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INTRODUCTION

INSERT the text More text here More text here . . . The end of this text.

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LITERATURE REVIEW

INSERT the text More text here More text here . . . The end of this text.

Literature Review of Topic 1

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Literature Review of Topic 2

INSERT the text More text here More text here . . . The end of this text.

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THEORETICAL DEVELOPMENT/MODEL

INSERT the text More text here More text here . . . The end of this text.

XYZ Theory of Decision Sciences

INSERT the text More text here More text here . . . The end of this text.

XY Theory of Decision Sciences: Key Assumptions and Tenets

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Use parenthesis around the last names of the referenced author along with the published year of the referred publication separated by commas. Examples: (Davenport & Harris, 2007; Hopkins et al, 2010).

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All equations should be placed on separate lines and numbered consecutively, with the equation numbers placed within parentheses and aligned against the right margin.

$$R_1 = \alpha (X_1) + \beta (X_2) \quad (1)$$

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Appendices should immediately follow the body of the paper (using the first-level heading "APPENDIX") and precede the references. If there is more than one appendix, number each one consecutively.

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Evans, J. R. (forthcoming). *Business analytics: Methods, models, and decisions*. Prentice-Hall.

Liberatore, M. J., & Luo, W. (2010). The analytics movement: Implications for operations research. *Interfaces*, 40(4), July-August, 313-324.

Hopkins, M. S., LaValle, S., Balboni, F., Kruschwitz, N., & Shockley, R. (2010). 10 data points: Information and analytics at work. *MIT Sloan Management Review*, 52(1), Fall, 27-31.

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Making Managerial Decisions in Your Firm in 2020 as a Sample of a Full Paper Submission to
Help Authors Understand How to Format Their Full Paper Submission

Don Smith
Example State University
Email: dsmith@exsu.edu

John Johnson
Example State University
Email: jj@exsu.edu

ABSTRACT

We present research examining how managerial decisions are being made in your firm in the year 2019. These decisions are difficult ones. Sometimes, these decisions have to be driven from the top instead of letting them organically form. We analyze survey data from 500 mid-level managers in our part-time MBA program using regression analysis to present new insights. Please keep to 100 words.

KEYWORDS: Managerial decision making, Firm decisions, Decision theory, Survey research, Regression

INTRODUCTION

Managerial decisions in your firm in 2019 will be even more important than in the past. We need to do more research. Research to date is incomplete. This paper has the following sections . . .

LITERATURE REVIEW

Much work has been done in decision making by managers (Smith & Smith, 2010). This work can be reviewed from two streams: the individual stream and the group-consensus stream. Below, we provide a synthesis of the research in each stream as it relates to our research questions. Table 1 provides a summary.

Table 1: Summary of Literature Review		
YEAR	REFERENCES	JOURNAL
2010	Smith & Smith	Decision Sciences
2000	Johnson et al.	Decision Theory

The Individual Stream

This is research looking at how individual managers make decisions (Johnson et al., 2000). This understanding helps us to decipher how managers in your firm will be making decisions in 2017. . .

The Group-Consensus Stream

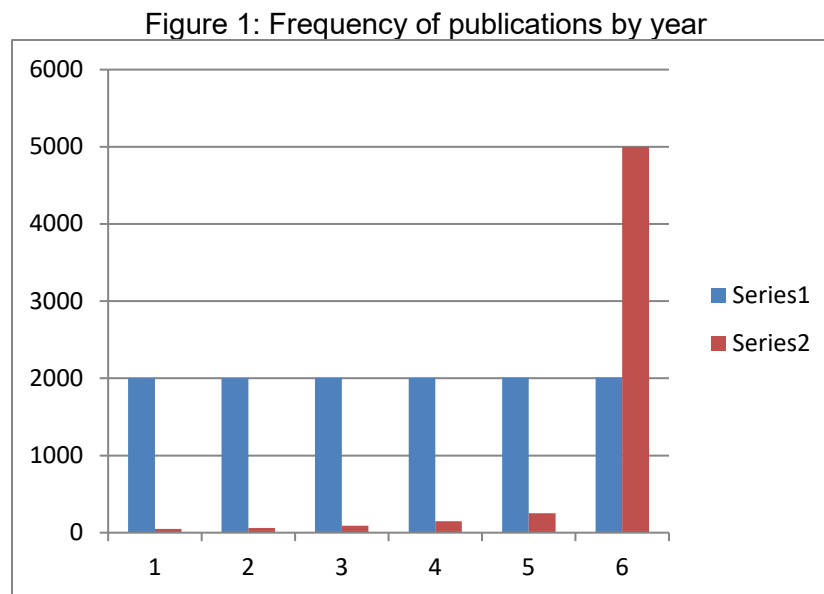
This stream assumes managers make decisions as efforts to appease many people who he or she sees as being part of the group. The insights from this stream focus not on how individuals process information to make information but more on how individuals interact and respond to outside pressures and how these interactions and responses shape their decisions [There are exceptions but we do not discuss them here]. Interactions between managers and their group members and responses by managers to their groups are therefore a further refinement of how the research to date in this stream can be analyzed.

Managerial Interactions with Groups

More text about this . . .

Managerial Response to Groups

More text about this . . . Figure 1 is a tabular summary of the frequency of work in this stream.



- Repeat formatting of sections and section titles until Full Paper is complete

HYPOTHESES/MODEL

More text about this . . . use subheadings as appropriate.

METHODS

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RESULTS

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DISCUSSION AND CONCLUSIONS

More text about this . . . use subheadings as appropriate.

REFERENCES

References available upon request.