



University of Peloponnese
School of Human Movement and Quality of Life Science
Department of Sport Organization and Management

Guidelines for

Undergraduate Thesis



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Περιεχόμενα

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IMPORTANT INFORMATION FOR WRITING AN UNDERGRADUATE THESIS

1. Is the preparation of the undergraduate thesis (UT) mandatory?

The submission of the UT is mandatory for the students of the Department of Sport Organization and Management (DSOM) in order to graduate.

2. Should the UT be original?

The UT must be to some extent original, in the sense that it is a personal independent research project of the student.

3. What is the purpose of the UT?

The purpose of the UT is: a) to teach the student empirically the effort of writing a first major scientific paper and b) to prove his/her familiarity with the subject and his/her skills in the research process. The UT is an integral part of the whole educational process and is the product of continuous cooperation and communication of the students with their supervisors.

4. How does the process of preparing the UT start?

The students should choose the topic of the UT during the seventh (7th) semester of their studies by submitting their preference to their supervisor or academic advisor.

5. What can be the topic of the UT?

The topic of the UT is selected from subjects included in the Curriculum of DSOM and is proposed either by the students themselves in consultation with their supervisor, or the supervisor. The final title of the UT topic must be approved in advance by the UT supervisor.

6. What are the formal prerequisites for writing a UT?

Each UT must meet the minimum scientific requirements and the necessary academic preconditions. It must be typed (with double space), have a table of contents and follow the structure presented below. The information from the books and journals will be reported in the usual way (citations) and sources from the internet will be marked with an exact reference to a website (s) (see relevant section below). For the writing of the UT students must follow the instructions of the APA, 7th edition, which is presented briefly in the following pages.

7. What is the required size of the UT?

The UD from CHAPTER I to the last chapter should be between 8,000 - 10,000 words including notes / references and bibliography. Any Appendices are not counted in the maximum word limit. More details on the structure of the UT are provided in the following writing guide, which must be adhered to.

8. What is the process of preparing the UT.

In the first meetings of the student with the supervisor, the student presents a sample of his/her work (it is recommended to present CHAPTER I of the UT) and the supervisor gives specific instructions and feedback. When the work takes its first complete form, it is submitted for reading and further comments to the supervisor. Based on supervisor's comments the student submits the final form of the UT to the supervisor for final approval before the start of the examination period.

Therefore, the writing of the UT is done step by step with the supervision, cooperation, and approval of the supervisor at all its stages. Therefore, it is necessary to first submit to the supervisor an initial plan of the structure of the UT that will contain the title and CHAPTER I, so that timely observations, corrections, and suggestions are made, and the student knows in time if he/she moves inside or outside the prescribed framework. The same can be done at each subsequent stage of the UT. The procedure for submitting the UD after its completion is provided in detail in the Internal Operation Regulation of DSOM.

9. Plagiarism

"Plagiarism" means the illegal appropriation and publication of another person's (author) text, thoughts, ideas, or expressions and their presentation as one's original work. Forms of plagiarism can be: online, oral, written or otherwise.

According to the law and regulations of the University of Peloponnese and DSOM, plagiarism is a serious disciplinary offense, a misconduct of academic ethics as a morally reprehensible and criminal act and at the same time a violation of intellectual property rights. Plagiarism is punished with disciplinary sanctions and penalties but, at the same time, generates civil claims.

In particular, plagiarism is a complete departure from the principles of academic ethics and may involve a breach of existing copyright law. The plagiarism or concealment of the direct or indirect contribution of other persons to the respective object of scientific engagement or research is expressly prohibited, as well as a) the use of intellectual property of third parties and their appearance by students as their own, in case they should meet specific obligations in the context of either the teaching or research process, b) the presentation of works prepared in collaboration with other students, as an individual creation, c) the submission of part or all of work that has been prepared to meet specific teaching or research requirements in the past, it is resubmitted to meet other or new teaching or research requirements. Violation of the above implies severe disciplinary penalties for students who fall into these offenses.

If the supervisor approves the UT in its final form, he/she submits its grade to the Secretariat of DSOM. Otherwise, the UT is returned to the student for improvements. It is also retracted if a plagiarism offense is found.

In conclusion, it is strictly forbidden to copy large excerpts from other authors, because it is a crime of plagiarism. Any quotation of such text is made by observing the strict conditions

provided by the writing guide and in each case a copy-plagiarism check is done with special software available at the University of Peloponnese.

10. How students can communicate with their supervisor?

The communication of the students with their supervisor will be done mainly on the specified office days and hours that have been determined, either face-to-face in DSOM or electronically through supervisors' declared e-mail, skype account, Microsoft teams link or in urgent cases through their declared mobile phone number.

GUIDELINES FOR UNDERGRADUATE THESIS (UT)

The UT includes:

Front Cover (see Model below)

- ✓ Dedication (optional)
- ✓ Acknowledgements (optional)
- ✓ Abstract
- ✓ Contents (see Model below)
- ✓ Chapter I.
 1. Introduction
- ✓ Chapter II
 2. Literature review
- ✓ Chapter III
 3. Methodology – Research Design
- ✓ Chapter IV
 4. Results
- ✓ Chapter V
 5. Discussion
- ✓ Chapter VI
 6. Conclusions
- ✓ BIBLIOGRAPHY (References)
- ✓ APPENDICES

UNIVERSITY OF PELOPONNESE
SCHOOL OF HUMAN MOVEMENT AND QUALITY OF LIFE SCIENCE
DEPARTMENT OF SPORT ORGANIZATION & MANAGEMENT



UNDERGRADUATE THESIS

(8 lines space)

Title of the THESIS up to ten words and with font size 14 (times new roman or calibri)

(8 lines space)

Joshua Tree

Student number: 2018xxxxxxx

Sparta 202x

General Guidelines - Instructions

The whole Undergraduate Thesis (UT) must be written in font Times New Roman or Calibri. All text is in doubled space with font size 12. Where different formatting is required refer to this model. In page layout the margins are 3 cm on all four sides of each page. After the examination of the UT by the supervisor, the UT is submitted to the supervisor in one (1) paperback copy and one (1), electronic copy pdf format.

1. Front Cover

The following is written at the top of the cover:

1.

UNIVERSITY OF PELOPONNESE (size 18 points, strong)

SCHOOL OF HUMAN MOVEMENT AND QUALITY OF LIFE SCIENCES (size 16 points, strongly).

DEPARTMENT OF SPORT ORGANIZATION AND MANAGEMENT (size 14 points, intensively).

2.

Insert the emblem of the University. With bold capital letters (14 points), below the emblem, write "UNDERGRADUATE THESIS".

3.

At a distance of eight (8) blank lines, the "title of the UT" is written in bold (14-point size). The number of words contained in the title of the UT should not exceed 10.

4.

At a distance of eight (8) spaces, follows the "Full Name" of the undergraduate student with bold lowercase elements of 12 points and in the next row the student's number is indicated.

5.

Then at a distance of 10 rows, the place of headquarters of the Department and the year of filing of UT (SPARTA 201X) (size 12 points). Everything written on the cover is centered (see Model).

2. Title page and Supervisor

On page one (i) after the cover, only the title of the UT is indicated, with bold small 12-magnitude font in the center over two lines. On page two (ii) after the cover, in the middle of the second page the name of the supervisor of the thesis is indicated, with bold lower case size of 12, in the center in a space of two lines. The supervisor information includes his/her full name, affiliation, scientific field of supervisor. For example:

Supervisor

Antonios K. Travlos, Professor, "Sports Psychology and Motor Learning", Department of Sport Organization and Management, School of Human Movement and Quality of Life, University of Peloponnese.

3. Dedication page of the work

On page three (iii), in the upper right part it is written by the student the person (or persons) devoting their work (Times New Roman, 12 point lowercase, italic), which is optional).

4. Acknowledgments page

On page four (iv), any acknowledgment is written (title: bold capital of 14 size), of the people who helped to prepare the work (text: Times New Roman, lower case 12 size).

5. Abstract page

The word "ABSTRACT" should be in the middle of the page, 5cm. from the top. Your name follows beneath it and the title of the UT.

At the end of the abstract add 5 or 6 keywords describing the main features of the Thesis. Abstract is written in a single space and only in one paragraph with Times New Roman, 12 font size. The abstract is written in the past tense and should not exceeds 250-300 words. With the least possible waste of space is attempted to indicate the scientific gap covered by the study, the methods, the assumptions, variables, statistical analysis used, results and conclusions. The summary should be comprehensive, and the reader should be able to study it to understand what was performed by the author. For example:

EXAMPLE

ABSTRACT

Joshua Tree: The Impact of CEO Reputation on M&A Premium and Goodwill Impairment

With sustained growth of the market economy in China from 2011 to 2018, there is an increasing number of enterprises began to integrate their industrial chains vertically and horizontally through mergers and acquisitions and implemented diversified strategies to obtain competitive advantages in the increasingly drastic market competition. This tendency of incremental takeovers could result in high bid premium. Different from other assets, purchased goodwill is generated by the acquisition premium paid by the bidder companies to facilitate the completion of the transaction and there is a positive correlation between M&A premium and goodwill impairment in the subsequent financial period. Built on the above background, this dissertation seeks to justify the impact of CEO reputation on M&A premium and goodwill impairment according to evidence from Chinese listed firms. The literature review chapter reviews existing research results in detail and poses three hypotheses combined with the theoretical analysis. Subsequently, the paper selects applicable variables and defines the regression models for various assumptions to make descriptive statistics, correlation test, regression analysis and robustness test. The regression results in terms of Chinese listed companies during 2011-2018 supports the theoretical predictions well and the paper demonstrates the following conclusions. In the process of a business combination, CEO with distinguished reputation could drive down unconscionable bid premium due to their excellent professional capability and motivation to maintain their celebrity. After merger and acquisitions, a negative correlation demonstrated between CEO reputation and goodwill impairment. To solve this problem, companies could strengthen corporate governance as the dissertation has proved that it may suppress the destructive relationship between reputation and impairment loss recognized.

Keywords: CEO Reputation, Goodwill Impairment, M&A Premium

BEWARE: the abstract should be one-page length at maximum.

6. Content pages

On these pages (vi, vii, iix), the contents are listed, by mapping of each chapter on the corresponding page. The contents list all parts of the work, [except pages of the first part (cover page, title page, main supervisor, and dedication page of UT)]. We start with an acknowledgment page, an abstract page, List of Tables page, List of Graphs/Figures page, List of Images/Pictures page, List of Abbreviations page, List of Symbols, Chapter I Introduction up to the Appendix(-ces). The titles of Chapters are written in capital letters, while the titles of the subchapters (if any) are indicated in lower case and with a tab on the right (see the abovementioned example).

Attention: Each Chapter should start from a new page.

7. Lists of Tables, Figures, Pictures, and Abbreviations

These pages include the list of tables, figures and any other supplementary material is mentioned on the text and some chapters of the UT. Each table, figure, graph, or picture needs to have a title and proper numbering within the text and a relative caption below which explains the main features of the table or figure. Each table or figure must be self-explainable and provide the reader the required information to understand the main findings and discussion of the UT. All Tables and figures (pictures) must be included in the main text and not provide in the Appendices. Some examples are as follows:

LIST OF TABLES

Table	TITLE	Page
1	Sample selection procedure	25

LIST OF FIGURES

Figure	TITLE	Page
1	Time-series growth of profits	29

LIST OF PICTURES

Picture	TITLE	Page
1	The economic cycle	22

LIST OF ABBREVIATIONS

Abbreviation	TITLE
UT	Undergraduate Thesis

ATTENTION: in Academic Ethics and the avoidance of plagiarism.

PLAGIARISM

BEFORE YOU START WRITING THE UT, STUDY CAREFULLY THE FOLLOWING SECTION

What is plagiarism – definition

- Whatever reference to a work, words or original ideas, whether voluntarily or involuntarily, without the source being clearly mentioned.
- The use or close paraphrase of the language and ideas of others and the presentation of such as one's own.
- Absence of quotation marks (“...”) to show that phrases or paragraphs have been written by others.
- The use of invalid references.
- References to sources just in the bibliography, without citing them in the text.
- The word-for-word translation of foreign texts – paragraphs – sentences.
- Use of the “copy and paste” method for references.
- Extended reference to just one particular text, without differentiation.
- Falsification or making-up of information or data.
- The use of tables, charts, questionnaires and other aids without crediting their source.
- The reuse-rewriting of works that have already appeared to make it seem that they are new, original creations.
- A number of particular acts including: the buying, theft or borrowing of a work, the copying of a whole study or article from the internet or paying a third party to write a study passed off as one's own.
- Finally, the use of an original study in two or more subjects transgresses the code of academic integrity.

For more information about plagiarism see APA 7th edition (2020) or read the material in link <https://apastyle.apa.org/style-grammar-guidelines/citations/plagiarism>

The Main Text of a UT

CHAPTER I

1. INTRODUCTION

General notes on requisites:

- Presentation of the problem and the research approach adopted.
- A short, preliminary overview of the bibliography relating to the problem is carried out.
- Presentation of the theoretical foundation of the study, which contributes to the creation of appropriate research hypotheses and justifies the likely finds of the study (prevision of the theory or theories).
- References both to the importance of the study as well as its originality.
- Statement of the exact purpose of the study, at the end, in four or five lines.
- The research questions and /or the statistical hypotheses of the study.
- Mention at the end of this chapter of the limitations and boundaries of the study.
- Selection of the most important theoretical and functional terms and the most important terminology.

IMPORTANT NOTES for the first section of the introduction

The purpose of writing an introduction is to help the reader to comprehend the scientific foundation of the study. It defines the research problem and the approach adopted (even if the study is a review of literature). It is here that the scientific bibliography is presented, with research findings related to the problem, finishing with those that are most closely related to the study. The exclusive focus should be on previous studies, those that closely relate to the present one, rather than attempting to give a broad view of the whole area. If the study is a review the researcher draws on all of the studies carried out which relate to the research hypothesis (or hypotheses).

1.1 The theoretical basis of the research project

In this sub-chapter the theories relating to the concepts treated in the study are to be found. The theories and theoretical approaches should be treated with special care. Their correct presentation will help you to create the most suitable research hypotheses and to justify the findings of the study.

1.2 Nature and scope of the problem

The main aim, after locating a likely series of studies, is to decide which of them relate to the subject. This can be done by carefully studying recent articles, especially those with reviews of literature or meta-analyses. Once this has been done a careful reading will stimulate a number of ideas and questions (the creation of research hypotheses, or, in the case of a review UT, the development of research questions). In this sub-chapter the researcher-author shows how the

results of the study contribute to fill scientific gaps and deficiencies known as the “gap in knowledge”. That will be achieved by employing the most suitable argumentation drawing on the conflicting results of earlier studies relating to present subject and the limitations observed in them. It’s obvious that if the research-writer can manage to persuade the reader that the question under discussion has so far not been satisfactorily answered, it will enhance its significance.

NOTE: Here the scientific gap in knowledge that the study is attempting to fill must be shown in detail as well as the necessity as well as the originality of the study that follows from it.

1.3 The aim or purpose of the study

As already mentioned, when the research-writer composes his introduction and exactly defines the problem, the reader will perceive, on his/her own, the aim of the study, the expression of which doesn’t present any problem. Generally the aim is elusive and only shows the direction-field- with which we’ll deal.

1.4 Objectives of the study

After the aim is set the objectives of the study are listed. The objectives may vary in number. With the objectives the researcher specifies what s/he seeks with his/her research. The answer of questions relating to the objectives and research hypotheses listed below will give the overall answer to the aim of the study.

1.5 Research hypotheses or research questions

In this sub-chapter the hypotheses (research and statistical – null) or research questions (for review UT) are set out according to what the type and plan of the study requires. It should appear that whatever conclusions are drawn proceed quite naturally from what has gone before.

NOTE: If the reader finds some or all of these hypotheses to be surprising, taking into consideration all that has gone before, this shows that the introduction is structurally at fault and that it has failed to define the logic of the study.

1.6 Delimitations and limitations of the study

Every study has its delimitations which are likely to be insufficiencies or influences which either can’t be controlled or are the results of limitations established by the researcher, some of which refer to the aim of the study.

1.7 Definitions of terms

The most important theoretical and functional terms employed in the study are set down. Terms must be accompanied by references to the scientific bibliography (wherever necessary).

IMPORTANT NOTE: For more detailed instructions on writing this chapter you can refer to APA 7th edition (2020).

CHAPTER II

2. LITERATURE REVIEW

In this chapter the research-author summarizes all that is known about the scientific area that her/his study will cover. This forms the basic theoretical sub-structure required, especially for the substantiation of her/his research proposal, referring to many studies relating to the one in hand, which s/he has carefully read and registered the views of the researchers. In general this chapter consists of an extended discussion of the relevant literature (as up-to-date as possible). In particular:

- This chapter consists of an extended discussion of the relevant literature, as up-to-date as possible.
- It must, however, stay focused on the particular subject in question, limiting references to studies with more general conclusions.
- The inclusion of unnecessary detail must be avoided in descriptions of earlier studies.
- Emphasis should be put on related findings, relevant methodological subjects and to the most significant conclusions.
- Develop the research findings so that they are comprehensible not just to specialists but to the scientific community as a whole.
- Keep a critical distance to the studies and be prepared to actively question doubtful conclusions.
- If the theoretical basis of a study fails to be set out clearly in the introduction, a separate sub-chapter may be required in which the theory or theories related to the study are developed.

IMPORTANT NOTE: For more detailed instructions on writing this chapter you can refer to APA 7th edition (2020).

CHAPTER III

3. METHODS

The Method chapter describes in detail how the research was conducted, including conceptual and functional definitions of the variables used. The researcher-author must not forget that different types of research designs require different methods. A complete and well-structured description of the methods used allows the reader to evaluate the suitability of the methods as well as the validity and reliability of the instruments used in the research. But when UT is a literature review, then the researcher-author does not follow the structure below. In the chapter on the methodology of a literature review type of UT, the author clearly identifies the way of searching and selecting the scientific literature. Describes accurately and lists the electronic-Internet search sources, as well as all those sources he used to locate the literature used to write the UT. A research-type of UT usually comprises the following sub-headings.

3.1 Participants or Sample

Describes the characteristics of participants (gender, age, demographic information, etc.), the selection process, research methodology, size of sample, etc. For example:

For the scope of this research we accumulated data according to a questionnaire designed for Greek sport spectators of the Euroleague basketball championship. All the people that participated were enlisted in a broadly popular sports site, so as to complete a site-based questionnaire. Based on the various existent scales and studies this questionnaire was created (Kim & Trail, 2010). Participants were encouraged to reply to the survey solely on the basis that they had watched Euroleague Basketball and knew the tournament well. In general, 1704 questionnaires were collected, which were appropriate for evaluation. This database is the most thoroughly used in present bibliography taking into account prior associated studies. Regarding our sample characteristics, 94% of the respondents are males relative to 6% of the women who responded the survey with an average age of 30 years. A total of 44% of the respondents have a higher education degree and are medium income earners. However, only 38% of them have a family with children.....

3.2 Instrumentation (or Research instruments)

Describes the tools (means) of selecting the data drawn on, its reliability and validity, accompanied by suitable scientific references. In addition, wherever original or complicated tools (tests, questionnaires, experiments) these must be analytically described.

3.3 Procedures

Giving information about the way of selecting the sample, how they are attracted, instructions given about completing questionnaires or interviews or experiments, as well as the time required to carry out the study and the place where it was carried out. It should be written in a detailed manner, allowing the reader to understand clearly the whole course of the process (a step-by-

step approach). The writer describes the process in such a way that every researcher, following the procedure described, can repeat the whole of it in exactly the same way. For example:

In this present study, a questionnaire was used in order to collect data and it was based on older research and includes certain sport spectating features. Different existing scales were used in order to help define the measurement items in each sub-dimensions, but altered and/or modified accordingly (Brady & Cronin Jr, 2001; Ko & Pastore, 2005; Ko et al., 2011). The evaluation began in the content validity by researchers using a group of experts as well as a field test. The instrument was edited based on the group of experts' feedback. If items were identified as valid by experts at a percentage of 75%, they were kept. An English translation of the questionnaire into Greek took place after the researchers and a bilingual editor confirmed that all items and expressions conformed to proper use in both adaptations. Subsequently, back-translating the Greek version of the questionnaire into English verified consistency of content for the two questionnaires. The internal consistency was assessed by 120 students of the sports management department who had attended a professional sports event.....

3.4 Statistical analysis

Describing which are the independent variables (e.g., groups), the dependent variables (e.g., performance) and the type of statistical process (that utilized for every variable or for every research question/statistical hypothesis). Example:

In order to estimate the internal and external motivators and constraints that determine the fans choice to watch Euroleague matches, we followed the study by Kim and Trail (2010) and performed a principal component analysis with varimax rotation on the items that proxy for motivators and constraints. All extracted components had eigenvalues greater than 1.0 and the Kaiser Meyer Olkin (KMO) index was above 0.70 for all extracted components indicating an above adequate validity. Also we estimated a principal component referring to the fans intention to watch a Euroleague match during the following season, thus capturing the future intention for attendance. This factor has been used as the dependent variable on an OLS cross-sectional model with robust standard errors in order to control for the existence of heteroscedasticity in the error term. The analysis was performed using STATA 12.0. The functional form of the model is as follows:

$$ATTEND_INT_i = c + aPREV_ATTEND_i + bINT_MOTIVE_i + dINT_CONSTRAINT_i + e_i \quad (1)$$

where

ATTEND_INT is the principal component for future attendance intention

PREV_ATTEND is the number of matches that the fans have viewed during the previous season (capturing the impact of habit on the future intention).....

IMPORTANT NOTE: For more detailed instructions on writing this chapter you can refer to APA 7th edition (2020).

CHAPTER IV

4. RESULTS

This is the most important part of the research. The introduction, the literature review and the methodology explain why and how the study was conducted, but the results show whether what the researcher-author found is important and contributes to the production of new knowledge.

The writer has to know the followings:

- The results are written under separate Chapter in an order connected with their research hypotheses and statistical analyses (see methods section).
- Firstly, the descriptive statistics are written, mentioning Means and Standard Deviations for all of the dependent variables and all of the experimental conditions. If there is a lot of data only the most important need to be recorded in the results section, the rest are going into an appendix.
- Secondly, the differences between variables, the level of significance and the likely correlations between them are reported.
- So as to be more easily understood, the statistical indicators are written in italics, giving each indicator (*r, t, F, χ^2*) its degree of freedom (*df*), its significance (*p*), degree of influence (depending on the case effect size, η^2 , Partial η^2).
- If post hoc analysis is used by the research-author this should be mentioned (Bonferroni, Tukey, Scheffe, etc.).
- To aid comprehension the description of results is accompanied by tables, diagrams and illustrations.

NOTE: In this chapter the results of the statistical survey are PRESENTED, NOT DISCUSSED. Only the statistical (and non-statistical) findings are presented. It should also be noted that each different statistical method REQUIRES a different way of presenting data (See American Psychological Association (2020). *Publication manual of the American Psychological Association* (7th ed.). Washington, DC: Author.)

Presentation of Tables and Figures

The format of the Table is as follows. The title must render with exactly what is presented in the Table. Also, the Table is presented in one page and is located immediately after the paragraph that presents information relevant to the Table. For example when it is pointed out that "the mean values and the standard ones deviations are presented in Table X and are shown in Chart X ", reader expects to see the Table and / or the Chart on the same page or right next.

Table 1. Descriptive Statistics of Sample Variables

Variables	Mean	St.Deviation	Minimum	Maximum
ROA	-0.1272	0.2417	-0.9145	0.5273
SR	0.1571	0.3816	-0.8790	0.9572
BDSIZE	9.4925	7.1539	3	33
BIND	0.4660	0.2338	0.1000	0.9541
MOWN	0.4744	0.3960	0.0000	0.8965
IOWN	0.4899	0.4038	0.0000	0.9021
CEODUAL	0.9253	0.2631	0	1
SIZE	8.1705	1.7722	3.8887	12.9825
LEV	1.1097	1.9559	0.0428	11.1953
DLIST	0.1166	0.2374	0.0000	1.0000

Note: The sample includes data from 67 football clubs from 10 EU countries over the period 2005-2009. Seven clubs are publicly listed and 60 unlisted. ROA is the ratio of net income over total assets at the end of the fiscal year, SR is the solvency ratio estimated as after tax net income plus depreciation divided by total liabilities (short term and long term liabilities), BDSIZE is the total number of directors serving on the board, BIND is the ratio of independent directors to the total number of directors serving on the board, MOWN is the percentage of shares owned by the directors and managers, IOWN is the percentage of shares owned by institutional investors, CEODUAL receives (1) if the CEO is also the chairman of the board and (0) otherwise, SIZE is the natural logarithm of total assets at the end of the fiscal year, LEV is the ratio of total debt to common equity, DLIST is a dummy receiving (1) if a club is publicly listed and (0) otherwise.

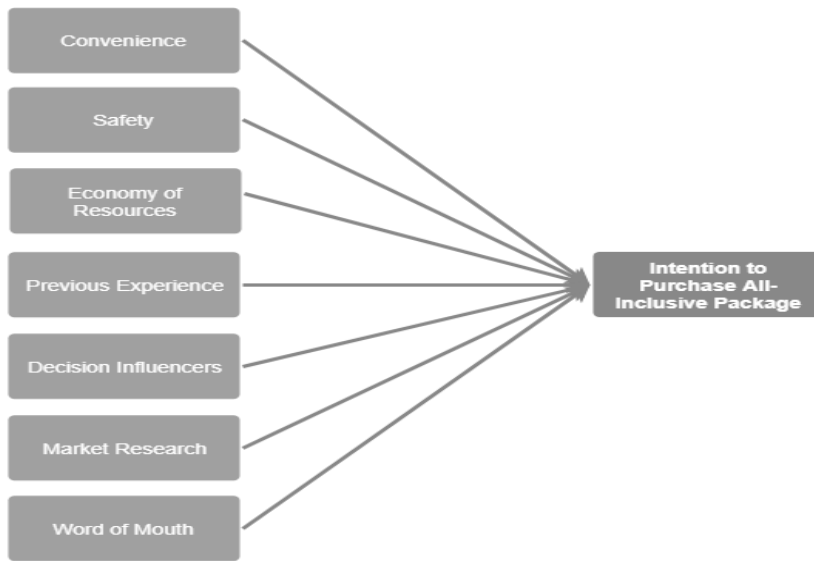


Figure 1. All- Inclusive Purchase Intention model. (Source: Author self-created image)

Review of literature UT: When the UT is a review of the literature, we omit CHAPTER IV - RESULTS and create CHAPTER IV - DISCUSSION (of course by changing the numbering of the following chapters). In the Discussion Chapter, the researcher-author discusses in detail the research findings presented in the literature review chapter and gives substantiated answers to the research questions raised in the introductory chapter (purpose of the work - research, research hypotheses or research questions).

IMPORTANT NOTE: For more detailed instructions on writing this chapter you can refer to APA 7th edition (2020).

CHAPTER V

5. DISCUSSION AND CONCLUSIONS

This chapter should always start with a statement of the aim of the study and a brief résumé of the results.

- After that the objectives of the survey are presented and are answered in the order they were placed in subsection “objectives of the study”.
- After that the null hypothesis or research hypotheses are presented and answered in the order they are placed in the subsection “research hypotheses or research questions”.
- It should also contain a justification of the findings, in accordance with the research hypotheses of the study and a comparison of the findings with other studies in the same area and with studies which arrive at different conclusions from the one in hand.
- This argumentation has the aim of putting over the originality and quality of the study in question, taking into consideration its limitations and shortcomings.
- The study’s statistical findings are justified (without presenting statistical indicators), according to existing studies and theories.
- Finally, unanswered research questions which could be the basis of future studies are posed, as well as mention of the practical value and application of the study results.

IMPORTANT NOTE: For more detailed instructions on writing this chapter you can refer to APA 7th edition (2020).

Important information about citations

Citations in Text

The citation of the used bibliographic references is done in two ways:

- 1) When the author is one, his / her last name is written, and the date of publication of the article or the book in parentheses follows. If the authors are two, their surnames are written in the order found in the publication. When the authors are more than 2, then, in all cases only the first surname is written with the abbreviation et al., when it is in parentheses, and et al. when it is out.
- 2) The author should pay attention to the citation method when in parentheses or in the running text. The **&** and the **and** in citation are part of the way of writing according to the APA style. In the text of the UT, in parentheses we use **&**, and out of parentheses we use **and**. In the References Chapter we use only **&** (See Tables 1 & 2).

Table 1. In-text citations (out of parentheses)

Author(s)	1st citation	Subsequent citations in-text
One author	Travlos (2020)	Travlos (2020)
Two authors	Travlos and Moudakis (2020)	Travlos and Moudakis (2020)
≥ three or more authors	Dimitropoulos et al. (2019)	Dimitropoulos et al. (2009)
Organizations recognized by their abbreviations	World Health Organization (WHO) (2021)	WHO (2021)
Organizations without abbreviation	University of Peloponnese (2005)	University of Peloponnese (2005)

Table 2. In-text citations (in parentheses)

Author(s)	1st citation	Subsequent citations in-text
One author	(Travlos, 2020)	(Travlos, 2020)
Two authors	(Travlos & Moudakis, 2020)	(Travlos & Moudakis, 2020)
≥ three or more authors	(Dimitropoulos et al., 2019)	(Dimitropoulos et al., 2019)
Organizations recognized by their abbreviations	(World Health Organization [WHO], 2021)	(WHO, 2021)
Organizations without abbreviation	(University of Peloponnese, 2005)	(University of Peloponnese, 2005)

IMPORTANT NOTE FOR WRITING THE UD

For the best preparation of the UT we recommend the students to consult the textbooks and the material of the modules of Research Methods and Statistics, as well the APA 7th edition (2020).

BIBLIOGRAPHY – REFERENCES

The bibliography has to be presented on the basis of the rules of the American Psychological Association (APA), 7th Edition. The bibliography starts on a separate page. The bibliography is an integral part of the study. It usually consists of a list of all the sources consulted during its composition. Only bibliographical sources used in the text are presented in the bibliography.

- The lining of every reference is complete.
- Put into alphabetic order, according to the surname of the first author.
- Bibliographical references should not be divided but put together in the same alphabetical list regardless the language.

It should be written in doubled space with font size 12. The first line of every reference should be aligned to the left margin and for the following lines apply a hanging indent of 1.27 cm to each reference list entry (space similar to the one created by the tab key).

EXAMPLES FOR WRITING CORRECTLY THE REFERENCE LIST

FOR SCIENTIFIC JOURNAL:

Mahar, M. T., Murphy, S. K., Rowe, D. A., Golden, J., Shields, A. T., & Raedeke, T. D. (2006). Effects of a classroom-based program on physical activity and on-task behavior. *Medicine and Science in Sports and Exercise*, 38, 2086–2094.

Martens, R. (1971). Anxiety and motor behavior: A review. *Journal of Motor Behavior*, 3, 151–179.

Sibley, B. A., & Etnier, J. L. (2003). The relationship between physical activity and cognition in children: A meta-analysis. *Pediatric Exercise Science*, 15, 243–256.

In cases where there is a Digital Object Identifier (DOI) the author after the period (.) includes the paper's DOI (for instance doi:10.1037/0278-6133.24.2.235).

Travlos, A. K. (2009). Effects of submaximal steady-state aerobic exercise and fitness in random number generation test. *Biology of Exercise*, 5(2), 45-54. doi.org/10.4127/jbe.2009.0029

BOOKS:

Coakes, S., & Steed, L. (1999). *SPSS analysis without anguish*. New York, NY: John Wiley & Sons.

Foster, J. (1998). *Data analysis using SPSS for windows*. London, UK: Sage.

French, E., & Lehsten, N. (1973). *Administration of physical education for schools and colleges* (2nd ed.). New York, NY: The Roland Press.

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BOOK CHAPTERS:

Marcoen, A. (1999). Social development. In Y. V. Auweele, F. Bakker, S. Biddle, M. Durand, & R. Seiler (Eds.), *Psychology for physical educators* (pp. 293–320). Champaign, IL: Human Kinetics.

Tomporowski, P. D. (2006). Physical activity, cognition, and aging: A review of reviews. In L. W. Poon, W. J. Chodzko-Zajko, & P. D. Tomporowski (Eds.), *Active living, cognitive functioning, and aging* (pp. 15–32). Champaign, IL: Human Kinetics.

DOCTORAL DISSERTATIONS:

When we have a doctoral thesis and not retrieved it from a website:

Jamienson, L. (1981). *A competency analysis of recreational sports personnel in selected institutional settings* (Unpublished doctoral dissertation). Indiana University, Indianapolis, IN, USA.

When we retrieve the Dissertation or Thesis from a website:

Johnson, S. (2004). *Financial variables and merger premiums: Evidence from bank mergers*.
Available from ProQuest Dissertations and Theses database. (UMI No. 3025476)

When we use an abstract of the thesis:

Cannon, C. (2004). *Does moral education increase moral development? A reexamination of the moral reasoning abilities of working adult learners*. Dissertation Abstracts International: Section A,61(12), 4851A. (UMI No. 9999321)

PUBLICATION IN CONFERENCE PROCEEDINGS:

Gibson, C. C. (2005). Impact of the larger social context on the distance learner. In S. Allsop (Ed.), *International Council for Distance Education: One world many voices: Quality in open and distance learning* (pp. 279-282). Chicago: Milton Keynes.

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Hoeber, O., Riemer, H., Oorsch, K., & Hoeber, I. (2005). *The application of web-based survey research methods to longitudinal designs* (Abstract). North American Society for Sport Management Conference, Regina, Saskatchewan, Canada. June 2-5.

ELECTRONIC AND DIGITAL DOCUMENTS:

The Rolling Stones. (1986). *Hot Rocks 1964-1971* [CD].

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CBS Evening News. (1998, September 17). New York: CBS.

OTHER SOURCES:

Raulin, M. L., & Graziano, A. M. (2004). *Student Resource CD to research methods: A process of inquiry* [CD-ROM]. Boston: Allyn and Bacon. (Included free with the textbook)

Hall, M., & Robinson, D. (1998). *The human brain* [CD-ROM]. New York: Springer-Verlag Electronic Media.

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Article in a website or URL (printed and online)

Ku, G. (2008). Learning to de-escalate: The effects of regret in escalation of commitment [Electronic version]. *Organizational Behavior and Human Decision Processes*, 105(2), 221-232. doi:10.1016/j.obhdp.2007.08.002

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Moerman, D. E. (2003, June). "Placebo" versus "meaning": The case for a change in our use of language. *Prevention & Treatment*, 6(1). doi:10.1037/1522-3736.6.1.67c

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Colvin, G. (2008, July 21). Information worth billions. *Fortune*, 158(2), 73-79. Retrieved from Business Source Premier database.

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Cumming, J., & Maxwell, G. (1999). Contextualising authentic assessment. *Assessment in Education: Principles, Policy & Practice*, 6 (2). Retrieved September 30, 2004, from <http://www.articleplace.org/84567.html>

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File or article available on a University's website

Victor, N. M. (2008). Gazprom: Gas giant under strain. Retrieved July 2, 2008, from Stanford University, Program on Energy and Sustainable Development Web site: http://pesd.stanford.edu/publications/gazprom_gas_giant_under_strain/

Full website

Witchcraft In Europe and America is a site that presents the full text of many essential works in the literature of witchcraft and demonology (<http://www.witchcraft.psmedia.com/>).

Blog article (op-ed)

Arrington, M. (2008, August 5). The viral video guy gets \$1 million in funding. Retrieved from <http://www.techcrunch.com>

For more information on alternative ways for proper referencing (newspapers, magazines etc.), the reader is advised to refer to Chapter 9 of the following book:

American Psychological Association (2020). *Publication manual of the American Psychological Association* (7th ed.). Washington, DC: Author.

Examples of a reference list from a published article that is formed according to the APA guidelines:

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APPENDIX

The word APPENDIX or APPENDICES is written in the center of the page with capital letters of 14 points. In the center of the next page is written APPENDIX A and from below the title of the Appendix. The Appendix is attached to the next page. The same procedure is followed for all Appendices.