

Publishing in International Journals

Workshop

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Outline

- 1) Publishing in International (English speaking) journals is a must
- 2) The issue of citation rate of journals
- 3) Why do you personally want to publish there?
- 4) Basic issues of publishing in international journals
- 5) How to increase your personal citation rate
- 6) Do research with publishing in mind
- 7) Process leading to submission to a journal
- 8) Cutting the paper right and double publication
- 9) Choosing the journal
- 10) Writing
- 11) Common mistakes of non-English speaking authors
- 12) Reviewing

Publishing in International Journals is a Must

- Most psychologists speak English – very few speak your language – lingua franca
- Particular problem of larger language areas (e.g., Spanish, German), less of a problem for smaller language areas (Holland, Sweden)
- What does publishing mean – to make something public – publishing in your language area is hiding a result, not publishing it

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The Issue of Citation Rate of Journals

- Calculation of the citation rate
- Exercise – What is the citation rate of the journals of Applied Psychology
- Rejection Rate: For example, JAP: 90% overall, for foreign authors 95%; most journals have rejection rates between 66% to 90%

Citation Calculation: Example Impact Factor for International Journal of Selection and Assessment

Cites in 2003 to articles published in:	2002 = 34
	2001 = 55
	Sum: 89

Number of articles published in:	2002 = 27
	2001 = 26
	Sum: 53

Calculation: Cites to recent articles	89
Number of recent articles	53
<i>Impact Factor</i> $89/53 = 1.679$	

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- Exercise – What is the citation rate of the journals of Applied Psychology
- Rejection Rate: For example, JAP: 90% overall, for foreign authors 95%; most journals have rejection rates between 66% to 90%

MARKED JOURNAL LIST

Sorted by: Journal Title

Abbreviated Journal Title	ISSN	2003 Total Cites	Impact Factor	Immediacy Index	2003 Articles	Cited Half-life
APPL PREV PSYCHOL	0962-1849	260	1.125			6.9
APPL PSYCHOL-INT REV	0269-994X	342	0.774	0.000	33	6.5
BEHAV SCI LAW	0735-3936	548	0.790	0.182	44	6.2
BRIT J GUID COUNS	0306-9885	140	0.407	0.120	25	5.7
CAREER DEV Q	0889-4019	379	1.345	0.344	32	7.2
COUNS PSYCHOL	0011-0000	831	1.394	1.269	26	8.7
CYBERPSYCHOL BEHAV	1094-9313	255	0.896	0.108	74	3.2
ERGONOMICS	0014-0139	2668	0.853	0.173	98	>10.0
EUR J PSYCHOL ASSESS	1015-5759	199	0.653	1.000	20	5.2
GROUP ORGAN MANAGE	1059-6011	422	0.553	0.056	18	9.2
HUM FACTORS	0018-7208	1454	0.660	0.000	34	>10.0
HUM PERFORM	0895-9285	299	1.250	0.143	14	6.5
HUM RESOURCE	0090-	756	1.943	0.636	11	7.4

MANAGE	4848					
INT J AVIAT PSYCHOL	1050-8414	166	0.415	0.261	23	7.4
INT J OFFENDER THER	0306-624X	204	0.420	0.114	44	6.4
INT J SELECT ASSESS	0965-075X	189	1.679	0.114	35	3.1
INT J STRESS MANAGE	1072-5245	75	0.325		0	
J APPL PSYCHOL	0021-9010	7246	2.173	0.187	91	>10.0
J APPL SPORT PSYCHOL	1041-3200	341	1.070	0.143	28	6.3
J BEHAV DECIS MAKING	0894-3257	370	1.093	0.087	23	5.5
J BUS PSYCHOL	0889-3268	220	0.338	0.000	29	9.4
J CAREER ASSESSMENT	1069-0727	209	0.700	0.087	23	5.4
J CAREER DEV	0894-8453	126	0.641	0.190	21	6.4
J CONSUM PSYCHOL	1057-7408	240	0.394	0.000	43	5.9
J COUNS DEV	0748-9633	890	0.486	0.038	53	>10.0
J COUNS PSYCHOL	0022-0167	2084	1.538	0.244	41	>10.0
J EDUC MEAS	0022-0655	414	0.588	0.077	13	>10.0
J EMPLOYMENT COUNS	0022-0787	73	0.514	0.000	17	
J EXP PSYCHOL-APPL	1076-898X	290	1.170	0.200	20	4.3
J INTERPERS VIOLENCE	0886-2605	1220	0.820	0.127	79	6.7
J MULTICULT COUNS D	0883-8534	162	0.657	0.100	20	7.6
J OCCUP ORGAN PSYCH	0963-1798	589	1.308	0.296	27	6.3
J ORGAN BEHAV	0894-3796	1362	1.431	0.216	51	7.3

J ORGAN BEHAV MANAGE	0160-8061	197	1.793			5.9
J SPORT EXERCISE PSY	0895-2779	1136	1.372	0.194	31	>10.0
J VOCAT BEHAV	0001-8791	1502	1.615	0.211	57	9.6
LEADERSHIP QUART	1048-9843	449	1.315	0.290	31	5.4
MEAS EVAL COUNS DEV	0748-1756	246	0.595	0.095	21	9.8
MEDIA PSYCHOL	1521-3269	68	1.167	0.071	14	
ORGAN BEHAV HUM DEC	0749-5978	3124	1.427	0.164	55	>10.0
ORGAN DYN	0090-2616	516	0.621	0.086	35	>10.0
PERS PSYCHOL	0031-5826	1881	1.490	0.143	28	>10.0
PERS REV	0048-3486	140	0.307	0.000	36	6.4
PSYCHOL MARKET	0742-6046	385	0.495	0.061	49	6.8
RES Q EXERCISE SPORT	0270-1367	1582	0.919	0.071	42	>10.0
SPORT PSYCHOL	0888-4781	617	0.720	0.077	26	8.3
TRAV HUMAIN	0041-1868	125	0.200	0.000	16	>10.0
WORK STRESS	0267-8373	508	0.745	0.190	21	7.8
Z ARB ORGAN	0932-4089	72	0.176	0.250	20	

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Basic Issues of Publishing

- Journal citation rate is just a vehicle
- Real issue is to have a personal impact
- How can you increase citation rate?
- Choose the right journal or outlet
- Publishing is “market behavior” (market for information)
- Publishing is culture based communication

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How to Increase Citation Rate

- Try to publish the very best paper
- This implies often multiple studies; do not go for MANY papers
- The more basic for a field, the better
- The more surprising, the better
- The more you publish in an underdeveloped field of importance, the better

How to Increase Citation Rate

- Don't believe that everyone will automatically cite your paper
- Give talks about the paper and continue to publish in this area
- Make a comprehensive theoretical and/or methodological statement
- Do not be conservative (don't assume that you have to do it the same way as other authors)
- Send paper to all people you cite (plus others)

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Do Research with a Publication in Mind

- Do not do pure cross-sectional questionnaire studies with one source (percept-percept problem)
- Have different sources of information for your data (e.g. questionnaire, observations, other informants, aggregation of data, etc.)
- Try to avoid foolish methodological mistakes (e.g. not having enough power, forgetting a manipulation check, not enough reliability, forget to include necessary controls, forget to ask for a good description of the sample, using an out-of-date scale instead of the newest and best one, or go against the “clinical lore” in an area naively)

Do Research with Publishing in Mind

- Think of the journal in which you want to publish the research and go through some checks whether the research is appropriate for this journal
- Do not be conservative (don't assume that you have to do things the same way as other authors)
- What is the story that you will tell, why is it important and what will be new about it (add-on)?
- Do not use NEW methodology (statistics, operationalization), NEW theory, and NEW design, ALL within one paper (but ONE aspect of paper should be NEW)

What is interesting?

- Novel, thought provoking, controversial
- Hole in literature
- Read outside area
- Deny certain assumptions; attack “taken for granted” ideas
- Unstructured is really structured and vice versa
- Heterogeneous is really composed of a single element or vice versa
- What is seen as good is really bad

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The Process Leading to Submission

- How to prepare writing, what do you start with
- How long will writing take
- Writing as “cultural-bound” communication
- Conference presentation as preparation for writing
- Getting feedback before submission
- Submitting – APA checklist

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Cutting the Paper Right

- Double publishing
- Paper should make ONE important statement
- Often better more than one study (e.g. JPSP, JeP:Applied)
- Do not use NEW methodology (statistics, operationalization), NEW theory, and NEW design within one paper (but ONE aspect of paper should be NEW)

Cutting the Paper Right

- Double publishing: Different languages?
- More than one author for a data set
- Do not cut the paper too small (e.g., one relationship and then later a mediator effect – will lead to rejection)
- Decision: What is the story that is best in line with data (but it is a decision, the data do not automatically tell you)

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Choosing the Right Journal

- Citation Rate
- Rejection Rate
- Publication lag
- Where have others written articles in your area
- How fast is the turn-around with this journal
- Which journal provides good feedback
- Think of which audience you want to engage
- What is the style of this journal
- Check the names of the editorial board and speculate which reviewers your paper will get

Choosing the Journal/Outlet

- Where have authors written you cite in your paper
- Read the journal description (last or first page before you start writing)
- Editors change, so do journal policies: Read editorials by editors
- Go for the high impact journal first, if you can stand the pain of rejection

Choosing the Journal/Outlet

- Replication: A sore spot for science and journals
- If same study published before: Unlikely to get it published in the same journal again
- There may be good reasons to publish something not in a journal but in a book – useful if it promises to be a high citation book

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Writing

- Start with the tables and the methods and results
- Write iteratively: Assume you will need 8 drafts before submission – go back and forth between introduction and results
- Know that you have to recalculate your data often one more time after you have written everything
- Concentrate on the most important issue
- More is NOT (always) better
- Who are your readers? What will they want to know? What are they thinking about at the moment?
- Where can you get feedback before submission?

Writing

- Acknowledgement
- How to cite (Campion in PP)
- Write deductively, not inductively
- Start each sentence with the most important thought or the an general introduction or the hypothesis that you will now explain
- Emphasize: Add-on value
- What to write in the Introduction, Methods (sample design), Results, Discussion sections
- Keep in mind the BIG picture
- Rules by Sternberg on writing

Rules by Sternberg on Writing

- Writing should interest, inform, and persuade your reader
- Write for your reader
- Write clearly
- Eliminate unnecessary redundancy
- Avoid digression

Rules by Sternberg on Writing

- Don't overexplain
- Avoid overstatement
- Avoid unnecessary qualifiers
- Use the precise word (and stick to one word for your constructs – align Tables and text)
- Prefer simpler to more complicated words

Rules by Sternberg on Writing

- Use concrete words and examples
- Simple and short sentences
- Use active voice

Rules by Sternberg on Writing

- Prefer affirmative to negative constructions
- Avoid dangling constructions
- Avoid principles without referents
- Avoid pronouns without antecedents
- Avoid the definite this
- Use summary statements

Rules by Sternberg on Writing

- Use transitions
- Place yourself in the background
- Cite sources as well as findings
- Proofread your paper
- Request a critical reading by colleague or adviser
- Avoid sexist language

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Introduction

For example, I think you could do a bit more to bring readers up to speed on the potential contribution of your study. For example, in about two pages, you should: (a) specify the domain of interest; (b) indicate to what particular aspect of the domain you intend to contribute; and (c) spell out why your study will add value to the existing literature (primarily by pointing out a few shortcomings or omissions in the literature to date).

(From a letter of an editor)

Discussion

I like your brief summary of research findings. In that same paragraph, I would expect a section that begins, “Our findings *extend* previous research in this area in the following ways. First, ...Second, ...Finally, ...” This section would parallel what I asked you to write in your Introduction. Including this section will allow readers to see whether or not your intended contributions discussed in the introduction were fulfilled by your actual findings.

(From a letter of an editor)

Common Mistakes in Writing

- No add-on value – just another study
- Not enough justification why study was done (has not been done before, is not a good justification), present theoretical and practical reasons
- Implausible arguments, hypotheses, or conclusions
- Conclusions do not follow from data
- Rules by Sternberg on common mistakes

Sternberg's on Misconceptions

- Writing is least creative
- Important is what you say, not how you say it
- Longer papers are better papers, more papers are better
- Main purpose of paper is presentation of facts
- Science is informing and not persuading (not advertising)

Sternberg's on Misconceptions

- Way to gain acceptance is to refute someone's theory
- Negative results that fail to support researcher's hypothesis are as valuable as positive results
- The logical development of ideas reflects the historical development of ideas in the psychologist's head

Sternberg's on Misconceptions

- Empirical work by others cited instead of theory explained in introduction
- A safe way of presentation does not produce acceptance
- Paper goes "off tangents" and does not stay with the main point
- Paper starts out with all sorts of things, instead with the main issue

Major Mistakes of Foreign Authors

1. Unfocused introduction and discussion: Every sentence needs to be carefully tested whether its really related to your man topic.
2. Do not produce wrong expectation in the readers by discussing things that you will not test in your article.
3. Start out with the general issue, overview, or your expectation/hypothesis. Every paragraph has to be introduced so that the expectations of the reader are produced correctly: therefore this first sentence explains what the reader can expect to read in the paragraph and/or the most important point.
4. Transitions: Unclear transitions.

Major Mistakes of Foreign Authors -2-

5. No abbreviations anywhere in the text (maybe except one, that needs to be explained in the abstract).
6. Make sure that all variable names are exactly alike throughout the text and in the tables and figures. Do not introduce variations of variable names at all.
7. If your English is not perfect, have a copy editor correct it before you submit. Make sure that you plan to get money for copy editing into a research project.
8. Do not use fancy and big words
9. Do not use colloquialism

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Acknowledgement by Editor

- receipt of your paper should be acknowledged promptly in writing (by email or letter)
- if not, check to see whether it got lost in post
- you should also be told who the Action Editor for your paper is

Action Editor

- most journals: Chief Editor plus two or more Associate Editors
- your paper will be handled by one of these (the 'Action Editor')
- Action Editor will typically send the paper out for review
- most journals: 2-4 reviewers

Editorial Decision

Action Editor should be in position to make a decision within 12-15 weeks

3 basic kinds of decision

- **minor revisions with view to acceptance**
- **major revisions with view to possible acceptance**
- **rejection**

Revise/Resubmit (R&R)

- take time and care to address reviewers' and Action Editor's comments
- Action Editor's letter should contain guidance concerning most important points to be addressed; read and re-read this very carefully
- if in doubt about how to deal with a particular point, consult colleagues (or Action Editor)
- it is quite common for the Action Editor to specify a deadline for the revision process (typically 2-6 months); if you cannot meet this deadline, get in touch with AE – usually this is not a problem

Revision

- take time and care in preparing covering letter: explain how key points have been addressed; and if there are points that have not been revised, despite reviewer's request for changes, explain why nothing has been done
- Write the letter to the editor in which you explain in detail how you have dealt with each issue raised by the reviewers, while you revise the paper.
- If you think that a reviewer's comments are wrong or unfair, be prepared to point this out (but do so politely)
- In principle: Three points to keep in mind: The reviewer is right, The reviewer is right, The reviewer is right

Rejection

- don't despair!
- if you are *convinced* that you have been unfairly treated, discuss issue with experienced colleagues; if they agree, write to AE with careful explanation of why you object to decision – but don't expect miracles
- Revise the issues most important and then send to another journal (do not try to revise everything), but use the feedback constructively that you received

Rejection

- using your own knowledge of field and advice from others, send paper to a less demanding journal
- be prepared to repeat this process if the paper is once again rejected

Criteria for selecting reviewers

- membership of editorial board
- being cited in your paper
- known expertise on topic
- perceived competence in reviewing
- perceived efficiency in reviewing

Delays in the review process

- reviewers are typically given 4-6 weeks to complete review
- if review not submitted by deadline, they are sent a reminder
- if review still does not arrive, Action Editor may simply proceed to decision if he/she has 2 decent reviews to hand
- but few Action Editors are prepared to make a decision on basis of one review
- late reviewers are biggest source of delay in review process

The Psychology of the Reviewer

- Does this on his own time – no money, little reward
- Emotions in reviewing – getting angry or trying to be helpful
- Feeling of being led astray – high promises, no delivery, e.g. when high promises in the beginning of paper that cannot be delivered
- Getting angry: when strong criticism of something that is seen as worthwhile, when strong persuasion instead of soft persuasion
- The Abstract and the first pages are most important
- Problem for foreign writers: Reviewer demands that the culture is taken seriously (e.g. arguments are taken seriously that are taken seriously in the majority culture)

Exercises

- Abstract
- First page
- How to phrase the add-on value
- Discussion

Some Useful References

Bem, D.J. (1987). Writing the empirical journal article. In M.P. Zanna & J.M. Darley (Eds.), The complete academic: A practical guide for the beginning social scientist (pp. 171-201). New York: Random House.

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ACAD MANAGE J	0001-4273	5565	3.343	0.143	49	9.2
ACAD MANAGE REV	0363-7425	4989	4.415	0.559	34	>10.0
ADMIN SCI QUART	0001-8392	5037	2.721	0.000	8	>10.0
ADV STRATEG MANAGE	0742-3322	144	0.913	2.500	14	6.0
BETRIEB FORSCH PRAX	0340-5370	66	0.218	0.000	38	
BRIT J MANAGE	1045-3172	355	1.483	0.355	31	5.6
CALIF MANAGE REV	0008-1256	1175	1.241	0.321	28	7.5
CAN J ADM SCI	0825-0383	86	0.106	0.000	17	
CORP GOV	0964-8410	227	1.102	0.115	26	4.6
DECISION SCI	0011-7315	1200	0.891	0.000	28	>10.0
GROUP DECIS NEGOT	0926-2644	192	1.038	0.296	27	5.1
GROUP ORGAN MANAGE	1059-6011	422	0.553	0.056	18	9.2
HARVARD BUS REV	0017-	4058	1.371	0.219	114	>10.0

	8012					
HUM RELAT	0018-7267	1999	0.878	0.021	48	>10.0
HUM RESOURCE MANAGE	0090-4848	756	1.943	0.636	11	7.4
IEEE T ENG MANAGE	0018-9381	568	0.681	0.000	39	8.9
IND MARKET MANAG	0019-8301	570	0.563	0.061	66	6.4
INFORM MANAGE-AMSTER	0478-7206	938	1.768	0.123	73	6.0
INT J FORECASTING	0169-2070	549	0.598	0.140	50	7.7
INT J HUM RESOUR MAN	0958-5192	401	0.423	0.096	73	5.3
INT J MANAG REV	1460-8345	37	0.441			
INT J MANPOWER	0548-7720	89	0.195	0.000	33	
INT J OPER PROD MAN	0144-3577	772	0.547	0.052	58	6.9
INT J SELECT ASSESS	0965-0753	189	1.679	0.114	35	3.1
INT J SERV IND MANAG	0956-4233	172	0.490	0.000	27	7.2
INT J TECHNOL MANAGE	0267-5730	314	0.266	0.029	103	6.3
INTERFACES	0092-2102	759	0.712	0.256	43	9.8
J ECON MANAGE STRAT	1058-6407	274	0.814	0.143	21	6.4
J FORECASTING	0277-6693	420	0.338	0.182	33	9.1
J INFORM TECHNOL	0268-3962	215	0.641	0.053	19	5.4
J INT BUS STUD	0047-2506	1661	1.393	0.146	41	9.3
J MANAGE	0149-2063	1897	1.652	0.235	34	9.8
J MANAGE INFORM SYST	0742-1222	209	1.225	0.000	34	3.2

J MANAGE INQUIRY	1056-4926	159	0.511	0.364	22	4.9
J MANAGE STUD	0022-2380	1211	1.104	0.188	80	>10.0
J OPER RES SOC	0160-5682	1550	0.416	0.135	133	8.7
J ORGAN BEHAV MANAGE	0160-8061	197	1.793			5.9
J ORGAN CHANGE MANAG	0953-4814	188	0.368	0.475	40	4.9
J PROD INNOVAT MANAG	0737-6782	935	1.623	0.083	24	7.7
J SMALL BUS MANAGE	0047-2778	370	0.212	0.000	29	9.9
LEADERSHIP QUART	1048-9843	449	1.315	0.290	31	5.4
LONG RANGE PLANN	0024-6301	423	0.481	0.038	26	8.2
MANAGE LEARN	1350-5076	204	0.568	0.053	19	5.5
MANAGE SCI	0025-1909	7053	1.468	0.607	107	>10.0
MIS QUART	0276-7783	1989	2.811	0.182	22	9.0
MIT SLOAN MANAGE REV	1532-9194	90	1.311	0.174	46	
NEGOTIATION J	0748-4526	123	0.205	0.150	20	8.9
NEW TECH WORK EMPLOY	0268-1072	82	0.414	0.000	16	
OMEGA-INT J MANAGE S	0305-0483	551	0.558	0.000	45	7.5
ORGAN BEHAV HUM DEC	0749-5978	3124	1.427	0.164	55	>10.0
ORGAN DYN	0090-2616	516	0.621	0.086	35	>10.0
ORGAN RES METHODS	1094-4281	155	1.121	0.111	18	4.0
ORGAN SCI	1047-7039	2551	2.372	0.356	45	8.4
ORGAN STUD	0170-8406	950	1.634	0.164	55	7.4

ORGANIZATION	1350-5084	299	0.826	0.068	44	5.4
R&D MANAGE	0033-6807	414	0.392	0.000	35	9.8
RES POLICY	0048-7333	1848	1.404	0.257	101	7.6
RES TECHNOL MANAGE	0895-6308	291	0.508	0.000	31	7.0
REV IND ORGAN	0889-938X	219	0.307	0.091	22	6.3
SERV IND J	0264-2069	140	0.359	0.021	48	6.2
STRATEGIC MANAGE J	0143-2095	5220	2.723	0.256	78	9.0
SYST DYNAM REV	0883-7066	140	0.500	0.083	12	7.3
SYST PRACT ACT RES	1094-429X	39	0.138	0.000	21	
SYST RES BEHAV SCI	1092-7026	71	0.274	0.030	33	
TOTAL QUAL MANAG BUS	1478-3371	473	0.348	0.024	82	5.3
TOURISM MANAGE	0261-5177	277	0.518	0.018	57	5.7

MARKED JOURNAL LIST

Sorted by: Journal Title

Abbreviated Journal Title	ISSN	2003 Total Cites	Impact Factor	Immediacy Index	2003 Articles	Cited Half-life
ACAD MANAGE J	0001-4273	5565	3.343	0.143	49	9.2
ACAD MANAGE REV	0363-7425	4989	4.415	0.559	34	>10.0
ADMIN SCI QUART	0001-8392	5037	2.721	0.000	8	>10.0
ADV CONSUM RES	0098-9258	714	0.082	0.000	143	>10.0
AMBUS LAW J	0002-7766	132	1.500	0.000	14	4.8
BETRIEB FORSCH PRAX	0340-5370	66	0.218	0.000	38	
BRIT J MANAGE	1045-3172	355	1.483	0.355	31	5.6
BUS HIST	0007-6791	98	0.447	0.000	25	
BUS HIST REV	0007-6805	185	0.267	0.000	10	>10.0
CALIF MANAGE REV	0008-1256	1175	1.241	0.321	28	7.5
CAN J ADM SCI	0825-0383	86	0.106	0.000	17	
EMERG MARK FINANC TR	1540-496X	4	0.273	0.042	24	
ENTREP REGION DEV	0898-5626	223	0.417	0.053	19	7.0
FORTUNE	0015-8259	641	0.122	0.086	397	5.2
HARVARD BUS REV	0017-8012	4058	1.371	0.219	114	>10.0
IEEE T ENG MANAGE	0018-9391	568	0.681	0.000	39	8.9
IND MARKET MANAG	0019-	570	0.563	0.061	66	6.4

	8501						
INT J ELECTRON COMM	1086-4415	233	1.533	0.091	22	4.4	
INT J MARKET RES	1470-7853	19	0.267	0.000	25		
INT J RES MARK	0167-8116	384	0.750	0.091	22	7.7	
INT MARKET REV	0265-1335	310	0.327	0.000	25	9.8	
JACAD MARKET SCI	0092-0703	983	1.321	0.128	39	7.6	
J ADVERTISING	0091-3367	596	0.741	0.000	27	8.9	
J ADVERTISING RES	0021-8499	890	0.880	0.135	37	9.8	
J BUS	0021-9398	1351	1.130	0.038	26	>10.0	
J BUS ETHICS	0167-4544	1425	0.580	0.075	200	7.2	
J BUS PSYCHOL	0889-3268	220	0.338	0.000	29	9.4	
J BUS RES	0148-2963	918	0.571	0.073	96	8.0	
J BUS TECH COMMUN	1050-6519	48	0.393	0.000	14		
J BUS VENTURING	0883-9026	813	0.852	0.342	38	8.9	
J COMMON MARK STUD	0021-9886	469	0.791	0.268	41	5.3	
J CONSUM AFF	0022-0078	162	0.781	0.083	24	7.6	
J CONSUM RES	0093-5301	3502	2.585	0.163	43	>10.0	
J ENVIRON ECON MANAG	0095-0696	1526	1.157	0.121	66	8.8	
J INT BUS STUD	0047-2506	1661	1.393	0.146	41	9.3	
J INT MARKETING	1069-031X	203	0.439	0.217	23	5.7	
J MANAGE	0149-2063	1897	1.652	0.235	34	9.8	

J MANAGE STUD	0022-2380	1211	1.104	0.188	80	>10.0	
J MARKETING	0022-2429	4581	2.611	0.355	31	>10.0	
J MARKETING RES	0022-2437	3678	2.143	0.200	35	>10.0	
J PROD ANAL	0895-562X	362	0.673	0.032	31	7.2	
J PROD INNOVAT MANAG	0737-6782	935	1.623	0.083	24	7.7	
J PUBLIC POLICY MARK	0743-9156	304	0.567	0.111	18	7.0	
J RETAILING	0022-4359	811	0.979	0.000	21	>10.0	
J WORLD BUS	1090-9516	151	0.837	0.333	27	4.0	
LONG RANGE PLANN	0024-6301	423	0.481	0.038	26	8.2	
MARKET LETT	0022-0645	226	0.660	0.100	20	7.3	
MARKET SCI	0732-2399	1197	1.898	1.043	23	8.8	
MIT SLOAN MANAGE REV	1532-9194	90	1.311	0.174	46		
ORGAN DYN	0090-2616	516	0.621	0.086	35	>10.0	
PSYCHOL MARKET	0742-6046	385	0.495	0.061	49	6.8	
PUBLIC RELAT REV	0363-8111	223	0.458	0.069	29	8.3	
R&D MANAGE	0033-6807	414	0.392	0.000	35	9.8	
RES TECHNOL MANAGE	0895-6308	291	0.508	0.000	31	7.0	
RUSS E EUR FINANC TR	1061-2009	25	0.444		0		
STRATEGIC MANAGE J	0143-2095	5220	2.723	0.256	78	9.0	
TECHNOL FORECAST SOC	0040-1625	454	0.512	0.070	43	9.6	