**[This is the template for the IFERA Research Proposal**

* **Do not change the formatting of sections including font, size, spaces**
* **All the information included in brackets are suggestions for developing the sections, including this one, and must be deleted before submitting**
* **The Research Proposal should explore either one specific study or the whole dissertation, including goals of the research, theoretical background, methodology, findings and expected contributions**
* **Length: Minimum 750 – maximum 1000 words**
* **Figures and Tables can be included after the References]**

**Title**[present a concise, clear, and engaging title]

**Introduction**

[About 300 words

Introduce your topic, position your work, clear research question(s), goals of the research and expected contribution of your dissertation.

Example (bullet points are here used to organize the suggestions, they should not be used in elaborating the proposal):

* Introduce definitions of key constructs, illustrate the main phenomena of interest, shortly outline what is known about them so far. E.g., “Research interest in how family businesses draw from phenomenon A and B has grown considerably in the last decade. …”
* Construct a gap in current knowledge, arrive at your core research question. E.g., “However, past research in the theoretical context XYZ is based on assumptions that lead to a lump-sided view on the phenomena at hand and generates curiosities when a different perspective is taken.”
* Present your research design to address the research question (e.g., methodology, data collection method(s), data analysis)
* Explain the (potential) contributions that you aim to develop with your investigation.

Suggested readings:

Grant, A. M., & Pollock, T. G. (2011). Publishing in AMJ—Part 3: Setting the hook]

## Theoretical background

[About 200 words

Illustrate past and current research on the topic of interest. Introduce the theoretical background that you use to build your dissertation. Problematize the current theoretical debate to explain the need and relevance of addressing your research question. If you are conducting an empirical quantitative study, this is the section where you should introduce your hypotheses]

**Methodology**

[About 150 words

Provide detailed information of the methodology you are adopting, research design, settings, context, procedure of data collection and data analysis. If you are still collecting/analyzing data, explain the stage you currently are in the study.

Suggested readings: Bono, J. E., & McNamara, G. (2011). Publishing in AMJ—part 2: research design]

## (Preliminary) Findings and (Potential) Contributions

[About 300 words

* Present the results of your dissertation at this stage, explain the main findings. If you are conducting a quantitative analysis the structure of the findings should mirror the structure of your hypotheses, complemented with potential robustness checks/post-hoc analysis. If you are conducting a qualitative study the structure of the findings should mirror the reflection you are developing from your data analysis to pave the way to the theoretical development.
* Present the theoretical and managerial contributions that your study allows to develop. If you have not yet completed the analysis, you can speculate on the potential contributions that you aim to develop through your study. Don’t forget to mention the key limitations of your study and potential future research directions

Suggested readings: Zhang, Y., & Shaw, J. D. (2012). Publishing in AMJ—Part 5: Crafting the methods and results]

**References**

[Include only key references (max 10). Please follow APA style for references both in-text and in the reference list. (Bullet points are here used to organize the suggestions, they should not be used in elaborating the reference list):

* References within the text of your manuscript: Use the author-date method of citation. For instance, “As noted by Smith (1776).”
* Reference to a journal publication: Van der Geer, J., Hanraads, J. A. J., & Lupton, R. A. (2010). The art of writing a scientific article. Journal of Scientific Communications, 163, 51–59.
* Reference to a book: Strunk, W., Jr., & White, E. B. (1979). The elements of style. (4th ed.). New York: Longman, (Chapter 4).
* Reference to a chapter in an edited book: Mettam, G. R., & Adams, L. B. (2009). How to prepare an electronic version of your article. In B. S. Jones, & R. Z. Smith (Eds.), Introduction to the electronic age (pp. 281–304). New York: E-Publishing Inc.]

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