



Doctoral Workshop

“Designing good research and getting it published in high impact journals”

By Jean-François Hennart

Jean-François is Professor of International Management at Tilburg University. His research focuses on the comparative study of international economic institutions such as multinational firms and their contractual alternatives, joint ventures and alliances, and modes of foreign market entry. His Theory of Multinational Enterprise pioneered the application of Transaction Cost Theory to International Business. His highly cited work has been published in the *Journal of Economic Behavior and Organization*, *Organization Science*, *Management Science*, the *Strategic Management Journal* and the *Journal of International Business Studies*, among others.

On November 28, Jean- François will meet PhD candidates in International Business and International Management to discuss how to design a good article and how to navigate the publication journey.

November 28, 2024

Location: ESCP Champerret Campus

8-10 av de la Porte de Champerret, Paris 17

Time: 9h30-12h30 – 13h30-17h30

Session 1: Designing and writing a good article

- Introduction: Choice of topic, theory, methodology, and data; Writing the research; The Publishing process
- Learning from a well-written article: why/how does it make a convincing argument?

Session 2: Navigating the publication journey

- Learning from the journey of an article, from its first submission until the final published version, passing through the several rounds of reviews

Participants are required to read the required materials in advance.

- *Conclusion/Q&A*

The detailed instructions to prepare the discussion and the files to be read in advance, will be provided to the registered participants several weeks before the workshop. The participants will have the opportunity to present their research on the following day, November 29, 2024, on the Research Day on

Globalization (*Please see the separate call for participation for further information*).

****Registration is free but required. Space is limited. Please register before **October 15, 2024.****

Register here: <https://bit.ly/GlobalizationDay2024>

OR Scan QR code to register



**For further information, contact Duong Nguyen Huu Thi Thuy at duong.nguyen_huu_thi_thuy@edu.escp.eu*