

RESULTS

- The core of the paper
- Describes what the methods revealed (this section deals with facts)
- Often includes tables, figures, or both (recommended)
- Comment each table and figure (especially most important results presented)
- An issue: how much the information in the text should overlap with that in the tables and figures
- Comments on findings should be partially here or in the Discussion section

DISCUSSION

- Brief summary of the main findings
- Deals with **points** vs. Results section that deals with **facts**
- Typically should move from specific to general (opposite of introduction)
 - Discussion of major findings in light of available data
 - Discussion of important minor findings

- Answer the question stated in the introduction
 - State support or rejection of the hypothesis
 - Alternative explanations
 - Significance of the findings should be described.

3 Moves in the Discussion:

Move 1

Consolidate your research space

State the research area, the niche, methods used, comment on results, conclusion that might be drawn

Move 2

Indicate the limitations of the study

Move 3

Identify useful areas of further research

Unanswered questions, possible improvements of research, guidelines

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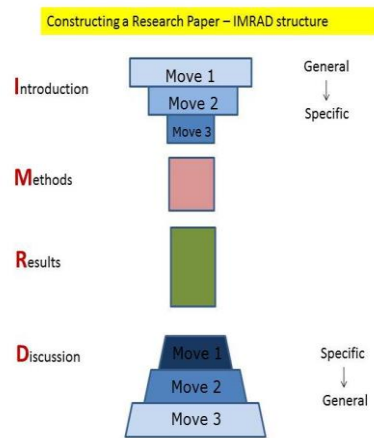
Doctoral program in Entrepreneurship and
Innovativeness
*Methodology of Entrepreneurial Research
Course*

IMRaD approach
to writing a scientific paper

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What is **IMRaD**? - An approach to structure your research paper in order to be clear and understandable to the audience (reviewers, scientists, and professionals in that area)



Source: Swales, J.M., Peak, C.B., Academic Writing for Graduate Students, The University of Michigan Press, Ann Arbor, 1999.

INTRODUCTION

Two purposes of the Introduction:

1. To provide the **rationale** for the paper (from general context to specific research questions)
2. To **attract interest** in the topics, and attract readers

3 Moves in the Introduction:

Move 1
Establishing a research territory

- a) By showing that the research area is important, problematic, or relevant (optional)
- b) By introducing and reviewing items of previous research in that area (obligatory)

Move 2
Establishing a niche

- a) By indicating a gap in previous research, raising a question about it (obligatory)

Move 3
Occupying the niche

- a) Purpose of the paper (obligatory)
- b) Principal findings (optional)
- c) Structure of the paper (optional)

METHODS

- This section should allow others to replicate and to evaluate what you did
- It is important to:
 - State the study group,
 - Describe study design and methods used,
 - Comment the reason for choosing those methods (are they applicable to data, are they more advanced than methods used in previous studies,)
- Should identify (if applicable):
 - Sample
 - Instruments used (survey of interviews, or other)
 - Statistical methods
 - Variables observed and their descriptive statistics (in case of quantitative research)