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# Body of the Paper

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# What to Include in the Body of the Paper

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# Sources of Data

- **If based on a survey, give details:**
    - Who conducted it and how
    - Who participated and how they were selected
    - What instruments were used
  - **If based on documents:**
    - What the documents are
    - How they were collected
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## *Exercise: Survey Data*

The present study is based on a survey of 506 midsize manufacturing firms in the Czech Republic, Hungary, and Poland conducted in the fall of 2004. To avoid problems inherent in privatization of the industrial “dinosaurs” of the communist era, the sample was drawn from firms employing between 100 and 1500 persons: The median employment in the sample in 2003 was 350 full-time employees, and the median sales in 2003 were just above US \$6 million. The firms were drawn randomly from the list of firms provided by the Central Statistical Office in each country.

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## *Exercise: Documentary Data*

The research methodology involved collecting data on the use of information technology (IT) and IT policy in India and Vietnam. Data were collected from a variety of sources including OECD reports, industry surveys, and international research companies. An attempt was made to ensure as much comparability between the two countries as possible by drawing data from common sources. The data covered four aspects of information technology: domestic IT use, IT policies, IT-related educational programs, and level of IT research and development.

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# Main Concepts/Variables

- Name and define main concepts
  - Explain your definitions with reference to the literature
  - In quantitative papers, explain how you measured your concepts (i.e., your variables)
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## *Exercise: Describing Concepts/Variables*

1. Many studies of corruption define this concept as *bribes*, thus emphasizing the monetary aspect of corruption. However, Wolf and Bowers (1999) have argued that this definition is somewhat limited and does not reflect non-monetary aspects of corruption. Thus, in this study, I use the word *corruption* in a broader sense to mean any misuse of power for personal gain.
  2. Social-economic status (SES) was defined as the total amount of money a person received over the last 12-month period; it was operationalized as responses to question 3 in the questionnaire. Academic performance was measured as the percentage of A and B grades vs. D grades.
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# Data Analysis

- In a quantitative paper, name the statistical analyses used, the computer program used to run the analyses, and the statistical test(s) used to test the hypotheses.
  - In a qualitative paper, describe the procedures used to organize and categorize your data, or discuss how you applied or modified your theoretical framework.
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# Suggestions for Qualitative Analysis

Look for:

- Frequency
  - Magnitude
  - Type
  - Process
  - Cause
  - Consequence
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# Findings (Results)

- In a quantitative study, state whether the results are **statistically significant**
  - In a qualitative study, discuss each category or theme in **sufficient detail**
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# Interpretation (Discussion)

- Link your results with the existing literature and theory (see literature review)
  - Discuss one result at a time
  - DO NOT speculate
  - DO NOT offer personal opinion unwarranted by the results of your study
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# Implications

- **REVIEW** succinctly what you have done and found
  - **DESCRIBE** implications for professional practice or applied settings
  - **PROPOSE** areas for further research
  - **Do not** provide recommendations unwarranted by your findings
  - **Do not** raise issues not addressed by the research
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# Implications

This study examined the relationship between financial assistance to farmers and land cultivation programs. The **key finding of this study** is that the type of assistance local governments provide to farmers will largely determine the outcome of land cultivation programs. For maximum effect, **local governments should carefully evaluate** the needs of the farmers who participate in land cultivation programs and match financial assistance to these needs. **An interesting question for future research**—and one we know very little about—is how the specific conditions of financial assistance (i.e., interest rate, repayment options) affect the outcome of land cultivation programs.

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# How to Qualify Claims

- Express probability
  - Distance yourself from the data
  - Qualify generalizations
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# How to Discuss Figures and Tables

- Refer to all *tables* as **tables**
  - Refer to all *drawings, pictures, and graphs* as **figures**
  - Each should include:
    - A number
    - A title
    - Notes
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# Table/Figure Numbers

- Use Arabic numerals (not letters)
  - Do not number tables/figures within sections/chapters (e.g., Table 3.1)
  - Number tables and figures in the order in which they appear in the text
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# Table/Figure Notes

- Provide general notes including source of data, abbreviations, etc.
  - Provide probability notes indicating statistical significance
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# Describing Tables/Figures

Describe all figures and tables  
***in the present tense:***

- Figure 2 shows, illustrates, demonstrates...
  - Table 6 contains, depicts, summarizes...
  - Details are shown in Table 3.
  - Results are presented in Table 4.
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## **Interpret** all tables and figures:

- Table 3 shows that ...
  - Figure 2 indicates that ...
  - The results presented in Figure 1 indicate that ...
  - The trends described in Table 5 suggest that ...
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# Describing Multiple Regression Tables

Table 1 presents the correlation matrix and descriptive statistics for the regression of attitudes toward immigrants on education, age, and church attendance. Note that the correlations for both age and church attendance are negative (-.234 and -.435, respectively). Thus, as both age and frequency of church attendance increase, respondents are more likely to have negative views of immigrants. Table 16 presents the results of the multiple regression analysis. Although all variables are statistically significant due to the large sample size, it is clear that church attendance plays a major role in predicting attitudes: Beta = -.471,  $t(1828) = -20.07$ ,  $p < .001$ . Almost 23% of the variability in attitudes toward immigrants can be explained by reference to age, education, and church attendance:  $R^2 = .228$ ,  $F(3, 1828) = 179.87$ ,  $p < .001$ .

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# Describing Qualitative Tables

Barrington Moore argued in 1966 that the emergence of democracy is facilitated when a strong national bourgeoisie does not ally with a labor-repressive national elite at the expense of the peasantry. Table 4 shows that of the 13 countries studied, 3 confirm this idea and 3 disconfirm it, while 7 offer partial support. For the case of England, for example, Skocpol (1973)... [Continue to discuss examples at length.] ... Thus, new evidence lends only limited support to Moore's original hypothesis about the emergence of democracy.

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