

EXCERPTS FROM STUDENT RESEARCH PAPERS WRITTEN IN APA STYLE

1) A paragraph with two in-text citations (direct quote followed by a summary/paraphrase)

Observational learning can be defined as “the phenomenon whereby people develop patterns of behavior by observing the actions of others” (Mowen & Minor, 1998, p. 7). According to Assael (2014), this theory identified two ways in which people’s behavior can be affected. The first is where a person perceives positive consequences resulting from the observed behavior; they are more likely to imitate such behavior. The second is where a person perceives negative consequences of an observed behavior; they likely to avoid such behavior (p. 23).

REFERENCE LIST (On a separate sheet of paper at the end)

Assael, Robert. (2014). Behavior patterns in consumer behavior. *Journal of Applied*

Studies in Consumer Behavior, 32(4), 20-27. Retrieved from

<http://web.ebscohost.com>.

Mowen, J.C., & Minor, M. (1998). *Consumer behavior* (5th ed.). New York, NY: Prentice Hall.

2) A paragraph with four in-text citations: (three summaries/paraphrases and one direct quote)

A group of statisticians has re-analyzed published data and concluded that the compound words claimed as inventions of one chimpanzee are merely the result of repeated random juxtapositions (Tannenbaum, Leung, Sudha, & White, 1996, p. 395). Even more damagingly, Pinker (1994) summarized the skepticism of various researchers about whether the signs produced by Washoe were really American Sign Language. He concluded that chimpanzees' abilities at "anything one would want to call language" are almost nil (Pinker, 1994, p. 339). Experiments being conducted by Zelasko (2006) have so far failed to confirm results that originally claimed that chimpanzees can learn compound words.

REFERENCE LIST (On a separate sheet of paper at the end)

References

Pinker, S. (1994). *The language instinct: How the mind creates language*. New York: Morrow.

Tannenbaum, R. V., Leung, K., Sudha, J. R., & White, M. A. (1996). A re-examination of the record: Pitty Sing's creation of compound words. *Journal of Biostatistics*, 9, 368-396. Retrieved from <http://web.ebscohost.com>.

Zelasko, J. (2006). Learning and teaching words: Guided language acquisition among chimpanzees. *American Psychologist*, 57, 750-765. Retrieved from <http://web.ebscohost.com>.

NOTE: Every in-text citation in your paper must have a corresponding entry in the references page. Likewise, everything listed on the references page must be a source that you quoted from or paraphrased in your paper.