

'Publishing in Top Academic Journals'

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Presentation Abstract

The creation of useful new knowledge is a noble undertaking. Indeed, the personal and professional rewards available through this activity can be quite profound. Success, however, is difficult when attempting to disseminate new knowledge in top journals. Estimates vary, but with rejection rates of 90% or greater, it is quite likely that 80% of all studies sent to top journals fail to be published in the upper-echelon even after multiple attempts at various journals.

One recent study of 5912 individuals who were research-active revealed that only 50 of them had been able to publish ten or more articles in top journals over a ten year period.

Despite the difficulties, strategies and tactics are available to increase the chances of success.

At a general level, the most important strategy involves positioning one's work at the intersection of interesting and important. If this strategy is not fully embraced, nothing else matters.

Trafficking in grand theory (or Big T) also can be strategically important. Oddly enough, avoiding perfectionism can be important as well. Tactically, a number of actions improve outcomes, including the use of "funnel" structures in introductions and the use of active rather than passive voice.

Based on his experiences as an author, editorial board member, and editor, the presenter will discuss strategies and tactics for success. He will base much of his advice on experiences as associate editor of the *Academy of Management Journal*, but will also speak more broadly. As time allows, the presenter will discuss the mission of the U.S. Academy's most recent journal, *Academy of Management Discoveries*. He is a member of the founding editor team for this new journal and currently acts as an associate editor.

Note: Research by Glick, Miller, & Cardinal (2007, *Journal of Organizational Behavior*) has been used in developing a portion of this abstract.