

**INDUSTRIAL MARKETING AND PURCHASING (IMP) GROUP CONFERENCE 2023**  
**Rethinking the International Dimensions of Interaction, Relationships and Networks**  
**Alliance Manchester Business School, 22<sup>nd</sup> - 25<sup>th</sup> August 2023.**  
**Paper Submission Guidelines**

**Deadline for submission: 17 April 2023**

Submission will be via EasyChair – details will follow.

**Paper length: 8-pages maximum**

To avoid any issues with respect to self-plagiarism, your papers will not be made available to conference participants. However, we will be providing a book of abstracts.

**Paper format:**

- Submit a **separate title page** Including the title all the authors' details (affiliation, email) and the short 300-word abstract
- Paper (8 pages maximum)
  - Include the title. Do not include author names. Include the short 300-word abstract, main body and references
  - If submitting to a special track include the track name under the abstract
  - A4 paper size
  - Set the page margins to 1 inch (2.54 cm) all the way around
  - Include the paper title at the beginning of the paper (without author details)
  - Use a **sans serif font**, such as Arial, Verdana, Tahoma, Century Gothic, Trebuchet, Calibri, Open Sans
  - Font size should be 12 point
  - Single line spacing
  - Left-justify your text
  - Number the headings and subheading and use bold text
  - Use Harvard-style formatting when citing literature in the text and in the bibliography

Uploading your paper:

- Upload your paper either in word format or as a pdf file
- Do not include your name in the file name.

**Confirmation of acceptance: 31<sup>st</sup> May 2023**

**Final paper submission: 30<sup>th</sup> June 2023**