A way to cite other works.

Use it:
- When you use a direct quotation from another author
- When you are quoting someone else's opinion or research

Interesting characteristic:
A simple parenthetical reference is made in the body of the text.

eg. "While information sharing between the private and public sector has improved since 9/11, sharing of information requires additional enhancements (Dacey, 2002)."

The post-quote addition indicates the way by which it is also known:
the author-date system.

What is it?

Elements
Examples...

Books
- Author(s) surname and date of publication in parenthesis, style as appropriate:
- Using bibliographic software
  As an example, EndNote can which can help you create bibliographies, by:
  - Organizing your references and formatting them according to a particular style.
  - Working directly within Microsoft Word and exporting and importing from EndNote.
  - Searching online bibliographic databases.

Chapters from an edited book
- Author(s) surname followed by initials
- Title of chapter
- (Ed.)
- In: Editor(s) / first name and surname / Year of publication / Publisher / Page range / Title of book / in italics

Journal Articles
- Author(s) surname followed by initials
- Year of publication
- Title of Journal in italics
- Title of article
- Volume number
- Page number

Electronic Source
- Author(s) surname followed by initials
- Year of publication
- Title of Website in italics
- Available from: followed by the web address (URL) / Date you accessed the website

Government or commercial reports
- Department's name
- Year of publication
- Paper number
- Publisher
- If paper is online put Available from: followed by the web address / Place of publication / Title of Paper in italics / Date you accessed the paper

Other points...

References following quote:
After the full stop for long, indented quotes. However, after the quotation marks and before the full stop at the end of a sentence.
E.g. National culture is "perhaps the broadest social context within which negotiation can occur" (Carnevale, 1995, p 310).
Use 1999a, 1999b, for example, where authors have published more than once that year.

You may want to refer to company or government documents. In which case, the organization may become the author and the form of entry would be:
1. Organization name
2. (year of publication)
3. Title of report
4. Publisher and place of publication (may be same as author)


Vroom's results (1960) were quite striking
The results (Vroom, 1960) were quite striking
- Two authors use and (not &)
- Three or more use et al
- String of references should list authors' names alphabetically, separating with a semi-colon.