ProQuest The Gold Standard for Business Information John Tsihlis, Regional Sales Director









- Today's Challenge for Information Professionals
- Who is ProQuest
- The ProQuest Advantage
- Q&A





Research shows what you may already know!

Nearly two-thirds of the new jobs created in the last decade were **knowledge jobs**.

Knowledge workers comprise the bulk of staffing in departments including:

- Research and Development
- Marketing
- ≻ Legal
- ➢ Finance
- Human Resources
- ➢ Engineering



Source: State New Economy Index, Progressive Policy Institute, 2002



Typical Knowledge worker's day looks like this





Researchers are information rich but time poor !

- Knowledge workers spend from 15% to 35% of their time searching for information.

- "An enterprise with 1,000 knowledge workers wastes \$48,000 per week (\$2.5 million per year) due to an inability to locate and retrieve information."

- only 21% of respondents said they found the information they needed 85% to 100% of the time.

- 40% of corporate users reported that they can not find the information they need to do their jobs on their intranets.

Sources:

Studies by IDC Working Council of CIO's AIIM Ford Motor Company Reuters





Where are knowledge workers turning for their information?





Challenges for an information professional

- orkers Reduce average time spent by knowled Improved Return on Investment searching for reliable answers / jp ictive hours
 - Source reliable and ac
- Reduce indirect disruptions

- See

with quality abstracting and arce selectors/locators

ework and

competence Incr

intuitive search interface to allow users to Intro become familiar and reduce web reliance (Google phenomenon)





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ProQuest brands







- Today's Challenge for Information Professionals
- Who is ProQuest
- The ProQuest Advantage
- Q&A





How does PQ Business Resources Improve your return on Investment

- 1. Premium business content
- 2. Gold Standard Indexing
- 3. Award winning interface



How does PQ Business Resources Improve your return on Investment

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"Content you need on the interface you want"



ProQuest aggregator interface - Overview

ProQuest International





ProQuest Resources for Business the gold standard for business and management information

- ABI / INFORM
- Accounting & Tax with Standards New
- Historical Annual Reports New
- Snapshots Market Research Series
- Safari Business Books Online
- Hoover's Company Profiles
- Ox Research
- Banking Information Source
- ProQuest Asian Business and Reference
- CBCA Business
- ProQuest European Newsstand
- ProQuest Historical Newspapers





ProQuest Business: Expand Value through Content Options



ABI/INFORM®

The authoritative resource for Business Research

For more than 30 years, ABI/INFORM has given researchers a centralized access point for the most well-respected business journals in the world.

"ABI/INFORM is uniquely positioned as the most comprehensive combination business/economics database on the market today." -- CHOICE Magazine, January 2007





"Best Specialist Search Product Award" – International Information Industry Awards – ProQuest Smart Search



ABI Inform, what is it?

- One of the most comprehensive business periodicals databases on the market
- 2,800+ journals, 1,840 in full text
- Includes core journals such as *Journal of Org Behaviour*, *MIT Sloan Management Review*, *European Management Review* and *The Yale Law Journal*
- Covers all the major subject areas including:
 - Management Practice and Theory,
 - Corporate strategies and tactics,
 - Business conditions,
 - Management techniques,
 - Business trends,
 - Competitive landscape



ABI / INFORM – recognised by our peers

- "one of the longest-lived and most prominent online products that has shaped the information professionals' world" by Online Magazine
- Used in 84% of the top global business schools (US News & World Report)





ABI/INFORM and information supplier to many Corporate and Government Clients

Industry	Customer Examples	
Associations	Natl Asso of Realtors, American Association of Advertising	
Banking/Finance	Edward Jones, Bank of Montreal, National Bank of Poland, Canadian Imperial Bank	
Consulting	Bain & Co, Deloitte Touche, Young & Rubicam, Mercer HR Consulting	
Consumer	Proctor & Gamble, Phillip Morris	
Government	Naval Postgrad School, Pentagon, CIA, UN Library, Japanese Patent Office	
Insurance	NW Mutual, State Farm	
Manufacturing	GM, Ford, Sikorsky Aircraft	
Pharmaceuticals	Wyeth, Pfizer	
Technology	Motorola, Microsoft, British Telecom, Xerox, Taiwan Semiconductor	



Key publishers





Most important business journals





ABI INFORM – Strength in Database Depth

FACT

• Over 50% of the journals in ABI/INFORM offer over 10 years of full text coverage

BENEFIT

- Indexing back to 1971
- Full-text back to 1986
- 91 Archive titles back to the first issue:
 - Nation's Business (1912)
 - Journal of Business (1928)
 - Journal of Marketing (1936)
- Compare today's trends with those from the past



Growth in ABI Inform





Unique Content



18,000 + full text Business Dissertations now included with every subscription to ABI Inform



ABI INFORM Business Dissertations

Summary of Top 10 US Business School Dissertations Counts

Rank	University	# Dissertations in ABI (2006)	# Dissertations in ABI (2007)
1	Northwestern University	130	165
2	Chicago University	158	225
3	Penn State University	187	187
4	Stanford University	305	352
5	Harvard University	188	260
6	Michigan University	128	161
7	Cornell University	67	112
8	Columbia University	151	197
9	MIT	1	1
10	Dartmouth University	1	2



ABI INFORM – Business Dissertations Span Subjects

Business Dissertations - Subjects





Other Non-Periodical Content available in ABI/INFORM

- Corporate Annual Reports
 - 6,000 annual reports from 800 of the largest companies
- Career Guides (from Going Global)
 - Information about finding employment overseas.
 - Great HR tool
 - 23 countries, 848 reports
- Country Reports from EIU
 - 195 country reports, 136K reports
- Business Cases
 - Over 5,000 cases abstracted and indexed from
 - Ivey,
 - Thunderbird,
 - Darden,
 - Idea Group and more



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- Award winning interface



ProQuest Indexing Capabilities

- A good index is the key to finding the right information
- ProQuest has over 30 years experience indexing business information
- We employ over 80 people, experts in their field, who assign indexing terms at the article level.
 - A thorough index complemented with descriptive abstracts sets ABI apart from the competition.
- Enables customers to quickly retrieve the most relevant information.
 - With the continued growth of content this is now more important than ever.



ABI/INFORM Indexing

Gold Standard

ProQuest has been using and evolving the same indexing rules since 1971

ABI is the only service to offer hand-crafted records with indexing terms applied by our professional indexers

The ABI interface features 36 indexed fields to ensure powerful search capabilities

Consistent/thorough application of vocabulary terms; 100-200 terms added each year

More than 10,000 subject authority terms

The ABI thesaurus provide indexers and searchers with term definitions

Authority file with 500,000 personal names, 300,000 product names and 100,000 company names

Benefits

Allows ABI users to find relevant articles more quickly and easily than our competitors

Allows ABI to become a powerful pointing tool to fulltext found outside the database

The ABI results list is very focused and outperforms our competitors in terms of relevant results returned from a search and number of results returned

Highly valued by librarians, it allows users to pinpoint the journal/article they need quickly using library specific terminology

Allows researchers to construct a search that finds all the relevant articles and few irrelevant articles



ABI Editorial Experience: over 6 million articles indexed





Benefits of ProQuest vs. Google

- Better searches and more relevant
 results thanks to controlled vocabulary
- Provides research content not available on the web
- More limiters (peer-reviewed; by date; full-text; by title; etc.)
- Indexing
- Smart Search Suggested Topics and Publications

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ProQuest is granular in its approach, creating products with focused objectives to aid the researcher and also providing scholarly content not available on the web

Google aims to appeal to broad interests, not to cater to particular groups of users and their research needs



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Example of ABI indexing

Causes and consequences of donor perceptions of the relationship marketing activities of charitable organisations Journal of Targeting, Measurement & Analysis for Marketing: Feb2005.

Targeting, Measurement and Analysis for Marketing HENRY STEWART PUBLICATIONS Causes and consequences of donor perceptions of the quality of the relationship marketing activities of charitable organisations Roger Bennett, Anna Barkensjo, Journal of Targeting, Measurement and Analysis for Marketing, London: Feb 2005, Vol.13, Iss. 2; pg. 122, 18 pgs » Jump to full text » This article cannot be translated due to its length. More Like This Find similar documents Subjects: Relationship marketing, Charities, Fund raising, Quality, Public relations, Consumer attitudes, Statistical analysis, Studies, Models Classification Codes 7100 Market research, 9540 Non-profit institutions, 2400 Public relations, 9175 Western Europe Locations: United Kingdom, UK Author(s): Roger Bennett, Anna Barkensjo Document types: Feature Publication title: Journal of Targeting, Measurement and Analysis for Marketing, London; Feb 2005, Vol. 13, Iss. 2; pg. 122, 18 pgs Source type: Periodical ISSN/ISBN: 09673237 ProQuest document ID: 815243021 Text Word Count 8322 Document URL: http://proguest.umi.com/pgdweb?did=815243021&sid=16&Fmt=4&clientId=34446&RQT=309&VName=PQD

Abstract (Document Summary)

Although relationship marketing has been adopted extensively and enthusiastically by UK charitable fundraising organisations, the operational assessment of w actually constitutes "good quality" relationship marketing by charities has been overlooked. This paper presents the results of an investigation into the perceptic quality of charities' relationship marketing activities reported by a sample of 141 known regular supporters of charities. Three forms of relationship marketing was considered: relationship advertising, direct marketing, and "two-way marketing contacts" (public relations events, open days, and other two-way marketing communications). The calibre of each of these genres of relationship marketing was evaluated in terms of five criteria: message relevance, interactive engageme the arousal of feelings of commitment, benevolence and trust. A donor's overall perception of the quality of an organisation's relationship marketing was concept as a latent variable formed (rather than reflected) by the individual's opinions of the attributes of the three above mentioned methods of relationship marketing.



Search Term "Quantum Mechanics"

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PQ returns fewer results, but the ability to further define one's searches should not be dismissed. With GS, one has to weed through all of the results to find what one needs.





Lack of Boolean operators debilitates ability to refine search



Who is cited & what is cited?



What criteria does Google Scholar use to classify content as scholarly? Does a search always return scholarly content?





How does PQ Business Resources Improve your return on Investment

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- Gold Standard Indexing
- Award winning interface



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ProQuest Search Widget helps you increase visibility of licensed databases by letting you embed a ProQuest search box on any institutional web page

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Alerting Feature

- Allows users to setup email alerts to be notified when new content of interest is available from ProQuest
 - Publication Alerts Notified when the latest issue of a favorite journal is available on ProQuest
 - Search Alerts Receive emails containing the latest matching articles from a favorite search



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