

Quality Improvement for getting Published in *International Journal*

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23 October 2017





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Teaching:

Strategic Management,
Introduction to business,
introduction management,
global strategic management

13
Years

*Teaching
Experience*

Publications:

- Journal articles : 5
- Book chapter : 2
- Proceeding : 10
- Book Editing : 8

Consultancy:

Government
agencies,
international NGOs,
private companies

PhD: Curtin University, Australia (2016)

MBA: University of Birmingham, UK (2008)

SE: Fakultas Ekonomi Unhas, Makassar (2003)

Research Interest:

Strategic management, Non-market strategy, strategy in emerging market, csr, political strategy of the firm, public sector management, qualitative study



Session #1:

The Nature of Qualitative Research

in Business & Management Studies



Qualitative Research

Qualitative research is an interdisciplinary, transdisciplinary, and sometimes counter-disciplinary field. It crosses the humanities and the social and physical sciences. Qualitative research is many things at the same time. It is multi-paradigmatic in focus. Its practitioners are sensitive to the value of the multimethod approach. They are committed to the naturalistic perspective, and to the interpretative understanding of human experience. At the same time, the field is inherently political and shaped by multiple ethical and political positions.

Nelson et al's (1992, p4)



Qualitative Research

- Qualitative research is multimethod in focus, involving an interpretative, naturalistic approach to its subject matter.
- Qualitative Researchers study “things” (people and their thoughts) in their natural settings, attempting to make sense of, or interpret, phenomena in terms of the meanings people bring to them.



Features of Qualitative Research

- Inductive view of relationship between theory and research
 - theories and concepts emerge from the data
- Interpretivist epistemology
- Constructionist ontology
- Emphasis on words/text rather than numbers
- Diversity of approaches



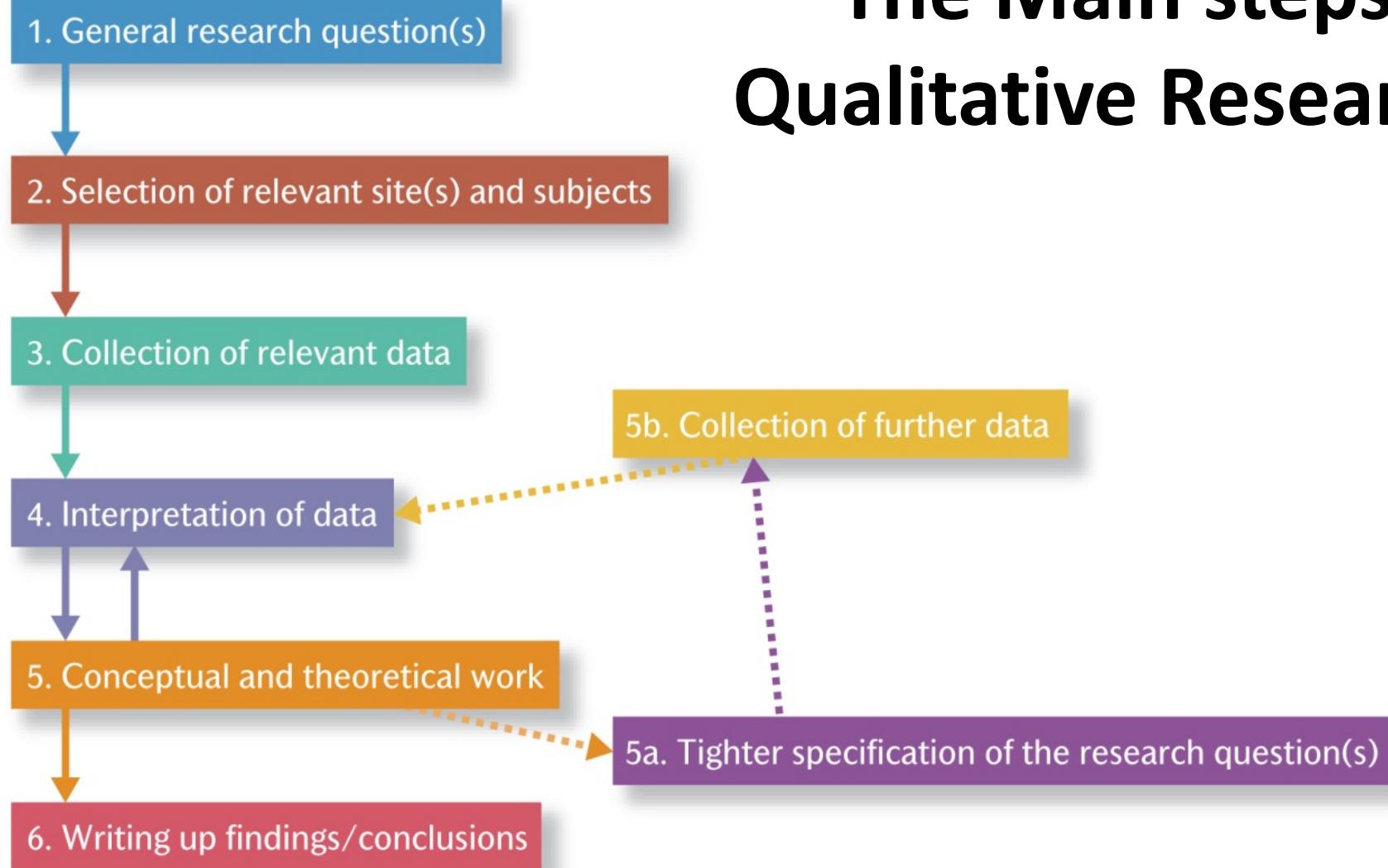
Can we tell good research from not so good?

Evaluation of qualitative research is generally aimed at establishing:

- **Trustworthiness** – a judgement of the authenticity and accuracy if the information presented.
- **Rigour** – the extent to which the researcher has sought to attain high standards
- “**an established “decision trail”** - auditability



The Main steps of Qualitative Research



The main preoccupations of qualitative researchers

- Seeing through the eyes of those studied
 - Taking the role of the other
 - Understanding the meanings people attribute to their world
 - Unexpected findings
- Description and emphasis on context
 - Detailed account of the social setting
 - ‘Thick descriptions’ of what is going on
- Emphasis on social process
 - How patterns of events unfold over time
 - Social worlds characterized by change and flux
- Flexibility and limited structure
 - No ‘prior contamination’ by rigid schedules
 - Sensitizing concepts
- Concepts and theory grounded in the data



Tools for helping the Analytical Process

- **Summaries**

Should contain the key points that emerge from undertaking the specific activity

- **Self Memos**

Allow you to make a record of the ideas which occur to you about any aspect of your research, as you think of them

- **Researcher Diary**



Common Qualitative Research Strategies

- **Content analysis** – defines units of analysis and the categories into which they are placed. Pre-defined categories are also used. Counting occurs and comparisons are made.
- **Thematic analysis** – the process of identifying themes or concepts that are in the data. It occurs through the use of a three – five stage coding process.
- **Grounded theory** approach/Constant Comparative method – uses a similar data coding process to thematic analysis where grouping or chunking of data into categories occurs.
- **Narrative Analysis** – identifies the broader interpretive framework that people utilise to turn meaningless events into meaningful episodes that are part of a story leading out of the past and into the future. Use of plot, context and content, compare and contrast etc using different types of narratives – epiphany, confirmation and calamity.
- **Cultural studies/semiotics** – data or text are interpreted in the light of broader cultural and social systems. What is missing is just as important as what is there. Pre-existing theory is used to interrogate and interpret the data. Rhetoric and aesthetics are used rather than systematic observation and analysis. Results are historically located, subjective and relative.



Content Analysis

- a research tool used to determine the presence of certain words or concepts within texts or sets of texts.
- two general categories of content analysis: **conceptual analysis** and **relational analysis**.



Case Study

According to Yin (2003) a case study design should be considered when:

- the focus of the study is to answer “**how**” and “**why**” questions;
- you **cannot manipulate** the behaviour of those involved in the study;
- you want to cover **contextual conditions** because you believe they are relevant to the phenomenon under study; or
- the **boundaries** are not clear between the phenomenon and context.



Grounded Theory (Glaser & Strauss, 1967)

- G&S advocated explaining phenomena by “*developing theories from research grounded in data* rather than *deducing testable hypotheses from existing theories*” (Charmaz, 2006, p. 4 – emphasis in original)
- “ ... the purpose of the constant comparative method of joint coding and analysis is to *generate theory by using explicit coding and analytic procedures*” (Glaser & Strauss, 1967, p. 103 - emphasis in original).
- This is in sharp contrast to the **positivistic** assumptions of objectivity, generalisation, replication, predictability, and the falsification of competing theories and hypotheses.



Analysis and Interpretation

- Analysis begins and continues when data are being collected and transcribed (and translated)
- Therefore, **the researcher** him/herself **should transcribe** the data because preliminary codes and themes will occur in the process
- The analysis **says as much about the researcher** as about the data being analysed:
“It is naïve to suppose that the qualitative data analyst can separate analysis from interpretation, because words themselves are interpretations and are to be interpreted.” (Cohen et al, 2007, p. 495)



Notes..

- Data collection and data analysis are interrelated processes. One is dependent upon the other.
- Ask the question: what suits my research approach?
- If in doubt, PILOT!!!
- Convergent interviewing – the interview changes each time
- Interweaving of theory and data



Coding

- Read the data several times to: get a general sense, note down ideas, think about organising the data, check if more data are needed.
- Then **coding** can start.
- “any researcher who wishes to become proficient at doing qualitative analysis **must learn to code well** and easily” (Strauss, 1982, p. 27)
- *“Coding means that we attach labels to segments of data that depict what each segment is about.”* (Charmaz, 2006)
- Three types of coding: **open**, **axial**, and **selective**.



Open Coding

- Read through the data and **highlight** key points.
- The key points can be identified by, for example:
 - **Repetition** - of the same word/phrase
 - **Synonyms** and **antonyms**
 - ‘**Jargon**’ - technical terminology words/phrases
 - **Linguistic connectors** - e.g. because, instead, similar...
 - **Metaphors/analogies** – comparing one thing in terms of another
- Consider what is **not** in the data (that you expected to find).



Axial Coding

- After open coding one set of data, you start to make **interconnections** between categories and codes between datasets (e.g. interviews and observations)
- Examine each open code in a dataset and **compare and contrast with other datasets** (Bloor & Wood, 2006)
- Common patterns (**categories**) will emerge from axial coding
- Codes categories and sub-categories need to be constantly **checked, rechecked and redefined** (Seidel, 1998)

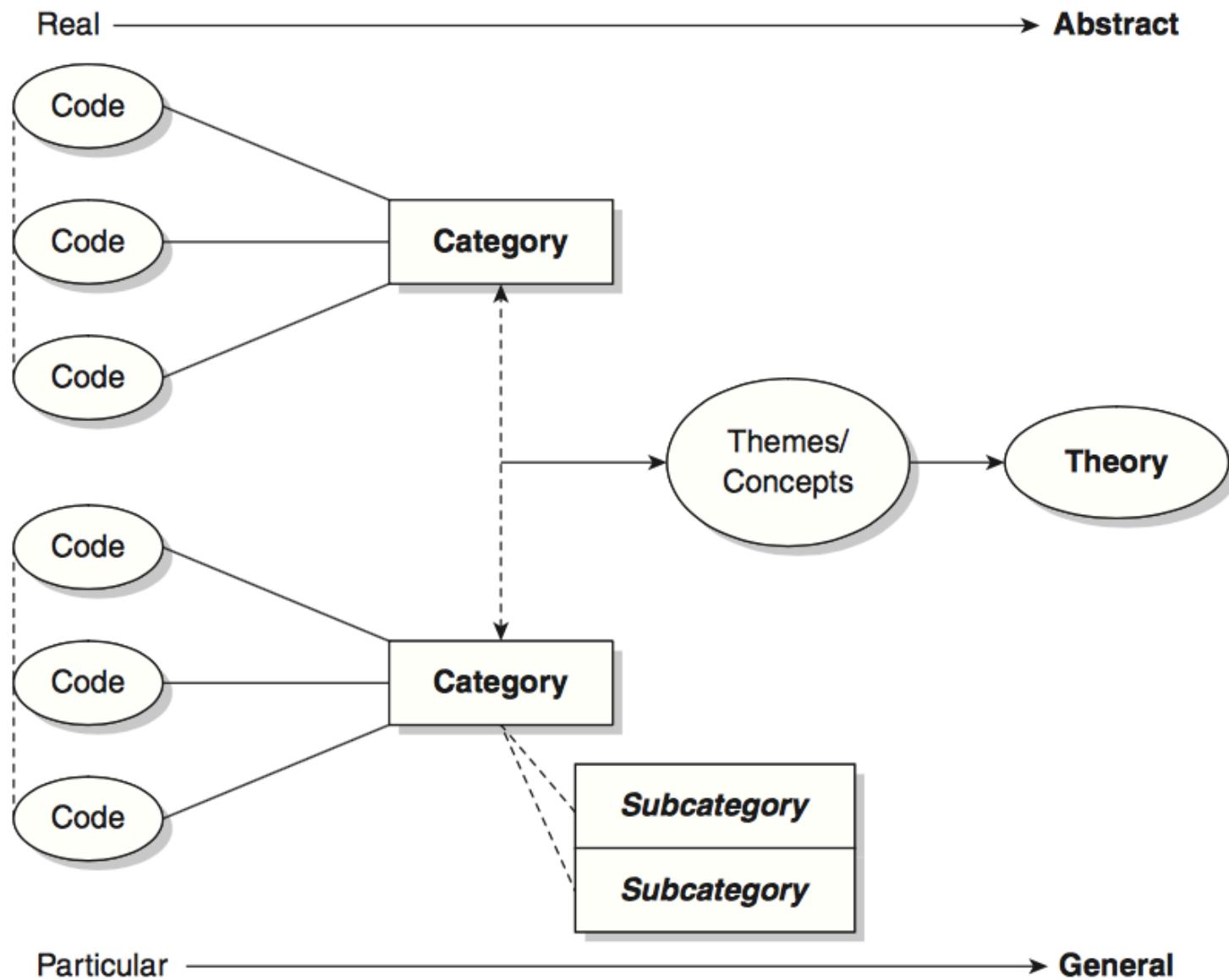


Selective coding: Core categories

(Strauss & Corbin, 1994)

- After completing open and axial coding, the researcher will select **core categories**, which must:
- be **central** to the category system and the phenomena, rather than peripheral
- appear **frequently** in the data
- **fit the data**, comfortably and logically
- enable **variations** to be explained
- have the greatest **explanatory power**





Source:
Saldana (2009)

FIGURE 1.1 A streamlined codes-to-theory model for qualitative inquiry

Table 4.3 Example of the Initial Coding Process

Interview Transcript	Open Coding Framework
<p><i>We have more regulations now compare to the past 10-15 years. But again, the problem is usually in the implementation and law enforcement. For business, I think the most important thing is stability and clear of regulation implementation. We have ASEAN free trade agreement in 2015, and the government has to help the business to anticipate this, [PAR #2].</i></p>	<p>Over-regulation, Problem in regulation, Confusing Regulation, Law Enforcement, Regulatory Efficiency, Challenge for the future, The importance of the government for the competition</p>
<p><i>Look, they have already decided which firm wins the contract even before the bid invitation is announced. Our main problem is the low level of law enforcement. If you think about this, you can get frustrated, [NON #2].</i></p>	<p>Lack of Transparency, Law Enforcement, Frustration surrounding firms</p>
<p><i>Generally, you have to deal with all levels and treat them as an important part of your network. Top officials must be very important since they are the one who make decisions. For low level officials, we usually give them cigarette or small souvenirs to show our grateful, [PAR #3].</i></p>	<p>Government problems, Complicated matters with the government, Lobbying, Non-market actions, Hospitality, Bribe</p>



Table 4.4 Final Coding Framework

Initial Coding Framework	Axial Coding Framework	Selective Coding Framework
Administration process Confusing regulation Red tape and corruption Lack of transparency Bureaucracy Complex situation Economic stability	Structural problem	<i>Institutional Environment</i>
Cultural influence Industrial relations The role of business association	Non-structural Factors	
Hospitality Comply with the regulation Networking Political strategy	<i>Proactive Approaches</i>	<i>Non-market Actions</i>
Social strategy Philanthropy	<i>Reactive approaches</i>	
Size of the firm Personal interest Motivation Anticipated consequences	<i>Characteristics</i>	<i>Caused, Characteristics</i>



Interpreting Data

- The move beyond describing, coding, categorising and comparing to **make sense** of the data.
- “This stage demands a certain amount of **creative thinking**...
- As it is concerned with articulating underlying concepts and **developing theories** ...
- ... about **why particular patterns** of behaviours, interactions or attitudes **have emerged**”..
- ... You may **need to come back** to the data several times to pose questions, rethink the connections and **develop explanations** of the bigger picture underpinning the research.”



Theoretical saturation

- Saturation is the point when the **major themes are fully developed**, and no new information will add to them (Cresswell, 2007, p. 244)
- the analysed data can provide **no new** theoretical insights (Hutchinson et al, 2010, p.299)
- This is ultimately a **subjective judgement**
- The researcher is now ready to formulate a situated explanation of the phenomenon that has been investigated **grounded in the data.**



Coding Practice

- Try coding the interview transcript.



Session #2:

Publishing Qualitative Study



Why Publish?

- Requirement of your degree/career/profession!

Why publish:

- Unpublished science does not “exist”
- Currency of science: career, funding etc
- Peer review: quality assurance

Why international:

- Higher profile- in Indonesia & internationally
- Important for world to learn about our sciences
- Much knowledge here that is not accessible to global community



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4	South Korea	914572	887739	10741924	2220618	11.75	536
5	Taiwan	575296	556749	6885565	1402557	11.97	406
6	Singapore	241361	224763	4097146	486934	16.98	454
7	Hong Kong	241145	225890	4385700	529709	18.19	447
8	Malaysia	214883	207498	1299378	341788	6.05	224
9	Thailand	139682	132845	1510067	238251	10.81	269
10	Pakistan	109760	104759	767057	198885	6.99	197
11	Indonesia	54146	51665	380569	50906	7.03	175



Writing → suffering?

Writing is hard work. A clear sentence is no accident. Very few sentences come out right the first time, or even the third time. Remember this in moments of despair. If you find that writing is hard, it's because it is hard.

(Zinsser, 2006: 9)



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• Kim Jong Un Defends Nuclear Program

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Foreigners Flocking to Stocks in China 

Buying of Chinese stocks this year has topped the combined level of 2015 and 2016.

Merkel's Bloc Agrees to Limit Number of Refugees Entering Germany 

German Chancellor Angela Merkel's conservative bloc agreed to limit the number of refugees allowed to enter the country annually, in an attempt to bridge its differences on migration and form a much-needed united front in upcoming coalition talks.

Weinstein Co. Board Fires Harvey Weinstein 

The board of directors fired the co-chairman from the independent movie and television studio, citing allegations of sexual assault.

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Key Management Trends For 2016? Here Are 6 Research-Based Predictions



Victor Lipman, CONTRIBUTOR

I write about management in its many forms. [FULL BIO](#)

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What will be the key trends in **management** in 2016? As I was recently thinking about this issue, an interesting document came across my in-box: a series of management-related predictions for the new year. They were from the employee engagement survey firm **TINYpulse**, and developed from some 400,000 management and employee survey responses over the past few years.

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Current Trend, Example

CEO narcissism, audience engagement, and organizational adoption of technological discontinuities

WC Gerstner, A König, A Enders... - *Administrative ...*, 2013 - journals.sagepub.com

We examine the responses of major pharmaceutical firms to the advent of biotechnology over the period 1980 to 2008 to explain why established firms vary in their adoption of technological discontinuities. Combining insights from upper echelons theory, personality

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In pursuit of greatness: **CEO narcissism**, entrepreneurial orientation, and firm performance variance

WJ Wales, PC Patel, GT Lumpkin - *Journal of Management ...*, 2013 - Wiley Online Library

Abstract Building upon the perspective that **narcissism** is a leadership trait with both 'bright' and 'dark' sides, the present study examines the question of whether companies led by narcissistic CEOs exhibit higher levels of entrepreneurial orientation (EO). Moreover, this

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Narcissus enters the courtroom: **CEO narcissism** and fraud

A Rijisenbilt, H Commandeur - *Journal of Business Ethics*, 2013 - Springer

Abstract This study explores the aspects of the relationship between possible indicators of **CEO narcissism** and fraud. Highly narcissistic CEOs undertake challenging or bold actions to obtain frequent praise and admiration. The pursuit of narcissistic supply may result in a

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CEO narcissism and accounting: A picture of profits

KJ Olsen, KK Dworkis, SM Young - *Journal of management ...*, 2013 - aaajournals.org

ABSTRACT: This study investigates the relationship between narcissistic personality characteristics in CEOs of Fortune 500 companies and financial performance measures of earnings-per-share (EPS) and stock valuation. Using panel data from 1992 through 2009,

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CEO reputation and stock-based compensation

TT Milbourn - *Journal of Financial Economics*, 2003 - Elsevier

I develop a theory of stock-based compensation contracts for the chief executive officers (CEOs) of firms and confront the theoretical predictions with recent CEO compensation data. The model characterizes the optimal contract for a CEO whose **reputation** evolves as signals

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CEO reputation and earnings quality

J Francis, AH Huang, S Rajgopal... - *Contemporary ...*, 2008 - Wiley Online Library

A substantial body of research is dedicated to understanding the determinants of firms' reporting and disclosure decisions (for surveys, see Fields, Lys, and Vincent 2001; Healy and Palepu 2001). This literature primarily analyzes the effects of firm characteristics such as

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[CITATION] **CEO capital**: A guide to building **CEO reputation** and company success

L Gaines-Ross - 2003 - John Wiley & Sons Inc

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CEO reputation: A key factor in shareholder value

L Gaines-Ross - *Corporate Reputation Review*, 2000 - ingentaconnect.com

You need not look further than the morning newspaper or evening news to observe the tremendous influence of **CEO reputations** on shareholder value. Whether it is through a stock transaction, a response to a crisis, or the creation of a best-in-the-industry talent pool, a

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[CITATION] Marketing the image of management: The costs and benefits of **CEO reputation**

AL Rant, R Zinko, GR Ferris, MR Buckley - *Organizational Dynamics*, 2006 - Pergamon

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The effect of **CEO reputation** and explanations for poor performance on investors' judgments about the company's future performance and management

AM Ciapci, SE Kaplan - *Accounting, Organizations and Society*, 2010 - Elsevier



Board of Celebrity (or) Green Marketing?

Doing good or choosing well? Corporate **reputation**, CEO **reputation**, and corporate financial performance

PS Weng, WY Chen - The North American Journal of Economics and ..., 2017 - Elsevier

Abstract Using data from Taiwan's top 150 listed companies over the period 2003 to 2014, our study explores the influence of **CEO reputation** and corporate **reputation** on the financial performance of companies. The analysis focuses especially on the interaction between **CEO**

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Business Finance and Enterprise Management in the Era of Big Data: An introduction

D Lien - 2017 - Elsevier

... D&O liability insurance further intensifies the relationship between R&D and CEO compensations. Weng and Chen examine the influence of the **CEO reputation** and the corporate **reputation** on the financial performance of companies. ...

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The Shackles of **CEO** Celebrity: Sociocognitive and Behavioral Role Constraints on "Star" Leaders

J Lovelace, J Bundy, D Hambrick... - Academy of Management ..., 2017 - amj.aom.org

... Manuscript ID AMR-2016-0064-Original.R4 Manuscript Type: Original Manuscript Keywords: **Reputation**, Upper Echelons Perspectives, Strategic Leadership, Top Management Abstract: We set forth a new theory for understanding the consequences of **CEO** celebrity. ...

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The face of the firm: The influence of CEOs on corporate **reputation**

EG Love, J Lim, MK Bednar - Academy of Management Journal, 2017 - amj.aom.org

... receive negative press coverage damage their firms' reputations. However, CEO prominence alone is not associated with higher firm **reputation**. We discuss implications for research on top leaders and corporate reputations. ...

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Executive pay and performance: the moderating effect of **CEO** power and

Water Footprint Mitigation Strategies for Agrifood Products: The Application of System Dynamics in **Green Marketing**

E Alavazidou, N Tsolakis, DP Vlachos... - ... Innovative Marketing, 2017 - Springer

Abstract Water scarcity (WS), which leads to multiple environmental, social and economic ramifications, has emerged as an indisputable concern for both public and private stakeholders. In this context, the water footprint (WF) concept has been introduced for

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[book] Greener marketing: A responsible approach to business

M Charter - 2017 - books.google.com

... Involving the Stakeholders: Hampshire County Council and Sutton Borough Council Eco-Sponsorship: The **Green** Business Service GREENER PEOPLE Promoting Organisational Change: British Telecom The Importance of Internal **Marketing**: Pilkington Glass Ltd Further ...

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Consumer Perceptions of **Green Marketing** Claims: An Examination of the Relationships with Type of Claim and Credibility

CCF Musgrove, P Choi, KC Cox - ... , Hot Dogs, Apple Pie and **Marketing**?, 2016 - Springer

Abstract In the 1990s, some called it the issue of the decade (Kirkpatrick 1990; Roberts 1996). In this new millennium, it continues to grow in importance as issues such as global warming are further highlighted. Many companies have begun to use **green marketing** as a

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Green marketing and consumerism as social change in China: Analyzing the literature

Q Zhu, J Sarkis - International Journal of Production Economics, 2016 - Elsevier

Abstract China has faced environmental concerns due to its increased economic growth. Corporations are under various pressures to address environmental issues and may be critical to social change in China. Competitive advantage from building **green** markets and

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Sustainable Consumption and **Green Marketing** in Developing Countries: Contemporary Perspective Using

AE Obayelu - Handbook of Research on Consumerism and ..., 2016 - books.google.com

ABSTRACT This chapter provides an insight into why **Green Marketing** (GM) and Sustainable Consumption (SC) of **green** products are subject of research and discussion in contemporary society. It analyzed the extent of GM in developing countries using cases of

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Qualitative cases are far from becoming a dominant research method in mainstream management studies

European Management Journal 35 (2017) 116–127



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The use of qualitative case studies in top business and management journals: A quantitative analysis of recent patterns



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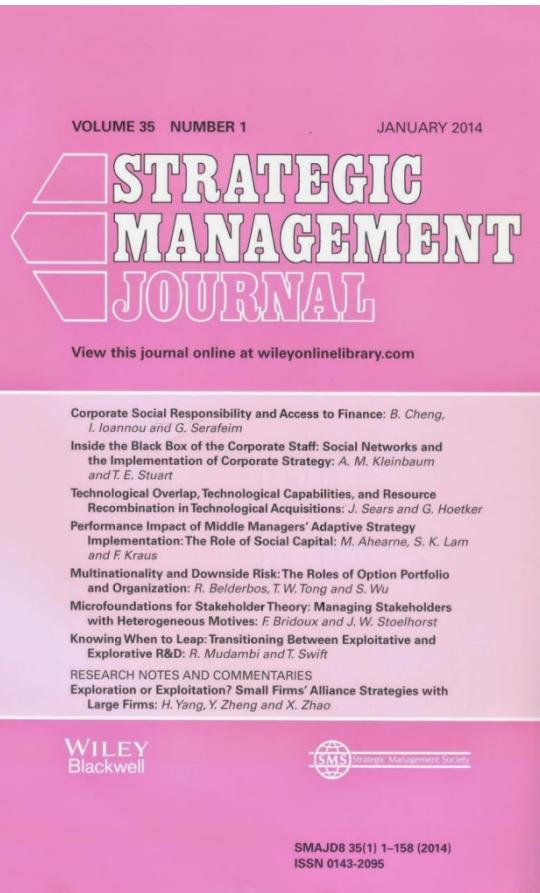
3 March 2016

Accepted 1 April 2016

ABSTRACT

The use of case studies as qualitative research strategy in social sciences seems to have increased recently, but there are no studies that empirically verify such claim. By explicitly focusing on the field of business and management studies, we aim to investigate the extent of publication and the main features of qualitative case studies published in the 20 highest impact factor business and management journals. The paper discusses the correlation between a journal's ranking and the extent of case studies it pub-

Publishing Qualitative Study



methods section of the paper describe the type of qualitative method that you have chosen – whether an established method or an approach that you have refined to suit the needs of your research – and explain briefly why it suits your research context



Spend Extra Time

- Contribution to Theory
- Transparent, exhaustive, well-articulated methods
- Good writing—interesting and compelling

Pratt (2008)



Before Writing

- Preparation is very **Important!**
- Motivation and Hesitation
- Research, result and ready (3R)
- Selection; types and target
- Author guideline → Read!



Motivation and Hesitation

And why so small number of papers submitted?

Obstacles to write a paper

- Lack of confidence about research results
- Fear of rejection and criticism
- Poor writing skill and experience
- Short in time for writing due to other studies/jobs
- Absence of advice/support system for writing

Research is not complete, in a true sense, unless it has been published and the results shared with other researchers.

Process

Drafts:

- Drafts.. ~2 months
- Internal/colleague review
- English review (well written is easy to correct English)
- Check carefully!: spelling, grammar, typos, references...

Submission:

- Online or email (paper + supporting info)

Peer Review:

- Anonymous or not;



Research Article Sections (RAS) - main functions, preferred style and related rules of thumb

RAS	Main functions	Preferred style	Rules of thumb
Title	<ul style="list-style-type: none">- indicates content and main discoveries;- attracts the reader's attention;	<ul style="list-style-type: none">- short and simple (7-10 words);- purposive (aims at specific audience);	<ul style="list-style-type: none">- avoid complex grammar;- make it catchy!- avoid redundancy ("An investigation of... ", "The analysis of... ", "Effect of... ", "Influence of... ", "New method...");
Abstract	<ul style="list-style-type: none">- reflects the main 'story' of the RA;- calls attention but avoids extra explanations;	<ul style="list-style-type: none">- past (perfect) tense and passive voice(!)- short and concise sentences;- no citations, tables, equations, graphs etc.	<ul style="list-style-type: none">- avoid introducing the topic;- explain: what was done, what was found and what are the main conclusions;- bring summary 'numbers';
Introduction	<ul style="list-style-type: none">- introduces the topic and defines the terminology;- relates to the existing research;- indicated the focus of the paper and research objectives;	<ul style="list-style-type: none">- simple tense for referring to established knowledge or past tense for literature review;	<ul style="list-style-type: none">- use the state-of-the-art references;- follow the logical moves;- define your terminology to avoid confusion;



Methodology	<ul style="list-style-type: none"> - provides enough detail for competent researchers to repeat the experiment; - who, what, when, where, how and why? 	<ul style="list-style-type: none"> - past tense but active voice(!); - correct and internationally recognised style and format (units, variables, materials etc.); 	<ul style="list-style-type: none"> - mention everything you did that can make importance to the results; - don't cover your traces ("some data was ignored"), establish an authors voice ("we decided to ignore this data"); - if a technique is familiar, only use its name (don't re-explain); - use simple(st) example to explain complex methodology;
Results	<ul style="list-style-type: none"> - gives summary results in graphics and numbers; - compares different 'treatments'; - gives quantified proofs (statistical tests); 	<ul style="list-style-type: none"> - past tense; - use tables and graphs and other illustrations; 	<ul style="list-style-type: none"> - present summary data related to the RA objectives and not all research results; - give more emphasise on what should be emphasised - call attention to the most significant findings; - make clear separation between yours and others work;
Conclusions and Discussion	<ul style="list-style-type: none"> - answers research questions/objectives; - explains discrepancies and unexpected findings; - states importance of discoveries and future implications; 	<ul style="list-style-type: none"> - simple or present tense (past tense if it is related to results); - allows scientific speculations (if necessary); 	<ul style="list-style-type: none"> - do not recapitulate results but make statements; - make strong statements (avoid "It may be concluded..." style); - do not hide unexpected results - they can be the most important;
References	<ul style="list-style-type: none"> - gives list of related literature and information sources; 	<ul style="list-style-type: none"> - depends on journal but authors/editors, year and title must be included; 	<ul style="list-style-type: none"> - always cite the most accessible references; - cite primary source rather than review papers;

Other Factors

Decision:

- Accept: *celebrate!*
- Accept with revision (minor or major): *make the revisions &/or respond to them (psychology!)*
- Reject: *Smile, try different journal, fix the problems...*

Proofs:

- Check carefully for errors
- (E-submission *should* make it easy)
- 1-7 days- fast!
- Publication Fees? Open access? Find the ways (waive, discount, shared with others, institutional support!)



Writing introduction

Must be clear, concise and compelling

- Introduction → literature review
- Introduction (combination with) literature review



Methods

Key Questions:

- Is a qualitative approach fully appropriate? Why?
- Is the chosen method appropriate? Why?
- Is the methods section believable? Why?
 1. Are the data collection approaches well articulated? Sensible?
 2. Are the analytic approaches well- articulated? Sensible?
- Is the overall approach fully presented and potentially replicable?



Data Analysis

- **Problem:** (1). *to be creative and open-minded, yet able to spot patterns and close holes;* (2). *to allow for rich, messy data to emerge, yet be organized in how I track and report the data.*
- *Solution: get organized!!!*
- Use binders, file boxes, labels, coloured sticky notes, coloured pens and coloured highlighters OR computer
- *reading, noting and highlighting*



Dealing with Data

- Having two sets of eyes is almost always better than one
- Be prepared to reorganize the data-from the beginning.
- See a glimmer of a theme, note it
- Again, analyse your data as you collect it
- Track everything very carefully (prepare all documents, memo...)



Results

- Structure → present them first and then provide the details underpinning them
- Content → “*this is so boring*” (include picture if necessary).
- Quotes → power and proof.



Discussion

**interpret and assess your findings
relative to the extent literature**

How?

- separate the results from the discussion
- to inter-weave the findings and theory



Conclusion

- Contributions → link with introduction
- Generalizability →
 1. to explain how your context is similar to others (analytic generalizability)
 2. explain how your findings fit with extant theory and/or what insights your findings offer to extant theory
- The implications of the study



Qualitative Study

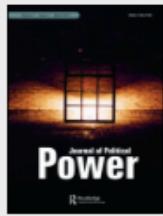
- *Tell a story.* That is, establish a clear story line
- Make sensible use of figures and tables
- Be careful with the words you use to frame your qualitative study.
- *Write economically.* Manage the length of the paper.
- *Remember the importance of context to your work* → framework



Off to Journal(s)

- How to choose a journal—a matching problem
- Honest evaluation of your own paper. Of course start high—*but not all babies can become President!*





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Aims and scope

Since Aristotle's classification of political systems, power has been one of the most central and debated themes of the social sciences. Yet, despite its centrality, there has been little consensus on what constitutes the essence of power. It is part of the *raison d'être* of the ***Journal of Political Power*** to capitalize on the consequent debates surrounding power.

- In political science, there have been continual debates from Dahl to Lukes and, recently, between followers of Foucauldian perspectives and more modernist view points. These have centred on the contrast between power in terms of agency and the way in which social consciousness create conditions of possibility for action or differential capacities. If we move into a cognate discipline, such as International Relations, we find that the area is divided between those who consider power purely in terms of material resources and those who argue that it is defined by ideas and perceptions - so-



Fitting with the Journal

Political power and strategies of SMEs in the changing regulatory environment in Indonesia: A South Sulawesi Case Study

*Abdullah Sanusi[^], Bella Butler, Fay Rola-Rubzen, and Werner Soontiens**

*[^] Hasanuddin University, Curtin University, * University of Notre Dame Australia*

Abstract

The changing regulatory environment in Indonesia impacts on the interaction between political and business players. This paper reflects on nonmarket strategies and interplay between the commercial entities and political strategies developed and implemented by small sized enterprises, essentially determining how SME create, anticipate and share power. Data was gathered via interviews in one of the most commercially active regions of Indonesia – South Sulawesi. The study determined that small businesses actively access essential government resources and influence policy making entities and processes. Overall, political strategies enable small



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Aims and scope

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The growth of the Asia Pacific region and the rising presence of its multinationals in world markets has raised a number of questions about the origins of national economic success.



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Indonesia's SME Business Ecosystem: In need of an urgent overhaul?

Abdullah Sanusi,
Hasanuddin University, Indonesia

11 - 18



QUALITATIVE RESEARCH JOURNALS

The following list includes journals that focus on qualitative research as well as journals receptive to publishing qualitative research. The list, derived primarily from (a) Judith Preissle's *List of Journals Friendly to Qualitative Work*, posted to QUALRS-L on September 22, 1996; and (b) Linda Wark's *Qualitative Research Journals*, a list published in *The Qualitative Report*, Volume 1, Number 4, Fall 1992 (updated October 1999), continues to be modified. When available, links to journal home pages have been incorporated into the list. In some cases, the links lead to the publisher's site; follow links to specific titles from there.

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- [*American Ethnologist* \(American Ethnological Association\)](#)
- [*American Journal of Sociology*](#)
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- [*American Sociological Review* \(American Sociological Association\)](#)
- [*Anthropology & Education Quarterly* \(Council on Anthropology and Education\)](#)
- [*Anthropology Today* \(Royal Anthropological Institute of Great Britain and Ireland\)](#)
- [*BIOGRAF: Journal Not Only for Biographical and Reflexive Sociology* \(English version\)](#)
- [*Canadian Journal of Action Research* \[online\]](#)
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- [*Communication Research*](#)
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- [*Current Anthropology*](#)
- [*Discourse Analysis Online*](#)
- [*Discourse Processes* \(Society for Text and Discourse\)](#)
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- [*Educational Evaluation and Policy Analysis* \(American Educational Research Association\)](#)
- [*Educational Insights* \(Centre for the study of Curriculum & Instruction; University of British Columbia\) \[online\]](#)
- [*Educational Researcher* \(American Educational Research Association\)](#)
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- [*Emergence: Complexity and Organization*](#)
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We are looking for articles that don't just arrive at useful findings based on qualitative methods but which:

- provide an "in-depth" study of the processes involved (e.g., what activities/ interrelationships can be identified in arriving at a particular conclusion?)
- discuss/reflect on issues of research practice (i.e., what we can learn from applying selected qualitative methods);
- are critical (i.e., broadly concerned with understanding the impact of managing and organizing on human experience and life chances);
- are focussed on subjective experience (i.e., provides in-depth understanding of what people feel about the processes involved);
- are context oriented (e.g., provides understanding of the context in which the study is conducted and the potential influence



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JMS have released a Call for Papers for the conference and in conjunction with this a Call for 'Expressions of Interest' to take part in the Professional Development Workshop. To see more details about the submission processes, the keynote speakers etc. please click on the links below:

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Manual or electronic? The role of coding in qualitative data analysis

Tehmina Basit ^a

^a Institute of Education , Manchester Metropolitan University, 799 Wilmslow Road , Didsbury, M20 2RR, Manchester
Published online: 02 Dec 2010.

To cite this article: Tehmina Basit (2003) Manual or electronic? The role of coding in qualitative data analysis, Educational

10 Avoidable Mistakes

1. Ignoring the Journal's Instruction for authors
2. Presenting inconsistent data
3. Ignoring a journals reference citation policy
4. Revealing participant identity
5. Presenting exaggerated conclusions
6. Makin punctuation and style errors

Source: 10 Avoidable Mistakes, Hayward, 2017 (editage.com)



10 Avoidable Mistakes

7. Leaving footnotes unexplained
8. Submitting incomplete or incorrectly filled forms
9. Duplicate submission
10. Not understanding copyeditor's changes



ADDRESSING REVIEWER COMMENTS

BAD REVIEWS ON YOUR PAPER? FOLLOW THESE GUIDELINES AND YOU MAY YET GET IT PAST THE EDITOR:

Reviewer comment:

"The method/device/paradigm the authors propose is clearly wrong."

How NOT to respond:

✗ "Yes, we know. We thought we could still get a paper out of it. Sorry."

Correct response:

✓ "The reviewer raises an interesting concern. However, as the focus of this work is exploratory and not performance-based, validation was not found to be of critical importance to the contribution of the paper."

Reviewer comment:

"The authors fail to reference the work of Smith et al., who solved the same problem 20 years ago."

How NOT to respond:

✗ "Huh. We didn't think anybody had read that. Actually, their solution is better than ours."

Correct response:

✓ "The reviewer raises an interesting concern. However, our work is based on completely different first principles (we use different variable names), and has a much more attractive graphical user interface.

Reviewer comment:

"This paper is poorly written and scientifically unsound. I do not recommend it for publication."

How NOT to respond:

✗ "You #&@*% reviewer! I know who you are! I'm gonna get you when it's my turn to review!"

Correct response:

✓ "The reviewer raises an interesting concern. However, we feel the reviewer did not fully comprehend the scope of the work, and misjudged the results based on incorrect assumptions.

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THANK YOU

