

Citing References: APA Style

References are indicated in the text by the author's surname and the year of publication. The sources are collected together at the end of the research paper/thesis presented in alphabetical order of authors.

APA STYLE

When writing up a piece of work, you will need to cite the bibliographical references of all documents you have used or to which you have referred. It is very important to be consistent and accurate when citing references because the references may need to be traced at a later date by someone else who reads your work. The same set of rules should therefore be followed every time you cite a reference. References need to be cited in two different places: first, at the point at which a document is referred to in the text of the work; second, in a list at the end of the work.

CITATION IN THE TEXT

All statements, opinions, conclusions, etc. taken from another writer's work should be acknowledged, whether the work is directly quoted, paraphrased or summarized. In the APA Style, cited publications are referred to in the text by giving the author's surname and the year of publication in one of the forms shown below:

- If the author's name occurs naturally in the sentence, the year is given in parentheses: In a recent study Harvey (1993) argued that ...

- If the name does not occur naturally in the sentence, both the name and year are given in parentheses: A recent study (Harvey, 1993) shows that ...
- When an author has published more than one cited document in the same year, these are distinguished by adding lower case letters (a,b,c, etc.) after the year and within the parentheses: Johnson (1989a) discussed the subject ...
- If there are two authors, the surnames of both should be given: Matthews and Jones (1992) have proposed that ...
- If there are more than two authors, the surname of the first author only should be given, followed by *et al* in italics or underlined: Wilson *et al* (1993) conclude that ...

ELEMENTS TO INCLUDE IN THE LIST OF REFERENCES AT THE END OF A WORK

Bibliographical references describing the documents cited are given in a list at the end of the text. In the APA Style, the references are listed in alphabetical order of authors' names. If you have cited more than one item by a specific author, they should be listed chronologically (earliest first), and letter (1993a, 1993b) if more than one item has been published during a specific year. Each reference should use the elements and punctuation given in the following examples.

Reference to a book

Elements to cite:

- Author's surname, initials
- Year of publication
- Title in italics or underlined
- Edition (if not the first)
- Place of publication
- Publisher
- White, R. (1988). *Advertising: what it is and how to do it.* (2nd ed.). London: McGraw Hill.

Reference to a contribution in a book

Elements to cite:

- Surname of contributing author, initials
- Year of publication
- Title of contribution followed by the word *In:* which should be in italics or underlined
- Author or editor of publication, (initials, surname) followed by Ed. or Eds. in parentheses, if relevant
- Title of book in italics or underlined
- Edition (if not the first) or volume number if part of a series
- Place of publication
- Publisher
- Year of publication of book
- Page number(s) of contribution
- Wright, P. (1986). Reactions to an Ads contents versus judgments of Ads impact. *In.* J. Olsen and K. Sentis (Eds.). *Advertising and consumer psychology.* Vol. 3. New York: Praeger, pp.108–117.

Reference to an article in a journal

Elements to cite:

- Author's surname, initials
 - Year of publication
 - Title of article
 - Title of journal (in italics or underlined)
 - Volume number and part number (with the latter in parentheses)
 - Page numbers of contribution
- Greco, A.J. and Swayne, L.D. (1992). Sales response of elderly customers to point-of-purchase advertising. *Journal of Advertising Research*, 32 (5), pp.43–63.

Reference to a conference paper

Elements to cite:

- Surname of contributing author, initials
- Year of publication

Title of contribution followed by the word *In*: which should be in italics or underlined

- Editor of conference proceedings (initials, surname) (if applicable) followed by Ed. or Eds. in parentheses.
 - Title of conference proceedings (in italics or underlined) including date and place of conference
 - Place of publication
 - Publisher
 - Page numbers of contribution
- Silver, K. (1989). Electronic mail: the new way to communicate. *In*: D.I. Raitt (Ed.), *9th international online information meeting, London 3–5 December 1988*, Oxford: Learned Information, pp.323–330.

Reference to a publication from a corporate body (e.g. a government department or other organization)

Elements to cite:

- Name of issuing body
 - Year of publication
 - Title of publication (in italics or underlined)
 - Place of publication
 - Publisher
- Independent Television Commission. (1991). *The ITC code of advertising standards and practice*. London: ITC.