

INTRODUCTION TO A RESEARCH PAPER 1-2-3 MOVES *	TYPE OF LANGUAGE USED
<p>1) Establish a research territory:</p> <ul style="list-style-type: none"> - show the importance / relevance / interest of the research area - introduce and review previous research in the area 	<p>General statements – present tense or present perfect:</p> <p>In the last five years, corporate downsizing has changed the face of business.</p> <p>In the new, global economy, corporate downsizing is now a fact of life.</p> <p>Chess and Higgins (2004) studied the effects of downsizing on morale in the workplace and found that it had a significant impact on the attitude of employees who were retained.</p>
<p>2) Establish a niche:</p> <ul style="list-style-type: none"> - indicate a gap in previous research, raise a question about it, indicate your intention to extend previous knowledge of the topic in some way 	<p>Transitions of opposition/negatives (present perfect):</p> <p>Thus far, however, the human side of downsizing has not been carefully studied.</p> <p>Little attention has been paid to the human costs of downsizing.</p>
<p>3) Occupy the niche:</p> <ul style="list-style-type: none"> - state the nature and purpose of your research - indicate the shape of your paper / forecast the findings 	<p>This paper examines the human cost of downsizing. The paper focuses on the events surrounding the downsizing of National Brush Company in 2004 and its effect on the citizens of Oak Ridge, Ohio, where NBC is headquartered. The first part of the paper examines the events leading to the hostile takeover of NBC by the Sunny Corporation. The second part describes the events that took place when the downsizing began. The third part analyzes the effects of these events on the employees and their families, and forecasts strategies that might be useful in similar situations.</p>

* The moves are from Swales, John M., and Christine B. Feak. Unit 8 in *Academic Writing for Graduate Students*. Ann Arbor, MI: University of Michigan Press, 1994, p. 175. ISBN: 0472082639.

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