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Microlending & Non-Accredited RE

Gambella People's National Regional

Highlights

Factors Hindering Tourism Industry

Quantitative Assessment of Bus Rapid

Discovering Thoughts, Inventing Future

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Microlending and Non-Accredited RE Investors as a Current Trend

By Jeffrey M. Shepard

Introduction- With billionaires like Donald Trump having made their fortunes from real estate, there is considerable interest from investors to put money in real estate for great returns (Thomas, 2016). For a long time, many were not motivated to invest in real estate, believing it to be an expensive venture, and therefore out of reach. To become an investor, one needed to fit within a certain criterion, thereby becoming known as an accredited investor. This means that investments were limited to only accredited investors. However, things have changed considerably, and now, it is possible for anyone to invest as a non-accredited investor.

This is due to the growing popularity of crowdfunding. It was in May 2015 that the SEC updated their rules making it possible for more people to invest with ease. There are those who are familiar with crowd funding platforms, like GoFundMe, which they understand to be philanthropic in nature to help those that may be in need. However, some people have not yet realized that crowd funding can apply in the business world, particularly when it comes to real estate. How crowd funding works is that many people give small contributions on an online funding platform so that they can finance something (Freedman, 2015). Within the United States, crowdfunding appears to be slightly more popular than microlending.

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Microlending and Non-Accredited RE Investors as a Current Trend

Jeffrey M. Shepard

I. Introduction

With billionaires like Donald Trump having made their fortunes from real estate, there is considerable interest from investors to put money in real estate for great returns (Thomas, 2016). For a long time, many were not motivated to invest in real estate, believing it to be an expensive venture, and therefore out of reach. To become an investor, one needed to fit within a certain criterion, thereby becoming known as an accredited investor. This means that investments were limited to only accredited investors. However, things have changed considerably, and now, it is possible for anyone to invest as a non-accredited investor.

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II. History of Borrowing for Real Estate

Donald Trump is now highly popular for being the President of the United States. However, he was highly popular even before this, for making a fortune through real estate and other ventures. It is worth noting that he employed an interesting strategy to make his ventures successful. He borrowed from the bank and used the funds to build his empire. In fact, he even earned the nickname "King of Debt", a moniker which he is rumored to have coined for himself (O'Connell, Fahrenthold, & Gillum, 2018). When he started off with his investments, he had one main philosophy, and that was not to invest with his own funds. This limited the losses that he would incur should the venture not go according to plan. The mistake that Donald Trump made early in his career was taking loans that he could not afford to pay back, which led him to bankruptcy. He corrected this and was able to bounce back and rebuild his financial empire. In 2019, it is possible to work towards getting great returns through real estate with smaller investments through microlending.

There is another real estate mogul who started with a microloan, and ended up making a fortune that amounted to billions. That was Ted Lerner. At the age of 25, and with a law degree that was not giving him the return that he expected, he asked for a loan that was worth $250 from his girlfriend. His intention at the time was to get int real estate. Using this money for investment, as well as his wits, he found a way to become successful, turning himself into a real estate agent. Following his success in this field, he then became a developer and continued on the road to success. Today he is the most successful real estate developer in the United States. Back when microlending did not have the traction that it has today, he started, and succeeded (Lerner, 2013).

III. Microlending in the United States

When it comes to microlending, which definitively falls under microfinance, the very concept was earlier associated with under developed countries that faced significant issues with poverty. Microfinance was made popular by Muhammed Yunus, the founder of the Grameen Bank, with the clear purpose of helping those in Bangladesh gain financial freedom (Counts, 2008). At the time, there were people living all around the lower income areas of the country and they were caught in a web of debt, operated by shylocks. The web was so strong that for many, it would have been impossible to break free of it. Fast forward to several decades later, and what was a tool for developed countries. This tool has finally begun to establish its relevance in the United States of America. Being a highly developed country, one may wonder why it would be relevant to those within the US economy. The reason is quite simply, financial inclusion.

It is incredible the number of people who are living below the poverty lines in the United States, and

Author: *Ph. D, United States. e-mail: jshepard@saybrook.edu*

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therefore, lack the opportunity to become serious investors. A survey that was carried out by Career Builder established that there are close to 45 million people who are living below the poverty line, and an incredible 78% who are living from paycheck to paycheck. So even though the US is one of the most developed countries in the world, it is also one that has a significant gap when it comes to wealth distribution (Morpeth, 2018).

In any country, especially the United States, economic turbulence means that there are more people who are moving towards self employment. When this is put together with the challenges in financial inclusion, it is clear that there is need for opportunities for financing. However, with economic turbulence comes other issues, such as low credit scores which make it close to impossible to get a loan from the bank. This is where microfinance institutions have been able to find a niche.

Although the growth of microfinance, and microlending is still in its infancy in the US, it is likely to see continued growth moving into the future (Raheb, Fall 2017). One key concern that has been raised is the possible sustainability of microfinance and microlending institutions in the US, due to their being a different financial climate from developing countries. The poverty level in the United States, in many cases, is not comparable with those of developing nations. In developing nations, there are those who are working to raise their families on less than a dollar a day, which may not be the case in the US. That is why when it comes to microlending in the US, for those institutions that do exist, there is a challenge in getting people to come on board, ensuring all loans are repaid as they are expected as well as a regulatory framework. Where there is less need, there is less urgency in making sure one maintains a strong, and long term relationship with the microlending institution. Therefore, the microfinance and microlending institutions that you would find in a developed country would need to be adjusted or altered so that they can thrive in the US and meet the financial need (Wharton, 2011). This means that the driving force behind them needs to be different, to ensure that they are able to get long term participants, who also find the products that are on offer worthwhile.

This hybrid microlending institution can be seen in the real estate industry. This is because within real estate, there is currently a focus on crowdfunding for this market, a form of microfinance that is not so much loans and lending, as it is people coming together to pool resources, and then invest. Real estate is expensive, and many are unable to afford an investment in real estate beyond their personal home. Even when investing in a personal home, it can take years to pay off a mortgage. Microlenders have capitalized on the opportunity to open up real estate investments to those who may not have the large sums required. When on a crowdfunding site, there are some sites that will commit a certain percentage of the investment, showing that they have a stake in the success of the investment as well.

The rich get richer, while the poor get poorer, or at least this seems to be the case when it comes to investments in the USA. Those who are able to invest, are known as accredited investors, while those who struggle to enter the investing game are known as non-accredited investors or small investors. For the small investor to play in the big leagues, they need to have access to some funding, and that is where crowd funding comes in. Furthermore, they need to make sure that whatever funding they have can actually make an impact. This is why they combine resources with others. That is why the investors who will come under the crowd funding umbrella, are normally known as non-accredited investors. These investors are also sometimes given the term everyday investors, since the amounts that they invest are small, that they can fit the every day individual. When one wants to invest, it is essential that they understand a clear difference between the two to make the right decisions (Ippolito, Nonaccredited investor options: Part1: FundriseeReit vs. RealtyMogul.com Reit vs. Rich Uncles, 2017).

IV. Accredited Investors and Non-Accredited Investors

To clearly establish the type of investor one is, one must differentiate between an accredited and non-accredited investor, and the differences extend beyond the amount that can be invested. An accredited investor is one who makes more than $250,000 a year, or has a net worth of more than $1,000,000. When looking at the numbers, one notes that there are only around 3% of the total American population that can become accredited investors. Putting it in clearer perspective, there are only around 300,000 individuals, as well as a total of 500 firms that invest as accredited investors (Scarpf, 2015). Of all the people who could invest, this is the number that has been registered as actually investing. It was back in 2015 that the SEC (United States Securities and Exchange Commission) found it essential to update their rules to open up real estate crowdfunding to non-accredited investors. These non-accredited investors are those that earn below $200,000 on an annual basis, and also have a net worth that falls below $1,000,000.

The non-accredited investors are able to invest from as low as $500 to get started and almost all of their investments are done online. The average amount that most people will invest as a non-accredited investor is around $5000. This is different from accredited investors who will typically need to invest from between $5000 - $500,000. However great this is, there are still those that need a minor boost to improve their investment amount. This is where Microlending comes in. Like crowd funding, most micro funding platforms can be found

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online, and they are now changing the way finance is approached, particularly for real estate.

There is a point that is worth noting, and that is the accredited investors have better alternatives than the non-accredited investors. There are extremely high fees to contend with, which most accredited investors are excluded from. These may be up to 3% of the investment for organizational expenses as well as marketing. Should one opt out of the investment as a non-accredited investor, they may have to also pay an extra fee so that they can get their money back. Furthermore, when it comes to the returns, for accredited investors they are also higher. It is possible to get returns of between 15 – 25% IRR, as there is additional risk involved.

One disadvantage that the accredited investor will face is the illiquidity of their investment. With the non-accredited investor, the investment tends to be more liquid, and can be converted back into cash faster for a quicker return. This is possible due to the low amount that has been invested. The accredited investor will typically have an investment that will take in excess of a year to mature and get a return (Millionaire, 2018).

a) Reason's That Non-Accredited Real Estate is Continuing to Thrive

Consider being in a group of people, and all of them are invited to a party. You are the only person who is not invited, though you can still see the happy group party through a window. You are on the other side, simply watching and feeling left out. Non-accredited investors are those that have always been outside the party, and finally, have been able to join the large group. For this reason, they are excited to have the chance to actually build up a real estate portfolio, which makes all of the costs incurred worth it.

The non-accredited investors will typically use an online platform that already has a sponsor. The sponsor puts in a large amount, normally up to 10% of the total investment. This is to give the non-accredited investor some reassurance that the risk being taken is worth it, and reveals alignment with the investor. Where there are so many people averse to risk, having this reassurance means that more investors are able to participate in crowd funding opportunities (Ippolito, 2017).

In the US, there are currently more than 100 real estate crowdfunding companies, where you will also find non-accredited investors (Mindham, 2017). In the year 2016, it was established that a total of $2.6 billion had been invested as capital on these platforms, and rapid growth is estimated, reaching $300 billion by the year 2025. Here is what you can expect from some of the sites that are available online: -

- Realty Mogul: This offers interesting alternatives for the investor, including retail properties, multi family units, hospitality properties and even office buildings. It has been in existence since 2013 and has a portfolio of property that is worth more than $2 billion. There are in excess of 175,000 registered members on this platform (Mogul, 2019).
- Fund Rise: Here is another platform where the investor will be spoilt for choice from the number of funds that they can choose from. There are a total of seven available and investors can decide whether they need income or are looking to grow their investment. One can choose between first time home buyer housing, as well as equity and debt options in commercial real estate (Fundrise, 2019).
- Fund That Flip: This is another platform for real estate crowd funding, though it focuses on residential real estate. It also registers people in record time, usually within five minutes for those who want to become investors. The focus of the site is finding homes, flipping them and then selling at a profit. The profit is then shared with the investors (Flip, 2019).
- Blackstone: For any non-accredited investor that is looking for heritage will find what they need at the Blackstone Real Estate Income Trust (BREIT). This is a company that has been around for more than 25 years and has accumulated a massive portfolio. This site offers products that can easily be customized for the individual investor (Blackstone, 2019).
- Lending Home: As a crowdfunding site for real estate, this one focuses on mortgages where non-accredited investor can return of up to 8% of the investment. This means that it focuses on high-yield real estate assets (Home, 2019).

Real Estate crowdfunding offers non-accredited investors the chance to not only create a portfolio for investment, but also to diversify it. Through this, it is possible to invest and benefit from returns without having to go into direct ownership. When it comes to real estate crowdfunding, one can choose between equity or debt investments. Here are the two main differences that you need to note. The one that has the higher risk is the equity investments. Should you choose this type of investment, then you will have an ownership stake in the property. The return on investment comes in the form of a percentage of the rental income. In the event that the property has been put up for sale, then the investor would get some gains from the sale. If a non-accredited investor is looking for a high return on investment, then this would be the preferred option. However, with greater returns come greater risk particularly if there is a sudden reduction in rental income.

When dealing with debt, then you will find that you are investing in a mortgage for example. This would be a commercial property. The return on investment comes into play when the loan is being repaid, as the

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non-accredited investor would be able to benefit from some part of the interest. What this means is that the investor would have put some money into the crowd fund, together with others and someone would then purchase the property. As they pay it back, interest is earned. So, one can choose what type of investment they want to go into so as to receive the highest return possible. The only disadvantage that this type of investment has is that the returns are limited, only to the interest rate. The main advantage is that the investor is not a direct owner, and therefore, does not need to take on the responsibility of property management (Lake, 2018).

The reason that microlending and crowdfunding for real estate will continue to thrive is the low entry point where the minimum investment is often at approximately $500 per month, though it can go lower than this on certain platforms. In fact, there are some platforms that are even willing to take up a daily investment of $25. Considering that the price of real estate can run into the millions of dollars, then this entry point is clearly much more affordable, especially considering the returns.

b) What the Law Says about Accredited and Non-Accredited Investors

There is one main difference according to law between the accredited and non-accredited, and it comes down to ownership. An accredited investor will own a stake within the company that they invest in. In the long term, they have a strong asset that is likely to appreciate in value over time. This is not the case for the non-accredited investor, although they are able to benefit from the returns.

For the non-accredited investor, there are platforms that exist which facilitate them to invest in real estate. The investment does not result in ownership, but, the investor is able to benefit from any revenue generated from the property. This adds some flexibility in the investment, as the non-accredited investor is able to decide to change an investment with ease if they are not getting the return that they are expect. For non-accredited investors, these are more crowdfunding then microlending, which explains the evolution that microlending has in the United States. There is an act known as the Jumpstart Our Business Startups Act (JOBS) which was passed in 2012 (Lake, 2018). The law was put in place to help small businesses raise the capital that they need to spur economic growth as well as to create more jobs. It was in 2015 that it became possible, through some provisions from the U.S. Securities and Exchange Commission (SEC) for non-accredited investors to also be a part of this type of investment.

There are some restrictions that have been put in place for non-accredited investors as well. One may assume since microlending is dealing with small amounts of money, then it is possible for just anyone to become an investor. However, there are criteria that the non-accredited investor need to fit within. Being non-accredited, the main restriction comes in the amount that can be invested within a period of 12 months. There is no blanket limit, each limit is based on the individual's net worth as well as their income.

Here is an example. A non- accredited investor may be making less than $100,000 each year, or the investor may have a net worth that is below this amount. This means that they will only be able to invest greater than $2,000 or they can invest up to 5% of their net income on an annual basis. Should the non-accredited investor be making more than $100,000 in a year, then they will be able to invest up to 10% of their income or net worth, whichever is less, though the total limit goes up to $100,000 for the entire year.

These limits are in place to protect the non-accredited investors, as for many of them, they are investing for the first time. This protection will ensure that their losses are limited and also gives them the opportunity to build up their returns. As they increase their overall net income, it will become easier for them to invest some more.

It is essential to note these restrictions as they do not apply in the same way to accredited investors.

V. Regulations for Microlending Institutions

It should be noted that microfinance, which also includes microlending, is an important sector within the financial market. It has been active within this sector for more than four decades, yet, there are still significant gaps when it comes to the regulation of microfinance institutions (Pierce, 2013).

To date, there is still some development needed when it comes to the laws and regulations that microlenders and microfinance institutions are to follow in the US. Currently, they are in operation as one of three groups. The first is the non-profit organizations, and these are the ones that act as distributors of federal money. The second is non-profit organizations that are operating independently from the government. The third is simply for profit organizations (Pierce, 2013). Even with these three groups, there is no clear regulatory body that is monitoring the activities of microlenders (Raheb, Fall 2017). There are some laws that they need to abide to, and these include banking laws, capital holding requirements as well as usury laws. For example, the Usury laws that are in place are there to protect the customers against interest rates that are exorbitant. It is worth noting that the laws will vary from one state to another, with the main difference being in the investment limit for non-accredited investors (Yield Talk, 2018.)

MFIs face a challenge, and that is to make sure that they get an adequate return on their loans,

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especially as they are dealing with riskier customers. With the usury laws in place, it becomes challenging for these institutions to charge a higher interest rate. This means that there needs to be some attention given to the microfinance regulatory system to cater for the nature of MFI loans (Pierce, 2013).

As regulations are being put in place, it is important that they encourage transparency when it comes to the corporate governance of MFIs. With disclosure regulations in place, more investors will be encouraged to take advantage of the available resources of effectively and efficiency. They will also help to legitimize the microfinance industry.

With the growth of microfinance in the USA, one thing that is essential is a regulatory framework coming into place, so that both the investors as well as consumers are protected. This will help with the growth of the microfinance growth.

There are also learnings that the USA can take from other countries that have strong microfinance institution frameworks. The first thing that needs to be taken into consideration is understanding of risk in relation to the legal and institutional framework of the USA. Microfinance institutions face risk in overall management, ownership and governance, portfolio, and as a new industry (Churchill & Berenbach, 1997).

In South Africa, there are MFI institutions that have come together and created a body that is known as the Alliance of Micro Enterprise Practitioners. Through this body, there is sharing of technologies as well as experiences, and together are able to apply to the government for amendments in laws, such as the usury law. This has helped to enhance the regulatory environment for these types of institutions.

In the Philippines, the situation is similar with microfinance coalitions being available. There are also commercial banks, donor agencies, and private foundations that are involved, which has helped create some guidelines that these and other agencies involved need to follow. From a government perspective, there is the Monetary Board that looks at the approach for regulating these institutions. Then the National Credit Council steps in to ensure that activities are rationalized with existing government credit policies. In addition, the National Economic and Development Authority looks at how microfinance can be incorporated into the national economic policies (Churchill & Berenbach, 1997).

VI. What needs to be done to Create a Microlending Fund

It is possible to begin a microlending fund for those who are interested in investing in real estate. Typically, it will have the following components: -

1. A clear purpose: This would outline the type of real estate that is being invested into, with a plan of how much will be invested and the possible return.
2. The Geographical Area Served: For example, a fund could cover real estate options that are available in New York City.
3. The Loan Criteria and Steps for Approval: It should be outlined who can take the loan and what documentation they need to provide to be considered. Following this, there should be clear details on how the loan will be approved, including the length of the approval process, and what happens once the loan is approved.
4. Composition of the Committee: This is essential to putting a name and a person to the overall microlending entity. Since most of the microlending platforms are available online, it is important that those seeking loans can establish some trust by knowing who they are dealing with.
5. Comprehensive Financing Policies: This involves all costs and requirements involved in getting the loan. They should encompass the fees, as well as the interest rates and terms for the loans.

Once one has people who are interested in taking the microloans for real estate, the work begins with proper management of the funds and the investors as well as the marketing (Bowen-Ellzey, 2011).

VII. Conclusion

From the information available, microlending has some way to grow in the United States, especially if one is referring to the more traditional model of microfinance that is being used in developing countries. There are changes that have been made to existing models, to make them a better fit for the market. This is where crowdfunding comes in, which is the primary option for non-accredited investors who are looking for options for investment.

With the current loophole when it comes to laws and regulations, now is the best time to become an investor. With the passage of time, and the increase in popularity, it is likely that this type of investment may become more stringent. Although this may be good from a regulatory perspective, it may ultimately result in the masses being cut out of being able to make good investments.

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The Study of the Trolley Buses Occupancy

By Azemsha Sergey

Introduction- Public transport occupancy is a very important indicator. On the one hand, low occupancy rates result in a low payback of transportation. On the other hand, too high occupancy rates reduce the quality of services provided to passengers, which can lead to an outflow of passengers.

The study of oc cupancy of public transport devoted some works. In [1], the authors found that Pareto law is valid for many routes about occupancy - only 20% of bus occupancy is used for 80% of the route. The article [2] presents a method for estimating the level of employment of public transport based on data recorded by the weighing system in motion (wait in motion system). Analysis of the measurement data allowed us to propose the following analytical form of a function describing the employment level of a passenger vehicle, depending on the result of gross weight measurement [2, p. Five]:

$$Y = 152.05X + 9624.4,$$

Where X is the number of passengers, Y is the vehicle weight.

The coefficient of determination for this expression is 0.79. The values of the remaining statistical criteria, the authors do not give. It should be noted that the method proposed by the authors allows you to quickly and accurately determine the number of passengers transported on the stretch. At the same time, such installations are quite expensive.

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In work [3] the information about the dynamics of changes in the occupancy of buses of the EU countries is given. The authors emphasize that the level of employment for buses varies between the Member States. For example, in the UK, the bus transports an average of about nine people, while in France this figure is about 25. The authors explain the differences between member states by different public transport organizations (tariffs, frequency, availability, etc.), as well as ownership of bus companies. Similar studies for the United States are given in [4].

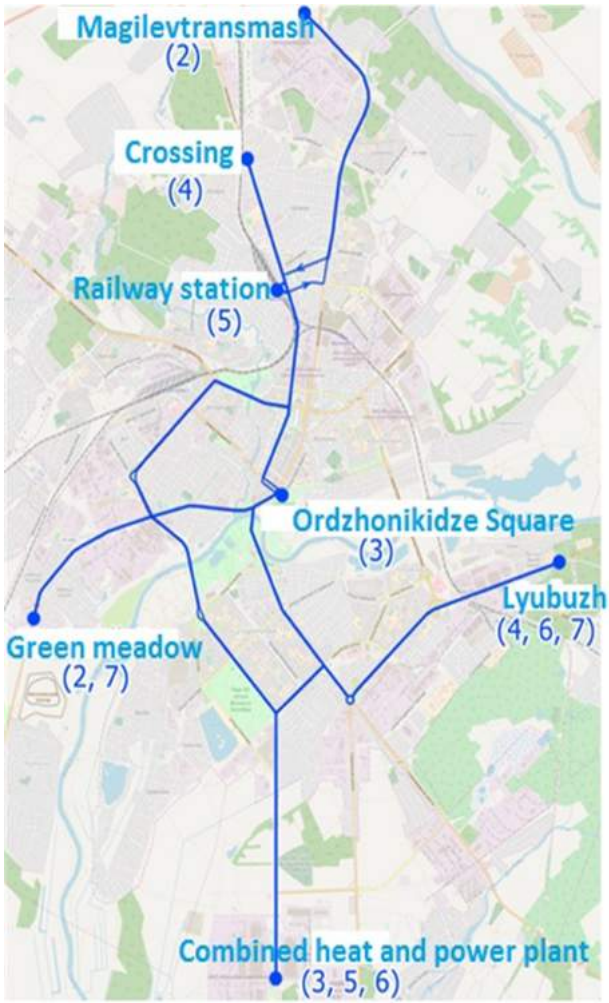
The purpose of the work is to calculate and analyze the statistical characteristics of a random variable characterizing the degree of utilization of the capacity of trolleybuses in the city of Mogilev. The degree of capacity utilization is supposed to be evaluated by the following criteria:

- Average occupancy per flight (Nr), equal to the ratio of passenger-kilometers made for the trip to the length of the trip;
- The coefficient of trip capacity (Krvm), the value of which is equal to the ratio of passenger-kilometers of transport work performed during a journey, to the maximum possible transport work, determined by the product of the capacity of the trolleybus by the distance of the trip;
- Passenger density factor (Kp), the value of which is equal to the ratio of the maximum passenger traffic per flight (passenger density) to the capacity of the trolleybus;

Bus, trolleybus, and electric bus traffic, as well as route taxis, are organized in Mogilev. In the city there are Branch “Bus depot No. 1 of Mogilyov”, Branch “Automobile park No. 22 of Mogilyov”, Branch “Automotive park No. 3 of Mogilyov”. The trolleybus traffic in Mogilev was opened on January 19, 1970, and has six routes (Figure 1). The operating organization is OJSC “Mogilyovoblavtotrans”, which includes one trolleybus park. From February 2018, two electric CRRC TEG6125BEV03 electric buses began to run in Mogilev along the trolleybus route No. 4.

Author: *e-mail: s-azemsha@yandex.ru*

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To calculate the three above criteria for characterizing the degree of utilization of the capacity of trolleybuses, a selective survey of passenger traffic was carried out on each route. It was done by direct observer counting the number of incoming and outgoing passengers at each stop. The total number of flights surveyed is 110. Statistical characteristics of the studied criteria are presented in Table 1.

Table 1: The main statistical characteristics of capacity utilization criteria

Random value	Average	Median	Standard deviation	Standard error	Skewness	Standard error of skewness	Kurtosis	Standard error of Kurtosis
Nr	21,15643	19,20375	12,74059	1,214768	1,275671	0,230448	2,735502	0,457021
Krvm	0,17200	0,15613	0,10358	0,009876	1,275671	0,230448	2,735502	0,457021
Kp	0,29956	0,27642	0,16564	0,015793	1,225317	0,230448	3,127494	0,457021

Evaluation of descriptive statistics shows that the mean and median are not significantly different from each other. This is an indirect sign that the distribution of the random variables under investigation is subject to the normal (Gaussian) distribution. However, the difference between the Skewness modulus and the standard Skewness error is more than three times, the difference between the kurtosis and the kurtosis error is also more than three times. This is an indirect sign that the distribution of the random variables under study is different from the normal (Gaussian) distribution. Figure 2 shows the distribution diagram of the random variable under investigation and the corresponding statistical tests.

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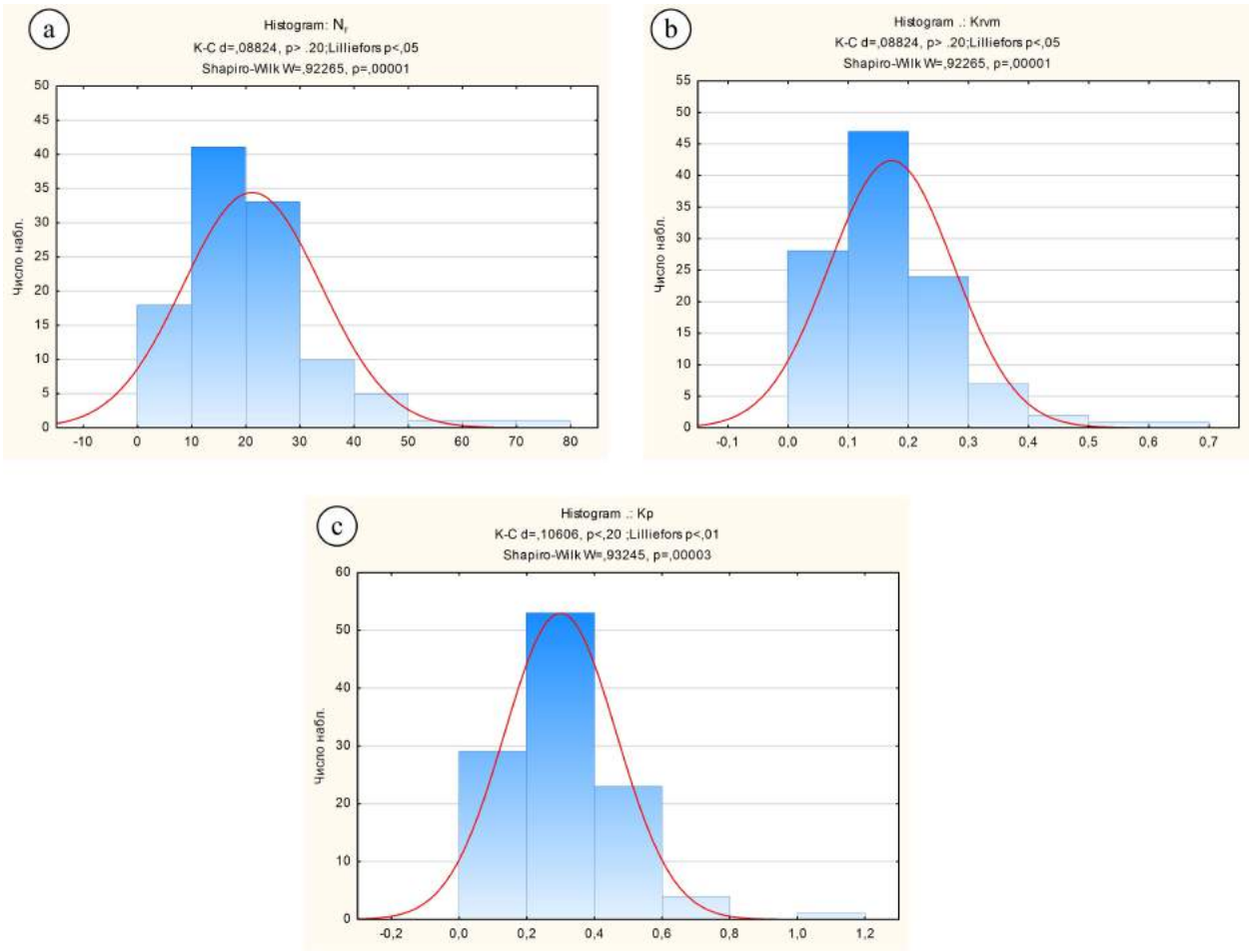


Figure 2: Frequency distribution histograms: a - average occupancy per flight (Np); b - the coefficient of regular capacity (Krvm); c - passenger capacity ratio (Kp)

From the constructed histograms it can be seen that their shape is visually different from the theoretical curve of the normal distribution. This is a sign that the variables are different from the normal (Gaussian) distribution. The level of significance for the Kolmogorov-Smirnov test is more than 0.2 for Np and Krvm. This indicates the normal distribution of a random variable. The level of significance for the Kolmogorov-Smirnov test is less than 0.2 for Kp. This is a sign that the variables are distributed according to a distribution other than normal(Gaussian). At the same time, the significance level for the Shapiro-Wilks test is less than 0.05 for all three random variables under study. This is a sign that the distribution law of the quantities studied is different from the normal (Gaussian) distribution. Figure 3 shows the normal-probability graphs of the distribution of random variables under study.

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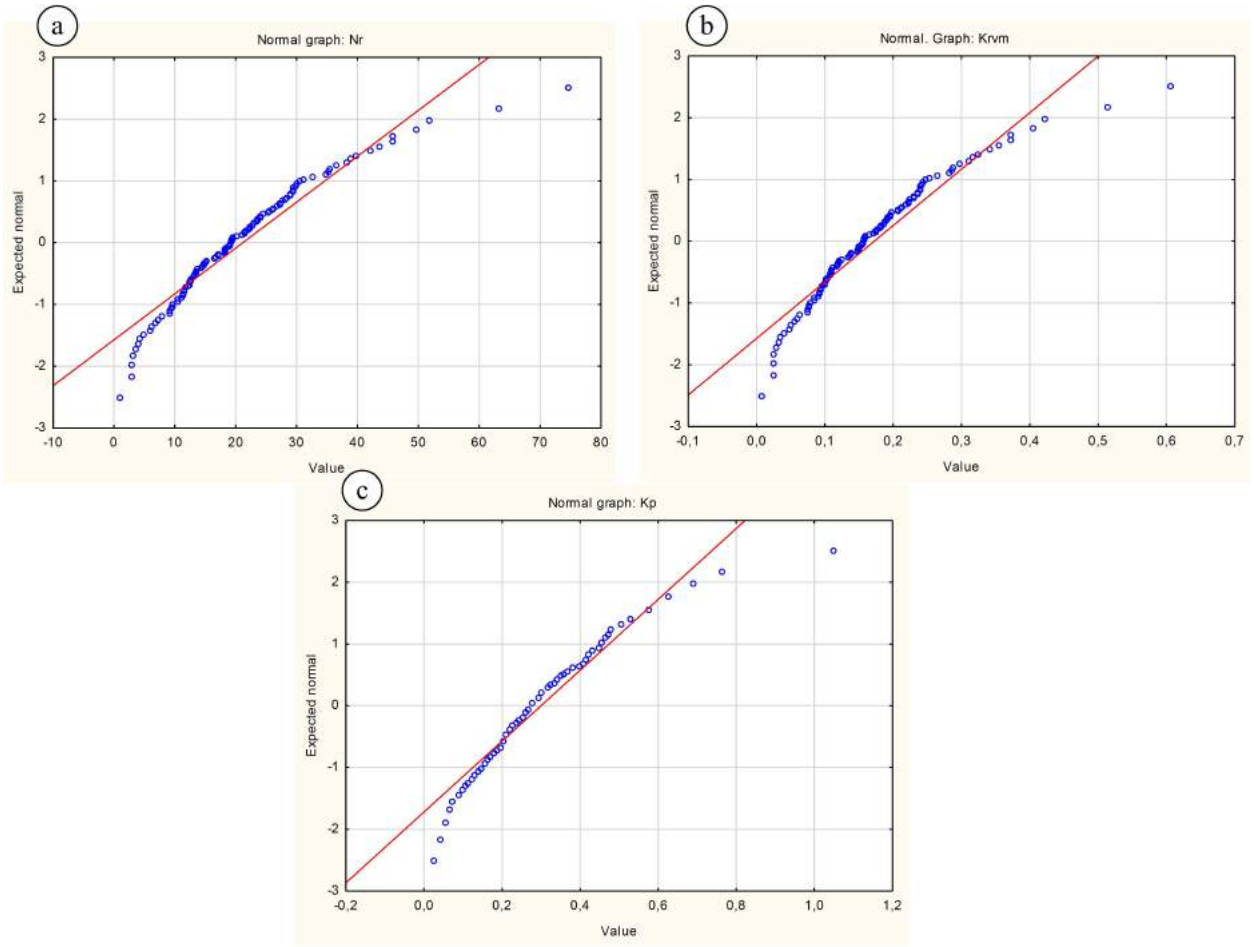


Figure 3: Normal-probability graphs of the distribution: a - average occupancy per flight (Nr); b - coefficient of regular capacity (Krvm); c - coefficient of passenger density (Kp)

From figure 3 it can be seen that for all three random variables under study, the actual data have some variation relative to the theoretical straight line. This indicates that the random variables under study are different from the normal distribution. Figure 4 shows the box scatter diagrams of the random studying variables.

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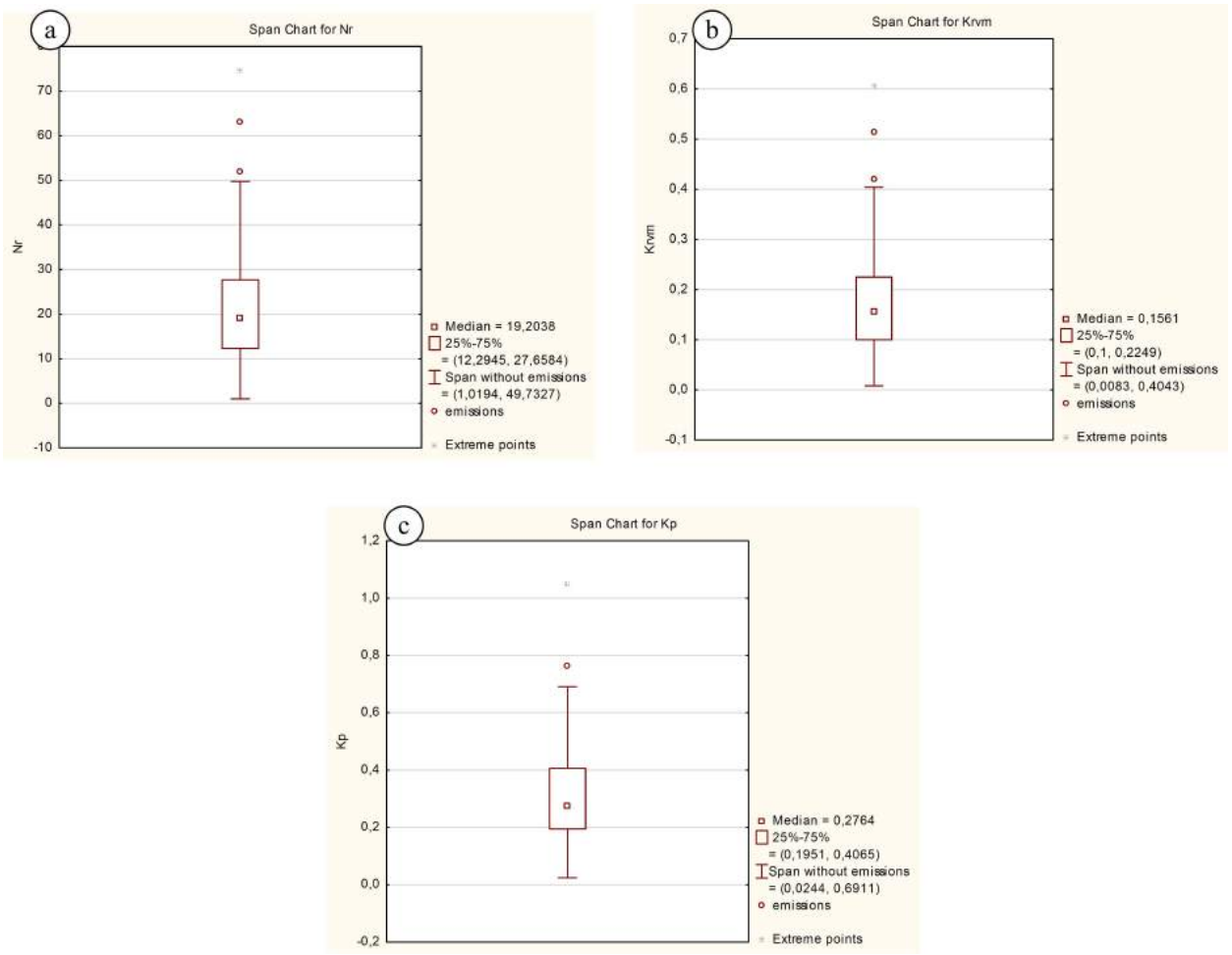


Figure 4: Box diagrams of the magnitude of the studied random variables: a - average occupancy per flight (Nr); b - the coefficient of regular capacity (Krvm); passenger capacity ratio (Kp)

From figure 4 it can be seen that the diagrams are asymmetric concerning the median, and there are outliers and extreme points. This indicates that the random variables under study are different from the normal distribution.

Thus, by the studies performed, it can be argued that the distribution of average occupancy per flight (Np), coefficient of voyage capacity (Krvm) and coefficient of passenger density (Kp) is different from normal(Gaussian) distribution.

The results of fitting the distribution in the Statistica program showed for the three random variables studied using the p-values of the Kolmogorov-Smirnov, Anderson-Darling and Chi-square tests are shown in Table 2.

Table 2: Distribution fitting results

	Distribution law		
	Kolmogorov-Smirnovtest	Anderson-Darling test	Chisquare test
Average occupancy per flight (Nr)	Generalized extreme value distribution	Generalized extreme value distribution	Mixture distribution
Ratioofcapacity (Krvm)	Generalized extreme value distribution	Generalized extreme value distribution	Weibull distribution
Coefficient of passenger density (Kp)	Johnson's SU-distribution	Generalized extreme value distribution	Rayleigh distribution

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Figure 5 shows the graphs of the empirical distribution functions and the quantile-quantile graphs of average occupancy per flight (Nr).

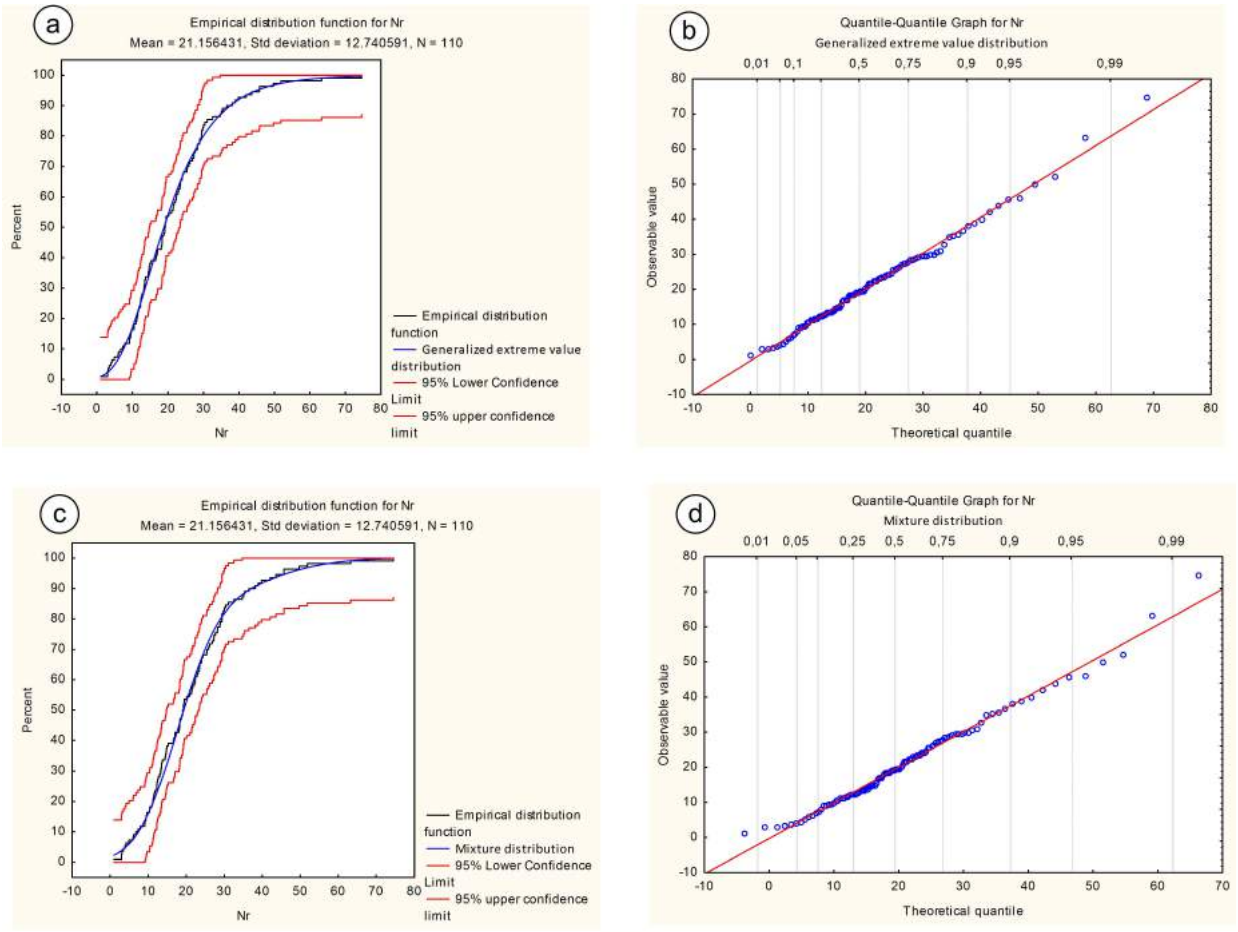


Figure 5: Graphs of empirical distribution functions and Quantile-quantile graphs for a random variable (Nr): a - an empirical distribution function for Generalized extreme value distribution; b - quantile-quantile graph for Generalized extreme value distribution; c - empirical distribution function for the Mixed distribution law; d - quantile-quantile graph for the Mixed distribution law

From figure 5 it can be seen that both graphs show that the Generalized extreme value distribution is the best fit to the observed data for the variable Nr. The corresponding distribution histogram is shown in Figure 6.

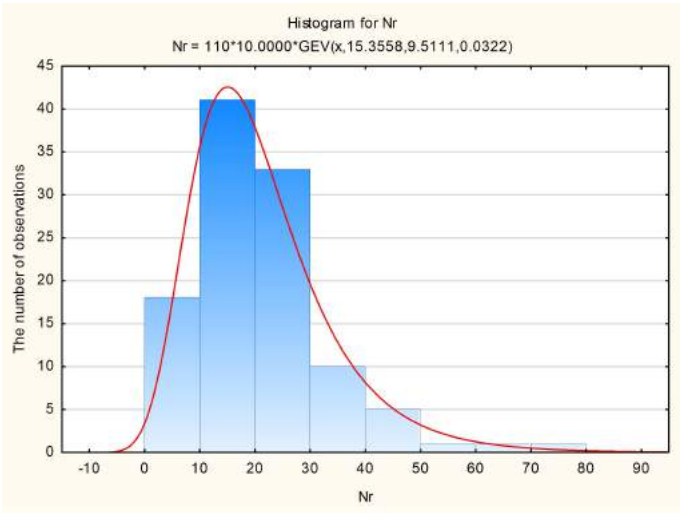


Figure 6: The histogram of the distribution of the random variable Np with an adjustment to the distribution law

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Similar actions were performed for the remaining variables. It was found that the best fit for the variable Krvm is the Generalized extreme value distribution (Figure 7), and for the variable Kp - the Johnson's SU-distribution (Figure 8).

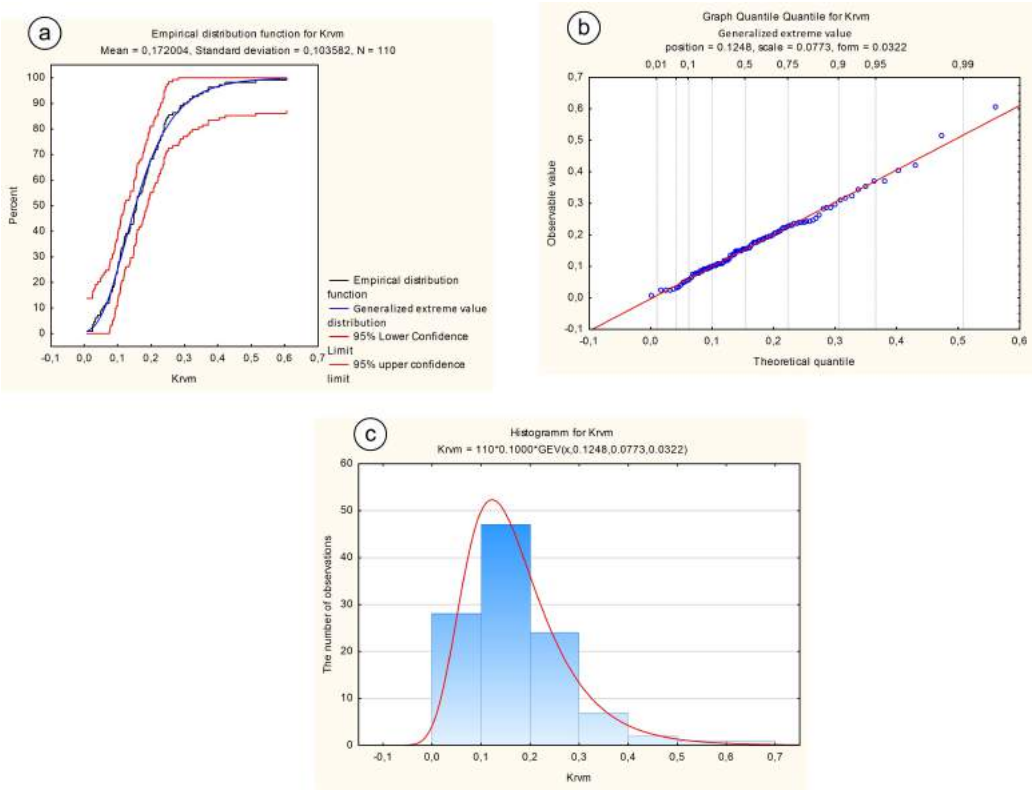


Figure 7: Determination of the variable distribution law for Krvm: a - empirical distribution function for the Generalized extreme value distribution; b - quantile-quantile graph for the Generalized extreme value distribution; c - histogram of the Generalized extreme value distribution

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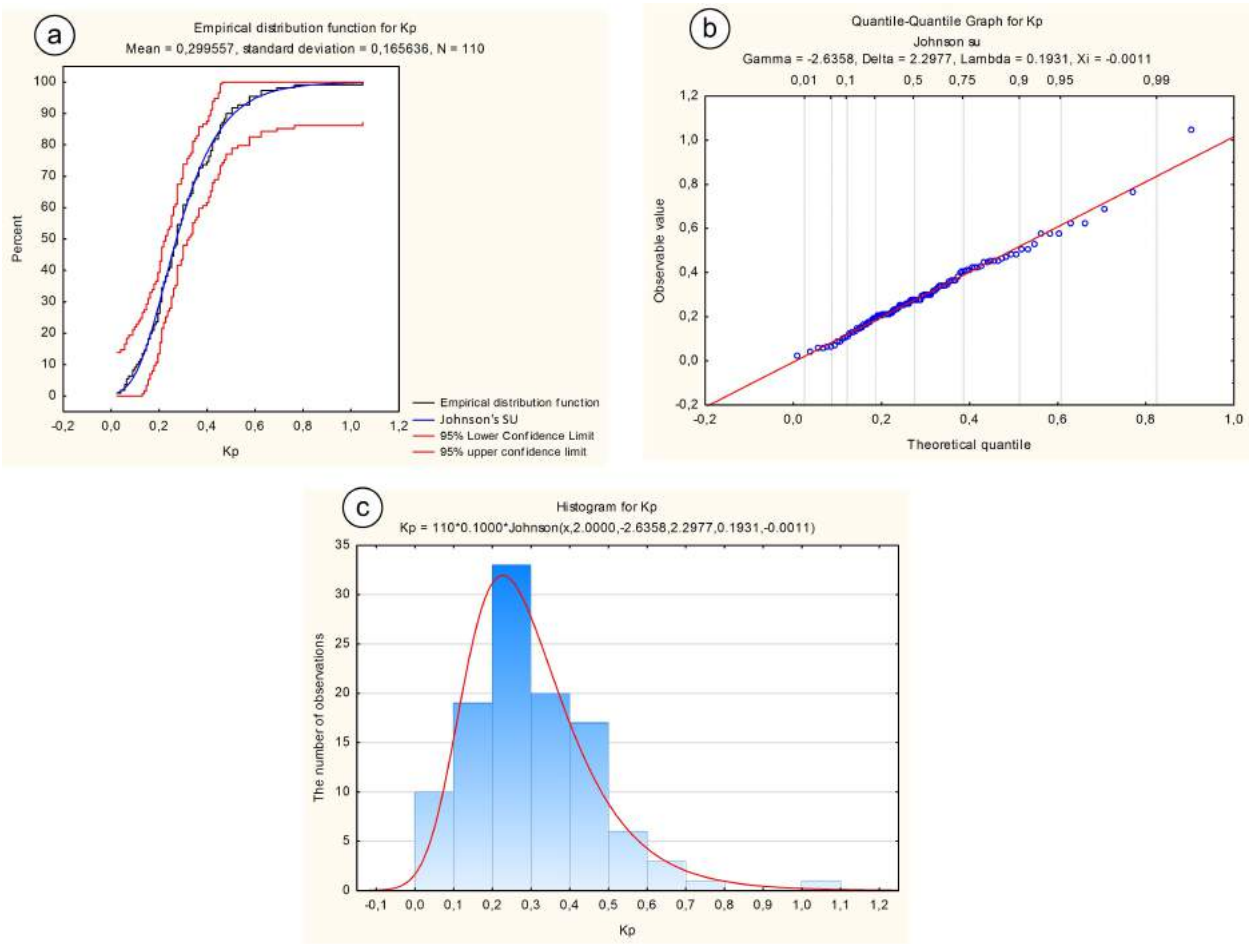


Figure 8: Determination of the distribution law of the variable Kp: a - the empirical distribution function for Johnson's SU-distribution; b - the quantile-quantile graph for Johnson's SU-distribution; c - histogram of the distribution of a random variable with a fit to the Johnson's SU-distribution

For a sample size greater than 30 values, by the central limit theorem, the required sample size n for estimating the mean, in cases where the variance of the entire set is not specified, can be found using the following formula [5, p. 197]:

$$\delta = \frac{\varepsilon}{\overline{x}} = \frac{t_\alpha}{\sqrt{n}} \frac{s}{\overline{x}} \qquad (1)$$

Where δ – marginal relative error;
ε - maximum absolute error;
$\overline{x}$ - sample mean;
tα – Student's α-quantile distribution with n degrees of freedom;
s - sample standard deviation estimate.

By value $\delta = \frac{\varepsilon}{\overline{x}} = 0,2$ and $\frac{s}{\overline{x}} = \frac{12,74059}{21,15643} = 0,6022$ (see table 1) we get:

$$0,2 = \frac{t_\alpha}{\sqrt{n}} 0,6022 \rightarrow \frac{t_\alpha}{\sqrt{n}} = 0,3321 \qquad (2)$$

From the table of values $\frac{t_\alpha}{\sqrt{n}}$ [5, p. 197], at confidence level α = 0,95 (technical sciences) and $\frac{t_\alpha}{\sqrt{n}} = 0,3321$ it can be obtained that a sufficient sample size for estimating the average value of the average occupancy per flight (Nr) is 37. Knowing that the sample size is 110 values and α = 0,95 from the table of values $\frac{t_\alpha}{\sqrt{n}}$ [5, p. 197], can get that $\frac{t_\alpha}{\sqrt{n}} = 0,195$. Then from expression [1),] you can get

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$\varepsilon = 0{,}195 \cdot 12{,}74059 = 2{,}48$. That is, a sample of 110 values of average occupancy per flight (Nr) provides the maximum absolute error of 2.48 passengers.

Performing similar calculations can be obtained that 110 values:

– The coefficient of regular capacity (Krvm) provides the maximum absolute error of this random variable of 0.02%;
– The coefficient of passenger density (Kp) provides the maximum absolute error of this random value is also 0.02%.

So it can be argued that in the city of Mogilev when passengers are transported by trolley buses with a confidence level $\alpha = 0.95$, the mean value:

1. Average occupancy per flight (Nr) is 21 passengers with the maximum absolute error of three passengers.
2. Average coefficient of trip capacity (Krvm) is 17.2% with an absolute error of 0.02%.
3. Average passenger capacity ratio (Kp) is 30% with a maximum absolute error of 0.02%.

Further research should be directed to:

– A comparative analysis of the degree of occupancy of public transport in different countries and testing the hypothesis that the degree of occupancy of buses is influenced by macroeconomic indicators in the country: GDP per capita, foreign trade balance, etc.
– Check the differences in the criteria for assessing the degree of capacity by route, by the hour of the day.
– Search for the relationship between bus occupancy, route characteristics and transportation payback;
– Development of measures to optimize the degree of capacity utilization.

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Quantitative Assessment of the Bus Rapid Transit Efficiency in Solving the Problems of Motorization of Modern Cities

By Veniamin Bogumil

Introduction- The cause of congestions of traffic flow is its oversaturation with private cars. The fraction of private cars within traffic flow exceeds 80% [1]. Another reason is the low utilization of private vehicles. In Moscow, according to statistic, the average number of passengers in a car during rush hours is about 1.5 [1].

In this situation, the possibilities of public transport look very attractive. Vukan R. Vuchic, the wellknown American scientist, underlines that city governments recognize urban public transport as the critical element in achieving a balanced transportation system. In this case, "the support for urban transit provided by federal/national and other levels of government have played a major role in its upgrading through research and development, financing of a new system, new modes, and applied research for solving technical, operational and planning problems" [8].

The possibilities of urban passenger transport in improving the transport situation of large cities are highly appreciated not only by specialists in this field but also by prominent organizations, such as American Public Transport Association (APTA). According to APTA technology for big cities public transit is Bus Rapid Transit (BRT) enhanced with modern elements of ITS. In 2010 APTA issued a document «Implementing BRT Intelligent Transportation Systems». It established recommended practices for incorporating Intelligent Transportation Systems into Bus Rapid Transit Services and Infrastructure [7].

GJMBR-F Classification: JEL Code: L62



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- What are the problems to be overtaken?
- What is the goal of this activity?
- What is the result to be achieved?
- What is another benefit?
- How much does it cost?

The nature of the answers for such questions needs to be not qualitative but quantitative.

Author: Moscow Automobile and Road Construction State Technical University (MADI) 64, Leningradsky prospect, Moscow, Russia. e-mail: v_bogumil@mail.ru

The problem is that the highway is overload regularly during morning or evening rush hours and thousands of people are stucked in traffic losing their time.

Here we consider BRT as a problem-solving tool. Our goal is to get a quantitative assessment of the Bus Rapid Transit lane implementation efficiency considering a specific use case.

In this article, we'll try to discuss a situation with suburban service which occurs every morning and evening on main highways between downtown and outlying suburban area. To be concrete, we assume that highway length (L) connecting suburban area and downtown is15 kilometers and it has eight lanes (l): i.e., four lanes in each direction. Therefore, four lanes of highway from suburb to downtown are overloaded during morning rush hours, and another four lanes from downtown to suburb overloaded during evening rush hours.

1. Estimation of traffic flow parameters

To obtain quantitative estimates, we will use the relations between the average speed and the average density of the traffic flow, determined by the fundamental diagram. American scientists created the "following the leader" theory and found out that in dense traffic flow conditions the relationship between the average speed (V) and average traffic density (ρ) on a highway lane is expressed by the formula [5,6]:

$$V = C_1 e^{-c_2 \rho} \quad (1)$$

We have conducted studies of Moscow highways to obtain parameters C_1 and c_2 in (1) expression for dense traffic flow. We estimated that for traffic density ρ: $50 < \rho < 160$, the relationship between the average speed (V) and average traffic density (ρ) one can express by the formula [2]:

$$V = 86e^{-0.02\rho} \text{km/h} \quad (2)$$

According to equation (2), the density of the traffic flow one can express as follows:

$$\rho = 50(ln86 - lnV) \text{veh/km} \quad (3)$$

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Let's assume that the average speed of dense traffic flow is 10 km/h. So our commuters spend 1.5 hours to reach downtown in the morning and another 1.5 hours to return home in the evening. Three hours in total for transport every working day are unacceptable.

The density of dense traffic flow, according to equation (3) is:

$$\rho = 50(ln86 - ln10) = 108 \text{ cars/km} \quad (4)$$

The number of cars, moved in dense traffic (N_c), one can estimate as follows:

$$N_c = T_r V l \rho \text{ cars/hour}, \quad (5)$$

where,

Tr –Rush hours;

V – Average speed of traffic flow in congested mode;

ρ – Density of dense traffic flow;

l – Number of lanes of the congested side of the road;

Let's estimate the intensity of traffic flow during one rush hour. In our case, according to (5)N_c value one can estimate as follows:

$$N_c = 1*10*4*108 = 4320 \text{ cars/hour} \quad (6)$$

From equation (6) we can calculate N_c^1=1080 cars/hour – the number of cars, moved in dense traffic flow in our case during one hour. And number of cars remain in dense traffic flow Nc^r= 4320 -1080=3240 cars/hour.

To solve the problem, we propose to organize dedicated BRT lane, eliminating part of cars from traffic flow and carry passengers of eliminating cars by BRT buses. Therefore, for this purpose one lane of the highway in each direction need to be dedicated to BRT buses. In new conditions, only three lanes in each direction will be available for private cars.

2. Replacement possibilities of separated BRT lane

Let's introduce an "elimination coefficient" k as follows:

$$k = \frac{C_{bus}}{C_0} \quad (7)$$

where:

C_o – Average number of private car passengers during rush hour period, passengers/vehicle

C_{bus}–Capacity of BRT bus.

The sense of the k coefficient is an average number of private cars, which one can eliminate by one BRT bus. It depends on the average occupancy of a private car during the rush hour period. The mandatory condition is that BRT bus not be overloaded during the trip. So, let's assume that during rush hours the bus passenger load is not excided established normative value [3, 4]. Then the total number of private cars (N_e), eliminated during one hour period by dedicated BRT lane can be estimated as follows:

$$N_e = kf \quad (8)$$

where:

k – Eliminating coefficient

f – Frequency of BRT bus movement, vehicle per hour.

Let's estimate the value of *k* coefficient for different types of buses and value of average occupancy of a private car. Let's consider two types of city bus:

1) A regular bus with normative capacity (C_{bus}) equal to 100 passengers.
2) An articulated bus with normative capacity (C_{bus}) equal to 140 passengers.

Let's suppose that the value of average occupancy of a private car during rush hour period (C_o) lays in the limits: $1.1 \le C_o \le 1.5$ passengers per vehicle. With this assumption in mind, according to (8) we have:

1) For regular bus: $100/1.5 \le k \le 100/1.1$, so $67 \le k \le 91$ private cars per bus;
2) For articulated bus: $140/1.5 \le k \le 140/1.1$, so $93 \le k \le 127$ private cars per bus.

Let's estimate "status quo" situation, when BRT lane replaces regular highway lane as 1:1, In this case, BRT buses need to carry passengers of 1080 cars replaced every rush hour.

For frequency of BRT bus movement from equation (9) we have:

$$f = \frac{N_e}{k} \quad (9)$$

Denote f_0 –frequency of BRT buses, needed to eliminated 1080 cars per hour for BRT lane to replace regular highway lane as 1:1.

So, we have:

1) For regular buses: $1080/91 \le f_0 \le 1080/67$, so $12 \le f_0 \le 16$BRT buses per hour. In this case the headway (h_0=60minutes/f_0) is estimated as follows: $60/16 \le h_0 \le 60/12$, so $3.75 \le h_0 \le 5.0$ minutes.
2) For articulated buses: $1080/127 \le f_0 \le 1080/93$, so $9 \le f_0 \le 12$ BRT buses per hour. In this case the headway (h=60minutes/f_0) is estimated as follows: $60/12 \le h_0 \le 60/8$, so $5.0 \le h_0 \le 7.5$ minutes.

To be attractive, BRT buses must have Right of Way (ROW) Category (B) [8] that are longitudinally physically separated lane by carbs. In this case, BRT buses movement not depend on traffic parameters. We suppose that BRT bus maximum speed along the separated lane is 60 km/h. We suppose that to keep maximum speed value 60 km/h for the separated lane,

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headway for BRT buses must not be less than 2 minutes for safety and organizational reasons which correspond to maximum frequency $f_{max}=30$ buses per hour. So, we have the reserve of capacity of BRT lane, which can be used to eliminate additional vehicles from another three lanes and to raise the average speed of dense traffic flow on regular lanes.

Let's denote $\Delta f=f-f_0$, additional frequency of BTR buses movement that one can spend to eliminate additional vehicles from congested lanes to rise average speed. Using equations (2), (4) and (8) we can express the dependence of average speed ($V=f(\Delta f,k,l)$as follows:

$$V = 86e^{-0,02(108-\frac{k\Delta f}{Ll})} \text{ km/h,} \qquad (10)$$

where,

Δf – additional frequency of BTR buses movement that one can spend to eliminate vehicles from regular lanes to rise average speed;

l – The number of regular lanes;

k – The eliminating coefficient,

L – The length of highway, kilometers.

The fraction $\frac{\Delta fk}{Ll}$ reflects the possibility of BRT lane to eliminate additional vehicles from congested lanes and to rise the average speed on regular lanes.

Let's see a numeric example.

In our case the number of regular lanes equal to 3. As was shown before, f_0 value belongs to a numeric interval (12, 16) and the numeric interval range depends on the average number of passengers of private cars.

We suppose that maximum frequency value equal to 30 buses per hour. So, if the average number of passengers of private cars equal to 1, 5 then coefficient k=67 and Δ f can vary from 0 to (30-16) or inside the interval (0,14).

If the average number of passengers of private vehicles equal to 1,1 then coefficient k=91 and Δ f can vary from 0 to (30-12) or inside the interval (0,18). If values of parameters "l" and "k" are fixed, we can consider V value as a function of Δ f with numeric parameters "l" and "k". For k=67 and l=3 equation (10) is shown as:

$$V = 86e^{-0,02(108-\frac{67\Delta f}{15*3})} \text{ km/h,} \qquad (11)$$

For k=91 and l=3 equation (10) is shown as:

$$V = 86e^{-0,02(108-\frac{91\Delta f}{15*3})} \text{ km/h,} \qquad (12)$$

Function graphs for this case is shown in Figure 1a and 1 b. As we can see, if the frequency of BRT buses raise to a prescribed maximum value equal to 30 buses per hour and carry addition number of passengers, and eliminate private cars from traffic, average speed value rises to approximately to 16 kilometers per hour.

In case of the articulated bus, if the average number of passengers of private care equal to 1.5 then k=93, $f_o=12$, Δ f can range from 0 to 18 buses per hour. The average speed of traffic flow one can estimate as follows:

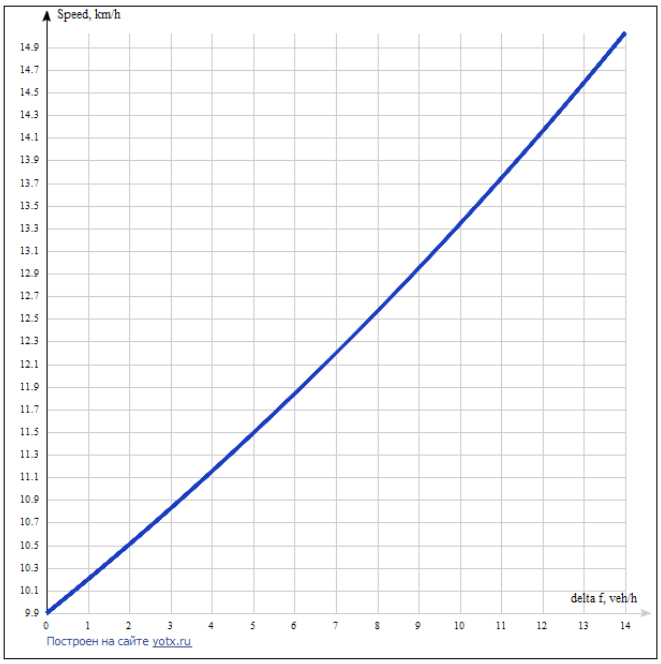
$$V = 86e^{-0,02(108-\frac{93\Delta f}{15*3})} \text{ km/h,} \qquad (13)$$

If the average number of passengers of private care equal to 1.1 then k=127, $f_o=8$, Δ f can range from 0 to 22 buses per hour. Average speed of traffic flow can be estimated as follows:

$$V = 86e^{-0,02(108-\frac{127\Delta f}{15*3})} \text{ km/h,} \qquad (14)$$

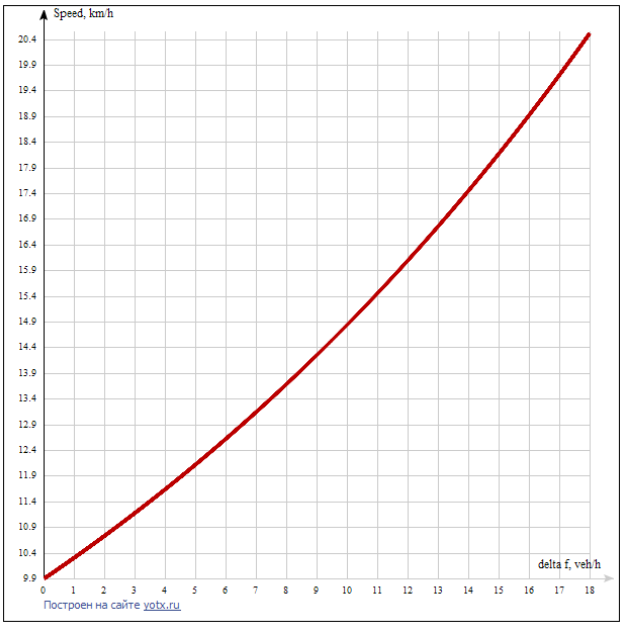
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Function graphs for this case are shown in Figure 2a and 2 b.



1a

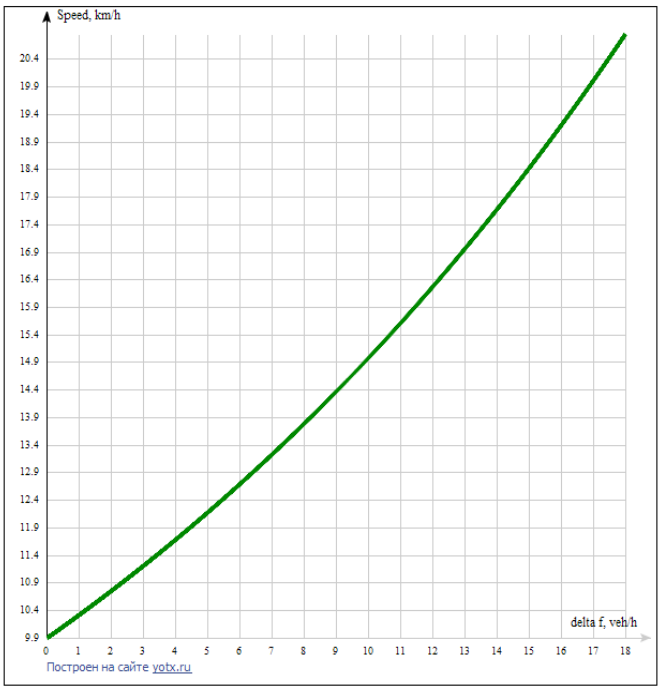
BRT Bus Capacity equal to 100 passengers, the average number of passengers in private car equal to 1.5



1b

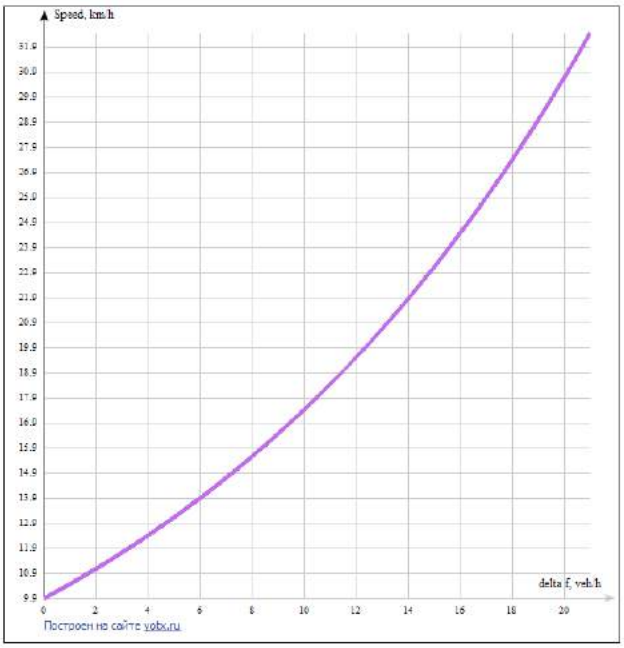
BRT Bus Capacity equal to 100 passengers, the average number of passengers in private car equal to 1.1

Figure 1: Dependence of the average speed of the traffic flow on the movement frequency of regular BRT buses and the average number of passengers in private cars.



1a

BRT Bus Capacity equal to 140 passengers, the average number of passengers in private car equal to 1.5



1b

BRT Bus Capacity equal to 140 passengers, the average number of passengers in private car equal to 1.1

Figure 2: Dependence of the average speed of the traffic flow on the movement frequency of BRT buses and average number of passengers in private cars.

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3. Operating speed and travel time estimation

Travel time depends not only maximum speed but on the number of stops. Let's estimate, how much time we need to spend for stops. The components of spending time are:

– Passenger's boarding time;
– Passengers alighting time;
– Bus accelerating time;
– Bus decelerating time;

We assume that 1)During transportation from suburb to downtown, passengers only boarding buses in suburb area and alighting buses in the downtown area.2) During rush hours bus passengers load equal to bus capacity. 3) Quality of transfer process is rather high, so buses are not overloaded. Therefore, time for boarding/alighting process during the trip (T_{ba}) can be estimated as follows:

$$T_{ba} = \frac{C_{bus}}{N_d \lambda} + \frac{C_{bus}}{N_d \mu}, \text{ seconds} \quad (15)$$

where:

C_{bus} – The capacity of BRT bus;

N_d – Numbers of bus doors for boarding/alighting;

λ –Boarding rate, second per passenger per door;

μ – Accelerating rate, second per passenger per door.

Another time spend on accelerating/ decelerating bus (T_{ad}) at each stop. This time can be estimated as follows:

$$T_{ad} = (N_{st} - 1)\ (\frac{V_{max}}{3.6a} + \frac{V_{max}}{3.6d}), \text{ seconds} \quad (16)$$

where:

N_{st} – Number of stops on the route;

V_{max} – Maximal speed on the route, km/h;

a –bus acceleration rate, m/sec^2;

d – bus deceleration rate, m/sec^2.

The third component of time spend on running along the route with maximum speed (T_{msp}). This time with the same notation one can estimate as follows:

$$T_{msp} = \frac{3.6[1000L - 0.5(N_{st} - 1)\ (at_a^2 + dt_d^2)]}{V_{max}}, \text{ seconds} \quad (17)$$

where L – Length of the route lane, km.

Operating time (T_o) can be estimated as follows:

$$T_o = \frac{T_{ba} + T_{ad} + T_{msp}}{60}, \text{ minutes} \quad (18)$$

Operating speed (V_0) for a line one can estimate as follows:

$$V_o = \frac{3600L}{T_{ba} + T_{ad} + T_{msp}}, \text{ km/h} \quad (19)$$

Let's estimate the dependence of operating speed on numbers of bus stops on the route in our case for regular and articulated buses.

We assume that regular and articulated buses typical dynamic characteristic are: approximately acceleration rate a=1.6 m/sec^2. Therefore, acceleration time to reach maximum speed 60 km/h t_a=10 seconds; deceleration rate d=1 m/sec^2.Therefore, deceleration time to decelerate from 60 to 0 km/ht_d=16 seconds.

Let's calculate length of acceleration/ deceleration way (S). In total S= $0.5[a(t_a)^2 + a(t_a)^2]$= $0.5[1.6*100 + 1.0*256]$=0.5[160+256]=208 meters. Time spent for acceleration/deceleration equal to 10 +16= 26 seconds.

According to statistics, we have boarding/ alighting rate from for low floor buses estimated from 2.0 to 2.5 second per passenger per door when fare collection organized before boarding []. We assume that boarding rate λ=2.0 second per passenger per door, alighting rate μ=2.0 second per passenger per door.

Using equations (15),(16),(17),(19) we can for regular bus write out the equation as follows:

$$V_o = \frac{3600L}{[\frac{C_{bus}}{N_d \lambda} + \frac{C_{bus}}{N_d \mu}] + [(N_{st} - 1)\ (\frac{V_{max}}{3.6a} + \frac{V_{max}}{3.6d})\ ] + [\frac{3.6[1000L - 0.5(N_{st} - 1)\ (at_a^2 + dt_d^2)]}{V_{max}}]}, \text{km/h} \quad (19)$$

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After substitution we have for the regular bus:

$$V_o = \frac{3600*15}{[\frac{90}{2*2}+\frac{90}{2*2}]+[(N_{st}-1)\ (\ \frac{60}{3.6*1.6}+\frac{60}{3.6*1.0})\ ]+[\frac{3.6[1000*15-0.5(N_{st}-1)*(\ 1.610.0^2+1.0*16^2)\ ]}{60}]} \quad (20)$$

After simplification we have:

$$V_o = \frac{54000}{[45]+[(N_{st}-1)*(\ 27.12)\ ]+[\frac{3.6[15000-0.5(N_{st}-1)*(\ 416)\ ]}{60}]} = \frac{54000}{930.36-14.64N_{st}}, \text{ km/h} \quad (21)$$

For articulated buses we have:

$$V_o = \frac{3600*15}{[\frac{140}{3*2}+\frac{140}{3*2}]+[(N_{st}-1)\ (\ \frac{60}{3.6*1.6}+\frac{60}{3.6*1.0})\ ]+[\frac{3.6[1000*15-0.5(N_{st}-1)\ (\ 1.610.0^2+1.0*16^2)\ ]}{60}]} \quad (22)$$

After simplification we have:

$$V_o = \frac{54000}{[46{,}7]+[(N_{st}-1)*(\ 27.12)\ ]+[\frac{3.6[15000-0.5(N_{st}-1)*(\ 416)\ ]}{60}]} = \frac{54000}{931.96-14.64N_{st}}, \text{ km/h} \quad (23)$$

We can see, that dependence of operating speed on numbers of bus stops almost identical for regular and articulated buses(see equations (21) and (23)).

The graph for operating speed for the regular bus (equation 21) is shown in figure 3.

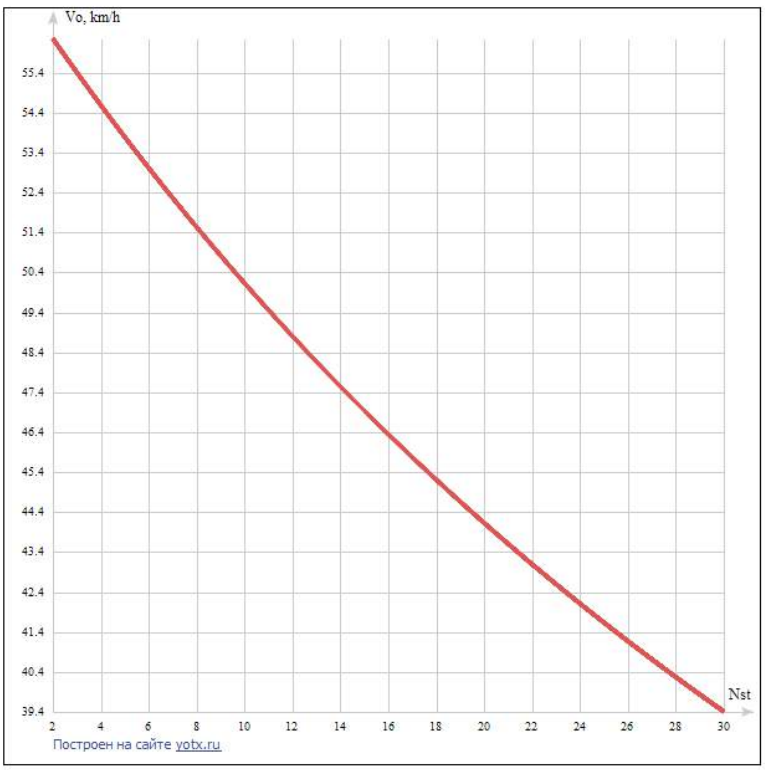


Figure 3: Dependence of bus operating speed on numbers of bus stops on the route for regular buses.

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The number of stops varies from 2 to 30. Two stops on the route are terminals only. 30 stops mean two bus stops per kilometer in average. If the number of stops rises then operating speed drops significantly.

II. Conclusion

During rush hours travel time from suburb to downtown significantly less than for private vehicles congested in a regular lane. Buses can move along separated BRT lane with maximum speed 60 km/h. The Capacity of BRT bus lane and the operational speed depend on the number of bus stops. The best attraction of BRT lane is buses high speed during rush hours. If the number of stops on the route is not big, then operating speed value is close to maximum speed. Therefore, the number of bus stops of BRT route must be limited to ensure BRT passengers speed advantage over private cars passengers during rush hours.

Annotation

The article deals with public transport. It discusses the possibilities of this transport in solving complex problems that rizrd as a result of uncontrolled motorization. The article focuses on the case study of commuter's movement from suburb to downtown of the city and back along a highway during rush hours when chronic congestions occur.

Quantitative estimations of the Bus Rapid Transit efficiency developed and its prospect to eliminate traffic flow congestions discussed. The effects one could reach if (and only if) part of the passengers using private cars will agree to change the mode of transportation and use buses on BRT route. The goal could be reached if the BRT transportation process will be comfortable, buses will not overloaded during rush hours, and operating speed will be much more than the average of dense traffic[7,8].

Calculations of the operating speed, travel time, number of BRT buses, needed to eliminate traffic jam, are presented. The calculations made by Fundamental Diagram. Parameters of analytical expressions used were estimated by the author with statistical data, gathered during traffic flow observation on the highways of Moscow and its suburb.

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Factors Hindering Tourism Industry Development: Gambella People's National Regional State, South West Ethiopia

By Selemon Thomas Fakana & Alemken Berihun Mengist
Gambella University

Abstract- Tourism is a circulation of people who travel to or stay in places outside their home country. It has being believed as a major ingredient in the economic development strategy. However, various external and internal factors have been affecting the sustainable development of the tourism industry worldwide. Although Ethiopia possesses numerous natural, religious, historical, non-natural and cultural tourism attractions, economic contribution and its potential are incomparable. Shortage of tourist facilities, lack of skillful human resources, weak promotion, lack of integration and political will are the major negatively contributing forces. Although Ethiopia possesses massive tourism development potentials with its unique biodiversity and spectacular topographic features, its economic contribution to the country is unmatched. Similarly Gambella Region has endowed with tourism potentials. But, its tourism industry development is in an infant stage. Nevertheless a limited study has done in identifying factors hindering the development of the tourism industry in the region. Hence, the current research addresses above stated problem. To do so, key informants from three zones (n=15), five regional offices (n=23) and 13 wored as (n=65) has purposively selected based on the set criteria. Altogether, 103 key informants were being interviewed besides to focus group discussion and field observation. Collected raw data were being chosen, refined, categorized, edited, evaluated, coded and entered into SPSS software version 20.

Keywords: tourism, tourism industry, constraints, gambella, Ethiopia.

GJMBR-F Classification: JEL Code: L83

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Factors Hindering Tourism Industry Development: Gambella People's National Regional State, South West Ethiopia

Selemon Thomas Fakana [α] & Alemken Berihun Mengist [σ]

Abstract- Tourism is a circulation of people who travel to or stay in places outside their home country. It has being believed as a major ingredient in the economic development strategy. However, various external and internal factors have been affecting the sustainable development of the tourism industry worldwide. Although Ethiopia possesses numerous natural, religious, historical, non-natural and cultural tourism attractions, economic contribution and its potential are incomparable. Shortage of tourist facilities, lack of skillful human resources, weak promotion, lack of integration and political will are the major negatively contributing forces. Although Ethiopia possesses massive tourism development potentials with its unique biodiversity and spectacular topographic features, its economic contribution to the country is unmatched. Similarly Gambella Region has endowed with tourism potentials. But, its tourism industry development is in an infant stage. Nevertheless a limited study has done in identifying factors hindering the development of the tourism industry in the region. Hence, the current research addresses above stated problem. To do so, key informants from three zones (n=15), five regional offices (n=23) and 13 wored as (n=65) has purposively selected based on the set criteria. Altogether, 103 key informants were being interviewed besides to focus group discussion and field observation. Collected raw data were being chosen, refined, categorized, edited, evaluated, coded and entered into SPSS software version 20. Qualitative data was being analyzed in meaningful content description whereas quantitative data was being analyzed in numerical values. Results of this study revealed that different factors like inadequate trained human resources, lack of local tour guide associations, an absence of linkage with tour operators, lack of information centers, and weak promotion of tourism destinations, weak infrastructures development, and inadequate accommodation deliverers are the major hindering factors of tourism industry development in the region.

Keywords: tourism, tourism industry, constraints, gambella, Ethiopia.

I. Introduction

Tourism is circulation of people who travel to or stay in places outside their home country (their usual place of residence and/or work) for short periods, usually no longer than a year, and for different purposes such as leisure, business, or any purposes other than formal employment (UNDESA, 2010; UNWTO, 2013). Tourism is a major constituent in the economic development strategy (WTTC, 2012). It has become one of the largest socio-economic and social sectors registering rapid growth worldwide (Goeldner and Brent, 2012; WTTC, 2015); and accounts for 10% of global gross domestic product (GDP); plays significant role in accelerating development and eradicating poverty (Zortuk, 2009; Meriague, 2014). Vellas (2011) stated that it is newly emerging industries and became an increasingly important source of income, employment and wealth in many countries. On the other hand, various factors have been affecting sustainable development of the tourism industry worldwide. According to Philip (2017) factors affecting tourism industry development may be either internal or external. External factors like weather, safety, access to amenities, peace, and security may affect the development of the tourism industry (Becken, 2010). Likewise, internal factors like inadequate infrastructures, weak human resources, low marketing and promotion strategies (Mekonen, 2016; Selemon and Chiranjib, 2018), and weak linkage with international organizations can hinder the development of tourism industry in a given place (Tadesse, 2015; Yimer, 2016). Rachel and Richard (2009) stated that management decisions are not worth the paper they have being written on and decisions have being not implemented. Lack of integration and recognition of tourism on political agendas have also contributed to the weak development of tourism industry (Dodds, 2007a; Telfer and Sharpley, 2008). Lack of coordination and commitment between government bodies, an absence of stakeholders involvement, weak communication between authorities have been hindering the sound enough development of the tourism industry (Ardahaey, 2011; WTTC, 2012; Yimer, 2016). Although Ethiopia possesses numerous natural, religious, historical, manmade and cultural tourism attractions, economic contribution and its potential are incomparable (Ali, 2017); the sector's contribution to the nation's GDP was 4.1% in 2015 which is very low (WTTC, 2016). Even though Ethiopia has known with an ever increasing international tourist flow, the country is one of the lowest tourist flow benefit recipient countries in Africa (MoCT, 2012; UNWTO, 2012). There is a shortage in number and type of tourist facilities at existing and potential tourist destinations and vicinities; interpretations and

Author α σ: Department of Wildlife and Ecotourism Management, College of Agriculture and Natural Resources, Gambella University, P. O. Box 126, Gambella, Ethiopia. In Collaboration with Gambella Tourism Organization. e-mail: selethom36@gmail.com

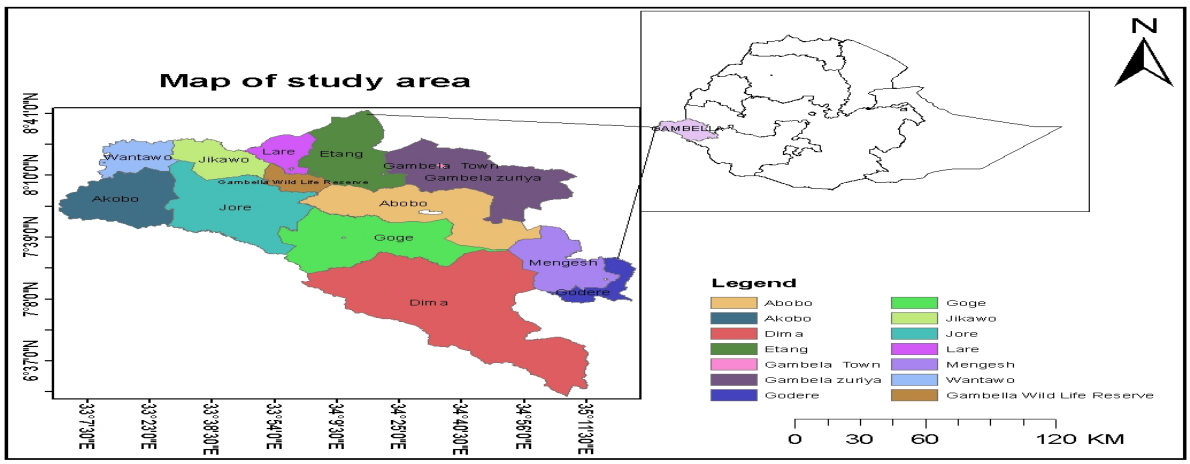
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presentation of tourist attractions are not based on credible facts and knowledge (Ali, 2017). Handicrafts, local creative products, performing arts and entertainment services, which can help to lengthen the stay and increase spend of visitors at every destination, are not offered in sufficient variety, quantity and quality (Tadesse, 2015; Yimer, 2016). Moreover, there are inadequate trained human resources (Ali, 2017; MoCT, 2012). Similarly Gambella People's National Regional State is one of the beautiful tourism destinations of the country which has being located in Southwest of Ethiopia. It has a wealth of natural, non-natural, historical and cultural resources (Selemon, Chiranjib, and Alemken, 2019). However, the development of the tourism industry in the region is in the infant stage. According to MoCT (2012) visitors' survey, few tourists have been visited the Gambella Region; and also the region has not been listed under the influential tour and travel operators' package. There are various factors hindering the development of the tourism industry in the region. Nevertheless, a limited study has done in identifying factors hindering the development of the tourism industry in the region. Hence, the current research addresses the above-stated problems and contributes to the tourism industry development in the Region.

II. Research Methodology

a) *Description of the Study Area*

The study was being conducted from June/2018- April/2019 in Gambella People's National Regional State. Gambella People's National Regional State is located in the South-western part of Ethiopia about 777 km away from Addis Ababa, the capital city of Ethiopia. It has being situated in the lowlands of Baro-Akobo River Basin between latitudes $6^0 22'$ to $8^0 37'$ North and longitudes $33^0 10'$ to $35^0 50'$ East. It has a total area of approximately 34,063 km^2 of land. The region borders with Benishangul Gumuz and Oromiya regions to the North; Southern Nations, Nationalities and People's Regional State (SNNPRS) and the Sudan Republic to the South; Oromiya and SNNPRS to the East and the Sudan Republic to the West. The region encompasses three zones; namely Anywaa Zone, Nuer Zone and Majang zone; and comprises 12 woredas, Itang special woreda, and Gambella town administration. The Anywaa zone: consists of Gog, Abobo, Jor, Abol, and Dimma woredas; Nuer zone consists of Jikaw, Makuey, Lare, Wanthowa and Akobo woredas and Majang zone consists of Godere and Mengeshi Woredas (Lema, et al., 2017; Mathewos, M., 2017). The average temperature is 27°c–33°c and the annual rainfall amount ranges from 900mm-2200mm (Wondachew, M. and Muchie, N., 2017). The region experiences unimodal rainfall characterized by heavy rainfall from May to October and low precipitation from November to April (Lema/et al., 2017). The Region has a total population of 495,625, 51% (252,769) males and 49% (242,856) female (CSA, 2007). It has being inhabited by the five indigenous ethnic groups and others nationalities. The five indigenous ethnic groups are/Anywaa, Nuer, Majang, Komo and Opo; besides, the other Nationalities of Ethiopia who have been living in the region for such a long time live in harmonization.



Source: (Bureau of Finance and Economic Development, 2009)

Figure 1: Map of the Study Area

b) *Sampling Techniques*

The population of this study comprises three zones of Gambella region with their twelve woredas (Gog, Abobo, Jor, Abol, Dimma, Jikaw, Makuey, Lare, Wanthowa, Akobo Godere, and Mengeshi Woredas. It also involves Itang special woreda and Gambella Town Administration. In this particular study, the non-probability sampling technique (purposive sampling) was being employed to get relevant data from the respondents. Accordingly, key informants from 3 zones (n= 15), 13 districts (n= 65), Gambella National Park office (n=5), Gambella Culture and Tourism Bureau (n=5), Gambella Tourism Organization Office (n=5), Gambella Culture, History and Heritage Research Directorate (n=4) and Gambella Government

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Communication Office (n=4), altogether 103 respondents were purposively selected. Selection criteria were: i) their position in a zone, districts or kebeles, ii) their level of knowledge and experience to the tourism industry iii) the most senior experts and iv) the most relevant individual who can give crucial data to achieve the objectives of the research.

c) Data Collection Methods

Data collection methods should be stated clearly. Properly planned data collection method provides a clear overview of what tasks would be carried out, who will perform them, organize human and material resources, and minimizes errors. There are 3 zones and 13 Woredas to conduct an inventory of natural tourism potentials of the Gambella Region. Since it is difficult for a single person to collect data from those zones and Woredas, it is crucial to involve data collectors. Thus, three data collectors from Gambella Tourism Organization were purposively selected. The selection criteria were: a) they are experts in Gambella Tourism Organization, b) they know better about tourism potentials of the Region, c) they can easily communicate and gather data from the woredas administrators and senior experts, and d) they are our primary stakeholders in this particular study. Hence, the discussion was held for this research how to collect data from the 3 zones and 13 woredas. Preliminary field visitation and data collection was being done together. Gambella Tourism Organization Office experts further gave training for other woreda level data collectors as a necessity. They gave full orientation for woreda level data collectors before they were left alone. In all circumstances, monitoring, seldom field visit, cross-checking and verification were done to ensure the reliability of the data. According to the scheduled plan, in-depth interview using open-ended questions has been held with purposively selected key informants. Respondents were being given the opportunity to express their ideas, opinions, feelings, and knowledge about factors hindering tourism industry development in the region as well as their respective zones or woredas. Furthermore, the research crew was also made field observation through recording important information, note taking, photo camera capturing, etc. regarding natural tourism potentials of the region. On the other hand, secondary data sources (published documents, articles, books, unpublished data, archives, brochures, etc.) were being referred for the further clarification of the data.

d) Data Analysis

Qualitative data was being analyzed in meaningful content description whereas quantitative data was being analyzed in numerical values. The data gathered first edited, categorized, arranged and organized before encoding into the software. Frequency and percentages were calculated using SPSS software version 20 and charts and graphs were used to show results. Text explanations and descriptions used in the case of the qualitative data analysis. Likewise, data collected through field observation were being analyzed in a content descriptive way to relevant meaning and summarization.

III. Results and Discussions

a) Demographic Characteristics of the Respondents

In this particular study, demographic characteristics like sex, education level, income levels, age categories, as well as the marital status of the respondents were being observed. As table 1 shown below about 83.5% of the respondents were males. Concerning education level, most of the respondents were educated one (first-degree holders) (74.76%), and 22.33% of the respondents were diploma holders. Most of the respondents (68.93%) were between the ages category of 26-35 whereas a few respondents (6.8%) were in the age interval of 46-55. Concerning marital status, most of the respondents were being married (95.15%) (table1).

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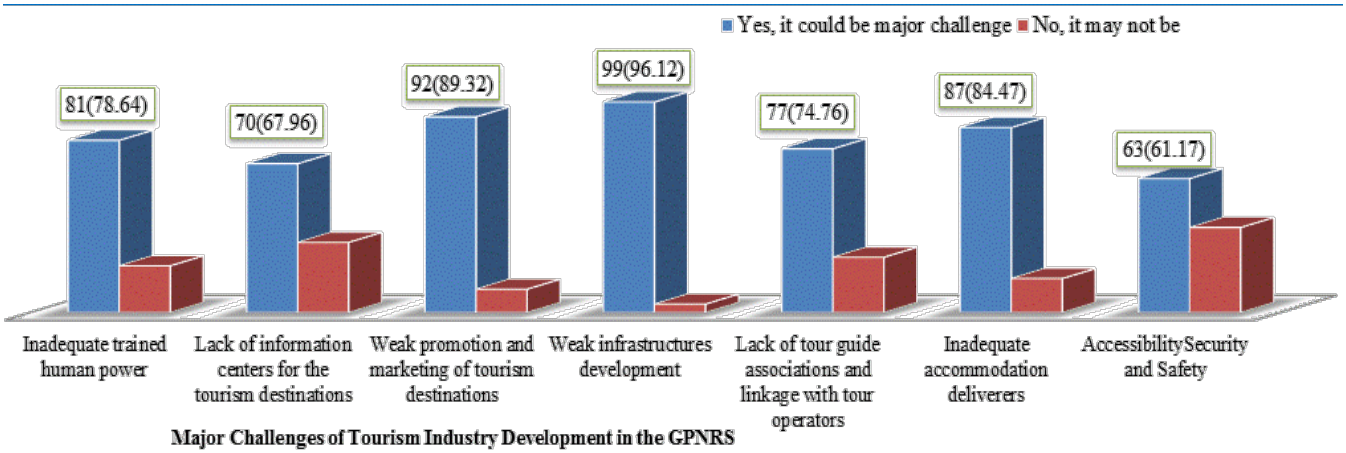
Table 1: Demographic characteristics of the sampled population (n=103)

No.	Variables		Sample Categories			Frequency	Percentages (%)
			Regional officials*	Zones officials **	Woredas officials ***		
1	Sex	Male	20	10	56	86	83.5
		Female	3	5	9	17	16.5
2	Education Levels	Master degree	3	-	-	3	2.91
		Bachelor degree	20	15	42	77	74.76
		Diploma	-	-	23	23	22.33
3	Age Categories	18-25	-	-	6	6	5.83
		26-35	23	8	40	71	68.93
		36-45	-	5	14	19	18.45
		46-55	-	2	5	7	6.8
4	Marital Status	Married	22	16	60	98	95.15
		Single	-	-	5	5	4.85
5	Income Levels (in ETB)	2000-3000	-	-	22	22	21.36
		3000-400	-	5	34	39	37.86
		>4000	23	10	9	42	40.78

*NB: *Gambella Culture and Tourism Bureau, Gambella Tourism Organization Office, Gambella Government Communication Office, Gambella Culture, History, and Heritage Research Directorate and Gambella National Park Office*
***Anywaa Zone, Nuer Zone and Majang Zone*
**** 12 woredas of three zones and Itang special woreda*
Source: Field Survey (2018/19)

b) Major Factors Hindering Tourism Industry Development in the Gambella Region

Even though Gambella People's National Regional State has endowed with enormous tourism potential, its tourism industry development is relatively in the infant stage. The region is not benefited from tourism industry sector as expected and compared with existing tourism potentials. Different factors have been hindering the development of the tourism industry and maximizing benefits from the sector. The region has received very few visitors flow which results in less contribution to economic growth from the tourism industry. According to the findings of this study, the main factors challenging tourism industry development in the region were being discussed below (Figure 2).



Source: Field Survey (2018/19)

Figure 2: Factors hindering tourism industry development in the GPRS

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i. *Inadequate Trained and Skillful Human Resources*

Tourism industry needs specialized, trained and committed human power for its sustainable development in a particular area. Because, it has its terminologies, principles, approaches, rules, guidelines, code of conducts, and so on. Inadequate specialized human resources in a specific tourism sector means its development in that area is under question. This phenomenon is also visible in the Gambella Region in tourism industry related sectors. About 81(78.64%) of respondents presented that tourism industry sectors have inadequately specialized, trained and skillful experts. It is the fourth-ranked major challenge which is hindering tourism industry development in the region. In the zonal and woreda levels, there is lack of specialized expert who contributes to the tourism industry development. That is why tourism industry development in the region is in the infant stage.

ii. *Lack of Information Centers for the Tourism Destinations*

Information centers play a vital role in attracting visitors to the destinations and contribute to the tourism industry development. It may be offices, agencies, information desks in the hotels, recognized individual/groups. They provide valuable and brief information for visitors regarding destinations in the area. Among the respondents, about 70(67.96%) indicated that lack of information centers for the tourism destinations in the region has contributed to the low flow of international and domestic tourists to the region. Even in the Gambella town, the capital town, there is no information center. Hotels, guest houses, and pensions are not committed and delivering information about tourism attractions of the region. Hence, lack of information centers in the regional, zonal and woreda level is the sixth-ranked major constraint of tourism industry development in the region.

iii. *Weak Promotion and Marketing of Tourism Destinations*

Strong promotion and well-designed marketing strategy is the core activity in the development of the tourism industry. Efficient promotion can attract various visitors from the different corners of the world. Well-designed tourism product marketing strategies ensure sustainable visitors flow to the destinations and make the area specific product to being known by the influential visitors. However, there is a weak promotion of existing tourism potentials and weak marketing strategy in the region. In support of this idea, about 92(89.32%) of the informants focused that there are weak promotion and marketing strategies. In spite of some promotion activities by the concerned regional offices, the tourism potentials has not yet promoted as its marvelous tourism potential. The region has being called that "the desert paradise" due to its attractive tourism potentials (lakes, jungles, forests, waterfalls, rivers, wildlife resources, cultural resources, historical sites, and non-natural attractions). Even though concerned regional government offices have been making undeniable efforts (promoting through flyers, brochures, tourism day celebration, special events, etc.), weak promotion and marketing strategies have held the second major hindering factor of tourism industry development in the region.

iv. *Weak Infrastructures Development*

Infrastructures development is the backbone in the process of tourism industry development. Every tourism destination should be accessible to be visited by different visitors, explorers, university students, researchers, environmentalists, conservationists, etc. Without improved infrastructure facilities, a certain tourism potential site could be abandoned as an insignificant tourism product. About 99(96.12%) of the informants underlined that weak infrastructure development is unresolved and the first-ranked major constraint of tourism industry development in the region. Most of the tourism destinations in the region are inaccessible for visitation and requires a long journey on foot. Even there is a lack of trekking routes, roads, campsites, resting places, accommodations, viewpoints, etc. on the way to the destinations. Furthermore, it needs the installation of electricity, water availability, communication opportunities, and accommodation centers.

v. *Lack of Tour Guide Associations and Linkage with Tour and Travel Operators*

Visitors can't communicate with all local community and ask information about the tourism destinations of the specific place. Similarly, all local community; even all experts can't make linkage with tour and travel operators as well as visitors. Hence, the tourism industry needs bridges between visitors and local community or potential tourism destinations. Recognized and certified local tour guide associations are "ambassadors" and can serve as representatives of the local community, region, state, local culture, and so on. They provide valuable and worthy information for visitors and attract different visitors to destinations through promotion and communication with an influential tour and travel operators. Nevertheless, about 77(74.76%) of the respondents stressed that there is no tour guide association at regional, zonal as well as woreda level in the Gambella region. A lack of tour guide associations has resulted in lack of linkage with a huge tour and travel operators in Addis Ababa, the capital city of Ethiopia. Besides to this, no tour and travel operators have listed the region in their travel circuit as major tourism destination area and have limited intention to work in this region due to lack of tour guide associations, standardized accommodation deliverers, weak promotion and marketing strategy. According to the findings of this study, lack of tour guide associations

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and linkage with tour and travel operators are the fifth-ranked main constraint of the tourism industry development in the region.

vi. *Inadequate Accommodation Deliverers*

Accommodation or services deliverers are one of the vital elements in the tourism industry development. However, almost there is no standardized accommodation or services deliverer, particularly in zonal and woreda level. On behalf of this explanation, about 87(84.47%) of the respondents pointed out that inadequate accommodation delivers the third restraint of tourism industry development in the region. There are very few standardized accommodation deliverers at the regional level (Gambella town, capital town); namely Baro Gambella Hotel, Tadesech Hotel, Andnet Hotel, Midregenet Hotel, Galaxy Hotel, Dessie Hotel, Solomon Debebe Hotel, Holy day Hotel, Giwa Hotel, Mobil Hotel, Asir Aleka Hotel, Tirupati Hotel, Fana Hotel, and Alazar Guest House. But, if there is high tourist flow from the different corners of the world to the Gambella Region, the existing services deliverers cannot accommodate and fulfill visitors' interests.

vii. *Accessibility, Security, and Peace*

Gambella Region is accessible through air transport (two times per day) and land transport from Addis Ababa (Capital city of Ethiopia) to the Gambella town (capital town of the region). Nonetheless, about 63(61.17%) of the key informants stated that the accessibility from the regional, zonal and woreda towns to the different tourism destinations is very poor. Some of the tourism destinations are inaccessible for higher institution students, researchers, explorers, and visitors and requires time-consuming journey on foot to reach attractions. On the other hand, informants pointed out that the region is a source of peace and security in spite of its poor accessibility to the tourism destinations.

IV. Conclusion

Tourism industry plays a central role in the economic development. Although Ethiopia is known for its considerable tourism industry development potentials, the sector's contribution to economic development is unmatched due to different internal and external factors. Likewise, Gambella Region has endowed with various tourism potentials, numerous factors have been hindering the tourism industry growth. Constraints like weak infrastructures development, inadequately trained human resources, lack of local tour guide associations, an absence of linkage with tour operators, lack of information centers, weak promotion of tourism destinations, and inadequate accommodation deliverers are the major unresolved hindering factors of tourism industry development. It requires contribution, integration, cooperation, collaboration, commitment and playing the significant role of multiple stakeholders to ensure sustainable tourism industry development in the region. Therefore, the first activity to enrich tourism industry development is improving infrastructures (roads, accommodation deliverers, campsites, water facilities, internet cafes, telecommunication, bank services, and electricity) to the tourism destinations with the contribution of multiple stakeholders. To install standardized accommodation deliverers (lodges, resorts, hotels) discussing and reaching to consensus with capable enterprises like Kurfitu Resort, Paradise Lodge, Haile Resort, Planet Hotel, Buska Lodge, Turmi Lodge, Simien Lodge, Eco-Omo Lodge, etc. is vital activity. The other activity in to develop the tourism industry in the region is effective promotion and marketing of available tourism products. It involves developing and disseminating different brochures, flyers, guidebooks, websites, using the internet and social media, arranging programmes in Medea, forming school conservation clubs, and workshops. To attract both international and domestic visitors, making a connection and communication with tour and travel operators like Ethiopian Tour Operators Association (ETOA), National Tour Operation (NATO), Four Winds Travel and Tour Agent, Awura Tours, Alpha Tour, and Travel, etc. is fruitful activity. Local tour guide associations shall be organized to promote existing tourism potentials and linked with these tour and travel operators to attract international visitors as wells to put Gambella Region under the travel circuit of different tour and travel operators. Furthermore, available tourism potentials of the region should promote wherein big hoardings, billboards, posters, photographs and travel desks being placed at selected transit points, and hotels/resorts. Teasers and Trailers must be designed to tease the travelers and tourists through various advertisements include CD/DVD. Collaterals and posters must be attractive and distributed free of cost to the hotels, resorts, restaurants, shopping arcades, supermarkets as well as tour operators for free promotion of tourist attractions. Use the internet to increase the visibility of tourism potentials of the region to exchange information and expertise by developing web pages, social networking sites like/Facebook, WhatsApp, Google+, LinkedIn, yahoo groups, and maintaining of e-mail lists current.

V. Recommendations

- Proper Infrastructures need to be developed in eco-friendly starting from Gambella town to major tourism destination sites with the integration of multiple stakeholders.
- Potential promotional and marketing strategies being developed and adopted.
- Recruiting specialized human resources and strengthening collaboration, integration, and commitment of all relevant stakeholders.

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- Information centers and local tour guide associations being organized in regional, zonal as well as woreda level.

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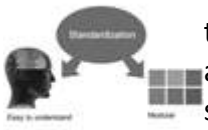
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- The Fellow can earn 60% of sales proceeds from the sale of reference/review books/literature/publishing of research paper.
- Fellow can also join as paid peer reviewer and earn 15% remuneration of author charges and can also get an opportunity to join as member of the Editorial Board of Global Journals Incorporation (USA)
- • This individual has learned the basic methods of applying those concepts and techniques to common challenging situations. This individual has further demonstrated an in–depth understanding of the application of suitable techniques to a particular area of research practice.

Note :

"

- In future, if the board feels the necessity to change any board member, the same can be done with the consent of the chairperson along with anyone board member without our approval.
- In case, the chairperson needs to be replaced then consent of 2/3rd board members are required and they are also required to jointly pass the resolution copy of which should be sent to us. In such case, it will be compulsory to obtain our approval before replacement.
- In case of "Difference of Opinion [if any]" among the Board members, our decision will be final and binding to everyone.

"

Preferred Author Guidelines

We accept the manuscript submissions in any standard (generic) format.

We typeset manuscripts using advanced typesetting tools like Adobe In Design, CorelDraw, TeXnicCenter, and TeXStudio. We usually recommend authors submit their research using any standard format they are comfortable with, and let Global Journals do the rest.

Alternatively, you can download our basic template from https://globaljournals.org/Template.zip

Authors should submit their complete paper/article, including text illustrations, graphics, conclusions, artwork, and tables. Authors who are not able to submit manuscript using the form above can email the manuscript department at submit@globaljournals.org or get in touch with chiefeditor@globaljournals.org if they wish to send the abstract before submission.

Before and during Submission

Authors must ensure the information provided during the submission of a paper is authentic. Please go through the following checklist before submitting:

1. Authors must go through the complete author guideline and understand and *agree to Global Journals' ethics and code of conduct,* along with author responsibilities.
2. Authors must accept the privacy policy, terms, and conditions of Global Journals.
3. Ensure corresponding author's email address and postal address are accurate and reachable.
4. Manuscript to be submitted must include keywords, an abstract, a paper title, co-author(s') names and details (email address, name, phone number, and institution), figures and illustrations in vector format including appropriate captions, tables, including titles and footnotes, a conclusion, results, acknowledgments and references.
5. Authors should submit paper in a ZIP archive if any supplementary files are required along with the paper.
6. Proper permissions must be acquired for the use of any copyrighted material.
7. Manuscript submitted *must not have been submitted or published elsewhere* and all authors must be aware of the submission.

Declaration of Conflicts of Interest

It is required for authors to declare all financial, institutional, and personal relationships with other individuals and organizations that could influence (bias) their research.

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Plagiarism is not acceptable in Global Journals submissions at all.

Plagiarized content will not be considered for publication. We reserve the right to inform authors' institutions about plagiarism detected either before or after publication. If plagiarism is identified, we will follow COPE guidelines:

Authors are solely responsible for all the plagiarism that is found. The author must not fabricate, falsify or plagiarize existing research data. The following, if copied, will be considered plagiarism:

- Words (language)
- Ideas
- Findings
- Writings
- Diagrams
- Graphs
- Illustrations
- Lectures

- Printed material
- Graphic representations
- Computer programs
- Electronic material
- Any other original work

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2. Drafting the paper and revising it critically regarding important academic content.
3. Final approval of the version of the paper to be published.

Changes in Authorship

The corresponding author should mention the name and complete details of all co-authors during submission and in manuscript. We support addition, rearrangement, manipulation, and deletions in authors list till the early view publication of the journal. We expect that corresponding author will notify all co-authors of submission. We follow COPE guidelines for changes in authorship.

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Appealing Decisions

Unless specified in the notification, the Editorial Board's decision on publication of the paper is final and cannot be appealed before making the major change in the manuscript.

Acknowledgments

Contributors to the research other than authors credited should be mentioned in Acknowledgments. The source of funding for the research can be included. Suppliers of resources may be mentioned along with their addresses.

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Preparing your Manuscript

Authors can submit papers and articles in an acceptable file format: MS Word (doc, docx), LaTeX (.tex, .zip or .rar including all of your files), Adobe PDF (.pdf), rich text format (.rtf), simple text document (.txt), Open Document Text (.odt), and Apple Pages (.pages). Our professional layout editors will format the entire paper according to our official guidelines. This is one of the highlights of publishing with Global Journals—authors should not be concerned about the formatting of their paper. Global Journals accepts articles and manuscripts in every major language, be it Spanish, Chinese, Japanese, Portuguese, Russian, French, German, Dutch, Italian, Greek, or any other national language, but the title, subtitle, and abstract should be in English. This will facilitate indexing and the pre-peer review process.

The following is the official style and template developed for publication of a research paper. Authors are not required to follow this style during the submission of the paper. It is just for reference purposes.

Manuscript Style Instruction (Optional)

- Microsoft Word Document Setting Instructions.
- Font type of all text should be Swis721 Lt BT.
- Page size: 8.27" x 11'", left margin: 0.65, right margin: 0.65, bottom margin: 0.75.
- Paper title should be in one column of font size 24.
- Author name in font size of 11 in one column.
- Abstract: font size 9 with the word "Abstract" in bold italics.
- Main text: font size 10 with two justified columns.
- Two columns with equal column width of 3.38 and spacing of 0.2.
- First character must be three lines drop-capped.
- The paragraph before spacing of 1 pt and after of 0 pt.
- Line spacing of 1 pt.
- Large images must be in one column.
- The names of first main headings (Heading 1) must be in Roman font, capital letters, and font size of 10.
- The names of second main headings (Heading 2) must not include numbers and must be in italics with a font size of 10.

Structure and Format of Manuscript

The recommended size of an original research paper is under 15,000 words and review papers under 7,000 words. Research articles should be less than 10,000 words. Research papers are usually longer than review papers. Review papers are reports of significant research (typically less than 7,000 words, including tables, figures, and references)

A research paper must include:

a) A title which should be relevant to the theme of the paper.
b) A summary, known as an abstract (less than 150 words), containing the major results and conclusions.
c) Up to 10 keywords that precisely identify the paper's subject, purpose, and focus.
d) An introduction, giving fundamental background objectives.
e) Resources and techniques with sufficient complete experimental details (wherever possible by reference) to permit repetition, sources of information must be given, and numerical methods must be specified by reference.
f) Results which should be presented concisely by well-designed tables and figures.
g) Suitable statistical data should also be given.
h) All data must have been gathered with attention to numerical detail in the planning stage.

Design has been recognized to be essential to experiments for a considerable time, and the editor has decided that any paper that appears not to have adequate numerical treatments of the data will be returned unrefereed.

i) Discussion should cover implications and consequences and not just recapitulate the results; conclusions should also be summarized.
j) There should be brief acknowledgments.
k) There ought to be references in the conventional format. Global Journals recommends APA format.

Authors should carefully consider the preparation of papers to ensure that they communicate effectively. Papers are much more likely to be accepted if they are carefully designed and laid out, contain few or no errors, are summarizing, and follow instructions. They will also be published with much fewer delays than those that require much technical and editorial correction.

The Editorial Board reserves the right to make literary corrections and suggestions to improve brevity.



Format Structure

It is necessary that authors take care in submitting a manuscript that is written in simple language and adheres to published guidelines.

All manuscripts submitted to Global Journals should include:

Title

The title page must carry an informative title that reflects the content, a running title (less than 45 characters together with spaces), names of the authors and co-authors, and the place(s) where the work was carried out.

Author details

The full postal address of any related author(s) must be specified.

Abstract

The abstract is the foundation of the research paper. It should be clear and concise and must contain the objective of the paper and inferences drawn. It is advised to not include big mathematical equations or complicated jargon.

Many researchers searching for information online will use search engines such as Google, Yahoo or others. By optimizing your paper for search engines, you will amplify the chance of someone finding it. In turn, this will make it more likely to be viewed and cited in further works. Global Journals has compiled these guidelines to facilitate you to maximize the web-friendliness of the most public part of your paper.

Keywords

A major lynchpin of research work for the writing of research papers is the keyword search, which one will employ to find both library and internet resources. Up to eleven keywords or very brief phrases have to be given to help data retrieval, mining, and indexing.

One must be persistent and creative in using keywords. An effective keyword search requires a strategy: planning of a list of possible keywords and phrases to try.

Choice of the main keywords is the first tool of writing a research paper. Research paper writing is an art. Keyword search should be as strategic as possible.

One should start brainstorming lists of potential keywords before even beginning searching. Think about the most important concepts related to research work. Ask, “What words would a source have to include to be truly valuable in a research paper?” Then consider synonyms for the important words.

It may take the discovery of only one important paper to steer in the right keyword direction because, in most databases, the keywords under which a research paper is abstracted are listed with the paper.

Numerical Methods

Numerical methods used should be transparent and, where appropriate, supported by references.

Abbreviations

Authors must list all the abbreviations used in the paper at the end of the paper or in a separate table before using them.

Formulas and equations

Authors are advised to submit any mathematical equation using either MathJax, KaTeX, or LaTeX, or in a very high-quality image.

Tables, Figures, and Figure Legends

Tables: Tables should be cautiously designed, uncrowned, and include only essential data. Each must have an Arabic number, e.g., Table 4, a self-explanatory caption, and be on a separate sheet. Authors must submit tables in an editable format and not as images. References to these tables (if any) must be mentioned accurately.

Figures

Figures are supposed to be submitted as separate files. Always include a citation in the text for each figure using Arabic numbers, e.g., Fig. 4. Artwork must be submitted online in vector electronic form or by emailing it.

Preparation of Eletronic Figures for Publication

Although low-quality images are sufficient for review purposes, print publication requires high-quality images to prevent the final product being blurred or fuzzy. Submit (possibly by e-mail) EPS (line art) or TIFF (halftone/ photographs) files only. MS PowerPoint and Word Graphics are unsuitable for printed pictures. Avoid using pixel-oriented software. Scans (TIFF only) should have a resolution of at least 350 dpi (halftone) or 700 to 1100 dpi (line drawings). Please give the data for figures in black and white or submit a Color Work Agreement form. EPS files must be saved with fonts embedded (and with a TIFF preview, if possible).

For scanned images, the scanning resolution at final image size ought to be as follows to ensure good reproduction: line art: >650 dpi; halftones (including gel photographs): >350 dpi; figures containing both halftone and line images: >650 dpi.

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Tips for writing a good quality Management Research Paper

Techniques for writing a good quality management and business research paper:

1. Choosing the topic: In most cases, the topic is selected by the interests of the author, but it can also be suggested by the guides. You can have several topics, and then judge which you are most comfortable with. This may be done by asking several questions of yourself, like "Will I be able to carry out a search in this area? Will I find all necessary resources to accomplish the search? Will I be able to find all information in this field area?" If the answer to this type of question is "yes," then you ought to choose that topic. In most cases, you may have to conduct surveys and visit several places. Also, you might have to do a lot of work to find all the rises and falls of the various data on that subject. Sometimes, detailed information plays a vital role, instead of short information. Evaluators are human: The first thing to remember is that evaluators are also human beings. They are not only meant for rejecting a paper. They are here to evaluate your paper. So present your best aspect.

2. Think like evaluators: If you are in confusion or getting demotivated because your paper may not be accepted by the evaluators, then think, and try to evaluate your paper like an evaluator. Try to understand what an evaluator wants in your research paper, and you will automatically have your answer. Make blueprints of paper: The outline is the plan or framework that will help you to arrange your thoughts. It will make your paper logical. But remember that all points of your outline must be related to the topic you have chosen.

3. Ask your guides: If you are having any difficulty with your research, then do not hesitate to share your difficulty with your guide (if you have one). They will surely help you out and resolve your doubts. If you can't clarify what exactly you require for your work, then ask your supervisor to help you with an alternative. He or she might also provide you with a list of essential readings.

4. Use of computer is recommended: As you are doing research in the field of management and business then this point is quite obvious. Use right software: Always use good quality software packages. If you are not capable of judging good software, then you can lose the quality of your paper unknowingly. There are various programs available to help you which you can get through the internet.

5. Use the internet for help: An excellent start for your paper is using Google. It is a wondrous search engine, where you can have your doubts resolved. You may also read some answers for the frequent question of how to write your research paper or find a model research paper. You can download books from the internet. If you have all the required books, place importance on reading, selecting, and analyzing the specified information. Then sketch out your research paper. Use big pictures: You may use encyclopedias like Wikipedia to get pictures with the best resolution. At Global Journals, you should strictly follow here.



6. Bookmarks are useful: When you read any book or magazine, you generally use bookmarks, right? It is a good habit which helps to not lose your continuity. You should always use bookmarks while searching on the internet also, which will make your search easier.

7. Revise what you wrote: When you write anything, always read it, summarize it, and then finalize it.

8. Make every effort: Make every effort to mention what you are going to write in your paper. That means always have a good start. Try to mention everything in the introduction—what is the need for a particular research paper. Polish your work with good writing skills and always give an evaluator what he wants. Make backups: When you are going to do any important thing like making a research paper, you should always have backup copies of it either on your computer or on paper. This protects you from losing any portion of your important data.

9. Produce good diagrams of your own: Always try to include good charts or diagrams in your paper to improve quality. Using several unnecessary diagrams will degrade the quality of your paper by creating a hodgepodge. So always try to include diagrams which were made by you to improve the readability of your paper. Use of direct quotes: When you do research relevant to literature, history, or current affairs, then use of quotes becomes essential, but if the study is relevant to science, use of quotes is not preferable.

10. Use proper verb tense: Use proper verb tenses in your paper. Use past tense to present those events that have happened. Use present tense to indicate events that are going on. Use future tense to indicate events that will happen in the future. Use of wrong tenses will confuse the evaluator. Avoid sentences that are incomplete.

11. Pick a good study spot: Always try to pick a spot for your research which is quiet. Not every spot is good for studying.

12. Know what you know: Always try to know what you know by making objectives, otherwise you will be confused and unable to achieve your target.

13. Use good grammar: Always use good grammar and words that will have a positive impact on the evaluator; use of good vocabulary does not mean using tough words which the evaluator has to find in a dictionary. Do not fragment sentences. Eliminate one-word sentences. Do not ever use a big word when a smaller one would suffice.
Verbs have to be in agreement with their subjects. In a research paper, do not start sentences with conjunctions or finish them with prepositions. When writing formally, it is advisable to never split an infinitive because someone will (wrongly) complain. Avoid clichés like a disease. Always shun irritating alliteration. Use language which is simple and straightforward. Put together a neat summary.

14. Arrangement of information: Each section of the main body should start with an opening sentence, and there should be a changeover at the end of the section. Give only valid and powerful arguments for your topic. You may also maintain your arguments with records.

15. Never start at the last minute: Always allow enough time for research work. Leaving everything to the last minute will degrade your paper and spoil your work.

16. Multitasking in research is not good: Doing several things at the same time is a bad habit in the case of research activity. Research is an area where everything has a particular time slot. Divide your research work into parts, and do a particular part in a particular time slot.

17. Never copy others' work: Never copy others' work and give it your name because if the evaluator has seen it anywhere, you will be in trouble. Take proper rest and food: No matter how many hours you spend on your research activity, if you are not taking care of your health, then all your efforts will have been in vain. For quality research, take proper rest and food.

18. Go to seminars: Attend seminars if the topic is relevant to your research area. Utilize all your resources.

19. Refresh your mind after intervals: Try to give your mind a rest by listening to soft music or sleeping in intervals. This will also improve your memory. Acquire colleagues: Always try to acquire colleagues. No matter how sharp you are, if you acquire colleagues, they can give you ideas which will be helpful to your research.

20. Think technically: Always think technically. If anything happens, search for its reasons, benefits, and demerits. Think and then print: When you go to print your paper, check that tables are not split, headings are not detached from their descriptions, and page sequence is maintained.

21. Adding unnecessary information: Do not add unnecessary information like "I have used MS Excel to draw graphs." Irrelevant and inappropriate material is superfluous. Foreign terminology and phrases are not apropos. One should never take a broad view. Analogy is like feathers on a snake. Use words properly, regardless of how others use them. Remove quotations. Puns are for kids, not grunt readers. Never oversimplify: When adding material to your research paper, never go for oversimplification; this will definitely irritate the evaluator. Be specific. Never use rhythmic redundancies. Contractions shouldn't be used in a research paper. Comparisons are as terrible as clichés. Give up ampersands, abbreviations, and so on. Remove commas that are not necessary. Parenthetical words should be between brackets or commas. Understatement is always the best way to put forward earth-shaking thoughts. Give a detailed literary review.

22. Report concluded results: Use concluded results. From raw data, filter the results, and then conclude your studies based on measurements and observations taken. An appropriate number of decimal places should be used. Parenthetical remarks are prohibited here. Proofread carefully at the final stage. At the end, give an outline to your arguments. Spot perspectives of further study of the subject. Justify your conclusion at the bottom sufficiently, which will probably include examples.

23. Upon conclusion: Once you have concluded your research, the next most important step is to present your findings. Presentation is extremely important as it is the definite medium though which your research is going to be in print for the rest of the crowd. Care should be taken to categorize your thoughts well and present them in a logical and neat manner. A good quality research paper format is essential because it serves to highlight your research paper and bring to light all necessary aspects of your research.

Informal Guidelines of Research Paper Writing

Key points to remember:

- Submit all work in its final form.
- Write your paper in the form which is presented in the guidelines using the template.
- Please note the criteria peer reviewers will use for grading the final paper.

Final points:

One purpose of organizing a research paper is to let people interpret your efforts selectively. The journal requires the following sections, submitted in the order listed, with each section starting on a new page:

The introduction: This will be compiled from reference matter and reflect the design processes or outline of basis that directed you to make a study. As you carry out the process of study, the method and process section will be constructed like that. The results segment will show related statistics in nearly sequential order and direct reviewers to similar intellectual paths throughout the data that you gathered to carry out your study.

The discussion section:

This will provide understanding of the data and projections as to the implications of the results. The use of good quality references throughout the paper will give the effort trustworthiness by representing an alertness to prior workings.

Writing a research paper is not an easy job, no matter how trouble-free the actual research or concept. Practice, excellent preparation, and controlled record-keeping are the only means to make straightforward progression.

General style:

Specific editorial column necessities for compliance of a manuscript will always take over from directions in these general guidelines.

To make a paper clear: Adhere to recommended page limits.

Mistakes to avoid:

- Insertion of a title at the foot of a page with subsequent text on the next page.
- Separating a table, chart, or figure—confine each to a single page.
- Submitting a manuscript with pages out of sequence.
- In every section of your document, use standard writing style, including articles ("a" and "the").
- Keep paying attention to the topic of the paper.



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- Use paragraphs to split each significant point (excluding the abstract).
- Align the primary line of each section.
- Present your points in sound order.
- Use present tense to report well-accepted matters.
- Use past tense to describe specific results.
- Do not use familiar wording; don't address the reviewer directly. Don't use slang or superlatives.
- Avoid use of extra pictures—include only those figures essential to presenting results.

Title page:

Choose a revealing title. It should be short and include the name(s) and address(es) of all authors. It should not have acronyms or abbreviations or exceed two printed lines.

Abstract: This summary should be two hundred words or less. It should clearly and briefly explain the key findings reported in the manuscript and must have precise statistics. It should not have acronyms or abbreviations. It should be logical in itself. Do not cite references at this point.

An abstract is a brief, distinct paragraph summary of finished work or work in development. In a minute or less, a reviewer can be taught the foundation behind the study, common approaches to the problem, relevant results, and significant conclusions or new questions.

Write your summary when your paper is completed because how can you write the summary of anything which is not yet written? Wealth of terminology is very essential in abstract. Use comprehensive sentences, and do not sacrifice readability for brevity; you can maintain it succinctly by phrasing sentences so that they provide more than a lone rationale. The author can at this moment go straight to shortening the outcome. Sum up the study with the subsequent elements in any summary. Try to limit the initial two items to no more than one line each.

Reason for writing the article—theory, overall issue, purpose.

- Fundamental goal.
- To-the-point depiction of the research.
- Consequences, including definite statistics—if the consequences are quantitative in nature, account for this; results of any numerical analysis should be reported. Significant conclusions or questions that emerge from the research.

Approach:

- Single section and succinct.
- An outline of the job done is always written in past tense.
- Concentrate on shortening results—limit background information to a verdict or two.
- Exact spelling, clarity of sentences and phrases, and appropriate reporting of quantities (proper units, important statistics) are just as significant in an abstract as they are anywhere else.

Introduction:

The introduction should "introduce" the manuscript. The reviewer should be presented with sufficient background information to be capable of comprehending and calculating the purpose of your study without having to refer to other works. The basis for the study should be offered. Give the most important references, but avoid making a comprehensive appraisal of the topic. Describe the problem visibly. If the problem is not acknowledged in a logical, reasonable way, the reviewer will give no attention to your results. Speak in common terms about techniques used to explain the problem, if needed, but do not present any particulars about the protocols here.

The following approach can create a valuable beginning:

- Explain the value (significance) of the study.
- Defend the model—why did you employ this particular system or method? What is its compensation? Remark upon its appropriateness from an abstract point of view as well as pointing out sensible reasons for using it.
- Present a justification. State your particular theory(-ies) or aim(s), and describe the logic that led you to choose them.
- Briefly explain the study's tentative purpose and how it meets the declared objectives.

Approach:

Use past tense except for when referring to recognized facts. After all, the manuscript will be submitted after the entire job is done. Sort out your thoughts; manufacture one key point for every section. If you make the four points listed above, you will need at least four paragraphs. Present surrounding information only when it is necessary to support a situation. The reviewer does not desire to read everything you know about a topic. Shape the theory specifically—do not take a broad view.

As always, give awareness to spelling, simplicity, and correctness of sentences and phrases.

Procedures (methods and materials):

This part is supposed to be the easiest to carve if you have good skills. A soundly written procedures segment allows a capable scientist to replicate your results. Present precise information about your supplies. The suppliers and clarity of reagents can be helpful bits of information. Present methods in sequential order, but linked methodologies can be grouped as a segment. Be concise when relating the protocols. Attempt to give the least amount of information that would permit another capable scientist to replicate your outcome, but be cautious that vital information is integrated. The use of subheadings is suggested and ought to be synchronized with the results section.

When a technique is used that has been well-described in another section, mention the specific item describing the way, but draw the basic principle while stating the situation. The purpose is to show all particular resources and broad procedures so that another person may use some or all of the methods in one more study or referee the scientific value of your work. It is not to be a step-by-step report of the whole thing you did, nor is a methods section a set of orders.

Materials:

Materials may be reported in part of a section or else they may be recognized along with your measures.

Methods:

- Report the method and not the particulars of each process that engaged the same methodology.
- Describe the method entirely.
- To be succinct, present methods under headings dedicated to specific dealings or groups of measures.
- Simplify—detail how procedures were completed, not how they were performed on a particular day.
- If well-known procedures were used, account for the procedure by name, possibly with a reference, and that's all.

Approach:

It is embarrassing to use vigorous voice when documenting methods without using first person, which would focus the reviewer's interest on the researcher rather than the job. As a result, when writing up the methods, most authors use third person passive voice.

Use standard style in this and every other part of the paper—avoid familiar lists, and use full sentences.

What to keep away from:

- Resources and methods are not a set of information.
- Skip all descriptive information and surroundings—save it for the argument.
- Leave out information that is immaterial to a third party.

Results:

The principle of a results segment is to present and demonstrate your conclusion. Create this part as entirely objective details of the outcome, and save all understanding for the discussion.

The page length of this segment is set by the sum and types of data to be reported. Use statistics and tables, if suitable, to present consequences most efficiently.

You must clearly differentiate material which would usually be incorporated in a study editorial from any unprocessed data or additional appendix matter that would not be available. In fact, such matters should not be submitted at all except if requested by the instructor.



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Content:

- Sum up your conclusions in text and demonstrate them, if suitable, with figures and tables.
- In the manuscript, explain each of your consequences, and point the reader to remarks that are most appropriate.
- Present a background, such as by describing the question that was addressed by creation of an exacting study.
- Explain results of control experiments and give remarks that are not accessible in a prescribed figure or table, if appropriate.
- Examine your data, then prepare the analyzed (transformed) data in the form of a figure (graph), table, or manuscript.

What to stay away from:

- Do not discuss or infer your outcome, report surrounding information, or try to explain anything.
- Do not include raw data or intermediate calculations in a research manuscript.
- Do not present similar data more than once.
- A manuscript should complement any figures or tables, not duplicate information.
- Never confuse figures with tables—there is a difference.

Approach:

As always, use past tense when you submit your results, and put the whole thing in a reasonable order.

Put figures and tables, appropriately numbered, in order at the end of the report.

If you desire, you may place your figures and tables properly within the text of your results section.

Figures and tables:

If you put figures and tables at the end of some details, make certain that they are visibly distinguished from any attached appendix materials, such as raw facts. Whatever the position, each table must be titled, numbered one after the other, and include a heading. All figures and tables must be divided from the text.

Discussion:

The discussion is expected to be the trickiest segment to write. A lot of papers submitted to the journal are discarded based on problems with the discussion. There is no rule for how long an argument should be.

Position your understanding of the outcome visibly to lead the reviewer through your conclusions, and then finish the paper with a summing up of the implications of the study. The purpose here is to offer an understanding of your results and support all of your conclusions, using facts from your research and generally accepted information, if suitable. The implication of results should be fully described.

Infer your data in the conversation in suitable depth. This means that when you clarify an observable fact, you must explain mechanisms that may account for the observation. If your results vary from your prospect, make clear why that may have happened. If your results agree, then explain the theory that the proof supported. It is never suitable to just state that the data approved the prospect, and let it drop at that. Make a decision as to whether each premise is supported or discarded or if you cannot make a conclusion with assurance. Do not just dismiss a study or part of a study as "uncertain."

Research papers are not acknowledged if the work is imperfect. Draw what conclusions you can based upon the results that you have, and take care of the study as a finished work.

- You may propose future guidelines, such as how an experiment might be personalized to accomplish a new idea.
- Give details of all of your remarks as much as possible, focusing on mechanisms.
- Make a decision as to whether the tentative design sufficiently addressed the theory and whether or not it was correctly restricted. Try to present substitute explanations if they are sensible alternatives.
- One piece of research will not counter an overall question, so maintain the large picture in mind. Where do you go next? The best studies unlock new avenues of study. What questions remain?
- Recommendations for detailed papers will offer supplementary suggestions.

Approach:

When you refer to information, differentiate data generated by your own studies from other available information. Present work done by specific persons (including you) in past tense.

Describe generally acknowledged facts and main beliefs in present tense.

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References	Complete and correct format, well organized	Beside the point, Incomplete	Wrong format and structuring

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