

Incorporating Direct and Indirect Quotation in Your Writing

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- In academic writing, we ‘critically’ choose from **other sources** what is **relevant** to our discussion.
- We use quotation to introduce an idea, a definition, a point of view, a result, etc. of someone else.

Suppose you are writing about **e-commerce in Bahrain**, and you want to provide a background about e-commerce and its options and features.

You come across this journal:

Journal of Advances in Information Technology

And find this article:

E-Commerce: True Indian Picture

*Devendera Agarwal, R.P. Agarwal, J.B. Singh, S.P.
Tripathi*

- This is the link to the full article:

<http://ojs.academypublisher.com/index.php/jait/article/view/jait0304250257/5751>

- Now you quickly skim looking for information you want. Suppose that you find that bit about mobile commerce worth mentioning in your background because you want to later if and how e-shoppers use mobile devices to shop online.
- Here is the paragraph you want to quote from in your research. It is from page 252:

Mobile Commerce (m-commerce)

M-commerce (mobile commerce) is the buying and selling of goods and services through wireless technology i.e., handheld devices such as cellular telephones and personal digital assistants (PDAs). As content delivery over wireless devices becomes faster, more secure, and scalable, some believe that m-commerce will surpass wire line e-commerce as the method of choice for digital commerce transactions. This may well be true for the Asia-Pacific where there are more mobile phone users than there are Internet users.

- Now decide which pieces of information matter to you. Here I indicate the ones I want in red:

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- Now decide how to present the information (see your textbook p. 46).
- It is always to use more indirect quotations (i.e. paraphrasing and summarizing).
- You will use direct quotations specially to provide definitions or if you feel that paraphrasing might affect the meaning.

- In our example, there is a definition, so I will quote it using direct quotation. Then there are some details that follow, and I will present them using paraphrasing (indirect quotation).

- Here is the part I want to quote directly:

M-commerce (mobile commerce) is the buying and selling of goods and services through wireless technology i.e., handheld devices such as cellular telephones and personal digital assistants (PDAs).

Less than 40 words → quote using “...” and making part of your sentence.

This is how it will look like in my text:

Agarwal et al. (2012: 252) define mobile commerce as “the buying and selling of goods and services through wireless technology i.e., handheld devices such as cellular telephones and personal digital assistants (PDAs)”.

Now the second part can be understood if I paraphrase. Thus, here is how I will present it in my text. Compare to **original in red**.

They explain that the fact that the speed, security and accessibility of wireless devices is very likely to make them preferred to wireless alternatives when it comes to online shopping (2012: 252).

ORIGINAL: As content delivery over wireless devices becomes faster, more secure, and scalable, some believe that m-commerce will surpass wire line e-commerce as the method of choice for digital commerce transactions.

- So this is my direct and indirect quotations in one paragraph that reads smoothly and that acknowledges the source.

Agarwal et al. (2012: 252) define mobile commerce as “the buying and selling of goods and services through wireless technology i.e., handheld devices such as cellular telephones and personal digital assistants (PDAs)”. They explain that the fact that the speed, security and accessibility of wireless devices is very likely to make them preferred to wireless alternatives when it comes to online shopping (ibid).

ibid. means the same as the previous reference.