Index

abstracts from web pages of editorial policies for JIBS, JWB and GSJ definitions 263–64 Academia.edu 199 academic and practitioner journals 171 academic community, ‘research integrity’ 29 academic dishonesty 220 academic entrepreneurship research 59 academic ‘gate-keepers’, journal editors 30 academic psychology 279 academic research collaboration with researchers 122–3 wider impact on society 55 academic sandbagging 126–7 academic scholars, acceleration in number 168 academic versus practitioner oriented 24 Academy of Management Code of Ethics 42 rules of 38 Academy of Management Conference 69 Academy of Management Journal (AMJ) 139, 183 Academy of Management of Learning and Education 241 Academy of Management Perspectives academic journal 70 Academy of Management Review aiming at academics 168 accountancy journals, p-values 32 accounting history 247 Administrative Science Quarterly (ASQ) 183 copyediting by botanist 87–8 advice for specific types of manuscripts 171 advice from reviewers 86 aim of paper to be good enough for review 122 ambicultural approach global divide between East and West 81 ambition with experience junior and senior faculty members 185 American Psychological Association 31 analytical modelling 13–14, 16–18 Annual Review of Psychology 279 anonymous evaluation, communication blunting 4 article alignment with journal’s objective 119 articulation, clear relative to research question 119 Asia Academy of Management (AAOM) 76, 78 Asia management journals 74–82 versus Western management journals 75 Asia management research 78, 82 ‘context’ 80 ‘Asian approach’, marginalization 79 Asian countries, increasing significance 74 Asian management research 79–82 Asian research Asia management journals 7 in North America 7 Asia Pacific Journal of Management (APJM) impact factor 2013, 74 internationalization path, gradual 75
in highly uncertain contexts 12
types, focused versus unfocused 14
viable, definition 12
business school faculty, result
fabrications 32
business schools 191
buyout phenomenon 63–4
capacity to excel, development of 163
capital, alternative models
for developing economies in Asia 76
career advancement 1
career breaks, effect on publishing 54
case study analyses 16, 20
Castenada, Carlos
*The Teachings of Don Juan* 112
Center for Management Buyout
Research (CMBOR), 1986, 50, 60,
62
track record on buyouts 64–5
Venture Capital Association 70
Centre National de la Recherche
Scientifique (CNRS)
‘Journal Ranking in Economics and
Management’, 2004, 2
journal ranking 173
challenge appropriation 159–60
challenge to rejection decision,
legitimacy 157
Chartered Association of Business
Schools
‘Academic Journal Guide’ 2015, 2
China
market institutions over private
ownership 229
citation, ‘coercive’, inflation of
journal’s JIF 41–2
citations-earning journals 41
citations to articles 41
citations to published paper
reviewers’ and editors’ comments 94
clear topic for papers, clear findings 99
co-author ‘big name’ 218
co-authors
acting in good faith 128
collaboration with 126
co-authors and reviewers 183–4
co-authorship, embrace or reject 125–8
cognition in organizations 276, 279
‘coherence’, importance of 284
colleagues to work with 191
commissioning processes of journals 195
Committee on Publication Ethics (COPE) 42
common method variance 137
communication improving 101
comparative management studies 266–7
comparison to norms 139
competition for journal space 29, 165
competitive environment for academic researchers 29
complementary expertise 67
promise revision with reviewer 27
computational modeling 206
concluding discussion, first few sentences 282–3
conclusions, Management and Economics 227
conference papers, part of proceedings 36
conferences, networking with editors 176
conferences and seminars, research impact 199
conflict theory 184
content analysis, small-scale 139
content of article, needs of target audience 284
context-specific phenomena
Asian discoveries of 82
contextual differences 81
contractual and equity alliances 273
control variables
international management studies 270
‘conversation’ on positioning scholarly journals 275
conversation metaphor 276
convertible preferred equity, VC finance 215–16
copy editor, professional help 25
corporate governance
business and management 245
crafting and writing skill development lack of, in Asia 82
critical feedback for conference papers 36
cross-border activities 262
cross-industry sample for-profit businesses 140
cultural contexts 80
cultural distance 273
data
about readers’, viewers’ reactions 86
analyses, re-analyses 24, 143–5
characteristics 135
collection issues, in design stage 131–3
collection processes 137
difficulty for foreign-based researchers 271
fabrication 32, 42
falsification, definition 32
international business and management 271–2
manipulation 133
supporting role of 118
data and methods section
economics journals 226
management journals 226–7
databases 139
datasets 133, 248
‘data-trimming’, dropping outliers 33
deadline creating to submit 122
debate stimulation, on emerging topics 57
deceptions of ‘findings’ 91
deliberate practice 163
dependent variable (DV) 132
in IB/IM studies 269
descriptive statistics 144
design issues 241–3
desk rejection 94
avoidance 24–6
how to react 98
lack of fit with journal 170
poor quality of manuscript 170
wrong choice of journal 170
digital content availability of journals 196–7
Directory of Open Access Journals (DOAJ) 205
disagreement with reviewers
response letter to editor 27
discipline-based journals
sociology, psychology, economics 256
discourse analysis, texts on HRM 256
discussion leading online 201–2
discussion sections
careful consideration for strength of papers 119–20
Management and Economics 227
discussions in journal 116–20
dissemination online, ‘time-dates’ of work 217
doctoral research training 61
doctorate receipt, initial reputation 50
documents, submitted, error-free 27
domain-specific knowledge 163
economic growth engine, entrepreneurship 77
economic papers, examples 228
economic theory 228–9
Economics and Management
differences in structure 223–4
economics journals 234
economics papers
effects of institutions on economic behavior 231
empirical results 226
editorial and reviewing roles
social capital for publishing career 66
editorial requirements 26
editors
consultation 172
favoritism 95
poor evaluation of medical journals 94
review process 150–51
task of managing reviewers 4
unscrupulous 40
editors and action editors 150
editors and reviewers
improved practices, need 101
educational psychology 279
electronic records of reviewers 28
electronic working papers 36
email signature 200
emergent industries
‘control’ group of non-emergent industries 16
uncertainty 12
emerging economies research 65
‘emperors’ (editors)
editors, disregarding reviews 5
empirical analysis for economics journals 230
empirical versus review oriented 24
employee relations, impact of buyouts 62
employment and employee relations 64
endogeneity 132–3
English as second language 170
English, non-native speakers, help need 27
English, proficiency in for an Anglophone journal 25
entrepreneurial perspective 60–61
entrepreneurship 12
Entrepreneurship Theory and Practice 184
entrepreneurs in medieval England 249
entrepreneurs, social networks 132
ethics and integrity in academic research 6–7, 63
ethics and integrity in publishing 29–46
European Private Equity 70
European Science Foundation
European Reference Index for the Humanities (ERIH) 2
evaluations, erratic, editors and reviewers 89
evaluations, studies of biases 92
exaggeration of p-values 32
‘Executive Summary’ 154
experimental research and laboratory studies 240
experiments, portfolio 17
expert reviewers on topics difficulty increase 3
explication, thorough 165
faculty members from North America
Asia management journals 75
family business research 180
Index

family capitalism 245
family firm contribution 182
family firm research paper
conflict among family members 184
family firms, negatives 66
feedback from colleagues 123
feedback on journal ranking 173
fictitious names for authors 4
finance
leading journals 211–12
management and entrepreneurship 217
versus entrepreneurship/management journals publishing 211–36
financial leverage, peer review 100
Financial Times
top 200 MBA programmes 59
Financial Times 45 major journals list
173, 183, 239
firm-level data 271
firm performance (DV)
entrepreneurs in an industry 132
five-factor model questionnaire 277–8
‘flexibility’ 14, 20
focused commitment 14
approaches to business model development 11
versus simultaneous experimentation 21–22
footnotes in business history journals
data sources indication 249
foreign trade, cross-border transactions 266
Fortune 500, 140
Franklin, Benjamin
‘an ounce of prevention, worth a pound of cure’ 136
gender and fraud topic, paper 214
general management journal 24, 182
German university professor,
self-plagiarism 35
gift authorship 37–8
global business transactions 77
Global Economic Crisis 2008
‘Varieties of Asian Capitalism’ 76
Global Strategy Journal (GSJ) 263
‘good citizen’ 219
good research 164
Google Scholar hits 189
Gottinger, Hans Werner
misappropriation of work of others as his own 33
governance in multinational corporations 2011
Point-CounterPoint Section (PCP) 57
governmental bodies
for publications career 59
guest editing special issues 58
Harvard Business Review, top executives 168
Harvard Law Review 216
heterogeneous portfolio for sustained career 56
‘high performance work systems’ (HPWS) 257
employee skills 259
service sector 259
high-quality research 191
historical papers
in management journals 245–50
‘home bias’, strong in finance 213–14
hospital executives, sample strategic planning processes 140
Human Relations 241
academic journal 70
Human Resource Management (HRM)
industrial relations 70
research 253–60
teaching in business schools 245, 254
hypotheses 164
management journals 226
management research 138
stated or unstated 91
Hypothesizing After the Results are Known (1988)
HARKing 36–7
IB/IM studies 263
IB see International Business
identification of problems 114–15
illustration of sustaining publication output 51–3
IM see International Management
How to get published in the best management journals

independent variables (IVs) 132, 270
Industrial Relations, academic journal 70
‘industry standard’ for papers for top journals 69
inflation accounting 64
inflation of statistical significance 64
biomedical area 32
initial submission 12–13
Institute for Scientific Information (ISI) Impact Factor ranking 172–3
‘integrity’ in research 30–31
intellectual capability only small role in success 163
International Business 263
International Management 263
international literature trade theory, global strategy 267
international activities risks, uncertainty, psychic distance, cultural distance, opportunities 263
International Association of Chinese Management Research (IACMR) 78
international business 63, 263
importance, European Union, World Trade Organization, United Nations 268
international content of journals 262
international dimension, key part of study 263
international diversification 270
International Guide to Academic Journal Quality ABS UK list 173
internationalism, definitions 262
internationalization, management journals 235
inter-referee agreement, low, overall 6
Japanese pharmaceutical industry 249
JIF see journal impact factor
joint authorship
management and business history scholars 250
journal articles, successful significance in first four sentences 282
journal, chosen analysis of manuscripts in it 24
journal editors earn readers’ respect 90
seeking to gain circulation 90
journal impact factor (JIF) 40–42
manipulation of 40–41
journal lists 188–9, 190–91
Bloomberg Business Week, Financial Times 2
Journal of Applied Behavior Analysis reviews and reviewers 93
Journal of Applied Psychology 143
published study 240
Journal of Finance 218
Journal of International Business Studies (JIBS) 263
Journal of Management 183
organizational science 189
Journal of Management Studies 2–3, 183, 255
Point-CounterPoint Section (PCP) 57
triple-authored papers 67
Journal of Occupational and Organizational Psychology 243, 280
Journal of Organizational Design (JOD) focus on future, impact on present 206
open access journal 203, 205–7
Journal of Personality and Social Psychology 189
Journal of World Business (JWB) 263
journal publishing in management journals 266
journal rejection decision justification of protest 157–60
journal review process, flaws 4
journal sections and subsections introduction 225
journal style, adherence to 25
journal, understanding of 28
journals, familiarity with 114
journals, prestigious, ‘A journals’ 100
judgements, harsh, on reviewers 4
judges (editors), contradiction of reviewers 5
junior faculty members becoming co-authors 218
key findings, similarity 137
keynote articles 57
knowledge, adding value to 165
knowledge generating 111
Kudos, on-line media 199
labour process theory (LBT) 257
language complexity 6
learned societies, contributions to benefits 66
length reduction of paper 18
liabilities and assets 91
literature analysis, up-to-date for gaps worth filling 24
literature, effectuation 17
literature review article, management journals 58
literature reviews for IB/IM articles extensive and complex 267
literature review, up-to-dateness 25
literature section, organization 15
literature survey, economics journal 225–6
literatures on entrepreneurship finance, strategy, economics, employee relations/HR 63
Locke, John, Locke’s Law never giving up 110
major prizes for academics tenure, a chair, scientific reputation 29–30
management academics, ‘obscure US journals’ 49
management and employee buyouts in Eastern Europe research team 68
management buyouts 50, 70
research opportunities 62–4
management discipline 1
management faculty 139
management field, niche topic 182
management journals 135–41, 212, 231–4, 255–6
JIF-boosting ruses 40
publishing as a social psychologist 237–44
management research 13, 234, 242
and business history 250
misconduct 32–3
management studies, ‘significant plagiarism’ 31
management theory, historical data, 246
management theory in Chinese setting IB/IM journals 272
manuscript fit 171–4
manuscripts targeting to specific journal 110
manuscript writing of quality for journal 25
Mao Zedong
On Contradictions (1967) 81
market entry into China 272
marketing and brands business and management 245
marketing history 247
market institutions in China and Russia 225
market uncertainties 11
maturity of article 117–18
measurement precision 138
measurement, sampling 164
media coverage 60
media relations
Media Relations office, of school or university 200–201
promotional activities 200
medical journals, poor evaluation 94
mentoring role, post-tenure 54
meta-analysis 118
data, (creative paranoia) 144
entrepreneurial status and risk propensity 143
methods and results sections appropriacy for conclusions 283
micro-lending 77
misconduct among authors and co-authors 220–22
among editors and referees 220
and dubious conduct 42–3
mission statements of journals 114
mistakes of authors
responding to reviewer 149–52
moderating variables
international considerations 270
motivation of article 118
motive for writing
importance of discussion sections 117
multi-country dataset 265
multi-country data in IB/IM studies 272
multinational enterprise (MNE) 232, 265
business and management 245
multiple archival variables 137
multiple formats
for submission of papers 206
national professional norms 191
national research assessment exercises 56
National University of Singapore 75
nature of the paper 169
negative information, search for flaws 158
negative reviewers 5
new areas, entering 57
new media
for promotion of published work 199–202
New York Times column
article on fraud and gender 214
news media 60
Newton, Isaac
‘on the shoulders of giants’ 109–12
niche specific journals 182
Nobel Prize Lecture, Ronald Coase 59
‘non-research articles’ 40
Norwegian Social Science Data Services (NSD)
ERIH PLUS 2014, 2
novelty and interest, editorial requirements 26
on-line articles, publishing delay 40
on-line media
for promotion of published work 199–202
on-line queue of journal articles 41
online reading, not expensive 100–101
Ontario Securities Commission
legislative reform 214
‘open access’ journals, academic journal 203
open access publishing
available to world 205
knowledge diffusion 205
online access to 204–5
Organizational Design Community
scholars, executives, organizations 203–4
organizational identification (OI) 242
organizational learning literature 17–18
organizational psychology journal 243
organizational science scholarship
journal lists 188–92
Organization Science 183
organization sciences 24, 109
page quota of journals 196–7
papers
different types of journals 168
empirical or non-empirical 171
English, higher ratings than in native language 92
under review, importance of 121–4
‘parallel publication’ 38–9
Pedantic Science, Popularist Science 281
peer review 100–101
‘peer review’ feedback 165
process 3–4
psychology papers 92–3
reviewers and authors, equals 86
scholarly research, online access to 204–5
strong emotions arousal 96
useful value from 85–101
perfectionist, inhibitor 112
performance indicators 29, 110
personal connections 175–6
personal reputations of editors 94
personality traits
neuroticism, extraversion, agreeableness, conscientiousness in workplace 277–8

Personnel Psychology 278
PhD training 25–6, 131–4
phenomena in context, Asia 82
phrases or sentences, repeated instances 38
plagiarism 31, 33, 42
political science 254
position pieces 57
'postie editors' 4–5
poverty problem in Asia 77
power issues 138
practitioner journals
California Management Review 59
Harvard Business Review 59–60
Pragmatic Science 281
preventative tactics 136
primary studies identification 144
'prior publication'
exemptions 35–6
self-plagiarism 35
private equity 70
and firm behavior 62
procrastination inhibitor 112
professional bodies
for publications career 59
professional development 69
professional proof-reading and editing before submission of manuscript 170
promise-keeping 128
proof-reading, professional, best practice 174
properties of scholarly papers
authors' writing skill, prestige 91–2
currency of topics 91
structures of logical arguments 91
psychological analysis of strategic management processes 276
psychological journals
properties of scholarly papers 91
psychological literature 32
psychologist reviewers 88

psychology
industrial, work and organizational (IWO) 280–81
psychology and strategic management publishing 275
psychometric efficacy 278
publication after tenure and promotion 54
publication and pre-publication links
article acceptance, post on website 199
publication in special issues 193–8
publications career 49–71
development 60
how to achieve 56
longevity influence 61
management 49
momentum need 67
quality publications return need 54
sustaining 70
wider audience 59
publications record, strong reasons to maintain 55
publications with impact 168
publish or perish 110
published statistics 139
publisher services
Wiley Author Services 200
publishing in top international business and management journals (IB/IM) 262–74
publishing, expensive, 1980s, peer review origin 100
publishing in leading journals competitiveness of 23–8
success rate, tougher 25
publishing in management journals difference from economics, 223–35, 233
publishing in top journals secrets for success 163–6
publishing process, a case study 11–22
Puerile Science 281
qualitative or quantitative methodology
Academy of Management Journal 171
quality and reputation of journal
quality research 165–6
random samples, endogeneity 164
regional relevance, global impact 76
regression analysis 226
reject and resubmit, from reviewer 27
reaction to reviewers 13, 26–8
comments of, reaction to 15, 98–9
confliction 150
constructiveness 20
disagreement among 14

research assessment exercises 29, 55
research blogs, focused discussions 201
research community
online links to scholars 200

research conduct, inappropriate and
dubious 34–9
Research Excellence Framework, UK
2008–2013, 56, 60
research funding 29, 60, 70
research gap 15
ResearchGate 199
research grants 1, 69–70
research in HRM
‘US’ or ‘European’ style research 254
‘fabrication, falsification, plagiarism’
31–3
infrequency 29
research of local or regional relevance,
Asia 78
research productivity 113–15
decline, post-tenure 54
research programs 60–62
research quality of higher education
institutions in the UK 23
‘resource acquisition’ 14
resource constraints 20
resource dependency theories 63, 247
resource optimization
several papers in ‘pipeline’ 174
response bias 138
response document 153–6
response rate 137
response to reviewer, art form 152
results sections
long section in economics 227
short section in management 227
review articles 62
management journals 58
reviewer comments
copy and paste in entirety 151
dealing with 26–7
reviewer interpretation of writing
correct or not 85
reviewer judgements, bias factors 6
reviewer skepticism 135
reviewers 13, 26–8
comments of, reaction to 15, 98–9
confliction 150
constructiveness 20
disagreement among 14
Index

Electronic records of by journals and publishers 28
fault-finding and disrespectful 4
impoliteness and negativity 20
judgments, unreliability 88
recommendations to editors 90
sources of information 85
reviewers, selection of
editor’s list of personal contacts 26
keyword searches 26
references used in manuscripts 26
reviewing for journals 176
reviewing process for special issues 195–6
review process, anonymity, caustic remarks 151
reviews, inconsistency of 95–6
revise and resubmit decision 174–5
indication of interest from journal 28
thorough revision job 27
revised papers, back to same journal or not 99
revisions of project 123–4
revision undertaking, waiting to do 98–9
rhetoric importance 111
risk propensity 143
Russia
privatization over market institutions 229
salami publishing, definition 34
sample characteristics 137
sample design preparation checklist for 136
sampling process 135
scenario planning 206
schematic sustaining of a publications career 62
scholarly journals, top 163
scholarly management, for academia 276
scholarly papers editors, reviewers, unreliable judges 97
scholars, junior and senior different biases in reviewing 93
science complexity for editors and peer reviewers 94
sciences, organizational, ‘peer review process’ 157
scientific discovery Asian researchers, encouragement for 81–2
scientific knowledge 38
scientific research from public funds 205
‘reliable knowledge’ 30
scientist–practitioner model 281
Second Paradox (Toyota) 136
self-aggrandisement, intellectual 38
self-citations 39
self-plagiarism, definition 34–5
self-selection bias 132
sequential experimentation, 12, 14, 21
approaches to business model development 11–12
simulated evaluations of 1000 papers by pairs of reviewers 89
simultaneous experimentation 21–2
‘simultaneous experimentation’ business model development 12
single-country study, not international 265–6
single-industry data 140
social capital building supervising doctoral students 66
social desirability bias 137
social entrepreneurship 77
social media engagement 59
posting on Twitter, Facebook, LinkedIn 201
social media style clarity, sharpness of style 202
social network factors (IVs) entrepreneurs in an industry 132
social psychologist, Diederik Stapel ‘academic fraud’ 32
social psychologists 240
and management journals 243–4
social psychology study of stereotypes and prejudice 237
social psychology journals 238, 243
How to get published in the best management journals

social psychology research in management journals 239–41
social relationships, embeddedness 66
social relationships of editors 94
Social Science impact factor 183
Social Science Research Network (SSRN) 199, 217
social sciences 2, 32, 96
data fabrication 31–2
social scientists, disagreements 90
social scientists’ survey, ‘coercive citation’ 42
sociology, influential contributions 96–7
Special Issue 77
special issue editors 195–6
special issue of journal 194–8
special issues 193–4
opportunity or dilemma 175
specialisation of submissions likely rejection in business history 249
specialisation in business history field 249
sports, deliberate practice 163–4
state enterprise privatizations in UK 64
statistical analysis 94
statistical power 138, 165
preventive measure 138
Strategic Entrepreneurship Journal (SEJ) 12, 18
strategic management psychological foundations 281–2
Strategic Management Journal 137, 200, 282
strategy process research 180
structural equation modeling 139
structure of article 119
structures of standard empirical papers in Economics and Management 224
student samples, research based on 241
style, attention to language, spelling, US versus UK matching 174
style of journal 169
subject-based journals in HRM 258–9
subscription journals, top journals 203–7
summary insights from the review process editor’s and author’s perspectives 19
superfluous references, tables and figures 18
survey invitations 138
Takeaways
advice and rationale 177–8
target journal 168–78
awareness of 25
gaining insider knowledge 176
how to choose 169–70
personal journey 180–85
targeting of article, theory and topic 119
team building 67–9
complementary expertise 67
team cohesion problems and resolutions 68–9
teams of collaborators for publications career 67
technological uncertainty 11
tenure, publishing for 181
text, lifted to be in quotation marks, or rewritten 38
theory and research 164
theory section management journal 225–6
thirty-five years of management buyouts and private equity research 63
thought experiments 206
time target for resubmission, importance of 27
Titanic survivors, Bruno Frey, four articles 35
‘top journals’ few 168
topic and strength of the paper 169
topics correspondence with mission statement of journal 172
Toyota Second Paradox 140
transaction costs 63
translation need 271
triangulation, key statistics 139
tuition fee increase
  high quality teaching emphasis 49
  Twitter 201

UK Research Excellence Framework 70
union recognition 70
US National Institutes of Health
research funding agency 31

valuable research 164
variable bias, omitted 132
variables
  dependent, independent, control 227
  variables, explanatory 269–70
'varieties of capitalism' (VoC) 76–7
Venture Capital Association
CMBOR, 2008, 70
venture capital (VC) contracting 215
video abstracts from published work 201
Vienna List, thousand journals, ranking 173

wave analysis 137, 138
Web of Science 2
web site updating
  links to formal article 199
Western approach in Asian context
drawbacks 79
white papers for industry 59
Wikipedia, research topics on 200
'winsorisation', modifying outliers 33
Work, Employment and Society
(WES)
  British Sociological Association
    256–7
work psychology 24
'workplace divas', attributes of 127
work-related individual differences
evaluation of instruments 275
writing, clear and concise 165
writing and rewriting 111
writing time with colleagues 123