DESCRIPTION

The *Journal of Business Research* applies theory developed from *business research* to actual *business* situations. Recognizing the intricate relationships between the many areas of *business activity*, *JBR* examines a wide variety of business *decisions, processes* and *activities* within the actual business setting. Theoretical and empirical advances in buyer behavior, finance, organizational theory and behavior, marketing, risk and insurance and international business are evaluated on a regular basis. Published for executives, researchers and scholars alike, the Journal aids the application of empirical research to practical situations and theoretical findings to the reality of the business world.

**Benefits to authors**
We also provide many author benefits, such as free PDFs, a liberal copyright policy, special discounts on Elsevier publications and much more. Please click here for more information on our author services.

Please see our *Guide for Authors* for information on article submission. If you require any further information or help, please visit our *Support Center*.

AUDIENCE

Executives, Researchers, Scholars.

IMPACT FACTOR

2020: 7.550 © Clarivate Analytics Journal Citation Reports 2021
ABSTRACTING AND INDEXING

Social Sciences Citation Index
ANBAR
Current Contents
Management Contents
Management Literature in Brief
Personnel Management Abstracts
PsycINFO
Public Affairs Information Service Bulletin
Information Service
Work Related Abstracts
RePEc
ABI/Inform
INSPEC

EDITORIAL BOARD

Editors-in-Chief
Naveen Donthu, Georgia State University, Atlanta, Georgia, United States of America
Anders Gustafsson, BI Norwegian Business School, Oslo, Norway

Full JBR board listing
All JBR Board Members

Senior Associate Editors
Hongwei He, The University of Manchester, Manchester, United Kingdom
Domingo Enrique Ribeiro-Soriano, University of Alcala, Alcala De Henares, Spain

Associate Editors

Advertising and Marketing Communications
John B. Ford, Old Dominion University, Norfolk, Virginia, United States of America
Anjala Krishen, University Of Nevada Las Vegas Department of Marketing and International Business, Las Vegas, Nevada, United States of America
Andrea Tangari, Wayne State University, Detroit, Michigan, United States of America

Big Data and Business Analytics
Dursun Delen, Oklahoma State University, Stillwater, Oklahoma, United States of America
Nick Hajli, Swansea University, Swansea, United Kingdom

Business-to-Business Research
Stefanos Mouzas, Lancaster University Management School, Lancaster, United Kingdom
Vinit Parida, Lulea University of Technology Research Group in Entrepreneurship and Innovation, Luleå, Sweden
Kunal Swani, Wright State University Raj Soin College of Business, Dayton, Ohio, United States of America

Consumer Behavior
Colleen Bee, Oregon State University, Corvallis, Oregon, United States of America
Gopal Das, Indian Institute of Management Bangalore, Bangalore, India
Kaipesh Desai, University of Missouri Kansas City, Kansas City, Missouri, United States of America
Claas Christian Germelmann, University of Bayreuth, Bayreuth, Germany
Francisco Guzman, University of North Texas College of Business, Denton, Texas, United States of America
Hope Jensen Schau, The University of Arizona Eller College of Management, Tucson, Arizona, United States of America
Colleen Kirk, New York Institute of Technology, Old Westbury, New York, United States of America
Ashok K. Lalwani, Indiana University Bloomington, Bloomington, Indiana, United States of America
Andrew Murphy, Massey University, Palmerston North, New Zealand
Lan Xia, Bentley University, Waltham, Massachusetts, United States of America

Innovation, Entrepreneurship, and Knowledge
Fabian Eggers, Menlo College, Atherton, California, United States of America
Kun-Huang Huarn, National Taipei University of Business, Product Innovation & Entrepreneurship, Taipei, Taiwan
William McDowell, Bradley University, Peoria, Illinois, United States of America
Morgan P. Miles, Charles Sturt University School of Management and Marketing, Bathurst, New South Wales, Australia
Yonggui Wang, University of International Business and Economics, Beijing, China

International Business
Fuming Jiang, Curtin University, Perth, Western Australia, Australia
Sumit Kundu, Florida International University, Miami, Florida, United States of America
Leigh Anne Liu, Georgia State University, Atlanta, Georgia, United States of America
Debmalya Mukherjee, University of Akron College of Business Administration, Akron, Ohio, United States of America
Justin Paul, University of Puerto Rico, San Juan, PR, United States of America
Demetris Vrontis, University of Nicosia, Nicosia, Cyprus

Marketing
Eric Boyd, University of Central Florida, Orlando, Florida, United States of America
J. Joseph Cronin, Florida State University, Tallahassee, Florida, United States of America
Charles Dennis, Middlesex University, London, United Kingdom
Pantea Foroudi, Middlesex University, London, United Kingdom
Amalesh Sharma, Texas A&M University, College Station, Texas, United States of America
Piyush Sharma, Curtin University School of Marketing, Perth, Western Australia, Australia
K. Sivakumar, Lehigh University, Bethlehem, Pennsylvania, United States of America
Cleopatra Veloutsou, University of Glasgow Adam Smith Business School, Glasgow, United Kingdom
Lia Zarantonellos, University of Roehampton, London, United Kingdom

Service Research
Maria Holmlund, Hanken School of Economics, Helsinki, Finland
Hean Tat Keh, Monash Business School Department of Marketing, Clayton, Australia
Lars Witell, Linköping University, Linköping, Sweden

Retailing
Lauren Beitelspacher, Babson College, Babson Park, Massachusetts, United States of America
Dinesh Gauri, University of Arkansas Bookstore, Fayetteville, Arkansas, United States of America
Rupinder Jindal, University of Washington Tacoma, Tacoma, Washington, United States of America
Mark Rosenbaum, Xavier University, Cincinnati, Ohio, United States of America

Research Methods
Christopher Hopkins, Auburn University, Auburn, Alabama, United States of America
Satish Kumar, Malaviya National Institute of Technology, Jaipur, India
Ashish Malik, The University of Newcastle Business School, Newcastle, New South Wales, Australia

Sales Research
James Boles, University of North Carolina at Greensboro, Greensboro, North Carolina, United States of America
Thomas Brashears, University of Massachusetts Amherst Isenberg School of Management, Amherst, Massachusetts, United States of America
Jay Mulki, Northeastern University, Boston, Massachusetts, United States of America

Strategic Management and Organizational Behaviour
Joel Carnevale, Syracuse University Martin J Whitman School of Management, New York, New York, United States of America
Manlio Del Giudice, University of Rome “Link Campus”, Roma, Italy
Svend Haugland, Norwegian School of Economics, Bergen, Norway
Wei He, Nanjing University, School of Business, Department of Human Resource Management, Nanjing, China
Ximming He, Durham University Business School, Durham, United Kingdom
Wing Lam, The University of Manchester, Manchester, United Kingdom
Jane Maley, Charles Sturt University School of Management and Marketing, Bathurst, New South Wales, Australia
Jean B. McGuire, Louisiana State University, Baton Rouge, Louisiana, United States of America
Santiago Mingo, Adolfo Ibanez University Business School, Santiago, Chile
Vijay Pereira, NEOMA Business School, Reims Campus, France
Sanjay Kumar Singh, Abu Dhabi University College of Business Administration, Abu Dhabi, United Arab Emirates
Carlos M. P. Sousa, Molde University College Faculty of Business Administration and Social Sciences, Molde, Norway
Mahesh Subramony, Northern Illinois University, Dekalb, Illinois, United States of America

Technology, Interactive and Social Media
Amit Bhatnagar, University of Wisconsin-Milwaukee Lubar School of Business, Milwaukee, Wisconsin, United States of America
Yogesh Dwivedi, Swansea University School of Management, Swansea, United Kingdom
Dennis Herhausen, VU Amsterdam, Amsterdam, Netherlands
Mirella Kleijnen, VU Amsterdam, Amsterdam, Netherlands
Yuping Liu-Thompkins, Old Dominion University, Norfolk, Virginia, United States of America

Tourism and Hospitality
Sameer Hosany, Royal Holloway University of London, Egham, United Kingdom
Nina Prebensen, UiT The Arctic University of Norway, Tromsø, Norway
Marianna Sigala, University of South Australia Business School, Adelaide, Australia

Business Ethics and CSR
Melody Chao, The Hong Kong University of Science and Technology, Hong Kong, Hong Kong
Constantinos Leonidou, Open University of Cyprus, Latsia, Cyprus
Babis Saridakis, University of Leeds, Leeds, United Kingdom
GUIDE FOR AUTHORS

INTRODUCTION

The *Journal of Business Research* (JBR) is intended to be an outlet for theoretical and empirical research contributions for scholars and practitioners in the business field. JBR invites manuscripts particularly in the areas of accounting, buying behavior, finance, international business, management, marketing, and risk and insurance. Application of theory and research in these areas to related fields of inquiry are welcomed, e.g., applications to urban affairs, health, law, and psychology.

Upon acceptance of an article by the journal, the author(s) will be asked to transfer copyright in the article to the publisher (or Society, where appropriate). This will ensure the widest possible dissemination of information under the U.S. Copyright law.

**Contact details for Submission**

All manuscripts should be submitted via Editorial Manager: https://www.editorialmanager.com/JOBR/default.aspx

All proposals for topics for JBR Special Issues should be sent to Naveen Donthu (ndonthu@gsu.edu) and Anders Gustafsson (Anders.Gustafsson@kau.se). All papers for specials issues will be handled through the online submission site of this journal.

The submitted articles in JBR must not exceed 45 double-spaced pages, with 1 inch margins, and 12 pt fonts, not counting title and abstract pages. Tables and references should be typed on separate pages at the end. The title page should contain title, authors, and affiliations. An Abstract of 150 words or less and a list of four-six keywords should follow the title page. On page 3 of the manuscript repeat the title, but not the author's names, to permit anonymity during the reviewing process. Final accepted manuscripts typically should have less than 8000 words (all inclusive).

**Submission checklist**

You can use this list to carry out a final check of your submission before you send it to the journal for review. Please check the relevant section in this Guide for Authors for more details.

Ensure that the following items are present:

One author has been designated as the corresponding author with contact details:
- E-mail address
- Full postal address

All necessary files have been uploaded:
*Manuscript:*
- Include keywords
- All figures (include relevant captions)
- All tables (including titles, description, footnotes)
- Ensure all figure and table citations in the text match the files provided
- Indicate clearly if color should be used for any figures in print

*Graphical Abstracts / Highlights files* (where applicable)

*Supplemental files* (where applicable)

Further considerations
- Manuscript has been 'spell checked' and 'grammar checked'
- All references mentioned in the Reference List are cited in the text, and vice versa
- Permission has been obtained for use of copyrighted material from other sources (including the Internet)
- A competing interests statement is provided, even if the authors have no competing interests to declare
- Journal policies detailed in this guide have been reviewed
- Referee suggestions and contact details provided, based on journal requirements

For further information, visit our Support Center.

BEFORE YOU BEGIN
**Ethics in publishing**
Please see our information on Ethics in publishing.

**Declaration of interest**
All authors must disclose any financial and personal relationships with other people or organizations that could inappropriately influence (bias) their work. Examples of potential competing interests include employment, consultancies, stock ownership, honoraria, paid expert testimony, patent applications/registrations, and grants or other funding. Authors must disclose any interests in two places: 1. A summary declaration of interest statement in the title page file (if double anonymized) or the manuscript file (if single anonymized). If there are no interests to declare then please state this: 'Declarations of interest: none'. 2. Detailed disclosures as part of a separate Declaration of Interest form, which forms part of the journal's official records. It is important for potential interests to be declared in both places and that the information matches. More information.

**Submission declaration and verification**
Submission of an article implies that the work described has not been published previously (except in the form of an abstract, a published lecture or academic thesis, see 'Multiple, redundant or concurrent publication' for more information), that it is not under consideration for publication elsewhere, that its publication is approved by all authors and tacitly or explicitly by the responsible authorities where the work was carried out, and that, if accepted, it will not be published elsewhere in the same form, in English or in any other language, including electronically without the written consent of the copyright-holder. To verify originality, your article may be checked by the originality detection service Crossref Similarity Check.

**Use of inclusive language**
Inclusive language acknowledges diversity, conveys respect to all people, is sensitive to differences, and promotes equal opportunities. Content should make no assumptions about the beliefs or commitments of any reader; contain nothing which might imply that one individual is superior to another on the grounds of age, gender, race, ethnicity, culture, sexual orientation, disability or health condition; and use inclusive language throughout. Authors should ensure that writing is free from bias, stereotypes, slang, reference to dominant culture and/or cultural assumptions. We advise to seek gender neutrality by using plural nouns ("clinicians, patients/clients") as default/wherever possible to avoid using "he, she," or "he/she." We recommend avoiding the use of descriptors that refer to personal attributes such as age, gender, race, ethnicity, culture, sexual orientation, disability or health condition unless they are relevant and valid. These guidelines are meant as a point of reference to help identify appropriate language but are by no means exhaustive or definitive.

**Changes to authorship**
Authors are expected to consider carefully the list and order of authors before submitting their manuscript and provide the definitive list of authors at the time of the original submission. Any addition, deletion or rearrangement of author names in the authorship list should be made only before the manuscript has been accepted and only if approved by the journal Editor. To request such a change, the Editor must receive the following from the corresponding author: (a) the reason for the change in author list and (b) written confirmation (e-mail, letter) from all authors that they agree with the addition, removal or rearrangement. In the case of addition or removal of authors, this includes confirmation from the author being added or removed.

Only in exceptional circumstances will the Editor consider the addition, deletion or rearrangement of authors after the manuscript has been accepted. While the Editor considers the request, publication of the manuscript will be suspended. If the manuscript has already been published in an online issue, any requests approved by the Editor will result in a corrigendum.

**Copyright**
Upon acceptance of an article, authors will be asked to complete a 'Journal Publishing Agreement' (see more information on this). An e-mail will be sent to the corresponding author confirming receipt of the manuscript together with a 'Journal Publishing Agreement' form or a link to the online version of this agreement.

Subscribers may reproduce tables of contents or prepare lists of articles including abstracts for internal circulation within their institutions. Permission of the Publisher is required for resale or distribution outside the institution and for all other derivative works, including compilations and translations. If
excerpts from other copyrighted works are included, the author(s) must obtain written permission from the copyright owners and credit the source(s) in the article. Elsevier has preprinted forms for use by authors in these cases.

For gold open access articles: Upon acceptance of an article, authors will be asked to complete a 'License Agreement' (more information). Permitted third party reuse of gold open access articles is determined by the author's choice of user license.

Author rights
As an author you (or your employer or institution) have certain rights to reuse your work. More information.

Elsevier supports responsible sharing
Find out how you can share your research published in Elsevier journals.

Role of the funding source
You are requested to identify who provided financial support for the conduct of the research and/or preparation of the article and to briefly describe the role of the sponsor(s), if any, in study design; in the collection, analysis and interpretation of data; in the writing of the report; and in the decision to submit the article for publication. If the funding source(s) had no such involvement then this should be stated.

Open access
Please visit our Open Access page for more information.

Elsevier Researcher Academy
Researcher Academy is a free e-learning platform designed to support early and mid-career researchers throughout their research journey. The "Learn" environment at Researcher Academy offers several interactive modules, webinars, downloadable guides and resources to guide you through the process of writing for research and going through peer review. Feel free to use these free resources to improve your submission and navigate the publication process with ease.

Language (usage and editing services)
Please write your text in good English (American or British usage is accepted, but not a mixture of these). Authors who feel their English language manuscript may require editing to eliminate possible grammatical or spelling errors and to conform to correct scientific English may wish to use the English Language Editing service available from Elsevier's Author Services.

PREPARATION
Queries
For questions about the editorial process (including the status of manuscripts under review) or for technical support on submissions, please visit our Support Center.

Peer review
This journal operates a double anonymized review process. All contributions will be initially assessed by the editor for suitability for the journal. Papers deemed suitable are then typically sent to a minimum of two independent expert reviewers to assess the scientific quality of the paper. The Editor is responsible for the final decision regarding acceptance or rejection of articles. The Editor's decision is final. Editors are not involved in decisions about papers which they have written themselves or have been written by family members or colleagues or which relate to products or services in which the editor has an interest. Any such submission is subject to all of the journal's usual procedures, with peer review handled independently of the relevant editor and their research groups. More information on types of peer review.

Double anonymized review
This journal uses double anonymized review, which means the identities of the authors are concealed from the reviewers, and vice versa. More information is available on our website. To facilitate this, please include the following separately:

Title page (with author details): This should include the title, authors’ names, affiliations, acknowledgements and any Declaration of Interest statement, and a complete address for the corresponding author including an e-mail address.
**Anonymized manuscript (no author details):** The main body of the paper (including the references, figures, tables and any acknowledgements) should not include any identifying information, such as the authors’ names or affiliations.

**Use of word processing software**
Regardless of the file format of the original submission, at revision you must provide us with an editable file of the entire article. Keep the layout of the text as simple as possible. Most formatting codes will be removed and replaced on processing the article. The electronic text should be prepared in a way very similar to that of conventional manuscripts (see also the Guide to Publishing with Elsevier). See also the section on Electronic artwork.
To avoid unnecessary errors you are strongly advised to use the 'spell-check' and 'grammar-check' functions of your word processor.

**LaTeX**
You are recommended to use the Elsevier article class elsarticle.cls to prepare your manuscript and BibTeX to generate your bibliography.
Our LaTeX site has detailed submission instructions, templates and other information.

**Subdivision - numbered sections**
Divide your article into clearly defined and numbered sections. Subsections should be numbered 1.1 (then 1.1.1, 1.1.2, ...), 1.2, etc. (the abstract is not included in section numbering). Use this numbering also for internal cross-referencing: do not just refer to 'the text'. Any subsection may be given a brief heading. Each heading should appear on its own separate line.

**Introduction**
State the objectives of the work and provide an adequate background, avoiding a detailed literature survey or a summary of the results.

**Material and methods**
Provide sufficient details to allow the work to be reproduced by an independent researcher. Methods that are already published should be summarized, and indicated by a reference. If quoting directly from a previously published method, use quotation marks and also cite the source. Any modifications to existing methods should also be described.

**Theory/calculation**
A Theory section should extend, not repeat, the background to the article already dealt with in the Introduction and lay the foundation for further work. In contrast, a Calculation section represents a practical development from a theoretical basis.

**Results**
Results should be clear and concise.

**Discussion**
This should explore the significance of the results of the work, not repeat them. A combined Results and Discussion section is often appropriate. Avoid extensive citations and discussion of published literature.

**Conclusions**
The main conclusions of the study may be presented in a short Conclusions section, which may stand alone or form a subsection of a Discussion or Results and Discussion section.

**Appendices**
If there is more than one appendix, they should be identified as A, B, etc. Formulae and equations in appendices should be given separate numbering: Eq. (A.1), Eq. (A.2), etc.; in a subsequent appendix, Eq. (B.1) and so on. Similarly for tables and figures: Table A.1; Fig. A.1, etc.

**Vitae**
Authors are asked to provide a short bibliographic note for each author of approximately 120 words and no longer than 150 words. These will be reproduced at the end of the article.

**Essential title page information**
- **Title.** Concise and informative. Titles are often used in information-retrieval systems. Avoid abbreviations and formulae where possible.
• **Author names and affiliations.** Where the family name may be ambiguous (e.g., a double name), please indicate this clearly. Present the authors' affiliation addresses (where the actual work was done) below the names. Indicate all affiliations with a lower-case superscript letter immediately after the author's name and in front of the appropriate address. Provide the full postal address of each affiliation, including the country name and, if available, the e-mail address of each author.

• **Corresponding author.** Clearly indicate who will handle correspondence at all stages of refereeing and publication, also post-publication. Ensure that phone numbers (with country and area code) are provided in addition to the e-mail address and the complete postal address. Contact details must be kept up to date by the corresponding author.

• **Present/permanent address.** If an author has moved since the work described in the article was done, or was visiting at the time, a 'Present address' (or 'Permanent address') may be indicated as a footnote to that author's name. The address at which the author actually did the work must be retained as the main, affiliation address. Superscript Arabic numerals are used for such footnotes.

• **Acknowledgements**
Collate acknowledgements on the title page. List here those individuals who provided help during the research (e.g., providing language help, writing assistance or proof reading the article, etc.).

**Highlights**
Highlights are optional yet highly encouraged for this journal, as they increase the discoverability of your article via search engines. They consist of a short collection of bullet points that capture the novel results of your research as well as new methods that were used during the study (if any). Please have a look at the examples here: example Highlights.

Highlights should be submitted in a separate editable file in the online submission system. Please use 'Highlights' in the file name and include 3 to 5 bullet points (maximum 85 characters, including spaces, per bullet point).

**Abstract**
A concise and factual abstract is required. The abstract should state briefly the purpose of the research, the principal results and major conclusions. An abstract is often presented separately from the article, so it must be able to stand alone. For this reason, References should be avoided, but if essential, then cite the author(s) and year(s). Also, non-standard or uncommon abbreviations should be avoided, but if essential they must be defined at their first mention in the abstract itself.

**Keywords**
Immediately after the abstract, provide a minimum of 4 keywords and maximum of 6 keywords, using American spelling and avoiding general and plural terms and multiple concepts (avoid, for example, 'and', 'of'). Be sparing with abbreviations: only abbreviations firmly established in the field may be eligible. These keywords will be used for indexing purposes.

**Abbreviations**
Define abbreviations that are not standard in this field in a footnote to be placed on the first page of the article. Such abbreviations that are unavoidable in the abstract must be defined at their first mention there, as well as in the footnote. Ensure consistency of abbreviations throughout the article.

**Formatting of funding sources**
List funding sources in this standard way to facilitate compliance to funder's requirements:

Funding: This work was supported by the National Institutes of Health [grant numbers xxxx, yyyy]; the Bill & Melinda Gates Foundation, Seattle, WA [grant number zzzz]; and the United States Institutes of Peace [grant number aaaa].

It is not necessary to include detailed descriptions on the program or type of grants and awards. When funding is from a block grant or other resources available to a university, college, or other research institution, submit the name of the institute or organization that provided the funding.

If no funding has been provided for the research, please include the following sentence:

This research did not receive any specific grant from funding agencies in the public, commercial, or not-for-profit sectors.
Footnotes
Footnotes should be used sparingly. Number them consecutively throughout the article. Many word processors build footnotes into the text, and this feature may be used. Should this not be the case, indicate the position of footnotes in the text and present the footnotes themselves separately at the end of the article.

Electronic artwork
General points
• Make sure you use uniform lettering and sizing of your original artwork.
• Preferred fonts: Arial (or Helvetica), Times New Roman (or Times), Symbol, Courier.
• Number the illustrations according to their sequence in the text.
• Use a logical naming convention for your artwork files.
• Indicate per figure if it is a single, 1.5 or 2-column fitting image.
• For Word submissions only, you may still provide figures and their captions, and tables within a single file at the revision stage.
• Please note that individual figure files larger than 10 MB must be provided in separate source files.

A detailed guide on electronic artwork is available.
You are urged to visit this site; some excerpts from the detailed information are given here.

Formats
Regardless of the application used, when your electronic artwork is finalized, please 'save as' or convert the images to one of the following formats (note the resolution requirements for line drawings, halftones, and line/halftone combinations given below):
EPS (or PDF): Vector drawings. Embed the font or save the text as 'graphics'.
TIFF (or JPG): Color or grayscale photographs (halftones): always use a minimum of 300 dpi.
TIFF (or JPG): Bitmapped line drawings: use a minimum of 1000 dpi.
TIFF (or JPG): Combinations bitmapped line/halftone (color or grayscale): a minimum of 500 dpi is required.
Please do not:
• Supply files that are optimized for screen use (e.g., GIF, BMP, PICT, WPG); the resolution is too low.
• Supply files that are too low in resolution.
• Submit graphics that are disproportionately large for the content.

Color artwork
Please make sure that artwork files are in an acceptable format (TIFF (or JPEG), EPS (or PDF), or MS Office files) and with the correct resolution. If, together with your accepted article, you submit usable color figures then Elsevier will ensure, at no additional charge, that these figures will appear in color online (e.g., ScienceDirect and other sites) regardless of whether or not these illustrations are reproduced in color in the printed version. For color reproduction in print, you will receive information regarding the costs from Elsevier after receipt of your accepted article. Please indicate your preference for color: in print or online only. Further information on the preparation of electronic artwork.

Figure captions
Ensure that each illustration has a caption. A caption should comprise a brief title (not on the figure itself) and a description of the illustration. Keep text in the illustrations themselves to a minimum but explain all symbols and abbreviations used.

Text graphics
Text graphics may be embedded in the text at the appropriate position. If you are working with LaTeX and have such features embedded in the text, these can be left. See further under Electronic artwork.

Tables
Please submit tables as editable text and not as images. Tables can be placed at the end of the manuscript text, or on separate page(s) at the end. Number tables consecutively in accordance with their appearance in the text and place any table notes below the table body. Be sparing in the use of tables and ensure that the data presented in them do not duplicate results described elsewhere in the article. Please avoid using vertical rules.

References
Citation in text
Please ensure that every reference cited in the text is also present in the reference list (and vice versa). Any references cited in the abstract must be given in full. Unpublished results and personal communications are not recommended in the reference list, but may be mentioned in the text. If these references are included in the reference list they should follow the standard reference style of the journal and should include a substitution of the publication date with either 'Unpublished results' or 'Personal communication'. Citation of a reference as 'in press' implies that the item has been accepted for publication.

Web references
As a minimum, the full URL should be given and the date when the reference was last accessed. Any further information, if known (DOI, author names, dates, reference to a source publication, etc.), should also be given. Web references can be listed separately (e.g., after the reference list) under a different heading if desired, or can be included in the reference list.

Data references
This journal encourages you to cite underlying or relevant datasets in your manuscript by citing them in your text and including a data reference in your Reference List. Data references should include the following elements: author name(s), dataset title, data repository, version (where available), year, and global persistent identifier. Add [dataset] immediately before the reference so we can properly identify it as a data reference. The [dataset] identifier will not appear in your published article.

References in a special issue
Please ensure that the words 'this issue' are added to any references in the list (and any citations in the text) to other articles in the same Special Issue.

Reference management software
Most Elsevier journals have their reference template available in many of the most popular reference management software products. These include all products that support Citation Style Language styles, such as Mendeley. Using citation plug-ins from these products, authors only need to select the appropriate journal template when preparing their article, after which citations and bibliographies will be automatically formatted in the journal's style. If no template is yet available for this journal, please follow the format of the sample references and citations as shown in this Guide. If you use reference management software, please ensure that you remove all field codes before submitting the electronic manuscript. More information on how to remove field codes from different reference management software.

Users of Mendeley Desktop can easily install the reference style for this journal by clicking the following link:
http://open.mendeley.com/use-citation-style/journal-of-business-research
When preparing your manuscript, you will then be able to select this style using the Mendeley plug-ins for Microsoft Word or LibreOffice.

Reference formatting
There are no strict requirements on reference formatting at submission. References can be in any style or format as long as the style is consistent. Where applicable, author(s) name(s), journal title/book title, chapter title/article title, year of publication, volume number/book chapter and the article number or pagination must be present. Use of DOI is highly encouraged. The reference style used by the journal will be applied to the accepted article by Elsevier at the proof stage. Note that missing data will be highlighted at proof stage for the author to correct. If you do wish to format the references yourself they should be arranged according to the following examples:

Reference style
List: references should be arranged first alphabetically and then further sorted chronologically if necessary. More than one reference from the same author(s) in the same year must be identified by the letters 'a', 'b', 'c', etc., placed after the year of publication.
Examples:
Reference to a journal publication:
Reference to a journal publication with an article number:

Reference to a book:

Reference to a chapter in an edited book:

Reference to a website:

Reference to a dataset:

Reference to a conference paper or poster presentation:

Reference to software:

Journal abbreviations source
Journal names should be abbreviated according to the *List of Title Word Abbreviations.*

**Video**
Elsevier accepts video material and animation sequences to support and enhance your scientific research. Authors who have video or animation files that they wish to submit with their article are strongly encouraged to include links to these within the body of the article. This can be done in the same way as a figure or table by referring to the video or animation content and noting in the body text where it should be placed. All submitted files should be properly labeled so that they directly relate to the video file's content. In order to ensure that your video or animation material is directly usable, please provide the file in one of our recommended file formats with a preferred maximum size of 150 MB per file, 1 GB in total. Video and animation files supplied will be published online in the electronic version of your article in Elsevier Web products, including ScienceDirect. Please supply 'stills' with your files: you can choose any frame from the video or animation or make a separate image. These will be used instead of standard icons and will personalize the link to your video data. For more detailed instructions please visit our video instruction pages. Note: since video and animation cannot be embedded in the print version of the journal, please provide text for both the electronic and the print version for the portions of the article that refer to this content.

**Data visualization**
Include interactive data visualizations in your publication and let your readers interact and engage more closely with your research. Follow the instructions here to find out about available data visualization options and how to include them with your article.

**Supplementary material**
Supplementary material such as applications, images and sound clips, can be published with your article to enhance it. Submitted supplementary items are published exactly as they are received (Excel or PowerPoint files will appear as such online). Please submit your material together with the article and supply a concise, descriptive caption for each supplementary file. If you wish to make changes to supplementary material during any stage of the process, please make sure to provide an updated file. Do not annotate any corrections on a previous version. Please switch off the 'Track Changes' option in Microsoft Office files as these will appear in the published version.
Research data

This journal encourages and enables you to share data that supports your research publication where appropriate, and enables you to interlink the data with your published articles. Research data refers to the results of observations or experimentation that validate research findings. To facilitate reproducibility and data reuse, this journal also encourages you to share your software, code, models, algorithms, protocols, methods and other useful materials related to the project.

Below are a number of ways in which you can associate data with your article or make a statement about the availability of your data when submitting your manuscript. If you are sharing data in one of these ways, you are encouraged to cite the data in your manuscript and reference list. Please refer to the "References" section for more information about data citation. For more information on depositing, sharing and using research data and other relevant research materials, visit the research data page.

Data linking

If you have made your research data available in a data repository, you can link your article directly to the dataset. Elsevier collaborates with a number of repositories to link articles on ScienceDirect with relevant repositories, giving readers access to underlying data that gives them a better understanding of the research described.

There are different ways to link your datasets to your article. When available, you can directly link your dataset to your article by providing the relevant information in the submission system. For more information, visit the database linking page.

For supported data repositories a repository banner will automatically appear next to your published article on ScienceDirect.

In addition, you can link to relevant data or entities through identifiers within the text of your manuscript, using the following format: Database: xxxx (e.g., TAIR: AT1G01020; CCDC: 734053; PDB: 1XFN).

Mendeley Data

This journal supports Mendeley Data, enabling you to deposit any research data (including raw and processed data, video, code, software, algorithms, protocols, and methods) associated with your manuscript in a free-to-use, open access repository. During the submission process, after uploading your manuscript, you will have the opportunity to upload your relevant datasets directly to Mendeley Data. The datasets will be listed and directly accessible to readers next to your published article online.

For more information, visit the Mendeley Data for journals page.

Data in Brief

You have the option of converting any or all parts of your supplementary or additional raw data into a data article published in Data in Brief. A data article is a new kind of article that ensures that your data are actively reviewed, curated, formatted, indexed, given a DOI and made publicly available to all upon publication (watch this video describing the benefits of publishing your data in Data in Brief). You are encouraged to submit your data article for Data in Brief as an additional item directly alongside the revised version of your manuscript. If your research article is accepted, your data article will automatically be transferred over to Data in Brief where it will be editorially reviewed, published open access and linked to your research article on ScienceDirect. Please note an open access fee is payable for publication in Data in Brief. Full details can be found on the Data in Brief website. Please use this template to write your Data in Brief data article.

Data statement

To foster transparency, we encourage you to state the availability of your data in your submission. This may be a requirement of your funding body or institution. If your data is unavailable to access or unsuitable to post, you will have the opportunity to indicate why during the submission process, for example by stating that the research data is confidential. The statement will appear with your published article on ScienceDirect. For more information, visit the Data Statement page.

AFTER ACCEPTANCE
**Online proof correction**

To ensure a fast publication process of the article, we kindly ask authors to provide us with their proof corrections within two days. Corresponding authors will receive an e-mail with a link to our online proofing system, allowing annotation and correction of proofs online. The environment is similar to MS Word: in addition to editing text, you can also comment on figures/tables and answer questions from the Copy Editor. Web-based proofing provides a faster and less error-prone process by allowing you to directly type your corrections, eliminating the potential introduction of errors.

If preferred, you can still choose to annotate and upload your edits on the PDF version. All instructions for proofing will be given in the e-mail we send to authors, including alternative methods to the online version and PDF.

We will do everything possible to get your article published quickly and accurately. Please use this proof only for checking the typesetting, editing, completeness and correctness of the text, tables and figures. Significant changes to the article as accepted for publication will only be considered at this stage with permission from the Editor. It is important to ensure that all corrections are sent back to us in one communication. Please check carefully before replying, as inclusion of any subsequent corrections cannot be guaranteed. Proofreading is solely your responsibility.

**Offprints**

The corresponding author will, at no cost, receive a customized Share Link providing 50 days free access to the final published version of the article on ScienceDirect. The Share Link can be used for sharing the article via any communication channel, including email and social media. For an extra charge, paper offprints can be ordered via the offprint order form which is sent once the article is accepted for publication. Both corresponding and co-authors may order offprints at any time via Elsevier’s Author Services. Corresponding authors who have published their article gold open access do not receive a Share Link as their final published version of the article is available open access on ScienceDirect and can be shared through the article DOI link.

**AUTHOR INQUIRIES**

Visit the Elsevier Support Center to find the answers you need. Here you will find everything from Frequently Asked Questions to ways to get in touch. You can also check the status of your submitted article or find out when your accepted article will be published.

© Copyright 2018 Elsevier | https://www.elsevier.com