

SUBMISSION INSTRUCTIONS & STYLE GUIDE

Please copy and paste the following headings into an email with the subject heading 'Competitive Paper Submission' or 'Extended abstract Submission' or 'Big Picture Paper Submission' according to the type of submission you attend to apply for, and send it to donna.sears@acadiau.ca with a Word document of your paper attached. Please use the following subject heading for the email *[Author surnames] – paper submission

Corresponding author name:

Email address:

Organization / Institution:

Country:

Submission type: Competitive Paper / Extended Abstract / Big Picture Paper

Title:

Keywords (max 5):

Research area: please select one of the following topic themes and include it at this point in the email. This is to help us in the search for appropriate reviewers for the paper.

Consumer behaviour	Marketing strategy	Finance
Terroir	Brand management	Hospitality and food
Management, innovation and entrepreneurship	E-commerce, social media and online communication	Territorial management and branding
International economics	Tourism	Strategic planning
Experimental economics	Labelling and packaging	Spirits/Beer
Business economics	Logistics and distribution	History
Environmental economics	Public relations	Policy
Luxury management	Human resources	Other (please specify)

Please remember to attach a Word.doc file of your paper to the email. Please note that all accepted full papers will be included in the conference proceedings unless you request us not to, in which case the abstract only will be included. All Extended Abstract papers will be included in full.

Key dates

09 Jan	Submission deadline for competitive papers 'big picture' papers and extended extracts.
01 Mar	Notification of acceptance.
01 Apr	Deadline for 'early bird' registration.
01 May	Deadline to return final revised papers for inclusion in the conference proceedings.
01 June	Deadline for final registration.

Requirements for Competitive Papers

These papers will be double blind peer reviewed and should be based on primary, empirical research (qualitative, experimental or quantitative). The following sections should be included (although can, if relevant, be merged):

- Title of the paper.
- Abstract (150 words).
- Keywords (maximum 5)
- Introduction
- Literature review and problem studied
- Research objectives and / or hypothesis
- Research process / methodology
- Results / Findings
- Discussion
- Theoretical and managerial implications and recommendations
- Conclusions

General information

- Submissions should **not exceed 10 pages** including title page and references.
- Only MS Word documents will be accepted. Save the authors' surnames as the subject for submission.
- Font: Times New Roman, 12 pt, 1.15 line spacing, Margins 2.5cm for Top, Bottom, Left and Right, justified.
- **Please download and use the style guide document (which structures the format and referencing) as the template for your paper.**

Note: Submissions cannot be for a paper published or submitted for publication elsewhere.

Requirements for Extended Abstracts

This stream is appropriate for work in progress with only preliminary results/findings. It can also be used by research students who wish to present on their work before the results/findings have been fully analysed. It can additionally be used for presentations which would have otherwise been a poster. There will only be a limited number of extended abstracts selected, but the aim is that they will have their own streams, with a shorter time for presentation. It is anticipated that in the period between submission of the abstract and the presentation, further data and analysis will be added to give more weight to the presentation. These papers will be reviewed by one anonymous reviewer for a decision about acceptance. The following sections should be included:

- Title of the paper
- An introduction providing a brief background to the nature of the problem/case study
- A preliminary literature review
- A clear formulation of the main problem(s) to be investigated
- Envisaged research methodology
- Preliminary findings
- Conclusions and managerial implications or recommendations

General information

- Submissions should **not exceed 800 words** in length.
- Only MS Word documents will be accepted. Save the authors' surnames as the subject for submission.
- Font: Times New Roman, 12 pt, 1.15 line spacing, Margins 2.5cm for Top, Bottom, Left and Right, justified.
- **Please download and use the style guide document (which structures the format and referencing) as the template for your paper.**

Requirements for 'Big Picture' Papers

These papers are designed to be reflective pieces allowing researchers engaged in wine business the chance to develop more complex ideas or discussions based on a range of research projects, rather than being the precise, empirical results of a single research process. They must be scholarly and rooted in research experience but can explore new possibilities, offer suggestions for new areas of research, or produce suggestions about consumer behaviour or enterprise activity that warrant peer-consideration. Around four to six such papers could be selected for presentation, but a longer time would be allowed for speakers and contributions from the floor. The aim is that this process will stimulate wider discussion about current and future issues in wine business (and particularly theoretical and conceptual perspectives) which often get less attention when the focus is only on empirical papers. Papers will be selected following a review process which will include a number of members from the conference's Academic Advisory Board.

The following sections should be included:

- Title of the paper
- Abstract (250 words)
- Keywords (maximum 5)
- Introduction, and the problem or issue under consideration
- Research basis (e.g. literature review, research stream, ethnographic engagement)
- Discussion, including relevant literature review problem studied
- Implications and recommendations
- Conclusions, including propositions for future research

General information

- Submissions should **not exceed 10 pages** including title page and references.
- Only MS Word documents will be accepted. Save the authors' surnames as the subject for submission.
- Font: Times New Roman, 12 pt, 1.15 line spacing, Margins 2.5cm for Top, Bottom, Left and Right, justified.
- **Please download and use the style guide document (which structures the format and referencing) as the template for your paper.**

Formatting Requirements

AWBR 2023 Style Guide

Paper Title (Times New Roman 14, bold, centered)

Name of Author 1 (Times New Roman 12, bold, centered)

Affiliation, Country (Times New Roman 12, italics, centered)

(email address) (Times New Roman 12, centered)

Name of Author 2 (Times New Roman 12, bold, centered)

Affiliation, Country (Times New Roman 12, italics, centered)

(email address) (Times New Roman 12, centered)

...

Abstract (Times New Roman 12, italics, justified left and right)

Authors must supply a structured abstract set out under the following sub-headings:

- *Purpose*
- *Design/methodology/approach*
- *Findings*
- *Practical implications*

Key words:

1. HEADINGS 1, TIMES 12 BOLD, CAPITALS

14th AWBR conference, F.C. Manning School of Business, Acadia ...

1.1. Sub-heading 1, Times 12 bold

14th AWBR conference, F.C. Manning School of Business, Acadia ...

1.1.1. Sub-Sub-heading 1, Times 12 bold italics

14th AWBR conference, F.C. Manning School of Business, Acadia ...

Tables and figures should have a title, and should be referenced in the body of the text. They should be located at the right place in the paper. Tables should not be submitted as graphic elements.

Notes or Endnotes should be used only if absolutely necessary and must be identified in the text by consecutive numbers, enclosed in square brackets and listed at the end of the article.

References to other publications must be in **Harvard style** and carefully checked for completeness, accuracy and consistency.

You should cite publications in the text: (Adams, 2006) using the first named author's name or (Adams and Brown, 2006) citing both names of two, or (Adams et al., 2006), when there are three or more authors.

At the end of the paper a reference list in alphabetical order should be supplied:

For books Surname, Initials (year), *Title of Book*, Publisher, Place of publication.

e.g. Harrow, R. (2005), *No Place to Hide*, Simon & Schuster, New York, NY.

For book chapters Surname, Initials (year), "Chapter title", Editor's Surname, Initials, *Title of Book*, Publisher, Place of publication, pages.

e.g. Calabrese, F.A. (2005), "The early pathways: theory to practice – a continuum", in Stankosky, M. (Ed.), *Creating the Discipline of Knowledge Management*, Elsevier, New York, NY, pp. 15-20.

For journals Surname, Initials (year), "Title of article", *Journal Name*, volume issue, pages.

e.g. Capizzi, M.T. and Ferguson, R. (2005), "Loyalty trends for the twenty-first century", *Journal of Consumer Marketing*, Vol. 22 No. 2, pp. 72-80.

For published conference proceedings Surname, Initials (year of publication), "Title of paper", in Surname, Initials (Ed.), *Title of published proceeding which may include place and date(s) held*, Publisher, Place of publication, Page numbers.

e.g. Jakkilinki, R., Georgievski, M. and Sharda, N. (2007), "Connecting destinations with an ontology-based e-tourism planner", in *Information and communication technologies in tourism 2007 proceedings of the international conference in Ljubljana, Slovenia, 2007*, Springer-Verlag, Vienna, pp. 12-32.

For unpublished conference proceedings Surname, Initials (year), "Title of paper", paper presented at Name of Conference, date of conference, place of conference, available at: URL if freely available on the internet (accessed date).

e.g. Aumueller, D. (2005), "Semantic authoring and retrieval within a wiki", paper presented at the European Semantic Web Conference (ESWC), 29 May-1 June, Heraklion, Crete, available at: <http://dbs.uni-leipzig.de/file/aumueller05wiksar.pdf> (accessed 20 February 2007).

For working papers Surname, Initials (year), "Title of article", working paper [number if available], Institution or organization, Place of organization, date.

e.g. Moizer, P. (2003), "How published academic research can inform policy decisions: the case of mandatory rotation of audit appointments", working paper, Leeds University Business School, University of Leeds, Leeds, 28 March.

For encyclopedia entries *Title of Encyclopedia* (year) "Title of entry", volume, edition, *Title of Encyclopedia*, Publisher, Place of publication, pages.

(with no author or editor) e.g. *Encyclopaedia Britannica* (1926) "Psychology of culture contact", Vol. 1, 13th ed., *Encyclopaedia Britannica*, London and New York, NY, pp. 765-71.

(For authored entries please refer to book chapter guidelines above)

- For newspaper articles (authored)* Surname, Initials (year), "Article title", *Newspaper*, date, pages.
 e.g. Smith, A. (2008), "Money for old rope", *Daily News*, 21 January, pp. 1, 3-4.
- For newspaper articles (non-authored)* *Newspaper* (year), "Article title", date, pages.
 e.g. *Daily News* (2008), "Small change", 2 February, p. 7.
- For archival or other unpublished sources* Surname, Initials, (year), "Title of document", Unpublished Manuscript, collection name, inventory record, name of archive, location of archive.
 e.g. Litman, S. (1902), "Mechanism & Technique of Commerce", Unpublished Manuscript, Simon Litman Papers, Record series 9/5/29 Box 3, University of Illinois Archives, Urbana-Champaign, IL
- For electronic sources* If available online, the full URL should be supplied at the end of the reference, as well as a date that the resource was accessed.
 e.g. Castle, B. (2005), "Introduction to web services for remote portlets", available at: <http://www-128.ibm.com/developerworks/library/ws-wsrp/> (accessed 12 November 2007).
 Standalone URLs, i.e. without an author or date, should be included either within parentheses within the main text, or preferably set as a note (roman numeral within square brackets within text followed by the full URL address at the end of the paper).
- For data* Surname, Initials (year), *Title of Data Set*, Name of data repository, available at: Persistent URL
 e.g. Campbell, A. and Kahn, R.L. (1999), *American National Election Study, 1948*, ICPSR07218-v3, Inter-university Consortium for Political and Social Research (distributor), Ann Arbor, MI, available at: <http://doi.org/10.3886/ICPSR07218.v3>