

LUISS

PhD in Management

COURSE

HOW TO GET PUBLISHED

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Short Bio

Dries Faems is Chaired Professor of Entrepreneurship, Innovation and Technological Transformation. He has published papers in journals such as Academy of Management Journal, Journal of Management Studies, Research Policy, Organization Studies, Journal of Product Innovation Management, Technovation, and Small Business Economics. His current research focuses on the governance of alliances and acquisitions, the role of Intellectual Property in appropriating value from innovation, and the impact of individuals' cognitive styles on the performance of new product development projects. Dries Faems has been General Editor of the Journal of Management Studies and a member of the editorial review board of the Academy of Management Journal and the Journal of Trust Research.

Aim of the course

THE PURPOSE OF THIS COURSE IS TO INTRODUCE PHD STUDENTS TO THE DIFFERENT STEPS AND ASPECTS OF THE PAPER PUBLICATION PROCESS. IN ORDER TO ACHIEVE THIS OBJECTIVE THE COURSE WILL PROVIDE BOTH AN AUTHOR AND EDITOR PERSPECTIVE ON THE PUBLICATION PROCESS. MOREOVER, THE COURSE WILL ADDRESS THE ISSUE OF WRITING PAPERS AS WELL AS REVIEWING PAPERS. FINALLY, ATTENTION WILL BE PAID TO THE SPECIFICITIES OF PUBLISHING QUANTITATIVE VERSUS QUALITATIVE RESEARCH.

Upon completing this course, students should be able to:

- (1) Have a fine-grained understanding of the different steps in the publication process;
- (2) Understand the norms, values and ethical standards that are applied in the management community regarding submitting, reviewing, and editing papers
- (3) Write a high-quality revision of a paper;
- (4) Write a high-quality introduction of a paper
- (5) Understand the core challenges in publishing quantitative and qualitative research

Learning Method

IN THE DIFFERENT SESSIONS, STUDENTS WILL BE EXPOSED TO SPECIFIC EXAMPLES OF PUBLICATION TRAJECTORIES. TO PREPARE FOR THE LECTURES, STUDENTS WILL BE ASKED TO REVIEW THE INITIAL VERSION OF THE PAPERS THAT WILL BE USED IN THE SESSIONS AS EXAMPLES OF PUBLICATION TRAJECTORIES.

Attendance and participation rules

Attendance and participation are critical to the completion of this course. For this reason, students are required to attend all the classes. In case the student is not able to attend the class for extraordinary reason, he/she must inform the Convenor in time.

Students are expected to complete the required assignments

The evaluation of the students will account for attendance, class participation, and valuable contribution to the discussion.

Final Valuation Criteria

- Participation in class discussion (30%)
- Individual presentation/review assignments (30%)
- Final assignment (40%)

Valuation rules and roles

Late assignment policy – Students must appreciate assignment due dates as proper deadlines. Barring serious problems, late assignments will be marked down.

Final Grades Releasing– Final grades will be released to each student via email within one month from the due date of the Final Assignment.

ASSIGNMENTS SUMMARY TABLE

Description	Percentage of grade	Date due
Attendance and participation	30 %	All classes
Individual review assignments	30 %	Before session VI and VIII
Final assignment	40 %	March 30

TIMETABLE

Session I	27 th February 2025 (10.00-12.00)	Critical Steps in the Publication Process
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- Targeting a specific journal
- Preparing paper for submission
- How do editors desk reject?
- How to review papers
- The revise & resubmit process
- What after your paper gets published

Background Readings

- <https://aom.org/research/publishing-with-aom/reviewer-resources>

Assignment for the next class: Prepare slide presentation (max 5 slides) with

1. Ideas for your first paper of the PhD
2. Selection of target journal for first paper
3. Selection of three relevant reviewers for first paper

Session II	27 th February 2025 (13.00-16.00)	Discussion assignment
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- Students will present their assignment
- Plenary discussion of assignments

Session III	March 4 2025 (10.00 – 12.00)	Essential aspects of writing papers
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- Writing an introduction
- Writing the theoretical contribution
- The ethics of writing and publishing papers

Background Readings

- Chen, X-P. (2011) Author ethical dilemmas in the research publication process. *Management and Organization Review*, 7: 423-432.
- Martin, B.R. (2013) Whither research integrity? Plagiarism, self-plagiarism and coercive citation in an age of research assessment. *Research Policy*, 42: 1005-1014
- Harley, B.; Faems, D.; Corbett, A. (2014) A Few Bad Apples or the Tip of an Iceberg? Academic Misconduct in Publishing. *Journal of Management Studies*, 1361-1363.
- Grant, A., Pollock, T. G. 2011. Publishing in AMJ – Part 3: Setting the Hook. *Academy of Management Journal*, 54: 873-879
- Geletkanycz, M., Tepper, B. J. 2012. Publishing in AMJ – Part 6: Discussing the Implications. *Academy of Management Journal*, 55: 256-260

Assignments for the next class

- Present a structure of the introduction for your first PhD paper

Session IV March 4 2025 Discussion assignment
(13.00-16.00)

- Students will present their assignment
- Plenary discussion of assignments

Session V Match 5 2025 The trajectory of publishing quantitative papers
(10.00 – 12.00)

- An overview of critical issues in publishing quantitative papers

Background readings (i.e. readings from other PhD courses that are relevant for this session)

- Antonakis, J., Bendahan, S., Jacquart, P. & Lalive, R. (2010) On making causal claims: A review and recommendations. *The Leadership Quarterly*, 21: 1086-1120.
- Sparrowe, R. T., Mayer, K. J. 2011. Publishing in AMJ – Part 4: Grounding the Hypotheses. *Academy of Management Journal*, 54: 1098-1102
- Zhang, Y., Shaw, J. D. 2012. Publishing in AMJ – Part 5: Crafting the Methods and Results. *Academy of Management Journal*, 55: 8-12
- Mayer, K. J., Sparrowe, R. T. 2013. From the Editors: Integrating Theories in AMJ Articles, *Academy of Management Journal*, 56: 917-922
- Andersson, U., Cuervo-Cazurra, A., & Nielsen, B.B. (2014) From the editors: Explaining interaction effects within and across levels of analysis. *Journal of International Business Studies*, 45: 1063-1071.
- Haans, R.F., Pieters, C., He, Z.L., 2016. Thinking about U: Theorizing and testing U and inverted U shaped relationships in strategy research. *Strategic Management Journal*, 37(7): 1177-1195.

Assignments for the next class

- Presentation or review of quantitative paper
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Session VI March 5 2025 Discussion assignment
(13.00-16.00)

- Students will develop and present their assignment
- Plenary discussion of assignments

Session VII March 7 2025 The trajectory of publishing qualitative papers
(10.00-12.00)

- An overview of critical issues in publishing qualitative papers
- Publication Case 1
- Publication Case 2

Readings

- Publication Case 1
- Publication Case 2

Background readings (i.e. readings from other PhD courses that are relevant for this session)

- Pratt (2009) From the Editors: For the Lack of a Boilerplate: Tips on Writing Up (and Reviewing) Qualitative Research. *Academy of Management Journal*, 52: 856-862.
- Siggelkow, N. 2007. Persuasion with Case Studies. *Academy of Management Journal*, 50: 20-24
- Bansal, P. Corley K. 2012. Publishing in AMJ – Part 7: What’s Different About Qualitative Research?. *Academy of Management Journal*, 55: 509-513

Assignments for the next class

- Presentation or review of qualitative paper

Session VIII March 7 2025 Discussion assignment
(13.00-16.00)

- Students will present their assignment
 - Plenary discussion of assignments
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