

Secondary Research

UBC SAUDER
SCHOOL OF BUSINESS

DIBS
Decision Insights for Business & Society

Continuing Business Studies



Tips for Academic Literature Reviews

Recommended Sources

Databases to Search

- **Google Scholar** (<https://scholar.google.com/>): Similar to Google Search, but returns academic articles as results. See the next several slides for pro search tips!
- **SSRN** (<https://www.ssrn.com/>): Open-access versions of journal articles and working papers.

Note: Many academic journals are behind paywalls. Check SSRN for an open-access version of the paper. If no open-access version is available, email the program TA to request the article.

Specific Sources to Explore

- [Behavioural Public Policy](#)
- [Behavioral Science and Policy Association](#)
- [PLOS ONE](#)
- There are a wealth of journals exploring specific topics from the [Journal of Consumer Research](#) to [Psychological Science](#) to [Health Affairs](#) to [Transportation Research Part A](#) and beyond.

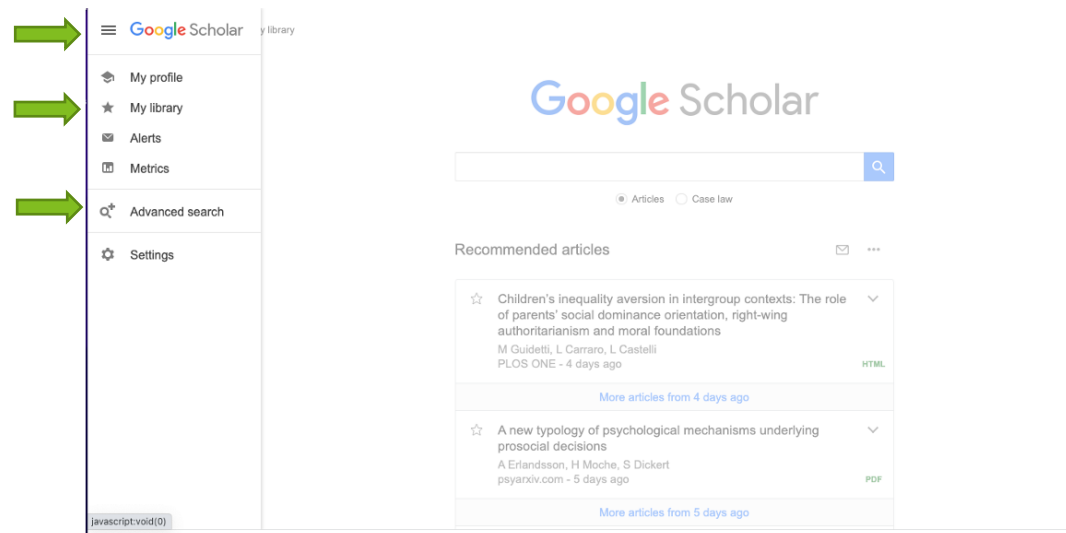
Using Google Scholar

- [Google Scholar](#) offers a simple way to search for scholarly literature across many disciplines and sources (e.g., articles, books, book chapters, conference proceedings, etc.).
- Once you are on the website, start by typing your keywords in the search bar (similar to Google Search).
- You can click on the search results to read the abstracts of the articles (for some, the full versions are available, too).
- Use the ‘**Cited by**’ tab under each item to find related articles. This feature shows you both how popular this article is and which later articles cite this original article.

The screenshot shows the Google Scholar search interface. The search bar contains the text 'retail atmospherics'. Below the search bar, the results are displayed in a list format. The first result is titled 'Retail atmospherics: The impact of a brand dictated theme' by J Foster and M McLelland, published in the Journal of Retailing and Consumer Services. The second result is 'The effect of retail atmospherics on customers' perceptions of salespeople and customer persuasion: An empirical investigation' by A Sharma and TF Stafford, published in the Journal of Business Research. The third result is 'Retail atmospherics and in-store nonverbal cues: An introduction' by D Grewal, AL Roggeveen, and NM Puccinelli, published in Psychology & Marketing. The fourth result is 'Influence of retail atmospherics on customer value in an emerging market condition' by I Kumar, R Garg, Z Bahman, and R Garg, published in the Great Lakes Herald. Each result includes a brief abstract and options to save, cite, or view related articles. Two green arrows point to the 'Cited by' links for the second and third results.

Using Google Scholar

- Use the **'Advanced Search'** feature (click on the three lines on the upper left corner of the page), to narrow down the publication dates and/or select specific journals you want to include in your search.
- You can also create your own 'libraries' for specific research topics and save your search results into those libraries to access them quickly at a later time.



Using Review Papers

- To get a quick grasp of papers published on a particular topic, search for review papers.
- A review article gives an overview (a literature review) of a specific subject. It offers a quick summary of previously published research on a topic.
- Many databases, including Google Scholar, allow you to restrict the search results to 'review articles' only (see below for an example of where you can find this filter on Google Scholar)
- Some academic (peer-reviewed) journals primarily publish review articles. Examples:
 - [Current Opinion in Behavioral Sciences](#)
 - [Current Opinion in Psychology](#)
 - [Consumer Psychology Review](#)



The screenshot shows a Google Scholar search for "economic abuse review". The search bar contains the text "economic abuse review" and a search icon. Below the search bar, it indicates "Articles" and "About 207,000 results (0.03 sec)". On the left side, there are filters: "Any time" (with sub-options: Since 2022, Since 2021, Since 2018, Custom range...), "Sort by relevance" (with sub-option: Sort by date), "Any type" (with sub-option: Review articles), and "Create alert". The main results area shows three entries:

- Economic abuse as an invisible form of domestic violence: A multicountry review** [PDF] sagepub.com
JL Postmus, GL Hoge, J Breckenridge... - ... Violence, & Abuse, 2020 - journals.sagepub.com
The predominant perception of intimate partner violence (IPV) as constituting physical violence can still dominate, particularly in research and media reports, despite research documenting multiple forms of IPV including sexual violence occurring between intimate ...
☆ Save 📄 Cite Cited by 115 Related articles All 11 versions
- Economic abuse within intimate partner violence: A review of the literature**
AM Stylianou - Violence and victims, 2018 - connect.springerpub.com
This article reviews the literature on the measurement of, impact of, and interventions for economic abuse within intimate partner relationships. Current assessment measures for economic abuse, along with estimates of the prevalence of economic abuse, are reviewed ...
☆ Save 📄 Cite Cited by 39 Related articles All 6 versions
- Economic abuse as a form of intimate partner violence: a literature review of the instruments and mental well-being outcomes** [PDF] researchgate.net
JHY Yau, JYH Wong, DYT Fong - Violence and victims, 2021 - connect.springerpub.com
Intimate partner violence (IPV) exists in various forms including physical, psychological, sexual, and economic. Although abundant literature documented the association between physical, psychological, or sexual violence with the associated mental well-being outcomes ...
☆ Save 📄 Cite All 8 versions

At the bottom, there is a book entry:

- [book] **Economic abuse in New Zealand: towards an understanding and response**
S Milne, S Maury, P Gulliver - 2018 - apo.org.au
... Through a unique action research process, this report provides an overview of what economic

Using ConnectedPapers

- [ConnectedPapers](#) is another useful tool for conducting lit reviews.
- Once you search for a paper, it creates a visual graph (similar to a word cloud) with related papers and their abstracts on the right side of the page.

The screenshot displays the Connected Papers interface. At the top, there is a search bar with the query 'nudge' and navigation links for 'Share', 'Follow', 'About', 'Feedback', and 'Donate'. Below the search bar, the title 'Nudge: Improving Decisions About Health, Wealth, and Happiness' is shown, along with buttons for 'Prior works' and 'Derivative works'. The main area features a network graph where nodes represent papers and lines represent citations. The nodes are labeled with author names and years, such as 'Thaler, 2008', 'Sunstein, 2003', 'Tversky, 1981', 'Kahneman, 1979', 'Frank, 2008', 'Kendall, 2010', 'Ariely, 2008', 'Adikison, 2008', 'Samuelson, 1988', 'Barbason, 1997', 'Durlo, 2002', 'Ariely, 2009', 'Wilson, 2007', 'Shang, 2009', 'Goldstein, 2008', 'Cialdini, 1991', 'Nolan, 2008', 'Abrahamson, 2007', 'Schultz, 1999', 'Abrasema, 2013', 'Germas, 2013', 'Almas, 2013', 'Aynes, 2000', 'Gillieham, 2014', 'Farrago, 2011', 'Farago, 2011', 'Gallagher, 2014', 'Viner, 2013', 'Anders, 2018', 'Aseaso, 2018', and 'Germas, 2018'. A 'Snow Off' button and a timeline from 1979 to 2018 are visible at the bottom of the graph. On the left side, a list of papers is shown with their titles, authors, and years. On the right side, the abstract of the selected paper is displayed.

Origin paper
Nudge: Improving Decisions About Health, Wealth, and Happiness
R. Thaler, C. Sunstein
2008

Nudge: Improving Decisions About Health, Wealth and Happiness
Richard V. Adikison
2008

Book Reviews:Nudge: Improving Decisions about Health, Wealth, and Happiness
R. Frank
2008

Predictably Irrational: The Hidden Forces That Shape Our Decisions
D. Ariely
2008

Social Norms and Energy Conservation
H. Allcott
2011

Nudge: Improving Decisions about Health, Wealth, and Happiness
Chris Arney
2015

A Room with a Viewpoint: Using Social Norms to Motivate Environmental Conservation in Hotels
Noah J. Goldstein, R. Cialdini, Vladas Griskevicius
2008

Normative Social Influence is Underdetected
J. Nolan, P. Schultz, R. Cialdini, Noah J. Goldstein, Vladas...
2008

The Persistence of Treatment Effects with Norm-Based Priming

Nudge: Improving Decisions About Health, Wealth, and Happiness
R. Thaler, C. Sunstein
2008
4255 Citations, 11 References

Open in: [Icons for various platforms]

A groundbreaking discussion of how we can apply the new science of choice architecture to nudge people toward decisions that will improve their lives by making them healthier, wealthier, and more free Every day, we make decisions on topics ranging from personal investments to schools for our children to the meals we eat to the causes we champion. Unfortunately, we often choose poorly. Nobel laureate Richard Thaler and legal scholar and bestselling author Cass Sunstein explain in this important exploration of choice architecture that, being human, we all are susceptible to various biases that can lead us to blunder. Our mistakes make us poorer and less healthy; we often make bad decisions involving education, personal finance, health care, mortgages and credit cards, the family, and even the planet itself. In Nudge, Thaler and Sunstein invite us to enter an alternative world, one that takes our humanness as a given. They show that by knowing how people think, we can design choice environments that make it easier for people to choose what is best for themselves, their families, and their society. Using colorful examples from the most important aspects of life, Thaler and Sunstein demonstrate how thoughtful "choice architecture" can be established to nudge us in beneficial directions without restricting freedom of choice. Nudge offers a unique new take-from neither the left nor the right-on many hot-button issues, for individuals and governments alike. This

Created on Dec 27, 2021

Additional Tips

The librarians at the David Lam Library at UBC Sauder School of Business have created a tailored guide for conducting and citing secondary research in Behavioural Insights: <https://guides.library.ubc.ca/behaviouralinsights>.

The guide includes research sources (peer-reviewed publications, databases, research centres, and open textbooks), media (magazines, blogs, podcasts, and videos), resources for special topics, secondary data sources, open source tools, and information on citing.



Tips for Cross-Jurisdictional Scans

Recommended Sources

Databases to Search

- [Behavioral Evidence Hub](#)
- [Behavioral Scientist](#)
- [The Behavioral Economics Guide](#)

Specific Sources to Explore

- [Abdul Latif Jameel Poverty Action Lab \(J-PAL\)](#)
- [Behavioural Economics in Action at Rotman \(BEAR\)](#)
- [Behavioural Insights Team](#)
- [BEWorks](#)
- [BC Behavioural Insights Group](#)
- [BI wiki](#) (includes working papers from UBC-DIBS and past capstone projects)
- [Center for Decision of Research](#)
- [Ideas42](#)
- [OECD: Behavioural insights](#)
- [Ontario Behavioural Insights Unit](#)
- [Wharton People Analytics](#)
- [WHO: Behavioural Insights](#)
- [The World Bank: Mind, Behavior, and Development](#)

What about baseline data?

Here are some websites to find background information about a problem and demonstrate the importance of the phenomenon (e.g., prevalence information, baseline data...etc.)

- [Pew Research Center](#)
- [Nielsen Insights](#)
- [Statistics Canada](#)



Citing Sources

APA Citation Style

- APA has a great, searchable blog with examples of how to cite most types of materials: <https://apastyle.apa.org/style-grammar-guidelines/references/examples/white-paper-references>