

Working Paper Guidelines

Overview

Working papers are research reports, technical papers, discussion papers, and occasional papers. It is not unusual for papers to undergo changes as the author advances towards the full maturity of the paper for publication in an academic journal or book. The dissemination of working papers allow them to receive constructive feedback and criticism from others in the field. A working paper summarizes original research in a narrow focus of study and is intended for publication in one to three years.

EMI plays a role in the dissemination of working papers to the academic and practitioner community.

Authors must prepare working papers for submission with care to insure the papers are clearly articulated and present well designed research and analysis.

- Audience: Who will be interested in reading this paper? To which industry, geography, and market does the research apply? Which roles in the organization would find this of interest?
- Purpose: What is the purpose of the paper? What is the business issue you are addressing? How critical is this issue to management?
- Findings: What are the key findings? How do these findings impact managerial practice?
- Originality/Value: What is the original component of this work?
- Operationalization: How can managers put the findings into practice? What actions can be taken? What else is needed to make the findings useful?

Report Summary

Please precede your working paper with a one to two page executive summary explaining the major impact of the findings in terms that managers will grasp easily. This should summarize the focus of the study, the main business issues addressed, study approach, methodology, and discuss the key findings and managerial implications. And follow with the actions managers should pursue as a result of the research findings.

References

Please use the referencing style for the journal you are targeting for publication, or if you do not have one in mind yet then use Harvard style. If you search Google for Harvard referencing you will find examples, or if you use reference software like Endnote you can select Harvard as the output style.

Publication Timing

Working papers are intended for distribution prior to journal submission as the primary goal is to distribute the paper for feedback. As such, working papers should be submitted to EMI before they are submitted to professional journals. Once a paper is accepted by a journal it has passed its opportunity to be distributed as a working paper.