Preface

Advancing knowledge by publishing in leading journals is at the heart of the academic enterprise. Promotion systems for academics in management in universities around the world stress the significance of an individual scholar's contribution based on his or her published work, primarily in refereed journals. Thus, career advancement, scholarly reputation and pay are intimately tied to being able to publish in journals. Yet publishing research is a tough and competitive business, with acceptance rates in good journals being very low.

All three of us have extensive editing and publishing experience, and have been involved in numerous workshops and conference sessions designed to help colleagues publish their work. At the time we created the first edition of this book, it seemed to us that available support was at best uneven and that colleagues might find benefit from some codified guidance from those who have been successful in navigating the publishing process. Our aim in the first edition of this book, therefore, was to offer a series of chapters to help demystify the journal publishing process. The chapters were designed to provide practical advice on a wide range of important topics. We were fortunate to attract quite a few contributors who are thought leaders within the management discipline.

For this second edition, to reflect both omissions in the first edition and emerging challenges in publishing, the authors of existing chapters have added new material and we have introduced several new chapters. In particular, we have added new, longer chapters on 'Managing a research pipeline' (Brian L. Connelly, Chapter 8) and 'Positioning papers for publication' (Jay B. Barney, Chapter 10). This adds a lot of 'star power' to the book – the former has been named the next Editor of the *Journal of Management* and the latter currently edits the *Academy of Management Review*. As there is growing emphasis not just on getting published, but also on ensuring that research is read and acted upon, we have also introduced material on research impact relating to impact among academics (Anne-Wil Harzing, Chapter 9), among practitioners and policy-makers (Chapter 1), and more widely through the use of digital technologies (Aija Leiponen and Will Mitchell, Chapter 28). We have also added new material relating to working with inexperienced

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editors; an increasingly pervasive situation (Kevin G. Corley and Beth S. Schinoff, Chapter 22).

As before, we are extremely grateful to these very busy and experienced contributing authors for taking the time to share their thoughts on the publication process. Thanks are also due to Fran O'Sullivan for her encouragement and support for this endeavour.

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