

## DIRECTIVES FOR AUTHORS

### 1 ABOUT "FUTURE"

The *Future Studies Research Journal* was created to promote quality intellectual produce in the field of strategy, future trends and corporate management.

Theoretical-empiric writings must propose fully grounded concepts and research methodologies in alignment with the studies' objectives. Theoretical articles must present a consistent bibliographical revision pinpointing relevant aspects of the theme and, if possible, display comparisons between researched results obtained from the conduction of field surveys.

*Future Studies Research Journal* is a three-annual publication and the first issue corresponds to January-April whilst the second to May-August and the third September-December. The magazine's layout is based on the standards of the American Psychological Association's (APA) manual, a normative guide for scientific publications that is widely employed within the international academic environment.

#### 1.1 ARTICLE SUBMISSION

Articles are to be sent to *Future* exclusively via electronic means via the following site address: <http://revistafuture.org/index.php/FSRJ>. The magazine's system – known as *Open Journal System (OJS)* – enables the author to access appraisals concerning his article and monitor all evaluation and editing process stages over the internet.

The editor retains the right to accept or decline acceptance of articles as pertaining to the *Future Studies Research Journal* editorial policy and in compliance with the magazine's focus.

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Articles that fail to abide to *Future Studies Research Journal*'s norms shall be returned to authors. Therefore, during the first stage of the on-line submittal process, the system requires authors to confirm compliance with conditions, hereunder listed:

- contributions are original, unpublished and currently is being appraised by other publications. If this is not the case, justifications must be supplied in the section "comments to the editor";
- the file submitted is limited to 2MB and is formatted in *Microsoft Word*, *Open Office* or *RTF*;
- all internet page addresses included in the text are active. Example: <http://www.ibict.br>;
- the text of the article complies with *Future Studies Research Journal* norms;
- there is no authorship identification within the body of the text nor within Microsoft Word properties, thus ensuring non-biased evaluations of the article;
- authorization is granted for publishing, text adjustments and article adjustment to *Future*'s publishing norms purposes.

## 1.2 COMPOSITION

Articles sent to *Future* may be written in Portuguese, English or Spanish. They must be unpublished, comprise 15 to 30 pages prepared in font verdana 11, spaced 1,5, must be composed in such a manner that any information that enables the identification of the author is entirely inexistent and the entire essay must be in full compliance with *Future*'s rulings.

The text must be written in the third person, in an objective, clear and concise manner as applicable to scientific papers whereby neologisms, use of foreign expressions, senseless introductory phrases, prolixity, repetitions and superfluous descriptions are dismissed or human actions are attributed to inanimate objects. Example: instead of "this study aims", write "in this study the aim is to".

## 1.2 STRUCTURE

The article must present an abstract, key words, introduction, bibliography, research methods and techniques, discussion and data analysis (if applicable) and final considerations. Illustrations and charts must be inserted within the body of the text.

**Abstract:** presents the overall theme, objectives, research methods, results and conclusions, written in an objective and concise manner. It should contain at most 250 words.

**Key-words:** groups of three to five words that represent the article's content. Words must be separated by full stops.

**Introduction:** presents the theme, objectives, issue, reasoning and research boundaries.

**Bibliography:** orderly and detailed exposure of the theme as ground on the field's literature. Format follows that of the introduction.

**Methodology:** describes the methods and techniques employed to collect and analyse data as per authors in the field.

**Discussion and data analysis:** displays field research data (as applicable) and compares these to theory exposed in the bibliography.

**Final Considerations:** depicts the author's inferences in relation to the researched theme as related to the objectives of the study.

**References:** list of works as mentioned in the article, organized in alphabetical order, as displayed under topic 2.4.

## 2.3 GRAPHIC PRESENTATION (FORMATTING)

**Configuration:** A4 paper; 3cm left and upper margins, 2cm right and bottom margins; and verdana lettering.

**Abstract:** verdana 11 font; justified alignment; 1,5 cm indent from margin; spacing 1,5 with 12 points after. To set this framework click on format, paragraph; select left margin indent 1,5cm, spacing after 12pt, between lines 1,5. The same standard is to be employed for the *abstract*.

**Key-words:** verdana 11 font; justified alignment; 1,5cm indent from margin and spacing 1,5. The same standard is to be employed for key-words.

**Foot notes and endnotes:** articles should not contain foot or endnotes given *Future* magazine's layout.

**Titles:** the correct organization of titles is of importance to systemize work content. Numbering and formatting must be applied considering the level of the title.

**Title level 1:** numbers sessions (Introduction, Bibliography, Research Methods and Techniques, Discussion and Result Analysis and Final Considerations). Verdana 11 font, capital letters, bold, spacing 1,5 cm, with 24 points before and 18 points after. Tabulation between number and title text must be 0,50 cm. To set this framework click on format, tabulation, clear all and select 0,50 cm.

- **Title level 2:** numbers subsections of level 1. Verdana font 11, capital letters, no bold, spacing 1,5 cm, with 24 points before and 18 points after. Tabulation between the number and the title text must be 0,80 cm.
- **Title level 3:** numbers subsections of level 2. Verdana font 11, small capitals, bold, spacing 1,5 cm, with 24 points before and 18 points after. Tabulation between number and title text must be 1,30 cm.
- **Title level 4:** numbers subsections of level 3. Verdana font 11, small capitals, no bold, spacing 1,5 cm, with 24 points before and 18 points after. Tabulation between number and title text must be 1,60 cm. Kindly refer to the sample titles that follow.

## 1 INTRODUCTION

## 2 EVALUATION

### 2.1 EVALUATION PROCESS

#### 2.1.1 Elements of the Evaluation Process

##### 2.1.1.1 Collection of Information

### 2.2 TYPES OF EVALUATION

## 3 RESEARCH METHODS AND TECHNIQUES

## 4 DISCUSSION AND RESULT ANALYSIS

## 5 FINAL CONSIDERATIONS

**Paragraphs:** verdana font 11; 1,5 cm first line indent; 1,5 spacing ; with 3 points between paragraphs. To set this framework click on format, paragraph; select 1st spacial line 1,5 cm, spacing after 3pt, between lines 1,5.

**Paraphrasing:** text prepared based on the content of books, articles, magazines, sites and others. The name of the author and date of publication is mentioned at the beginning of the phrase or placed between parentheses at the end. The same format as that for paragraphs is employed.

Example 1: For Cooper and Schindler (2003), the problem or matter of research is the hypothesis that best shall inform the true objective of the study.

Example 2: The problem or matter of research is the hypothesis that best shall inform the true objective of the study (Cooper & Schindler, 2003).

**Acronyms:** when first presented in the text, acronyms must be placed between parentheses and should be preceded by the corresponding full form. Thereafter just the acronym may be mentioned. Example: Administration Foundation Institute (FIA).

**Foreign words:** must be written in italics. Example: *resumo*.

**Transcription of interviews:** must be written between speech marks and in italics.

**Short citation:** literal transcription of the author's text, with less than 40 words that should be incorporated to the paragraph between double speech marks. If, in the cited text, should there be spelling, punctuation or grammatical errors, the expression *sic* between brackets and in italics immediately after the error must be employed. Example:

According to Martins (2006, p. 27), "the interviewer seeks information, data and opinions by means of a free conversation, paying little attention to a previously set list of questions." An interview may offer elements to corroborate evidence collected by other sources, "enabling triangulations and, consequently, an increase in the studies' level of reliability." (Martins, 2006, pp. 27-28)

**Long citation:** literal transcription of the author's text, with more than 40 words that should be written up under an independent block, without speech marks. Verdana font 10; 1,5 cm indent, simple spacing with 6 points before and 12 points after.

In this study, the document analysis technique was employed. To this effect, Martins (2006, p. 46) states:

So as to compose a case study theoretical platform, or any other investigation strategy, bibliographical research is conducted – identification of reference exposed in written or other media. Documental research resembles bibliographical research yet does not research edited material – books, periodicals, etc. – but seeks non-edited material such as letters, *memoranda*, correspondence of other sorts, notices, diaries, proposals, reports, studies, evaluations, etc.

**Author-date reference:** along the text sources from which content was extracted must be mentioned, citing the author's surname, the year of publication and page numbers. Citations mentioned in the text must follow the same entry format as that employed in the list of references at the end of the article. Note that under APA's Standards, the author's surname is written in small capitals; the abbreviation for a page is p. and for two or more pages is pp. Kindly refer to the example below.

According to Martins (2006, p. 27), "the interviewer seeks information, data and opinions by means of a free conversation, paying little attention to a previously set list of questions." An interview may offer elements to corroborate evidence collected by other sources, "enabling triangulations and, consequently, an increase in the studies' level of reliability." (Martins, 2006, pp. 27-28)

**Reference to two authors:** the surnames of authors are to be separated by "and", followed by the year of publication. When cited within parenthesis they must be separated by "&". Examples: Campomar and Ikeda (2006); (Campomar & Ikeda, 2006).

**Reference to three to five authors:** at the first appearance in the text, the surnames of all authors is cited, duly separated by commas, except for the last one that must be separated from that immediately previous by "and". Should the citation be between parenthesis, the last author should be preceded by "&". The subsequent citations should solely include the surname of the first author followed by the Latin expression et al. (without italics). Examples: Wasserstein, Zappulla, Rosen, Gerstman and Rock (1994); Wasserstein et al. (1994); (Wasserstein, Zappulla, Rosen, Gerstman & Rock, 1994); (Wasserstein et al., 1994).

**Reference to six or more authors:** Indicate the first author followed by the Latin expression et al. (without italics) and the year of publication. Example: Delanay et al. (1985); (Delanay et al., 1985).

**Reference to groups of similar authors:** if two references, with six or more authors, end up becoming identical when summarized, cite the surname of as many authors as required to differentiate the two references, followed by et al. Example: Kosslyn, Koenig, Barrett et al. (1992) e Kosslyn, Koenig, Gabrielli et al. (1992).

**Reference with surname coincidence:** add first name initials to establish differences even if the year of publication is different. Example: C. Barbosa (1956) and M. Barbosa (1996), or (C. Barbosa, 1956 & M. Barbosa, 1996).

**Reference to the same author in the same year:** add small capitals after the year, without spacing. Example: (Paiva, 1972a), (Paiva, 1972b); or Paiva (1972a, 1972b).

**Reference to the same author with different dates:** follow chronological order, separating dates with commas. Example: (Cruz, 1990, 1998, 2000) or Cruz (1990, 1998, 2000).

**Reference to collective entities:** at first appearance in the text, cite in full, followed by the acronym between brackets. Subsequently, mention the acronym only. Example: (University of São Paulo [USP], 2000), thereafter (USP, 2000).

**Reference to several different authors:** surnames of authors cited between parentheses must be separated by full stop and comma whereby the last is separated by the symbol "&". When cited outside parenthesis, the authors must be separated by comma and the last by "and". Example: (Ando, 1990; Ferreira et al., 1989; Souza & Silva, 2001) or Ando (1990), Ferreira et al. (1989) and Souza e Silva (2001).

**Reference to vintage, classic or re-edited works:** first cite the date of the original publication, followed by the date of the researched publication, separated by bars. Reference to important classic works need not be included, such as: Greek and Roman writings and the Bible. Examples: (Freud, 1930/1997); James (1890/1983).

**Reference to a citation of a citation:** is the mentioning of a source of a citation made by another author. Example: "Brazilian universities were driven to



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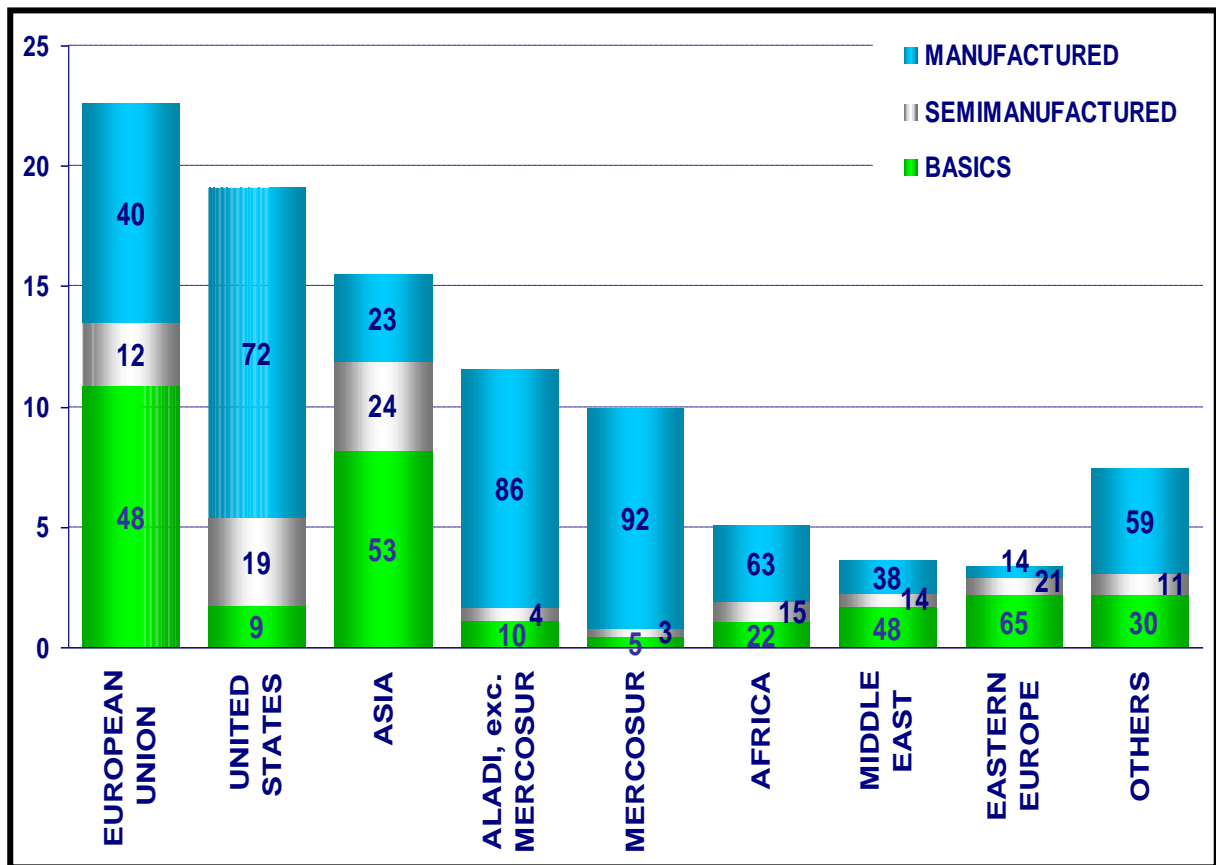
take on standardized organizational structures, without proper consideration of size, the needs of each institution, characteristics and regional contexts.” (Vahl, 1991, cited by Zanelli, 1998, p. 132).

**Reference to informal citations:** transcription of phrases mentioned in personal communications, classes, events, conferences, lectures, seminars, congresses, symposiums, interviews, e-mails etc. The speaker’s first name initials, surname and date is cited. This reference is not included in the list of references at the end of the work. Example: K. W. Schaie (personal communication, April 18, 1993).

**Dateless publication:** cite the name of the author followed by “n.d.”. Example: Victorino (n.d.).

**Reference to unknown author:** cite the first words of the title, followed by the year of publication. Example: (Birth control, 1982).

**Illustrations:** figures, drawings, schemes, flowcharts, photographs, graphs, maps, organizational charts, plans, portraits, etc. These are to be inserted as close as possible to where reference is made to them, in the text. All are identified by use of an underlying numbered caption. Kindly refer to the example that follows.



**Chart 5: Share (%) of Brazilian exports by economic segment (2005)**

Source: "Secretaria do Comércio Exterior" (2006)

**Table:** presents quantitative information. According to the Brazilian Geography and Statistics Institute (IBGE, 1993), it must have a meaning of its own, discarding the need to refer to the text itself and be placed as close as possible to the portion it pertains to. Font verdana 9, with simple spacing is to be employed. Should the table not fit on the page, write continues, with font 10, at the end of the first page, to the right and continuation on the following page. Tables should not present lateral vertical markings and both superior and inferior markings to the heading must be stronger. Kindly refer to the example that follows.

Table 1: Revenue projection at developing countries

| LARGE DEVELOPING COUNTRIES | POP 2000 (MILLIONS) | POP 2025 (MILLIONS) | INCOME 2000 U\$/HAB | INCOME 2025 * U\$/HAB |
|----------------------------|---------------------|---------------------|---------------------|-----------------------|
| Mexico                     | 99                  | 130                 | 5.070               | 21.759                |
| Brazil                     | 172                 | 216                 | 3.580               | 15.364                |

|             |       |       |       |        |
|-------------|-------|-------|-------|--------|
| Turkey      | 68    | 89    | 3.100 | 13.304 |
| Colombia    | 46    | 58    | 2.020 | 8.669  |
| Thailand    | 61    | 74    | 2.000 | 8.583  |
| Iran        | 66    | 91    | 1.680 | 7.210  |
| Russia      | 146   | 124   | 1.660 | 7.124  |
| Egypt       | 68    | 103   | 1.490 | 6.394  |
| Philippines | 76    | 109   | 1.040 | 4.463  |
| China       | 1.275 | 1.445 | 840   | 3.605  |
| Indonesia   | 212   | 270   | 570   | 2.446  |
| India       | 1.017 | 1.369 | 450   | 1.931  |
| Pakistan    | 143   | 250   | 440   | 1.888  |
| Vietnam     | 78    | 105   | 390   | 1.673  |
| Bangladesh  | 138   | 208   | 370   | 1.587  |
| Nigeria     | 115   | 192   | 260   | 1.115  |

Source: Adapted from Wright (2006)

**Chart:** presents qualitative information, usually in text, displayed in lines or columns. Font verdana 9, simple spacing. The chart must be closed along all four sides. Should it not fit into the page, write continues at the end of the first page, to the right, and continuation on the following page.

| CHARACTERISTICS  | STRATEGIC IMPLICATION  |
|--|--|
| Existence of strong informal economy whereby contracts and social institutions dominate. | Develop the ability to understand and appreciate the benefits of an existing social infrastructure and lever social capital so as to develop business.                                   |
| Traditional partners (government and large companies) lack relevant experience.          | Develop partnerships with non profit organizations and institutions devoted to society, presenting knowledge and experience in working within this market, mandatory aspects of success. |

Continues  
Continuation

| CHARACTERISTICS  | STRATEGIC IMPLICATION  |
|--|--|
| Social performance is relevant to companies and expected within these market places. | Consider social and environmental impacts on activities, generate social value and engage in the social infrastructure of societies within which plays an active role. |

### Chart 1: Characteristics of emerging markets and strategic implications

Source: adapted from London and Hart (2004)

**Lower caption:** numbers figures, graphs, charts, etc. Displayed under the illustration. Font verdana 11, bold; simple spacing, with 6 points before. Example: As set forth in Graph 1 and Chart 1.

**Upper caption:** numbers tables. Placed above the table. Font verdana 11, bold; centralized alignment; spacing 1,25 with 18 points before and 12 points after. Example: As set forth in Table 1.

**Source:** identification of the origin of illustrations or of information contained in tables and charts. Location: under lower captions or under tables. Font verdana 10; simple spacing with 6 points before and 24 points after. Examples: As set forth in Graph 1, Chart 1 and Table 1.

**List of references:** works cited in the study must be listed in alphabetical order at the end of the article. Font verdana 11; 0,55 cm indent as of the 2<sup>nd</sup>. line; simple spacing; with 12 points between one reference and the other. To obtain this information, click on format, paragraph; set spacial hanging 0,55 , spacing after 12pt, simple between line spacing. Reference presentation varies according to the kind of publication. An example of a list of references is provided at the end of this manual.

## 2.4 REFERENCE MODELS

**Work with entry per author:** surname, abbreviated name. (year of publication). *Title: subtitle* (vol., ed. when applicable, using the abbreviation of cardinal numbers in the work's original language). Place of publication, (add name of country and/or abbreviation of the State should the city be unknown): Publisher.

Castells, M. (2002). *The power of identity. The era of information: economy, society and culture* (vol. 2, 3<sup>rd</sup>. ed.). São Paulo: Paz e Terra.

Aaker, D. A. & Day; G. S. (1990). *Marketing research* (4th ed.). Singapore: John Wiley & Sons.

Daniels. J. & Daniels, C. (1996). *Global vision*. São Paulo: Makron Books.

Cooper, D. R. & Schindler, P. S. (2003). *Research Methods in Administration*. Porto Alegre: Bookman, 2003.

**Collection:** surname, abbreviated name. (year of publication). *Title: subtitle* (vol., ed., pp.). (Collection ....). Place of Publication: Publisher.

Lobato, M. (1966). *The Viscount's Well* (vol. 10, 13<sup>th</sup>. ed., pp. 1-253, (Full Works Collection of Monteiro Lobato). São Paulo: Brasiliense.

**Translated Work:** surname, abbreviated name. (year of publication). *Title: subtitle* (vol., ed. if applicable, abbreviated name, surname Transl.). Place of Publication: Publisher. (Original work published in ....).

Yin, R. K. (2001). *Case study: planning and methods* (2<sup>nd</sup>. ed., D. Grassi Transl.). Porto Alegre: Bookman. (Original work published in 1984).

**Work with entry per Publisher, organizer or coordinator:** surname, abbreviated name. (Ed., Coord., Org.). (year of publication). *Title: subtitle* (vol., ed., pp. if applicable). Place of Publication: Publisher.

Domingues, M. J. C. S & Silveira, A. (Coords.). (2008). *Higher education management: contemporary themes*. Blumenau, Brasil: Edifurb.

Vesper, K. (Ed.). (1989). *Frontiers of Entrepreneurship Research*. Wellesley, Massachusetts: Babson College.

Leygel, P. (Org.). (1971) *Entrepreneurship and achievement motivation: approaches to the science of socio-economic development*. Paris: UNESCO.

**Revised edition:** add after the Title (ed. rev.) for texts in Portuguese, and (rev. ed.) texts in English.

Bryson, J. (1995). *Strategic planning for public and non-profit organization* (rev. ed.). San Francisco: Jossey-Bass Publishers.

### **Annals/proceedings:**

Ayres, K. (2000, September). Techno-stress: a study of supermarket cashiers. *Annals of the National Administration Post-Graduate and Research Association's National Meeting*, 24, Florianopolis, SC, Brazil.

Mello, R. B. M. & Cunha, C. J. C. A. (2003). Implementing the Grounded Theory method in strategy research: techniques and analysis procedures with the support of ATLAS/IT software. *Annals of Studies in Strategies Meeting*, 1, Curitiba, PR, Brazil.

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Junglas, L. & Watson, R. (2003, December). U-commerce: a conceptual extension of e-commerce and m-commerce. *Proceedings of the International Conference on Information Systems*, 12, Seattle, WA, USA.

### **Works presented at events:**

Ramos, A. L. M. & Zinder, R. (2002). Envy and jealousy in the work environment. In *Scientific Communication Abstracts, Annual Psychology Meeting*, 32 (p. 311). Florianopolis: Brazilian Psychology Society.

### **Technical and research reports:**

Marques, E. V. (2003). *An analysis of new forms banks participate in the business environment in the digital era* (Research Report), São Paulo, SP, Centre of Banking Excellence, Business Administration School, Getulio Vargas Foundation.

**Thesis and dissertation:** surname, abbreviated name. (year of publication). *Title of the Work*. Document type, institution, city, state, country.

Britto, R. P. (2004). Global competition: a contribution to the study of competitiveness in São Paulo's industry. Masters Dissertation, Faculty of Economics, Administration and Accounting of the University of São Paulo: SP.

Spers, R. G. (2007). *Proposition of an internationalization model for Brazilian companies to act in popular international markets*. Doctorate Thesis, Faculty of Economics, Administration and Accounting at the University of São Paulo: SP.

Carvalho Junior, L. C. (1997). *Leading companies strategies and competition standard of Brazilian poultry and swine industries*. Doctorate Thesis, Federal University of Santa Catarina: Florianopolis, SC, Brazil.

**Article with one, up to 5 or more than six authors, published in scientific Journals, magazines and bulletins:** surname, abbreviated name. (year of publication). Title of the article. *Name of the Journal*, volume in italics (number), pages.

Guilhoto, L. F. M. (2001, October/December). The influence of the country of origin in the consumer's perception of product quality. *Research Notebook in Administration*, 8 (4), 43-57.

Peterson, L., Dilillo, D., Lewis, T. & Sher, K. (2002). Improvement in quantity and quality of prevention measurement of toddler injuries and parental interventions. *Behavior Therapy*, 33 (2), 271-297.

Yamamoto, O. H., Koller, S. H., Guedes, M. C., Bianco, A. C., Sá, C. P., Hutz, C. S. et al. (2003). Scientific periodicals in psychology: an evaluation proposal. *Infocapes*, 7 (3), 7-13.

**Journal supplement:** surname, abbreviated name. (year of publication). Title of the article. *Name of the Journal*, volume (supl. nbr.) and pages.

Easton, P.D. (1998). Discussion of revalued financial, tangible, and intangible assets: association with share prices and non market-based value estimates. *Journal of Accounting Research*, 36 (supl. nbr. 1.), 235-247.

**Apostil/scripts:**

Testoni, L. (2009). *Integral Logistics*. [Apostil of the Post-Graduate Course in Logistics]. Blumenau, Brazil: UNIASSELVI.

**Manual, study book and pamphlet:**

Curitiba's City Hall. (2002). *Collaborative model. Experience and learnings of civil association development in Curitiba* [Pamphlet]. Curitiba: Public Administration Municipal Institute.

**Review:**

Corone, I. (1998). *End of century psychoanalysis. Critical Essays*. São Paulo: Hacker. Review of: J. A. F. Pereira (2001). From the possibility of critics to culture: psychoanalysis and philosophy. *Brazilian Psychoanalysis Magazine*.

**Laws and constitution:**

*Law n. 9.984, of July 17, 2000* (2000). Rules about the creation of the National Waters Agency - ANA, federal entity that implements the National Water Resource Policy and coordinates the National Water Resource Management System, and sets forth other dispositions. Brasilia, DF. Recovered on April 10, 2007, from <http://www.planalto.gov.br/ccivil/Leis/L9984.htm>.

*Constitution of the Federal Republic of Brazil de 1988.* (1998). Brasília. Recovered on April 10, 2007 from [http://www.planalto.gov.br/CCIVIL ~03/Constituicao/Constitui%C3%A7ao.htm](http://www.planalto.gov.br/CCIVIL/~03/Constituicao/Constitui%C3%A7ao.htm).

## Data or electronic data banks:

Economatics - Tools for Investment Analysis (n.d.). *Economatic Manual*. Recovered on June 5, 2004 from <http://manual.economatica.com.br>.

**Electronic documents:** author, year, *Title: subtitle*. Recovered on date, month, year, from <http://www.electronic> address.

Famá, R. & Melher, S. (1999). *Capital structure in Latin America: would there be a correlation with corporate profits?* Recovered on April 15, 2004 from <http://www.fia.com.br/labfin/pesquisa/artigos/arquivos/I.pdf>.

## LIST OF REFERENCES

Aaker, D. A. & Day; G. S. (1990). *Marketing research* (4th ed.). Singapore: John Wiley & Sons.

Ayres, K. (2000, September). Techno-stress: a study of supermarket cashiers. *Annals of the National Administration Post-Graduate and Research Association's National Meeting*, 24, Florianopolis, SC, Brazil.

Britto, R. P. (2004). Global competition: a contribution to the study of competitiveness in São Paulo's industry. Masters Dissertation, Faculty of Economics, Administration and Accounting of the University of São Paulo: SP.

Bryson, 1. (1995). *Strategic planning for public and non-profit organizations* (rev. ed.). San Francisco: Jossey-Bass Publishers.

Carvalho Junior, L. C. (1997). *Leading companies strategies and competition standard of Brazilian poultry and swine industries*. Doctorate Thesis, Federal University of Santa Catarina: Florianopolis, SC, Brazil.

Castells, M. (2002). *The Power of identity. The era of information: economy, society and culture* (vol. 2, 3<sup>rd</sup>. ed.). São Paulo: Paz e Terra.

*Constitution of the Federal Republic of Brazil of 1988.* (1998). Brasilia. Recovered on April 10, 2007 from <http://www.planalto.gov.br/CCIVIL ~03/Constituicao/Constitui%C3%A7ao.htm>.



- Cooper, D. R. & Schindler, P. S. (2003). *Research Methods in Administration*. Porto Alegre: Bookman, 2003.
- Corone, I. (1998). *End of century psychoanalysis. Critical Essays*. São Paulo: Hacker. Review of: J. A. F. Pereira (2001). From the possibility of critics to culture: psychoanalysis and philosophy. *Brazilian Psychoanalysis Magazine*.
- Daniels. J. & Daniels, C. (1996). *Global vision*. São Paulo: Makron Books.
- Domingues, M. J. C. S & Silveira, A. (Coords.). (2008). *Higher education management: contemporary themes*. Blumenau, Brasil: Edifurb.
- Easton, P. D. (1998). Discussion of re-valued financial, tangible, and intangible assets: association with share prices and non market-based value estimates. *Journal of Accounting Research*, 36 (supl. nº 1.), 235-247.
- Economats - Tools for Investment Analysis (n.d.). *Economats Manual*. Recovered on June 5, 2004 from <http://manual.economats.com.br>.
- Famá, R. & Melher, S. (1999). *Capital structure in Latin America: would there be a correlation with corporate profits?* Recovered on April 15, 2004 from <http://www.fia.com.br/labfin/pesquisa/artigos/arquivos/I.pdf>.
- Guilhoto, L. F. M. (2001, October/December). The influence of the country of origin in the consumer's perception of product quality. *Research Notebook in Administração*, 8 (4), 43-57.
- Junglas, L. & Watson, R. (2003, December). U-commerce: a conceptual extension of e-commerce and m-commerce. *Proceedings of the International Conference on Information Systems*, 12, Seattle, W A, USA.
- Lei n. 9.984, of July 17, 2000 (2000). Rules about the creation of the National Waters Agency - ANA, federal entity that implements the National Water Resource Policy and coordinates de National Water Resource Management System, and sets forth other dispositions. Brasília, DF. Recovered on April 10, 2007, from <http://www.planalto.gov.br/ccivil/Leis/L9984.htm>.
- Leygel, P. (Org.). (1971) *Entrepreneurship and achievement motivation: approaches to the science of socio-economic development*. Paris: UNESCO.
- Lobato, M. (1966). *The Viscount's Well* (vol. 10, 13<sup>th</sup>. ed., pp. 1-253, (Full Works Collection of Monteiro Lobato). São Paulo: Brasiliense.
- Marques, E. V. (2003). *An analysis of new forms Banks participate in the business environment in the digital era* (Research Report), São Paulo, SP, Centre of Banking Excellence, Business Administration School, Getulio Vargas Foundation.
- Mello, R. B. M. & Cunha, C. J. C. A. (2003). Implementing the Grounded Theory method in strategy research: techniques and analysis procedures with the support of ATLAS/IT software. *Annals of Studies in Strategies Meeting*, 1, Curitiba, PR, Brazil.

- Peterson, L., Dilillo, D., Lewis, T. & Sher, K. (2002). Improvement in quantity and quality of prevention measurement of toddler injuries and parental interventions. *Behavior Therapy, 33* (2), 271-297.
- Prefeitura Municipal de Curitiba. (2002). *Modelo colaborativo. Experiência e aprendizados do desenvolvimento comunitário em Curitiba* [Folheto]. Curitiba: Instituto Municipal de Administração Pública.
- Ramos, A. L. M. & Zinder, R. (2002). Envy and jealousy in the work environment. In *Scientific Communication Abstracts, Annual Psychology Meeting, 32* (p. 311). Florianopolis: Brazilian Psychology Society.
- Spers, R. G. (2007). *Proposition of an internationalization model for Brazilian companies to act in popular international markets*. Doctorate Thesis, Faculty of Economics, Administration and Accounting at the University of São Paulo: SP.
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