The MIT Press

The MIT Press publishes the best works in selected academic disciplines. One of the largest and most respected university presses in the world, the MIT Press is known for quality, innovation, and distinctive design. The Press publishes in diverse fields, including art and architecture, bioethics, cognitive science, computer science, design, economics, environmental studies, information science and communication, international relations, neuroscience, new media, game studies, philosophy, and science, technology, and society. It publishes journals, scholarly monographs, trade books, textbooks, and reference works in print and digital formats. MIT Press authors are drawn from throughout the global academic community. The Press is noted for its work in emerging fields of scholarship, for its strong international distribution, and for pioneering projects such as CogNet, the online community of cognitive science. Through its contributions to scholarship, the MIT Press supports the Institute's mission of advancing knowledge; through its award-winning publications, the Press extends the visibility of the MIT name around the world.

Highlights

Since spring 2010, when we began routinely issuing electronic editions of our new titles simultaneously with print editions, our e-book sales have been growing rapidly. Toward the end of FY2013, we exceeded $1 million in annual e-book sales for the first time. Our total revenues from the sales and licensing of digital editions of our books grew to $1.7 million, or 10% of total books revenues this year, up from 5% in FY2012.

Digital publishing is nothing new to our journals program, of course, which went online starting in the late 1990s. We no longer offer "print only" subscriptions. Our subscribers' preferences are gradually shifting from print-plus-electronic subscriptions to e-only, with around 30% currently choosing e-only. If we count journals as digital products, and consider the Press as a whole, the end of FY2013 finds us with revenues derived roughly 31% from digital and 69% from print products.

The $1 million milestone for e-book sales is welcomed. For the past five years, we have worked hard to integrate digital publishing into all aspects of our publishing operation. Each new title now routinely has multiplatform distribution. Each year we add new distribution partners and new capabilities for serving digital content on our own website. These efforts are now reflected in a solid stream of revenue from digital books.

When and where will the shift to digital find its balance point? At the end of FY2013, we cannot forecast the answer. Studies of readers' preferences are contradictory, and their value for predicting even the short-term future is questionable due to the rapid pace of both behavioral and technological change. Our strategy remains to publish in digital and print formats, and we are ready for whatever digital/print mix emerges.

The highlights of FY2013 span, as always, our people, products, and publishing processes.

We had a number of noteworthy sales successes this year: *Lee Kuan Yew: The Grand Master's Insights on China, the United States, and the World* by Graham Allison and Robert D. Blackwill was a bestseller with very strong sales in the Singapore region; MIT professor John Guttag's textbook *Introduction to Computation and Programming Using Python* gave us an opportunity to publish a textbook alongside a massive open online course (MOOC) for the first time; and the striking success of our year-end "Share the Knowledge" website sale demonstrated the powerful support that we enjoy from our readers.

We ended FY2013 working with 18 digital partners: retailers, aggregators, and search engines. New programs that went live in fall 2012 were our titles in Apple ibook editions, the MIT Press collection (a selection of our computer and information science titles) in the IEEE xPlore Digital Library, and a selection of our monographs in the University Press Content Consortium for Project MUSE. In all, over 4,600 of our titles can be found in our digital programs.

This year also included significant investment in our infrastructure to improve and streamline the production processes for both books and journals. We rolled out two major new systems: a content management system supporting more efficient collaboration among our editors, graphic designers, and print production and digital production teams and a new digital asset distribution platform for distributing our e-book files. We also reorganized our internal systems, including help desk services, in order to save costs and deploy our information technology (IT) staff more effectively.

MIT Press Operating Results ($000)

	FY2011	FY2012	FY2013
Books sales	17,025	16,777	16,890
Journals subscription sales	5,485	4,848	4,846
Total sales	**22,510**	**21,625**	**21,736**
Cost of sales	10,379	9,738	9,504
Gross margin on sales	12,131	11,886	12,232
Other publishing income	2,668	2,360	2,712
Total publishing income	**14,799**	**14,247**	**14,944**
Operating expenses	14,759	14,704	15,039
Bookstore net	135	117	165
Net operations	**175**	**(339)**	**70**

Financial Results

FY2013 represented a return to break-even performance for the Press, with flat growth in book sales offset by strong licensing revenues. We continue to invest in technology development—which adds to the current year's operating expenses—in order to

strengthen future revenue streams. For example, the new research platform for CogNet, nearing completion at the end of FY2013, will yield new customers for this major digital product in FY2014.

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Books Division

FY2013 Revenues

Books Division Revenues ($000)

	FY2011	FY2012	FY2013
Net sales	17,025	16,777	16,890
Other publishing income	783	747	1,008
Total books revenues	**17,808**	**17,524**	**17,898**

New Books in FY2013

The MIT Press published or distributed 215 original books this year. New books by MIT authors published during FY2013 included:

Bentley, Frank, and Edward Barrett, *Building Mobile Experiences*

Choucri, Nazli, *Cyberpolitics in International Relations*

Douglas, Deborah G., *Countless Connecting Threads: MIT's History Revealed through Its Most Evocative Objects*

Emanuel, Kerry, *What We Know About Climate Change*, 2nd edition

Guttag, John V., *Introduction to Computation and Programming Using Python*

Klees, Edward, and H. Robert Horvitz, *Biomedical Consulting Agreements*

Klopfer, Eric, and Jason Haas, *The More We Know*

Layzer, Judith, *Open for Business*

Montfort, Nick, Patsy Baudoin, John Bell, Ian Bogost, Jeremy Douglass, Mark C. Marino, Michael Mateas, Casey Reas, Mark Sample, and Noah Vawter, *10 PRINT CHR$(205.5+RND(1)); : GOTO 10*

Osterman, Paul, editor, *Economy in Society*

Sanyal, Bishwapriya, Lawrence J. Vale, and Christina D. Rosan, editors, *Planning Ideas That Matter*

Sheffi, Yossi, *Logistics Clusters*

Tester, Jefferson W., Elisabeth M. Drake, Michael J. Driscoll, Michael W. Golay, and William A. Peters, *Sustainable Energy*, 2nd edition

Townsend, Robert M., Sombat Sakunthasathien, and Rob Jordan, *Chronicles from the Field*

A complete list of all new titles published by the MIT Press during FY2013 is provided in Appendix A at the end of this report.

Awards

MIT Press books and authors garnered numerous publishing prizes and awards throughout the past year. Honors were granted by professional and academic associations from a variety of disciplines, recognizing the excellence of our titles and their significant contributions to scholarship. A selection of the most notable award winners from FY2013 is presented in Appendix B.

Acquisitions

The MIT Press publishes books in about 16 major subject areas of the sciences, social sciences, and humanities. Our acquisitions editors seek out book projects that advance or usefully synthesize knowledge in their fields and whose arguments require the authority and stability of book publication to achieve their full impact on the world. An effort to meet the requirements of multiple media formats informs our decisions about the content and organization of these works, most of which will be made available in a variety of e-book programs and collections as well as in print.

In FY2013, MIT Press acquisitions editors issued contracts for 202 new book-length works to be published during the next few years. Written for a global audience of scholars, professionals, students, and general readers, these works result from our collaboration with a remarkable group of scholars and researchers, including MIT faculty members. Their works are among the highlights of our signings in FY2013.

John Guttag's textbook, based on his popular MIT course 6.00 Introduction to Computer Science and Programming, was written to accompany the MITx version of the course starting in fall 2012. The textbook appeared in its first MIT Press edition in spring 2013 and is currently being published in a revised and expanded edition that will be available for the fall 2013 semester. The opportunity to work with Professor Guttag on *Introduction to Computation and Programming Using Python*, the required text for this remarkable course, has helped us to understand the powerful synergies between textbooks and MOOCs, both of which offer great teachers the means to reach students well beyond their local classrooms.

The MIT Task Force on Production in the Innovation Economy is a multidisciplinary group whose work informs two new books on our publication list for the fall: *Making in America: From Innovation to Market* was written for a general audience by Suzanne Berger, and *Production in the Innovation Economy* was edited by Richard M. Locke and Rachel L. Wellhausen. These books offer new research and policy advice toward restoring manufacturing as a vital component of US economic activity. Showing how production drives innovation and vice versa, both books argue that these closely synergistic activities can (and indeed must) be reconnected, even at a time when US manufacturing has largely moved offshore.

User-driven innovation is the subject of Eric von Hippel's forthcoming book, to be published in 2014. A long-awaited successor to his *Democratizing Innovation* (2005), von Hippel's *A User Innovation Paradigm* will draw on multi-country evidence to show the vast scale of user innovation and offer insight into innovation by producers, single users,

and open collaborative groups. In addition to suggesting new directions for research, von Hippel's work will provide innovation strategies for both policymakers and firms.

Joel Slemrod's new book *Tax Systems*, coauthored with Christian Gillitzer, will also be published in 2014. Slemrod, the world's leading authority on taxation, introduces a new approach to optimal taxation that incorporates administrative, compliance, and collection costs.

Clapperton Mavhunga's new book, to be published in spring 2014, will make a contribution to science, technology, and society; African studies; and the study of human mobility. In contrast to the usual narratives of African hunters as criminal poachers, this book considers hunters in Zimbabwe as innovators whose methods reflect their deep knowledge of local ecology and their informed approach to sustainable management of the region's forests.

Also among our FY2013 signings is a remarkable project *about* MIT. *A Second Modernism: MIT, Architecture, and the 'Techno-Social' Moment* explores the role of MIT's architecture department in the postwar transformation of the field, from a largely aesthetic discipline to a technologically driven realm of design expertise influenced by linguistics, information science, operations research, computer technology, and systems theory. This remarkable account, edited by Arindam Dutta, will be published in fall 2013.

Sales

The MIT Press sales department includes in-house staff, sales representatives (both in-house and commission), and distribution partners in selected markets and territories. This team sells the Press's books in print and electronic editions to wholesalers, chain bookstores, independent bookstores, museum stores, college stores, specialty accounts, and online retailers around the world.

Worldwide Sales ($000)

	FY2011	FY2012	FY2013
US	11,013	10,721	10,867
UK/Europe/Middle East	4,094	4,303	4,282
Other export	652	561	596
Canada	739	765	732
Japan	395	310	286
Australia	132	117	127
Total international sales	**6,012**	**6,056**	**6,023**
Total worldwide sales	**17,025**	**16,777**	**16,890**

FY2013 worldwide sales totaled $16.9 million, up nearly 1% over FY2012. Frontlist (new title) dollar sales were up 7% from the prior year, while frontlist unit sales were down 5%. This dynamic was caused in part by higher price points of some strong-selling frontlist books. Backlist sales were down 7% in print and up 105% in electronic format.

Domestic Sales

Domestic print and electronic book sales in FY2013 totaled $10.9 million, up by 1% from the $10.7 million figure in FY2012. Domestic retail print sales declined across market channels. The decline was offset by growth in e-book sales and a special MIT Press website sale at the end of the year.

Notably, our print business with Amazon US was down 4% from the prior year. Amazon US, our largest customer, had print sales of $4.5 million, down from $4.7 million. Note that the decline in Amazon's print business was offset by the increase in the Kindle US e-book business, which totaled almost $800,000.

The wholesaler business was directly impacted by Amazon's stocking strategy. Amazon sourced nearly 95% of its books directly from the Press, cutting out the wholesalers that acted as middlemen for many years. As a result, our two biggest wholesalers, Ingram and Baker & Taylor, made up a smaller portion of our business. Overall, FY2013 sales in this market channel were down 2% from FY2012, to $2.4 million.

International Sales

In FY2013, print and electronic book sales outside of the United States totaled over $6 million, flat with FY2012. With respect to Amazon print sales through international Amazon sites, total print sales were $1.5 million, down slightly from FY2012. Again, note that the decline in Amazon's print business was offset by the increase in e-book business. Amazon Kindle sales through international Amazon sites totaled $122,000 compared to $52,000 in FY2012.

Our print and electronic sales in the United Kingdom, Europe, the Middle East, India, and Africa totaled $4.3 million, approximately flat with FY2012 sales.

FY2013 sales in Canada, our third largest export market behind the United Kingdom and Europe, were $732,000, down from $765,000 in FY2012.

Taken as a whole, FY2013 sales to Asia were $768,000, up 9% from FY2012. Japan remained our largest Asian market with sales of $286,000, although sales in this country were down 8% year over year. Sales to Singapore, one of our largest Asian markets, spiked 340% over FY2012 to $128,000; this increase was buoyed by one of our best-selling FY2013 trade titles, *Lee Kuan Yew*.

In Australia and New Zealand, Footprint is our exclusive sales, distribution, and marketing representative. FY2013 sales in these markets totaled $127,000, up 9% from FY2012.

Overall FY2013 sales in our Latin and South American markets declined by 29% from FY2012. Of note was the shortfall in Brazil, down 38% year over year. Brazil is our largest market in South America, and we are ramping up our sales and marketing efforts in this country.

E-Revenues from Sales and Licensing

A highlight of FY2013 was the increase in our retail e-book sales, primarily sales through Amazon's Kindle program. Along with Amazon, we sell retail e-books through Barnes & Noble Nook, Kobo, and Apple, among others. As noted above, Amazon Kindle sales from the US site totaled nearly $800,000, up 83% from FY2012. Amazon Kindle sales from international sites (in Canada, Brazil, the United Kingdom, Germany, France, Italy, Spain, and Japan) totaled $122,000. Barnes & Noble Nook sales were up over FY2012, from $10,000 to $16,000, and Apple iBookstore sales were nearly $26,000.

Along with retail e-book sales, we also sell and license our content through aggregators. In FY2013, our aggregation revenue totaled $729,000, up from $273,000 in FY2012. A large portion of this increase (more than $300,000) was from our recently established partnership with IEEE. In total, e-products revenue was $1.7 million, up from $790,000 in FY2012.

Revenues from Electronic Sales and Licensing ($000)

	FY2011	FY2012	FY2013
E-retailers	209	511	988
Content aggregators	229	273	729
MIT Press Ebooks	3	6	22
Total	**441**	**790**	**1,739**

Special Sales

Special sales allow the Press to work with specialty markets such as corporate, institutional, and gift-seller accounts. These efforts are a welcome component of our overall sales, particularly given that the sales are negotiated on a nonreturnable basis. Our backlist benefits from these efforts, and focused attention is placed on appropriate frontlist titles.

A special sale highlight in FY2013 was the selection of our 2010 title *Living with Complexity*, by Donald Norman, as Georgia Tech's fall 2013 first-year read. In early June 2013, we delivered 3,100 custom print edition copies for distribution to every incoming freshman as well as faculty and staff. In addition, we provided 300 Georgia Tech readers with the ability to access an electronic edition. This was the first time that the Press has made a bulk sale of both print and electronic editions.

Marketing

The books marketing group of the MIT Press includes staff in Cambridge and London who support the publication of our books through publicity, digital and print promotion, exhibits, advertising, and social media. Focused textbook marketing supports the many titles on our list that are used in courses. In addition, our rights and permissions staff extend our reach by licensing foreign translations and other uses of our content, as well as its reuse in new scholarly works.

Our new website was launched in October 2012. The completely revamped site boasts a new design that provides a wonderful showcase for the breadth and depth of our publishing program. The new site, using Drupal and Magento software, gives us much greater flexibility in carrying out email campaigns quickly, directing attention to our publishing lists through our discipline landing pages, and creating more scalable marketing and communication strategies. In FY2013, the new website saw a total of 1.9 million visits, an unprecedented number for us.

FY2013 also brought us several new marketing partnerships, including arrangements with Designers and Books, the preeminent online space for the design community to meet and interact over the topic of books, and Bookish, a new online retail space showcasing books of all types. Both marketing partners serve to extend our promotional reach. We are also working on partnerships with Libbo, an exciting new online space where readers are rewarded for supporting their book picks, and Shindig, another highly impressive site that focuses on speaker events. By participating in these new online ventures, we expect to reach new readers for MIT Press titles and bring new titles to the attention of readers already familiar with our books.

Publicity

The US office saw broad and wide-ranging publicity coverage for FY2013 titles. Regina Lee Blaszczyk's *The Color Revolution* was extremely popular with the media. It was a beautifully designed book, rich with images and interesting text. Coverage was widespread, in publications including the *New York Times*, the *Boston Globe*, *The Atlantic*, the *Wall Street Journal*, and many more. Jumping off of Alistair Brotchie's successful biography of Alfred Jarry, Andrew Hugill's *'Pataphysics: A Useless Guide* also did quite well with the media. City Lights Bookstore in San Francisco hosted Carnivale Pataphysique, a weekend celebration of the science of 'pataphysics that brought together researchers, musicians, technicians, and poets from around the world. This spring, Graham Allison, Robert Blackwill, and Ali Wyne's *Lee Kuan Yew* did very well with coverage in *Reuters, The Atlantic*, the *Washington Post, Time*, and several English-language publications in China. *Various Small Books: Referencing Various Small Books* by Ed Ruscha (edited and compiled by Jeff Brouws, Wendy Burton, and Hermann Zschiegner) was published in conjunction with an exhibit of Ruscha's small books at Gagosian Gallery in New York. The show and book received wide coverage. Finn Brunton's *Spam* has been getting a great deal of coverage. The author was interviewed on NPR's *Weekend Edition* and WNYC's *The Brian Lehrer Show*, among others. The book has been discussed in *Science*, *Scientific American*, the *Boston Globe, Slate, Salon*, the *Wall Street Journal*, *Chronicle Review*, and many more. *The Art of Failure*, Jesper Juul's philosophical look at failure in

video games, also received a great deal of mainstream attention, with reviews in the *Wall Street Journal*, the *Boston Globe, Slate, Salon*, and more. Juul spoke to a standing-room-only crowd at New York University and was interviewed on WNYC's *The Brian Lehrer Show*.

We continue to expand our social media presence. The MITPressLog is thriving, with a growing number of guest contributors and new features. We continue to post primarily original content and have received excellent support. We have almost 28,000 fans on Facebook (up 10,000 over last year) and nearly 35,000 followers on Twitter (up from 22,000 last year). The MIT Press Pinterest account is up and running with many informative (and beautiful) collections of titles grouped in various ways. We are now focusing on GoodReads, tumblr, and Storify as they present interesting new avenues for social media outreach about our books.

The London office has had a busy year for author events, with no less than 13 authors speaking at over 20 events. FY2013 titles that attracted particularly strong press attention for the London office included Adair Turner's *Economics After the Crisis* (*Guardian*, *New Statesman*, *Times Literary Supplement* [*TLS*], and London's *Evening Standard*), Peter Sloterdijk's *Bubbles* (*TLS*), Christof Koch's *Consciousness* (*New Scientist* and *Times Higher Education*, whose reviewer called Professor Koch "the Che Guevara of cognitive neuroscience"), Gohar Homayounpour's *Doing Psychoanalysis in Tehran* (*TLS* and *Times Higher Education*), Kate Zambreno's *Heroines* (*TLS*, *London Review of Books*, and *New Statesman*), Illah Reza Nourbakhsh's *Robot Futures* (*Nature* and *New Scientist*), David Nye's *America's Assembly Line* (*Times Higher Education* and *Icon* magazine), Finn Brunton's *Spam* (*Guardian*, *Independent*, and *Times Higher Education*), Malcolm McCullough's *Ambient Commons* (an outstanding review in *Times Higher Education* that likened the book to Roland Barthes' *Camera Lucida* and Greil Marcus' *Lipstick Traces*), Charles Jencks and Nathan Silver's *Adhocism* (*Icon, Wallpaper*, and *Spectator* magazines), and surprisingly high-profile coverage of a professional book, *Birdsong, Speech and Language,* in the Dutch press and broadcasting media.

Coverage also appeared in a range of other publications during FY2013, including *Art Review*, the *Daily Mail*, *The Economist*, the *Financial Times*, *Frieze*, *The Literary Review*, and *The Wire* (music) magazine, along with European newspapers and magazines such as *Les Echos*, the *International Herald Tribune, De Volkskrant*, *El Pais*, *Frankfurter Allgemeine Zeitung*, *Il Venerdi di Repubblica*, and *Les Sciences Humaines*.

Promotions

In addition to our constant stream of smaller website sales and promotions, we organized two successful major email campaigns. The first was tied to the site launch and offered a 40% discount on all MIT Press books to our email subscribers. Of the 1,410 people who clicked through to the site, 324 took advantage of this sale, a very high percentage in digital marketing. The other promotion was the "Share the Knowledge" campaign this past June. In addition to an email to our authors and to newsletter subscribers, we advertised the sale on Twitter and Facebook and encouraged people to share the discount code with friends and family. This sale saw an incredible 2,216 orders (most for multiple books), by far the highest to date for the website. In addition to our email campaigns, we have been generating site visits by utilizing Google Ad campaigns

for select trade titles. These ads have been viewed by 1,209,551 people and have brought 1,531 people to the website.

Combined Cambridge and London office subject area catalogs were mailed to 185,000 individuals. The catalogs covered the following discipline areas:

Bioethics (US office only)

Science, Technology, and Society

Neuroscience

Economics and Finance

Cognition, Brain, and Behavior

Philosophy

Art, Architecture, and Design

Environment

Brochures featuring new titles in political science, linguistics, information and communication, and vision were produced for meetings to help support our acquisitions efforts and to showcase these areas of our list.

We have recently begun using another program (iContact) to manage non-subscription lists for use by sales, textbook marketing, subsidiary rights, and London office promotions. This is a large step forward from the previous method of using Outlook. We can now send well-designed emails and track clicks in the same fashion as our newsletter. This will also allow IT to save money by removing the email server formerly responsible for handling this function.

Textbook Sales and Marketing

The US textbook marketing office created 18 direct mail promotions and 13 email promotions that were sent to 132,300 professors in various disciplines.

The following were the top 10 best-selling textbooks by net adoption sales revenue for FY2013:

Cormen, *Introduction to Algorithms*, 3rd edition

Salen, *Rules of Play*

Dalkir, *Knowledge Management in Theory and Practice*, 2nd edition

Sloan, *Health Economics*

Benninga, *Financial Modeling*, 3rd edition

Tester, *Sustainable Energy*, 2nd edition

Viscusi, *Economics of Regulation and Antitrust*, 4th edition

Salen, *The Game Design Reader*

Dutta, *Strategies and Games*

Naughton, *The Chinese Economy*

We continued our work with the Murphy Group, a freelance textbook sales outfit. Our contact there worked on 25 textbooks published in FY2013. With our guidance, she built email lists of adopters of competing titles and deployed effective email campaigns.

The London office text promotion schedule for the year consisted of 12 promotions. Highlights included new editions of two well-established economics textbooks: a new third edition of *Recursive Macroeconomic Theory* by Lars Ljungqvist and Thomas Sargent, and a second edition of *Intermediate Public Economics* by Europe-based authors Gareth Myles and Jean Hindriks. We also promoted two new titles that fit into our impressive range of machine learning texts aimed at various levels and pedagogical approaches: *Machine Learning: A Probabilistic Approach to Machine Learning* by Kevin Murphy, and *Foundations of Machine Learning* by Mehryar Mohri, Afshin Rostamizadeh, and Ameet Talwalkar.

Advertising

To promote our FY2013 frontlist trade and our professional and paperback reprint titles we placed over 400 ads in relevant US and UK trade and professional journals, magazines, and websites. Specifically advertising for these titles appeared in such magazines (print and online) as *Bookforum*, *The New York Review of Books*, the *London Review of Books*, the *Wall Street Journal*, *UTNE Reader*, the *Times Literary Supplement*, *Atlantic Monthly*, *Harper's*, and *Foreign Affairs.* Professional titles were advertised in leading academic journals in the fields in which we maintain strong lists: economics; linguistics; cognitive science; neuroscience; science, technology, and society; architecture; political science; environmental studies; biology; new media; and computer science.

Highlights from FY2013 advertising included radio announcements on New England's and Michigan's NPR stations; print ads in *Delta Sky Magazine* and *Silverkris*, the official magazine of Singapore Airlines; and web and print ads in the foremost gaming magazine and website *Kill Screen Media* (specifically, to promote titles in our recently launched Playful Thinking series). We have continued our ongoing effort to analyze the outlets in which we have traditionally advertised, and we use trusted authors as well as recently published journal "impact factors" to help gauge readership levels and the general effectiveness of our advertisements.

Exhibits

In FY2013, the MIT Press attended or sent books to 147 conferences in North America and 18 in the United Kingdom and Europe. Of that number, over 30 were attended by and staffed with MIT Press acquisitions and/or marketing personnel. More targeted title promotions were organized at a number of other conferences throughout the year, including a book signing at the International Association for the Study of Pain World Congress in Milan for past association president and MIT Press author Fernando Cervero.

The MIT Press also participated with full exhibit and acquisitions presence at two meetings in Japan: the annual conference of the Cognitive Science Society in Sapporo (August 2012) and the Human-Robot Interaction Conference in Tokyo (March 2013).

Subsidiary Rights and Permissions

In FY2013, total income from subsidiary rights—made up of permission fees for inclusion of our material in edited volumes and course packages, income from English-language reprints, and royalties on foreign editions—decreased slightly from the prior year.

Subsidiary Rights Income ($), FY2011–FY2013

	FY2011	FY2012	FY2013
Translations	296,687	381,456	342,691
Permissions	379,537	481,300	515,225
Other	43,263	52,088	42,218
Total	**719,487**	**914,844**	**900,314**

For some time now, we have seen a shift away from translations of our books toward granular use of our English-language material. This trend continued in FY2013. However, we are licensing more titles in several emerging markets, including Turkey and Russia. In the case of specialized books, current wisdom in the Western European market is that a large percentage of consumers read English and will buy the original edition as a printed or a digital book. The contributions of our publishing program to various disciplines point to the direction of discourse in those areas, and on every season's list there are titles that find a market in translation. In FY2013, translations income decreased by 10% relative to FY2012.

Permissions income is derived from the reuse of MIT Press book and journal content. Although much of our content is freely available on file-sharing sites and institutional repositories, and there has been a shift from clearing permission on a case-by-case basis to enrollment in subscription programs that allow access to our content in various electronic collections, we continue to collect permissions fees from various sources. Permission income for book content increased by 7% since last year at this time, largely due to an increase in foreign permissions fees.

Income from reprinted editions of our books—largely limited to the Indian subcontinent—decreased by 14% this fiscal year. This was due primarily to fewer sales of Cormen's *Introduction to Algorithms* (3rd edition) in India.

Journals Division

Citation Indices and Journal Rankings

The MIT Press journals division measures the value, importance, and influence of the journals it publishes along several vectors. In line with the overall mission of the Press, some titles are focused on a narrow slice of scholarship that may otherwise be neglected and serve as a vital resource for a small community of scholars (e.g., *Perspectives on Science*, *Journal of Cold War Studies*). Others are cornerstones of a large field and well known for publishing a significant quantity of the most important research in their discipline (e.g., *International Security*, *Journal of Cognitive Neuroscience*). Still others

concentrate on charting new territory or bridging gaps between scholars and the general reader (*Daedalus, The New England Quarterly*). In all cases, the Press strives to publish first-rate, challenging, and vital works that act as building blocks for new areas of inquiry. Citation indices represent one of the key metrics by which we evaluate our program.

The Press's performance in impact factor rankings has typically been very strong and reflects well on the journals program, the editorial offices' discernment in selecting articles, and our joint work in shaping and polishing them prior to publication. The 2012 rankings (released in June 2013) are no exception. Among the highlights, our journal *Global Environmental Politics* is now the third-ranked journal in political science out of 157 overall, with an impact factor of 2.630 for 2012. *International Security* is second in the International Relations category with a 2.739 score in 2012. *The Review of Economics and Statistics* has an impact factor of 2.346 and is 28 out of 332 in economics. The *Journal of Cognitive Neuroscience* is fifth out of 83 in experimental psychology (4.493). *Linguistic Inquiry*, edited for 40 years by MIT emeritus faculty member and MIT Press author Samuel Jay Keyser, continued its strong annual showing, finishing 13th out of 160 journals in linguistics (1.590).

Over the past decade there have been many challengers to the Thomson Reuters impact factor's supremacy; these have included Eigenfactor, h-index and h5-index, SCIMago rankings, and other less objective, more survey-based ranking systems such as the European Reference Index for the Humanities and the Australian Research Council's journal ranking efforts. All have their adherents, but none of them have managed to supplant the impact factor quite yet. Google has recently launched its own Google Scholar Metrics system, which is based on citation counts gathered through Google Scholar and ranked by the h5-index method. These rankings are of particular value to the MIT Press as they also include journals in the humanities, unlike the impact factor, which focuses solely on social and hard sciences. Several MIT Press journals finished in the top 20 for their field based on Google's calculations: *The Drama Review, PAJ: A Journal of Performance and Art, Leonardo, October,* and the *Computer Music Journal*. Similarly, the Press has many journals in the top quartile of the rankings from SCIMago, a ranking system from Elsevier that blends multiple citation ranking systems to generate a single overall number.

Rankings are by no means the whole picture of a journal's value to its community; however, they do provide excellent, largely objective insights into which journals are publishing the most critical, highly cited research of their time.

FY2013 Revenues

In FY2013, the journals program ended the year with total revenues (subscriptions plus other publishing income) of $6.6 million, slightly above FY2012.

The Press's slight growth in revenue over FY2012 is largely due to higher-than-expected third-party publishing income, especially that from Project MUSE. Revenue from MUSE was up by over $75,000 in FY2013, an increase of 11.2%. The reason for this surge is almost entirely related to the addition of nearly 40 volumes of back issues of the journal

International Security in Project MUSE. This extra material was widely used in 2012 and contributed to a much higher royalty payment for the Press.

The library market for subscriptions stabilized somewhat in 2012–2013, and subscription attrition levels are starting to drop. Libraries are, to be sure, still in severe financial difficulty and are often canceling double subscriptions or dropping print in favor of online versions of the journals collected in large databases such as MUSE, EBSCOHost, and JSTOR. Some are simply switching to the less expensive online versions of the journal ordered directly from the MIT Press. These practices are reflected in the overall decline in subscription revenue seen in the table above. But what is not shown is the concomitant drop in expenses for e-only subscriptions with no paper, printing, binding, or mailing and handling costs. Furthermore, some journals' print runs have become small enough that the Press can now process them on a digital press, allowing for substantial cost savings.

FY2013 saw the Press establish a relationship with the Asian Development Bank for the biannual publication of its flagship journal, *Asian Development Review* (*ADR*). The journal has been publishing high-quality research on Asian macroeconomic topics for 30 years. *ADR* has broad appeal to both policymakers and academics, as well as those working in the private sector and in nongovernmental organizations, and it has established itself as a cornerstone in Asian economic research.

ADR is our second open access title (*Computational Linguistics* being the other), and it is freely available online to everyone starting with the first MIT Press issue (March 2013, Volume 30, Issue 1). The Press is also making available print subscriptions and a limited number of single copies for sale. Publishing twice a year, in March and September, *ADR* fits in well with our economics list and complements our existing journal *Asian Economic Papers.*

Through a mutual decision with Tagore Inc., the journal's sponsor, the Press terminated its agreement to publish *Innovations: Technology Government Globalization.* Volume 8, Issue 4 (scheduled for December 2013), will be the last issue of *Innovations* published by the MIT Press.

The division ended the fiscal year publishing CogNet, the online brain and cognitive science community database (containing books, reference works, and journals), and 31 journals:

Journals Division Revenues ($000)

	FY2011	FY2012	FY2013
Subscription income	5,485	4,848	4,846
Other publishing income	1,885	1,613	1,704
Total journals revenues	**7,370**	**6,461**	**6,550**

African Arts

Artificial Life

ARTMargins

Asian Development Review

Asian Economic Papers

The Baffler

Computational Linguistics

Computer Music Journal

Daedalus

Design Issues

Education Finance and Policy

Evolutionary Computation

Global Environmental Politics

Grey Room

Innovations

International Journal of Learning and Media

International Security

Journal of Cognitive Neuroscience

Journal of Cold War Studies

Journal of Interdisciplinary History

Leonardo

Leonardo Music Journal

Linguistic Inquiry

Neural Computation

The New England Quarterly

October

PAJ: A Journal of Performance and Art

Perspectives on Science

Presence: Teleoperators & Virtual Environments

The Review of Economics and Statistics

TDR: The Drama Review

MIT-Affiliated Journal Editors and Editorial Board Members

Robert Berwick (professor of computational linguistics): associate editorial board member, *Linguistic Inquiry*

Rodney Brooks (professor of robotics): editorial board member, *Artificial Life*

Emery Brown (professor of health sciences and technology and computational neuroscience): editorial board member, *Neural Computation*

Noam Chomsky (Institute professor and professor emeritus of linguistics): associate editorial board member, *Linguistic Inquiry*

Owen R. Coté (associate director, Security Studies Program): editor, *International Security*

Michel DeGraff (associate professor of linguistics): associate editorial board member, *Linguistic Inquiry*

Robert Desimone (director, McGovern Institute for Brain Research): editorial board member, *Journal of Cognitive Neuroscience*

Nathaniel Durlach (senior lecturer, Research Laboratory of Electronics): consulting editor, *Presence*

Danny Fox (professor of linguistics): associate editorial board member, *Linguistic Inquiry*

John Gabrieli (professor of health sciences and technology and cognitive neuroscience): editorial board member, *Journal of Cognitive Neuroscience*

Morris Halle (Institute professor and professor emeritus of linguistics): associate editorial board member, *Linguistic Inquiry*

Sabine Iatridou (professor of linguistics): associate editorial board member, *Linguistic Inquiry*

Lynnette A. Jones (senior research scientist): associate editor, *Presence*

Nancy Kanwisher (professor, Department of Brain and Cognitive Sciences): editorial board member, *Journal of Cognitive Neuroscience*

Michael Kenstowicz (professor of linguistics): associate editorial board member, *Linguistic Inquiry*

Samuel Jay Keyser (professor emeritus of linguistics and special assistant to the chancellor): editor-in-chief, *Linguistic Inquiry*

Philip S. Khoury (Ford international professor of history and associate provost): editorial board member, *Journal of Interdisciplinary History*

Richard Lippman (senior staff member, Information Systems Technology Group, Lincoln Laboratory): associate editor, *Neural Computation*

Keeril Makan (associate professor of music): managing editor, *Computer Music Journal*

Earl Miller (professor of neuroscience): editor, *Journal of Cognitive Neuroscience*

Marvin Minsky (professor of media arts and sciences and electrical engineering and computer science): editorial advisory board member, *Computer Music Journal*

Shigeru Miyagawa (professor of linguistics and Japanese language and culture): associate editorial board member, *Linguistic Inquiry*

Benjamin A. Olken (professor of economics): associate editor, *The Review of Economics and Statistics*

Una-May O'Reilly (principal research scientist, Computer Science and Artificial Intelligence Laboratory): editorial board member, *Evolutionary Computation*

David Pesetsky (professor of modern languages and linguistics): associate editorial board member, *Linguistic Inquiry*

Tomaso Poggio (professor, Department of Brain and Cognitive Sciences): editorial board member, *Neural Computation*

Barry Posen (professor of political science): editorial board member, *International Security*

Theodore Postol (professor of science, technology, and national security policy): editorial board member, *International Security*

Iqbal Quadir (founder and director, Legatum Center for Development and Entrepreneurship): coeditor, *Innovations*

Peter Temin (professor emeritus of economics): editorial board member, *Journal of Interdisciplinary History*

Stephen Van Evera (professor of political science): editorial board member, *International Security* and *Journal of Cold War Studies*

Cindy Williams (principal research scientist, Security Studies Program): editorial board member, *International Security*

Heidi Williams (assistant professor of economics): associate editor, *The Review of Economics and Statistics*

The MIT Press Bookstore

The MIT Press Bookstore has been the campus showroom for books and journals published by the Press since 1980. We feature all of the books published by the MIT Press as well as a curated selection of nonfiction works from other university presses and academic publishers. Our current inventory includes over 11,000 books representing 6,500 unique titles, all housed in our 1,450-square-foot store in Kendall Square. Our primary customer base comprises MIT students and faculty, the local innovation community, and visitors to the MIT campus.

Sales in the physical store for FY2013 were even with last year, at $480,000. All told, we sold more than 23,000 books through 12,000 individual transactions in the store. Sales through our online partners continue to show steady growth, with sales up 24%, totaling $100,000. The majority of this figure is represented by sales of "hurt" textbooks sold directly to customers via Amazon.com's Marketplace and other discount sites popular with students. We also held five special sale events involving these "hurt" books, which contributed an additional $105,000, a 27% increase over the previous year. Two of these events were our legendary "Loading Dock Sales," during which we sold more than 15,000 books at hugely discounted prices. The bookstore's net contribution for FY2013 was $165,000.

Our activities take us beyond the walls of the showroom as well. The bookstore staff exhibited MIT Press books at 22 different events on campus during FY2013. Our most successful events were the Boston Book Festival in October 2012; the MIT SDM Systems Thinking Conference, also in October 2012; the Futures of Entertainment Conference held at the MIT Media Lab in November 2012; and our exhibit during Technology Day festivities at Kresge in June 2013.

Worth noting are two technical developments. First, MIT has approved a wireless credit card terminal that is compliant with Payment Card Industry rules. This device will greatly improve our ability to sell books outside the walls of the bookstore. Second, the bookstore is piloting an iPhone app named AisleConnect. The app, developed by a local startup, allows customers to both locate books in the store and buy them via smartphone.

The top five best-selling MIT Press books at the bookstore during FY2013 were as follows:

Olivier de Weck, *Engineering Systems*

John Guttag, *Introduction to Computation and Programming Using Python*

Yossi Sheffi, *Logistics Clusters*

David Kaiser, *Becoming MIT*

Anne Mikoleit, *Urban Code*

Ellen W. Faran
Director

Appendix A: New Titles Published in FY2013

Professional Books

Abbate	*Recoding Gender*
Abramiuk	*Foundations of Cognitive Archaeology*
Adger	*Syntax of Substance*
Andrews	*Do Apes Read Minds?*
Antoniou	*Semantic Web Primer, 3rd edition*
Applin	*Yayoi Kusama: Infinity Mirror Room*
Arapostathis	*Patently Contestable*
Arbib	*Language, Music and the Brain*
Barilan	*Human Dignity, Human Rights and Responsibility*
Barkin	*Saving Global Fisheries*
Bentley	*Building Mobile Experiences*
Biermann	*Global Environmental Governance Reconsidered*
Blank	*Intervention in the Brain*

Bobaljik	*Universals in Comparative Morphology*
Bock	*Technology of Nonviolence*
Bogdan	*Mindvaults*
Bolhuis	*Birdsong Speech and Language*
Bouchard	*From Groups to Individuals*
Braude	*Great Recession*
Brown	*Regulating Code*
Bryner	*Integrating Climate, Energy, and Air Pollution Policies*
Buchmann	*Helio Oiticica and Neville D'Almeida*
Callahan	*In Search of the Good*
Chang	*Philosophy of Communication*
Cheung	*Evolving Role of China in Global Economy*
Choucri	*Cyberpolitics in International Relations*
Cohen	*Immigration and Labor Market Mobility in Israel, 1990 to 2009*
Collins	*Playing with Sound*
Combes	*Gilbert Simondon and the Philosophy of the Transindividual*
Copeland	*Computability*
Cormen	*Algorithms Unlocked*
Cox	*Speaking Code*
Cull	*Banking the World*
Cutler	*Native Listening*
Dimento	*Changing Lanes*
Disco	*Cosmopolitan Commons*
Durrant-Whyte	*Robotics: Science and Systems VII*
Ekman	*Throughout: Art and Culture Emerging*
Elias	*Characteristics of Games*
Eshun	*Dan Graham: Rock My Religion*
Fairfax	*California Cuisine and Just Food*
Ferster	*Interactive Visualization*
Folkmann	*Aesthetics of Imagination in Design*
Foote	*Histories of the Dustheap*
Franinovic	*Sonic Interactions Design*
Fuest	*Critical Issues in Taxation Development*
Fuller	*Evil Media*
Gitelman	*Raw Data Is an Oxymoron*
Glushko	*Discipline of Organizing*
Gortler	*Foundations of 3D Graphics*
Greco	*Virtue Epistemology*
Gunkel	*Machine Question*
Haffner	*View From Above*
Haliassos	*Financial Innovation*
Hammerstein	*Evolution and the Mechanisms of Decision*

Hanks	*Lexical Analysis*
Henderson	*The Fourth Dimension & Non-Euclidean Geometry in Modern Art*
Hess	*Good Green Jobs in a Global Economy*
Hollan	*Signals and Boundaries*
Huff	*Leading Open Innovation*
Huhtamo	*Illusions in Motion*
Hui	*Psychophysical Ear*
Hutto	*Radicalizing Enactivism*
Kabasenche	*Reference and Referring*
Kahn	*Ecopsychology*
Kahn	*Rediscovery of the Wild*
Kember	*Life After New Media*
Kinchy	*Seeds Science and Struggle*
Klees	*Biomedical Consulting Agreements*
Kleine	*Technologies of Choice?*
Knauff	*Space to Reason*
Knott	*Sensorimotor Cognition and Natural Language Syntax*
Lachmund	*Greening Berlin*
Lauwereyns	*Brain and the Gaze*
Layzer	*Open for Business*
Lende	*Encultured Brain*
Leonardi	*Car Crashes Without Cars*
Ling	*Taken for Grantedness*
Lopez	*Indefinite Objects*
Meyer	*Environmental Advantages of Cities*
Milkowski	*Explaining the Computational Mind*
Mohri	*Foundations of Machine Learning*
Molesworth	*Louise Lawler*
Montfort	*10 PRINT CHR$(205.5+RND(1)); : GOTO 10*
Munns	*Single Sky*
Munster	*Aesthesia of Networks*
Murphy	*Ethics, Sexual Orientation, and Choices*
Nelson	*Design Way: Intentional Change, 2nd edition*
Noack	*Sanja Ivekovic: Triangle*
O'Rourke	*Walking and Mapping*
Osterman	*Economy in Society*
Parisi	*Contagious Architecture*
Phillips	*Liberating Kosovo*
Pinker	*Learnability and Cognition, new edition*
Portney	*Taking Sustainable Cities Seriously, 2nd edition*
Postigo	*Digital Rights Movement*
Potanova	*Moving Without a Body*

Price	*Inner Experience and Neuroscience*
Prinz	*Action Science*
Quine	*Word and Object, new edition*
Rabinovich	*Principles of Brain Dynamics*
Radman	*Hand, Organ of the Mind*
Robinson	*Contested Water*
Rogers	*Digital Methods*
Rorimer	*Michael Asher*
Rosenblith	*Sensory Communication*
Rosenbloom	*On Computing*
Santiso	*Banking on Democracy*
Sanyal	*Planning Ideas That Matter*
Schwartz	*Measuring What Matters Most*
Sefton-Green	*Learning at Not-School*
Shatkay	*Mining the Biomedical Literature*
Shute	*Stealth Assessment*
Siklos	*Central Bank Communication, Decision Making, and Governance*
Smil	*Harvesting the Biosphere*
Smil	*Japan's Dietary Transition and Its Impacts*
Speilmann	*Hybrid Culture*
Sporns	*Discovering the Human Connectome*
Springer	*Communicating Moral Concern*
Sterelny	*Cooperation and Its Evolution*
Stokke	*Disaggregating International Regimes*
Stone	*Vision and Brain: How We Perceive the World*
Sun	*Grounding Social Sciences in Cognitive Sciences*
Takhteyev	*Coding Places*
Tester	*Sustainable Energy, 2nd edition*
Todd	*Cognitive Search*
Townsend	*Chronicles From the Field*
Tse	*Neural Basis of Free Will*
Uttal	*Reliability in Cognitive Neuroscience*
Vygotsky	*Thought and Language Revised, expanded edition*
Wertheimer	*On Perceived Motion and Figural Organization*
Whorf	*Language, Thought and Reality, 2nd edition*
Williamson	*Future of the Curriculum*
Wisnioski	*Engineers for Change*
Wolff	*Contending Economic Theories*
Wolpin	*Limits of Inference Without Theory*
Wouters	*Virtual Knowledge*
Zawidzki	*Mindshaping*

Trade Books

Alliez	*Spheres of Action*
Allison	*Lee Kuan Yew*
Barikin	*Parallel Presents: Art of Pierre Huyghe*
Baudrillard	*Ecstasy of Communication, new edition*
Belting	*Giving Kids a Fair Chance*
Berardi	*Uprising: On Poetry and Finance*
Blaszczyk	*Color Revolution*
Brabham	*Crowdsourcing*
Brouws	*Various Small Books*
Brunton	*Spam*
Burdick	*Digital Humanities*
Cervero	*Understanding Pain*
Clancey	*Working on Mars*
Costikyan	*Uncertainty in Games*
Dauvergen	*Eco-Business*
Douglas	*Countless Connecting Threads*
Dworkin	*No Medium*
Emanuel	*What We Know About Climate Change, 2nd edition*
Evans	*PERSPECTA 45: AGENCY*
Farr	*Memory*
Fore	*Realism After Modernism*
Gaidar	*Russia: A Long View*
Gonzalez	*Sad Passions*
Grusky	*Occupy the Future*
Heckman	*Giving Kids a Fair Chance*
Homayounpour	*Doing Psychoanalysis in Tehran*
Hugill	*Pataphysics*
Jencks	*Adhocism*
Juul	*Art of Failure*
Kafka	*Demon of Writing*
Klopfer	*The More We Know*
Koch	*Thieves of Virtue*
Kraus	*Summer of Hate*
Kurgan	*Close Up at a Distance*
Lauson	*Light Show*
Lazzarato	*Making of the Indebted Man*
Lee	*Forgetting the Art World*
Lepecki	*Dance*
Lind	*Abstraction*
Lockwood	*Silent Epidemic*
Markonish	*Oh Canada*

McCullough	*Ambient Commons*
McLagan	*Sensible Politics*
Meyer	*What Was Contemporary Art?*
Morris	*Materializing Six Years*
Negri	*Winter Is Over*
Nourbakhsh	*Robot Futures*
Nye	*America's Assembly Line*
O'Connell	*Hub's Metropolis*
Okonjo-Iweala	*Reforming the Unreformable*
O'Neill	*Culture of Curating*
O'Rourke	*Shopping for Good*
Parry	*Mating Lives of Birds*
Pucher	*City Cycling*
Quian	*Borges and Memory*
Raichlen	*Waves*
Raunig	*Factories of Knowledge, Industries of Creativity*
Rosati	*Alternative Histories*
Scolari	*Oblique Drawing*
Sheffi	*Logistics Clusters*
Sito	*Moving Innovation*
Stallabrass	*Documentary*
Suber	*Open Access*
Teyssot	*Topology of Everyday Constellations*
Tigerman	*Handbook of California Design, 1930–1965*
Tin	*Invention of Heterosexual Culture*
Virilio	*Lost Dimension, new edition*
Wenz	*Take Back the Center*
Zambreno	*Heroines*

Textbooks

Campbell	*Historical Linguistics, 3rd edition*
Guttag	*Introduction to Computation and Programming Using Python*
Hindriks	*Intermediate Public Economics, 2nd edition*
Lai	*Operations Forensics*
Ljungqvist	*Recursive Macroeconomic Theory, 3rd edition*
Murphy	*Machine Learning*
Varela	*Programming Distributed Computing Systems*
Weiss	*Multiagent Systems, 2nd edition*

Appendix B: Awards in FY2013

MIT Press books and authors won recognition in the form of many awards and prizes in FY2013. Below is a selection of some of the most notable awards and their winners.

Surveillance or Security?: The Risks Posed by New Wiretapping Technologies by Susan Landau won the 2012 Surveillance Studies Book Prize, awarded by the Surveillance Studies Network.

Pesticide Drift and the Pursuit of Environmental Justice by Jill Lindsey Harrison won the 2012 Association for Humanist Sociology Book Award.

The Machine Question: Critical Perspectives on AI, Robots, and Ethics by David J. Gunkel won the 2012 Top Single Authored Book of the Year Award, presented by the National Communication Association's Communication Ethics Division.

Spacesuit: Fashioning Apollo by Nicholas de Monchaux won the 2011 Eugene M. Emme Astronautical Literature Award, given by the American Astronautical Society.

Paul N. Edwards received the 2012 Louis J. Battan Author's Award from the American Meteorological Society for *A Vast Machine: Computer Models, Climate Data, and the Politics of Global Warming*—"a comprehensive and engaging account of the evolution of the infrastructure required to observe and simulate weather and climate."

Cybernetic Revolutionaries by Eden Medina received both the 2012 Edelstein Prize, awarded by the Society for the History of Technology (SHOT), and the 2012 Computer History Museum Prize, awarded by SHOT's Special Interest Group on Computers, Information, and Society.

Our Own Worst Enemy? by Sharon Weiner won the Louis Brownlow Award from the National Academy of Public Administration.

Being Nuclear: Africans and the Global Uranium Trade by Gabrielle Hecht was the co-winner of the American Historical Association's 2012 Martin A. Klein Prize in African History.

Digital Apollo by David Mindell won the American Institute of Aeronautics and Astronautics 2013 Gardner-Lasser Aerospace History Literature Award.

Several MIT Press books were named 2012 Outstanding Academic Titles by *Choice* magazine:

> *Consciousness: Confessions of a Romantic Reductionist* by Christof Koch
>
> *The Evolved Apprentice: How Evolution Made Humans Unique* by Kim Sterelny
>
> *Climate Change and Global Security: Technology and Policy Options* by Marilyn Brown and Benjamin Sovacool
>
> *Tomorrow's Energy: Hydrogen, Fuel Cells, and the Prospects for a Cleaner Planet* by Peter Hoffman
>
> *Inventing the Medium: Principles of Interaction Design as a Cultural Practice* by Janet Murray
>
> *Heredity, Family, and Inequality: A Critique of Social Sciences* by Michael Beenstock
>
> *Instituting Nature: Authority, Expertise, and Power in Mexican Forests* by Andrew Mathews
>
> *American Urban Form: A Representative History* by Sam Warner and Andrew Whittemore
>
> *Networked: The New Social Operating System* by Lee Rainie and Barry Wellman

William A. Barnett's *Getting It Wrong: How Faulty Monetary Statistics Undermine the Fed, the Financial System, and the Economy* was the winner in the PROSE Awards Economics category. In addition, several MIT Press titles received honorable mentions in other PROSE Awards categories:

> *Consciousness: Confessions of a Romantic Reductionist* by Christof Koch (Biomedicine & Neuroscience)
>
> *Discovering the Human Connectome* by Olaf Sporns (Biomedicine & Neuroscience)
>
> *Guardians of Finance: Making Regulators Work for Us* by James R. Barth, Gerard Caprio Jr., and Ross Levine (Business, Finance & Management)
>
> *Logistics Clusters: Delivering Value and Driving Growth* by Yossi Sheffi (Business, Finance & Management)
>
> *In Praise of Reason* by Michael P. Lynch (Philosophy)
>
> *Networked: The New Social Operating System* by Lee Rainie and Barry Wellman (Sociology & Social Work)

Hybrid Nature: *Sewage Treatment and the Contradictions of the Industrial Ecosystem* by Daniel Schneider was awarded the George Perkins Marsh Prize, given by the American Society for Environmental History.

The Fate of Greenland: Lessons from Abrupt Climate Change by Philip Conkling, Richard Alley, Wallace Broecker, and George Denton won the Phi Beta Kappa Award in Science.

Materializing "Six Years": Lucy R. Lippard and the Emergence of Conceptual Art, edited by Catherine Morris and Vincent Bonin, was presented the Specific Object Publication of the Year Award by Specific Object.

Instrumental Community: Probe Microscopy and the Path to Nanotechnology by Cyrus Mody was awarded the 2013 James T. Cushing Memorial Prize in History and Philosophy of Physics.

The MIT Press had a strong showing in the 2013 CITASA (Communication and Information Technologies Section of the American Sociological Association) Book Awards, with *Venture Labor: Work and the Burden of Risk in Innovative Industries* by Gina Neff and *Coding Places: Software Practice in a South American City* by Yuri Tahkteyev as the co-winners. Also of note, Jennifer Earl's *Digitally Enabled Social Change: Activism in the Internet Age* received an honorable mention.

Do Apes Read Minds?: Toward a New Folk Psychology by Kristin Andrews won the Canadian Philosophical Association's Book Award for 2013.