

Contents

Acknowledgements	vii
List of Tables	ix
List of Abbreviations	xi
Preface	xiii
1 The Politics of Managerialism	1
2 Managing by Numbers: The Bogus Prospectus of Performance Measurement	29
3 Welfare Markets	54
4 Compulsory Competitive Tendering: The Case of the Vanishing Producers	87
5 Determining Public Sector Pay: Prescription and Practice	116
6 Conclusion: A Managerialist Future	141
Documents	168
Bibliography	260
Index	277