

Advanced Writing Workshop

Pre-writing workshop assignments

Conducted by:
Professor Costas Andriopoulos
Cardiff Business School
Cardiff University

PRE- WRITING WORKSHOP ASSIGNMENTS

Welcome to the Advanced Writing Workshop. I look forward to meeting you and working with you to enhance your writing skills. This goal is ambitious, the workshop is intense and the daily schedule is from 9:00 a.m. to 4:30 p.m. Each participant is asked to commit, full time, to the individual, small group and large group sessions interspersed throughout the two days.

To help start the workshop quickly on September 8, I would like you to complete a set of some short pre-workshop assignments. It is important that every participant fully completes these short assignments prior to the workshop so that we can all start together on September 8. If you have any questions or concerns about this prior preparation, please contact me at andriopoulosc@cardiff.ac.uk.

I look forward to meeting you and to working with you during the workshop.

Costas

P.S. It will be really useful for you to bring your own laptop to the workshop as you will be working on your own paper throughout the two days.

**WRITING WORKSHOP
ASSIGNMENT I
PREPARATION FOR WRITING**

Make a list of at least three people (key authors), topics, and specific works that provide the intellectual foundation of your work.

**WRITING WORKSHOP
ASSIGNMENT 2
IDENTIFY EXEMPLARS**

Identify 2 to 4 exemplars of the kind (e.g. conceptual, qualitative, quantitative, literature review, etc.) of paper you want to write.

What is an exemplar?

An exemplar is a document already in the literature that accomplishes the kind of task you are trying to accomplish in an effective way. It does not have to address the subject that interests you. In fact, it is often helpful to look for examples of similar work outside your immediate domain of interest...Exemplars of scholarly writing provide ideas for approaching unfamiliar communication tasks. When you are unsure how to present your material, how much background to give, or how much detail to furnish, exemplars provide a compendium of possible solutions (Huff, 1999, p. 55)

**WRITING WORKSHOP
ASSIGNMENT 3
GENERATE TITLES FOR YOUR WORK**

Come up with 3 titles for your work.

Under each, write down at least two positive things of using the title and two things that make it less suitable in presenting your work.

Prepare three paper copies.

Bring to the workshop these three copies.

**WRITING WORKSHOP
ASSIGNMENT 4
WRITE YOUR ABSTRACT**

Write an abstract, describing the material presented in the paper, of no more than 150 words for your paper.

Make sure that your abstract includes the question or focus, the type of study reported (e.g., empirical, qualitative, field study, etc.), the context (e.g., work groups, NPD, etc.), and the major findings.

Prepare three paper copies, preferably double-spaced.

Bring to the workshop these three copies.

An Exemplar...

When Firms Are Desperate to Grow via Acquisition: The Effect of Growth Patterns and Acquisition Experience on Acquisition Premiums

Ji-Yub (Jay) Kim - INSEAD

Jerayr (John) Haleblian - University of Georgia

Sydney Finkelstein - Dartmouth College

In this paper we draw on work in behavioral learning theory and risk taking to examine whether firms desperate for growth overpay for acquisitions, and we develop a theory of desperation in the context of growth. We suggest two key drivers of such desperation: (1) when a firm's organic growth is low, paying handsomely for acquisitions may be one of the few options for growth, and (2) when a firm becomes dependent on acquisitions for continuing growth, it is vulnerable to overpaying for acquisitions. Although pressures to grow via acquisition can be intense, we also test whether the benefits of acquisition experience—from both acquirers and their advisors—help to prevent overpayment caused by desperation. We test these ideas in a sample of firms in the banking industry between 1994 and 2005. Consistent with this theory of desperation, our results showed that firms desperate for growth are more likely to pay high acquisition premiums. Our findings on the moderating role of acquisition experience showed that advisors' acquisition experience is more helpful than acquirers' own acquisition experience in preventing desperate acquirers from overpaying for a target.

ASQ, March 2011

**WRITING WORKSHOP
ASSIGNMENT 5
DRAFT THE INTRODUCTION TO YOUR PAPER**

Please write two sentences per paragraph based on the following:

Paragraph 1: *Why does this topic or question matter? (...to theory and practice)*

Paragraph 2: *What do we know? (What are the key theoretical and empirical studies that have informed this question? Any recent developments?)*

Paragraph 3: *What don't we know?...and What is your point? (How are you filling the gap? Solve the "puzzle"? And how does this advance our understanding?)*

Paragraph 4: *Structure of your paper (How will you do it? Paper outline)*

Prepare three paper copies, preferably double-spaced.

Bring to the workshop these three copies.