

Index

- 2 × 2 experiments 296–7, 300–301
- ‘ABS Guide’ 2, 225
- academic age 134–8
- academic impact, *see* citation impact; research impact
- ‘Academic Journal Guide’ 2
- academic journals 223
- academic responsibilities 122–3
- Academy of Management 75
 - Code of Ethics 42
- Academy of Management Journal* (AMJ) 66, 271–2, 312
- Academy of Management of Learning and Education* 300
- Academy of Management Review* 220–21
- acceptance 1
 - rates 1, 57, 215, 261
 - for special issues 250
 - reviewers’ recommendations 97, 98–9
- acquisition-based entry mode 291
- Administrative Science Quarterly* (ASQ) 96
- administrators 244
- age, academic 134–8
- agreement between reviewers 6, 97–8, 101, 105
- Aguinis, H. 185
- aiming at the right level 226
- Alakangas, S. 136, 137
- alternative measures 181
- ambicultural approach 90
- analysis
 - ensuring quality 192–4
 - new analyses suggested by reviewers 198–9
 - robustness 181–3
- analytical modelling 14–16, 17, 18, 24
- Anderson, M.S. 34–5, 48–9
- Anderson, N. 339–40
- annual performance reviews 63
- Antoniou, T. 37
- argumentation 158
- article processing charges (APCs) 254, 255, 256
- ArXiv.org 254
- Asia Academy of Management 84
- Asia Pacific Journal of Management* (APJM) 83, 84, 85–6
- Asian management journals 83–93
 - development 84–5
 - next era of Asian management research 88–91
 - regional relevance and global impact 85–7
 - rigour/relevance tradeoff 87–8
 - vs Western management journals 84–8
- attention
 - to detail 121
 - misallocation of 121–2
- audience 335–43
 - broader 337–9
 - specialist 336–7, 339–41
- Australian Business Deans Council Journal Quality List 2
- authors
 - dealing with unreliability of peer review 106–9
 - gift authorship 42
 - misconduct by 279–80
 - order of 77
 - perspective on the publishing process 13–24
 - insights 20–23

- as reviewers 30, 75
- reviewers nominated by 28–9, 211–12
- Barney, J. 229, 241–2
- Baron, R.M. 242
- Bassiri, M. 157
- Basu, S. 36–7
- Bedeian, A.G. 37, 41, 42
- Bedi, A. 35
- Berlin Declaration on Open Access to Knowledge in the Sciences and Humanities 262
- Bethesda Statement on Open Access Publishing 262
- Bhaumik, S. 283, 287–8, 289
- bias
 - citation home bias 272–3
 - in data collection 179–81
 - first-term 209–10
 - in peer review 6, 101–2
 - publishing home bias 270–72
- big five personality traits 336–7
- big-name co-authors 276–7
- Björk, B.C. 255
- blogs 131–2, 258
- Bloomberg Business Week* 2
- books 67
- Boyd, B.K. 216–17
- Brass, D. 158
- British Journal of Industrial Relations (BJIR)* 313, 317–18
- British Journal of Management (BJM)* 298
- British Journal of Psychology* 338
- broad audiences 337–9
- Bruno, R. 288–90
- Bruton, G.B. 86
- Budapest Open Access Initiative 262
- business history 304–11
 - approaches to historical writing 305–7
- Business History* 306, 309
- Business History Review* 306
- business model development under uncertainty 13–24
- business press outlets 7
- business schools 2–3, 25
 - journal lists and recognition of scholarship 240–45
 - ratings of 109
- capacity to excel 215–19
- care 129, 130
- career breaks 62–3
- career stage 134–8
- Carney, M. 85
- case study articles 265
- Castaneda, C. 159
- cause and effect 296–7, 298
- Ceci, S. 3–6, 101–2
- celebrating small successes 157
- Centre for Management Buyout Research (CMBOR) 58, 59–61, 68, 70–73, 78–9
- Centre National de la Recherche Scientifique (CNRS) journal list 2, 225
- Certo, S.T. 114
- challenging a rejection decision 205–8
- Chandler, A.D. 305
- change agency 158
- Chartered Association of Business Schools (CABS) 2, 25–6
- Chen, M.J. 90
- China 283, 287–8, 289, 331–2
- ‘Chrysalis Effect’ 42
- citation home bias 272–3
- citation impact 127–41
 - accessing citation data 132–4
 - citation levels, career stage and discipline 134–8
 - improving 129–32
 - open access publishing 254–5, 256
 - reasons for valuing it 128–9
 - resources 138–9
- citations 64–5, 241–2
 - to articles in the journal chosen for submission 46
 - coercive 47
 - open access publishing and 31
 - papers desk-rejected by editors 103–4
- Clark, T. 2–3, 75

- CNRS journal list 2, 225
 Coase, R. 64, 68
 co-authors 22, 74–5, 118, 129–30, 172–6
 adding at the revise and resubmit stage 123
 big-name and finance articles 276–7
 drama 174–5
 fixing problems 172–3
 keeping promises 175
 misconduct 279
 sandbagging 173–4
 targeting journals 235–7
 team building 75–8
 coercive citations 47
 cognition in the workplace 334–5, 337–41, 342
 coherence test 343
 Colella, A. 114
 collaboration 156–7, 158, 169–70
 between business history and management authors 309
 improving citation impact 129–30
 team building 75–8
 see also co-authors
 colleagues 245
 feedback from 163, 170, 218
 learning from 169–70
 misconduct by 279
 collections of conference/seminar/workshop papers 247–8
 commissioning of special issues 247–8
 Committee for Publication Ethics (COPE) 47
 communication 110
 improving citation impact 129, 130–32
 comparative management studies 324, 325–6
 competence 129
 competition 33–4
 complementarity of expertise 76
 conceptual papers 223
 conclusion section 283, 286
 conference networking 131, 228
 conference papers 40–41, 247–8
 conferences 252
 conflict
 between article authors 277–8
 avoiding by posting online 275–6
 in family firms 237
 constructs, defining 217
 content 142
 audience breadth and 335–42
 comparison of economics and management journals 284–6
 content analysis 188
 context
 consideration of in IB/IM studies 327–8
 cultural 85, 89, 91
 continuous variables 301
 contribution 157
 and fit 225–6
 identifying and developing in the discussion section 164–7
 JOD and 264
 parallel publication 43–5
 targeting journals and assessing 234–5
 writing the introduction 146–7
 control function estimators 180
 control variables 329–30
 convenience samples 216
 conversation
 broader conversations with more specialist audiences 339–41
 choosing which conversation to join 143–4
 metaphor 334, 335, 341–2
 summarizing research traditions of 144
 with broader audiences and less restrictive content 337–9
 with specialist audiences and restrictive content 336–7
 convertible preferred equity 273–4
 corporate governance 305–6
 correlation matrix 292
 crafting 91
 crediting ideas/concepts/methodology 43
 CrossRef 133, 134
 crowdfunding research 272–3

- cultural context 85, 89, 91
- Cumming, D. 270
- Daft, D. 172
- data 27
 - accessing citation data 132–4
 - comparison of economics and management journals 283, 285–6
 - ensuring quality 192–4
 - IB/IM studies 324, 330–31
 - out-of-date datasets 307
 - robust datasets 179–81
- data analysis, *see* analysis
- data collection
 - IB/IM studies 330–31
 - robustness 179–81
- data fabrication 35–6
- data falsification 35–7
- data trimming 37
- deadlines 169
- deans 63, 279
- defence contract bid 6–7
- defensiveness 198
- delaying other authors' articles 279–80
- deliberate practice 215–19
- dependent variables 328
- desk rejection 103, 107
 - avoiding 27–8
 - choice of journal and 222–3
 - rates 3, 324
- Dess, G. 234
- detail, attention to 121
- dialectic trajectories 106
- different way of seeing 157–8
- digital media 109–10, 252–60
 - building a base 252–3
 - leveraging institutions 257
 - online queue 45–6
 - open access publishing, *see* open access publishing
 - social media 67, 131–2, 257–9
- Dimensions 133, 134
- Directory of Open Access Journals 263
- disagreement between reviewers 15–20, 97–8, 100–101, 105
- discipline, citation levels and 134–8
- discipline-based journals 312, 315–17, 319
- discourse analysis 314–15
- discrepancies between reviewers and editors 206
- discussion section 121–2, 342
 - comparison of economics and management journals 283, 286
 - identifying and developing the contribution 164–7
- discussions on social media 258, 259
- drama 174–5
- Drucker, P. 242
- dynamic capabilities 305, 341, 342
- early-stage projects 116–18, 119, 125
- econometric methodology 287–90, 293
- economics, and business history 308–9
- economics journals 282–95
 - content of papers 284–6
 - examples of papers 287–90
 - structure of papers 282–3
- editorials 26, 45
- editors 197
 - acting as reviewers 197–8
 - approaches to managing reviewers 4–5
 - authors as 75
 - case study of the publishing process 13–24
 - insights 20–23
 - challenging rejection decisions of 205–8
 - consulting before submission 224
 - dealing with novice expert editors 209–13
 - desk rejection, *see* desk rejection
 - discrepancies between reviewers and 206
 - misconduct by 278–9
 - peer review 95–6

- dealing with unreliability of
 - 106–9
- improving 110
- statistical evidence of
 - unreliability of evaluations 99, 102–4, 106
- personal connections 104, 228
- personal contacts as reviewers 28–9
- requirements of a submission 28
- special issues 246, 248–9
- unscrupulous 45–7
- Einstein, A. 241
- email signature 253
- emailing 132
- emerging economies 73, 74
 - MNE entry modes 283, 290–92
- emotional response to review 105, 107, 198
- ‘emperor editors’ 5
- empirical motivations 166
- empirical research
 - business history 307–8
 - papers and fit 223
 - unresolved empirical issues 145, 148–9
- employee responses to HPWS 316–17
- employee skills 318
- endogeneity 179–81
- engineering 136–8
- Enterprise and Society* 306
- entrepreneurship 86
 - and risk propensity 192–4
 - strategic entrepreneurial approach 68–73
- Entrepreneurship Theory and Practice* 236
- entry barriers 288–90
- entry mode choice 283, 290–92
- ERIH Plus 2
- errors
 - factual 206
 - measurement error 217
 - mistakes in responding to reviewers 196–200
 - type I and type II 120, 217
- Estrin, S. 283, 287–8, 289
- ethics 33–56
 - inappropriate and questionable research conduct 35, 38–45, 48, 50
 - research misconduct 33, 35–8, 47–8, 51
 - unscrupulous editors, JIF-boosting and coercive citations 45–7
- European Group for Organizational Studies (EGOS) 256
- European Parliament 7
- European Reference Index for Humanities (ERIH) 2
- European University Association (EUA) 263
- executive summary 202
- experts’ predictions 102
- explanation of revisions 108, 202–3
- explanatory variables 329
- fabrication 35–6
- Facebook 257
- factual errors 206
- falsification 35–7
- familiness 237
- family business research 233–9
- Family Business Review* 236
- Fan, S. 131–2
- favouritism by editors 104
- favours 86
- feedback 225
 - from colleagues 163, 170, 218
- field-corrected citation data 135
- Filatotchev, I. 305–6
- ‘Finance Job Market Rumours’ 276
- finance journals 268–81
 - being a ‘good citizen’ 277–8
 - big-name co-authors 276–7
 - citation home bias 272–3
 - differences between finance and entrepreneurship/management journals 269
 - misconduct 278–80
 - papers inconsistent with prior work 273–5
 - posting online 275–6
 - publishing home bias 270–72
- Financial Times* 7

- journal list 2, 225, 298
- first paragraph 143–4
 - literature reviews in 148
- first sentences
 - the hook 342
 - of paragraphs 120–21, 143–4, 145, 146
- first-term bias 209–10
- fit of paper to journal 26, 221, 222, 223–6, 230
- five-factor model questionnaire (FFMQ) 336–7, 342
- flexibility 14, 15–16, 22, 24
- focus 122–3, 157
- focused commitment 13, 14, 24
- footnotes 308
- formats 264–5
- formatting responses to reviewers 201–2
- framework, theoretical 216, 284, 327–8
- Franklin, B. 185
- fraud 271–2
- Freeman, R. 33
- Frey, B. 40
- friendly review 120, 170
- future, focus on the 264

- gaps in the literature 145
- gender bias 174
- general management journals
 - HRM research in 312, 314–15, 319
 - see also under individual names
- generalizability 186, 187, 298–9, 300
- generalizations, testing using
 - historical data 305–6
- getting papers out 168–71
- gift authorship 42
- Gill, C. 336–7, 342
- Gilson, R. 274
- Ginsberg, R.B. 158
- global impact 85–7
- Global Strategy Journal (GSJ)* 322, 323, 324, 325
- gold open access 31, 254, 256
- Gomez-Mejia, L. 157, 166
- Gonzalez-Benito, J. 186

- ‘good citizen’ approach 277–8
- Google Scholar 133, 136–8
- Google Scholar Citation (GSC) profile 131
- Google Scholar Profiles 133, 134
- Gottfredson, S.D. 97, 100
- Gottinger, H.W. 37
- Gray, B. 156–7
- green open access 254, 256
- greenfield entry mode 291
- Gretzky, W. 168
- Guest, D. 315
- guest editing special issues 66

- h-index 33, 49, 128, 134, 136–8
- Hardy, C. 314–15
- HARKing 41–2
- Harley, B. 314–15, 316–17, 317–18
- harsh judgements 4
- Harvard Business Review* 67, 220
- Harzing, A.W. 135–8
- Healey, M.P. 338, 340–41, 342
- Health Management, Policy and Innovation (HMPI)* 253, 254
- Heckman selection correction 179
- heterogeneous portfolio 64–5
- hIa-index 135–8
- high performance work systems (HPWS) 316–17, 317–18
- historical anomalies 305
- historical papers 304–11
- Hodge, B. 156
- Hodgkinson, G.P. 336–7, 338, 340–41, 342
- Hofstede, G. 85
- holdout samples 189
- Hollenbeck, J. 122
- home bias
 - citation home bias in different disciplines 272–3
 - publishing home bias in different disciplines 270–72
- Honig, B. 35
- hook, the 342, 343
- ‘hot’ cognition 340–41, 342
- Huff, A.S. 334, 335
- Human Relations* 300

- human resource management (HRM)
 research 312–20
 discipline-based journals 312,
 315–17, 319
 general management journals 312,
 314–15, 319
 subject-based journals 312–13,
 317–18, 319
- humanities 136–8, 255
- hypotheses 101
 comparison of economics and
 management journals 283, 285,
 293–4
 development in management
 journals 291–2
 retrofitting to empirical results
 (HARKing) 41–2
 unsupported tests of 187
- ideas
 crediting other people's 43
 in the research pipeline 116–18
- identity 301
- illegitimate open access journals 263
- impact 220–21
 global 85–7
 research impact, *see* citation
 impact; research impact
- inappropriate research conduct 35,
 38–45, 48
- inconsistency with prior work 273–5
- individual differences, assessing
 work-related 334, 336–7, 342
- industrial relations policy 313
- industrial, work and organizational
 (IWO) psychology 339–40
- Institute for Scientific Information
 (ISI) 2, 132, 134, 136–8, 225
- instrumental variable estimation
 179–80
- instruments for assessment of
 personality and individual
 differences 334, 336–7, 342
- integrity 33–56, 199
 inappropriate and questionable
 research conduct 35, 38–45,
 48, 50
- research misconduct 33, 35–8,
 47–8, 51
 unscrupulous editors, JIF-boosting
 and coercive citations 45–7
- interesting phenomena 162
- internal marketing 301
- internal validity 298
- international business and
 management (IB/IM) journals
 321–33
 comparative management 324,
 325–6
 conceptual sections 326–8
 data 324, 330–31
 defining characteristic of
 internationalism 321–4
 single-country studies not
 considered international 324,
 325
 variables 328–30
- International Journal of Management
 Reviews* 222
- inter-reviewer reliability 94–113
 dealing with 106–9
 implications 104–6
 statistical evidence 97–104
- introduction 142–52, 342
 common mistakes in writing it
 148–51
 comparison of economics and
 management journals 283, 284
 length 147, 150–51
 simple framework to position
 papers for publication 143–8
 first paragraph 143–4
 first sentences of paragraphs
 143–4, 145, 146
 second paragraph 145
 third paragraph 146–7
- intuition 338
- ISI (Web of Science) 2, 132, 134,
 136–8, 225
- Johan, S.A. 270
- joint ventures 291
- Journal of Business Research* 236
- Journal of Business Venturing* 236

- Journal of Family Business Strategy* 236
- Journal of Finance* 273
- journal impact factor (JIF) 45–7
- Journal of International Business Studies (JIBS)* 322, 324
- journal lists (journal rankings) 1–3, 225, 261, 298
- journal selection and 25–8
- and recognition of scholarship 240–45
- Journal of Management* 236, 241–2, 312
- Journal of Management Inquiry* 155
- Journal of Management Studies (JMS)* 2–3, 66, 75, 236, 305, 312, 314–15
- Point-CounterPoint Section (PCP) 65–6
- Journal of Occupational and Organizational Psychology* 302, 339–40
- Journal of Organization Design (JOD)* 261–2, 264–5
- Journal of Personality and Social Psychology* 242
- journal rankings, *see* journal lists
- journal selection 25–8, 109, 264
- positioning papers for different types of journals 220–32
- Journal of Small Business Management* 236
- Journal of World Business (JWB)* 322, 323
- ‘judge editors’ 5
- junior faculty 237–8
- big-name co-authors 276–7
- conflict with senior faculty 275–6
- Kenny, D.A. 242
- keynote articles 65
- King, S. 143–4
- knowledge 99
- knowledge disseminators 158
- knowledge generators 158
- Laband, D.N. 103, 104
- labour process theory (LPT) 316
- Larcker, D. 180
- late-stage projects 116, 118–20, 125
- leadership 301
- prototypicality and fairness 299
- learned societies 75
- Legge, K. 314–15
- Leung, K. 88
- level of work 25–6
- Lewin, K. 216
- life sciences 134–5, 136–8
- lifted text
- crediting 42–3
- plagiarism 35, 37–8
- limitations of a paper, discussion of 292–3
- LinkedIn 257
- literature reviews 27
- articles based on 66
- comparison of economics and management journals 283, 284
- IB/IM articles 326
- mistakenly put in first paragraph 148
- lobbying for journal quality 242–3
- Locke, E. 157
- Lubatkin, M. 171, 233
- Mahoney, M.J. 102
- management buyout research 58, 59–61, 68, 70–73, 74
- managerial roles 62
- manipulation of independent variables 296–7, 301
- Manz, C. 157
- Mao Zedong 90
- market-supporting institutions
- development in China and Russia 283, 287–8
- MNE choice of entry mode 283, 290–92
- Martin, B.R. 38, 39
- maternity leave 62
- maturity 165
- McNamarian approach 117–18
- Mead, M. 158
- measurement error 217

- media outlets 257
 media relations office 257
 Medoff, M.H. 104
 meta-analyses 192–4
 methodology 102
 econometric 287–90, 293
 explication of 217–18
 and fit 223
 rigour 216
 methods section 283, 285–6
 Meyer, A. 157
 Meyer, K. 283, 290–92
 Microsoft Academic 133, 134
 Miller, D. 90
 Miner, J.B. 192, 193–4
 misallocation of attention 121–2
 misconduct 278–80
 research misconduct 33, 35–8,
 47–8, 51
 mission, aligning with 162, 211
 mistakes, in responding to reviewers
 196–200
 moderating variables 329
 monographs 67
 motivation 164, 166
 multicollinearity 292
 multi-country data 324, 331
 multinational enterprises (MNEs)
 entry mode choice 283, 290–92
 multiple top-tier publications 114–15
 multi-stage estimators 180
 Mumford, M.D. 34

 National Institutes of Health 253
 national research assessment exercises
 62, 63–4
 UK REF 7, 25, 68
 National Science Foundation 218, 253
 natural entry rates 290
 natural sciences 134–5, 136–8
 nature of the paper 221, 223–4
 Necker, S. 34
 negative information 206
 negative thoughts 171
 new firm entry 288–90
 new/unrelated research areas 65
 Newton, I. 155

 nominated reviewers 28–9, 211–12
 ‘Non-Stop’ (Lin-Manuel Miranda)
 122–3
 norms
 national professional 243, 245
 sampling 185, 186
 novice expert editors 209–13
 tips for getting published by
 210–12

 objective 164–5
 O’Boyle, E.H. 41–2
 omitted variable bias 179
 online queue 45–6
 online repositories 130–31, 254, 255
 open access publishing 31, 109–10,
 253–6, 261–6
 benefits 254–5, 262–3
 reasons to publish in open access
 journals 264–5
 types of 254
 Organization Design Community 261
Organization Science 236
 organization theory 308
Organization Theory 253, 254, 256
 organizational identification (OI) 301
 organizational learning theory 19–20,
 24
 out-of-date datasets 307
 out-of-date journal lists 243

 p-hacking 34, 36, 49
 page quota 31, 109, 250
 paradigms 105–6
 paragraphs
 first 143–4, 148
 first sentences of 120–21, 143–4,
 145, 146
 second 145, 148–9
 structuring 121
 third 146–7, 149
 parallel publication 43–5
 Park, H.-U. 36–7
 path with a heart, finding a 159
 patience 161–3
 peer review 3–6, 205

- 'no reviewer is ever wrong' golden rule 94–6
- recommendations for improving 109–10
- reliability of evaluations 94–113
 - dealing with 106–9
 - implications of 104–6
 - statistical evidence 97–104*see also* review process; reviewers
- perfectionism 159
- perseverance 157
- persistence 157, 229
- personal connections 104, 228
- personal websites 130
- personality, assessment of 334, 336–7, 342
- Personnel Psychology* 337
- Peters, D. 3–6, 101–2
- PhD research 58, 69
- PhD theses 43–4, 51
- phenomenological studies 326–7
- Picasso, P. 155
- Piette, M.J. 104
- plagiarism 35, 37–8
 - self-plagiarism 38–41
- Plan S 263–4
- point of view articles 264
- policy-making 67–8
- polishing a paper 210–11
- politics 196
- position/think pieces 65–8
- positioning papers
 - for different types of journals 220–32
 - family business research and targeting journals 233–9
 - for publication 142–52
 - common mistakes in writing an introduction 148–51
 - simple framework 143–7
- post-doctorate publication career 58
- post-tenure publication career 62
- 'postie editors' 4–5
- posting online 257
 - finance research 275–6
- poverty 86
- practicalities 221, 226, 230
- practice, interaction with 67–8
 - practitioner journals 67, 223
 - practitioner–researcher divide 339–40
 - prejudice 296
 - pre-prints 40
 - pre-publication posting 253
 - presentation 142
 - prior publication (in self-plagiarism) 39–41
 - prior work
 - disconnecting radical new theories from 149–50
 - inconsistency with 273–5
 - private equity research 7, 59–61, 68, 71, 72, 78–9
 - problem identification and fixing 172–3
 - procrastination 159
 - professional development 78
 - prolific, being 157
 - promises, keeping 175
 - promotion after tenure 62
 - promotional services 257
 - propensity-score matching 180–81
 - properties of scholarly papers 100–101
 - psychological foundations of strategic management 340–41, 342
 - psychology 334–46
 - audience breadth, content and conversation 335–43
 - social psychology 296–303
 - public commitment to submission 169
 - publications career, sustaining a, *see* sustaining a publications career
 - 'publish or perish' rule 34, 156, 220
 - publisher services 257
 - publishing home bias 270–72
 - publishing process case study 13–24
 - abstract of initial submission 24
 - abstract of published paper 24
 - first round of reviews 15–16
 - fourth and fifth rounds of reviews 20
 - initial submission 14–15
 - insights from the review process 20–23
 - second round of reviews 16–18
 - third round of reviews 18–20

- Puffer, S.M. 86
 purist business history tradition 306–7
 purpose 164–5
- quality
 and fit 221, 224–6
 of writing 27
 quality shots on goal 119–20
 questionable research conduct 35,
 38–45, 48, 50
- radical new theories 149–50
 Raju, N.S. 192, 193–4
 random samples 216
 Reagan, R. 240
 real-world impact 6–8, 127
 redundant publication 38–41
 refusing to review 30
 regional relevance 85–7, 88
 Registry of Open Access Repositories
 (ROAR) 254
 rejection 1, 196, 229, 238
 accepting 159
 circumstances justifying challenging
 205–8
 desk rejection, *see* desk rejection
 rates 3
 resubmission to same journal 108
 reviewers' recommendations 97,
 98–9, 101–2
 social psychology article 301–2
 from special issues 246
 submission to another journal
 without alteration 46
- relevance
 regional 85–7, 88
 and rigour 6–8, 87–8
 reports 67–8
 repositories, online 130–31, 254, 255
 reputation 47, 221, 224–6
 research
 approach to get published in top
 journals 215–19
 developing quality research 217–18
 including fundamentals in papers 27
 patience and 161–3
 purpose of 100
 responsible 218
 research community 253
 research conduct 33–45, 47–9, 216–18
 inappropriate and questionable 35,
 38–45, 48, 50
 research misconduct 33, 35–8,
 47–8, 51
 responsibility of researchers 48–9
 Research Excellence Framework
 (REF) 7, 25, 68
 research gap 300–302
 research grants 78–9
 research impact 68, 127–41
 accessing citation data 132–4
 citation levels, career stage and
 discipline 134–8
 h-index 33, 49, 128, 134, 136–8
 improving citation impact 129–32
 real-world 6–8, 127
 reasons for valuing 128–9
 resources 138–9
 on society 218
 research integrity 33–5, 199; *see also*
 research conduct
 research pipeline 114–26
 early-stage projects 116–18, 119,
 125
 late-stage projects 116, 118–20, 125
 moving projects along the stages
 124–5
 revise and resubmit 116, 122–3,
 125
 second revise and resubmit 116,
 123–4, 125
 under review 116, 120–22, 125
 visualizing 115–16
 research primer articles 264–5
 research programs 69–73
 research question 146, 151, 162, 216
 research teams 76–7
 resource acquisition 14, 15–16, 22, 24
 resource-based view 229, 241, 306
 resource dependency theory 306
 resource optimization 227
 responding to reviewers 30, 123–4
 mistakes authors make 196–200
 reviewer's perspective 201–4
 response bias 185, 186, 187

- response rate 185, 186, 225
- responsible research 218
- resubmission 30, 101–2, 108–9
 - to normal issue of same journal
 - after rejection by a special issue 250–51
 - revise and resubmit, *see* revise and resubmit
 - without revision or reorientation 46
- results/findings
 - comparison of economics and management journals 283, 286
 - robustness 178–83
- retractions 35
- retrofitting hypotheses to empirical results (HARKing) 41–2
- review process
 - case study 13–24
 - first round 15–16
 - fourth and fifth rounds 20
 - insights of author and editor 20–23
 - second round 16–18
 - third round 18–20
 - flaws in 4–6
 - special issues 248–50
 - see also* peer review; reviewers
- reviewers 3–6, 28–31, 169
 - agreement between 6, 97–8, 101, 105
 - assuming the mindset of 162–3
 - authors as 30, 75
 - business history papers 308
 - dealing with 28–30
 - disagreement between 15–20, 97–8, 100–101, 105
 - discrepancies between editors and 206
 - ‘good citizen’ approach 277
 - learning from experience of others 228
 - misconduct 278–9
 - ‘no reviewer is ever wrong’ golden rule 94–6
 - novice editors’ reliance on 210
 - perspective of a reviewer on
 - author’s response to review 201–4
 - responding to, *see* responding to reviewers
 - role in improving papers 22
 - selection of 28–9
 - similarity to co-authors 169
 - suggested 28–9, 211–12
 - targeting journals 235–7
 - unreliability of evaluations 94–113
 - dealing with 106–9
 - statistical evidence 97–106
 - see also* peer review; review process
- revise and resubmit (R&R) 206–7, 227
 - grades of 29
 - managing a research pipeline
 - first round 116, 122–3, 125
 - second round 116, 123–4, 125
 - under novice expert editors 212
- revisions 107–8, 165, 196–8
 - case study 16–20
 - explaining 108, 202–3
 - getting advice on 170–71
 - integrity and 199
 - reviewers’ recommendations 97, 98–9
- rhetoric 158
- rigour 6–8
 - tradeoff with relevance in Asian management journals 87–8
- risk propensity 192–4
- robustness 178–83, 269
 - analyses 181–3
 - dataset 179–81
 - economics and management journals compared 286, 287, 288, 293, 294
- Rogelberg, S.G. 187
- Roosevelt, E. 157
- rules for getting published 155–60
- Russia 283, 287–8, 290
- Rusticus, T. 180
- salami publishing 38–9
- sample 184–91, 216, 217–18
 - checklist for sample design preparation 185

- preventative tactics 184, 185–7
- reactive tactics 184, 187–9
- second sample 189
- size 186
- student samples, *see* student samples
- sample selection bias 179, 180–81
- sampling norms 185, 186
- sandbagging 173–4
- Schizer, D. 274
- Schulze, W.S. 233, 235
- sciences (natural sciences) 134–5, 136–8
- scientific progress 90
- Scopus 133, 134, 136–8
- second paragraph 145
 - summaries of theoretical and empirical arguments 148–9
- second revise and resubmit 116, 123–4, 125
- second sample 189
- selection bias 179, 180–81
- self-belief 229
- self-management 107
- self-plagiarism 38–41
- seminars 252
- senior faculty 237–8
 - conflict with junior faculty 275–6
- sensitivity analysis 180
- service sector 317–18
- Shookarian approach 117
- shotgun approach 234
- Silera, K. 103–4
- Sims, H. 157
- 'Simultaneous experimentation as a learning strategy; business model development under uncertainty' (Andries et al.) 13–24
- single-country studies 324, 325
- skills, employee 318
- Small Business Economics* 236
- social capital 73–5
- social construction 105
- social media 67, 131–2, 257–9
- social psychology 296–303
 - design issues and the research gap 300–302
 - experiments 296–7
 - issues with experimental work and student samples 298–300
- Social Science Research Network (SSRN) 275
- social sciences 136–8, 255
- Solomon, D. 255
- Sotudeh, H. 255
- special issues 228, 246–51, 339–41
 - APJM* 85–6
 - commissioning of 247–8
 - guest editing 66
 - resubmission to normal issue of same journal 250–51
 - review process 248–50
- specialist audiences 336–7, 339–41
- specialization 307–8
- SSRN 275
- Stanton, J.M. 187
- Stapel, D. 36
- Starbuck, W.H. 4, 6, 97, 99
- statistical models 149
- statistical power 185, 187, 216–17
- statistical significance inflation 36–7
- statistical tests 28
- strategic entrepreneurial approach 68–73
 - Strategic Entrepreneurship Journal (SEJ)* 13–24
- strategic management 334–46
 - Strategic Management Journal* 340
- stray citations 133, 140
- structure
 - discussion section 166
 - economics and management journals compared 282–3
- student samples 296–7
 - issues with 298–300
- study design 300–302
- style
 - of journal 27, 226
 - social media 258–9
- subject-based journals 312–13, 317–18, 319
- submission
 - case study 14–15
 - abstract of initial submission 24
 - getting papers out 168–71
 - rates 3, 57

- research pipeline management and readiness for 120–22
- suggested reviewers 28–9, 211–12
- summarizing reviewer comments 198
- Susman, G. 156
- sustaining a publications career 57–82
 - pressure points 58–63
 - reasons for 63–4
 - routes for 68–79
 - strategies for 64–8
- targeting 157, 167, 233–9, 264, 301–2
 - assessing contribution 234–5
 - co-authors and reviewers 235–7
 - positioning papers and 233–9
 - for different types of journals 220–32
 - publishing for tenure 234
- team building 75–8
- teamworking 300
- Teece, D.J. 341, 342
- tenure 62
 - publishing for 234
- Tenzer, H. 132
- Teresa, Mother 156
- testable propositions 17–18, 18–19, 20
- theoretical motivations 166
- theorizing 91
- theory
 - developing quality research 217
 - disconnecting radical new theories from prior work 149–50
 - emphasis in business history 308–9
 - new advance for 167
 - sections
 - comparison of economics and management journals 283, 284–5
 - differences between finance and entrepreneurship/management journals 269
 - testing or augmenting management theory using business history 305
 - testing generalizations using historical data 305–6
 - testing in IB/IM articles 326–7
 - theoretical contributions in Asian management journals 87–8, 91
 - theoretical framework 216, 284, 327–8
 - universal 89
 - unresolved theoretical issues 145, 148–9
 - theory development 216
 - Asian management journals and 87–8
 - comparison of economic and management journals 290–92, 293–4
 - IB/IM studies 332
 - using historical anomalies 305
 - think/position pieces 65–8
 - third paragraph 146–7
 - summaries of theoretical and empirical arguments 149
 - Thomas, J. 173
 - Toms, S. 305–6
 - topic
 - and fit 221, 224
 - new advance for 167
 - translational articles 264
 - triangulation to previous studies 188
 - Tsui, A.S. 88–9, 90
 - Twitter 131, 257, 258
 - two publications per year rule 156
 - type I and type II errors 120, 217
- Ullrich, J. 299
- uncertainty, business model
 - development under 13–24
 - under review stage 116, 120–22, 125
- universal theory 89
- unrelated research areas 65
- unresolved theoretical/empirical issues 145, 148–9
- unscrupulous editors 45–7
- unsupported hypothesis tests 187
- unsupported rejection decisions 206, 207
- Van Dick, R. 300
- Vandenberg, R.J. 185
- variables

- continuous 301
- in IB/IM studies 328–30
- instrumental variable estimation 179–80
- manipulation of in social psychology experiments 296–7, 301
- omitted variable bias 179
- varieties of capitalism (VoC) 85–6
- venture capital (VC) contracting 273–5
- video abstracts 258
- Vienna List 225

- Wall Street Journal* 7
- Wansink, B. 36
- Watson, E.M. 253–4, 256
- Web of Science (ISI) 2, 132, 134, 136–8, 225
- websites, personal 130
- Weick, K. 158
- Westernization 88

- white papers 67–8
- Wieseke, J. 301
- Wikipedia 253
- Williamson, O.E. 305
- Winsorization 37
- Work, Employment and Society (WES)* 312, 315–17
- working papers 40–41
- workplace divas 174–5
- work-related individual differences, assessing 334, 336–7, 342
- Wright, M. 2–3, 306
- writing
 - developing quality research 217–18
 - quality 27
 - routinized approach 170
 - skills and Asian management journals 91
 - skills development 158–9, 163

- Zhang, L. 253–4, 256
- zombie papers 27

