

CALL FOR PAPERS
NATIONAL CONFERENCE IN SALES MANAGEMENT

San Diego, California
Wednesday, April 11 to Friday, April 13, 2018

NCSM is the premier international gathering of scholars, instructors, and practitioners interested in professional selling and sales management research and teaching. Sessions will begin Wednesday at 1:00 p.m. followed by a welcome event that evening. Sessions will continue through Friday afternoon with a special NCSM event Friday evening.

The conference consists of double-blind review competitive paper sessions, research roundtable sessions, sales education sessions, and a variety of special sessions devoted to connecting academia and practice. Cash prizes are awarded for best competitive papers, doctoral student paper, and teaching innovation presentation. For more information about the NCSM, please go to <http://www.ncsmweb.com> or contact the Program Chair, Prof. Lisa R. Simon, lsimon@calpoly.edu.

Submission Deadline: Tuesday, October 31, 2017

Submission guidelines are provided below and on the submissions website. **Follow them closely!**

COMPETITIVE PAPER SUBMISSIONS. Conceptual and empirical papers related to all aspects of professional selling and sales management are welcome. Papers which connect scholarship with practice and those which explore interesting new trends, directions and important developments in selling and sales management are especially encouraged. Papers should be submitted electronically at: www.ncsmweb.com/competitive. Authors of the competitive paper manuscript judged to be the top paper in terms of quality and relevance will receive \$500 as part of the Tanner, Honeycutt, and Erffmeyer Wessex PressAccessCapon Best Paper Award and receive special consideration for publication in the Journal of Selling. Session chair: Dr. Greg Rich at Bowling Green State University (garich@bgsu.edu).

DOCTORAL STUDENT SALES RESEARCH PROGRAM. Doctoral student papers (empirical or conceptual) related to any selling and/or sales management issue authored solely by current doctoral students in marketing or a closely related field are welcome. Attending author(s) of the best doctoral paper will be awarded a "2018 NCSM Doctoral Fellow" and receive a \$1000 research grant. Student presentations will be interspersed throughout competitive paper sessions. Papers should be submitted electronically at: www.ncsmweb.com/doctoral. Session co-chairs: Dr. Willy Bolander at Florida State University (wbolander@business.fsu.edu) and Dr. Nathaniel Hartmann at the University of Hawaii (nnhartma@hawaii.edu).

Note: Current doctoral students who attend the pre-conference doctoral session scheduled for 11 a.m. on Wednesday, April 11, 2018, will have their NCSM conference fees waived regardless of submission status.

BEST PRACTICES IN SALES EDUCATION SESSION. NCSM also highlights best practices in teaching providing a development opportunity for everyone that teaches sales-related classes. A portion of the schedule will be aimed at everyone wishing to develop, improve or refresh their sales teaching skills. The 2018 NCSM will again offer this very special session highlighting innovative sales pedagogies. The best teaching innovation presented at the conference will receive a \$1000 reward sponsored by The University Sales Center Alliance (USCA). Those interested in submitting a teaching proposal for consideration should submit their proposal electronically at: www.ncsmweb.com/education. Session Chair: Dr. Stacey Schetzle at University of Tampa (sschetzle@ut.edu).

SPECIAL SESSIONS. We encourage a wide variety of proposals for special sessions, which are a hallmark of NCSM. These can be focused on sales practice, academic research, bridging the gap between theory and practice, or even trips to San Diego-based businesses of interest. Proposals should be submitted electronically at: www.ncsmweb.com/special. Session chair: Dr. Stefanie Boyer at Bryant University (sboyer@bryant.edu).

HOTEL ACCOMMODATIONS – Town and Country Resort, San Diego, CA. Room Rates: \$156/night. Reservations: 800-772-8527 and reference Pi Sigma Epsilon National Convention – 2018. All reservations should be received by the Town and Country no later than March 16, 2018.

Submission Guidelines For All Papers
(please follow closely)

1. The complete paper should be submitted electronically at: www.ncsmweb.com to the appropriate session in Microsoft Word format **no later than Tuesday, October 31, 2017**.
2. **Please submit 2 files.** The first file should contain the complete manuscript **including** author information (names, affiliation, address, phone, fax, and email). The second file should contain the complete manuscript **without** author information.
3. Papers will be reviewed using a double-blind review procedure. Authors should avoid revealing their identities in the bodies of the papers. Manuscripts must include a single-spaced abstract not exceeding 100 words. The body of the paper should adhere to all the manuscript submission guidelines of the *Journal of Selling*. Maximum length is 30 double-spaced pages, including tables, exhibits, and references. Submissions that exceed 30 pages will be immediately returned to the author for appropriate editing.
4. Each submission will be evaluated on the importance and potential contribution of the sales topic, quality of conceptual development, sampling, methodology, and the managerial relevance of the results. Conceptual research papers and works-in-progress are highly welcome and encouraged.

Note: Submissions not accepted for the competitive paper session will be automatically considered for inclusion in the Research Roundtable session, which is an interactive, small-group discussion designed to give authors suggestions and feedback about their research. Authors should inform the session chair (Dr. Greg Rich, garich@bgsu.edu) if they prefer that their submission be considered exclusively for the Research Roundtable session – otherwise, the submission will first be considered for a competitive paper session.

5. To be considered for presentation at the conference and publication in the *Proceedings*, a paper or a similar version of it must not
 - (a) have been previously published,
 - (b) have been accepted for publication elsewhere,
 - (c) be under an advanced stage (second or higher round) of review publication elsewhere, or
 - (d) be submitted for review by another conference until such time as it is rejected from this conference.
6. At least one author of an accepted paper must:
 - (a) appear at the conference to present the paper,
 - (b) return a properly formatted version of the paper (formatting instructions will be provided to the authors of accepted papers from the Proceedings Editor) to the *Proceedings* editor for publication in the *Proceedings* in abstract or full paper version, and (c) pre-register for the Conference no later than when submitting the final draft of an accepted paper(s).