**Title of your paper**

**Name of author(s)**

*Affiliation(s)*

**Abstract:***xxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxx*

**Key words: xxx, xxx, xxx.**

xxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxx

**First page:**

Title of Paper

Author/s

Affiliation/s and contact information/s

Abstract: Start the paper with an abstract of approximately 100 words.

Key words: minimum 3; maximum 6.

**Second page:**

Body: The body of the paper should immediately follow the abstract.

Headings: Recommended: only two types of heads:

First-level (major) headings and second-level headings

**References:**

Should be listed alphabetically after the first-level head REFERENCES at the end of the paper.

General rules and examples follow:

* Cites by the same author(s) should repeat the author(s) name(s).
* Cites by the same author(s) should be listed by year in descending order.
* Cites by the same author(s) published in the same year should be listed as, e.g., 1996a,1996b, etc.
* Book and journal titles are in italic.
* Chapters in books, journal articles, unpublished works, and conference papers should be in initial caps and in “quotations.”
* Year of publication is in parentheses (1998). If no date: (n.d.). If in press: (Forthcoming)
* Use 2-digit postal abbreviations (without periods) for state place of publication, e.g., DC, IL, MA, NY, etc.

**Reference Examples for Books**

Allen, R.L. (1972) *English Grammars and English Grammar*. New York: Scribner’s.

Braddock, R., R. Lloyd-Jones, & L. Schoer. (1963*) Research in Written Composition.*

*Champaign*, IL: National Council of Teachers of English.

Sexton, D.L., & R.W. Smilor, eds. (1997) *Entrepreneurship: Creativity and Growth*. New York:

Macmillan.

**Reference Examples for Chapters in Books**

Blount, N.S. (1973) “Research on Teaching Literature, Language, and Composition.” *In Second*

*handbook of Research on Teaching*, ed. R.M.W. Travers, 199–213. Chicago: Rand-

McNally.

Taub, Richard P., & Connie Marie Gaglio. (1995) “Entrepreneurship and Public policy: Beyond

Solving the Credit Crunch*.” Frontiers of Entrepreneurial Research*. Wellesley, MA:

Babson College.

**Reference Examples for Journals, Newspapers, & Magazines**

Pringle, Charles D., & Mark J. Knoll. (1997) “Why Trafalgar Was Won Before It Was Fought:

Lessons from Resource-Based Theory*.” Academy of Management Executive* 11(4):

73–89.

Pincus, Walter. (1996) “Hawaii Still Leaves Its Mark on Military Funding Measure.”

*Washington Post,* September 1, p. A21.

Wood, Daniel. (1994) “Paradise Reviewed: Hawaii Looks at Its Shortcomings.” *Time*, September

27, pp. 23–28.

**Reference Example for Conference Proceedings**

Dahlqvist, J., P. Davidsson, & J. Wiklund. (1999) “Initial Conditions as Predictors of New Venture

Performance: A Replication and Extension of the Cooper et al. Study.” Paper

presented at the ICSB World Conference, Naples, June 20–23.

**Other instructions:**

Margins 2,5 cm, top, bottom, left and right hand side. Justify the right margin.

Font, 12 point, Times New Roman.

Single space the body of the paper and double space before and after all headings and between

paragraphs.

The first line of all paragraphs should be indented five spaces from the left margin.

USE italics to emphasize words or phrases, NOT boldfacing or underlining.

USE “double quotes”, NOT ‘single quotes’.

Maximum length:

☐ Research proposal (*Early stage group*): 2.500 words.

☐ Work in progress research (*Work in progress group*): 3.500 words.

☐ Results paper (*Mature group*): 3.500 words.

☐ Full conference paper: 7.000 words.

Please submit your paper by email to: [esu2019@unisannio.it](mailto:esu2019@unisannio.it)