TYPES OF PAPERS

JOM contributors can select from a variety of approaches for articles that fall within the journal's **Editorial Calendar topics**. These article approaches include, but are not limited to:

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- 3,000-6,000 words (including abstract and references) and a maximum of 8 figures/tables.
- Additional materials, including figures, tables, datasets, and videos can be included as Electronic Supplementary Materials. These are accessible online, but not in print. They are exempt from the word count limit.

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Submission of a manuscript implies:

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Always use footnotes instead of endnotes.

Acknowledgements

Acknowledgments of people, grants, funds, etc. should be placed in a separate section before the reference list. The names of funding organizations should be written in

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References must be numbered and must be cited in ascending numerical order, and citations in the text should be identified by numbers in square brackets. Some examples:

- Negotiation research spans many disciplines [3].
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- This effect has been widely studied [1-3, 7].

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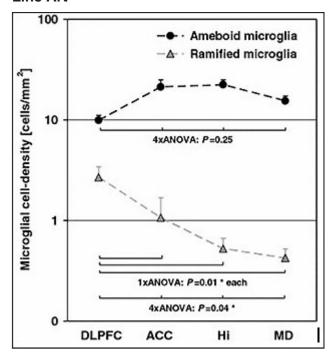
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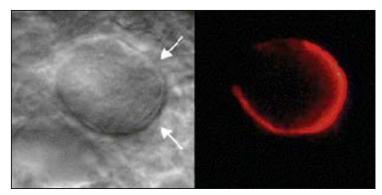
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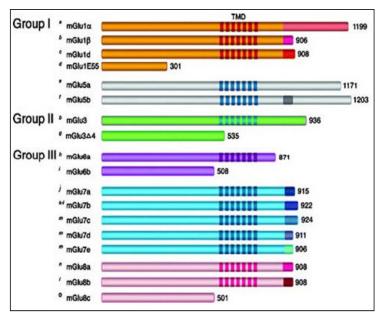
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