- This study's **limited** demographic makes it less **generalizable** to employees in other organizations.
- However, respondents may be **less likely** to seek medical help if they are younger than 15.

Verb phrases

To be bound by, be limited/ restricted to, be limited by, to (not) allow/ permit smb to do smth

- The analysis here **is bound by** the scoring rubric that exists.
- **There is bound to be** disagreement about the precise extent of governmental authority; determining the correct line is not my goal here.
- Because our objective is to examine trading by insiders motivated by foreknowledge of company disclosures, the transactions included in the study **are limited to** open market purchases and sales by officers and directors.
- Also, participants **are limited by** their level of ability to use more complex words while answering the questions.
- Finally, the current results **are restricted to** certain topics and to certain health questionnaires being used.
- Although experience may **allow us to** acquire an appreciation of some statistical laws (*references*), it does not seem to do so for regression.

Additional phrases

Beyond/ outside the scope of + noun

- Closer scrutiny of these approaches is **beyond the scope of** this review.
- The discussion of the above issues is, however, **outside the scope of** the present paper, as will be explained later.

Linking words of contrast

Linking words of contrast are often used to show to describe a study's limitations. These may include:

Although, despite/ in spite of + noun (or V-ing), while/ whereas

- **Although** the proposed research will provide a general knowledge of the relationship between X and Y, further research will need to be conducted to examine these connections.
- **Despite** the fact that all shoppers are included in the overall population that this study represents, using a random sample of all shoppers is beyond the capabilities of this project. Therefore, the study will use a convenience sample of shoppers predominantly within ...
- **While** the results should correlate to the overall population, this study's small scope make it less generalizable to the entire population.
- **Therefore**, the study will use a convenience sample of students predominantly within the College of Business at the Hattiesburg campus of The University of Southern Mississippi.

4. The Expected Outcomes Section

4.1. Language for discussing the study's significance

Positive language

The language used to describe expected outcomes and significance (value) of the proposed study is that of positive evaluation. **Hedging structures** are quite common as the author only hints at how the study can be useful in advancing the research in the field or contributing to the academic community. Note that stronger claims are typically made with the help of the **Present** or **Future Simple tenses**, while the use of modal verbs (e.g., "**may**," "**might**," and "**could**") and verbs such as "**appear/ seem to**" and "**tend to**" suggests a more cautious interpretation of the study's value.

Verb and noun collocations

Here are examples of **verb and noun collocations** than are typically used to talk about the significance of a study:

- to add **to** the body of research **on**/ knowledge **about** ...
- to advance smth (research/ knowledge in the field of...)

- to be useful/ to be of use **to** smb
- to contribute **to** smth (an understanding/ knowledge of ...)
- to enable/ to allow smb to do smth
- to extend smth (a line of research, the work of ...)
- to have implications **for** smb/ smth
- to help/ aid smb **in** smth
- to provide a better understanding **of** smth
- to shed light **on / upon** smth

Examples:

- Such information **may** also **help** administrators communicate more effectively with external stakeholders about...
- Our results **may be of use to** floodplain managers and planners because investigation of existing conditions may provide reasonable prediction of future conditions such as continuing incision or narrowing ...
- We will **contribute to** the empirical literature on this approach./ These endeavors not only **contribute to** identifying the evidence for practice and future research, but also the development of professions and research methodologies.
- A study such as this one **will allow** academics to determine whether or not textual depictions were accurate in relation to ...
- The data gathered in this project **will enable** X to better tune their programs to the needs of the local population.
- Taken together, these findings **have** important **implications** for the field of interpersonal communication.
- The findings will **aid** us in gaining a deeper understanding of for more typical party systems ...

Adjectives

Timely, significant (important), pertinent (relevant), powerful, worthwhile

Examples:

- This study is **timely** for a range of reasons.
- This research is **pertinent** to fields of study including ... Manufacturers (customers, etc.) interested in ... need to be aware of ... Researchers hoping to utilize ... will be well informed about ...
- These findings appear even **more pertinent** when we consider that ...

- An **important** implication of this research for managers is that, to a certain extent, the reasons for staying in services are under the influence and control of a service firm.
- Documenting how complex X is appears to be a **worthwhile** endeavor.

4.2. Language for reporting preliminary findings

Some of the wording to use to report preliminary results is as follows:

- Our results **suggest/ indicate** that ...
- Taken together, these findings **point to** the existence of.../ the need for ...
- Our preliminary results **highlight the importance of** ...
- Our analysis **shows/ demonstrates/ reveals** that care should be taken if/ when ...

Interpreting preliminary findings

The following language can be used to show the author's interpretations of preliminary findings. Note the use of **hedging structures**:

- Based on these results, it is estimated/ expected/ anticipated that ...
- These results **are in line with** Flowerdew's (2009) findings.
- These results **seem to be consistent with** previous findings on ...
- These findings **may support Nation's (2011) idea** that ...
- These results **reinforce the notion** that ...
- These results **differ from previous research** in which ...
- These results **are contrary to** findings which ... / **contrast with** findings from ...
- Our results **appear to cast doubt on** ... because ...
- In light of these results and previous literature, **we interpret this finding as** suggesting that ...

4.3. Language for describing graphical information

The examples below illustrate what language is commonly used to refer the reader to tables and figures and to summarize information presented in graphical form. As is shown in the examples, the most common tense to

use when addressing the reader to graphs, figures or tables and reporting on general trends in those is the **Present Simple**. **Past Simple** is also possible when additional commentary is provided on the results (e.g., describing procedures, rationale for using those, etc.):

1. The results from this model **are presented** in columns 4 and 6 of Table 1.
2. The results of the exploratory ML factor analyses performed on the within and between correlation matrices of Table 2 **are reported** in Table 3.
3. Table 3 **shows** descriptive statistics from the ... sample...
4. Table 4 **presents** the procedures, functions, and events developed for ...
5. Figure 1/ the pie chart below **illustrates** that ...
6. **As can be seen** in Tables 1 and 2, we estimated how ...
7. **As may be seen** on the lower graph of Figure 6, there is large variation in ...
8. The results in Table 4 **reveal** that ...

4.4. Language for discussing ways to disseminate findings

Here is some language that can be used to show how the results of the planned research will be shared with the society and/ or the wider research community:

- Upon conclusive results, the findings obtained **could stand for publication** in an academic journal such as ..., which publishes research on ...
- These results **will be presented** by the author(s) **in a forthcoming paper/ a guidebook/ a brochure**, etc.
- Results from this study **will be presented at a conference** on ... / at the department of ... at the ... University ...
- The data obtained in the course of this project **will be made available** to ... after publication.
- Some of the results **will be disseminated** in the form of a series of instructional videos on .../ during a workshop on ...

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Appendix G
The APA References Checklist

	1. The references are listed at the top of a separate page entitled "References."
	2. The reference list has appropriate margins (1-inch on each side), spacing (double), and font (12-point).
	3. All reference entries are arranged **alphabetically**.
	4. The hanging indent (0,5 inch = 1,27 cm) is used for each reference.
	5. There are no spelling mistakes in the authors' names or the publication titles in reference entries.
	6. The publication years for print sources are indicated correctly.
	7. The authors' last names and initials are given **in the reverse order** and separated by a comma.
	8. The necessary components of a reference are *italicized* (e.g., book titles, names of journals, and volume numbers) and CAPITALIZED.
	9. URLs (and DOI, where applicable) are provided for web resources (no URLs should be provided for print sources!).

Appendix H
Adapted Sample Student Proposal
in Business/ Economics (APA style)

The Need for Knowledge Transfer in International Business:

A case of Chinese Multinational Companies (MNCs)

Abstract

Industrial globalization presents the need for companies to expand into new territories world-wide. Research has attributed difficulties in doing so largely to problems and difficulties in the process of knowledge transfer, and has recently pinpointed the essential role of implementing knowledge from other parts of the world, and the learning required to do so. An ethos of knowledge transfer, implementation and learning are needed for international business success. Chinese multinational companies are a new and significant phenomenon yet are culturally ill-disposed to such an ethos. This study will employ longitudinal ethnographic research to identify if and how they reconcile this conundrum, to advance understanding concerning the link between knowledge and learning and international business development.

Keywords: …