**REFERENCING EXERCISE**

**Example no 1:**

“A sort of chemical transformation through recombination is, in fact, where much of today’s aesthetic plenitude comes from”**(Postrel 2003, p. 12).**

*What sort of quote is this?*  
**This is a direct quotation.**

This comes from the following text: The Substance of Style by Virginia Postrel published by HarperCollins in 2003 and is found on page 12. Complete the referencing next to the quote.

**Postrel, V 2003, *The Substance of Style*, HarperCollins, New York.**

**Example no 2:**

…managers often fail to make change, not because they don’t believe in the importance of the change or because they are not committed to the change, but because they have not developed the mental complexity to manage the change **(Kegan & Lahey 2009, p. 19-21)**.

**Kegan, R & Lahey, L 2009, *Immunity to Change*, Harvard Business Review Press, Brighton, Massachusetts.**

*What sort of quote is this?*  
**This is an example of a paraphrase.**

This come from the following text: Immunity to Change by Robert Kegan and Lisa Lahey published by Harvard Business Review Press in 2009 and is found between pages 19 to 21.

How do you acknowledge the source in text using the Swinburne Harvard style?

**Example no 3:**

I read the following book as part of my research and I’ve listed at the end of my essay, however, I have not quoted anything from it, it was just part of my research.

*Does this make my list a bibliography or a reference list?***A reference list contains only references utilised in text, whereas a bibliography is more comprehensive, containing sources read by the author but not necessarily included in text . As a result, this classifies as a bibliography.**

The book was called Nobrow and was written by John Seabrook in 2001 and was published by Methuen in London. How do you write it up in your list using the Swinburne Harvard style?

**Seabrook, J 2001, *Nobrow*, Methuen, London.**

**Example no 4:**

I quoted from an article and I have listed it at the end of my essay.

*Does this make my list a bibliography or a reference list?*

**This would be  in the reference list as I used it in the text.**

* The article is called: HR professionals' views on work motivation and retention of older workers: a focus group study
* Authors: Rita Claes & Mieke Heymans,
* Year of publication: 2008
* Journal: Career Development International
* Volume: 13
* Issue: 2
* Pages: 95-111

How do I list it using the Swinburne Harvard style?

**Claes, R & Heymans, M 2008, ‘‘HR professionals’ views on work motivation and retention of older workers: a focus group study’, *Career Development International*, vol. 13, no. 2, pp. 95-111.**