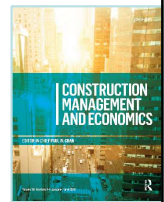


Writing Articles with Impact

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Scope of Presentation

- About *Construction Management and Economics*
- The 'Impacts' Agenda: What constitutes a significantly new contribution?
- Logic of the Research Article: How and where to focus on to clarify, communicate and convince others about your contribution?
- Q&A



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Construction Management and Economics (CME)...

... publishes high-quality original research concerning the management and economics of activity in the construction industry. Our concern is the production of the built environment. We seek to extend the concept of construction **beyond on-site production** to include a wide range of value-adding activities and involving coalitions of multiple actors, including clients and users, that evolve over time. We embrace **the entire range of construction services** provided by the architecture/engineering/construction sector, including design, procurement and through-life management. We welcome papers that demonstrate how the range of diverse academic and professional disciplines enable robust and novel theoretical, methodological and/or empirical insights into the world of construction. Ultimately, our aim is to inform and advance academic debates in the various disciplines that converge on the construction sector as a topic of research. While we expect papers to have **strong theoretical positioning**, we also seek contributions that offer **critical, reflexive accounts on practice**.

Please visit <https://www.tandfonline.com/toc/rcme20/current>.



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Types of Papers

- Papers that report on primary research
- Critical review papers
- Policy reviews
- Research notes
- Critical essays
- Theory development papers
- Book reviews
- Letters
- We are open to other kinds of papers – e.g. short stories, in-dialogue conversations – as long as it contributes to **fundamental** knowledge.



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Special Issues Commissioned

- Construction Danger, Defects, Disruption and Disputes
- Sustainable Building Renovation
- Festschrift Issue on Lean Construction, in honour of Dr. Glenn Ballard
- Transforming Construction
- What have we learnt from the Covid-19 Global Pandemic?
- **Special Issue from the Eastman Conference, in honour of Charles "Chuck" Eastman**
- Grand Challenges Facing Our Cities

Common Reasons for 'Reject'

- Country-based report: While there are many studies on X , this has not been studied in *My Country*.
- Questionnaire survey (market poll) on factors, drivers, barriers, opportunities and/or challenges
- Review of previous studies is simply a summary of key factors without critical analysis of past questions, theoretical assumptions, methods and/or findings.
- These approaches do not really make a difference (or impact).



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Key Terms of Research Impacts

Impacts: “demonstrable and/or perceptible benefits to individuals, groups, organisations and society (including human and non-human entities in the present and future) that are causally linked (necessarily or sufficiently) to research.”

Significance: “the magnitude, or intensity of the effect of research on individuals, groups or organisations”

Reach: “the number, extent or diversity of individuals, groups or organisations that benefit from research”

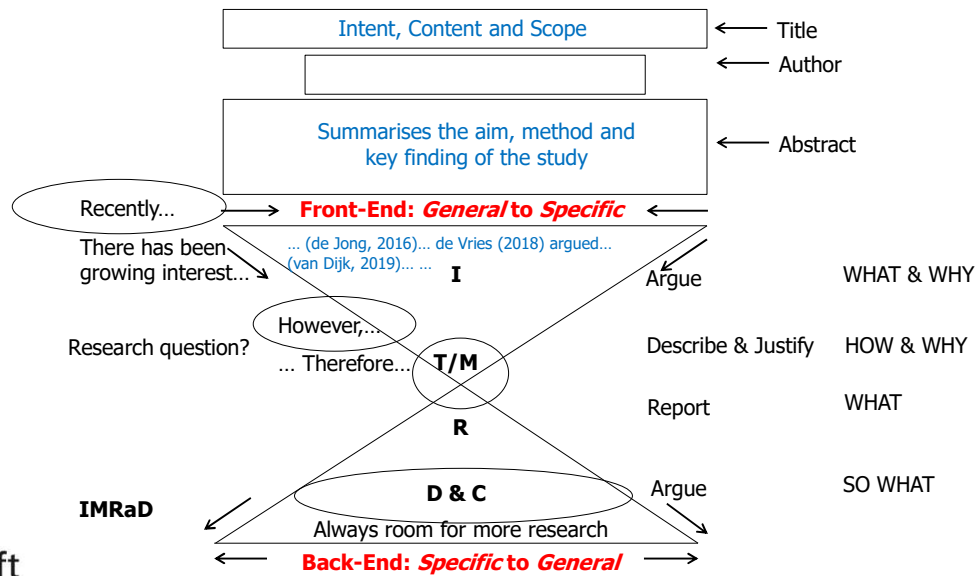
Source: Reed, M. S., Ferré, M., Martin-Ortega, J., Blanche, R., Lawford-Rolfe, R., Dallimer, M. and Holden, J. (2021: 3) Evaluating impact from research: A methodological framework, *Research Policy*, **50**(4), 104147.

Citations is only one type of 'impact'.



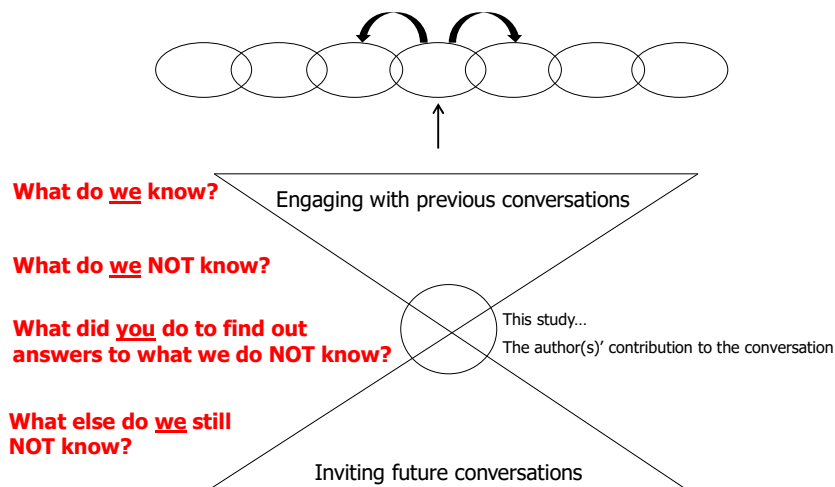
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Typical Logic of an Article



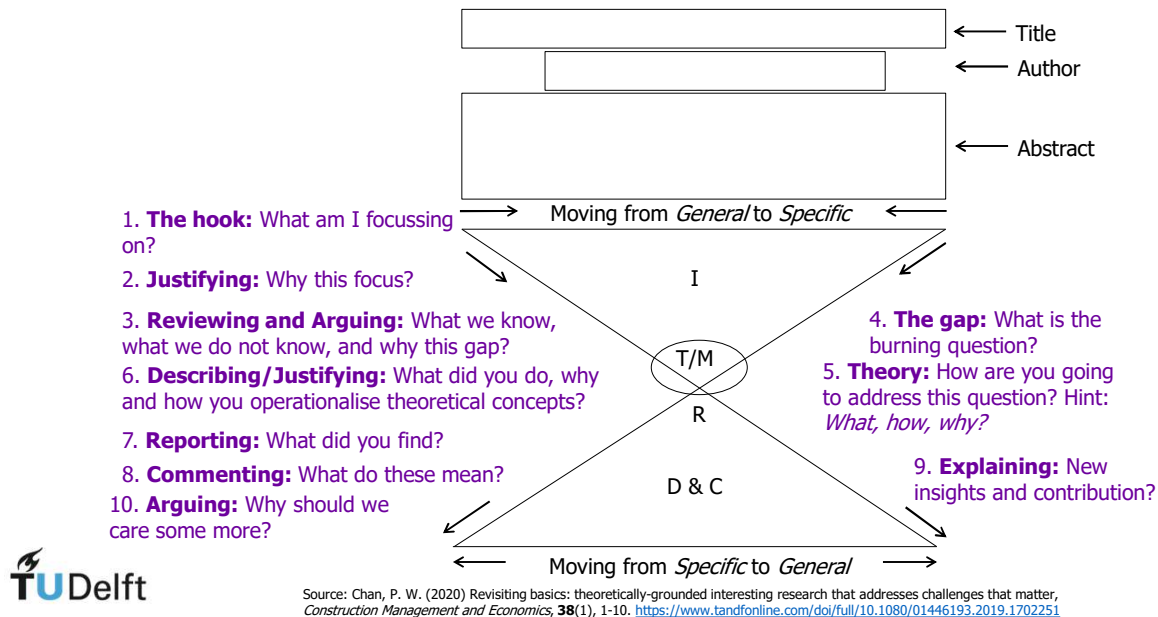
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Academic Papers as a Chain of Conversation



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Rhetorical Moves



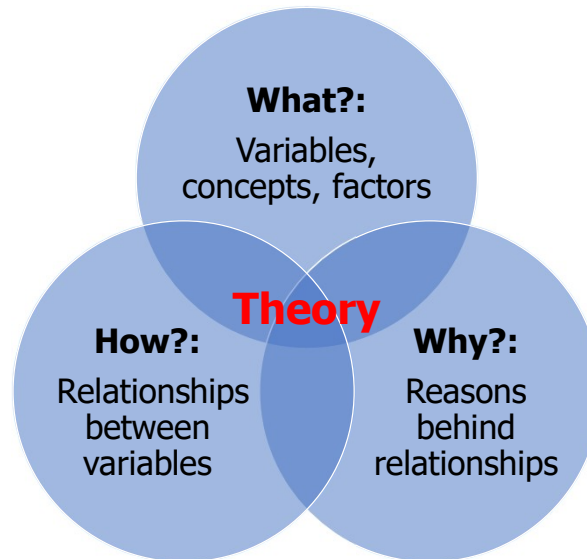
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Theoretical Contribution: What is it, and why is it important?

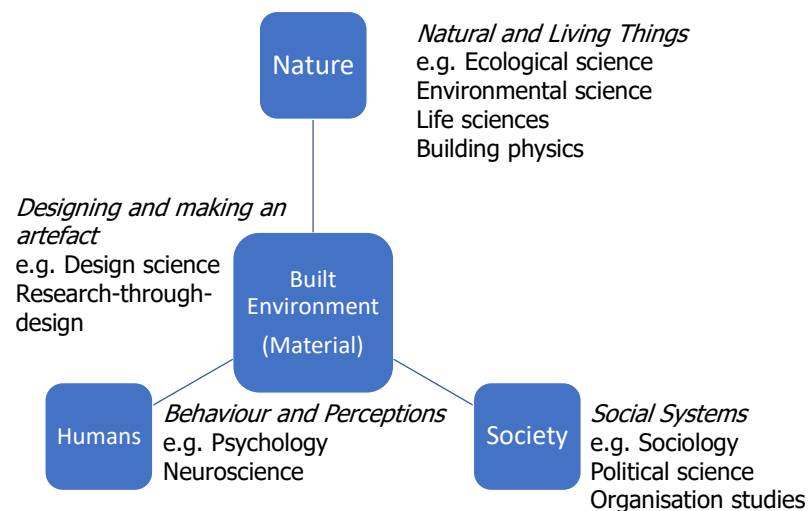
- Müller and Klein (2018) What constitutes a contemporary contribution to *Project Management Journal*? *Project Management Journal*, 49(5), 1-2.
 - Interesting and simultaneously links to the existing knowledge of readers, to make it on their "to be read" list
 - Relationship between variables
 - Complex descriptions of behaviours by abstract phenomena
 - Testing of existing theories
 - Testing of boundary conditions of theories
 - Extending existing theories

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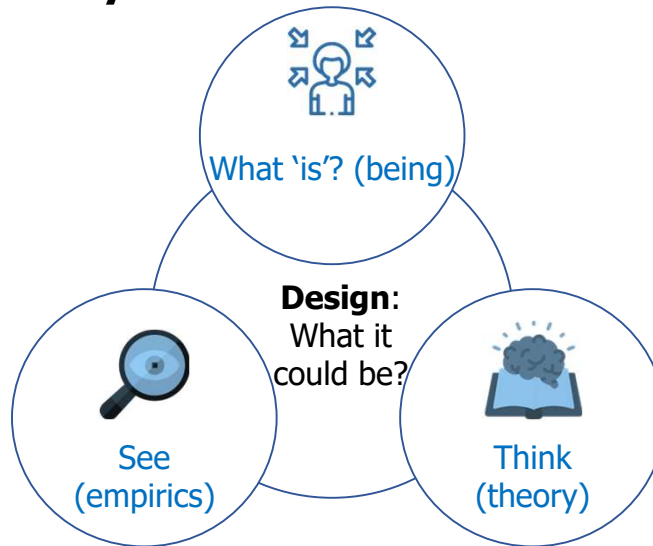
Three Constituent Parts of Theory



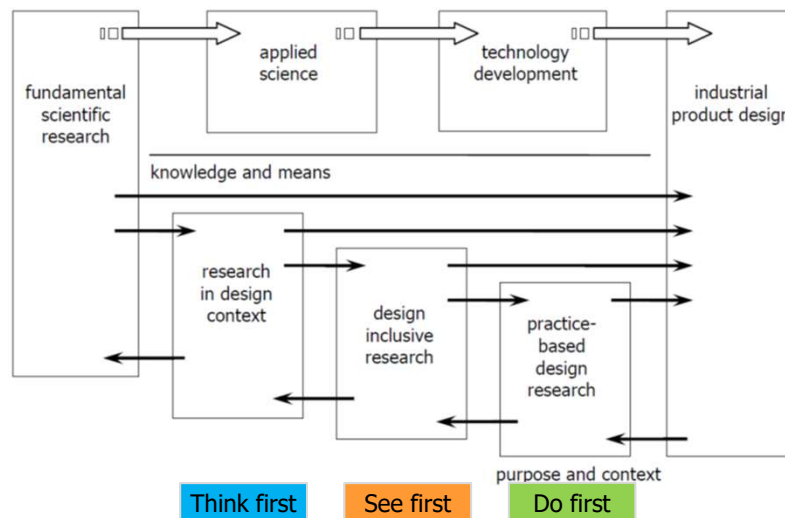
Intersections in Built Environment Research



What is 'Reality'?



Inspiration from Design Research



When I write my masterpiece...



- Barley (2006):
 - *Theoretical contribution*: Challenging our existing assumptions on theoretical concepts or perspectives
 - *Methodological contribution*: New ways of collecting and analysing data
 - *Subject matter contribution*: New insights on current phenomenon

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Some examples



Bowker and Star (2000): Instead of asking *what* is infrastructure or *how* to build infrastructure, they broadened our understanding by asking *when* is infrastructure.

Through historical analysis, Todd Bridgman and colleagues found that Maslow never illustrated the hierarchy of needs and Lewin never developed the three-step process of change management.



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Key Considerations on Theoretical Contribution

- Growing importance of theoretical contribution in high-quality journal publications
- Challenges existing assumptions and ways of thinking
- Not just on what and how, but also on why
- Raises interesting, often counter-intuitive questions and not just a list of (positively-linked) factors
- Contributions of/to theory in front-end framing, method explanation, and back-end discussion of implications and impacts



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Closing Thoughts

- Why is your research *interesting & important*?
- How have you made a difference to existing conversations?
Some examples:
 - Have you challenged current thinking or methods?
 - Have you challenged current practice?
 - Have you challenged current policy?
- Pay attention to the front-end (review of previous studies) and the back-end (discussion of findings).



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