

The primary IRC® reference book, *Investor Relations Body of Knowledge*, is based on the IR Competency Framework. Each chapter is devoted to one of the Framework's 10 core competency domains and contains a list of related references.

Included below is a non-exhaustive list of resources that may be helpful in preparing for the IRC examination.

National Investor Relations Institute (2015). [\*Investor Relations Body of Knowledge\*](#). Alexandria, VA: National Investor Relations Institute.

National Investor Relations Institute (2014). [\*Standards of Practice for Investor Relations: Disclosure\*](#). Alexandria, VA: National Investor Relations Institute.

National Investor Relations Institute (2019). [\*IR Competency Suite™\*](#). Alexandria, VA: National Investor Relations Institute.

#### PUBLICATIONS

Argenti, P. (2012). *Corporate Communication, 6<sup>th</sup> Ed.* New York: McGraw Hill Education.

Beasley, E. – “Confessions of an Investor Relations Officer: How to extract information”

Bragg, S. (2014) “The Investor Relations Guidebook”, 2<sup>nd</sup> Ed.”, Accounting tools, LLC.

Bragg, S. (2010) “Running an Effective Investor Relations Department: A Comprehensive Guide”, John Wiley & Sons, Inc.

Bragg, S. (2008). “Investor Relations: The Comprehensive Guide”, 2nd Ed. Accounting tools, LLC.

Brealey, R., Myers, S. (2013). *Principles of Corporate Finance, 11<sup>th</sup> Ed.* New York: McGraw-Hill/Irwin.

Caywood, C. (2012). *The Handbook of Strategic Public Relations and Integrated Marketing Communications, 2<sup>nd</sup> Ed.* New York: McGraw Hill Education.

Corbin, J. (2004) “Investor Relations: The Art of Communicating Value: Four Basic Steps to a Successful IR Program & Creating the Ultimate Communications Platform”, 2nd Ed. Aspatore Books.

Diermeier, D. (2011). *Reputation Rules: Strategies for Building Your Company's Most Valuable Asset.* New York: McGraw Hill Education.

Graham, B., Dodd, D. (2008). *Security Analysis, 6<sup>th</sup> Ed.* New York: McGraw-Hill.

Lauria, T. (2008) “Investor Relations: The Art and Philosophy of Effective Corporate Communications”

Lev, B. (2012). *Winning Investors Over: Surprising Truths About Honesty, Earnings Guidance, and Other Ways to Boost Your Stock Price.* Boston: Harvard Business School Publishing Corporation.

Mahoney, B. (1990). "Investor Relations: The Professional's Guide to Financial Marketing and Communications", 1st ed. York Inst of Finance

Palizza, J. (2015). *Introduction to Investor Relations*. Digital: Lulu.com.

Rappaport, A. (1997). *Creating Shareholder Value: A Guide for Managers and Investors*. New York: The Free Press.

Rieves, R., Lefebvre, J. "Investor Relations For the Emerging Company", 1<sup>st</sup> Ed.

Rose, P., Marquis, M. (2008). *Money and Capital Markets, 10<sup>th</sup> Ed*. New York: McGraw-Hill/Irwin.

Ryan, T., Jacobs, C. (2004). "Using Investor Relations to Maximize Equity Valuation". John Wiley & Sons, Inc.

Westbrook, I. (2014). *Strategic Financial and Investor Communication: The Stock Price Story*. London and New York: Routledge.

White, I., Sondhi, C., Fried, D. (2002). *The Analysis and Use of Financial Statements 3<sup>rd</sup> Ed*. New York: John Wiley & Sons, Inc.

#### WEBSITES

Financial Accounting Standards Board: [www.fasb.org](http://www.fasb.org)

International Accounting Standards Board: [www.ifrs.org](http://www.ifrs.org)

National Investor Relations Institute: [www.niri.org](http://www.niri.org)

The NASDAQ Stock Market: [www.nasdaq.com](http://www.nasdaq.com)

The New York Stock Exchange: [www.nyse.com](http://www.nyse.com)

U.S. Securities and Exchange Commission: [www.sec.gov](http://www.sec.gov)

#### ADDITIONAL RESOURCES

Here are links to various NIRI member resources that may be helpful when preparing for the IRC examination. NIRI members have free access to most of these materials.

*Standards of Practice for Investor Relations: Earnings Release Content* (2013):

<https://www.niri.org/resources/publications/standards-of-practice-for-investor-relations/standards-of-practice-earnings-release-content-2>

Regulations Library (includes links to SEC rules and other materials):

<https://www.niri.org/advocacy/regulations>

Sample Document Library: <https://www.niri.org/resources/resource-libraries/sample-document-library>

*IR Update* (archives back to January 2012): <https://www.niri.org/resources/publications/ir-update>

NIRI Analytics: <https://www.niri.org/resources/publications/niri-analytics>

NIRI Webinar Archives: <https://www.niri.org/professional-development/webinars/archived-webinars>

NIRI Annual Conference Session Archives (free access for Conference attendees):  
<https://www.niri.org/professional-development/annual-conference/annual-conference>