

## DEAR COMPETITIVE SESSION PRESENTER:

We look forward to welcoming you to the AIB 2016 Annual Meeting in New Orleans! Thank you for your submission and congratulations once again on being selected for the conference program!

In preparation, I am sending some guidance with regard to the organization of the competitive sessions. While many of you are already very experienced at presenting conference papers, for others this will be a first time experience. In either case, I hope that you will find these suggestions helpful.

### 1. READ THE OTHER PAPERS IN YOUR SESSION

Please check the details of your session at <http://aib.msu.edu/events/2016/Program.asp> . Starting May 15th, you will be able to download the papers in your session by using the manuscripts' ID numbers written in parentheses in the detailed program. Please read the papers ahead of time. This way, each presenter can attempt in their presentation to link their papers to the other presentations for a more cohesive and stimulating session.

We also ask that you remain in the session in which you are presenting for the entire session, in courtesy to the other speakers, and again to ensure a more coherent session.

### 2. BRING A HANDOUT TO THE SESSION

You are strongly encouraged to bring 15-25 copies of a **summary** of your paper to the session as a handout. The handout should be just a sheet of paper with double-sided printing. No one wants to carry dozens of papers with them when they return home, but having a summary during the session can be very helpful to the audience in terms of understanding the paper. On the handout, present the key points of the paper, for example your slides or the Abstract, Hypotheses and Tables of Results. The paper title, author(s) and their addresses should be at the top, along with the session date and time. These handouts should be distributed by the chair and/or the authors before the session starts, with the extras left at the entry doors so that people coming in to the sessions can pick up a copy. Once the session is over, any leftover handouts should be collected by the session chair and/or authors and returned to the "Announcements and Handouts" booth at the Exhibit Hall. This will give an opportunity for all conference attendees to browse through leftover summaries for those sessions that they missed.

### 3. MANAGE YOUR PRESENTATION TIME

**All sessions are one hour and fifteen minutes (75 minutes) long.** Most sessions have 4 presenters. If each presenter takes 15 minutes, then there are 15 minutes left for discussion. Many session chairs will offer integrative comments at the end of all presentations, and it is important that you give the audience sufficient time to comment as well. Therefore, a good general rule of thumb is:

- Five papers: 12 minutes per paper
- Four papers: 15 minutes per paper
- Three papers: 20 minutes per paper

We ask that you keep to these time limits as closely as possible. It is highly unfair if one speaker takes up more than his/her allotted time and therefore reduces the time allotted for everyone else. The session chair will also be asked to control the time for all the presenters and ask you to stop if you run over your time limit. We suggest that you bring a watch, a stopwatch or small clock and use it to monitor your use of time!

#### **4. MAKE A QUALITY PRESENTATION**

Computers (running Microsoft Windows) and computer projectors will be available in all rooms. You simply need to bring your presentations in the form of a PowerPoint file on a USB Memory Stick. To figure out how many individual slides you can reasonably present within your time slot, divide the number of minutes you have by two (that is, if you have 15 minutes, prepare no more than 7 or 8 slides). Your slides should be printed in a minimum of 18-20 point font, (preferably in ARIAL as it is easier to read from a distance) in order for your text to be seen from the audience. We cannot control which fonts will be installed on these computers, so please do not use any fonts outside of Arial and Times New Roman (or other standard Windows fonts) to make sure your presentation looks as intended.

The Appendix below presents some specific suggestions for competitive session presenters in terms of WHAT TO present and WHAT NOT to present in the content of your presentation. It was originally presented at a workshop on improving the effectiveness of AOM sessions at The Academy of Management 1999 conference and has been adapted for AIB use.

#### **5. OTHER SUGGESTIONS WITH RESPECT TO YOUR PRESENTATION**

It is very helpful for session participants to meet 10 minutes BEFORE the session starts so that everyone can be introduced, the equipment can be checked, handouts distributed, and presentations uploaded on the computer, to avoid having to do this in the middle of the session itself. So, please arrive early for your own session. Your prompt appearance will relieve the chair of the anxiety of worrying whether you will be there or not. It also means the session can start on time.

It would be advisable to give your session chair your room number in the hotel or a mobile telephone number where you can be reached should an emergency occur. If that unwelcome emergency does occur and you cannot make the session, please let your session chair know as soon as possible. Please also inform the AIB Registration Desk at the conference so the information can be passed along to us.

#### **6. NO SHOWS**

In common with other academic associations, AIB enforces a “no show” policy, to maintain the integrity and quality of the conference. This policy requires that at least one author of each manuscript listed in your session must register, attend, and present at the designated session. You can find more about this policy at <http://aib.msu.edu/aboutnoshow.asp>. Therefore, we would like to ask for your assistance in informing us if a paper was not presented at your session. At the end of your session, please report any “no show”s to either the AIB staff at the Registration Desk, or via an email to [aib@aib.msu.edu](mailto:aib@aib.msu.edu).

Similarly, if for any reason you are unable to present your paper, please inform both your session chair and the AIB Secretariat *in advance of your session*.

I hope you find the above suggestions useful and I look forward to seeing you all in New Orleans!

Charles Dhanaraj, Program Chair  
AIB 2016 Annual Meeting  
[2016chair@aib.msu.edu](mailto:2016chair@aib.msu.edu)

## APPENDIX – The Role of the Presenter

\* Abstracted with permission from “Making AOM Sessions Exciting!” by Jing Zhou (Rice University) and Russ Coff (Emory). The report was based on an AOM workshop, August 8, 1999, Chicago, IL, where the panel members were the two co-authors of the report, Sally Blount-Lyon (Chicago), Michael H. Lubatkin (Connecticut), Karl Weick (Michigan) and Edward J. Zajac (Northwestern).

### PRESENTER:

The presenter's job is to “sell the paper” and convince the audience that it is worth reading. This requires emphasis of the contribution rather than a summary of all sections of the paper.

The following are some ideas for how authors can get the audience engaged and excited about the paper. Most practices in the “DON'T” column are standard procedure and the suggestions may seem radical. However, the object should be a presentation that *covers less* but makes a compelling argument that the paper *should be read*.

### PURPOSE OF PRESENTATION:

DO NOT: Present summaries of all sections of the paper.

DO: Present enough to tell the audience that the paper is worth a read – tell a good story. Focus on the contribution. Minimize discussion of sections that don't stress what is new and different.

### PRESENTATION FORMAT AND TIMING:

DO NOT: Save the punch line as a sort of surprise ending. Plan for 20 minutes in case there is extra time. Use small fonts or too many overheads.

DO: Consider starting with the conclusion and then explain why you reached it (e.g. methods/results). Provide a 1-page handout describing your contribution and key points. Plan for 10 minutes – it is easier to elaborate than to cut things out. Use fonts larger than 28 pt and no more than 10 overheads or slides.

### AUDIENCE INTERACTION:

DO NOT: Give a monologue describing your research.

DO: Create expectations that you expect active audience participation. Survey/work the audience before the session starts. Look people in the eye and talk to them (not at them). Identify places for audience input and ask questions. Consider using brief exercises or scenarios that draw on the audience's personal experiences/knowledge. Offer an interactive data analysis (“mess with the data”) by inviting the audience to make assumptions and suggest relationships to test.

### INTRODUCTION:

DO NOT: Focus on why you decided to do the study.

DO: Do focus on what is interesting and new about what you have learned. Do try to start off with a real-world analogy/story.

### THEORY:

DO NOT: Present a broad literature review (cites, etc.). Explain every arrow in a complex figure.

DO: State the problem, why it is interesting, and what you will add. Explain what is new in this model over past contributions.

### METHODS:

DO NOT: Describe the sample measures, and validation of instruments.

DO: Provide an overview of why the measures are linked to the theoretical construct. Establish face validity and assure that more rigorous methods were applied.

### RESULTS:

DO NOT: Present any tables with numbers.

DO: Present what was significant (+ and - signs). Explain what the data tell you - not tests. People can read the paper to get details.

### CONCLUSION:

DO NOT: Review each result and summarize what was significant.

DO: Answer broadly what we have learned and what needs to be done now. Urge the audience to read the paper for details.