

JIBE Style Guide

Please use the following style examples when revising the manuscript.

1. Headings

INTRODUCTION (first heading: Garamond 13, bold, all capital) **Customer relationship outcomes** (second heading: Garamond 12, bold, sentence case)
Validity and reliability (third heading: Garamond 12, italic, sentence case)

2. Citations

- A. (Dunning, 1995) or Dunning (1995)
- B. (World Bank, 1995: 6-8) or World Bank (1995: 6-8)
- C. (Hamel and Prahalad, 1985) or Hamel and Prahalad (1985)
- D. (Moon, Rugman, and Verbeke, 1998) or Moon, Rugman, and Verbeke (1998) [at first appearance]
- E. (Moon et al., 1998) or Moon et al. (1998) [subsequently]
- F. (Dunning, 1995, 1998; Hamel and Prahalad, 1985)

3. References

- Dunning, J. H. 1995. Reappraising the eclectic paradigm in an age of alliance capitalism. *Journal of International Business Studies* 26 (3): 461-491.
- Hamel, G. and C. K. Prahalad. 1985. Do you really have a global strategy? *Harvard Business Review* 63 (4): 139 -148.
- Moon, H. C., A. M. Rugman, and A. Verbeke. 1998. A generalized double diamond approach to the global competitiveness of Korea and Singapore. *International Business Review* 7: 135-150.
- Porter, M. E. 1990. *The competitive advantage of nations*. New York: The Free Press.
- World Bank. 1995. *World development report: Workers in an integrating world*. Oxford: Oxford University Press.
- Porter, M. E. 1986. Competition in global industries: A conceptual framework. In M. E. Porter, editor, *Competition in global industries*. Boston: Harvard Business School Press.
- Chin, W. W. and P. R. Newsted. 1999. Structural equation modeling analysis with small samples using Partial Least Squares. In R. H. Hoyle, editor, *Statistical strategies for small sample research*. London: Sage Publications (308-341).
- The Investment Company Institute. 2004. Worldwide mutual fund assets and flows, third quarter 2003. <http://www.ici.org>. Accessed May 8, 2022.
- Economist. 2016. Donald Trump's trade bluster. December 10. <https://www.economist.com/briefing/2016/12/10/donald-trumps-trade-bluster>. Accessed May 8, 2022.
- Salk, J. E. 1992. *Shared management joint ventures: Their developmental patterns, challenges and possibilities*. Unpublished PhD Dissertation, Sloan School of Management, Massachusetts Institute of Technology, Cambridge, MA.
- Hutzschenreuter, T. and J. C. Voll. 2007. Performance effects of “added cultural distance” in the path of international expansion: The case of German multinational enterprises. *Journal of International Business Studies*. doi:10.1057/palgrave.jibs.8400312.

* All the main- and sub-titles in the references should be in a sentence case.

4. Hypotheses / Propositions

Hypothesis 1: A is B when C is D.

Proposition 1: A is B when C is D.

5. Table and Figure

Table 1. Characteristics of responding organizations (Garamond 11, bold)

Figure 1. Conceptual model (Garamond 11, bold)

6. Others

A. i.e., (neither ie nor i.e.)

B. e.g., (neither eg nor e.g.)

C. Please double check the 1:1 mapping between citations in the main body and references.