



MERRIMACK COLLEGE

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## Avoiding Plagiarism:

Strategies for Summarizing, Paraphrasing, Quoting, and Synthesizing

Merrimack College Writing Center

# The Problem

In writing our research, we rely unnecessarily and too heavily on quotation. Why?

- We do not understand how the different strategies of source integration forward an argument.
- We have difficulty understanding the reading.
- We are afraid of accidentally plagiarizing.



# Goals

- Learn the four methods of text source integration: summary, paraphrase, quotation, and synthesis.
- Learn when and why to use each method.
- Learn a process for source integration that minimizes the risk of plagiarism.



# The Four Methods (In Brief)

| Summary   | Paraphrase   | Quotation   | Synthesis   |
|---|--|---|---|
| <b>What is it?</b><br>Putting the author's overall arguments into your own words.   | <b>What is it?</b><br>Putting the author's detailed concepts into your own words.  | <b>What is it?</b><br>Using the author's words as the author provided them.   | <b>What is it?</b><br>Weaving multiple authors' arguments in your own words.  |
| <b>When do I use it?</b><br>Use this to capture the main points of a larger work. Usually part of establishing a larger argument. | <b>When do I use it?</b><br>Use this to explain an author's detailed concept in a smaller space. Good for detailed evidence. | <b>When do I use it?</b><br>Use the author's words when you analyze specific text, or when the text is irreplaceable. | <b>When do I use it?</b><br>Use this to capture the commonalities of other research. Usually part of literature review. |



# Sample Text

The renaissance of Edith Penrose’s (1959) scholarship has influenced many domains of study in recent years, notably including research on internationalization as a “strategy of fast growth” (Vermeulen & Barkema, 2002, p. 649)—and in particular, research on the international new venture (INV). A Penrosian perspective is clearly evident from the initial theorizing of Oviatt and McDougall (1994) through to their more recent model of internationalization speed (Oviatt & McDougall, 2005). By exhibiting early and accelerated internationalization, INVs seek greater international growth (Sapienza, Autio, George, & Zahra, 2006).

Prashantham, S. & Young, S. (2011). Post-entry speed of international new ventures. *Entrepreneurship Theory and Practice*, 35(2), p.275-92.



# The Process (Step One)

## 1. Read to understand.

A. Identify the primary **claim** of the paragraph.

B. Identify evidence (look for sources or narrative).

C. Identify discussion (or metalanguage) that explains how claim and evidence connect.



# The Process (Step One Illustration)

| Sample Text   | Analysis  |
|---|---|
| <p>The renaissance of Edith <b>Penrose’s</b> (1959) <b>scholarship has influenced many domains of study</b> in recent years, <u>notably including research on internationalization</u> as a “strategy of fast growth” (Vermeulen &amp; Barkema, 2002, p. 649)—and <u>in particular, research on the international new venture (INV)</u>. A Penrosian perspective is clearly <u>evident from the initial theorizing of Oviatt and McDougall (1994) through to their more recent model of internationalization speed (Oviatt &amp; McDougall, 2005)</u>. <u>By exhibiting early and accelerated internationalization</u>, INVs seek greater international growth (Sapienza, Autio, George, &amp; Zahra, 2006).</p> <p>Prashantham, S. &amp; Young, S. (2011). Post-entry speed of international new ventures. <i>Entrepreneurship Theory and Practice</i>, 35(2), p.275-92.</p> | <p><b>Claim</b>—The main pieces of the primary argument are scattered across the first sentence.</p> <p><u>Evidence</u>—Sources that support the argument generally appear immediately after the claim, and may be developed to varying degrees.</p> <p><u>Discussion</u>—Discussion, or metalanguage, often reveals connections and interrelationships among the pieces of information, tying pieces of evidence to each other and to the claim.</p> |



# Summarizing

- **What is it?** Putting the author's overall arguments into your own words.
- **What are its defining characteristics?** The summary captures the main idea of the paragraph, section, chapter, or even whole book. Signal phrases that indicate transition from your ideas to the author's ideas are required.
- **How do I write a summary?**
  1. Read to understand the main point of the text.
  2. Close the text.
  3. Write the main point in your own words, then check to see if you captured it. Do this now, before moving on to the next slide.





# Writing the Summary

| Sample Text  | Analysis   |  |
|--|--|--|
| <p>The renaissance of Edith Penrose’s (1959) scholarship has influenced many domains of study in recent years, notably including research on internationalization as a “strategy of fast growth” (Vermeulen &amp; Barkema, 2002, p. 649)—and in particular, research on the international new venture (INV). A Penrosian perspective is clearly evident from the initial theorizing of Oviatt and McDougall (1994) through to their more recent model of internationalization speed (Oviatt &amp; McDougall, 2005). By exhibiting early and accelerated internationalization, INVs seek greater international growth (Sapienza, Autio, George, &amp; Zahra, 2006).</p> <p>Prashantham, S. &amp; Young, S. (2011). Post-entry speed of international new ventures. <i>Entrepreneurship Theory and Practice</i>, 35(2), p.275-92.12341</p> | <p><b>My Summary:</b> Prashantham and Young (2011) argue that While Penrose (1959) has informed disciplines and subgenres, international new ventures, or INVs, have benefited particularly well.</p>  |  |
|  | <ol style="list-style-type: none"> <li>1. Documentation authors and year, then signal verb</li> <li>2. Penrose’s (1959) scholarship</li> <li>3. has influenced many domains of study</li> <li>4. the international new venture (INV).</li> <li>5. in particular</li> </ol> | <ol style="list-style-type: none"> <li>1. Prashantham and Young (2011) argue that</li> <li>2. while Penrose (1959)</li> <li>3. has informed disciplines and subgenres,</li> <li>4. international new ventures, or INVs,</li> <li>5. have benefited particularly well.</li> </ol> |



# The Process (Step Two)

2. Identify transitional words that help establish relationships and meaning (this also coincides with the search for discussion, or metalanguage).
  - A. Coordinating conjunctions (and, but, or, nor, for, so, yet)
  - B. Conjunctive adverbs (however, hence, nevertheless, therefore, thus, etc.)
  - C. Dependent clause markers (when, if, because, while, although, etc.)
  - D. Rhetorical patterns (process, cause & effect, comparison, etc.)



## Sample Text

The renaissance of Edith Penrose’s (1959) scholarship has influenced many domains of study in recent years, **notably including** research on internationalization as a “strategy of fast growth” (Vermeulen & Barkema, 2002, p. 649)—**and in particular**, research on the international new venture (INV). A Penrosian perspective is **clearly evident** from the initial theorizing of Oviatt and McDougall (1994) **through to their more recent** model of internationalization speed (Oviatt & McDougall, 2005). **By** exhibiting early and accelerated internationalization, INVs seek greater international growth (Sapienza, Autio, George, & Zahra, 2006).

Prashantham, S. & Young, S. (2011). Post-entry speed of international new ventures. *Entrepreneurship Theory and Practice*, 35(2), p.275-92.

## Analysis

**Notably including**—emphasis on a specific area not to be left out (internationalization).

**As**—creates the transition that explains how internationalization is used.

**And in particular**—following “notably including”, this presents an item of even greater emphasis—an illustration (INV) even more important than the first illustration (internationalization).

**Clearly evident**—adverb and verb tying the argument to more specific examples by Oviatt and McDougall.

**Through to their more recent**—shows the extent of Penrose’s influence on Oviatt and McDougall’s span of research.

**By**—preposition establishing conditions under which INVs grow faster.



# Paraphrase

- **What is it?** Putting the author's detailed concepts into your own words.
- **What are its defining characteristics?** The paraphrase will capture the detailed points of the text, *in order*, in your *own* words. Paraphrasing is generally done to a small section of text, usually a paragraph or less. Signal phrasing involving the author (and year in APA) is still required, as is a page or paragraph number, if available.
- **How do I write a paraphrase?**
  1. Read to understand the details, using transitional words as cues to connect ideas.
  2. Close the text, write, and then check to see that you've used your own words. Do as much as you can without looking, but you may need to move back and forth a few times to get all the ideas. Do this now, before moving to the next slide.



# Writing the Paraphrase

| Sample Text  | Analysis   |
|--|--|
| <ol style="list-style-type: none"><li>1. The renaissance of Edith Penrose's (1959) scholarship has influenced many domains of study in recent years, notably including research on internationalization as a "strategy of fast growth" (Vermeulen &amp; Barkema, 2002, p. 649)—and in particular, research on the international new venture (INV).</li><li>2. A Penrosian perspective is clearly evident from the initial theorizing of Oviatt and McDougall (1994) through to their more recent model of internationalization speed (Oviatt &amp; McDougall, 2005).</li><li>3. By exhibiting early and accelerated internationalization, INVs seek greater international growth (Sapienza, Autio, George, &amp; Zahra, 2006).</li><li>4. Parenthetical with author, year, and page in place of signal phrase)</li></ol> | <ol style="list-style-type: none"><li>1. The range of influence Penrose holds over scholars is extensive, from internationalization as a growth strategy to international new ventures (INVs).</li><li>2. Theory spanning decades, as in the case of Oviatt and McDougall (1994, 2005), continues to be shaped.</li><li>3. International growth at a fast rate seems to be the main strategy for INV development.</li><li>4. (Prashanatham &amp; Young, 2011, p.275)</li></ol> |
| <p>Prashantham, S. &amp; Young, S. (2011). Post-entry speed of international new ventures. <i>Entrepreneurship Theory and Practice</i>, 35(2), p.275-92.</p>   |  |

# Quotation

- **What is it?** Using the author's words as the author provided them.
- **When do I use it?** Use the author's words when
  - you analyze specific text (eg. What does Bush *really* mean when he says “we have to make the pie higher for the American people”?), or
  - the text is irreplaceable (eg. Can the saying “Waste not, want not” be made any more precise? Is there any stronger way to capture complex ideas about frugality, saving, desire, and need?)
- **Be careful!** People often quote text without getting the full meaning, and so misrepresent the author, a form of academic dishonesty (eg. spot quoting the Bible, or using only half the Second Amendment to oppose gun restrictions.) Signal phrases and quotation marks are required, and page or paragraph numbers are expected if available.



# Selecting Quotable Material

| Sample Text   | Analysis   |
|---|--|
| <p>The renaissance of Edith Penrose’s (1959) scholarship has influenced many domains of study in recent years, notably including research on internationalization as a “strategy of fast growth” (Vermeulen &amp; Barkema, 2002, p. 649)—and in particular, research on the international new venture (INV). A Penrosian perspective is clearly evident from the initial theorizing of Oviatt and McDougall (1994) through to their more recent model of internationalization speed (Oviatt &amp; McDougall, 2005). By exhibiting early and accelerated internationalization, INVs seek greater international growth (Sapienza, Autio, George, &amp; Zahra, 2006).</p> <p>Prashantham, S. &amp; Young, S. (2011). Post-entry speed of international new ventures. <i>Entrepreneurship Theory and Practice</i>, 35(2), p.275-92.</p> | <p><b>Is anything here particularly worthy of being quoted because we wish to analyze the argument?</b> Not really. The paragraph is laying out the claim that Penrose gets used a lot, and that many people are doing research on INVs. This can’t really be disputed, as the author has given four examples that seem dependent on Penrose.</p> <p><b>Is there anything here said so perfectly, or is the jargon so necessary, that it must be quoted?</b> Not really. The term international new venture (INV) stands out, but that’s the subject, and not quotable.</p> <p><b>Recommendation:</b> Don’t quote from this passage.</p> |



# Synthesis

- **What is it?** Weaving multiple authors' arguments in your own words.
- **What are its defining characteristics?** Synthesis is like a set of summaries woven together around their points of agreement.
- **How do I write a synthesis?**
  1. Summarize your other readings. Do you notice any of them making the same arguments? If so, group them together for further consideration.
  2. Do any of these sources that agree support your own arguments (arguments either for or against your thesis—it doesn't matter. In good research, you must recognize counter arguments and limitations, and these have their support as well)? If so, you are looking at potential evidence for your claims.
  3. Syntheses will include all authors, alphabetically, and years, in a single parenthetical, and may or may not have a signal phrase. (Bell, 2010; Koch & Cain, 2007; Weatherwax, 2001)





# Considering Synthesis

| Sample Text   | Analysis   |
|---|--|
| <p>The renaissance of Edith Penrose’s (1959) scholarship has influenced many domains of study in recent years, notably including research on internationalization as a “strategy of fast growth” (Vermeulen &amp; Barkema, 2002, p. 649)—and in particular, research on the international new venture (INV). A Penrosian perspective is clearly evident from the initial theorizing of Oviatt and McDougall (1994) through to their more recent model of internationalization speed (Oviatt &amp; McDougall, 2005). By exhibiting early and accelerated internationalization, INVs seek greater international growth (Sapienza, Autio, George, &amp; Zahra, 2006).</p> <p>Prashantham, S. &amp; Young, S. (2011). Post-entry speed of international new ventures. <i>Entrepreneurship Theory and Practice</i>, 35(2), p.275-92.</p> | <p>Is this the only source that argues for Penrose’s influence? Are there others? Do they agree, and to what extent?</p> <p>Is this the only source that argues for internationalization as a fast growth strategy? Which others do, and to what degree do they agree?</p> <p>What other sources discuss the Penrose influence on Oviatt and McDougall? Do <i>they</i> (the researchers themselves) claim or refute this influence?</p> <p>Which other sources discuss INVs in relation to early and/or accelerated internationalization? How much do they agree on this strategy?</p> |



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