



MACKENZIE PRESBYTERIAN UNIVERSITY
Social and Applied Sciences Centre
Graduate Program in Business Management

TEACHING PLAN

Graduate Program: Business Management		
Course: <input checked="" type="checkbox"/> Academic Master's <input type="checkbox"/> Professional Master's <input checked="" type="checkbox"/> Doctorate		
Discipline: Scientific writing and reviewing		Discipline code: ENST55058
Professor: Fellipe Silva Martins		DRT: 1168235
Workload: 32h	Credits: 2	<input type="checkbox"/> Mandatory <input checked="" type="checkbox"/> Elective
Syllabus: <p>Scientific writing and peer review are core components of knowledge production in management research. The course addresses the structure and rhetoric of academic manuscripts, the development of theoretical and empirical contributions, strategies for publishing in high-impact journals, and the editorial process from submission to acceptance. It covers literature review practices, methodological transparency, interpretation of results, and positioning within the field. The discipline also examines peer review systems, evaluation criteria, bibliometric indicators, and ethical standards, including integrity, authorship, and reproducibility. Emphasis is placed on the critical analysis of published articles and the development of reviewing and writing skills aligned with top-tier, theory or method-agnostic journals (such as Academy of Management Journal, Academy of Management Annals, Administrative Science Quarterly, etc.).</p> <p>Course objectives</p> <ul style="list-style-type: none">• Provide students with theoretical and practical foundations of scientific writing in management research• Develop the ability to structure and communicate rigorous academic arguments• Introduce the logic of the editorial and peer review process in top journals• Train students to critically evaluate academic manuscripts using formal review criteria• Present strategies for publishing in high-impact journals. <p>Learning objectives</p> <p>Upon completion of the course, students are expected to demonstrate the ability to produce structured academic manuscripts and conduct rigorous, constructive peer reviews aligned with the standards of leading management journals.</p> <p>Assessment Criteria:</p> <ul style="list-style-type: none">• 30% manuscript development (full paper or structured section)• 30% written review report of an assigned article• 20% oral presentation of critical analysis• 20% qualified class participation		



Bibliography:

Core references

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Complementary references

Scientific writing and argumentation

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Ravasi, D., Zhu, J., Wan, W., Dorobantu, S., & Gruber, M. (2024). What makes research collaborations successful? Advice from AMJ authors. *Academy of Management Journal*, 67(3), 583–594.

Qualitative research and methodology

Köhler, T. (2016). From the editors: On writing up qualitative research in management learning and education. *Academy of Management Learning & Education*, 15(3), 400–418.

Rynes, S. L., & Gephart, R. P. (2004). From the editors: Qualitative research and the Academy of Management Journal. *Academy of Management Journal*, 47(4), 454–462.

Pratt, M. G. (2009). From the editors: For the lack of a boilerplate: Tips on writing up (and reviewing) qualitative research. *Academy of Management Journal*, 52(5), 856–862.

Peer review and editorial process

Ballinger, G. A., & Johnson, R. E. (2015). Editors' comments: Your first AMR review. *Academy of Management Review*, 40(3), 315–322.



Harrison, D. A. (2002). From the editors: Obligations and obfuscations in the review process. *Academy of Management Journal*, 45(6), 1079–1084.

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Jauch, L. R., & Wall, J. L. (1989). What they do when they get your manuscript: A survey of Academy of Management reviewer practices. *Academy of Management Journal*, 32(1), 157–173.

Ethics and transparency

DeCelles, K. A., Howard-Grenville, J., & Tihanyi, L. (2021). From the editors: Improving the transparency of empirical research published in AMJ. *Academy of Management Journal*, 64(4), 1009–1015.

Cardon, M. S., & Lam, C. F. (2025). Navigating the gray areas: Ethical considerations when writing and publishing conceptual papers. *Academy of Management Review*.

Bedeian, A. G. (2003). The manuscript review process: The proper roles of authors, referees, and editors. *Journal of Management Inquiry*, 12(4), 331–338.

Theoretical contribution and impact

George, G. (2016). Management research in AMJ: Celebrating impact while striving for more. *Academy of Management Journal*, 59(6), 1869–1877.

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Makadok, R., Burton, R., & Barney, J. (2018). A practical guide for making theory contributions in strategic management. *Strategic Management Journal*, 39(6), 1530–1545.

Methods and research design

Gruber, M., & Bliese, P. (2024). Expanding AMJ's manuscript portfolio: Research methods articles designed to advance theory and span boundaries. *Academy of Management Journal*, 67(1), 1–4.

Submission and revision process

Shaw, J. D. (2012). From the editors: Responding to reviewers. *Academy of Management Journal*.



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