**Paper Title**

**(Cambria, 12 pt, bold, Capitalize Each Word; there is a 15 words limit)**

**John SMITH1, Jane DOE2** (Cambria, 10 pt, bold, only the family name with UPPERCASE)

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| --- |
| **Abstract:** The Abstract should engage the reader by telling him/her what the paper is about and why they should read it. The authors must make a clear statement of the purpose of the paper and the research questions. It is also necessary to indicate the research design and methodology. The Abstract should then briefly describe the work to be discussed in the paper and give a concise summary of the findings. The Abstract should be limited between 250 and 300 words. |
| **Keywords:** lorem; ipsum; dolor; sit; amet. (Please provide between 5 and 7 keywords that closely reflect the content of the paper. List the keywords in order of importance.Please use semicolons to separate the keywords.) |

Introduction (**Cambria, 10 pt, bold**)

The main body of the text should be in Cambria, 10 pt, single-spaced and fully justified. Also, please leave a blank line between paragraphs and do not add another space between paragraphs (i.e., before or after spacing). Please use normal capitalization within the text and do not use boldface for emphasis. Italics are acceptable. All headings should use initial capitals only, excepting for use of Acronyms.

# Citations in text should follow the examples below:

"The effective organizational learning from crises requires intense cognitive processes of the managers "making-sense" of crises situations thus enabling changes in the core beliefs, values and assumptions of organizational members finally translated into sustained behavioural changes ..." (Pergel & Psychogios, 2013, p. 199).

Brătianu (2009) argues that knowledge is an intangible entity which is highly nonlinear.

Considering the research practice for investigating international business relationships of SMEs, further understanding of the range of influences and how they inter-relate is needed (Hampton & Rowell, 2013, p. 174).

Barnes, Leonidou, Siu and Leonidou (2010) found [Use as first citation in text]... Barnes et al. (2010, p. 43) consider [Use as subsequent first citation per paragraph thereafter]...

as Brătianu and Orzea (2013) demonstrated...

as has been shown (Adler & Kwon, 2002) ...

Several studies (Crane, Matten, & Moon, 2008; Ernst & Young, 2011; Frederick, 2006; Jamali, 2008; Zbuchea, 2013) ...

Allport's diary (cited in Nicholson, 2003).

Heading 1(**Cambria,** **10 pt, bold**; do not insert numbering bullets, just write the name of the heading with no numbers assigned)

Papers must have between 6,000 and 10,000 words in length, including abstract, figures, references and appendices. Before submitting your paper, please ensure that it has been carefully read for typographical and grammatical errors. If English is not your first language, please have your paper proofread by an English-speaking person. Papers will be returned if the standard of English (United States) is not considered good enough for publication. The proposal as .doc or .docx file should be directly submitted by email at [mdke@managementdynamics.ro](mailto:mdke@managementdynamics.ro). Papers must not be sent in PDF format and should not be zipped.

Please keep the page size as it is in the current template. Please do not insert other headers, footers or page numbers, do not use paragraph indents or tags. Do not insert bullets and numbering – instead of these, please insert a dash by hand. Do not refer to page numbers in your text as these will be changed. Do not use multiple columns.

Sub-Heading*(the name of the sub-heading is written with bold and italic fonts, no numbers assigned)*

The insertion of figures and tables is recommended since they are illustrative and facilitate understanding of the presented phenomena (Figure 1). Figures and tables should be placed as close to their reference point in the text as possible. All figures and tables must have titles and must be referenced from within the text.



Figure 1. ***Figure name (Cambria, 9pt. bold)***

*(UNCTAD, 2015, p.7)*

Images must be inserted as picture files (.gif, .jpg, .bmp, .pct, .png, .psd). If the paper is accepted for publication, you may be asked to supply the pictures as separate files (with the minimum resolution of 300dpi). By including the pictures in the proposal, the author(s) certify that they hold the rights for using that image.

# Heading 2 (Cambria, 10 pt, bold; do not insert numbering bullets, just write the name of the heading with no numbers assigned)

A table example is presented in Table 1. The main body of the table should be in Cambria, 10 points, single-spaced. Please try to organize the table so that all the information presented fits the space of the cell correspondingly. Please avoid dividing words on two different lines.

Table 1. Table name (Cambria, 10 pt, Bold, Italics, Single Spaced, Center)

|  |  |
| --- | --- |
| **Title column 1** | **Title column 2** |
| Main body | Main body |
| Main body | Main body |

Source: please mention all the sources (Cambria, 9 pt.)

# Conclusions

This section should also argue which is the originality of the paper. Authors are also encouraged to stress the practical implications of their research.

By submitting a paper, the author guarantees that s/he holds the copyright and the responsibility for the paper proposed. The submission also certifies that other publication permissions have been obtained by the author if the case (e.g. for data or images with copyright). It also attests to the originality of the work proposed for publication consideration.

**Acknowledgments** (Cambria, 9 pt.): You may insert acknowledgments in the paper if necessary before the references section. Acknowledgments are compulsory in the case the paper is developed based on an unpublished presentation to an academic conference, or when the paper is the result of a previous grant, etc.

References **(Cambria, 10pt.)**

The bibliographic and formatting standards to be considered: Publication Manual of the American Psychological Association (APA) (10 pt.). Providing all the information for the listed references is mandatory. Please be careful to include in the references the information marked with yellow, according to the source type (e.g., book, edited book, article in a journal, etc.). Please comply with the punctuation marks in the provided APA style examples. The reference list is strictly alphabetical and the sources are not structured on typology. For easier consideration, the examples below are structured.

Examples**:**

Articles:

Adler, P., & Kwon, S. (2002). Social capital: Prospects for a new concept. *Academy of Management Review*, *27*(1), 17-40. https://doi.org/xxxx

Barnes, B. R., Leonidou, L. C., Siu, N. Y. M., & Leonidou, C. (2010). Opportunism as the Inhibiting Trigger for Developing Long-Term-Oriented Western Exporter - Hong Kong Importer Relationships. *Journal of International Marketing*, *18*(2), 35-64. <https://doi.org/xxxx>

Brătianu, C. (2009). The Frontier of Linearity in the Intellectual Capital Metaphore. *Electronic Journal of Knowledge Management*, *7*(4), 415-424. <https://doi.org/xxxx>

Brătianu, C., & Orzea, I. (2013). Knowledge Strategies in Using Social Networks. *Management Dynamics in the Knowledge Economy*, *1(*1), 23-36. <https://doi.org/xxxx>

Hampton, A., & Rowell, J. (2013). An Evolution in Research Practice for Investigating International Business Relationships. *Management Dynamics in the Knowledge Economy*, *1*(2), 161-177. <https://doi.org/xxxx>

Perghel, R., & Psychogios, A. G. (2013). Making Sense of Crisis: Cognitive Barriers of Learning in Critical Situations. *Management Dynamics in the Knowledge Economy*, *1*(2), 179-205. <https://doi.org/xxxx>

Zbuchea, A. (2013). Are Customers Rewarding Responsible Businesses? An Overview of the Theory and Research in the Field of CSR. *Management Dynamics in the Knowledge Economy*, *1*(3), 367-385. <https://doi.org/xxxx>

Online articles:

Ellison, N., Steinfield, C., & Lampe, C. (2007). The benefits of Facebook “friends”: Exploring the relationship between college students’ use of online social networks and social capital. *Journal of Computer-Mediated Communication*, *12*(3), article 1. <http://jcmc.indiana.edu/vol12/issue4/ellison.html>.

Articles in online newspapers:

Giddens, A. (2012, January 12). In Europe's Dark days, What Cause for Hope?. *The Guardian*. <http://www.guardian.co.uk/world/2012/jan/25/anthony-giddens-europe-dark-days-hope>.

Books:

Aldag, R. J., & Stearns, T. M. (1991). *Management* (2nd ed.). South-Western Publishing. <https://doi.org/xxxx> or URL

Crane, A., Matten, D., & Moon, J. (2008). *Corporations and Citizenship.* Cambridge University Press. <https://doi.org/xxxx> or URL

Frederick, W. C. (2006). *Corporation, Be Good! The Story of Corporate Social Responsibility*. Dog Ear Publishing. <https://doi.org/xxxx> or URL

Kapferer, J. N. (2008). *The new strategic brand management*. Koogan Page. <https://doi.org/xxxx> or URL

Pînzaru, F. (2009). *Manual de marketing [Marketing Handbook]*. C. H. Beck. <https://doi.org/xxxx> or URL

Edited books:

Graham, P. (2006). Issues in Political Economy. In A.B. Albarran, S.M. Chan-Olmsted, & M.O. Wirth (Eds.), *Handbook of Media Management and Economics* (2nd ed., pp. 493–519). Lawrence Erlbaum Associates. <https://doi.org/xxxx> or URL

Pînzaru, F., Anghel, L.-C., & Galalae, C. (2013). The impact of state regulated liberalization on marketing strategies in Romania. In C. Brătianu (Ed.), *Strategica International Conference Proceedings* (pp. 224-240). Comunicare.ro. <https://doi.org/xxxx> or URL

Presentations at conferences:

Barroso, J. M. D. (2013). Speech by President Barroso on the outcome of the European Council meeting on the Multiannual Financial Framework of 7-8 February 2013. <http://europa.eu/rapid/press-release_SPEECH-13-130_en.htm>.

Dwyer, D., Barbieri, K., & Doerr, H. (1995). Creating a Virtual Classroom for Interactive Education on the Web. The Third International World Wide Web Conference. <http://www.igd.fhg.de/www/www95/>.

Reports:

Pew Research Center (2012). *Social Networking Popular Across Globe.* <http://www.pewglobal.org/files/2012/12/Pew-Global-Attitudes-Project-Technology-Report-FINAL-December-12-2012.pdf>.

Rainforest Alliance (2003). *Sustainable Tourism Stewardship Council: raising the standards and benefits of sustainable tourism and ecotourism certification*. Rainforest Alliance. URL

United Nations Conference on Trade and Development (2009). *The Global Economic Crisis: Systemic Failures and Multilateral Remedies*. United Nations Publications. URL

World Bank (2011). *KEI and KI Indexes: KAM 2009.* <http://info.worldbank.org/etools/kam2/KAM_page5.asp->.

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