Title of the research proposal

Author

Address Author

e-mail Author

**Abstract.** Max 150 words. This file provides instructions for preparing the full research proposal to be submitted to PALM 2018.

**Keywords:** KW1, KW2, KW3, …

1. Section heading

The research proposal should be prepared using the Times New Roman (10 pt., justified) font according to the format described in this template.

The authors are strongly urged to follow these instructions to ensure the production of uniformly high-quality “proceedings”. Paragraphs should not be indented.

Margins should be: top and bottom 5,2 cm each, left and right 4,4 cm each.

The overall length of the research proposal, including illustrations, tables, and references, is limited to 8 pages.

* 1. Level 2 heading

### Pages should be numbered in the page footer, including the first page, as is done here. Research proposals should be organised in the following sequence:

* Title of the research proposal, name of the author, affiliation, e-mail address
* Abstract
* Keywords
* Main subject text (see par. 2)
	+ Problem statement: a clear problem statement, based on exhaustive bibliography is mandatory. Even in the first year of PhD, the student should have a deep understanding of the state of the art. The research proposal in the first or second year may be limited to a review of applicable scientific literature.
	+ Research question(s): Already from the first or second year some research question shall be formulated, in order to correctly guide the research and the methodology to be used. The research questions may be adjusted during the last years basing on preliminary results.
	+ Work plan: a work plan is made of research methodology to use/used and their justification, possibly with a critical discussion about pros and cons of alternatives. At the end or during the second year this choice shall be clear and already preliminarly tested. The different phase of the research and their scheduling shall be defined.
	+ Expected results: basing on the stage of PhD expected results (second year) can be preliminar results (second/third year) or final results (last year or after last year). If results are already final ones, where should we go after that, what is left to do.
* Acknowledgments (when applicable)
* References

Equations should be typed flush with the left-hand margin and numbered consecutively with numbers in brackets on the right.

 Equation 1 (1)

 Equation 2 (2)

### Level 3 heading.

Figures and tables must be included in the main text and must be individually numbered and captioned. Place figures and tables centred. Captions should be placed below figures and tables. They are typed in Times New Roman 9, bold, and centred.

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**Table 1.** Caption

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|  |

**Fig. 1.** Caption

1. Conclusion

References to other publications should be in Harvard style. They should contain full bibliographical details. Journal titles should not be abbreviated. References should be

presented as follows.

1. Within the text: Author’s last name followed by a comma and the year of publication, all in round brackets; e.g., (Fox, 1994). When the number of authors is three or more, references in the text should be (Fox et al., 1995).
2. At the end of the research proposal, list all references in alphabetical order. In the reference list all authors should be included.
3. References

A full reference list should be included, as follows.

For books:

Surname, Initials (Year of Publication), Title, Publisher, Place of Publication.

Casson, M. (1979), *Alternatives to the Multinational Enterprise*, Macmillan, London.

For chapters in edited books:

Surname, Initials (Year), “Title”, in Editor’s Name, Initials (Ed.), Title, Publisher, Place, Pages.

Bessley, M. and Wilson, P. (1984), “Public policy and small firms in Britain,” in Levicki, C. (Ed.), *Small Business Theory and Policy*, Croom Helm, London, pp. 111-126.

For articles: Surname, Initials (Year), “Title”, Journal Name, Volume, Number, Pages.

Fox, S. (1994), “Empowerment as a catalyst for change: an example from the food industry”, *Supply Chain Management*, Vol. 2, No. 3, pp. 29-33.

Electronic sources should include the URL of the web site at which they may be found along with the date of latest access.