

# Some reflections on my career, publishing, and contributing significantly to a field

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**ALGUNAS REFLEXIONES SOBRE MI TRAYECTORIA: CÓMO PUBLICAR Y CONTRIBUIR DE MANERA SIGNIFICATIVA EN UN CAMPO DE CONOCIMIENTO**

**RESUMEN:** En el presente artículo, el autor ofrece una perspectiva general de sus más de tres décadas de trayectoria académica y hace un análisis retrospectivo de su evolución como investigador. Siguiendo una perspectiva de a) trabajo en análisis crítico, el autor revisa sus 33 años de investigación colaborativa sobre la calidad del servicio con sus colegas Vithal Zetsumi y Len Berry, b) el fin de brindar la naturaleza de una corriente de investigación programática sobre un tema importante y el impacto significativo que esta forma de investigar puede tener en la base y en la práctica del conocimiento de una disciplina, c) cómo también menciona un número de experiencias personales que surgen de la reflexión sobre su carrera como investigador, y discute las recomendaciones que estas experiencias pueden tener para otros investigadores. El artículo concluye con algunas observaciones y recomendaciones generales sobre cómo se puede contribuir significativamente a un campo del conocimiento.

**PALABRAS CLAVE:** Investigación programática, estrategia de publicación, calidad del servicio.

**QUELQUES RÉFLEXIONS SUR MON PARCOURS: COMMENT PUBLIER ET CONTRIBUER SIGNIFICATIVEMENT DANS UN DOMAINE DE CONNAISSANCE**

**RÉSUMÉ:** Dans cet article, l'auteur offre une perspective générale de son parcours académique de plus de trois décennies et réalise une analyse rétrospective de son évolution en tant que chercheur. Dans cette perspective et par une approche critique, l'auteur (a) une de ses recherches collaboratives avec ses collègues Vithal Zetsumi et Len Berry sur la qualité du service, afin d'illustrer l'importance d'un courant d'investigation programmatique sur un thème important et le rôle significatif de ce genre de recherches sur le développement et l'entretien de la connaissance d'un discipline. L'auteur mentionne également plusieurs expériences personnelles surgissant de la réflexion sur sa carrière de chercheur et les recommandations que ces expériences peuvent avoir pour d'autres chercheurs. En conclusion, il effectue quelques observations et recommandations générales sur comment le chercheur se peut contribuer de façon significative dans un domaine de connaissance.

**MOTS-CLÉS:** Investigation programmatique, stratégie de publication, qualité du service.

**ALGUNAS REFLEXÕES SOBRE MINHA TRAJETÓRIA: COMO PUBLICAR E CONTRIBUIR DE MANEIRA SIGNIFICATIVA EM UM CAMPO DO CONHECIMENTO**

**RESUMO:** No presente artigo, o autor oferece uma perspectiva geral de sua mais de três décadas de trajetória acadêmica e faz uma análise retrospectiva de sua evolução como pesquisador. Seguindo uma perspectiva crítica e sob uma análise crítica, o autor (a) uma revisão de seus 33 anos de pesquisa colaborativa sobre a qualidade do serviço com seus colegas Vithal Zetsumi e Len Berry, (b) o propósito de dar natureza de uma corrente de pesquisa programática sobre um tema importante e o impacto significativo que esta forma de pesquisa pode ter na base e na prática do conhecimento de uma disciplina, (c) como também menciona experiências pessoais que surgem da reflexão sobre sua carreira como pesquisador, e discute as recomendações que estas experiências podem ter para outros pesquisadores. O artigo é concluído com algumas observações e recomendações gerais sobre como se pode contribuir significativamente a um campo do conhecimento.

**PALAVRAS-CHAVE:** pesquisa programática, estratégia de publicação, qualidade do serviço.

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**ABSTRACT:** In this article the author provides an overview and a retrospective analysis of his, over three-decade-long academic career and the evolution of his research during the course of that career. Within the broad overview and analysis of his career, he singles out and elaborates on his fifteen-year collaborative research on service quality (with colleagues Vithal Zetsumi and Len Berry), in order to illustrate the nature of a programmatic research stream on an important topic and the significant impact that such a research stream can have on a discipline's knowledge base and practice. The author also derives a number of personal lessons from his reflections about his career and research, and discusses the implications of those lessons for researchers. He concludes the article with some general observations and recommendations about making significant contributions to a field.

**KEYWORDS:** Programmatic research, publishing strategy, service quality.

## Introduction

The three primary categories of articles solicited and published by *INNOVAR* are *Research Articles*, *Reflection Articles*, and *Review Articles* (as per this journal's "Guidelines for Contributing Authors"). The present piece would fall under the reflection-article category. However, its scope and intent are broader than those implied in *INNOVAR*'s guidelines for this type of article – namely, that reflection articles “present the results of research from an author's original source-based, analytical, interpretative, or critical perspective on a specific topic.” Although my research stream over the last quarter century has focused on the topic of customer service, and while this article will allude to some key insights from that research stream, it is likely to be somewhat different from typical reflection articles appearing in this journal. The article's primary objectives are to (a) provide a critical analysis of my thirty-six year academic career; (b) discuss the personal lessons my career has taught me; and (c) draw on those lessons to offer suggestions to graduate students, researchers and other professionals for making significant contributions to their respective fields.

As a backdrop to what is to follow, I begin with a brief overview of my education and employment history. I obtained a Bachelor of Technology degree (in mechanical engineering) in 1970 from the Indian Institute of Technology-Madras and a Master of Business Administration degree (with a marketing concentration) in 1972 from the Indian Institute of Management-Ahmedabad. Among the various business fields to which I was introduced during the first year of my MBA program, I was most fascinated by

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## **Table of Contents Reflections From A Publishing Career**

1. Understanding the eBook Reflections From A Publishing Career
  - The Rise of Digital Reading Reflections From A Publishing Career
  - Advantages of eBooks Over Traditional Books
2. Identifying Reflections From A Publishing Career
  - Exploring Different Genres
  - Considering Fiction vs. Non-Fiction
  - Determining Your Reading Goals
3. Choosing the Right eBook Platform
  - Popular eBook Platforms
  - Features to Look for in an Reflections From A Publishing Career
  - User-Friendly Interface
4. Exploring eBook Recommendations from Reflections From A Publishing Career
  - Personalized Recommendations
  - Reflections From A Publishing Career User Reviews and Ratings
  - Reflections From A Publishing Career and Bestseller Lists
5. Accessing Reflections From A Publishing Career Free and Paid eBooks
  - Reflections From A Publishing Career Public Domain eBooks
  - Reflections From A Publishing Career eBook Subscription Services
  - Reflections From A Publishing Career Budget-Friendly Options
6. Navigating Reflections From A Publishing Career eBook Formats
  - ePub, PDF, MOBI, and More
  - Reflections From A Publishing Career Compatibility with Devices
  - Reflections From A Publishing Career Enhanced eBook Features
7. Enhancing Your Reading Experience
  - Adjustable Fonts and Text Sizes of Reflections From A Publishing Career
  - Highlighting and Note-Taking Reflections From A Publishing Career
  - Interactive Elements Reflections From A Publishing Career
8. Staying Engaged with Reflections From A Publishing Career

- Joining Online Reading Communities
- Participating in Virtual Book Clubs
- Following Authors and Publishers Reflections From A Publishing Career
- 9. Balancing eBooks and Physical Books Reflections From A Publishing Career
  - Benefits of a Digital Library
  - Creating a Diverse Reading Collection Reflections From A Publishing Career
- 10. Overcoming Reading Challenges
  - Dealing with Digital Eye Strain
  - Minimizing Distractions
  - Managing Screen Time
- 11. Cultivating a Reading Routine Reflections From A Publishing Career
  - Setting Reading Goals Reflections From A Publishing Career
  - Carving Out Dedicated Reading Time
- 12. Sourcing Reliable Information of Reflections From A Publishing Career
  - Fact-Checking eBook Content of Reflections From A Publishing Career
  - Distinguishing Credible Sources
- 13. Promoting Lifelong Learning
  - Utilizing eBooks for Skill Development
  - Exploring Educational eBooks
- 14. Embracing eBook Trends
  - Integration of Multimedia Elements
  - Interactive and Gamified eBooks

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