RM-SIG NEWS

No 3 June 2017

Meet this year's Coordinators of the AIB Research Method Clinics

Aggie Chidlow

I am interested in discrete choice models as well as data collection techniques and issues relating to survey data. My goal for the RM SIG is to enhance the rigour and diversity of research methodologies applied in IB research.

Stewart Miller

I tend to use Heckman models and event study methodology. My goal for the RM-SIG is to provide a learning environment that helps scholars to embrace the methodological challenges and opportunities that arise with IB research.

Please come and introduce yourself and give us your feedback and suggestions for RM-SIG events and activities in 2018.

In this Newsletter:

RM Clinics at AIB Dubai

The RM- SIG is sponsoring **Research Methods Clinics** again this year, following their successful trial in New Orleans last year.

Each Clinic features particular experts and topics as shown in the table below. These Clinics provide table discussions and direct feedback from a series of research methods experts so you must register in order to attend.

To attend Session 1.1 or 1.2, contact Stewart Miller (stewart.miller@utsa.edu) to register.

To attend Session 3.1 or 3.2, contact Aggie Chidlow (a.chidlow@bham.ac.uk) to register.

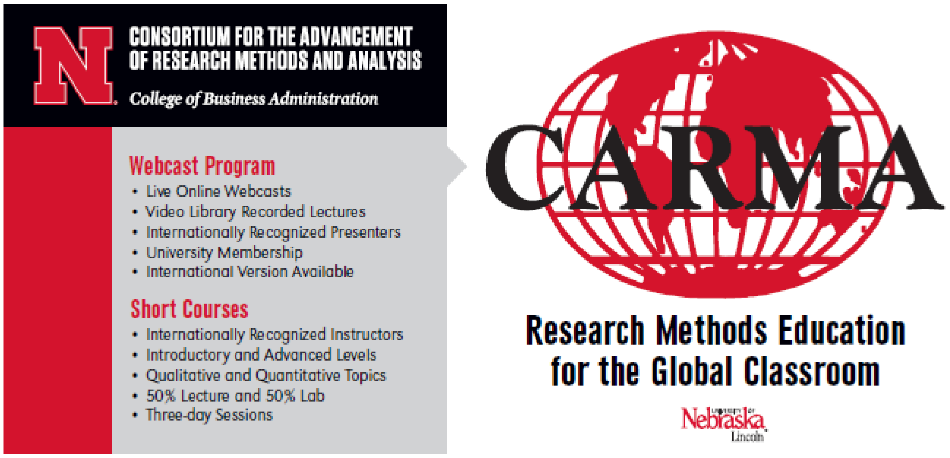
If your methodology does not fit neatly into one of the sessions, please contact Stewart Miller to discuss.

Session 1.1 (9:00 - 10:15, July 3)	
Douglas Dow	Logistical and Multiple Regression
Bo Nielsen	Multi-Level Analysis
Agnieszka Chidlow	Qualitative Methods / Survey Data
Larry Williams	Structural Equation Modeling (SEM)

Session 1.2 (10:45 - 12:00, July 3)	
Priyanka P V	Mixed Methods
Thomas Lindner	Hierarchical Linear Modeling (HLM)
Stewart Miller	Panel Data / Logistical Regression

Session 3.1 (9:00 - 10:15, July 5)	
Igor Kalinic	Qualitative Methods
Elizabeth Rose	Categorical Data / Survey Design
Bo Nielsen	Hierarchical Linear Modeling (HLM)
Stewart Miller	Multi-Stage (Heckman) Models

Session 3.2 (10:45 - 12:00, July 5)	
Larry Williams	Structural Equation Modeling (SEM)
Andrew Delios	Multivariate Analysis / Covariate Effects / Model Specifications
Thomas Lindner	Longitudinal Data / Multi-Level Analysis
Igor Kalinic	Qualitative Methods



CARMA-IB Research Methods Workshops

For the second year in a row, free CARMA-AIB Research Methods Workshops will be offered as a pre-conference activity for the upcoming 2017 AIB Annual Conference in Dubai. Offered as a partnership between the **Consortium for the Advancement of Research Methods and Analysis (CARMA)** and the Research Methods Special Interest Group of the AIB, these workshops are available to those seeking education related to structural equation methods and multi-level analysis. The Director of CARMA, Dr. Larry Williams, will be attending AIB and delivering one of the workshops.

Workshop Descriptions

Intermediate SEM: Model Evaluation (July 1, 2017 - 9:00am - 12:00pm)

Description: This workshop is aimed at faculty and students with an introductory understanding of structural equation methods who seek a better understanding of the challenging process of making judgments about the adequacy of their models. Those who attend should have some exposure to SEM and experience in fitting structural equation models with software such as LISREL, MPlus, EQS, or AMOS. Attendees will learn out to interpret and report results from SEM analyses, and how to conduct model comparisons to obtain information relevant to inferences about their models, as well as advantages and disadvantages of different approaches to model evaluation. The workshop will include (a) review of model specification and parameter estimation, (b) overview of model evaluation, (c) logic and computations for goodness-of-fit measures, (d) analysis of residuals and latent variables, and (e) model comparison strategies.

An Introduction to Multi-level Analysis (July 1, 2017 - 2:00pm-5:00pm)

Description: The objective of this workshop is to provide a review of commonly undertaken practices in multilevel analyses. Given the limited time, focus will be entirely on how to conduct the analyses using the Mplus software package. Therefore, the primary focus is on how to conduct the analyses rather than the conceptual basis as to why and when multilevel analyses should be undertaken. We will start with the simplest multilevel model, and build more and more complex ones using both mediation and moderation hypotheses. With respect to mediation, participants will be shown how to test the significance of the indirect effects and how to conduct bootstrapping. We will repeat this process twice. The first time will use observed variables only. The second time will use the same models, but variables will be treated as latent variables within a structural equation modeling framework. Participants will be given syntax, and a data file so that they can either do the analyses in real time during the workshop, or later in the quiet of their offices.

Both workshops are sold out—but why don't you visit the CARMA website?

Methodological innovation:
Necessary Condition Analysis (NCA)

Contributed by Jan Dul, Rotterdam School of Management, Erasmus University, Netherlands

What is NCA?

Necessary Condition Analysis (NCA) is a novel and promising methodology, recently published in *Organizational Research Methods* (Dul, 2016). The method has already been applied in fields such as psychology, operations management, information sciences, finance, strategy, entrepreneurship, organizational behavior, and human resource management. Reactions of editors and reviewers are very promising. For example, an editor of a top journal said:

> *“From my perspective, [this NCA paper] is the most interesting paper I have handled at this journal, insofar as it really represents a new way to think about data analyses".*

How does NCA work?

NCA understands cause-effect relations in terms of "necessary but not sufficient". It means that without the right level of the condition a certain effect cannot occur. This is independent of other causes, thus the necessary condition can be a bottleneck, critical factor, constraint, disqualifier, etc. In practice, the right level of necessary condition must be put and kept in place to avoid guaranteed failure. Other causes cannot compensate for this factor.

Whom is NCA for?

NCA is applicable to any discipline, and can provide strong results even when other analyses such as regression analysis show no or weak effects. By adding a different logic and data analysis approach, NCA adds both rigor and relevance to your theory, data analysis, and publications. NCA is a user-friendly method that requires no advanced statistical or methodological knowledge beforehand. It can be used in both quantitative research as well as in qualitative research. You can become one of the first users of NCA in your field, which makes your publication(s) extra attractive.

More information:

Please visit the NCA website where you can find

- NCA’s core paper (free access): Dul, J. (2016) Necessary Condition Analysis (NCA): Logic and methodology of “necessary but not sufficient” causality, *Organizational Research Methods*, 19(1), 10-52.
- the NCA newsletter

Call for Papers

RM-SIG members are welcome to contact us with news about upcoming methods-related Calls for Papers

Management and Organization Review Special Issue

'Doing Qualitative Research in Emerging Markets'

Guest Editors:

- Emmanuella Plakoyiannaki, Leeds University (e.plakoyiannaki@leeds.ac.uk), Tian Wei, Fudan University (weitian@fudan.edu.cn),
- Carol Hsu Tongji, University (carolhsu@tongji.edu.cn),
- Catherine Cassell, Leeds University (C.Cassell@leeds.ac.uk), and
- Shameen Prashantham, CEIBS (sprashantham@ceibs.edu)

Submission deadline: September 30, 2017

To download the full Call for Papers, please visit the MOR website. A suggested list of topics includes (but is not limited to):

- How to engage in qualitative theory-building and/or theory-testing research in emerging markets?
- Mixed method studies in emerging markets, combining different qualitative methodologies (e.g., case study, focus groups, and observations).
- Qualitative research in emerging markets, which focuses on various phenomena and makes attempts to understand the underlying mechanism.
- Innovative qualitative research practices inspired by the emerging market context.
- Qualitative studies that employ various management theories (e.g., resource-based view, institutional theory, social network, etc.) to enrich existing understanding and elaborate theories in emerging markets.
- Generating management theories through qualitative analysis in the context of emerging markets.
- Adopting qualitative research methods to analyze empirical pieces in various fields of management studies (e.g., innovation, entrepreneurship, international management, organizational behavior, and human resource management) in emerging markets.

Mplus Version 8 is now available.

Mplus Version 8 features single-level (N=1) and multilevel (N>1) time series analysis of intensive longitudinal data using dynamic structural equation modeling (DSEM). Several other new features are also introduced (http://www.statmodel.com/verhistory.shtml.)

The following are upcoming workshops and meetings featuring Version 8 DSEM analysis:

- July 13: 1-day workshop at Utrecht University
- July 14: 1-day Mplus Users' Meeting at Utrecht University featuring DSEM presentations. Early adopters of DSEM can submit an abstract
- August 17-18: 2-day workshop at Johns Hopkins University (preceded by a 1-day course on the book *Regression and Mediation Analysis using Mplus*). The early bird fee is $25/day for students and post-docs and $75/day for others.

For more information, see www.statmodel.com

Journal of International Business Studies:

Editorials on methods

JIBS regularly publishes guidance on methodological issues. Here is a handy list:

What's in a *p*? Reassessing best practices for conducting and reporting hypothesis-testing research
https://link.springer.com/article/10.1057/s41267-017-0078-8

Beyond categorization: New directions for theory development about entrepreneurial internationalization:
https://link.springer.com/article/10.1057/s41267-017-0070-3

Can I trust your findings? Ruling out alternative explanations in international business research:
https://link.springer.com/article/10.1057/s41267-016-0005-4

Experimental designs in international business research:
https://link.springer.com/article/10.1057%2Fjibs.2016.12

Restriction of variance interaction effects and their importance for international business research:
https://link.springer.com/article/10.1057%2Fjibs.2015.30

Explaining interaction effects within and across levels of analysis:
https://link.springer.com/article/10.1057%2Fjibs.2014.50

How to write articles that are relevant to practice:
https://link.springer.com/article/10.1057%2Fjibs.2013.17

Multilevel models in international business research:
https://link.springer.com/article/10.1057%2Fjibs.2011.59

Endogeneity in international business research:
https://link.springer.com/article/10.1057%2Fjibs.2011.60

Explaining theoretical relationships in international business research:
Focusing on the arrows, NOT the boxes:
https://link.springer.com/article/10.1057%2Fjibs.2011.44

From a distance and generalizable to up close and grounded: Reclaiming a place for qualitative methods in international business research:
https://link.springer.com/article/10.1057%2Fjibs.2011.19

Common method variance in international business research:
https://link.springer.com/article/10.1057%2Fjibs.2009.88

Student samples in international business research:
https://link.springer.com/article/10.1057%2Fjibs.2008.101

Methodological advice from other journals

Academy of Management Journal: Publishing in *AMJ* Series

http://aom.org/Publications/AMJ/Author-Resources.aspx

- June 2011: Jason A. Colquitt, Gerard George. **Part 1: Topic Choice**
- August 2011: Joyce E. Bono, Gerry McNamara. **Part 2: Research Design**
- October 2011: Adam M. Grant, Timothy G. Pollock. **Part 3: Setting the Hook**
- December 2011: Raymond T. Sparrowe, Kyle J. Mayer. **Part 4: Grounding Hypotheses**
- February 2012: Yan (Anthea) Zhang, Jason D. Shaw. **Part 5: Crafting the Methods and Results**
- April 2012: Marta Geletkanycz, Bennett J. Tepper. **Part 6: Discussing the Implications**
- June 2012: Pratima (Tima) Bansal, Kevin Corley. **Part 7: What's Different About Qualitative Research?**

Strategic Management Journal

https://www.strategicmanagement.net/smj/overview/submission/editorials-and-primers

- Qualitative Research in Strategic Management

- Quantitative Editorial

British Journal of Management: Methodology Corner

http://onlinelibrary.wiley.com/journal/10.1111/%28ISSN%291467-8551/homepage/methodology_corner.htm

Latest Articles:

Methodology-as-Technique and the Meaning of Rigour in Globalized Management Research
Emma Bell, Nivedita Kothiyal and Hugh Willmott

Reporting and Justifying the Number of Interview Participants in Organization and Workplace Research
Mark N. K. Saunders and Keith Townsend

Single- and Multiple-Informant Research Designs to Examine the Human Resource Management−Performance Relationship
Juan Carlos Bou-Llusar, Inmaculada Beltrán-Martín, Vicente Roca-Puig and Ana Belén Escrig-Tena

Response Rates in Business and Management Research: An Overview of Current Practice and Suggestions for Future Direction
Kamel Mellahi and Lloyd C. Harris

Methodological Myth:

Interviews are a better data source than documents

Luciara Nardon

Sprott School of Business, Carleton University, luciara.nardon@carleton.ca

Qualitative methods have gained increased traction in the field of international business in recent years but the field still falls behind in adopting advances in qualitative methodology employed in other areas of business research and the social sciences in general. Qualitative methods within IB are usually associated with interviews and, to a lesser extent, ethnographic fieldwork. Despite the critical role that documents – symbolic representations that can be recorded and retrieved for analysis – play in the representation and construction of culture (Altheide, 1996; Myers, 2013), document-based qualitative research is mostly absent in the field (Wright, 2011) and is often misunderstood as a superficial dataset lacking rigor.

Accessing documents *can* be easier and less expensive than interviewing or engaging in fieldwork, especially when using publicly available online documents such as websites, blogs, discussion forums and company reports. However, document-based research can also be rigorous and provide insights that are not possible to achieve in any other way. For instance, the internet has made many documents available online and created new opportunities for research by allowing the non-obtrusive observation of individuals' experiences and thoughts, in circumstances in which study participants create documents independently of any expectation of future analysis, minimizing the likelihood that the researcher will influence the observed process and confound the data (Weber, 1985). For example, expatriate blogs provide longitudinal, rich, present tense accounts of every day events and reflections, which are the foundation of expatriate adjustment. These accounts allow for individuals to express issues that are salient to them at different points in time without the constraints imposed by the researcher's line of questioning and issues of memory in retrospective recollection (Nardon & Aten, 2016; Nardon, Aten & Gulanowski, 2015; Takeda, 2013).

By relegating document-based qualitative research to a second-class category, the field is missing on opportunities to explore numerous issues of interest, especially given the growing use of social media and online resources by individuals and organizations. International and intercultural relations are highly influenced by online information exchange and communication. These interactions should be captured as they happen, and not through retrospective accounts. Rather, what is needed is a better understanding of how and when documents can and should be used, and for what purposes. Of relevance are considerations regarding what the document represents and how this representation helps answer the research question under investigation. Given its unobtrusive nature, each set of documents may provide insights into some issues and answers to some questions but not others. For example, expatriate blogs provide information about the thoughts and feelings of the writer at a particular point in time, allowing longitudinal tracing, but not about the implications of those thoughts and feelings to actions and outcomes. Document-based research must follow rigorous standards for evaluation and analysis (see Myers, 2013; Wright, 2011) and be investigated for what they represent about an issue or problem, with an understanding that important facts or information may be omitted. In addition, it is important to consider the authenticity of a document, or the degree to which the document is what it is claimed to be. For instance, if a document is supposed to represent an individual's narrative, it is critical to ascertain that the narrative was indeed written by the individual and not adulterated by a journalist or editor.

In conclusion, when considering data sources for a research project, it is paramount to move away from the assumption that interviews are better and return to basic considerations of what the research question is and what insights can or can't be gained through different types of data sources and analysis.

References:

Altheide, D. L. (1996) *Qualitative Media Analysis*. Thousand Oaks, CA: Sage.

Myers, M.D. (2013) *Qualitative Research in Business & Management,* London: Sage.

Nardon, L., Aten, K., Gulanowski, D. 2015. Expatriate Adjustment in the Digital Age: The co-creation of online social support resources through blogging, *International Journal of Intercultural Relations,* 47: 41-55.

Nardon, L., Aten, K. D. 2016. Making sense of a foreign culture through technology: Triggers, mechanisms, and introspective focus in newcomers' blog narratives, *International Journal of Intercultural Relations*, 54: 15-20.

Takeda, A. (2013). Weblog narratives of Japanese migrant women in Australia: Consequences of international mobility and migration. *International Journal of Intercultural Relations*, 37(4), 415–421.

Weber, R. P. (1985) *Basic Content Analysis*. Beverly Hills, CA: Sage Publications.

Wright, A. (2011) Watch what I do, not what I say: new questions for documents in international business case research in Piekkari, R. and Welch, C. (Eds.) *Rethinking the Case Study in International Business and Management Research*, Edward Elgar Publishing, pp. 361-382.

Editors' note: do you have a methodological myth and urban legend you want to contribute? Then please contact us.

SWARM Workshop 2017

In cooperation with the Consortium for the Advancement of Research Methods and Analysis (CARMA -- http://und.edu/carma/), Tel Aviv University's Coller School of Management will once again be offering its summer methods workshop series. Designed to allow scholars in management and related fields to master state-of-the art methods, we will be offering the following three workshops this June and July:

Meta-Analysis, June 25th - June 27th, 2017

- Hannah R. Rothstein, Ph.D., Zicklin School of Business, Baruch College; Editor-in-Chief,Research Synthesis Methods

Topics: Effect Size [ES], Calculation of Weighted ES, Fixed Models, Random Models, Categorical and Continuous Moderators, Funnel Plots and Publication Bias

Advanced Regression Analysis, June 29th- July 3rd, 2017

- Ayala Cohen, Ph.D., Technion: Israel Institute of Technology; Director, Technion Statistics Lab; Dana Vashdi, Ph.D., School of Political Sciences, The University of Haifa – Advanced Regression Analysis workshop

Topics: Moderation, Mediation, Moderated Mediation, Non-normal Distributions, Propensity Score Analysis

Theoretical and Methodological Foundations of Multilevel Research, July 5th – July 9th, 2017

- Gilad Chen, Ph.D., Robert H. Smith School of Business, University of Maryland; Editor-in-Chief, Journal of Applied Psychology

Topics: Random Coefficient Models – HLM, rWG, ICC; Cross-level Effects, Cross-level Moderation; Growth Models

For more information or to register, go to the SWARM website (https://en-coller.tau.ac.il/swarm) or contact Ms. Rachel Tahar, Workshop Administrator: racheltahar@tauex.tau.ac.il

Explore the Sources of Competitive Advantage by Using the PLS-SEM in International Business research

Contributed by Christian Ringle, Hamburg University of Technology

Partial least squares structural equation modeling (PLS-SEM) has recently gained increasing attention in research and practice across various disciplines such as management, managerial accounting, marketing, information systems, and others. For example, Richter et al.'s (2016) research recently underlined PLS-SEM to be an emerging tool in international business research.

PLS-SEM enables researchers to model and estimate complex cause-effects relationship models with latent (graphically represented as circles) and observed variables (graphically represented as rectangles).

The latent variables embody unobserved (i.e., not directly measurable) phenomena such as perceptions, attitudes, and intentions. The observed variables (e.g., responses on a questionnaire or secondary data) are used to represent the latent variables in a statistical model. PLS-SEM estimates the relationships between the latent variables (i.e., their strengths) and determines how well the model explains the target constructs of interest. However, the main reasons for the increasing popularity of PLS-SEM are its capability to estimate very complex models and its relaxed data requirements. Recent advances such as the importance-performance map, multi group analysis, latent class segmentation, and predictive metrics further improve PLS-SEM's usefulness for a broad range of research and model constellations.

In international business research, PLS-SEM proves particularly useful for analyzing the sources of competitive advantage. Such analyses could span across different countries or cultures to test for significant differences while accounting for measurement invariance.

The second edition of *A Primer on Partial Least Squares Structural Equation Modeling (PLS-SEM)* by *Hair et al.* (2016) and the *Advanced Issues in Partial Least Squares Structural Equation Modeling* by Hair et al. (2018) offer practical guidance for understanding and running basic and advanced PLS-SEM analyses. Featuring the latest research and recent discussions on the limitations and benefits of the PLS-SEM method, new examples analyzed with the SmartPLS 3 software (Ringle et al. 2015), and expanded discussions throughout, these two books are designed to be easily understood by those want to exploit the analytical opportunities of PLS-SEM in research and practice.

References

Hair, J. F., Hult, G. T. M., Ringle, C. M., & Sarstedt, M. (2017). *A Primer on Partial Least Squares Structural Equation Modeling (PLS-SEM)* (2 ed.). Thousand Oaks, CA: Sage. https://us.sagepub.com/en-us/nam/a-primer-on-partial-least-squares-structural-equation-modeling-pls-sem/book244583

Hair, J. F., Sarstedt, M., Ringle, C. M., & Gudergan, S. P. (2018). *Advanced Issues in Partial Least Squares Structural Equation Modeling (PLS-SEM)*. Thousand Oaks, CA: Sage. https://us.sagepub.com/en-us/nam/advanced-issues-in-partial-least-squares-structural-equation-modeling/book243803

Richter, N. F., Sinkovics, R. R., Ringle, C. M., & Schlägel, C. (2016). A Critical Look at the Use of SEM in International Business Research, *International Marketing Review, 33*(3), 376-404. http://www.emeraldinsight.com/doi/full/10.1108/IMR-04-2014-0148

Ringle, C. M., Wende, S., & Becker, J.-M. (2015). *SmartPLS 3*. Bönningstedt: SmartPLS. http://www.smartpls.com

SIG Member Activities

Each newsletter will feature methods-related activities initiated by RM-SIG members. If you are holding an event or have published a methodological paper or resource, please contact us.

Launch of new Centre:

The Kingston Business School Centre for Experimental Research in International Business (CERIB)

The Centre brings together researchers from different areas of expertise in experimental research of economics, psychology, social sciences and international business. The focus is on studying and understanding cooperation and conflict in the international setting. Many years of cross-cultural and interdisciplinary research have contributed to theoretical frameworks and empirical investigations into the behaviour of actors from different cultural and corporate backgrounds. CERIB members conduct research into behavioural and experimental research of managers, employees, political players and entrepreneurs.

Research focus:

The Centre is a platform for combining the natural laboratory of international business with experimental research. We study and investigate behaviour of managers and political players in terms of:

- decision-making;
- negotiations;
- conflict resolution;
- contracting;
- import-export behavioural decisions;
- entrepreneurial decision-making;
- political behaviour;
- managerial behaviour in multinationals, small and medium sized enterprises and entrepreneurs;
- cultural profiling and evolutionary analysis; and
- cognition.

Aims:

- Deepen existing contacts with high profile collaborations across disciplines (economics, psychology and law) in international business.
- Study co-operation and conflict in an experimental setting for international business and relations.
- Strengthen international alliances with partners and develop a network.
- Organise international symposia on international conflict resolution.
- Offer negotiation skills workshops for business and diplomacy.
- Generate funding from research bodies and international collaborations.
- Publish in world class and internationally respected journals.

For more information, please see the CERIB website or contact the Founder and Director, Professor Ursula F. Ott (email: U.Ott@kingston.ac.uk)

Ouch, That Hurts! On Torturing the Data Until They Confess

In a forthcoming article in *Journal of International Business Studies*, Herman Aguinis, Wayne F. Cascio, and Ravi S. Ramani argue that international business is not immune to science's reproducibility and replicability crisis. They provide evidence that this crisis is not entirely surprising given methodological practices that enhance systematic capitalization on chance. This occurs when researchers search for a maximally predictive statistical model based on a particular dataset and engage in several trial-and-error steps that are rarely disclosed in published articles. In other words, many researchers "torture the data until they confess" that effects are statistically significant, large, and supportive of favored hypotheses and models. Each of these outcomes—which together are more likely to result in the desired result of a successful publication—can be reached more easily by systematically capitalizing on chance.

Their *JIBS* article describes five of several "data torturing" practices that enhance systematic capitalization on chance: (1) selection of variables to include in a model, (2) use of control variables, (3) handling of outliers, (4) reporting of *p*-values, and (5) hypothesizing after results are known (HARKing). They also illustrate the pervasiveness of each of these practices using articles published in JIBS and then offer best-practice recommendations on how to minimize capitalization on chance in future international business research. These recommendations serve as resources for researchers, including doctoral students and their training, as well as for journal editors and reviewers evaluating manuscript submissions.

A key issue regarding "data torturing" practices is lack of transparency. Aguinis, Cascio, and Ramani clarify that "epistemological approaches other than the pervasive positivistic model, which has become dominant in management and related fields since before World War II, are indeed useful and even necessary. For example, inductive and abductive approaches can lead to important theory advancements and discoveries." In short, they are not advocating a rigid adherence to a positivistic approach but, rather, methodological plurality that is *fully transparent* so that results can be reproduced and replicated.

As an example of one of these five "data torturing" practices, consider the issue of outliers, which are data points that deviate markedly from others. Outliers are a challenge because they can substantially affect results obtained when testing hypotheses. Because of their outsized influence, the management of outliers presents an opportunity for researchers to systematically capitalize on chance when analyzing data, often in the direction of sup-

RM-SIG Soapbox

This issue's Soapbox is contributed by Herman Aguinis, Avram Tucker Distinguished Scholar and Professor of Management at the George Washington University School of Business

Please contact us if you have an idea for the next Soapbox

porting their hypothesis. However, many researchers routinely fail to disclose whether they tested for outliers within their datasets, whether any outliers were identified, the type of outliers found, and the rationale behind choosing to include or exclude outliers from analyses.

As noted in their *JIBS* article, “Recently published articles in *JIBS* suggest the presence of systematic capitalization on chance regarding the management of outliers. For example, reported practices include winsorizing firm-level variables at the 5% level to account for outliers, trimming the sample by excluding observations at the top and bottom one percentile of variables, and removing an outlier based on other techniques and criteria. In none of these cases did the authors define the type of outlier they were addressing. Specifically, error outliers (i.e., data points that lie at a distance from other data points), interesting outliers (i.e., non-error data points that lie at a distance from other data points and may contain valuable or unexpected knowledge), or influential outliers (i.e., non-error data points that lie at a distance from other data points, are not error or interesting outliers, and also affect substantive conclusions). In addition, in none of these published articles did the authors take appropriate steps such as correcting the data for error outliers and reporting the results with and without outliers. Therefore, by not providing clear and detailed reporting of the manner in which they addressed the issue of outliers, it is virtually impossible to reproduce and replicate substantive conclusions.”

Here’s their suggestion pertaining specifically to handling outliers: “Researchers should provide evidence showing that they tested for outliers in their datasets. They should specify the rules used to identify and classify outliers as error, interesting, or influential, and disclose whether influential outliers affect model fit or prediction. Finally, they should test their models using robust approaches (e.g., absolute deviation) and report results with and without outliers.” Similarly, their article offers best-practice recommendations regarding how to minimize the negative effects of systematic capitalization on chance that results from other “data torturing” practices such as selection of variables to include in a model, use of control variables, reporting of *p*-values, and hypothesizing after results are known.

Their article is available on “Online First Articles” at https://link.springer.com/journal/41267/onlineFirst

Reference:

Aguinis, H., Cascio, W. F., & Ramani, R. S. In press. Science’s reproducibility and replicability crisis: International business is not immune. *Journal of International Business Studies*. doi: 10.1057/s41267-017-0081-0

Finalists for the AIB Best Paper Award in Research Methods 2017

Sponsored by the University of Sydney Business School

This award is given to the best paper (as selected by a committee) accepted to a competitive session at the AIB Annual Meeting that

- develops and/or utilizes innovative and non-traditional methodological approaches to investigate pertinent IB phenomena,
- advances IB methodology,
- provides creative methodological solutions to important IB problems, and
- informs scholars in IB and beyond about methodological advancements.

Finalists:

Thomas Lindner, WU Vienna

‘Myths about Collinearity and Clusters in International Business Research: Identification, Consequences, and Remedies’, to be presented: Session 2.1.9, Tuesday, July 4, 9:00-10:15

Betina Szkudlarek, University of Sydney Business School and Laurence Romani, Stockholm School of Economics ‘

‘From an Imperialist to a Responsible Agenda: Going Beyond the Limitations of Cross-Cultural Training Models’, to be presented: Session 2.5.5, Tuesday, July 4, 16:15-17:30

James Nebus, Suffolk Univeristy and Sokol Celo, Suffolk University

‘Perceptions of Psychic Distance in the Context of International Business: An Experimental Approach’, to be presented: Session 2.1.10, Tuesday, July 4, 9:00-10:15

Lilac Nachum, City University New York; Grace Hong Hyokyoung, Michigan State University; Grigorios Livanis, Northeastern University

‘When Near is Far and Far is Near: A Quantile Regression Model of FDI, Geographic Location and Connectivity’, to be presented: Session 2.1.7, Tuesday, July 4, 9:00-10:15

The winner will be announced at the coffee break sponsored by the University of Sydney Business School, Tuesday, July 4, 15:45-16:15, Emirates Ballroom

The Best Paper Award will be offered again in 2018, so start planning your submission!

If you have any questions, please contact the Chair of the RM Award Committee, Bo Nielsen (bo.nielsen@sydney.edu.au)

Contact Us

If you have any feedback, content or suggestions for the next issue, please let us know. Contact:

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