

# How to write a graduation thesis ?



*Materials edited by Prof. Maurizio Zenezini*

Meeting with DEAMS undergraduate and graduate students.

Professors Maurizio Zenezini and Patrizia de Luca

Trieste, June 7, 2018



THREE-YEAR  
BA thesis



MA thesis

Differences  
and  
analogie  
similarities

What is a ?



Tractatus  
Logico-Philosophicus

By  
LUDWIG WITTGENSTEIN

With an Introduction by  
BERTRAND RUSSELL, F.R.S.

... not a treaty!

LONDON  
KEGAN PAUL, TRENCH, TRUBNER & CO., LTD.  
NEW YORK: HARCOURT, BRACE & COMPANY, INC.  
1922

15/06/2018

... it is not even a Dead Sea Scroll!



### ... so what?

... try to think of a **slim, readable report** (30 pages) on a topical issue...

... or to a **short essay on an analytical-theoretical topic**...

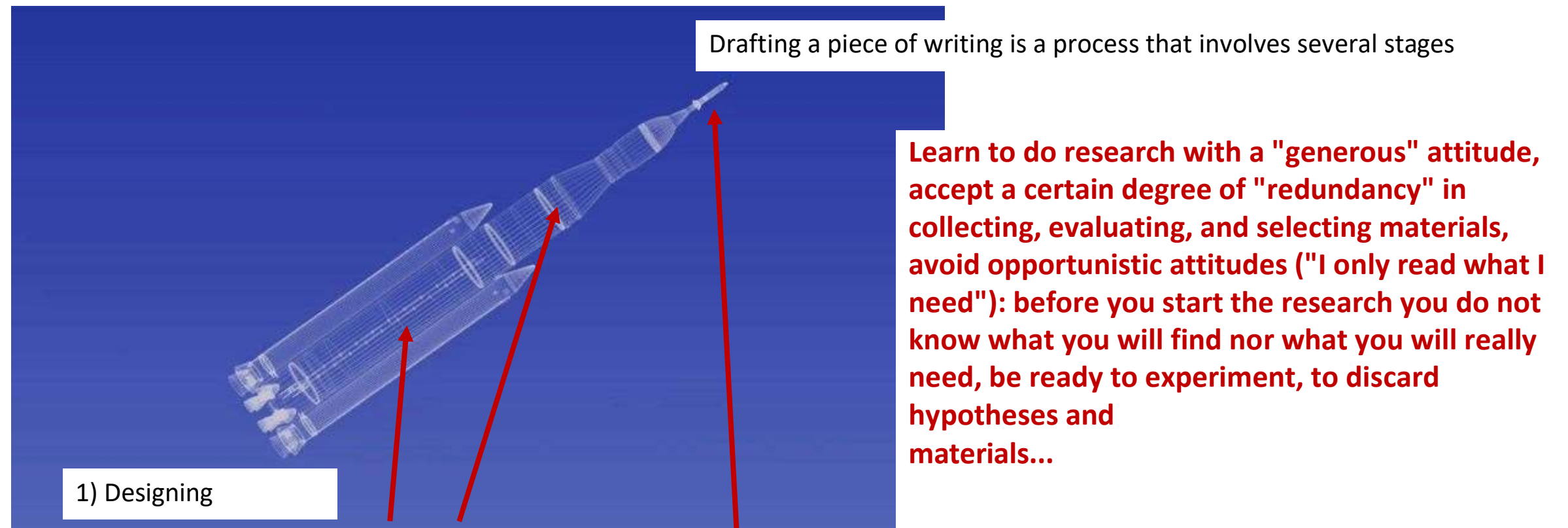
... or even to a combination of the two: **a short essay on a topic of topicality preceded by an analytical-theoretical framework**

### Identify the theme...

... sufficiently defined to be addressed in a compact exposure....

**Important tip:** Think about the thesis topic reasonably in advance.

Whatever theme is chosen it must be "localized" within a conceptual and empirical frame of reference; the "localization" phase uses materials that will almost certainly not be used in the development of the thesis...



2) Collection/evaluation of auxiliary materials ....

3) ... serving as fuel to carry your thesis into orbit ....

4) ... the only one that matters to the reader, who does not care about the stages that are lost in space....

5) ... which are, however, crucial for initiative to succeed....

Out of metaphor: approaching the topic of the dissertation some time in advance allows you to isolate the aspects relevant of the issues involved, to overshadow those non-essential aspects that nevertheless with1t5r/0ib6/u20i1s8cone to define the location of the problem.

## Choice of theme

**Immigration in Italy, from Aeneas to Syrian refugees: 3000 years of illegal landings**

... (better) than) (not

**Immigration in Italy over the past 15 years**

... can be done better...

**Immigration in Italy over the past 15 years: the impact on the labor market**

OK! Force the topic into a "enclosure" of connections where you can tame the theme directing your processing ...

Having chosen the topic, you ask yourself: what do I know about immigration in Italy (types of migrants, evolutionary profiles, figures)? What aspects of the labor market are important in relation to the topic Of immigration (employment, wages)? What aspects do I want to highlight in the thesis (does immigration tend to compress wages or not)?

You will benefit somewhat from having done laboratory activities on aspects related your chosen thesis topic: data processing, reading essays and preparatory reports will be good in the final stage of thesis preparation...



UNIVERSITÀ  
DEGLI STUDI  
DI TRIESTE

Department of Economic, Business, Mathematical and Statistical  
Sciences "Bruno De Finetti"

Bachelor's Degree in Economics, International Trade and Financial Markets

# OUTSOURCING.

## The effects in the labor market

**Graduate  
student**

Mario Rossi

**Speaker**

Prof. Luigi Bianchi

Connection outsourcing  $\leftrightarrow$  labor market Focus on  
outsourcing  $\rightarrow$  labor market

**Academic Year 2016 - 2017**



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# OUTSOURCING.

## New trends in furniture-furniture

**Graduate  
student**  
Mario Rossi

**Speaker**  
Prof. Luigi Bianchi

**Academic Year 2016 - 2017**



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# The furniture sector in the Pordenone district: from development to crisis

## Outsourcing as an engine of recovery?

**Graduate  
student**

Mario Rossi

**Speaker**

Prof. Luigi Bianchi

**Academic Year 2016 - 2017**



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# The theory of optimal duty

**Graduating  
student**

Mario Rossi

**Speaker**

Prof. Luigi Bianchi

**Academic Year 2016 - 2017**



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# Duties in international trade

## The Trump administration's protectionist measures

**Graduate  
student**

Mario Rossi

**Speaker**

Prof. Luigi Bianchi

**Academic Year 2016 - 2017**

## Writing the thesis

30-35 pages: many or few?

... still need to be organized ...

One possible pattern...

<b>Introduction</b>	2-3 pages
<b>First chapter</b>	14-15 pages
<b>Second chapter</b>	14-15 pages
<b>Conclusion</b>	2-3 pages

Another pattern...

<b>Introduction</b>	1-2 pages
<b>First chapter</b>	9-10 pages
<b>Second chapter</b>	9-10 pages
<b>Third chapter</b>	9-10 pages
<b>Conclusion</b>	2-3 pages

## *What is "a page"?*

- ☐ 500-600 words for a full page of text,
- ☐ on average 300-350 words per page (30-33 pages) including graphs, tables etc.

## Thesis writing □ Introduction

- 1) **The introduction is important:** it must convince the reader that your text is worth continuing reading
- 2) If you are **not** Marcel Proust (perhaps you are **not** Marcel Proust) start by avoiding leaning out from dizzying heights
- 3) There are many ways to learn to write most of do not work
- 4) Mostly you learn to write **by reading**: books, essays, articles, possibly **not** the garbage on the Internet

"For a long time, I went to bed early in the morning. Sometimes, as soon as I blew out the candle, my eyes would close so fast that I didn't have time to say to myself, 'I'm going to sleep.' And, half an hour later, the thought that it was time to seek sleep woke me up; I wanted to put down the book, which I thought I still had in my hands, and blow on the lamp; while I slept had not stopped reflecting on the things I had been reading just now, but the reflections had taken a somewhat peculiar turn; I seemed to myself what the book was about: a church, a quartet, the rivalry of Francis I and Charles V."  
(M. Proust, *On Swann's Side*)

*You may not be Marcel Proust, but, like him, you can read, without necessarily going to bed early, and reflect on what you have read....*

***You write a dissertation on outsourcing, so you start by reading some essays on the topic...***

## Introduction 1

Outsourcing, or production decentralization, is an industrial management practice by which companies seek to optimize the use of resources and reduce production costs by reallocating phases of production outside the enterprise.

...

In this sense outsourcing is a phenomenon that intersects different analytical perspectives...

...

Outsourcing is a phenomenon that is growing considerably, if you just consider that

still in 1980 only ...

In this paper we focus on the implications of outsourcing for the labor market.

...

...

In the first chapter we will examine the theoretical aspects of the phenomenon, highlighting both the relationships between decentralization and production structure and the multiple connections between "fragmentation of production" and the composition of labor...

In the second chapter we will examine the essential aspects of the phenomenon Comparing evolutionary profiles in some European countries...

In the third chapter, the analysis focuses on a case study....

*The introduction selects one of the aspects reported and indicates the path of the thesis*

## Introduction 2

Outsourcing today faces a crossroads. Many companies today do not simply decentralize specific stages of the "vertical" value chain, as was the case about 20 years ago, but follow strategies of "horizontal reorganization"-sometimes referred to as Business Outsourcing practices, as distinct from traditional Vertical Unit Outsourcing practices-in order to capture strategic advantages through "decentralization alliances." Although the drive for efficiency is always at the of firms' choices, new forms of outsourcing do not aim solely at cost reduction, but rather at the pursuit of strategic alliances capable of stimulating innovation and fostering market . The new forms of decentralization, are a challenge pushes companies to rethink the usual forms of management at the root.

**CITING/LITERATURE REFERENCES: HOW? WHEN?**

15/06/2018

*Object definition: emphasis on certain aspects of novelty or problematic junctions*



### Introduction 3

#### Bibliographical references

Outsourcing today faces a crossroads. Many companies today do not simply decentralize specific stages of the "vertical" value chain, as was the case until about 20 years ago, but follow strategies of "horizontal reorganization"-sometimes referred to as Business Outsourcing practices, as distinct from traditional Vertical Unit Outsourcing practices-in order to capture strategic advantages through "decentralization alliances" (Pinkus, 2010). Although the drive for efficiency is always at the heart of firms' choices, new forms of outsourcing do not aim solely at cost reduction, but rather at the pursuit of strategic alliances capable of stimulating innovation and fostering market penetration. The new forms of decentralization, Giorgio Verdi noted, "are a challenge that pushes firms to rethink the usual forms of management at their roots" (Verdi, 2008).

15/06/2018

*Bibliographic reference to support a relevant point*

*Citing an author (between "") to support a relevant point, to summarize an important juncture, to strengthen the text*

Better to quote whenever you make an important statement that is not of your own making (this is true of most statements and most people)! originality all costs! Originality, said Leopardi, is the most widespread thing in the world.

Carefully read the essays that are pointed out to you by teachers: to understand their **content** and to understand their **form**, adapting it to your needs

#### INTRODUCTION. A NEW PARADIGM OF HUMAN DEVELOPMENT

In 1942, when, in the midst of World War II, the Beveridge Plan appeared, the road to reconstruction, social progress and the perpetuation of democracy passed through the creation of a plan for social security by which to defeat want, disease, ignorance, misery and unemployment ("the five giants")(Beveridge, 1942). How much of that lesson is still valid today? Do progress and democracy still depend now on the existence of a social safety net? To answer these questions we need to understand whether in the globalized world social protection remains a basic tool for economic growth. There is ample theoretical and empirical evidence that welfare, society and the economy are intimately linked through complex and dynamic relationships (Stiglitz, 2001; Bores, 1999; Landolfi, 2001). If this is true, forms of social protection, the satisfaction of individual and social needs, and productive efficiency are not simply linked by a *trade off* in which social equity is against economic efficiency, and the more one seeks to improve the former, the more the latter is reduced.

Important reference:  
connects a theme to an author

Important reference: you address a topic that others before you have addressed. By recalling these authors you link back to an approach that you possibly share by pointing the reader to some references to place your work.

Carefully read the essays that are pointed out to you by teachers: to understand their **content** and to understand their **form**, adapting it to your needs

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#### Meaning of quotations/references

- 1) Allow the reader to "verify" your claims
- 2) Allow the reader to "place" your writing in a conceptual framework

Important reference: you address an issue that others before you have addressed with an approach that you possibly do not agree with.



## When to quote?

Empirical analyses of happiness are based on the "Cantril metric" that distinguishes (1) "levels of the standard of living"; (2) "degree of life satisfaction"; and (3) "overall happiness in individual experience" (United Nations, 2018, pp. 14-18).

According to Cantril's metric, used, for example, in Gallup and the University of Michigan's World Values Surveys, happiness is thus a "dual variable " which includes an emotional component and personal evaluation component.

15/06/2018

No citation for Tolstoy, too well known, but instead always cite your sources, the authors you refer to, whenever the reference/quote is to a theme/node you rely on.

Although there are no strict rules on "when quoting" *always* avoid copying or attributing parts of text from others (literal plagiarism).

*Also* quote when you paraphrase a text important to the thesis (conceptual plagiarism).

Cite the source from which you draw the relevant information ("Cantril metric"), but paraphrase freely the meaning of that information (which is certainly not, strictly speaking, the work of your own...

## 1. La disoccupazione nel lungo periodo

Nell'analisi della disoccupazione Pigou distingue tra equilibri di lungo periodo e (dis)equilibri di breve periodo.

La nozione di lungo periodo, come spesso accade nella tradizione marshalliana dalla quale proviene Pigou, è un costrutto artificiale dai vaghi contorni teorici.

Nella *Theory of Unemployment* – ma il tema era già stato esplorato da Pigou in *Industrial Fluctuations* e verrà ripreso in *Employment and Equilibrium* – la “disoccupazione di pieno impiego” è semplicemente fissata dall'intersezione della domanda e dell'offerta di lavoro, quest'ultima identificata con le persone “occupabili”. Quando Pigou invoca la metafora dell'equilibrio domanda-offerta intende ribadire che la “disoccupazione di pieno impiego” riflette *tutti* i fattori che determinano la posizione della domanda di lavoro, la dimensione della forza lavoro e i comportamenti delle maestranze, ovvero la tecnologia, la demografia e le istituzioni del mercato del lavoro.

Tradotta nel linguaggio della macroeconomia contemporanea, la “disoccupazione di pieno impiego” di Pigou assomiglia al tasso di disoccupazione naturale della tradizione Friedman-Lucas. Nelle parole di Friedman

The “natural rate of unemployment” [...] is the level that would be ground out by the Walrasian system of general equilibrium equations, provided there is imbedded in them the actual structural characteristics of the labor and commodity markets, including market imperfections, stochastic variability in demands and supplies, the cost of gathering information about job vacancies and labor availabilities, the costs of mobility and so on.  
(Friedman 1968, p. 8)

A personal point of view is expressed, but the reader sees that the author has drawn it from the texts cited...

Texts retrieved previously....

Long quotations preferably in a different body than the main text



## INTRODUZIONE

La questione delle disuguaglianze è stata lasciata a lungo ai margini del discorso politico. Ha pesato l'egemonia culturale a livello internazionale di un pensiero dove l'accentuarsi delle disuguaglianze all'interno di molti Paesi industriali e il permanere in altri è stato motivato con la necessità di accomodare e promuovere le diversità e incentivare l'impegno, cogliendo i limiti che su questo fronte aveva fatto registrare la soluzione socialdemocratica prevalente fino agli anni '70. La critica a modelli che spesso facevano prevalere trasferimenti compensativi e un *welfare* disattento alle diversità delle persone e dei luoghi era fondata, ma la "soluzione della disuguaglianza", oltre a essere una delle cause della crisi economica internazionale in atto, non si è neppure dimostrata capace di promuovere le diversità. Ha infatti spesso finito per premiare chi beneficia non tanto del proprio impegno quotidiano quanto delle circostanze, sociali e territoriali, della propria nascita. Dalla crisi economica, *dall'estendersi delle situazioni di disagio* è arrivata una spinta a riequilibrare nuovamente questa tensione e a ricercare politiche per l'inclusione sociale che mettano l'individuo nelle migliori condizioni possibili per vivere la vita che desidera.

(Bergson, 1998; Brancolini, 2000)

(Picketty, 2013; Stiglitz, 2015)

These are side themes of your work; references allow you to "close" these passages by indicating to the reader the places where they are extensively covered.

**T**he “American Dream” is a very broad concept with many meanings and certainly broader than any single statistic can measure. However, when the Economic Mobility Project (2009), supported by the Pew Charitable Trusts, conducted a nationally representative poll that asked Americans what they understood this phrase to mean, some typical answers included: “Being free to say or do what you want”; “Being free to accomplish almost anything you want with hard work”; and “Being able to succeed regardless of the economic circumstances in which you were born.” These meanings have historically not only made the American Dream a defining metaphor of the country, they are also likely a reason why Americans have been willing to tolerate a good deal more inequality of outcomes than citizens of many other rich countries. Bénabou and Ok (2001) have called this the “prospect of upward mobility” hypothesis, the idea that those with lower incomes are not especially strong advocates of redistributive policies because of the belief that they, or in the least their children, are likely to climb the income ladder.

Citation/Reference



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Footnote: Mostly footnotes include additions, additions, clarifications of passages contained in the text

<sup>1</sup>As Picketty and Saez (2013) mentioned, the argument that greater inequality promotes the growth is based on the "trickle down" theory, refuted by much research.



## Types of bibliographic references/citation

### INTRODUCTION. A NEW PARADIGM OF HUMAN DEVELOPMENT

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How much of that lesson is still valid today? Do progress and democracy still depend today on the existence of a social safety net? To answer these questions, we need to understand whether

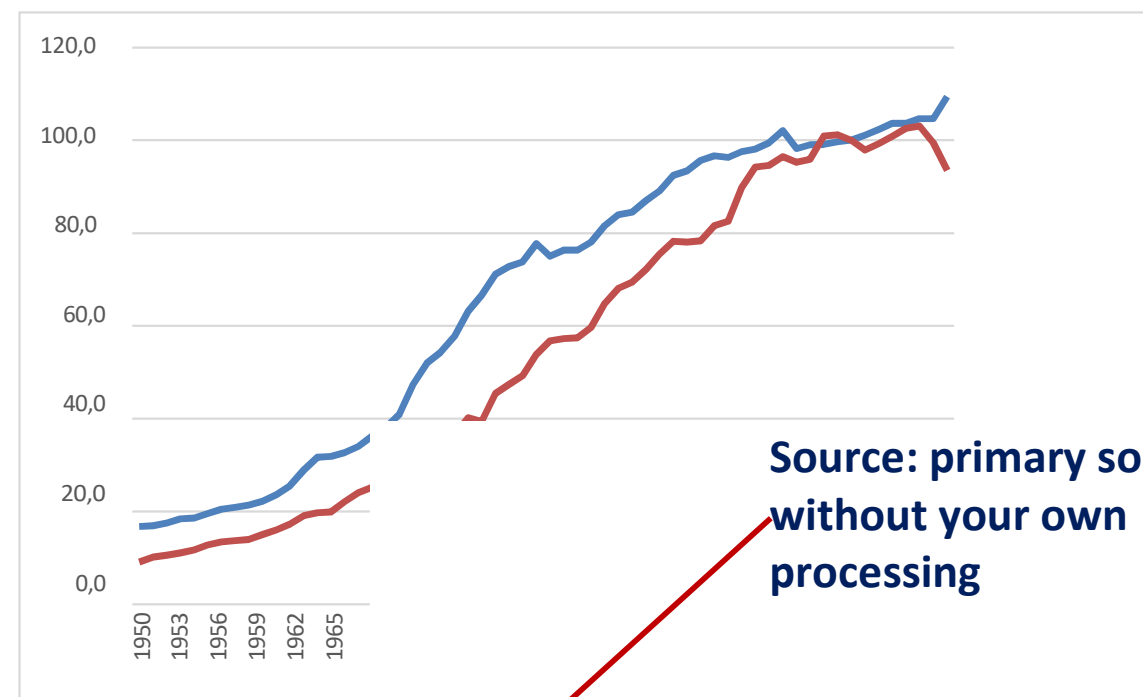
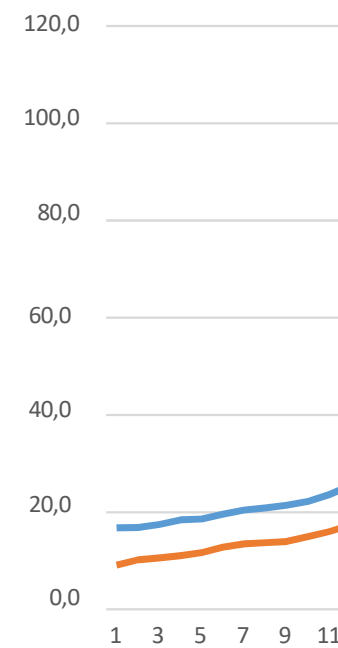
In today's globalized world, social protection remains a basic tool for economic growth. We know that welfare, society, and the economy are intimately linked through complex and dynamic relationships (Bores, 1999; Landolfi, 2001).<sup>1</sup> If this is true, forms of social protection, the satisfaction individual and social needs, and productive efficiency are not linked simply by a *trade off* in which, as World Bank economist Milanovic has observed, " social equity is pitted economic efficiency, and the more you try to improve the former, the more you reduce the latter" (Milanovic, 2005, p. 76).

**N. B. Authors/materials/sources should normally always be listed in the bibliography**

---

<sup>1</sup> Stiglitz (2015) provides a recent extensive survey of the relationships between welfare systems and dynamics, both in OECD and emerging countries.

**Figure 15**  
**Real hourly wages in the manufacturing industry (1)**  
*India and China, 1950-2009*

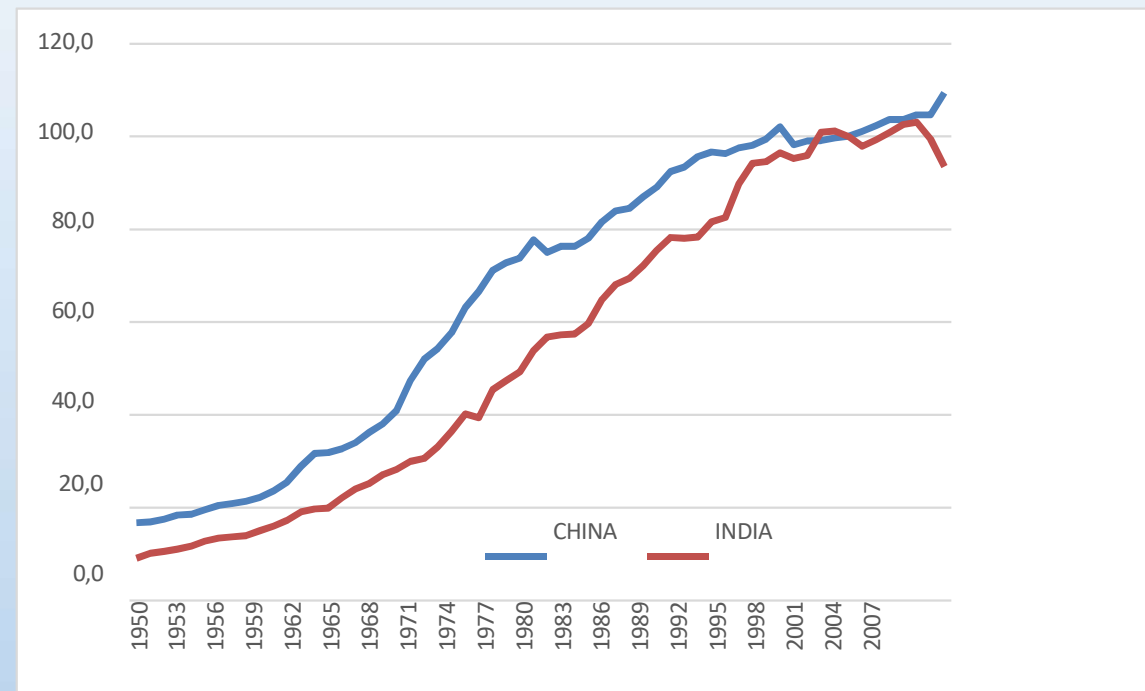


Source: primary source,  
 without your own  
 processing

1, gross earnings or  
 1991= 100  
 Source: ILO

consumer prices

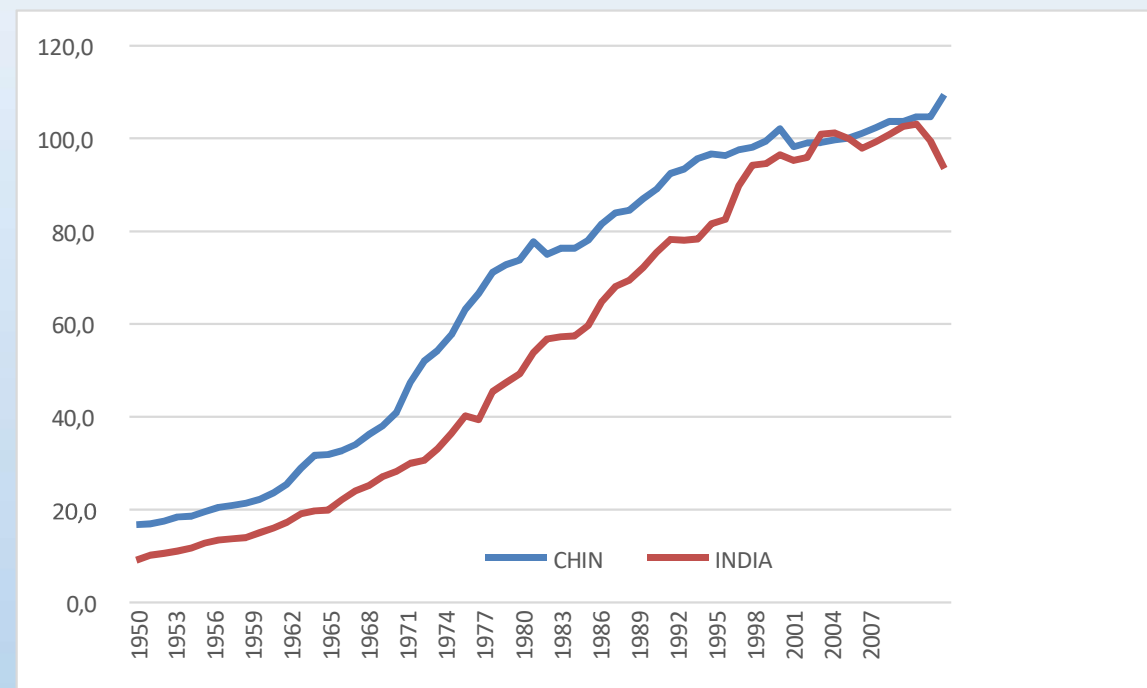
**Figure 15**  
**Real hourly wages in the manufacturing industry (1)**  
*India and China, 1950-2009*



Source: your elaborations on  
a primary source

1, Gross hourly earnings per manual worker deflated by consumer price index 1991 = 100  
Source: own elaborations on ILO data

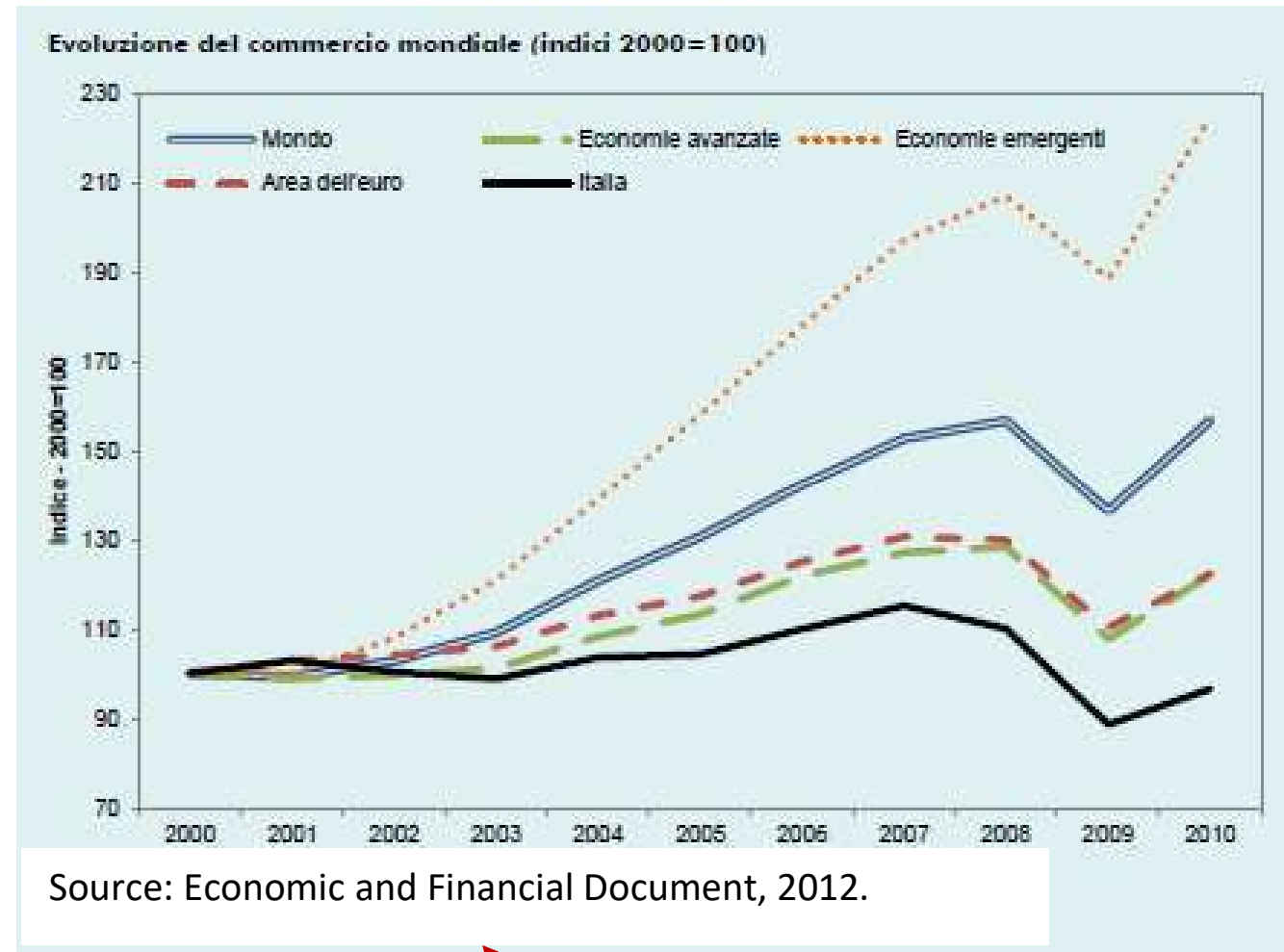
**Figure 15**  
**Real hourly wages in the manufacturing industry (1)**  
*India and China, 1950-2009*



Source: secondary source  
that you use without  
modification

1, Gross hourly earnings per manual worker deflated by consumer price index 1991 = 100  
Source: World Bank (2010), tab. 34, p. 180.

Distinction between **primary** and **secondary**  
sources



From the Italian government's *Economic and Financial Document*, for you a source quoting another source

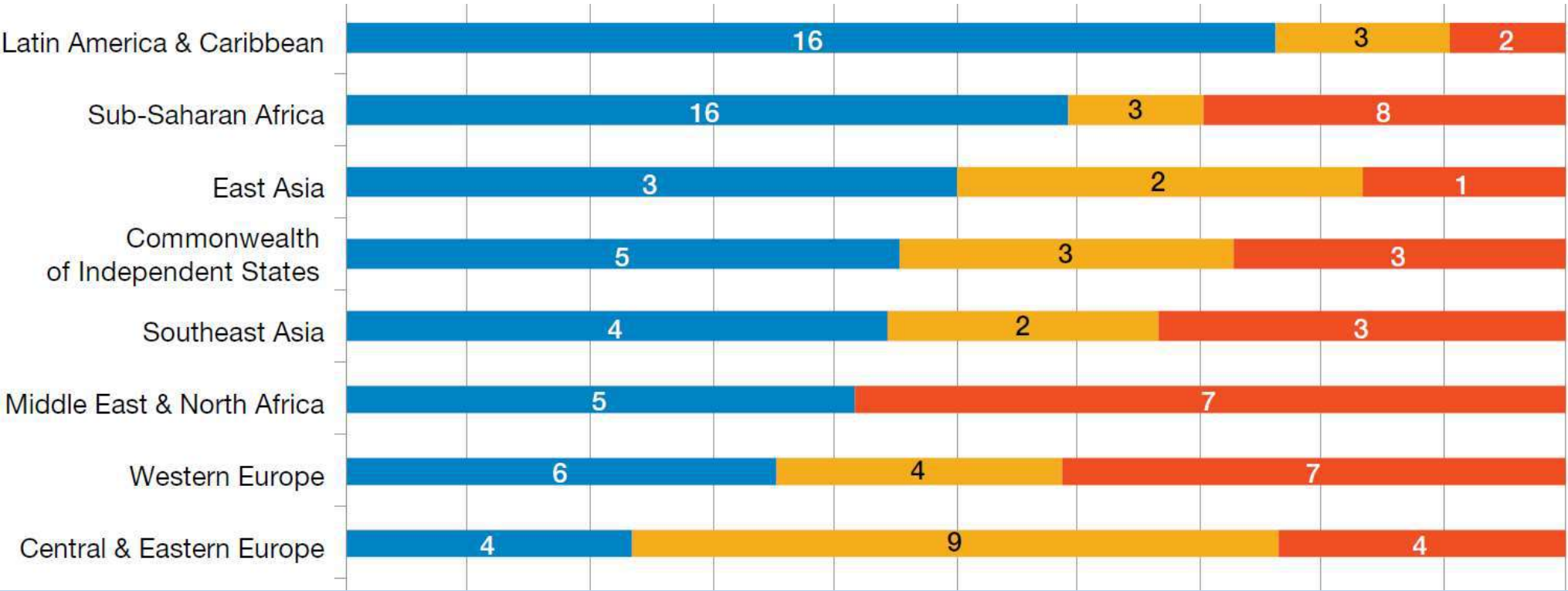
☐ you cite the source you use...

You cannot quote this source because it is not the one you used; by quoting it you attribute to yourself work that you did not do! You take the graph that has already been processed, and therefore your source is...

Figure 2.5: Countries with Rising and Falling Happiness: 2005–07 and 2010–12



In any case, if you cannot avoid cut-and-paste, adjust the numbering on your tables (seems obvious, doesn't it?).



Avoid cut-and-paste if possible: if the thesis is not in English, better to have the title in Italian and, if possible, the legend and internal references in Italian as well

CHINA and INDIA: GDP

	1990	2000
INDIA	2.300.000.000	4.500.000.000
CHINA	576.770.000.000.000.000	898.890.000.000.000.000



The table should summarize relevant information and make it understandable to the reader

Easy hint: look at how data is presented in reports, essays, books....

Tab. 1 - L'evoluzione della condizione di lavoro in Italia, 2000-2005 (v.a., val.% e var.%)

	V.A. IN MIGLIAIA		DISTRIBUZIONE %		2000-2005	
	2000	2005	2000	2005	Diff. (in migliaia)	Var. %
Lavoro dipendente a tempo indeterminato	13.222	14.507	62,3	64,3	1.286	9,7
Lavoro dipendente a tempo determinato	1.931	2.026	9,1	9,0	95	4,9
Totale lavoro dipendente	15.153	16.534	71,4	73,3	1.381	9,1
Lavoro autonomo	6.057	6.029	28,6	26,7	-28	-0,5
<b>Totale occupati</b>	<b>21.210</b>	<b>22.563</b>	<b>100,0</b>	<b>100,0</b>	<b>1.353</b>	<b>6,4</b>

Fonte: € Censis, 2009 at

For you the source is: Censis (2009)  
(unless they are *your* elaborations on Istat data)

TAVOLA III.6: EFFETTI COMPLESSIVI DELLE MISURE ASSUNTE NEL 2010 <sup>1</sup>

	2011	2012	2013	2011	2012	2013
		Livelli			in % PIL	
REPERIMENTO RISORSE (2)	23.118	29.887	29.912	1,5	1,8	1,8
Maggiori entrate	8.594	11.607	9.400	0,5	0,7	0,6
Minori spese	14.524	18.279	20.512	0,9	1,1	1,2
- correnti	8.003	12.472	14.105	0,5	0,8	0,8
- conto capitale	6.522	5.808	6.408	0,4	0,4	0,4
UTILIZZO DELLE RISORSE (2)	10.987	4.817	4.878	0,7	0,3	0,3
Minori entrate	4.713	2.625	2.856	0,3	0,2	0,2
Maggiori spese	6.274	2.192	2.022	0,4	0,1	0,1
- correnti	4.546	1.587	1.290	0,3	0,1	0,1
- conto capitale	1.728	605	732	0,1	0,0	0,0
Riduzione indebitamento netto	12.131	25.070	25.034	0,8	1,5	1,5
TOTALE ENTRATE	3.881	8.982	6.544	0,2	0,5	0,4
TOTALE SPESE	-8250	-16088	-18490	-0,5	-1,0	-1,1

Source: Economic and Financial Document, 2012.

From the Italian government's *Economic and Financial Document*, which you cite as...



**In summary:**

Table number

**Table 8**  
**Alcohol and two-wheelers, European countries, 2005**

Title

Headings

	<i>Density of motorcycles (1)</i>	<i>Alcohol consumption (2)</i>
Italy	34	355
France	34	344
Portugal	55	399
Sweden	12	345
Holland	10	200
Germany	40	400

1, Motorcycles> 50cc per inhabitant aged 15 and older

2, Liters/year/person, "equivalent liters of cabernet" per adult (15 and older)

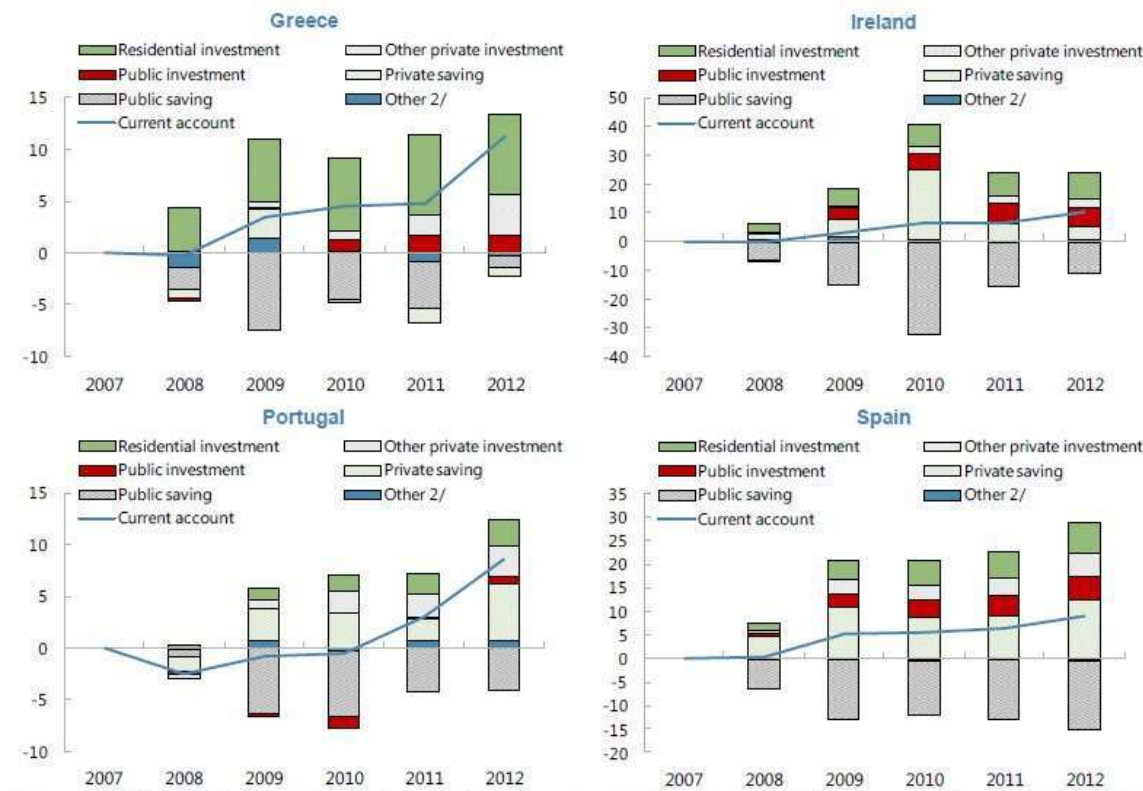
Source: 1) own elaboration on OICM and Eurostat data.

2) Ambrose (2010), tab. 23.

Legend

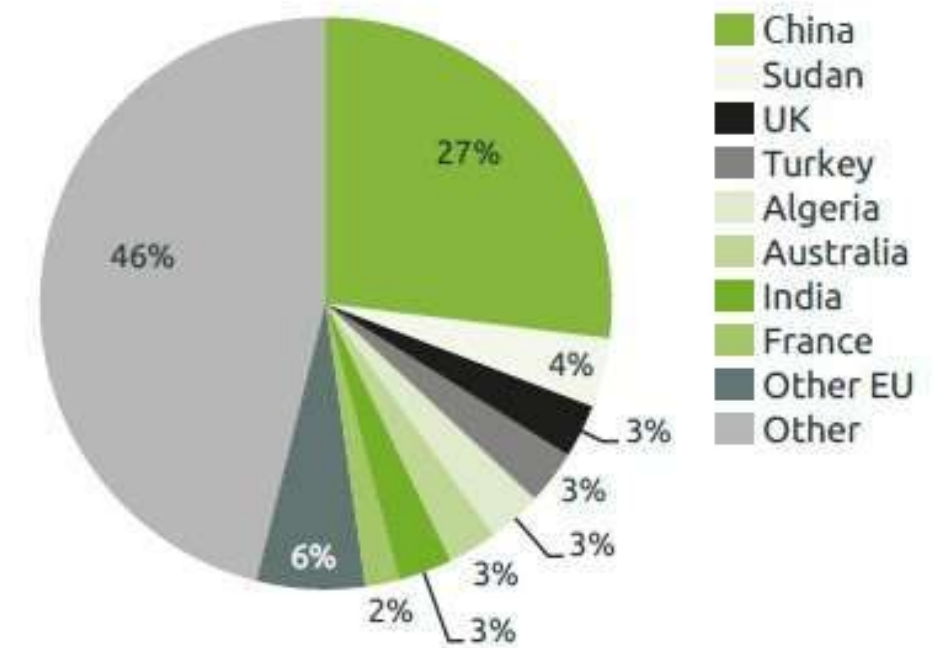
Sources

In some cases it is possible to cite sources without quoting them in the bibliography...



Sources: IMF WEO. 1/Negative signs indicate increase in investment; 2/ Represents changes in inventories and discrepancies.

Fig 1.2 Major sheep meat consuming countries, 2013

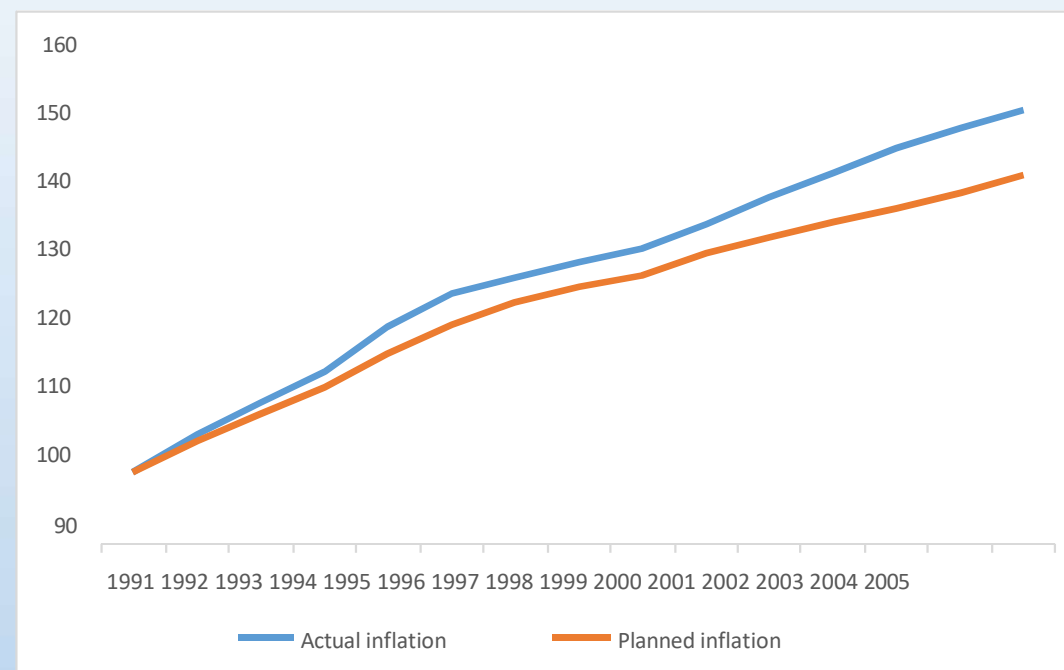


Source: FAO

Sufficient indicate ☐ FAO

Knowledge of the IMF/WEO (International Monetary Fund/ World Economic Outlook) source is believed to be known to the reader and may not be reproduced in the bibliography...

**Figure 12**  
Price indexes, actual and planned, 1991-2005 (1)

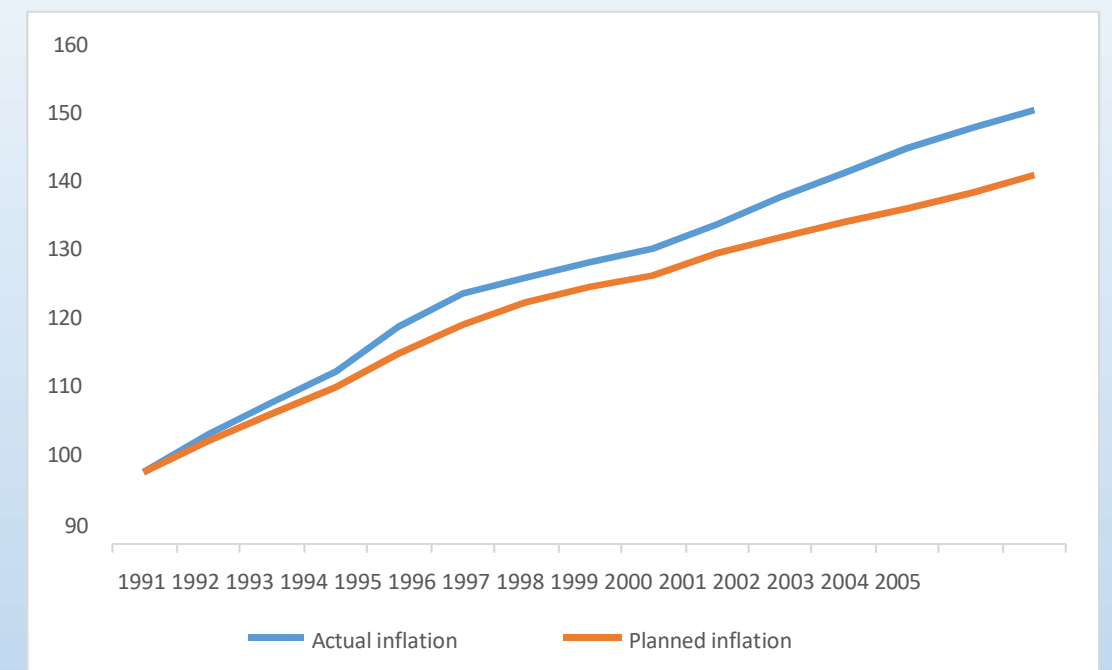


1, calculated from the historical series of actual and planned inflation  
Source: MEF, Department of the Treasury

**The source and variable of interest are known and present no difficulties or ambiguities**

15/06/2018

**Figure 12**  
Price indexes, actual and planned, 1991-2005 (1)



1, calculated from the series histories of actual and planned inflation  
Source: MEF (2008), tab. 23

**The source and variable of interest are known, but you may wish to indicate with more accuracy of the source, e.g., because the topic is particularly controversial or because figures available from different sources may be different.**

### **Bibliographic references: how they are written and what they are used for**

Bibliography contains only references to texts/essays/materials actually used and *cited*

As a rule, all texts/essays/materials cited should be listed in the bibliography (exceptions: certain frequently used sources- ISTAT, EUROSTAT, OECD-may be omitted from the bibliography).

The bibliography, as a rule, *does not* contain references to *uncited* texts. The bibliography is arranged alphabetically

**General Criterion** □ the reference should allow the reader to retrieve the source/text/author cited

In the thesis you wrote:

As La Fontaine (2017, p. 32) recently noted, "today's Europe lives in a fairy tale of the Brothers Grimm." Which fairy tale it is, however, is a matter of debate as was shown very clearly by the ECB President who, in a 2014 speech in Helsinki, declared that Europe today is simultaneously "Sleeping Beauty and Little Riding Hood's wolf" (Draghi, 2014).

As La Fontaine (2017, p. 32) recently noted, "today's Europe lives in a fairy tale of the Brothers Grimm." Which fairy tale it is, however, is a matter of debate as was shown very clearly by the ECB President who, in a 2014 speech in Helsinki, declared that Europe today is simultaneously "Sleeping Beauty and Little Red Riding Hood's wolf" (Draghi, 2014).

Draghi what? We know that this is an intervention...

Draghi's speech



Mario Draghi Speech in Helsinki



Draghi, Mario Speech in Helsinki, 2014



No! And no to many other possible "mix-ups"

Year of publication

Draghi, M. (2014), *Stability and prosperity in the monetary union*. Speech at the University of Helsinki, Nov. 27, 2014 (available at [www.ecb.org](http://www.ecb.org))

Author [Surname, N(ome)]

Precise  
chronological  
reference

Title

Place/Occasion etc. of  
the quoted text

Important here  
the reference to  
the link

As La Fontaine (2017, p. 32) recently noted, "today's Europe lives in a fairy tale of the Brothers Grimm." Which fairy tale it is, however, is a matter of debate as was shown very clearly by the ECB President who, in a 2014 speech in Helsinki, declared that Europe today is simultaneously "Sleeping Beauty and Little Riding Hood's wolf" (Draghi, 2014).

La Fontaine what?  
...Suppose it is a  
journal article....



"...BUT OUR MOST USEFUL PUBLICATION IS THE 'JOURNAL OF  
DON'T-DO-IT: IT'S-ALREADY-BEEN-DONE'."





Bianchi, M., (1949), "Title," *Il calcio illustrato*, vol. 19, no. 50



6. Organisation for Economic Co-operation and Development 'OECD-FAO Agricultural Outlook 2014-2023'  
<http://www.agri-outlook.org/>

We quote a volume...

This reference can be made more streamlined because everyone knows what OECD is and knows where to find the cited texts (the link reference is probably useless if the document not open access)

**OECD (2014), Oecd-Fao Agricultural Outlook 2014-2023, Paris.**

Acronym in Italian

**Bianchi, M. (2001), *The end of globalization*, L'Arcolaio, Savona**

Author

Year

Title

Publisher

Place of publishing

We distinguish between journal articles/essays and books

**Bianchi, M. (2001), *The end of globalization*, L'Arcolaio, Savona**

Title of a volume  
in italics

Publisher Place of publishing

**Bianchi, M. (2001), "The end of globalization," *Political Studies*, vol. XXI, pp. 34-45.**

Title an article or  
essay in quotation  
marks

Name of journal in italics  
(place of publication generally not required)

Title an essay in  
volume in  
quotation marks

**Bianchi, M. (2001), "Who loses and who gains from globalization)",  
In: P. Rossi (ed.), *Globalization: a geopolitical perspective*, L'Arcolaio, Savona**

Volume title in italics

Publisher

Place of edition

If you cite a text of which there is an Italian translation, you can include it...

White, M. (2001), *The end of globalization*, Penguin Books, London; transl. it. *The end of globalization*, Universitas Editions, Bergamo, 2005.

... but  
... if  
White  
*globa*  
... Or ...

Caution though! Usually bibliographies are composed this way,  
but variations and different styles are possible.  
Important in any case is to adopt a uniform style. As always, the  
best way to learn is: look at others have done

White, M. (2001), *The end of globalization*, Penguin Books, London; transl. it. *The end of globalization*, Universitas Editions, Bergamo, 2005 (from which quotes are taken).

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Authors' names in full

Initials of names; place of first edition publisher's

Name Initials; publisher before the place of publishing

If you write in Italian **eds.** (editors) becomes ☐ **edited**

# Enjoy the continuation!

Contacts:

Maurizio Zenezini [maurizio.zenezini@deams.units.it](mailto:maurizio.zenezini@deams.units.it)

Patrizia de Luca [patrizia.deluca@deams.units.it](mailto:patrizia.deluca@deams.units.it)

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