

JSCAN Guidelines for essays

In addition to our regular articles and book reviews, the *Journal of Strategic Contracting and Negotiation* welcomes and publishes essays.

Essays are shorter commentary pieces that aim to contribute insights, debates and critical discussion in the fields of contracting and negotiation, with an emphasis on the strategic aspects of these fields. Other areas can include procurement, sales, strategic relationships, conflict resolution and management and any other topic that fits the aims and scope of the journal. Our essays tend to be written by leaders in government, industry and university – but essentially we welcome essays from both established and emerging experts and leaders in their relevant fields.

Essays typically are conceptual in nature, but data can be used to support arguments as long as the data is of a nature and quality acceptable for publication. With our essays we especially welcome pieces from our non-academic audience, or essays written in collaboration between scholars and academics.

Your essay should be clear about its aims with an emphasis on the strategic relevance of your paper. It should speak to a general audience, and offer insights and ideas for the future. It could be a ‘call to arms’ for academics, industry leaders and or government to work together to address challenges in the area. It can be an essay on what the future of a field may look like and how we can prepare for it, and so on. It is recommended you contact one of the editors in chiefs to discuss your idea before hand.

Essays are single-blind reviewed by members of the editorial team. They should be approximately:

- 3,000 words in length
- 12 pt. font
- Use Harvard referencing where appropriate.

Remember that you are writing an essay for a quality academic journal read by thousands of academics and practitioners, and not a blog. These essays should be balanced, well articulated and argued, and should contain accurate and reliable facts, and well justified opinions.

Our essays attract interest and further questions from our readers so please ensure you provide full contract details to answer any questions.