Contents

	t of figures	viii
	t of tables	ix
Lis	t of contributors	X
1	Publishing in management – exhilaration, bafflement and frustration Timothy Clark, Mike Wright and David J. Ketchen, Jr.	1
PA:	RT I THE PUBLISHING PROCESS	
2	The publishing process: a case study	11
3	Petra Andries and Mike Wright Getting published: an editorial and journal ranker's perspective Geoffrey Wood and Pawan Budhwar	23
4	Ethics and integrity in publishing Ben R. Martin	29
5	Sustaining a publications career Mike Wright	49
6	Why publish in Asia management journals? Daphne W. Yiu	74
7	Squeezing lemons to make fresh lemonade: how to extract useful value from peer reviews William H. Starbuck	85
PA	RT II RESOLVING PRACTICAL KEY ISSUES	
Sec	ction II.I Becoming a Scholar	
8	Rules of the game Denny Gioia	109
9	Learning by walking through the snow R. Duane Ireland	113
10		116

11	You miss 100% of the shots you don't take Annette L. Ranft and Anne D. Smith	121		
12	Why I don't want to co-author with you and what you can do about it David J. Ketchen, Jr.	125		
Section II.II Getting Your Methods Right				
13	Are your results really robust?	131		
14	Bruce T. Lamont The reviewers don't like my sample! What can I do? Brian K. Boyd	135		
15	When being normal is not enough: a few thoughts about data, analyses, and (the storm of) re-analyses Philip L. Roth and Wayne H. Stewart, Jr.	143		
Section II.III Navigating the Review Process				
16	Selling your soul to the devil? Mistakes authors make when responding to reviewers Pamela L. Perrewé	149		
17	Respond to me – please! James G. Combs	153		
18	Challenging the gods: circumstances justifying the protest of a journal rejection decision Gerald R. Ferris	157		
Sec	ction II.IV Understanding the Journals			
19	Publishing in the top journals: the secrets for success Michael A. Hitt	163		
20	Hitting your preferred target: positioning papers for different types of journals	168		
21	Yehuda Baruch Targeting journals: a personal journey Franz W. Kellermanns	180		
22		188		
23	Publishing in special issues	193		
24	Timothy Clark Using new media to promote and extend published work Aija Leiponen and Will Mitchell	199		

Contents vii

	Comento	V 11	
25	Should you publish in an open access journal? Charles C. Snow	203	
PA:	RT III PUBLISHING ACROSS DISCIPLINARY BOUNDARIES	S	
26	Publishing in finance versus entrepreneurship/management journals Douglas Cumming	211	
27		223	
28		237	
29	Publishing historical papers in management journals and in business history journals Steven Toms	245	
30	Publishing human resource management research in different kinds of journals Bill Harley	253	
31	Publishing in top international business and management journals Stephen Tallman and Torben Pedersen	262	
32	Publishing at the interfaces of psychology and strategic management Gerard P. Hodgkinson	275	
Ind	index		