

How to [do research to] Publish in Leading Journals?

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Abstract

Good research does not publish by itself. Research is a science but publication of research is an art. It requires disciplined reading and thoughtful planning. The path to publication is easier when we become familiar with the research community, its preferences and biases in order to position our contribution.

I will discuss my experience of cultivating habits that lead to good quality research and observations about actions you can take to improve the chances of success in publishing your research in leading academic journals.

Rajiv Kohli, Biography:

Rajiv Kohli is the John N. Dalton Memorial Professor of Business at the Raymond A. Mason School of Business of The College of William & Mary, USA. Dr. Kohli received his PhD from the information systems management department of the University of Maryland Baltimore County. He has taught at the University of Notre Dame, Lehigh University, University of Maryland College Park, and University of Maryland University College where he was awarded the Teaching Recognition Award. Published studies have ranked Dr. Kohli among the top 20 MIS researchers worldwide. A recent study ranked Dr. Kohli's research as the most influential in the health information technology discipline in the past 20 years.

Dr. Kohli has held visiting positions at the MIT Sloan School of Management, National University of Singapore, City University of Hong Kong, as an Erskine fellow at the University of Canterbury, New Zealand. He was a visiting Gillings Fellow at the Judge Business School, University of Cambridge, England.

Dr. Kohli has worked or consulted with IBM Global Services, SAS Corporation, United Parcel Service, Encana Oil & Gas (USA) Inc., AM General, MCI Telecommunications, Westinghouse Electronics, Wipro Corporation and Godrej Industries, in addition to several healthcare organizations. Dr. Kohli has

served on the Board of Trustees of The Montessori Academy at Edison Lakes, Mishawaka. Prior to joining full-time academia, he was a Project Leader in Decision Support Services at Trinity Health.

Dr. Kohli's research is published in *MIS Quarterly*, *Management Science*, *Information Systems Research*, *MIS Quarterly Executive*, *Journal of Management Information Systems*, *Journal of Operations Management*, and *Decision Support Systems*, among other journals. He is a coauthor of the book *The IT Payoff: Measuring Business Value of Information Technology Investment*, (2002) published by Financial Times Prentice-Hall. Dr. Kohli has served as a Senior Editor for *MIS Quarterly* and is a member of editorial board of several international journals. He is an honorary Fellow of the Cambridge Judge Business School and a Research Associate at MIT Sloan Center for Information Systems Research.