES OF BIRTH AND DEATH Year Born Year Died

Was this contribution to the work a "work made for hire"?
AUTHOR'S NATIONALITY OR DOMICILE
Citizen of USA
Domiciled in
WAS THIS AUTHOR'S CONTRIBUTION TO THE WORK
Anonymous? Pseudonymous?

NATURE OF AUTHORSHIP Briefly describe nature of material created by this author in which copyright is claimed.
Editorial revisions and new material

DATE
07 20 1995

NAME OF AUTHOR
DATES OF BIRTH AND DEATH Year Born Year Died

Was this contribution to the work a "work made for hire"?
AUTHOR'S NATIONALITY OR DOMICILE
Citizen of
Domiciled in
WAS THIS AUTHOR'S CONTRIBUTION TO THE WORK
Anonymous? Pseudonymous?

NATURE OF AUTHORSHIP Briefly describe nature of material created by this author in which copyright is claimed.

NAME OF AUTHOR
DATES OF BIRTH AND DEATH Year Born Year Died

Was this contribution to the work a "work made for hire"?
AUTHOR'S NATIONALITY OR DOMICILE
Citizen of
Domiciled in
WAS THIS AUTHOR'S CONTRIBUTION TO THE WORK
Anonymous? Pseudonymous?

NATURE OF AUTHORSHIP Briefly describe nature of material created by this author in which copyright is claimed.

3

YEAR IN WHICH CREATION OF THIS WORK WAS COMPLETED 1994
DATE AND NATION OF FIRST PUBLICATION OF THIS PARTICULAR WORK
Month October Day 24 Year 1994
USA

4

COPYRIGHT CLAIMANT(S) Name and address must be given even if the claimant is the same as the author given in space 2.
McGraw-Hill, Inc.
1221 Avenue of the Americas
New York, NY 10020

TRANSFER If the claimant(s) named here in space 4 is (are) different from the author(s) named in space 2, give a brief statement of how the claimant(s) obtained ownership of the copyright.

By assignment from the author

APPLICATION RECEIVED
JAN 11 1995
ONE DEPOSIT RECEIVED
TWO DEPOSITS RECEIVED
JAN 11 1995
REMITTANCE NUMBER AND DATE

MORE ON BACK Complete all applicable spaces (numbers 8-11) on the reverse side of this page. See detailed instructions. Sign the form at the 10.

DO NOT WRITE HERE
Page 1 of 2 pages

EXAMINED BY	<i>MW</i>	FORM-TX
CHECKED BY		
<input type="checkbox"/> CORRESPONDENCE		FOR COPYRIGHT OFFICE USE ONLY
<input type="checkbox"/> Yes		

DO NOT WRITE ABOVE THIS LINE. IF YOU NEED MORE SPACE, USE A SEPARATE CONTINUATION SHEET.

PREVIOUS REGISTRATION Has registration for this work, or for an earlier version of this work, already been made in the Copyright Office?

- Yes No If your answer is "Yes," why is another registration being sought? (Check appropriate box) 5
- a. This is the first published edition of a work previously registered in unpublished form.
- b. This is the first application submitted by this author as copyright claimant.
- c. This is a changed version of the work, as shown by space 6 on this application.

If your answer is "Yes," give: Previous Registration Number Year of Registration

TX 3-201-103 *1991*

DERIVATIVE WORK OR COMPILATION Complete both space 6a and 6b for a derivative work; complete only 6b for a compilation.

a. **Preexisting Material** Identify any preexisting work or works that this work is based on or incorporates. 6

Previous edition; some text photos and illustrations from other sources

b. **Material Added to This Work** Give a brief, general statement of the material that has been added to this work and in which copyright is claimed. See instructions before completing this space.

Editorial revisions and new material

—space deleted— 7

REPRODUCTION FOR USE OF BLIND OR PHYSICALLY HANDICAPPED INDIVIDUALS A signature on this form at space 10 and a check in one of the boxes here in space 8 constitutes a non-exclusive grant of permission to the Library of Congress to reproduce and distribute solely for the blind and physically handicapped and under the conditions and limitations prescribed by the regulations of the Copyright Office: (1) copies of the work identified in space 1 of this application in Braille (or similar tactile symbols); or (2) phonorecords embodying a fixation of a reading of that work; or (3) both. 8

- Copies and Phonorecords
- Copies Only
- Phonorecords Only
- See instructions

DEPOSIT ACCOUNT If the registration fee is to be charged to a Deposit Account established in the Copyright Office, give name and number of Account. 9

Name Account Number

McGraw-Hill, Inc. *011878*

CORRESPONDENCE Give name and address to which correspondence about this application should be sent. Name / Address / Apt / City / State / ZIP

McGraw-Hill, Inc. *Attn: Lynda L. Chinman*

1221 Avenue of the Americas *13th Floor*

New York, NY 10020

Area Code and Telephone Number *(212) 512-2782*

Be sure to give your daytime phone number

CERTIFICATION I, the undersigned, hereby certify that I am the 10

of the work identified in this application and that the statements made by me in this application are correct to the best of my knowledge.

Check only one author

other copyright claimant

owner of exclusive right(s) *McGraw-Hill, Inc.*

authorized agent of *Copyright Claimant*

Name of author or other copyright claimant, or owner of exclusive right(s)

Typed or printed name and date If this application gives a date of publication in space 3, do not sign and submit it before that date.

Lynda L. Chinman *11/21/95*

Handwritten signature (X)

Lynda L. Chinman 11/21/95

MAIL CERTIFICATE TO

Name

McGraw-Hill, Inc. *Attn: Lynda L. Chinman*

Number/Street/Apartment Number

1221 Avenue of the Americas *13th Floor*

City/State/Zip

New York, NY 10020

- IF YOU MUST:**
- Complete all necessary spaces
 - Sign your application in space 10
- SEND ALL MATERIALS IN THE SAME PACKAGE**
1. Application form
 2. Nonrefundable \$20 filing fee in check or money order payable to Registrar of Copyrights
 3. Deposit material
- REGISTERED**
- Registrar of Copyrights
Library of Congress
Washington, D.C. 20540

11

The Copyright Office has the authority to adjust fees at 1-year intervals, based on changes in the Consumer Price Index. The next adjustment is due in 1998. Please contact the Copyright Office after July 1998 to determine the current fee schedule.

Certificate of Registration



This Certificate issued under the seal of the Copyright Office in accordance with title 17, United States Code, attests that registration has been made for the work identified below. The information on this certificate has been made a part of the Copyright Office records.

Marybeth Peters

Register of Copyrights, United States of America

Form TX
For a Non-dramatic Literary Work
UNITED STATES COPYRIGHT OFFICE

TX 6-330-495



EFFECTIVE DATE OF REGISTRATION

Mar 29 2006
Month Day Year

DO NOT WRITE ABOVE THIS LINE. IF YOU NEED MORE SPACE, USE A SEPARATE CONTINUATION SHEET.

1

TITLE OF THIS WORK ▼

0-07-322360-3 CORPORATE FINANCE CORE PRINCIPLES & APPLICATIONS

PREVIOUS OR ALTERNATIVE TITLES ▼

PUBLICATION AS A CONTRIBUTION If this work was published as a contribution to a periodical, serial, or collection, give information about the collective work in which the contribution appeared. Title of Collective Work ▼

If published in a periodical or serial give: Volume ▼ Number ▼ Issue Date ▼ On Pages ▼

2

NAME OF AUTHOR ▼

STEPHEN A. ROSS

DATES OF BIRTH AND DEATH

Year Born ▼ Year Died ▼

Was this contribution to the work a "work made for hire"?
 Yes
 No

AUTHOR'S NATIONALITY OR DOMICILE
Name of Country
OR Citizen of P. USA
Domiciled in P. USA

WAS THIS AUTHOR'S CONTRIBUTION TO THE WORK
Anonymous? Yes No
Pseudonymous? Yes No

NOTE

Under the law, the "author" of a "work made for hire" is generally the employer, not the employee (see instructions). For any part of this work that was "made for hire" check "Yes" in the space provided, give the employer's name for whom the work was prepared as "Author" of that part, and leave the space for dates of birth and death blank.

NATURE OF AUTHORSHIP Briefly describe nature of material created by this author in which copyright is claimed. ▼
AUTHOR OF SOME TEXT, ILLUSTRATIONS AND CHARTS

NAME OF AUTHOR ▼

RANDOLPH W. WESTERFIELD

DATES OF BIRTH AND DEATH

Year Born ▼ Year Died ▼

Was this contribution to the work a "work made for hire"?
 Yes
 No

AUTHOR'S NATIONALITY OR DOMICILE
Name of Country
OR Citizen of P. USA
Domiciled in P. USA

WAS THIS AUTHOR'S CONTRIBUTION TO THE WORK
Anonymous? Yes No
Pseudonymous? Yes No

NATURE OF AUTHORSHIP Briefly describe nature of material created by this author in which copyright is claimed. ▼
AUTHOR OF SOME TEXT, ILLUSTRATIONS AND CHARTS

NAME OF AUTHOR ▼

JEFFREY P. JAFFE

DATES OF BIRTH AND DEATH

Year Born ▼ Year Died ▼

Was this contribution to the work a "work made for hire"?
 Yes
 No

AUTHOR'S NATIONALITY OR DOMICILE
Name of Country
OR Citizen of P. USA
Domiciled in P. USA

WAS THIS AUTHOR'S CONTRIBUTION TO THE WORK
Anonymous? Yes No
Pseudonymous? Yes No

NATURE OF AUTHORSHIP Briefly describe nature of material created by this author in which copyright is claimed. ▼
AUTHOR OF SOME TEXT, ILLUSTRATIONS AND CHARTS

3

YEAR IN WHICH CREATION OF THIS WORK WAS COMPLETED
2006

DATE AND NATION OF FIRST PUBLICATION OF THIS PARTICULAR WORK
Month: JANUARY Day: 3 Year: 2006
USA

4

COPYRIGHT CLAIMANT(S) Name and address must be given even if the claimant is the same as the author given in space 2. ▼

THE MCGRAW-HILL COMPANIES, INC.
TWO PENN PLAZA
NEW YORK, NY 10121-2298

APPROPRIATION RECEIVED
MAR 29 2006

ONE DEPOSIT RECEIVED

TWO DEPOSITS RECEIVED

MAR 29 2006

FUNDS RECEIVED

TRANSFER (If the claimant(s) named here in space 4 is (are) different from the author(s) named in space 2, give a brief statement of how the claimant(s) obtained ownership of the copyright. ▼

BY ASSIGNMENT

MORE ON BACK ▶ • Complete all applicable spaces (numbers 1-4) on the reverse side of this page.
• See detailed instructions. • Sign the form at the 6.

DO NOT WRITE HERE
Page 1 of _____ page

EXAMINED BY <i>SLM</i>	FORM TX
CHECKED BY	
<input type="checkbox"/> CORRESPONDENCE Yes	FOR COPYRIGHT OFFICE USE ONLY

DO NOT WRITE ABOVE THIS LINE. IF YOU NEED MORE SPACE, USE A SEPARATE CONTINUATION SHEET.

PREVIOUS REGISTRATION (Has registration for this work, or for an earlier version of this work, already been made in the Copyright Office?)

- Yes No If your answer is "Yes," why is another registration being sought? (Check appropriate box.)
- a. This is the first published edition of a work previously registered in unpublished form.
 - b. This is the first application submitted by this author as copyright claimant.
 - c. This is a changed version of the work, as shown by space 6 on this application.
- If your answer is "Yes," give Previous Registration Number >

5

Year of Registration >

DERIVATIVE WORK OR COMPILED

Presenting Material Identify any presenting work or works that this work is based on or incorporates.

CONTAIN SOME PREEXISTING TEXT

Material Added to This Work Give a brief, general statement of the material that has been added to this work and in which copyright is claimed.

NEW TEXT

a 6
b

DEPOSIT ACCOUNT If the registration fee is to be charged to a Deposit Account established in the Copyright Office, give name and number of Account.

Name > Account Number >

McGRAW-HILL HIGHER EDUCATION

080772

a 7

CORRESPONDENCE Give name and address to which correspondence about this application should be sent. Name / Address / Apt / City / State / ZIP >

THE McGRAW-HILL COMPANIES, INC.
2 PENN PLAZA, 10TH FLOOR
NEW YORK, NY 10121-2298

Area code and daytime telephone number > 1 212 904-6594

Fax number > 1 212 904-2346

b

CERTIFICATION I, the undersigned, hereby certify that I am the

Check only one >

- author
- other copyright claimant
- owner of exclusive right(s)
- authorized agent of

COPYRIGHT CLAIMANT

of the work identified in this application and that the statements made by me in this application are correct to the best of my knowledge.

Name of author or other copyright claimant, or owner of exclusive right(s) >

Typed or printed name and date > If this application gives a date of publication in space 3, do not sign and submit it before that date.

Jeanette Cintron

Date > June 7, 2006

Handwritten signature (X) >

Jeanette Cintron

8

Certificate will be mailed in window envelope to this address:

Name >	THE McGRAW-HILL COMPANIES, INC.	Attn: Jeanette Cintron
Number/Street >	2 PENN PLAZA, 10TH FLOOR	
City/State/ZIP >	NEW YORK, NY 10121-2298	

• Certificate of registration issued upon your application is signed >
• Payment of fee >
• Payment of fee in check or money order payable to Register of Copyrights >
• Payment of fee >
• Payment of fee >
• Payment of fee >
• Payment of fee >
• Payment of fee >
• Payment of fee >
• Payment of fee >

9

*17 U.S.C. § 405(a): Any person who knowingly makes a false representation of a material fact in the application for copyright registration provided for by section 402, or in any written statement filed in connection with the application, shall be fined not more than \$2,500.

CERTIFICATE OF REGISTRATION

FORM TX
For a Nondramatic Literary Work
UNITED STATES COPYRIGHT OFFICE



This Certificate issued under the seal of the Copyright Office in accordance with title 17, United States Code, attests that registration has been made for the work identified below. The information on this certificate has been made a part of the Copyright Office records.

Marybeth Peters
REGISTER OF COPYRIGHTS
United States of America

TX 5-490-584
EFFECTIVE DATE OF REGISTRATION
DECEMBER 27, 2001
Month Day Year

OFFICIAL SEAL

DO NOT WRITE ABOVE THIS LINE. IF YOU NEED MORE SPACE, USE A SEPARATE CONTINUATION SHEET.

1 TITLE OF THIS WORK
0-07-244529-7 LEADERSHIP ENHANCING THE LESSONS OF EXPERIENCE, FOURTH EDITION

PREVIOUS OR ALTERNATIVE TITLES

PUBLICATION AS A CONTRIBUTION If this work was published as a contribution to a periodical, serial, or collection, give information about the collective work in which the contribution appeared. Title of Collective Work

If published in a periodical or serial give: Volume Number Issue Date On Pages

2 a NAME OF AUTHOR Richard L. Hughes
DATES OF BIRTH AND DEATH Year Born Year Died

Was this contribution to the work a "work made for hire"? Yes No
AUTHOR'S NATIONALITY OR DOMICILE Name of Country OR Citizen of USA Domiciled in USA
WAS THIS AUTHOR'S CONTRIBUTION TO THE WORK Anonymously? Yes No Pseudonymously? Yes No

NATURE OF AUTHORSHIP Briefly describe nature of material created by this author in which copyright is claimed. Editorial revisions and new and revised material

NOTE
Under the law, the "author" of a "work made for hire" is generally the employer, not the employee (see instructions). For any part of this work that was "made for hire" check "Yes" in the space provided, give the employer (or other person for whom the work was prepared) as "Author" of that part, and leave the space for dates of birth and death blank.

b NAME OF AUTHOR Robert C. Grinnett
DATES OF BIRTH AND DEATH Year Born Year Died

Was this contribution to the work a "work made for hire"? Yes No
AUTHOR'S NATIONALITY OR DOMICILE Name of Country OR Citizen of USA Domiciled in USA
WAS THIS AUTHOR'S CONTRIBUTION TO THE WORK Anonymously? Yes No Pseudonymously? Yes No

NATURE OF AUTHORSHIP Briefly describe nature of material created by this author in which copyright is claimed. Editorial revisions and new and revised material

c NAME OF AUTHOR Gordon J. Curphy
DATES OF BIRTH AND DEATH Year Born Year Died

Was this contribution to the work a "work made for hire"? Yes No
AUTHOR'S NATIONALITY OR DOMICILE Name of Country OR Citizen of USA Domiciled in USA
WAS THIS AUTHOR'S CONTRIBUTION TO THE WORK Anonymously? Yes No Pseudonymously? Yes No

NATURE OF AUTHORSHIP Briefly describe nature of material created by this author in which copyright is claimed. Editorial revisions and new and revised material

3 a YEAR IN WHICH CREATION OF THIS WORK WAS COMPLETED 2001
b DATE AND NATION OF FIRST PUBLICATION OF THIS PARTICULAR WORK Month October Day 16 Year 2001 USA

4 COPYRIGHT CLAIMANT(S) Name and address must be given even if the claimant is the same as the author given in space 2.
The McGraw-Hill Companies, Inc.
Two Penn Plaza, 9th fl., New York, NY 10121-2298

APPLICATION RECEIVED
DEC 27 2001
ONE DEPOSIT RECEIVED
TWO DEPOSITS RECEIVED
DEC 27 2001
FUNDS RECEIVED

TRANSFER If the claimant(s) named here in space 4 is (are) different from the author(s) named in space 2, give a brief statement of how the claimant(s) obtained ownership of the copyright.
By assignment

EXAMINED BY JRP FORM TX

CHECKED BY _____

CORRESPONDENCE
Yes

FOR COPYRIGHT OFFICE USE ONLY

DO NOT WRITE ABOVE THIS LINE. IF YOU NEED MORE SPACE, USE A SEPARATE CONTINUATION SHEET.

PREVIOUS REGISTRATION Has registration for this work, or for an earlier version of this work, already been made in the Copyright Office?

Yes No If your answer is "Yes," why is another registration being sought? (Check appropriate box.) ▼

a. This is the first published edition of a work previously registered in unpublished form.

b. This is the first application submitted by this author as copyright claimant.

c. This is a changed version of the work, as shown by space 6 on this application.

If your answer is "Yes," give: Previous Registration Number ▶

Not available

Year of Registration ▶

Not available

5

DERIVATIVE WORK OR COMPILATION

Preexisting Material Identify any preexisting work or works that this work is based on or incorporates. ▼

Previous edition; includes some text, cartoons, figures and tables from other sources

a 6

Material Added to This Work Give a brief, general statement of the material that has been added to this work and in which copyright is claimed. ▼

Editorial revisions and new and revised material

See instructions before completing this space.

b

DEPOSIT ACCOUNT If the registration fee is to be charged to a Deposit Account established in the Copyright Office, give name and number of Account.

Name ▼

Account Number ▼

The McGraw-Hill Companies, Inc.

011878

a 7

CORRESPONDENCE Give name and address to which correspondence about this application should be sent. Name/Address/Apt./City/State/ZIP ▼

The McGraw-Hill Companies, Inc.

Two Penn Plaza, 9th fl
New York, NY 10121-2298

b

Area code and daytime telephone number ▶ 212-904-2783

Fax number ▶ 212-904-2346

Email ▶

CERTIFICATION* I, the undersigned, hereby certify that I am the

Check only one ▶

author

other copyright claimant

owner of exclusive right(s)

authorized agent of

Copyright Claimant

of the work identified in this application and that the statements made by me in this application are correct to the best of my knowledge.

Name of author or other copyright claimant, or owner of exclusive right(s) ▲

8

Typed or printed name and date ▼ If this application gives a date of publication in space 3, do not sign and submit it before that date.

Beverly Robertson

Date ▶ November 27, 01

Handwritten signature (X) ▼

X

Beverly Robertson

Certificate will be mailed in window envelope to this address:

Name ▼

The McGraw-Hill Companies, Inc.

Attn: B. Robertson

Number/Street/Apt ▼

Two Penn Plaza, 9th fl.

City/State/ZIP ▼

New York, NY 10121-2298

1. Complete all necessary spaces

2. Sign your application in space 8

1. Application form

2. Nonrefundable filing fee in check or money order payable to Register of Copyrights

3. Deposit material

Library of Congress Copyright Office
101 Independence Avenue, S.E.
Washington, D.C. 20559-6000

9

As of July 1, 1995, the filing fee for Form TX is \$30.

* 17 U.S.C. § 506(a): Any person who knowingly makes a false representation of a material fact in the application for copyright registration provided for by section 406, or in any written statement filed in connection with the application, shall be fined not more than \$2,500.

CERTIFICATE OF REGISTRATION



This Certificate issued under the seal of the Copyright Office in accordance with title 17, United States Code, attests that registration has been made for the work identified below. The information on this certificate has been made a part of the Copyright Office records.

FORM TX

TX 4-168-974



Marybeth Peters

(TX) TXU
EFFECTIVE DATE OF REGISTRATION

REGISTER OF COPYRIGHTS
United States of America

Nov. 22, 1995
Month Day Year

DO NOT WRITE ABOVE THIS LINE IF YOU NEED MORE SPACE. USE A SEPARATE CONTINUATION SHEET.

1

TITLE OF THIS WORK ▼

CONTEMPORARY ADVERTISING, Sixth Edition

PREVIOUS OR ALTERNATIVE TITLES ▼

PUBLICATION AS A CONTRIBUTION If this work was published as a contribution to a periodical, serial, or collection, give information about the collective work in which the contribution appeared Title of Collective Work ▼

If published in a periodical or serial give: Volume ▼ Number ▼ Issue Date ▼ On Page ▼

2

NAME OF AUTHOR ▼

a WILLIAM F. ARENS

DATES OF BIRTH AND DEATH

Year Born ▼ Year Died ▼

Was this contribution to the work a "work made for hire"?
 Yes
 No

AUTHOR'S NATIONALITY OR DOMICILE

Name of Country

OR { Citizen of United States
Domiciled in United States

WAS THIS AUTHOR'S CONTRIBUTION TO THE WORK?

Anonymous? Yes No

Pseudonymous? Yes No

If the answer to either of these questions is "Yes," see detailed instructions.

NATURE OF AUTHORSHIP Briefly describe nature of material created by this author in which copyright is claimed ▼

Author of new and revised material

NOTE

Under the law

b

NAME OF AUTHOR ▼

DATES OF BIRTH AND DEATH

Year Born ▼ Year Died ▼

Was this contribution to the work a "work made for hire"?
 Yes
 No

AUTHOR'S NATIONALITY OR DOMICILE

Name of Country

OR { Citizen of United States
Domiciled in United States

WAS THIS AUTHOR'S CONTRIBUTION TO THE WORK?

Anonymous? Yes No

Pseudonymous? Yes No

If the answer to either of these questions is "Yes," see detailed instructions.

NATURE OF AUTHORSHIP Briefly describe nature of material created by this author in which copyright is claimed ▼

c

NAME OF AUTHOR ▼

DATES OF BIRTH AND DEATH

Year Born ▼ Year Died ▼

Was this contribution to the work a "work made for hire"?
 Yes
 No

AUTHOR'S NATIONALITY OR DOMICILE

Name of Country

OR { Citizen of United States
Domiciled in United States

WAS THIS AUTHOR'S CONTRIBUTION TO THE WORK?

Anonymous? Yes No

Pseudonymous? Yes No

If the answer to either of these questions is "Yes," see detailed instructions.

NATURE OF AUTHORSHIP Briefly describe nature of material created by this author in which copyright is claimed ▼

of birth and death blank

3

a YEAR IN WHICH CREATION OF THIS WORK WAS COMPLETED

1995

This information must be given in all cases.

b DATE AND NATION OF FIRST PUBLICATION OF THIS PARTICULAR WORK

Month: September Day: 25 Year: 1995

U.S.A.

4

COPYRIGHT CLAIMANT(S) Name and address must be given even if the claimant is the same as the author given in space 2 ▼

Richard D. Irwin, a Times Mirror
Higher Education Group, Inc. company
1333 Burr Ridge Parkway
Burr Ridge, IL 60521

TRANSFER If the claimant(s) named here in space 4 is (are) different from the author(s) named in space 2, give a brief statement of how the claimant(s) obtained ownership of the copyright ▼

by contract

APPLICATION RECEIVED

ONE DEPOSIT RECEIVED

TWO DEPOSITS RECEIVED

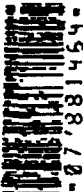
REMITTANCE NUMBER AND DATE

RECEIVED

MORE ON BACK ▶ Complete all applicable spaces (numbers 5-11) on the reverse side of this page. See detailed instructions. Sign the form at line 10.

DO NOT WRITE HERE
Page 1 of 2 pages

077881464



EXAMINED BY _____ FORM TX
 CHECKED BY T.M.J.
 CORRESPONDENCE
 Yes
 FOP
 COPYRIGHT
 OFFICE
 USE
 ONLY

DO NOT WRITE ABOVE THIS LINE. IF YOU NEED MORE SPACE, USE A SEPARATE CONTINUATION SHEET.

PREVIOUS REGISTRATION Has registration for this work or for an earlier version of this work already been made in the Copyright Office?

Yes No If your answer is "Yes" why is another registration being sought? (Check appropriate box) 5

a This is the first published edition of a work previously registered in unpublished form.

b This is the first application submitted by this author as copyright claimant.

c This is a changed version of the work as shown by space 6 on this application.

If your answer is "Yes" give Previous Registration Number Year of Registration

DERIVATIVE WORK OR COMPILATION Complete both space 6a and 6b for a derivative work, complete only 6b for a compilation

a Preexisting Material Identify any preexisting work or works that this work is based on or incorporates
previous edition

b Material Added to This Work Give a brief general statement of the material that has been added to this work and in which copyright is claimed
new and revised material

—space deleted—

REPRODUCTION FOR USE OF BLIND OR PHYSICALLY HANDICAPPED INDIVIDUALS A signature on this form at space 10 and a check in one of the boxes here in space 8 constitutes a non-exclusive grant of permission to the Library of Congress to reproduce and distribute solely for the blind and physically handicapped and under the conditions and limitations prescribed by the regulations of the Copyright Office (1) copies of the work identified in space 1 of this application in Braille (or similar tactile symbols), or (2) phonorecords embodying a fixation of a reading of that work, or (3) both.

Copies and Phonorecords Copies Only Phonorecords Only See instructions

DEPOSIT ACCOUNT If the registration fee is to be charged to a Deposit Account established in the Copyright Office give name and number of Account.

Name Account Number
Richard D. Irwin, a Times Mirror Higher Education Group, Inc. company 64564

CORRESPONDENCE Give name and address to which correspondence about this application should be sent. Name / Address / Apt./City/State/ZIP

Marjorie Kaplan, Permissions & Copyright Editor
Richard D. Irwin, a Times Mirror Higher Education Group, Inc. company
1333 Burr Ridge Parkway, Burr Ridge, IL 60521
 Area Code and Telephone Number 708-789-5171

CERTIFICATION I, the undersigned, hereby certify that I am the

Check only one

author
 other copyright claimant
 owner of exclusive rights
 authorized agent of Times Mirror Higher Education Group, Inc.

of the work identified in this application and that the statements made by me in this application are correct to the best of my knowledge.

Name of author or other copyright claimant or owner of exclusive rights

Typed or printed name and date If this application gives a date of publication in space 3, do not sign and submit it before that date

Marjorie Kaplan date November 9, 1995

Handwritten signature (X)

Marjorie Kaplan

MAIL CERTIFICATE TO

Name Marjorie Kaplan, Permissions & Copyright Editor
Richard D. Irwin, a Times Mirror Higher Education Group, Inc.
 Number Street/Apartment Number
1333 Burr Ridge Parkway
 City/State/ZIP
Burr Ridge, IL 60521

Certificate will be mailed in window envelope

REGISTRATION
 Complete all necessary options
 Sign your application in space 10
REGISTRATION FEES
 1. Application form
 2. Nonrefundable \$20 filing fee in check or money order payable to Register of Copyrights
 3. Deposit material
REGISTER
 Register of Copyrights
 Library of Congress
 Washington D.C. 20540

The Copyright Office will not issue a certificate of registration until the fee is paid in full. The fee will be refunded if the work is not registered. The fee will be refunded if the work is not registered. The fee will be refunded if the work is not registered.

Certificate of Registration



This Certificate issued under the seal of the Copyright Office in accordance with title 17, United States Code, attests that registration has been made for the work identified below. The information on this certificate has been made a part of the Copyright Office records.

Marybeth Peters
 Register of Copyrights, United States of America

Form TX
 For a Mechanical Library Work
 UNITED STATES COPYRIGHT OFFICE

TX 5-858-482

EFFECTIVE DATE OF REGISTRATION
APRIL 27, 2004

DO NOT WRITE ABOVE THIS LINE. IF YOU NEED MORE SPACE, USE A SEPARATE CONTRIBUTION SHEET.

1 TITLE OF THIS WORK ▼
 0-07-287174-1 **MANAGERIAL ECONOMICS, EIGHTH EDITION**

PREVIOUS OR ALTERNATIVE TITLES ▼

PUBLICATION AS A CONTRIBUTION If this work was published as a contribution to a periodical, serial, or collection, give information about the collective work in which the contribution appeared Title of Collective Work ▼

If published in a periodical or serial give: Volume ▼ Number ▼ Issue Date ▼ On Page ▼

2 a NAME OF AUTHOR ▼ **Christopher R. Thomas** DATES OF BIRTH AND DEATH
 Year Born ▼ Year Died ▼

Was this contribution to the work a "work made for hire"? Yes No

AUTHOR'S NATIONALITY OR DOMICILE
 Name of Country: **USA**
 OR Citizen of: **USA**
 Detached mbr: **USA**

WAS THIS AUTHOR'S CONTRIBUTION THE WORK
 Anonymous? Yes No
 Pseudonymous? Yes No

NATURE OF AUTHORSHIP Briefly describe nature of material created by this author in which copyright is claimed. ▼
Editorial revisions new and revised material

NOTE
 Under the term, the "author" of a "work made for hire" is generally the employer, not the employee (see instructions). For any part of this work that was "made for hire" check "Yes" in the space provided, give the employer (or other person for whom the work was prepared) as "Author" of that part, and leave the space for dates of birth and death blank.

b NAME OF AUTHOR ▼ DATES OF BIRTH AND DEATH
 Year Born ▼ Year Died ▼

Was this contribution to the work a "work made for hire"? Yes No

AUTHOR'S NATIONALITY OR DOMICILE
 Name of Country: _____
 OR Citizen of: _____
 Detached mbr: _____

WAS THIS AUTHOR'S CONTRIBUTION THE WORK
 Anonymous? Yes No
 Pseudonymous? Yes No

NATURE OF AUTHORSHIP Briefly describe nature of material created by this author in which copyright is claimed. ▼

c NAME OF AUTHOR ▼ DATES OF BIRTH AND DEATH
 Year Born ▼ Year Died ▼

Was this contribution to the work a "work made for hire"? Yes No

AUTHOR'S NATIONALITY OR DOMICILE
 Name of Country: _____
 OR Citizen of: _____
 Detached mbr: _____

WAS THIS AUTHOR'S CONTRIBUTION THE WORK
 Anonymous? Yes No
 Pseudonymous? Yes No

NATURE OF AUTHORSHIP Briefly describe nature of material created by this author in which copyright is claimed. ▼

3 a YEAR IN WHICH CREATION OF THIS WORK WAS COMPLETED This information must be given in all cases. **2004**

b DATE AND NATION OF FIRST PUBLICATION OF THIS PARTICULAR WORK Complete this information Month: **FEBRUARY** Day: **11** Year: **2004**
 NATION: **USA**

4 COPYRIGHT CLAIMANT'S Name and address must be given even if the claimant is the same as the author given in space 2 ▼
The McGraw-Hill Companies, Inc.
Two Penn Plaza, New York, NY 10121-2298

TRANSFER If the claimant(s) named here in space 4 is (are) different from the author(s) named in space 2, give a brief statement of how the claimant(s) obtained ownership of the copyright. ▼
By assignment

APPLICATION RECEIVED **APR 27 2004**
 ONE DEPOSIT RECEIVED
 TWO DEPOSITS RECEIVED **APR 27 2004**
 FUNDS RECEIVED

MORE ON BACK ▶ • Complete all applicable spaces (numbers 4-8) on the reverse side of this page
 • See detailed instructions • Sign the form at line 8

EXAMINED BY	JRP	FORM
CHECKED BY		
<input type="checkbox"/> CORRESPONDENCE		FOI COPY OFF USE ONLY
Yes		

DO NOT WRITE ABOVE THIS LINE. IF YOU NEED MORE SPACE, USE A SEPARATE CONTINUATION SHEET.

PREVIOUS REGISTRATION Has registration for this work, or for an earlier version of this work, already been made at the Copyright Office?

If Yes: No If your answer is "Yes," why is another registration being sought? (Check appropriate box) ▾

a. This is the first published edition of a work previously registered in unpublished form.

b. This is the first application submitted by the author as copyright claimant.

c. This is a changed version of the work, as shown by space 4 on this application.

If your answer is "Yes," give Previous Registration Number ▾

N/A

Year of Registration ▾

N/A

DERIVATIVE WORK OR COMPILATION

Preexisting Material: Identify any preexisting work or works that this work is based on or incorporates ▾

Previous edition; includes some material from other sources

Material Added in This Work: Give a brief, general statement of the material that has been added to this work and in which copyright is claimed. ▾

Editorial revisions new and revised material

DEPOSIT ACCOUNT If the registration fee is to be charged to a Deposit Account established at the Copyright Office, give name and number of Account Name ▾ Account Number ▾

McGraw-Hill Higher Education

080772

CORRESPONDENCE Give name and address to which correspondence about this application should be sent. Name / Address / Apt / City / State / ZIP ▾

The McGraw-Hill Companies, Inc.
Two Penn Plaza, 9th fl.
New York, NY 10121-2298

Area code and daytime telephone number ▾ 212-904-2783

Fax number ▾ 212-904-6285

CERTIFICATION* I, the undersigned, hereby certify that I am the

Check only one ▾

- author
- other copyright claimant
- owner of exclusive right(s)

of the work identified in this application and that the statements made by me in this application are correct to the best of my knowledge

of authorized agent of Copyright Claimant

Name of author or other copyright claimant, or owner of exclusive right(s) A-

Typed or printed name and date ▾ If this application gives a date of publication in space 3, do not sign and submit it before that date

Beverly Robertson

Date: April 5, 2004

Handwritten signature (X) ▾

Beverly Robertson

Certificate will be mailed in window envelope to this address:

Name ▾
The McGraw-Hill Companies, Inc.

Manufacturer/pt ▾
Two Penn Plaza, 9th fl.

City/State/ZIP ▾
New York, NY 10121-2298

- Complete all necessary spaces
- Sign your application in space 6

Library of Congress
Copyright Office - 72
Washington, D.C. 20540-4001

*17 USC § 204(c) Any person who knowingly makes a false representation of a material fact in the application for copyright registration provided for by section 405, or in any related statement filed in connection with the application, shall be fined not more than \$2,500.

Certificate of Registration



This Certificate issued under the seal of the Copyright Office in accordance with title 17, United States Code, attests that registration has been made for the work identified below. The information on this certificate has been made a part of the Copyright Office records.

Marybeth Peters
 Register of Copyrights, United States of America

Form TX
 For a Non-dramatic Literary Work
 UNITED STATES COPYRIGHT OFFICE

TX 5-889-347

EFFECTIVE DATE OF REGISTRATION
 6 4 2004
 Month Day Year

DO NOT WRITE ABOVE THIS LINE. IF YOU NEED MORE SPACE, USE A SEPARATE CONTINUATION SHEET

1 TITLE OF THIS WORK ▼
 0 07 282397 6 BENSON'S MICROBIOLOGICAL APPLICATIONS LABORATORY MANUAL IN GENERAL COLL MICROBIOLOGY NINTH EDITION SHORT VERSION

PREVIOUS OR ALTERNATIVE TITLES ▼

PUBLICATION AS A CONTRIBUTION If this work was published as a contribution to a periodical serial or collection, give information about the collective work in which the contribution appeared Title of Collective Work ▼

If published in a periodical or serial give Volume ▼ Number ▼ Issue Date ▼ On Page ▼

2 a NAME OF AUTHOR ▼ ALFRED E BROWN DATES OF BIRTH AND DEATH Year Born ▼ Year Died ▼

Was this contribution to the work a work made for hire? Yes No

AUTHOR'S NATIONALITY OR DOMICILE Name of Country OR Citizen of P. USA Domiciled in P.

WAS THIS AUTHOR'S CONTRIBUTION TO THE WORK Anonymous? Yes No Pseudonymous? Yes No

NOTE
 Under the law the author of a work made for hire is generally the employer not the employee (see section 101). For any part of this work that was made for hire about Yes in the space provided give the employer (or other person for whom the work was prepared) as Author of that part and leave the space for dates of birth and death blank.

NATURE OF AUTHORSHIP Briefly describe nature of material created by the author in which copyright is claimed ▼ EDITORIAL REVISIONS NEW AND REVISED MATERIAL

b NAME OF AUTHOR ▼ DATES OF BIRTH AND DEATH Year Born ▼ Year Died ▼

Was this contribution to the work a work made for hire? Yes No

AUTHOR'S NATIONALITY OR DOMICILE Name of Country OR Citizen of P. Domiciled in P.

WAS THIS AUTHOR'S CONTRIBUTION TO THE WORK Anonymous? Yes No Pseudonymous? Yes No

NATURE OF AUTHORSHIP Briefly describe nature of material created by the author in which copyright is claimed ▼

c NAME OF AUTHOR ▼ DATES OF BIRTH AND DEATH Year Born ▼ Year Died ▼

Was this contribution to the work a work made for hire? Yes No

AUTHOR'S NATIONALITY OR DOMICILE Name of Country OR Citizen of P. Domiciled in P.

WAS THIS AUTHOR'S CONTRIBUTION TO THE WORK Anonymous? Yes No Pseudonymous? Yes No

NATURE OF AUTHORSHIP Briefly describe nature of material created by the author in which copyright is claimed ▼

3 a YEAR IN WHICH CREATION OF THIS WORK WAS COMPLETED 2004 **b** DATE AND NATION OF FIRST PUBLICATION OF THIS PARTICULAR WORK Month Day Year 2004

4 COPYRIGHT CLAIMANT(S) Name and address must be given even if the claimant is the same as the author given in space 2 ▼
 THE MCGRAW-HILL COMPANIES, INC
 2 PENN PLAZA 9TH FLOOR
 NEW YORK 10121 2298

COPIES OF THIS WORK RECEIVED
 JUN 04 2004
 TWO DEPOSITS RECEIVED
 JUN 04 2004
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TRANSFER If the claimant(s) named here in space 4 is (are) different from the author(s) named in space 2, give a brief statement of how the claimant(s) obtained ownership of the copyright ▼
 BY ASSIGNMENT

EXAMINED BY SLM FORM

CHECKED BY _____

CORRESPONDENCE
Yes

FOR COPYRI OFFM USI ONL

DO NOT WRITE ABOVE THIS LINE IF YOU NEED MORE SPACE USE A SEPARATE CONTINUATION SHEET

PREVIOUS REGISTRATION Has registration for this work, or for an earlier version of this work already been made in the Copyright Office?

Yes No If your answer is Yes why is another registration being sought? (Check appropriate box) ▼

- a This is the first published edition of a work previously registered in unpublished form
- b This is the first application submitted by this author as copyright claimant
- c This is a changed version of the work as shown by space 6 on this application

If your answer is Yes give Previous Registration Number ▶ NOT AVAILABLE Year of Registration ▶ NOT AVAILABLE

DERIVATIVE WORK OR COMPILATION

Preexisting Material Identify any preexisting work or works that this work is based on or incorporates ▼

CONTAIN SOME PREEXISTING MATERIAL

Material Added to This Work Give a brief general statement of the material that has been added to this work and in which copyright is claimed ▼

EDITORIAL REVISIONS NEW AND REVISED MATERIAL

DEPOSIT ACCOUNT If the registration fee is to be charged to a Deposit Account established in the Copyright Office give name and number of Account Name ▼ Account Number ▼

MCGRAW HILL HIGHER EDUCATION 080772

CORRESPONDENCE Give name and address to which correspondence about this application should be sent Name / Address / Apt / City / State / ZIP ▼

THE MCGRAW HILL COMPANIES INC
2 PENN PLAZA 9TH FLOOR
NEW YORK NY 10121 2298

Area code and daytime telephone number ▶ 1 212 904 6594

Fax number ▶ 1 212 904 6285

CERTIFICATION I the undersigned hereby certify that I am the

Check only one ▶

- author
- other copyright claimant
- owner of exclusive right(s)
- authorized agent of

COPYRIGHT CLAIMANT

Name of author or other copyright claimant, or owner of exclusive right(s) ▲

Typed or printed name and date ▼ If this application gives a date of publication in space 3 do not sign and submit it before that date

Jeanette Cintron

Date ▶ MAY 13, 2004

Handwritten signature (X) Jeanette Cintron

X

Certificates will be mailed in window envelope to this address

Name ▼ THE MCGRAW HILL COMPANIES INC Attn: Jeanette Cintron

Number/Room/Apt ▼ 2 PENN PLAZA 9TH FLOOR

City/State/ZIP ▼ NEW YORK NY 10121 2298

Complete all necessary entries Sign your application in space 6

1. Application fee
2. Non-refundable filing fee to check or money order payable to Register of Copyrights
3. Deposit material

Copyright Office TX
101 Independence Avenue S.E.
Washington, D.C. 20540-4202

See us at stamp Photo and Copyright Office or a post box

17 U.S.C. § 502(a) Any person who knowingly makes a false representation of a material fact in the application for copyright registration provided for by section 405 or in any written statement filed in connection with the application shall be fined not more than \$2,500

Certificate of Registration



This Certificate issued under the seal of the Copyright Office in accordance with title 17, United States Code, attests that registration has been made for the work identified below. The information on this certificate has been made a part of the Copyright Office records.

Marybeth Peters
 Register of Copyrights, United States of America

Form TX
 For a Non-dramatic Literary Work
 UNITED STATES COPYRIGHT OFFICE

TX 5-956-264
 EFFECTIVE DATE OF REGISTRATION
 4 March 27 2004

DO NOT WRITE ABOVE THIS LINE IF YOU NEED MORE SPACE USE A SEPARATE CONTINUATION SHEET

1 TITLE OF THIS WORK
 0-07 298008 7 FORMULATION IMPLEMENTATION AND CONTROL OF COMPETITIVE STRATEGY
 NINTH EDITION

PREVIOUS OR ALTERNATIVE TITLES

PUBLICATION AS A CONTRIBUTION If this work was published as a contribution to a periodical, serial, or collection, give information about the collective work in which the contribution appeared Title of Collective Work

If published in a periodical or serial give Volume Number Issue Date On Pages

2 a NAME OF AUTHOR John A. Pearce DATES OF BIRTH AND DEATH Year Born Year Died

Was this contribution to the work a work made for hire? Yes No
 AUTHOR'S NATIONALITY OR DOMICILE Name of Country OR Citizen of P. USA Detached title USA
 WAS THIS AUTHOR'S CONTRIBUTION THE WORK Anonymous? Yes No Pseudonymous? Yes No

NOTE
 Under the law the author of a work made for hire is generally the employer not the employee (see instructions) For any part of this work that was made for hire check Yes in the space provided give the employer (or other person for whom the work was prepared) as Author of that part and leave the space for dates of birth and death blank.

NATURE OF AUTHORSHIP Briefly describe nature of material created by this author in which copyright is claimed Editorial revisions new and revised material

b NAME OF AUTHOR Richard B. Robinson DATES OF BIRTH AND DEATH Year Born Year Died

Was this contribution to the work a work made for hire? Yes No
 AUTHOR'S NATIONALITY OR DOMICILE Name of Country OR Citizen of P. USA Detached title USA
 WAS THIS AUTHOR'S CONTRIBUTION THE WORK Anonymous? Yes No Pseudonymous? Yes No

NATURE OF AUTHORSHIP Briefly describe nature of material created by this author in which copyright is claimed Editorial revisions new and revised material

c NAME OF AUTHOR DATES OF BIRTH AND DEATH Year Born Year Died

Was this contribution to the work a work made for hire? Yes No
 AUTHOR'S NATIONALITY OR DOMICILE Name of Country OR Citizen of P. Detached title
 WAS THIS AUTHOR'S CONTRIBUTION THE WORK Anonymous? Yes No Pseudonymous? Yes No

NATURE OF AUTHORSHIP Briefly describe nature of material created by this author in which copyright is claimed

3 a YEAR IN WHICH CREATION OF THIS WORK WAS COMPLETED 2004 This information must be given in all cases
b DATE AND NATION OF FIRST PUBLICATION OF THIS PARTICULAR WORK Month February Day 11 Year 2004 NATION USA

4 COPYRIGHT CLAIMANT(S) Name and address must be given even if the claimant is the same as the author given in space 2
 The McGraw Hill Companies Inc
 Two Penn Plaza New York NY 10121 2298

TRANSFER If the claimant(s) named here in space 4 is (are) different from the author(s) named in space 2, give a brief statement of how the claimant(s) obtained ownership of the copyright.
 By assignment

APPLICATION RECEIVED APR 27 2004
 ONE DEPOSIT RECEIVED
 TWO DEPOSITS RECEIVED APR 27 2004
 FUNDS RECEIVED

EXAMINED BY	<i>RK</i>	FOI
CHECKED BY		
<input type="checkbox"/> CORRESPONDENCE		F
Yes		COP
		OF
		1
		0

DO NOT WRITE ABOVE THIS LINE IF YOU NEED MORE SPACE USE A SEPARATE CONTINUATION SHEET

PREVIOUS REGISTRATION Has registration for this work or for an earlier version of this work already been made in the Copyright Office?

Yes No If your answer is Yes why is another registration being sought? (Check appropriate box) ▾

a This is the first published edition of a work previously registered in unpublished form

b This is the first application submitted by this author as copyright claimant

c This is a changed version of the work as shown by space 6 on this application

If your answer is Yes give Previous Registration Number ▸

N/A

Year of Registration ▸ *N/A*

DERIVATIVE WORK OR COMPILATION

Preexisting Material Identify any preexisting work or works that this work is based on or incorporates ▾

a

Previous edition includes some material from other sources

Material Added to This Work Give a brief general statement of the material that has been added to this work and in which copyright is claimed ▾

b

Editorial revisions new and revised material

DEPOSIT ACCOUNT If the registration fee is to be charged to a Deposit Account established in the Copyright Office give name and number of Account Name ▾ Account Number ▾

a

McGraw Hill Higher Education

080772

CORRESPONDENCE Give name and address to which correspondence about this application should be sent Name/Address/Apt/City/State/ZIP ▾

b

The McGraw Hill Companies Inc
Two Penn Plaza 9th fl
New York NY 10121 2298

Area code and daytime telephone number ▸ 212 904 2783

Fax number ▸ 212 904 6285

CERTIFICATION I the undersigned hereby certify that I am the

Check only one ▸

- author
- other copyright claimant
- owner of exclusive right(s)
- authorized agent of Copyright Claimant

of the work identified in this application and that the statements made by me in this application are correct to the best of my knowledge

Name of author or other copyright claimant, or owner of exclusive right(s) ▾

Typed or printed name and date ▾ If this application gives a date of publication in space 3 do not sign and submit it before that date

Beverley Robertson

Date ▸ April 5, 2004

Handwritten signature (X) ▾

X

Certificate will be mailed in window envelope to this address

Name ▾	The McGraw Hill Companies Inc	<i>B ROBERTSON</i>
Number/Street/Apt ▾	Two Penn Plaza 9th fl	
City/State/ZIP ▾	New York NY 10121 2298	

REGISTRATION FEE

Complete all necessary spaces
Sign your application in space 6

1 Application form
2 Non-refundable filing fee in check or money order payable to Register of Copyrights
3 Deposit material

Library of Congress
Copyright Office
101 Independence Avenue S E
Washington D C 20540-0002

17 U.S.C. § 504(a) Any person who knowingly makes a false representation of a material fact in the application for copyright registration provided for by section 408 or in any written statement filed in connection with the application shall be fined not more than \$2,000

FORM TX

For a Nondramatic Literary Work
UNITED STATES COPYRIGHT OFFICE

REGISTRATION NUMBER

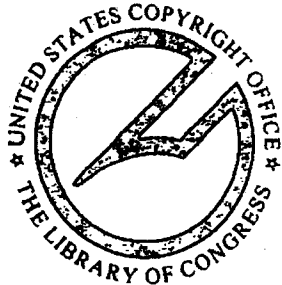
TX 5-040-468



EFFECTIVE DATE OF REGISTRATION

SEPT. 13, 1999
Month Day Year

CERTIFICATE OF REGISTRATION



This Certificate issued under the seal of the Copyright Office in accordance with title 17, United States Code, attests that registration has been made for the work identified below. The information on this certificate has been made a part of the Copyright Office records.

Marybeth Peters

DO NOT WRITE ABOVE THIS LINE. IF YOU NEED MORE SPACE, USE A SEPARATE CONTINUATION SHEET.

1 TITLE OF THIS WORK
FUNDAMENTAL ACCOUNTING PRINCIPLES, FIFTEENTH EDITION

PREVIOUS OR ALTERNATIVE TITLES

PUBLICATION AS A CONTRIBUTION If this work was published as a contribution to a periodical, serial, or collection, give information about the collective work in which the contribution appeared. Title of Collective Work

If published in a periodical or serial give: Volume Number Issue Date On Pages

2 a NAME OF AUTHOR
Kermit D. Larson

DATES OF BIRTH AND DEATH
Year Born Year Died

Was this contribution to the work a "work made for hire"?
 Yes
 No

AUTHOR'S NATIONALITY OR DOMICILE
Name of Country
OR Citizen of USA
Domiciled in USA

WAS THIS AUTHOR'S CONTRIBUTION TO THE WORK
Anonymous? Yes No
Pseudonymous? Yes No

NATURE OF AUTHORSHIP Briefly describe nature of material created by this author in which copyright is claimed.
Editorial revisions and new and revised material

NOTE

Under the law, the "author" of a "work made for hire" is generally the employer, not the employee (see instructions). For any part of this work that was "made for hire" check "Yes" in the space provided, give the employer (or other person for whom the work was prepared) as "Author" of that part, and leave the space for dates of birth and death blank.

b NAME OF AUTHOR
John J. Wild

DATES OF BIRTH AND DEATH
Year Born Year Died

Was this contribution to the work a "work made for hire"?
 Yes
 No

AUTHOR'S NATIONALITY OR DOMICILE
Name of Country
OR Citizen of USA
Domiciled in USA

WAS THIS AUTHOR'S CONTRIBUTION TO THE WORK
Anonymous? Yes No
Pseudonymous? Yes No

NATURE OF AUTHORSHIP Briefly describe nature of material created by this author in which copyright is claimed.
Editorial revisions and new and revised material

c NAME OF AUTHOR
Barbara Chiappetta

DATES OF BIRTH AND DEATH
Year Born Year Died

Was this contribution to the work a "work made for hire"?
 Yes
 No

AUTHOR'S NATIONALITY OR DOMICILE
Name of Country
OR Citizen of USA
Domiciled in USA

WAS THIS AUTHOR'S CONTRIBUTION TO THE WORK
Anonymous? Yes No
Pseudonymous? Yes No

NATURE OF AUTHORSHIP Briefly describe nature of material created by this author in which copyright is claimed.
Editorial revisions and new and revised material

3 a YEAR IN WHICH CREATION OF THIS WORK WAS COMPLETED 1999
b DATE AND NATION OF FIRST PUBLICATION OF THIS PARTICULAR WORK Month July Day 26 Year 1999 Nation USA

4 COPYRIGHT CLAIMANT(S) Name and address must be given even if the claimant is the same as the author given in space 2.
The McGraw-Hill Companies, Inc.
Two Penn Plaza
New York, NY 10121-2298

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TWO DEPOSITS RECEIVED
FUNDS RECEIVED
SEPT. 13, 1999

TRANSFER If the claimant(s) named here in space 4 is (are) different from the author(s) named in space 2, give a brief statement of how the claimant(s) obtained ownership of the copyright.
By contractual agreement

EXAMINED BY MS

FORM TX

CHECKED BY

CORRESPONDENCE
Yes

FOR
COPYRIGHT
OFFICE
USE
ONLY

DO NOT WRITE ABOVE THIS LINE. IF YOU NEED MORE SPACE, USE A SEPARATE CONTINUATION SHEET.

PREVIOUS REGISTRATION Has registration for this work, or for an earlier version of this work, already been made in the Copyright Office?

Yes No If your answer is "Yes," why is another registration being sought? (Check appropriate box.) ▼

- a. This is the first published edition of a work previously registered in unpublished form.
- b. This is the first application submitted by this author as copyright claimant.
- c. This is a changed version of the work, as shown by space 6 on this application.

If your answer is "Yes," give: Previous Registration Number ▶

Not available

Year of Registration ▶

Not available

5

DERIVATIVE WORK OR COMPILED WORK

Preexisting Material Identify any preexisting work or works that this work is based on or incorporates. ▼

Previous edition; includes some materials from other sources

a

6

See instructions before completing this space.

b

Material Added to This Work Give a brief, general statement of the material that has been added to this work and in which copyright is claimed. ▼

Editorial revisions and new and revised material

DEPOSIT ACCOUNT If the registration fee is to be charged to a Deposit Account established in the Copyright Office, give name and number of Account. Name ▼ Account Number ▼

The McGraw-Hill Companies, Inc.

011878

a

7

CORRESPONDENCE Give name and address to which correspondence about this application should be sent. Name/Address/Apt./City/State/ZIP ▼

The McGraw-Hill Companies, Inc.
Two Penn Plaza
New York, NY 10121-2298

b

Area code and daytime telephone number ▶ (212) 904-2783

Fax number ▶ (212) 904-2346

E-mail ▶

CERTIFICATION I, the undersigned, hereby certify that I am the

Check one box ▶

- author
- other copyright claimant
- owner of exclusive right(s)
- authorized agent of Beverly Robertson, Copyright Claimant

of the work identified in this application and that the statements made by me in this application are correct to the best of my knowledge.

Name of author or other copyright claimant, or owner of exclusive right(s) ▲

8

Typed or printed name and date of this application gives a date of publication in space 3. Do not sign and submit it before that date.

Beverly Robertson

Date ▶ August 14, 1999

Handwritten signature

Beverly Robertson

Certificate will be mailed in window envelope to this address:

Name ▼
The McGraw-Hill Companies, Inc. Atn. B. Robertson

Number/Street/Apt. ▼
Two Penn Plaza

City/State/ZIP ▼
New York, NY 10121-2298

Complete all necessary spaces.
Sign your application in space 8.

Application form
2. Payment of the filing fee in check or in any order As of July 1, 1999,
payable to Register of Copyrights
3. Deposit envelope
4. Deposit fee for Form TX
5. Copyright Office
101 Independence Avenue, S.E.
Washington, D.C. 20550-8000

the filing fee for Form TX is \$30.

9

Certificate of Registration



This Certificate issued under the seal of the Copyright Office in accordance with title 17, United States Code, attests that registration has been made for the work identified below. The information on this certificate has been made a part of the Copyright Office records.

Marybeth Peters
 Register of Copyrights, United States of America

Form TX
 For a Non-dramatic Literary Work
 UNITED STATES COPYRIGHT OFFICE

TX 5-956-204

EFFECTIVE DATE OF REGISTRATION
 4 / 27 / 2004
 Month Day Year

DO NOT WRITE ABOVE THIS LINE. IF YOU NEED MORE SPACE, USE A SEPARATE CONTINUATION SHEET

1 TITLE OF THIS WORK ▼
 0-07 246431 3 ESSENTIALS OF ANATOMY & PHYSIOLOGY FIFTH EDITION
 by Rod R. Seeley Tront D. Stephens and Philip Tate

PREVIOUS OR ALTERNATIVE TITLES ▼

PUBLICATION AS A CONTRIBUTION If this work was published as a contribution to a periodical, serial, or collection, give information about the collective work in which the contribution appeared Title of Collective Work ▼

If published in a periodical or serial give Volume ▼ Number ▼ Issue Date ▼ On Pages ▼

2 a NAME OF AUTHOR ▼ The McGraw Hill Companies Inc. DATES OF BIRTH AND DEATH
 Year Born ▼ Year Died ▼

Was this contribution to the work a work made for hire? Yes No

AUTHOR'S NATIONALITY OR DOMICILE
 OR Citizen of ▼ USA
 Domiciled in ▼ USA

WAS THIS AUTHOR'S CONTRIBUTION TO THE WORK
 Anonymous? Yes No
 Pseudonymous? Yes No

NOTE
 Under the law the author of a work made for hire is generally the employer (see instructions). For any part of the work that was made for hire check Yes in the space provided give the employer (or other person for whom the work was prepared) as Author of that part and leave the space for dates of birth and death blank.

NATURE OF AUTHORSHIP Briefly describe nature of material created by this author in which copyright is claimed ▼
 Editorial revisions new and revised material

b NAME OF AUTHOR ▼ DATES OF BIRTH AND DEATH
 Year Born ▼ Year Died ▼

Was this contribution to the work a work made for hire? Yes No

AUTHOR'S NATIONALITY OR DOMICILE
 OR Citizen of ▼
 Domiciled in ▼

WAS THIS AUTHOR'S CONTRIBUTION TO THE WORK
 Anonymous? Yes No
 Pseudonymous? Yes No

NATURE OF AUTHORSHIP Briefly describe nature of material created by this author in which copyright is claimed ▼

c NAME OF AUTHOR ▼ DATES OF BIRTH AND DEATH
 Year Born ▼ Year Died ▼

Was this contribution to the work a work made for hire? Yes No

AUTHOR'S NATIONALITY OR DOMICILE
 OR Citizen of ▼
 Domiciled in ▼

WAS THIS AUTHOR'S CONTRIBUTION TO THE WORK
 Anonymous? Yes No
 Pseudonymous? Yes No

NATURE OF AUTHORSHIP Briefly describe nature of material created by this author in which copyright is claimed ▼

3 a YEAR IN WHICH CREATION OF THIS WORK WAS COMPLETED. This information must be given in all cases. 2004

b DATE AND NATION OF FIRST PUBLICATION OF THIS PARTICULAR WORK
 Complete this information ONLY if this work has been published. Month: February Day: 11 Year: 2004
 USA

4 COPYRIGHT CLAIMANT(S) Name and address must be given even if the claimant is the same as the author given in space 2. ▼
 The McGraw Hill Companies Inc
 Two Penn Plaza New York NY 10121 2298

TRANSFER If the claimant(s) named here in space 4 is (are) different from the author(s) named in space 2, give a brief statement of how the claimant(s) obtained ownership of the copyright ▼
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