

## Sample References

### Journal article

- Grady, J. S., Her, M., Moreno, G., Perez, C., & Yelinek, J. (2019). Emotions in storybooks: A comparison of storybooks that represent ethnic and racial groups in the United States. *Psychology of Popular Media Culture*, 8(3), 207-217. <https://doi.org/10.1037/ppm0000185>
- Peasley, M.C., Hochstein, B., Britton, B.P., Srivastava, R.V., & Stewart, G. T. (2020). Can't leave it at home? The effects of personal stress on burnout and salesperson performance. *Journal of Business Research*, 117, 58-70. <https://doi.org/10.1016/j.jbusres.2020.05.014>

### e-book/book

- Sapolsky, R. M. (2017). *Behave: The biology of humans at our best and worst*. Penguin Books.
- Bell, E., Bryman, A., & Harley, B. (2019). *Business research methods* (5th ed.). Oxford University Press.
- Tschirhart, M., & Bielefeld, W. (2021). *Managing nonprofit organizations*. John Wiley & Sons, Incorporated. ProQuest Ebook Central. <https://ebookcentral.proquest.com/lib/qiupmy/detail.action?docID=836561>

### Conference paper

- Duckworth, A. L., Quirk, A., Gallop, R., Hoyle, R. H., Kelly, D. R., & Matthews, M. D. (2019). Cognitive and noncognitive predictors of success. *Proceedings of the National Academy of Sciences, USA*, 116(47), 23499–23504. <https://doi.org/10.1073/pnas.1910510116>
- Ahn, Yeonsin. (2021). *When is Organizational Culture More Replicable?* [Conference presentation]. Academy of Management Annual Meeting Proceedings 2021. <https://doi.org/10.5465/AMBPP.2021.1>

### Newspaper article

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#### Chapter in edited e-book/book

- Dillard, J. P. (2020). Currents in the study of persuasion. In M. B. Oliver, A. A. Raney, & J. Bryant (Eds.), *Media effects: Advances in theory and research* (4th ed., pp. 115–129). Routledge.
- Tzouramani, E., & Karakas, F. (2016). Spirituality in management. In de Souza, M., Bone, J., & Watson, J. (Eds.), *Spirituality across disciplines: Research and practice* (pp. 273-284). Springer International Publishing. [https://doi.org/10.1007/978-3-319-31380-1\\_21](https://doi.org/10.1007/978-3-319-31380-1_21)

#### Report by government agency

- National Cancer Institute. (2019). *Taking time: Support for people with cancer* (NIH Publication No. 18-2059). U.S. Department of Health and Human Services, National Institutes of Health. <https://www.cancer.gov/publications/patient-education/takingtime.pdf>
- Malaysian Bureau of Labour Statistics. (2021). *Labour demand: Changing of job vacancies trend impact of movement control order* (DOSM/MBLS/1.2021/Series 28). Department of Statistics Malaysia. [https://www.dosm.gov.my/v1/uploads/files/6\\_Newsletter/Newsletter%202021/DOSM\\_MBLS\\_1\\_2021\\_Series%2028.pdf](https://www.dosm.gov.my/v1/uploads/files/6_Newsletter/Newsletter%202021/DOSM_MBLS_1_2021_Series%2028.pdf)

#### Magazine article

- Hall, S. & Weale, S. (2019, April 2). Universities spending millions on marketing to attract students. *The Guardian*. <https://www.theguardian.com/education/2019/apr/02/universities-spending-millions-on-marketing-to-attract-students>
- Fotsch, B., & Case, J. (2017, July 11). The challenge of being a Theory Y manager. *Forbes*. <https://www.forbes.com/sites/fotschcase/2017/07/11/the-challenge-of-theory-y/#6100569b42da>