

MANUAL REFERENCE MANAGER MENDELEY

Oleh:

Perpustakaan Unika Soegijapranata

2019

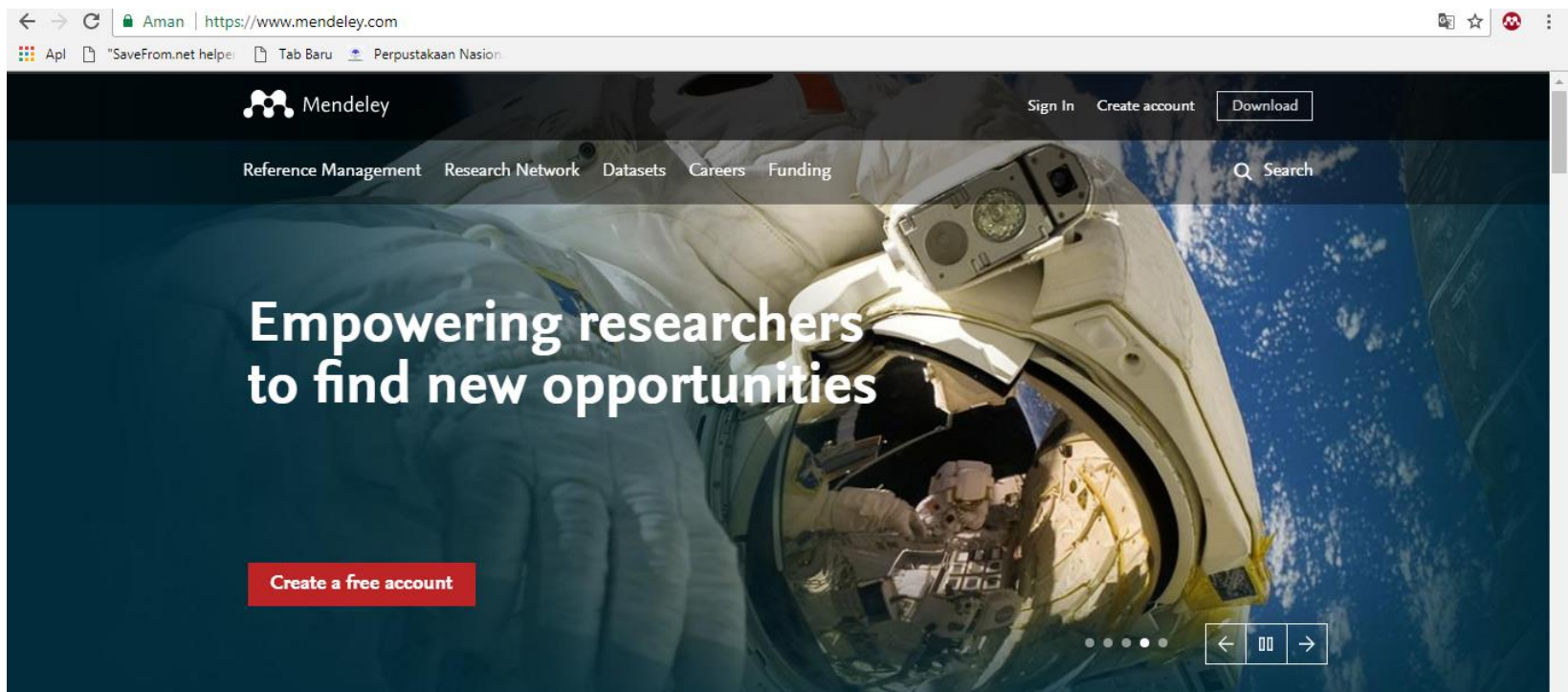
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- II. Download Mendeley Desktop
- III. Import Dokumen
- IV. Memasukkan Artikel ke Mendeley Desktop
- V. Membuka Full Text Artikel
- VI. Memberi Highlight dan Note pada Artikel
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- VIII. Install Mendeley Web Importer
- IX. Unduh File dengan Mendeley Web Importer (Firefox dan Chrome)
- X. Memasukkan Bibliografi Sumber Rujukan non on line (Buku/ Artikel tercetak, AV dll)
- XI. Menghapus Artikel
- XII. Pencarian Artikel
- XIII. Install Ms Word Plug In
- XIV. Membuat Sumber Kutipan
- XV. Membuat Daftar Pustaka

I. PENDAFTARAN AKUN MENDELEY

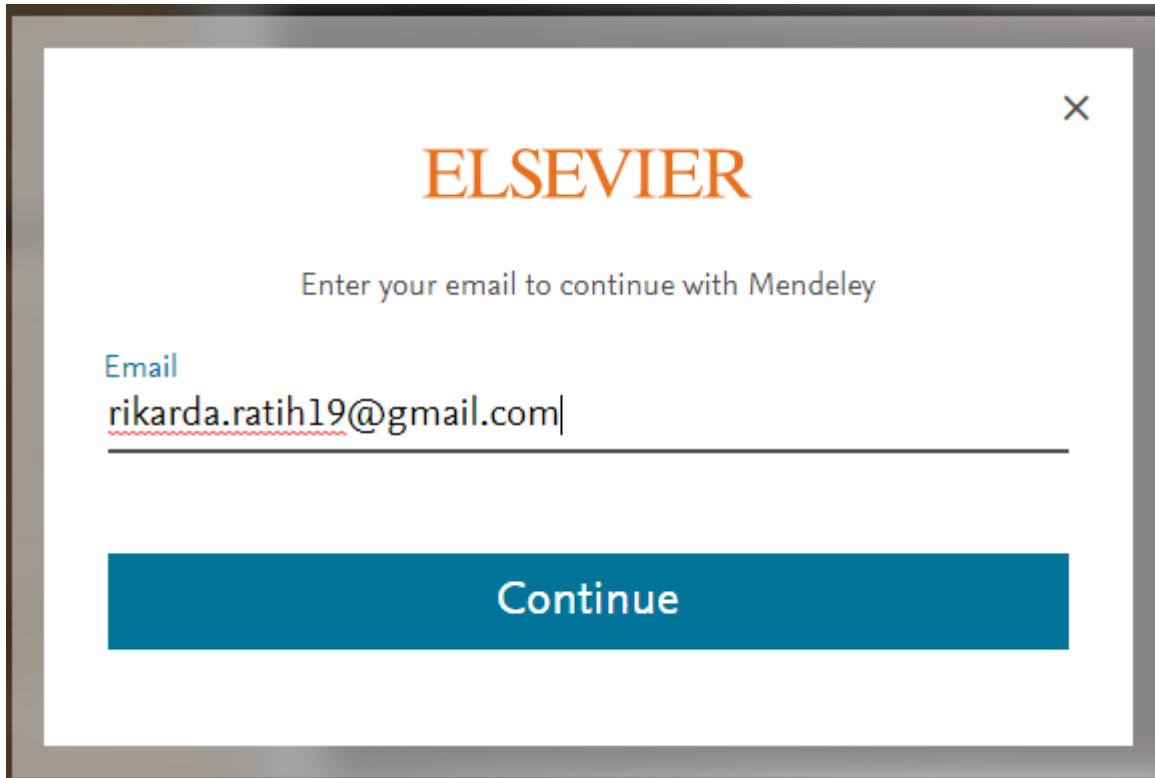
Ketik: www.mendeley.com

Pilih: **create a free account**



Masukkan email untuk username

 **continue**



A screenshot of a web dialog box for Elsevier. The dialog has a grey border and a close button (X) in the top right corner. The text inside reads: "ELSEVIER" in orange, "Enter your email to continue with Mendeley" in grey, "Email" in blue, and "rikarda.ratih19@gmail.com|" in black. Below the email input is a teal "Continue" button.

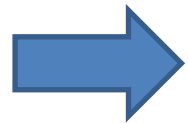
ELSEVIER

Enter your email to continue with Mendeley

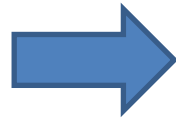
Email
rikarda.ratih19@gmail.com|

Continue

Isilah Nama dan Password





register



continue to Mendeley

ELSEVIER



rikarda.ratih19@gmail.com 

Given name

Family name

Create password

By continuing you agree with our [Terms and conditions](#) and [Privacy policy](#).

ELSEVIER

You are registered

You can now sign in to all Elsevier products with these details.

Pilihlah Current Role dan Field Study

Current role

- Lecturer
- Lecturer > Senior Lecturer
- Librarian**
- Other
- Professor
- Professor > Associate Professor
- Researcher
- Student > Bachelor
- Student > Doctoral Student
- Student > Master
- Student > Ph. D. Student
- Student > Postgraduate

Librarian

Field of study

Make profile public

[Continue to Mendeley](#)

[Skip this step](#)

Computer Science

Decision Sciences

Design

Earth and Planetary Sciences

Economics, Econometrics and Finance

Energy

Engineering

Environmental Science

Immunology and Microbiology

Linguistics

Materials Science

Mathematics

Medicine and Dentistry

Neuroscience

Nursing and Health Professions

Pharmacology, Toxicology and Pharmaceutical Science

Philosophy

Physics and Astronomy

Psychology

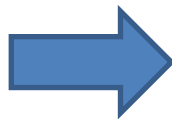
Social Sciences

Social Sciences

Make profile public

[Continue to Mendeley](#)

[Skip this step](#)

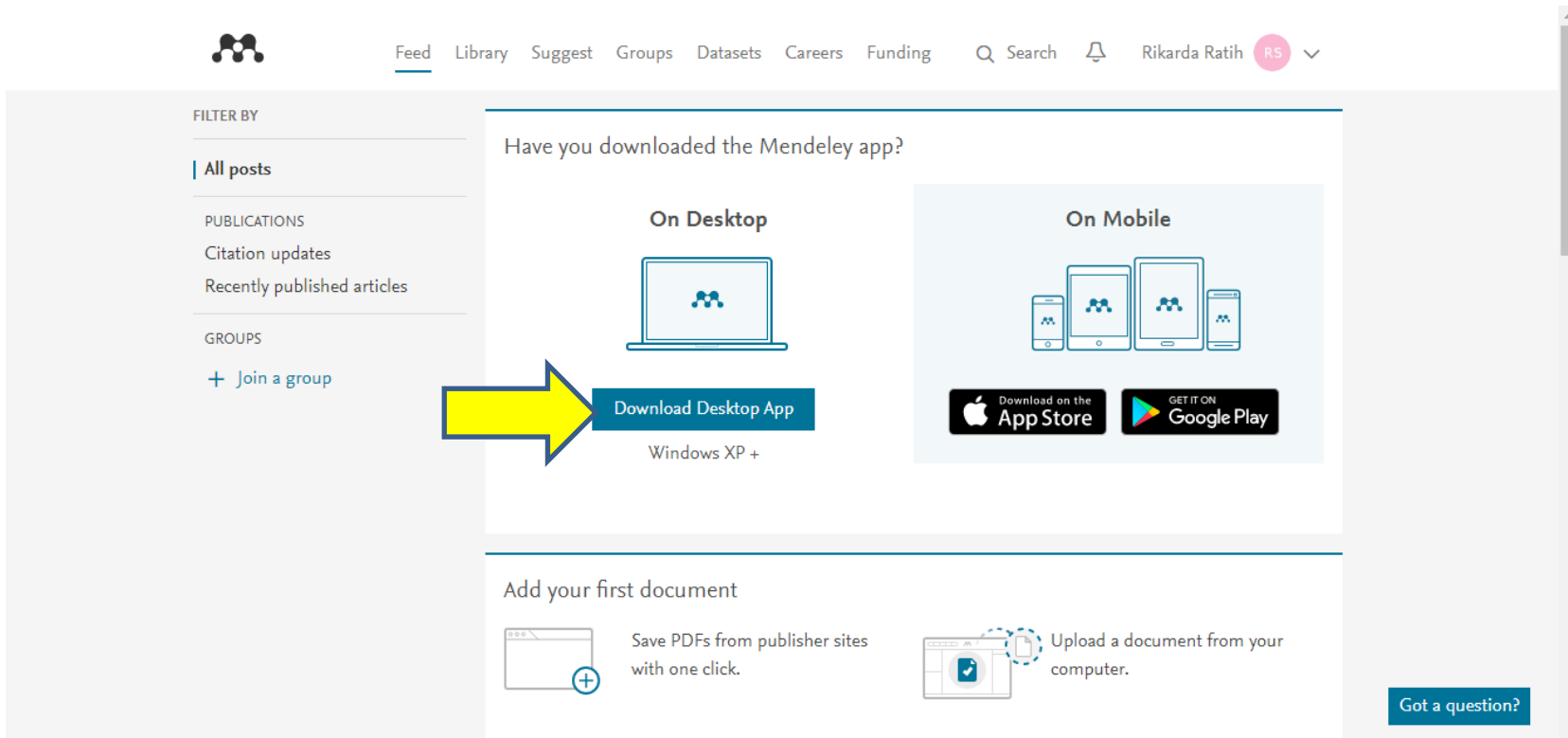


continue to Mendeley

II. DOWNLOAD MENDELEY DESKTOP

Mendeley Desktop digunakan untuk mengelola artikel ilmiah yang akan digunakan sebagai sumber rujukan, membuat sumber kutipan dan daftar pustaka

Pilih Download Desktop App



The screenshot shows the Mendeley website interface. At the top, there is a navigation bar with the Mendeley logo, a menu (Feed, Library, Suggest, Groups, Datasets, Careers, Funding), a search bar, a notification bell, and a user profile (Rikarda Ratih). Below the navigation bar, there is a sidebar on the left with 'FILTER BY' options: 'All posts', 'PUBLICATIONS' (Citation updates, Recently published articles), and 'GROUPS' (+ Join a group). The main content area features a central prompt: 'Have you downloaded the Mendeley app?'. This prompt is divided into two sections: 'On Desktop' and 'On Mobile'. The 'On Desktop' section shows a laptop icon and a prominent blue button labeled 'Download Desktop App', which is highlighted by a large yellow arrow. Below this button, it says 'Windows XP+'. The 'On Mobile' section shows icons for various mobile devices and two buttons for 'Download on the App Store' and 'GET IT ON Google Play'. Below the app download section, there is a section titled 'Add your first document' with two options: 'Save PDFs from publisher sites with one click.' and 'Upload a document from your computer.' A 'Got a question?' button is located in the bottom right corner.

Pilih Get Reference Manager untuk download Mendeley Desktop (pilihan Mendeley Desktop untuk Windows, Mac OS atau Linux)



Share updates and links with your followers

Post

Download Mendeley

Access your library on mobile, tablet and desktop

Get Reference Manager



Have you seen what Mendeley can do for you?

If your download didn't start, [click here](#). If you need help installing, [click here](#).



Access anywhere

Cloud-based app lets you access your library from anywhere and any device.



Connect with Groups

Create your own, connect and collaborate with your peers.

Personalised suggestions

Helping you keep up to date with personalized suggestions for articles.

Get tools and add-ons to further enhance your research

Klik Mendeley Desktop.exe



Mendeley-Desktop.exe

Pilih: Run---Next---I Agree--



Feed Library Suggest Groups Datasets Careers Funding Q Search Rikarda Ratih R5

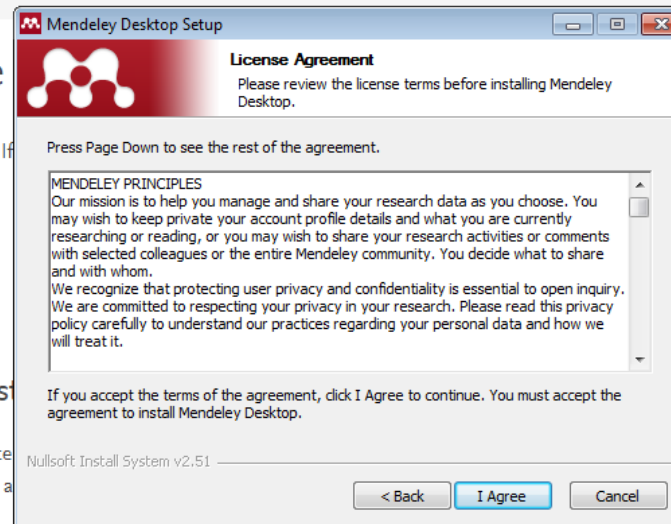
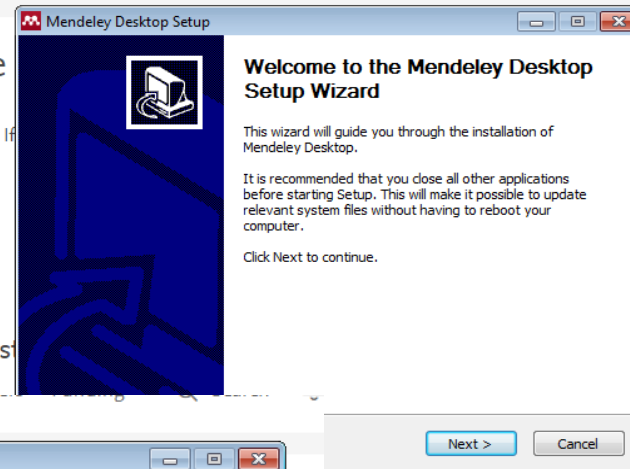
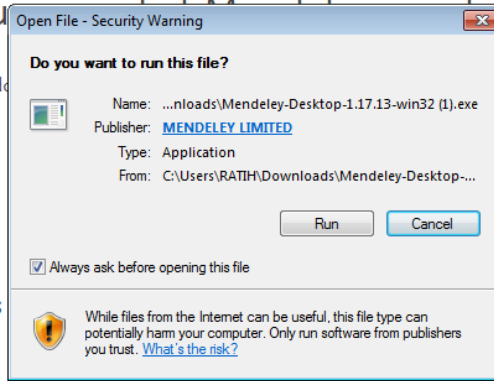
Have you

If your de

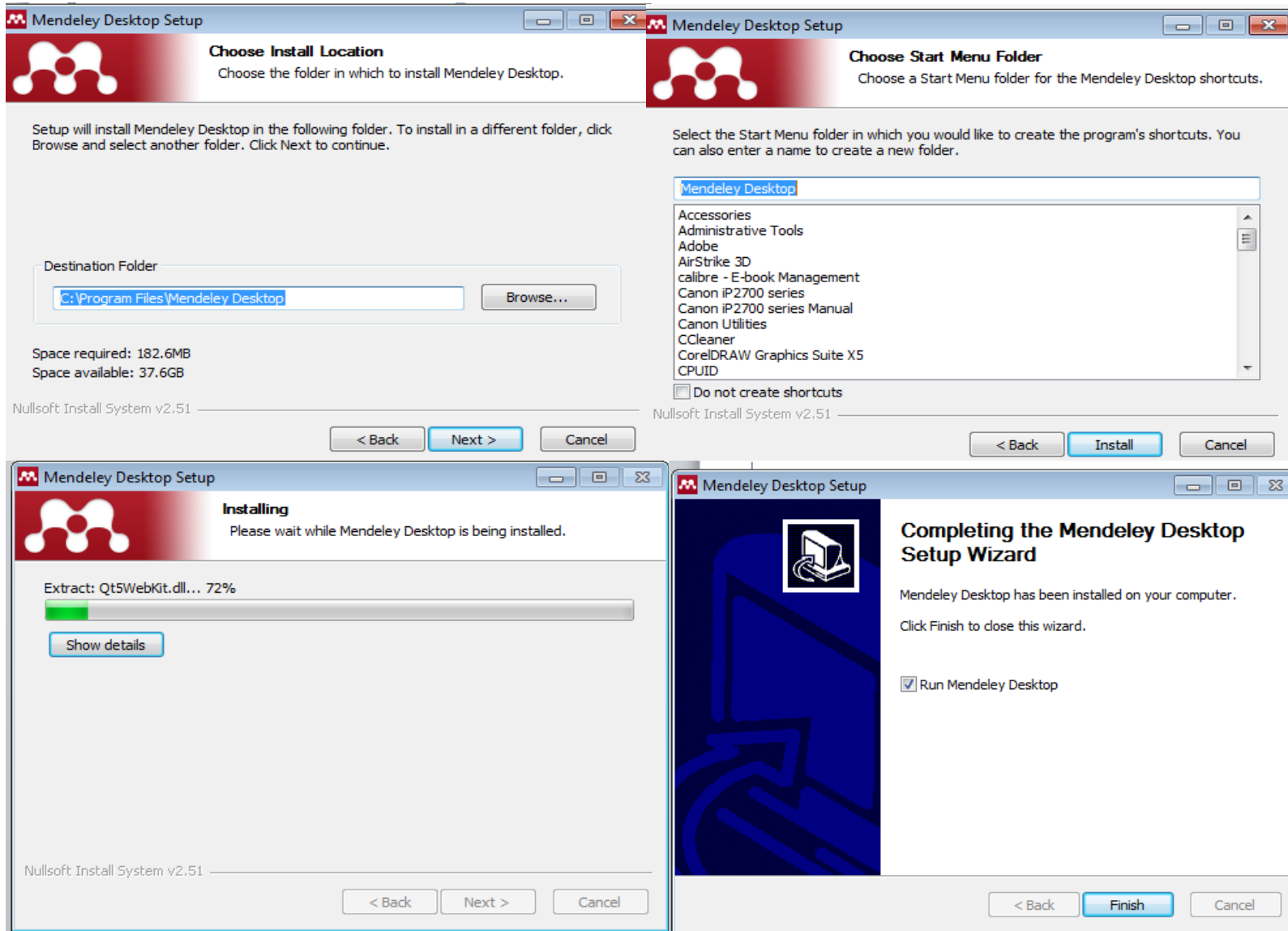


Personalised suggestions

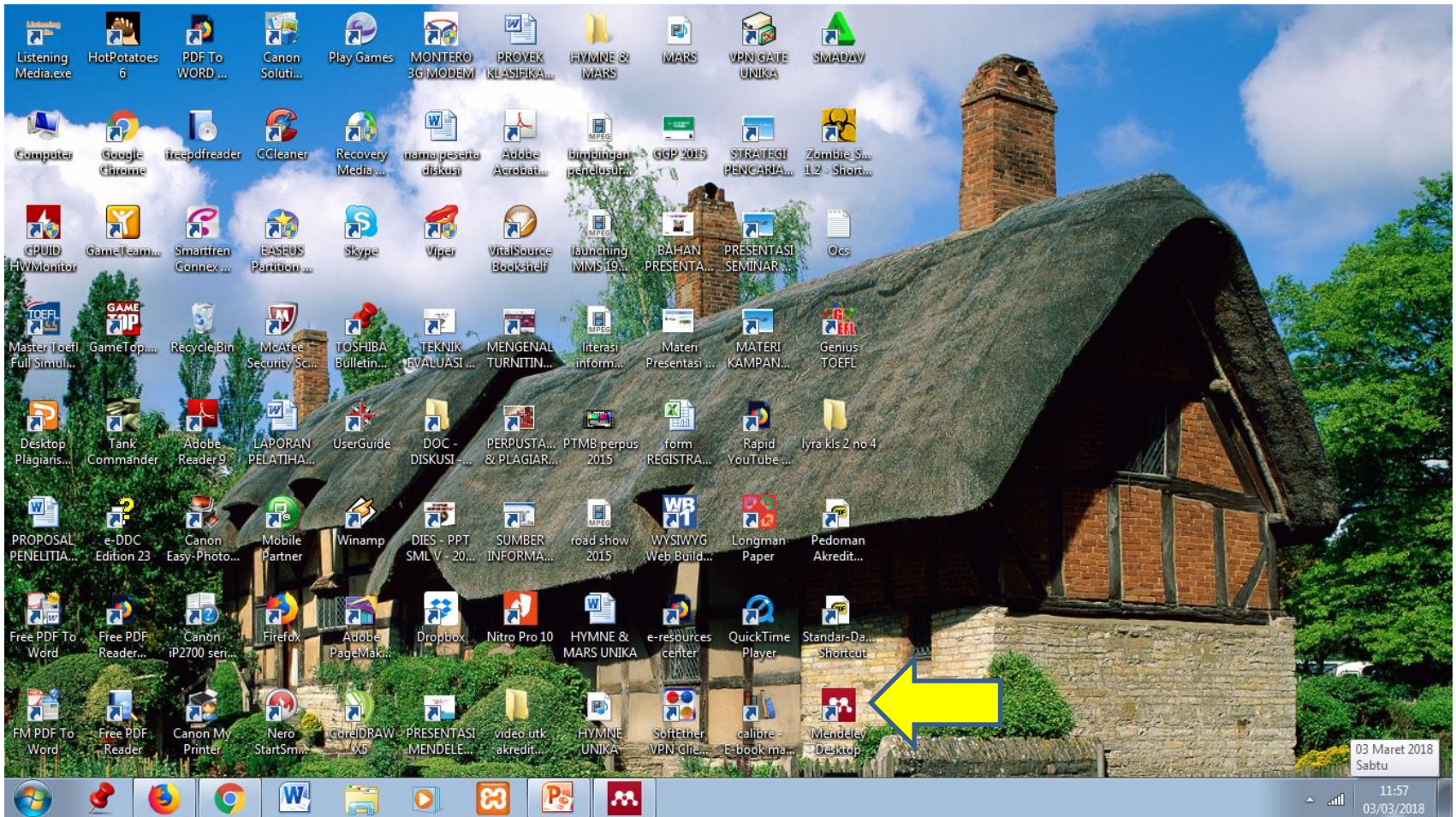
Helping you keep up to date with personalized suggestions for articles.



---Next---Install---Proses Install--Finish

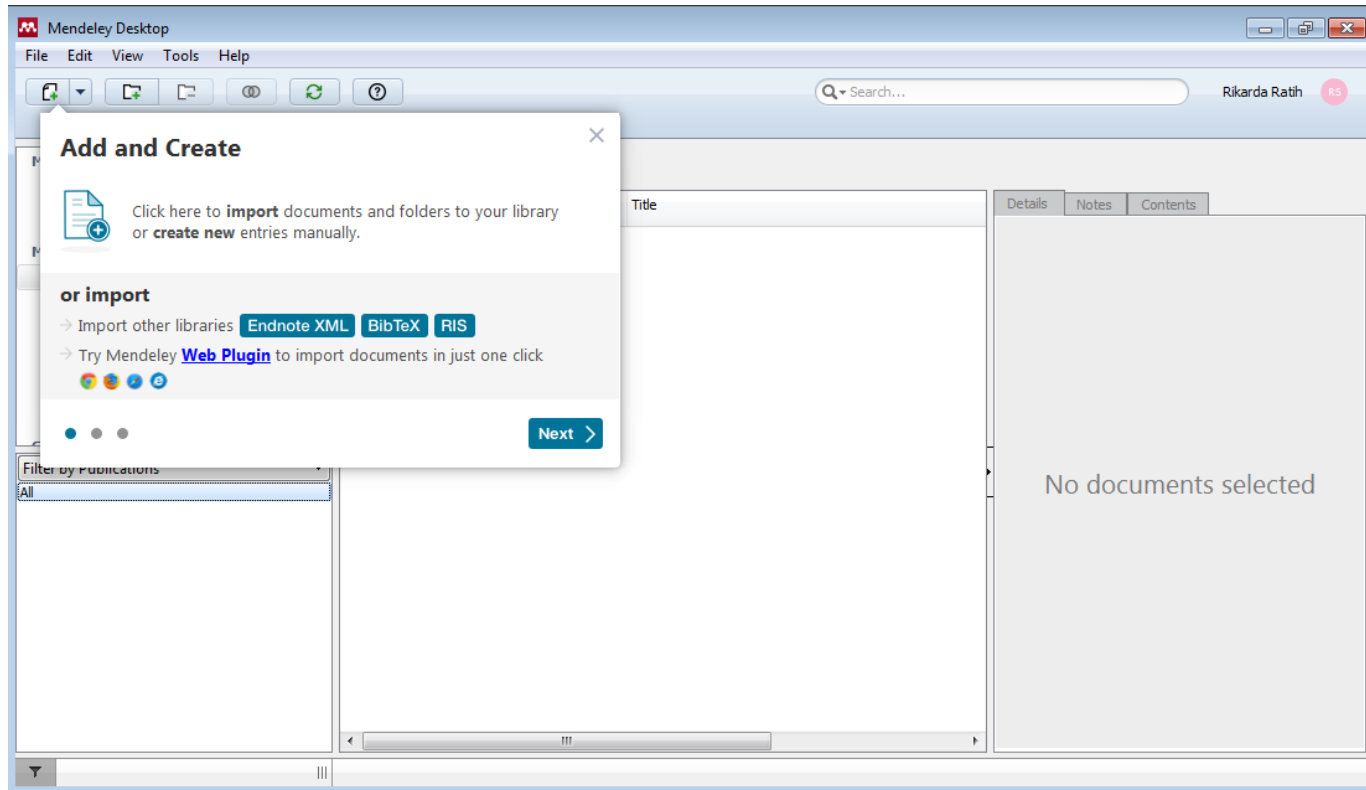


Mendeley Desktop---terpasang di desktop laptop/komputer



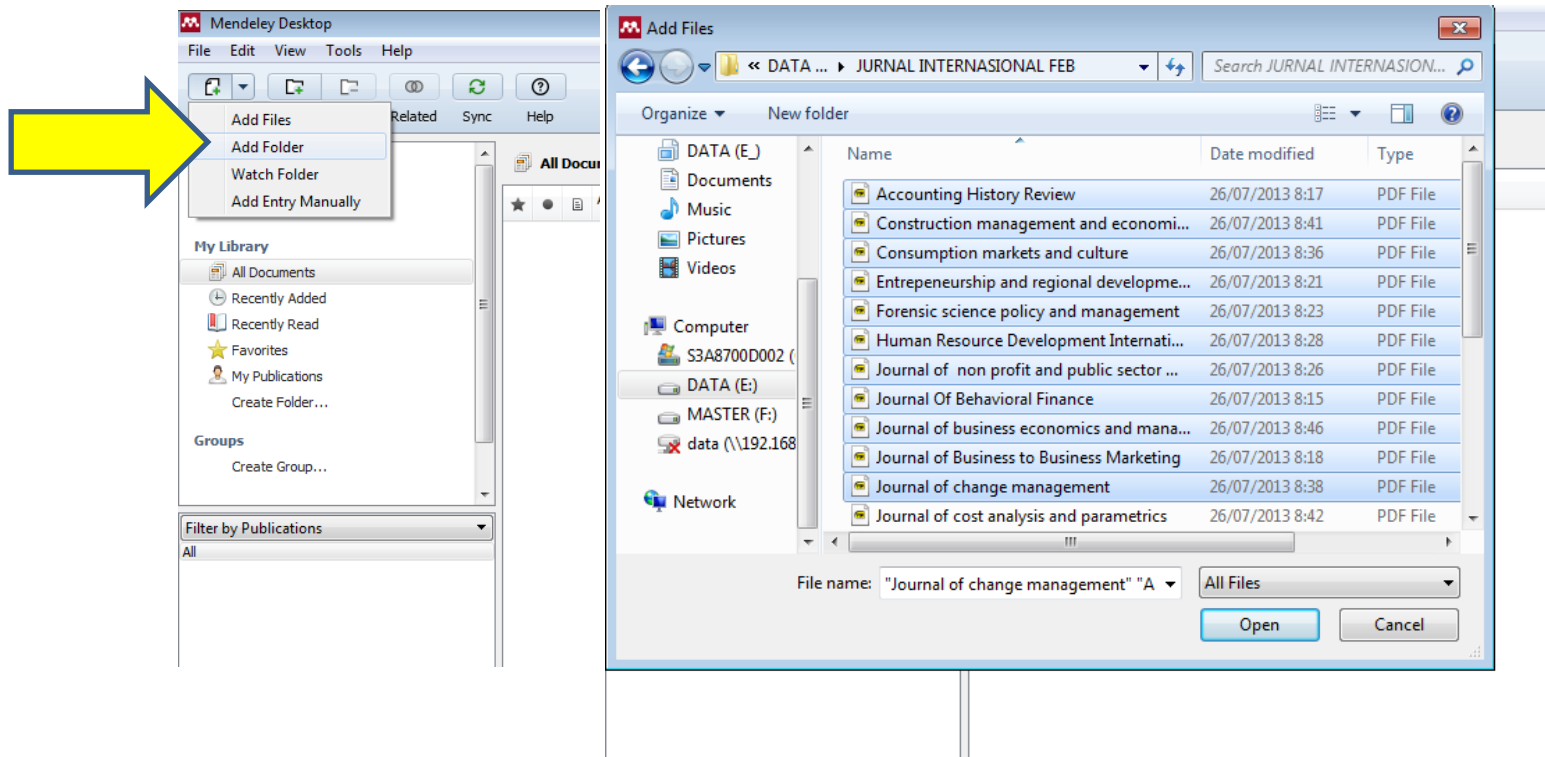
III. IMPORT DOKUMEN

import dokumen dari Endnote, BibTeX, RIS



IV. MEMASUKKAN ARTIKEL KE MENDELEY DESKTOP

Pilih: Add File atau Add Folder, pilih artikel/ folder artikel yang tersimpan di laptop/PC,



Artikel di Mendeley Desktop

The screenshot shows the Mendeley Desktop interface. On the left, there is a sidebar with navigation options like 'Literature Search', 'Mendeley Suggest', and 'My Library'. The main area displays a list of articles under the 'All Documents' tab. A yellow arrow points to the first article in the list. On the right, the 'Details' panel shows the selected article's information, including its title, author, journal, and an abstract.

Authors	Title	Year	Published In	Added
Hughes, Mark	Do 70 Per Cent of All Organizational Change Initiatives Really Fail?	2011	Journal of Change Management	12:11
Rodriguez, Michael; Honeycutt, Earl D.	Customer relationship management (crm)'s impact on b to b sales professionals' collaboration and sales performance	2011	Journal of Business-to-Busi...	12:10
Čater, Barbara; Žabkar, Vesna; Čater, Tomaž	Commitment in marketing research services: two alternative models	2011	Journal of Business Econo ...	12:10
Bateman, Hazel; Islam, Towhidul; Louviere, Jordan; S...	Retirement investor risk tolerance in tranquil and crisis periods: Experimental survey evidence	2011	Journal of Behavioral Finance	12:10
Levine, Helisse; Zahradnik, Anne G.	Online Media, Market Orientation, and Financial Performance in Nonprofits	2012	Journal of Nonprofit and P...	12:10
Beusaert, Simon; Segers, Mien; Gijssels, Wim	The use of a personal development plan and the undertaking of learning activities, expertise-growth, flexibility and perfor...	2011	Human Resource Development Int...	12:10
Lucas, Douglas M.	Global Forensic Science Collaboration: Standards and Research	2011	Forensic Science Policy & Manage...	12:10
Jayawarna, Dilani; Jones, Oswald; Macpherson, Allan	New business creation and regional development: Enhancing resource acquisition in areas of social deprivation	2011	Entrepreneurship and Regional De...	12:10
Littlefield, Jon; Ozanne, Julie L.	Socialization into consumer culture: Hunters learning to be men	2011	Consumption Markets and Cul...	12:10
Pellegrino, Roberta; Ranieri, Luigi; Costantino, Nicola; Mu...	A real options-based model to supporting risk allocation in price cap regulation approach for public utilities	2011	Construction Management an...	12:10
Evans, Lisa	The turbulent world of Franz Göll. An ordinary Berliner writes the twentieth century	2011	Accounting History Review	12:10

Details | Notes | Contents

Type: Journal Article

Do 70 Per Cent of All Organizational Change Initiatives Really Fail?

Authors: M. Hughes

[View research catalog entry for this paper](#)

Journal: *Journal of Change Managem...*

Year: 2011

Volume: 11

Issue: 4

Pages: 451-464

Abstract:
A 70 per cent failure rate is frequently attributed to organizational-change initiatives, raising questions about the origins and supporting evidence for this very specific statistic. This article critically reviews five separate published instances identifying a 70 per cent organizational-change failure rate. In each instance, the review highlights the absence of valid and reliable empirical evidence in support of the espoused 70 per cent failure rate. Organizational-change research and scholarship now exists which enables us to question the belief in inherent organizational-change failure rates. Inherent failure rates are critically questioned in terms of the ambiguities of change, the context-dependent nature of change, co...

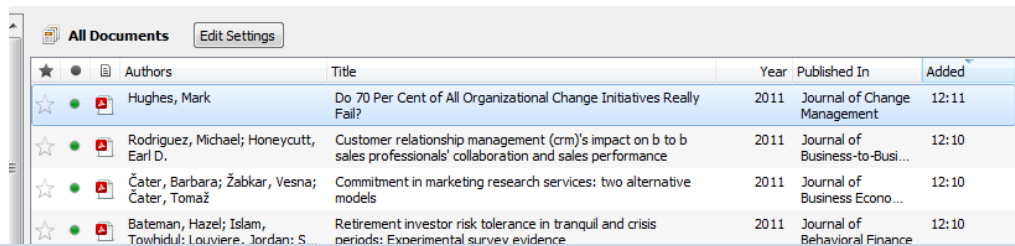


Artikel masuk ke: All Documents



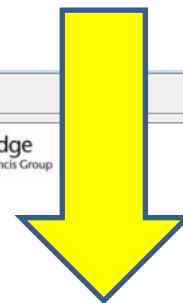
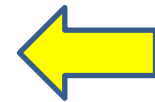
Bibliografi artikel

V. MEMBUKA FULL TEXT ARTIKEL

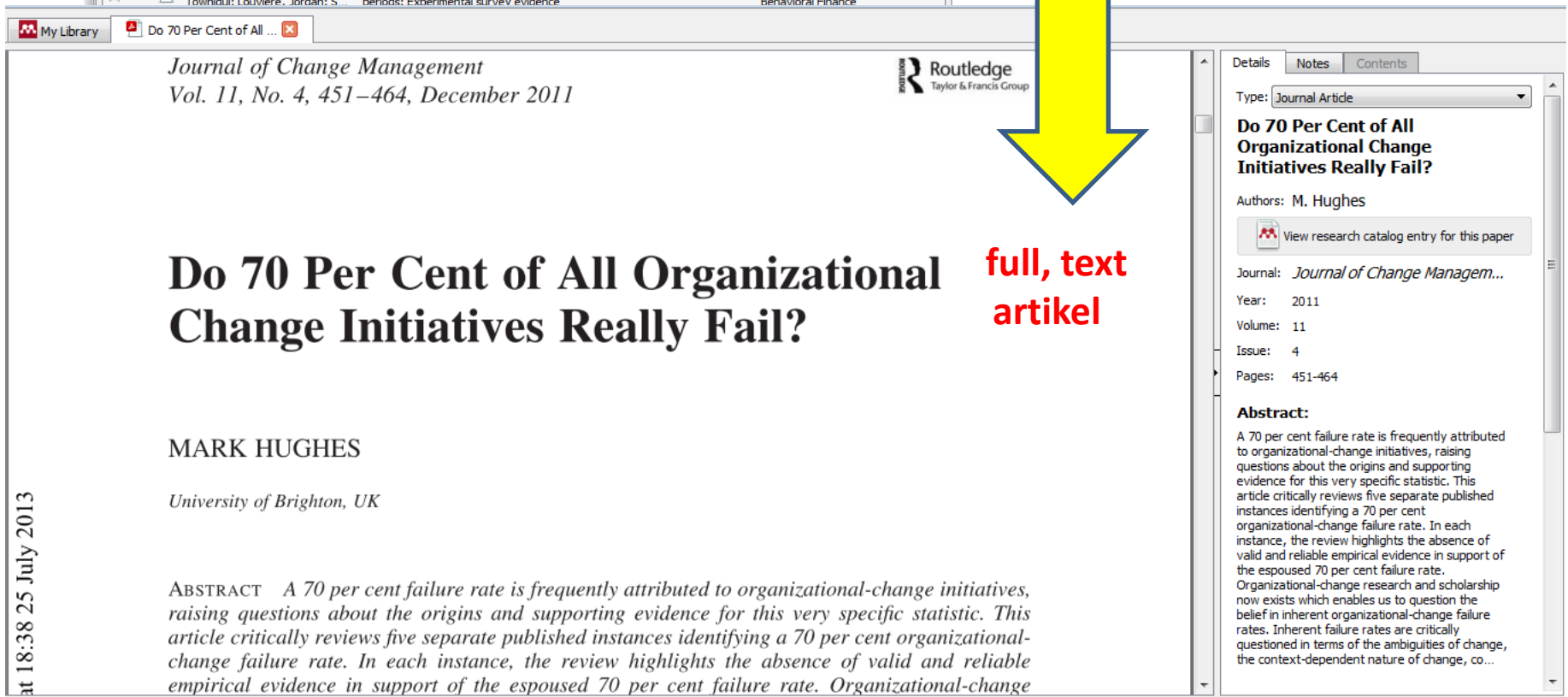


Authors	Title	Year	Published In	Added
Hughes, Mark	Do 70 Per Cent of All Organizational Change Initiatives Really Fail?	2011	Journal of Change Management	12:11
Rodriguez, Michael; Honeycutt, Earl D.	Customer relationship management (crm)'s impact on b to b sales professionals' collaboration and sales performance	2011	Journal of Business-to-Busi...	12:10
Čater, Barbara; Žabkar, Vesna; Čater, Tomaž	Commitment in marketing research services: two alternative models	2011	Journal of Business Econo...	12:10
Bateman, Hazel; Islam, Towhidul; Louviere, Jordan; S.	Retirement investor risk tolerance in tranquil and crisis periods: Experimental survey evidence	2011	Journal of Behavioral Finance	12:10

Pilih artikel yang akan diakses full text-nya, klik mouse: 2 x (dua kali)



full, text artikel



Journal of Change Management
Vol. 11, No. 4, 451–464, December 2011

Do 70 Per Cent of All Organizational Change Initiatives Really Fail?

MARK HUGHES
University of Brighton, UK

ABSTRACT A 70 per cent failure rate is frequently attributed to organizational-change initiatives, raising questions about the origins and supporting evidence for this very specific statistic. This article critically reviews five separate published instances identifying a 70 per cent organizational-change failure rate. In each instance, the review highlights the absence of valid and reliable empirical evidence in support of the espoused 70 per cent failure rate. Organizational-change

Details | Notes | Contents

Type: Journal Article

Do 70 Per Cent of All Organizational Change Initiatives Really Fail?

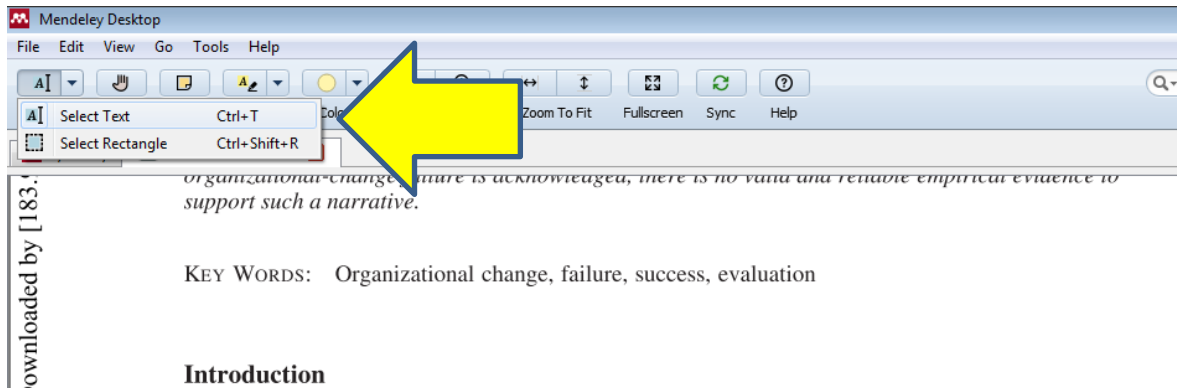
Authors: M. Hughes

View research catalog entry for this paper

Journal: *Journal of Change Managem...*
Year: 2011
Volume: 11
Issue: 4
Pages: 451-464

Abstract:
A 70 per cent failure rate is frequently attributed to organizational-change initiatives, raising questions about the origins and supporting evidence for this very specific statistic. This article critically reviews five separate published instances identifying a 70 per cent organizational-change failure rate. In each instance, the review highlights the absence of valid and reliable empirical evidence in support of the espoused 70 per cent failure rate. Organizational-change research and scholarship now exists which enables us to question the belief in inherent organizational-change failure rates. Inherent failure rates are critically questioned in terms of the ambiguities of change, the context-dependent nature of change, co...

VI. MEMBERI HIGHLIGHT DAN NOTE PADA ARTIKEL



Pilih Select Text

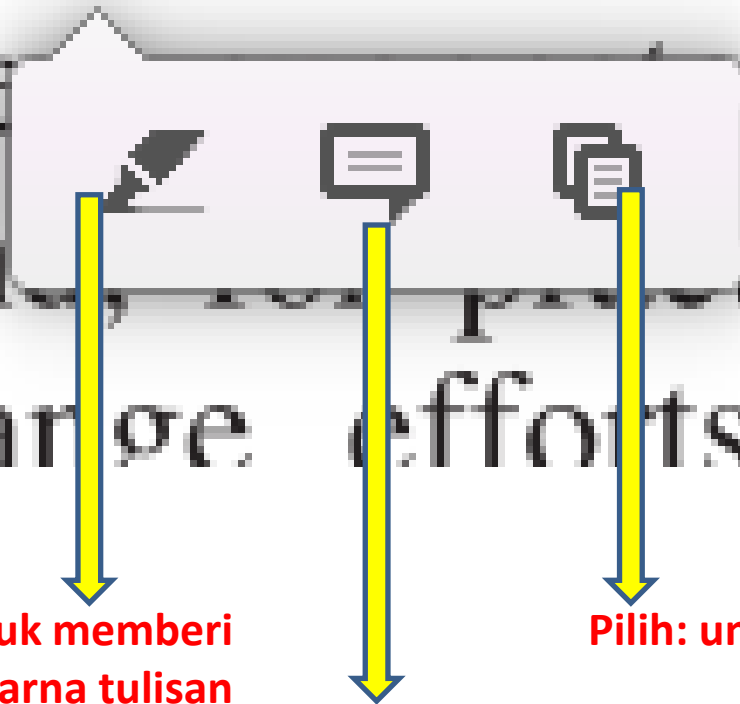
Introduction

In the nineties, the influential practitioner magazine *Harvard Business Review* (HBR) published two articles: *Why change programs fail* (Beer et al., 1990) and *Leading change: why transformation programs fail* (Beer et al., 1995). In setting the tone of ongoing debates about change failure, they offered an important antidote to the aspiration to fully managing change that Peters and Waterman (1982) analytically promoted in the eighties. The concept of leading change management was a flawed concept and a self-fulfilling prophecy that their change efforts would

Arahkan cursor pada tulisan kemudian di blok tulisan yang dipilih

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**Pilih: untuk memberi
warna tulisan**

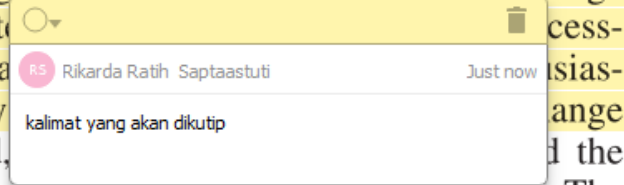
**Pilih : untuk
memberi catatan**

Pilih: untuk copy tulisan

Tampilan highlight dan note

Introduction

In the nineties, the influential practitioner magazine *Harvard Business Review* (HBR) published two articles: *Why change programs don't produce change* (Beer *et al.*, 1990) and *Leading change: why transformation efforts fail* (Kotter, 1995). In setting the tone of ongoing debates about organizational-change failure, they offered an important antidote to the self-fulfilling prophecy that their change efforts would invariably fail. The

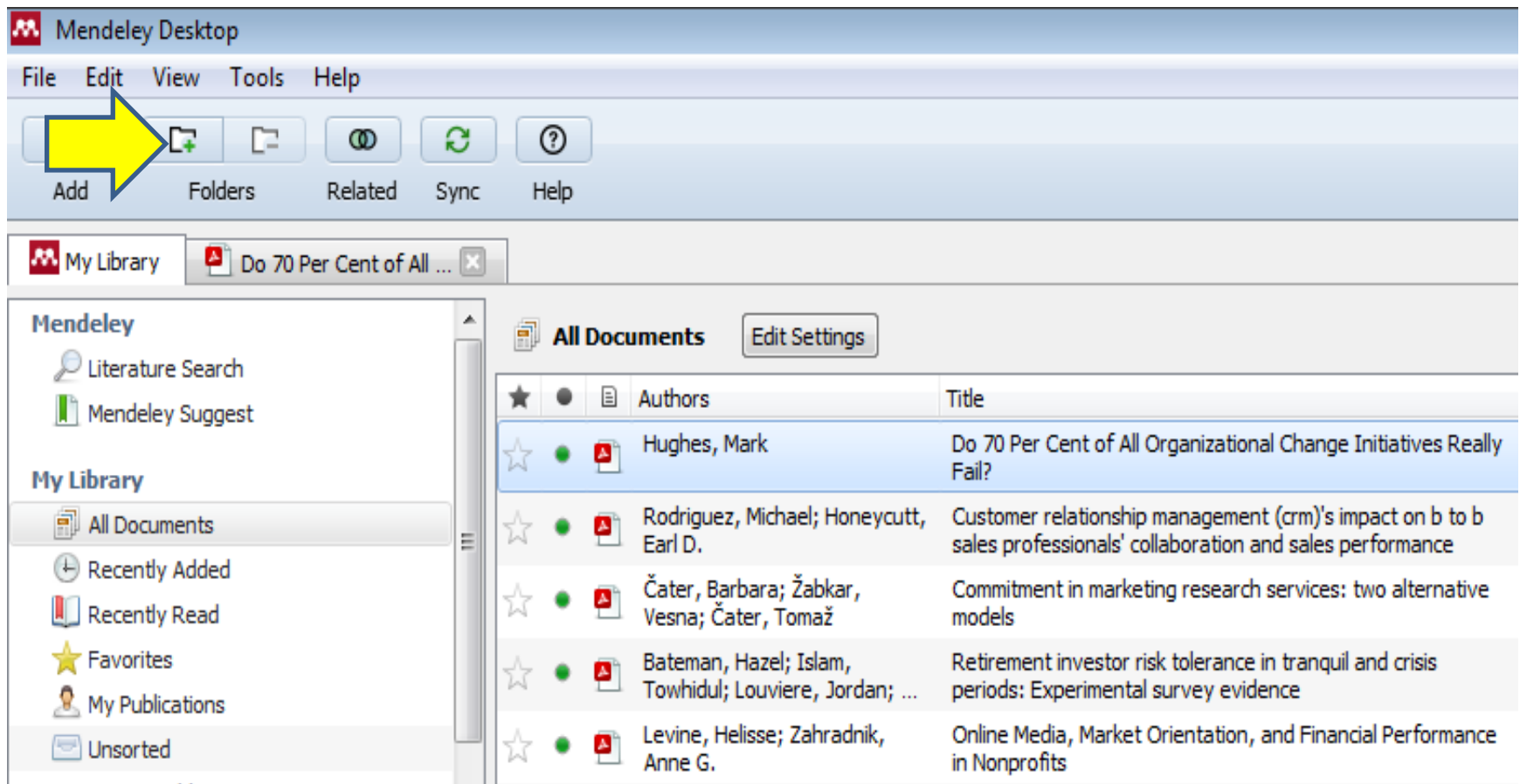


Correspondence Address: Mark Hughes, Brighton Business School, University of Brighton, Mithras House, Lewes Road, Brighton, BN2 4AT, UK. Email: m.a.hughes@brighton.ac.uk

1469-7017 Print/1479-1811 Online/11/040451-14 © 2011 Taylor & Francis
<http://dx.doi.org/10.1080/14697017.2011.630506>

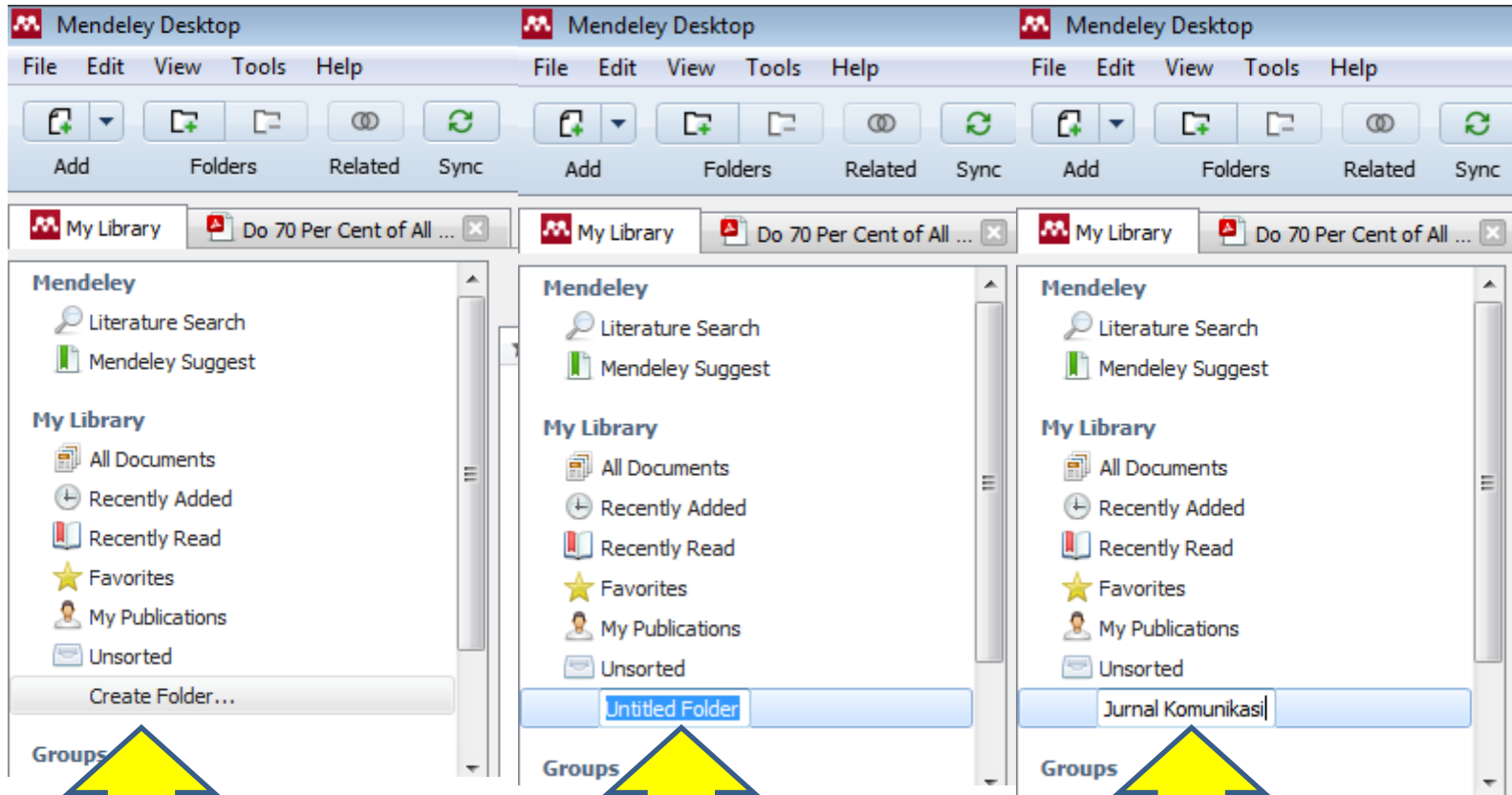
VII. MEMBUAT FOLDER

- Pilih: Folder



The screenshot shows the Mendeley Desktop application window. The title bar reads "Mendeley Desktop". The menu bar includes "File", "Edit", "View", "Tools", and "Help". Below the menu bar is a toolbar with several icons: "Add" (a folder with a plus sign), "Folders" (a folder icon), "Related" (a circular arrow icon), "Sync" (a circular arrow icon), and "Help" (a question mark icon). A large yellow arrow points to the "Add" button. Below the toolbar is a tab bar with "My Library" and "Do 70 Per Cent of All ...". The main area is divided into a left sidebar and a right pane. The sidebar has "Mendeley" and "My Library" sections. The right pane shows a list of documents under "All Documents".

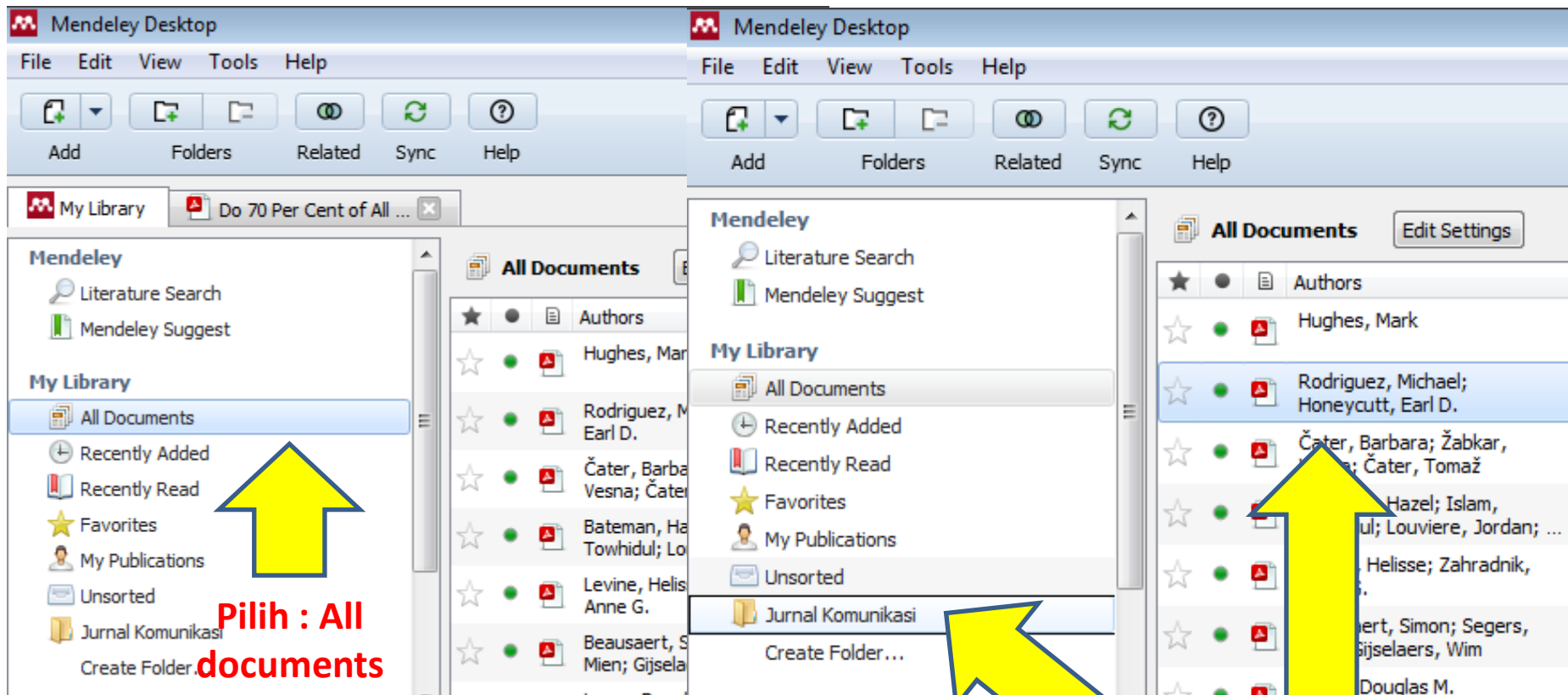
★	●	📄	Authors	Title
☆	●	📄	Hughes, Mark	Do 70 Per Cent of All Organizational Change Initiatives Really Fail?
☆	●	📄	Rodriguez, Michael; Honeycutt, Earl D.	Customer relationship management (crm)'s impact on b to b sales professionals' collaboration and sales performance
☆	●	📄	Čater, Barbara; Žabkar, Vesna; Čater, Tomaž	Commitment in marketing research services: two alternative models
☆	●	📄	Bateman, Hazel; Islam, Towhidul; Louviere, Jordan; ...	Retirement investor risk tolerance in tranquil and crisis periods: Experimental survey evidence
☆	●	📄	Levine, Helisse; Zahradnik, Anne G.	Online Media, Market Orientation, and Financial Performance in Nonprofits



Pilih: create folder

Klik mouse 2 x (dua kali)

Beri Nama Folder



Pilih : All documents

Pilih: artikel, klik dan drag ke arah nama folder

Mendeley interface showing a library named "Jurnal Komunikasi". The interface includes a top navigation bar with "Add", "Folders", "Related", "Sync", and "Help" buttons, a search bar, and a user profile "Rikarda Ratih". The left sidebar shows "Mendeley" options like "Literature Search" and "Mendeley Suggest", and "My Library" options like "All Documents", "Recently Added", "Recently Read", "Favorites", "My Publications", "Unsorted", and "Jurnal Komunikasi". The main area displays a table of articles:

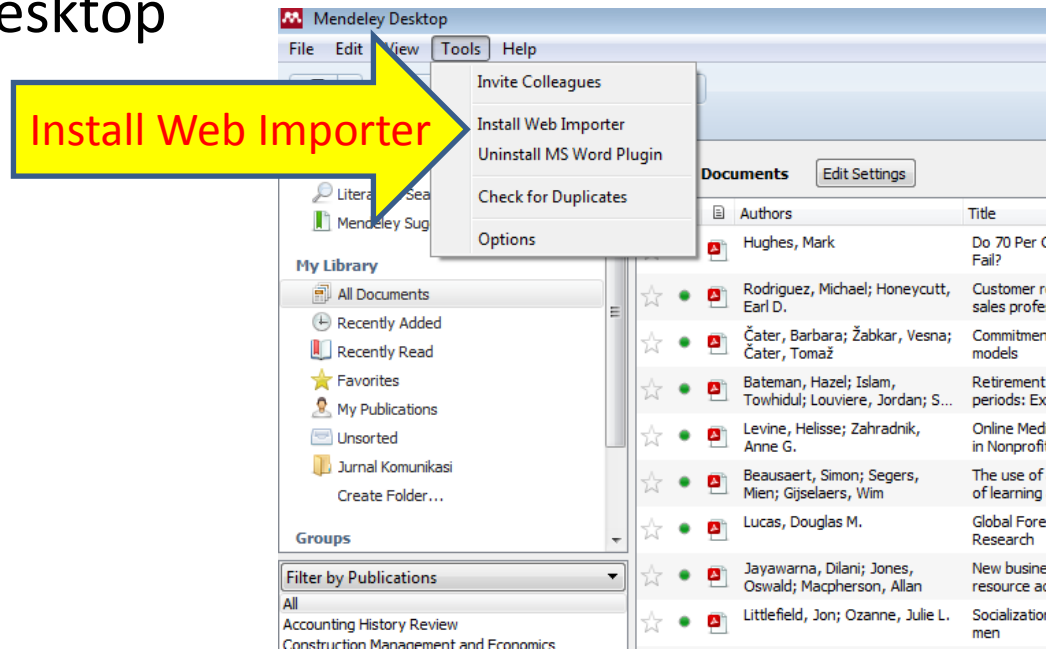
★ ● 📄	Authors	Title	Year	Published In	Added	Details	Notes	Contents
☆ ● 📄	Rodriguez, Michael; Honeycutt, Earl D.	Customer relationship management (crm)'s impact on b to b sales professionals' collaboration and sales performance	2011	Journal of Business-to-Bus...	12:10			

A yellow arrow points to the "Jurnal Komunikasi" folder in the sidebar and the article in the table.

**Artikel sudah masuk
dalam folder**

VIII. INSTALL MENDELEY WEB IMPORTER

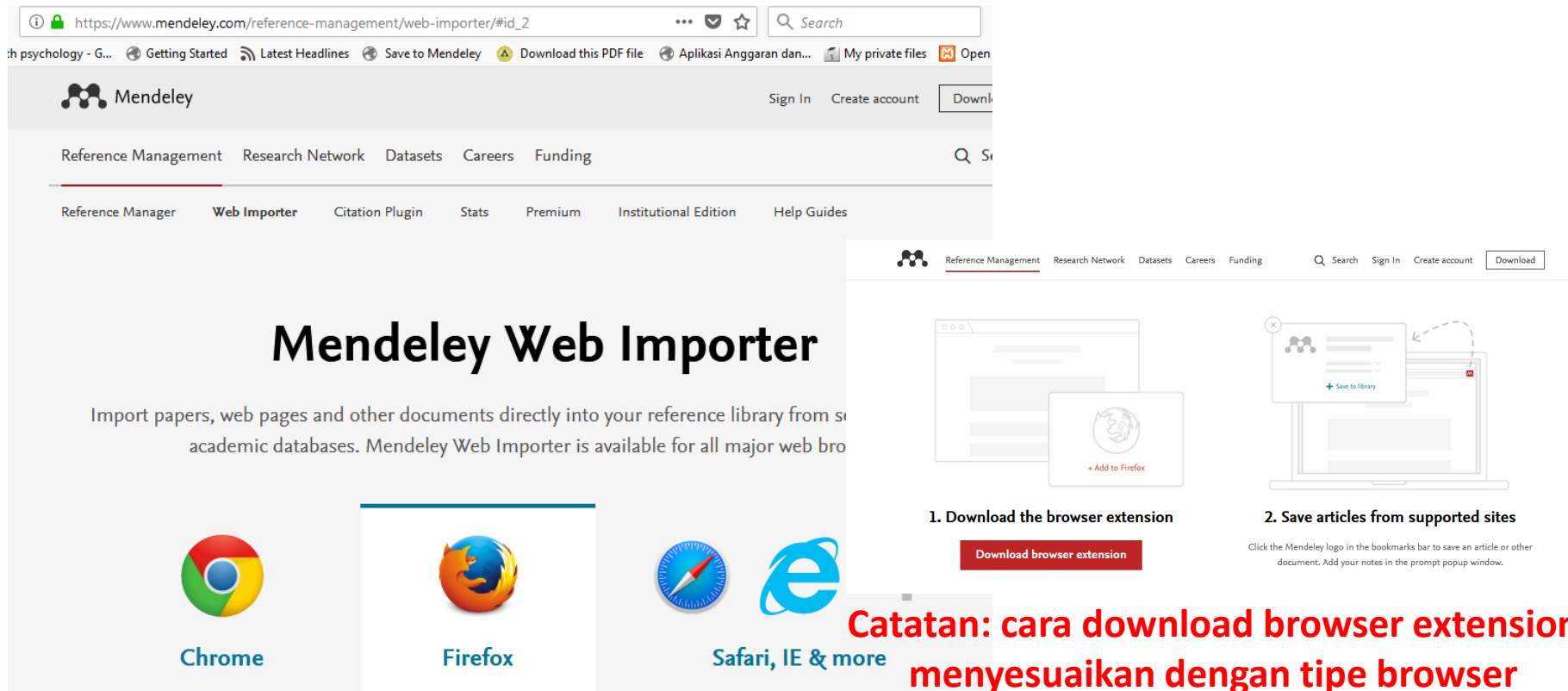
Install Mendeley Web Importer dilakukan, supaya proses unduh file PDF dari internet secara otomatis masuk ke All Documents di Mendeley Desktop



Atau pilih alamat: https://www.mendeley.com/reference-management/web-importer#id_2

Memilih browser untuk Mendeley Web Importer

Pilih browser Firefox → scroll ke bawah → pilih download browser extension



The image shows a screenshot of the Mendeley Web Importer page. The browser address bar shows the URL: https://www.mendeley.com/reference-management/web-importer/#id_2. The page header includes the Mendeley logo, navigation links (Reference Management, Research Network, Datasets, Careers, Funding), and user options (Sign In, Create account, Download). The main heading is "Mendeley Web Importer" with the subtext: "Import papers, web pages and other documents directly into your reference library from supported academic databases. Mendeley Web Importer is available for all major web browsers." Below this, there are three browser options: Chrome, Firefox, and Safari, IE & more. To the right, there are two numbered instructions: "1. Download the browser extension" with a "Download browser extension" button, and "2. Save articles from supported sites" with a diagram showing a document being saved to a library. A red note at the bottom right says: "Catatan: cara download browser extension menyesuaikan dengan tipe browser".

Mendeley Web Importer

Import papers, web pages and other documents directly into your reference library from supported academic databases. Mendeley Web Importer is available for all major web browsers.

Chrome

Firefox

Safari, IE & more

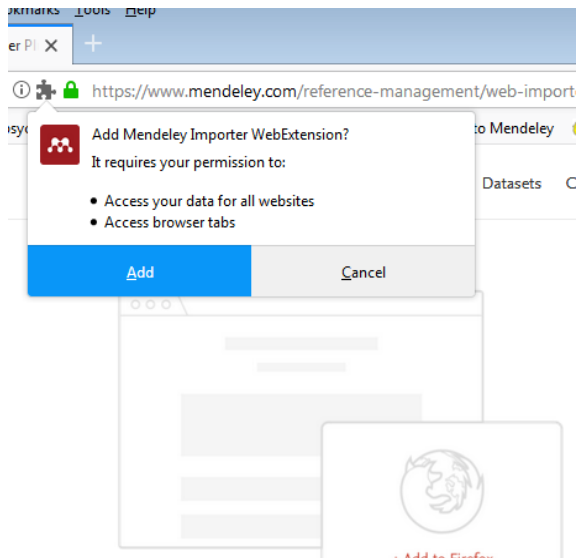
1. Download the browser extension

Download browser extension

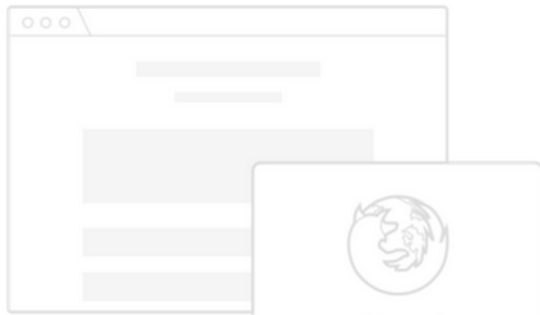
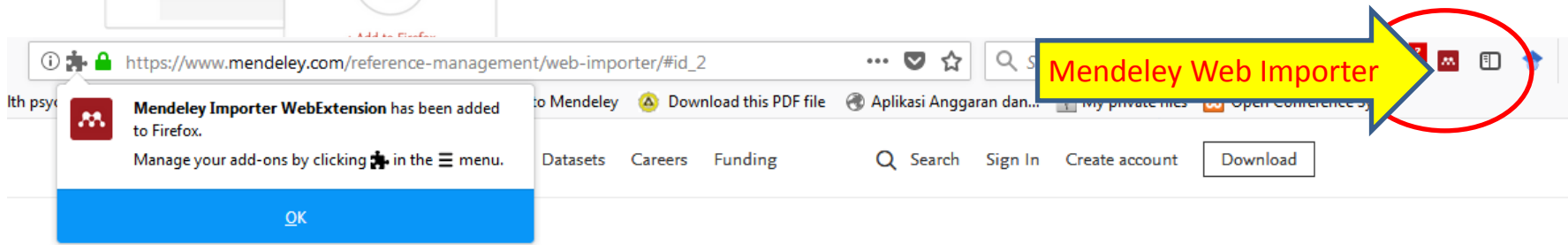
2. Save articles from supported sites

Click the Mendeley logo in the bookmarks bar to save an article or other document. Add your notes in the prompt popup window.

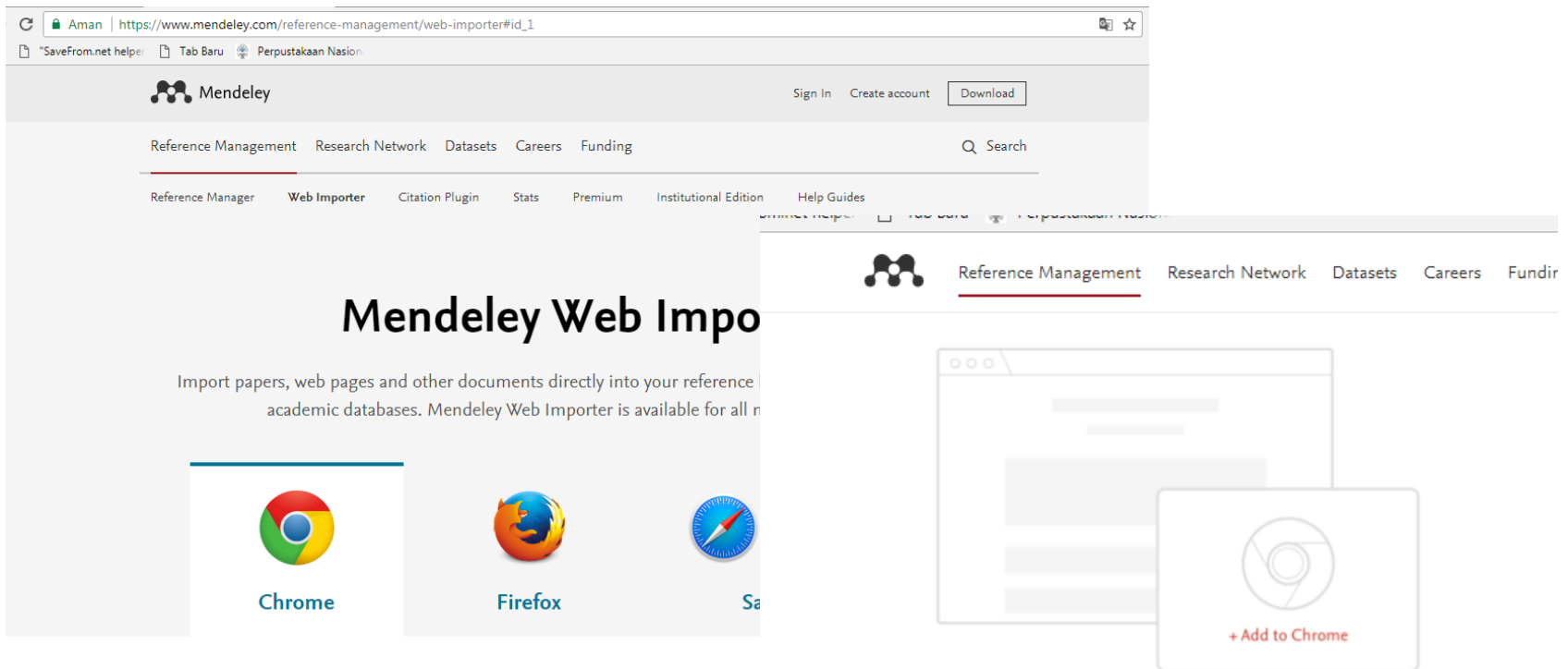
Catatan: cara download browser extension menyesuaikan dengan tipe browser



Pilih: Allow, Add, OK, maka akan muncul Mendeley Web Importer pada Bookmark



Pilih browser Chrome-→ scroll ke bawah -→ pilih Install Chrome browser extension



1. Install the browser extension from
the Chrome Web Store

Install Chrome browser extension

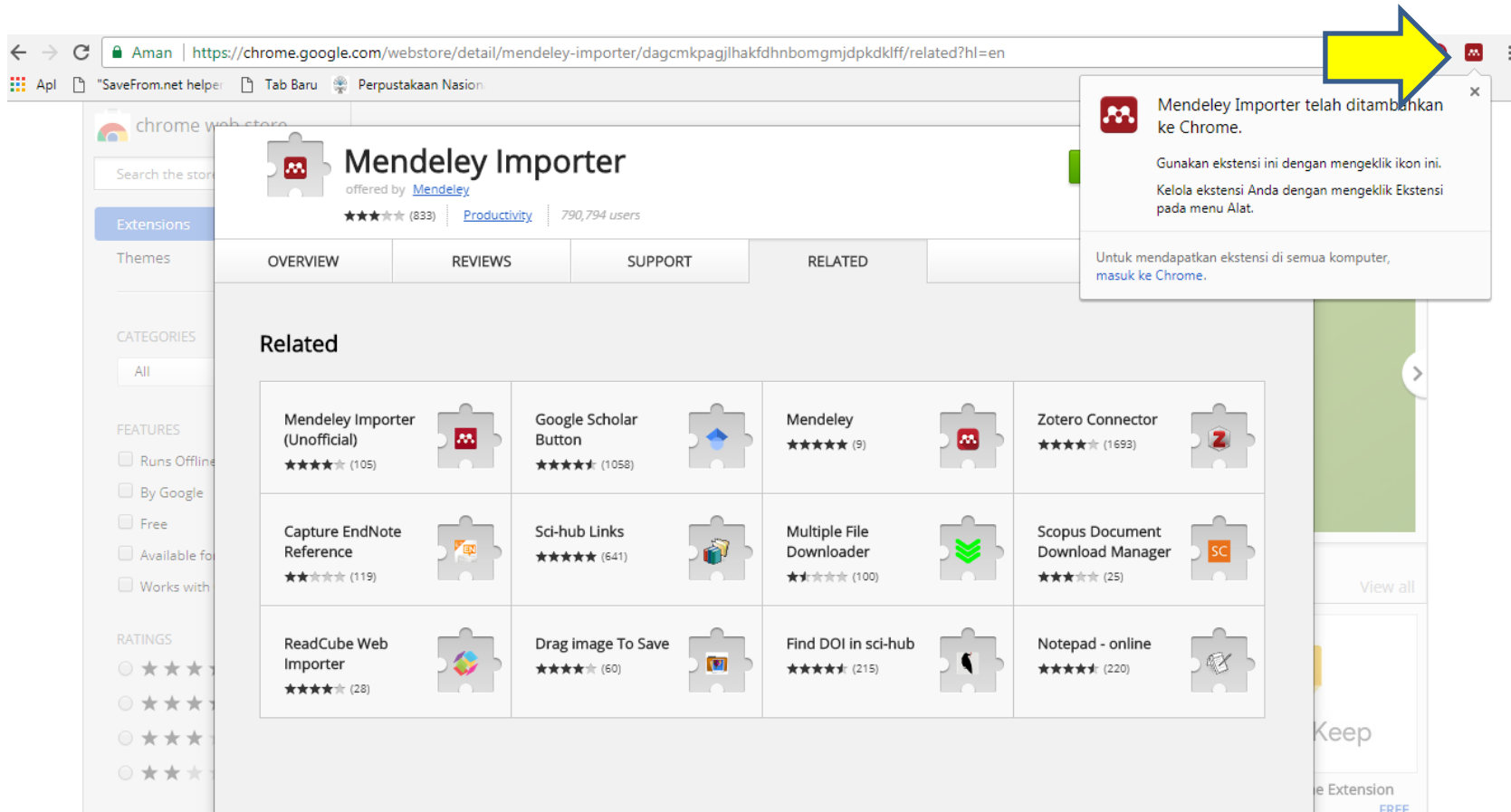
Clic
ar

Pilih: Add to Chrome → Tambahkan ekstensi

The image is a collage of screenshots illustrating the steps to add the Mendeley Importer extension to Chrome:

- Top Screenshot:** Shows the Chrome Web Store page for the Mendeley Importer extension. A yellow arrow points to the "ADD TO CHROME" button.
- Middle Screenshot:** Shows a confirmation dialog box titled "Tambahkan 'Mendeley Importer'?" with a "Tambahkan ekstensi" button.
- Bottom Screenshot:** Shows the extension's interface, which includes a "Web Library" window displaying a list of references, such as "High Levels of 18F-FDG Uptake in Aortic Aneurysm Wall are Associated with High Wall Stress".

Mendeley Web Importer otomatis terpasang di book mark Chrome



The screenshot shows the Chrome Web Store page for the Mendeley Importer extension. The browser address bar shows the URL: <https://chrome.google.com/webstore/detail/mendeley-importer/dagcmkpajlhakfdhnbomgmjdpkdklff/related?hl=en>. The extension is titled "Mendeley Importer" and is offered by Mendeley. It has a 4.5-star rating (833 reviews) and is categorized as "Productivity". The page shows a grid of related extensions, including Google Scholar Button, Mendeley, Zotero Connector, Capture EndNote Reference, Sci-hub Links, Multiple File Downloader, Scopus Document Download Manager, ReadCube Web Importer, Drag Image To Save, Find DOI in sci-hub, and Notepad - online. A yellow arrow points to the Mendeley Importer icon in the top right corner of the browser. A notification bubble is visible, stating "Mendeley Importer telah ditambahkan ke Chrome." and providing instructions on how to use the extension.

Mendeley Importer telah ditambahkan ke Chrome.

Gunakan ekstensi ini dengan mengklik ikon ini.
Kelola ekstensi Anda dengan mengklik Ekstensi pada menu Alat.

Untuk mendapatkan ekstensi di semua komputer, [masuk ke Chrome.](#)

Extension Name	Rating	Number of Reviews
Mendeley Importer (Unofficial)	★★★★☆	105
Google Scholar Button	★★★★★	1058
Mendeley	★★★★★	9
Zotero Connector	★★★★★	1693
Capture EndNote Reference	★★★★★	119
Sci-hub Links	★★★★★	641
Multiple File Downloader	★★★★★	100
Scopus Document Download Manager	★★★★★	25
ReadCube Web Importer	★★★★★	28
Drag Image To Save	★★★★★	60
Find DOI in sci-hub	★★★★★	215
Notepad - online	★★★★★	220

IX. UNDUH FILE DENGAN MENDELEY WEB IMPORTER

Pilih Artikel Jurnal dari Internet yang diinginkan, buka PDF-nya

The image shows a web browser window with the URL www.emeraldinsight.com/action/doSearch?text1=climate+char. The search results list two articles:

- Climate change perception and choice**
Empirical evidence from smallholder farmers
Type: Research paper
Wondimagegn Tesfaye . Lemma Seifu
International Journal of Climate Change Strategies and Management
▼ Preview | Abstract | HTML | PDF (211 KB) | References | Related
- Characterization of European cities' climate change**
exploratory study based on climate analogues
Type: Research paper
Guillaume Rohat . Stéphane Goyette . Johannes Flacke
International Journal of Climate Change Strategies and Management
▼ Preview | Abstract | HTML | PDF (496 KB) | References | Related

The preview window shows the Emerald Insight logo and a QR code. The article title is **International Journal of Climate Change Strategies and Management**. The abstract is: "Characterization of European cities' climate shift - an exploratory study based on climate analogues". The authors are Guillaume Rohat, Stéphane Goyette, and Johannes Flacke. The article information includes the citation: "Guillaume Rohat, Stéphane Goyette, Johannes Flacke, (2018) 'Characterization of European cities' climate shift – an exploratory study based on climate analogues', International Journal of Climate Change Strategies and Management, <https://doi.org/10.1108/IJCCSM-05-2017-0108>". The permanent link to the document is <https://doi.org/10.1108/IJCCSM-05-2017-0108>. The document was downloaded on 03 March 2018 at 01:39 (PT). It contains references to 53 other documents and has been downloaded 94 times since 2018. The section "Users who downloaded this article also downloaded:" lists another article: "Domestic water demand forecasting in the Yellow River basin under changing environment", International Journal of Climate Change Strategies and Management, Vol. 0 Iss 0 pp. - https://doi.org/10.1108/

Pilih Import to Mendeley—sign in (kalau belum login ke akun Mendeley)

www.emeraldinsight.com/doi/pdfplus/10.1108/IJCCSM-05-2017-0108

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1 of 26 Automatic Zoom

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International Journal of Climate Change Strategies and Management

Characterization of European cities' climate shift - an exploratory study based on climate analogues
Guillaume Rohat, Stéphane Goyette, Johannes Flacke

Article information:

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Guillaume Rohat, Stéphane Goyette, Johannes Flacke, (2018) "Characterization of European cities' climate shift - an exploratory study based on climate analogues", International Journal of Climate Change Strategies and Management, <https://doi.org/10.1108/IJCCSM-05-2017-0108>

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136 At: 01:39:03 March 2018 (PT)

Keluar Tool Box untuk Download PDF----Pilih Save

The screenshot shows a web browser window with the URL emeraldinsight.com/doi/pdfplus/10.1108/IJCCSM-05-2017-0108. The browser's address bar and tabs are visible at the top. The main content area displays the Emerald Insight logo and the title of the article: "International Journal of Climate Change Strategies and Management". Below the title, the article's abstract and authors (Guillaume Rohat, Stéphane Goyette, Johannes Flacke) are listed. A "Web Library" tool box is overlaid on the right side of the page, featuring a "Save" button and a checked option for "Download PDFs if available". The tool box also displays the article's title, authors, and a "Date Accessed" of 2018-03-03. A vertical timestamp "136 At: 01:39 03 March 2018 (PT)" is visible on the left edge of the browser window.

emeraldinsight.com/doi/pdfplus/10.1108/IJCCSM-05-2017-0108

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International Journal of Climate Change Strategies and Management

Characterization of European cities' climate shift - an exploratory study based on climate analogues
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<https://doi.org/10.1108/IJCCSM-05-2017-0108>

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International Journal of Climate Change Strategies and Management Characterization of European cities' climate shift – an exploratory study based on climate analogues

Rohat G, Goyette S, Flacke J

Date Accessed: 2018-03-03

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www.emeraldinsight.com/doi/pdfplus/10.1108/IJCCSM-05-2017-0108

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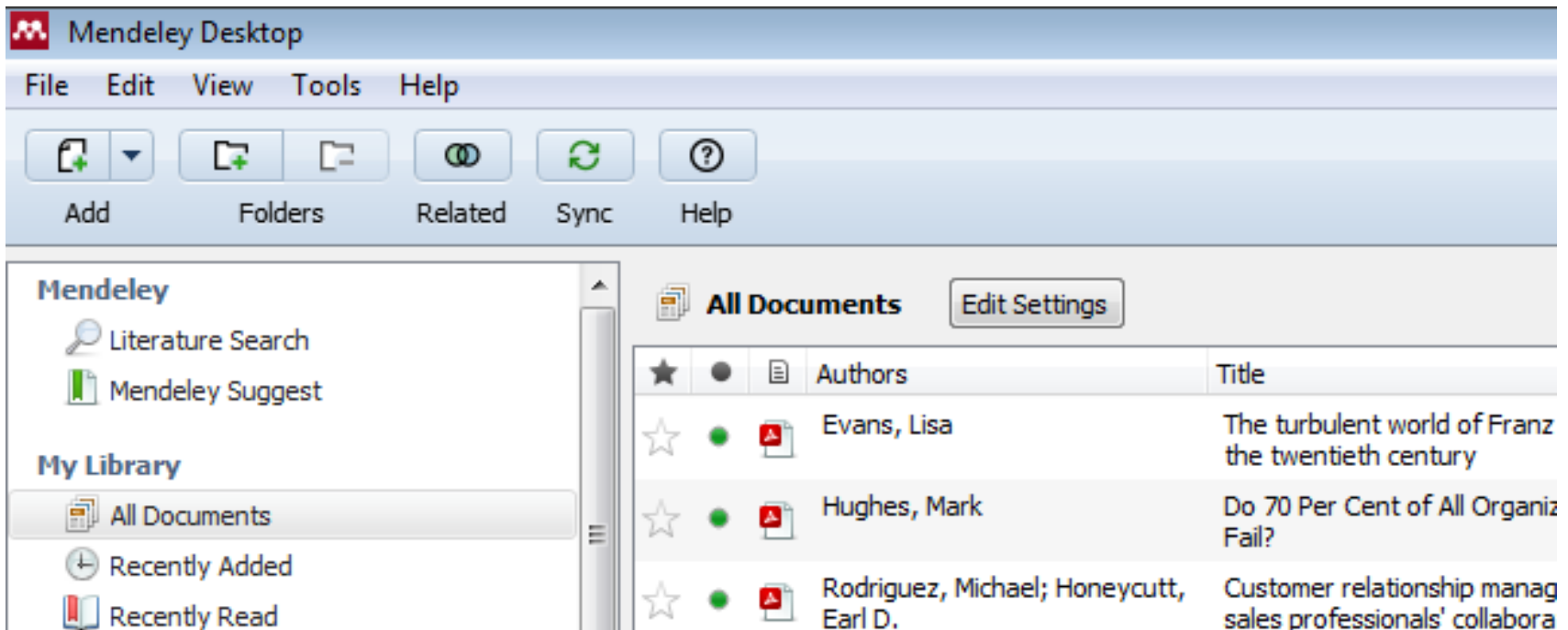
136 At: 01:39 03 March 2018 (PT)

Untuk melihat artikel yang didownload dari Mendeley Web Importer---pilih Sync (Synchronize) pada Mendeley Desktop

The screenshot shows the Mendeley Desktop interface. A yellow arrow points to the 'Sync' button in the top toolbar. Below the interface is a table of articles. A second yellow arrow points to the 'Added' column of the table.

Title	Year	Published In	Added
Ernst G. Franz Göll. An ordinary Berliner writes	2011	Accounting History Review	4:52
Organizational Change Initiatives Really	2011	Journal of Change Management	4:52
Customer relationship management (crm)'s impact on b to b	2011	Journal of Business-to-Busi...	4:52
Collaboration: Standards and	2011	Forensic Science Policy & Manage...	4:52
Consumer culture: Hunters learning to be	2011	Consumption Markets and Cul...	4:52
Model to supporting risk allocation in	2011	Construction Management an...	4:52
Local and regional development: Enhancing	2011	Entrepreneurship and Regional De...	4:52
Performance, and Financial Performance	2012	Journal of Nonprofit and P...	4:52
Development plan and the undertaking	2011	Human Resource Development Int...	4:52
Commitment in marketing research services: two alternative	2011	Journal of Business Econo...	4:52
Retirement investor risk tolerance in tranquil and crisis	2011	Journal of Behavioral Finance	4:52
International Journal of Climate Change Strategies and		Management Characterization of European cities' climate shi...	

Catatan: Setiap setelah melakukan aktifitas yang dilakukan di Mendeley desktop (unduh file dll) dan terhubung dengan jaringan internet, kita harus selalu melakukan Synchronize, supaya aktifitas tersebut selalu tersimpan di Server Mendeley



X. MEMASUKKAN BIBLIOGRAFI SUMBER RUJUKAN NON ONLINE (BUKU/ ARTIKEL TERCETAK, AV, dll)

Tidak semua sumber rujukan (artikel/ buku) di Mendeley berasal dari sumber on line, untuk sumber tercetak, AV dll, kita harus mengisi bibliografi berdasarkan jenisnya di Mendeley, misal buku : Judul/Pengarang/Penerbit/tempat terbit/tahun terbit , artikel ilmiah: Judul artikel/Pengarang/Judul Jurnal/Volume/Nomor/Tahun Terbit.

Pilih: Add Entry Manually, pilih jenis rujukan dan isikan bibliografinya

The image shows a screenshot of the Mendeley Desktop application interface. On the left, the 'File' menu is open, highlighting 'Add Entry Manually'. A yellow arrow points from this menu item to the text 'Add entry manually'. In the center, a list of documents is visible, with a yellow arrow pointing from the text 'Isi bibliografi' to the list. On the right, the 'New Document' dialog box is open, showing the 'Type' dropdown set to 'Journal Article'. The dialog box contains fields for 'No Title', 'Authors: Authors', 'Journal:', 'Year:', 'Volume:', 'Issue:', 'Pages:', 'Abstract:', and 'Tags:'. At the bottom of the dialog box are 'Reset', 'Save', and 'Cancel' buttons. The background shows a list of documents with columns for 'Title', 'Author', and 'Year'.

Title	Author	Year
Do 70 Per Cent of All Organizational C...		
Customer relationship management (C...	Rodriguez, Michael; Honeycutt, Earl D.	
Commitment in marketing research services: two alternative models	Čater, Barbara; Žabkar, Vesna; Čater, Tomaž	2011
Retirement investor risk tolerance in tranquil and crisis periods: Experimental survey evidence	Bateman, Hazel; Islam, Towhidul; Louviere, Jordan; S...	2011
Online Media, Market Orientation, and Financial Performance in Nonprofits	Levine, Helisse; Zahradnik, Anne G.	2012
The use of a personal development plan and the undertaking of learning activities, expertise-growth, flexibility and perfor...	Beusaert, Simon; Segers, Mien; Gijsselaers, Wim	2011
Global Forensic Science Collaboration: Standards and Research	Lucas, Douglas M.	2011

XI. MENGHAPUS ARTIKEL

The screenshot shows the Mendeley Desktop application interface. The main window displays a list of documents under the 'All Documents' tab. A context menu is open over the document 'Customer relationship management (crm)'s impact on b to b sales professionals' collaboration and sales performance', with the 'Delete Documents' option highlighted. A yellow arrow points to this option. The right sidebar shows the details for the selected document, including its title, authors, journal information, and abstract.

Authors	Title	Year	Published In	Added
Hughes, Mark	Do 70 Per Cent of All Organizational Change Initiatives Really Fail?	2011	Journal of Change Manag...	12:11
Rodriguez, Michael; Honeycutt, Earl D.	Customer relationship management (crm)'s impact on b to b sales professionals' collaboration and sales performance	2011	Journal of Business-to-Bus...	12:10
Čater, Barbara; Žabkar, Vesna; Čater, Tomaž	Commitmen models	2011	Journal of Business Econo...	12:10
Bateman, Hazel; Islam, Towhidul; Louviere, Jordan; ...	Retirement periods: Exp	2011	Journal of Behavioral Fina...	12:10
Levine, Helisse; Zahradnik, Anne G.	Online Medi in Nonprofit	2012	Journal of Nonprofit and P...	12:10
Beausaert, Simon; Segers, Mien; Gijssels, Wim	The use of of learning e	2011	Human Resource Development In...	12:10
Lucas, Douglas M.	Global Fore Research	2011	Forensic Science Policy & Manag...	12:10
Jayawarna, Dilani; Jones, Oswald; Macpherson, Allan	New busine resource ac	2011	Entrepreneurship and Regional D...	12:10
Littlefield, Jon; Ozanne, Julie L.	Socialization men	2011	Consumption Markets and Cul...	12:10
Pellegrino, Roberta; Ranieri, Luigi; Costantino, Nicola; Mu...	A real optio price cap re	2011	Construction Management an...	12:10
Evans, Lisa	The turbule the twent	2011	Accounting History Review	12:10

Details | Notes | Contents

Type: Journal Article

Customer relationship management (crm)'s impact on b to b sales professionals' collaboration and sales performance

Authors: M. Rodriguez, E. Honeycutt

View research catalog entry for this paper

Journal: *Journal of Business-to-Business Marketing*

Year: 2011

Volume: 18

Issue: 4

Pages: 335-356

Abstract:
Purpose: Sales literature has traditionally considered technology adoption from acceptance and diffusion perspectives. This article examines the impact of customer relationship management

**Pilih artikel: klik kanan mouse,
pilih delete documents**

XII. PENCARIAN ARTIKEL

Cara I: Pilih Search: ketik judul/ subyek/ pengarang

Cara II: Pilih Filter: Publications/ Author Keywords/Author/Tags/My Publications

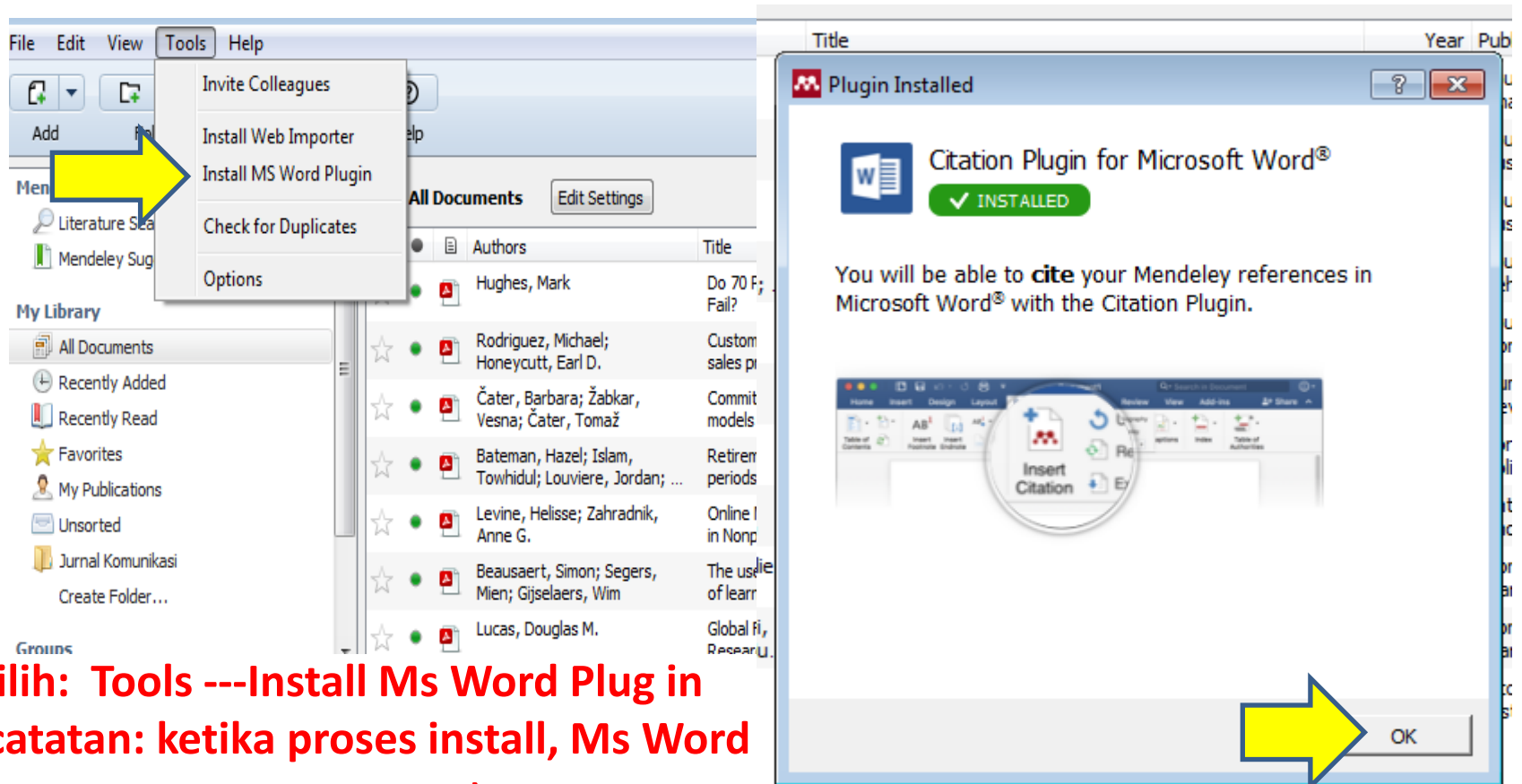
The screenshot displays the Mendeley Desktop application interface. At the top, there is a search bar with a yellow arrow pointing to it labeled "search". Below the search bar, the "All Documents" view is active, showing a list of documents with columns for Authors, Title, Year, Published In, and Added. A yellow arrow points to the "Filter" dropdown menu on the left side of the interface, which is currently set to "Filter by Publications". The dropdown menu lists various filter options: "Filter by Publications", "Filter by Author Keywords", "Filter by Authors", "Filter by My Tags", "Filter by Publications", "Entrepreneurship and Regional Development", "Forensic Science Policy & Management: An International Journal of Nonprofit and Public Sector Marketing", "Human Resource Development International Journal of Business Economics and Management", "International Journal of Business-to-Business Marketing", "International Journal of Change Management", and "International Journal of Nonprofit and Public Sector Marketing".

★	📄	Authors	Title	Year	Published In	Added	Details	Notes	Contents
☆	📄	Hughes, Mark	Do 70 Per Cent of All Organizational Change Initiatives Really Fail?	2011	Journal of Change Manag...	12:11			
☆	📄	Rodriguez, Michael; Honeycutt, Earl D.	Customer relationship management (crm)'s impact on b to b sales professionals' collaboration and sales performance	2011	Journal of Business-to-Bus...	12:10			
☆	📄	Čater, Barbara; Žabkar, Vesna; Čater, Tomaž	Commitment in marketing research services: two alternative models	2011	Journal of Business Econo...	12:10			
☆	📄	Bateman, Hazel; Islam, Towhidul; Louviere, Jordan; ...	Retirement investor risk tolerance in tranquil and crisis periods: Experimental survey evidence	2011	Journal of Behavioral Fina...	12:10			
☆	📄	Levine, Helisse; Zahradnik, Anne G.	Online Media, Market Orientation, and Financial Performance in Nonprofits	2012	Journal of Nonprofit and P...	12:10			
☆	📄	Beausaert, Simon; Segers, Mien; Gijsselaers, Wim	The use of a personal development plan and the undertaking of learning activities, expertise-growth, flexibility and perfo...	2011	Human Resource Development In...	12:10			
☆	📄	Lucas, Douglas M.	Global Forensic Science Collaboration: Standards and Research	2011	Forensic Science Policy & Manag...	12:10			
☆	📄	Jayawarna, Dilani; Jones, Oswald; Macpherson, Allan	New business creation and regional development: Enhancing resource acquisition in areas of social deprivation	2011	Entrepreneurship and Regional D...	12:10			
☆	📄	Littlefield, Jon; Ozanne, Julie L.	Socialization into consumer culture: Hunters learning to be men	2011	Consumption Markets and Cul...	12:10			
☆	📄	Pellegrino, Roberta; Ranieri, Luigi; Costantino, Nicola; Mu...	A real options-based model to supporting risk allocation in price cap regulation approach for public utilities	2011	Construction Management an...	12:10			
☆	📄	Evans, Lisa	The turbulent world of Franz Göll. An ordinary Berliner writes the twentieth century	2011	Accounting History Review	12:10			

No documents selected

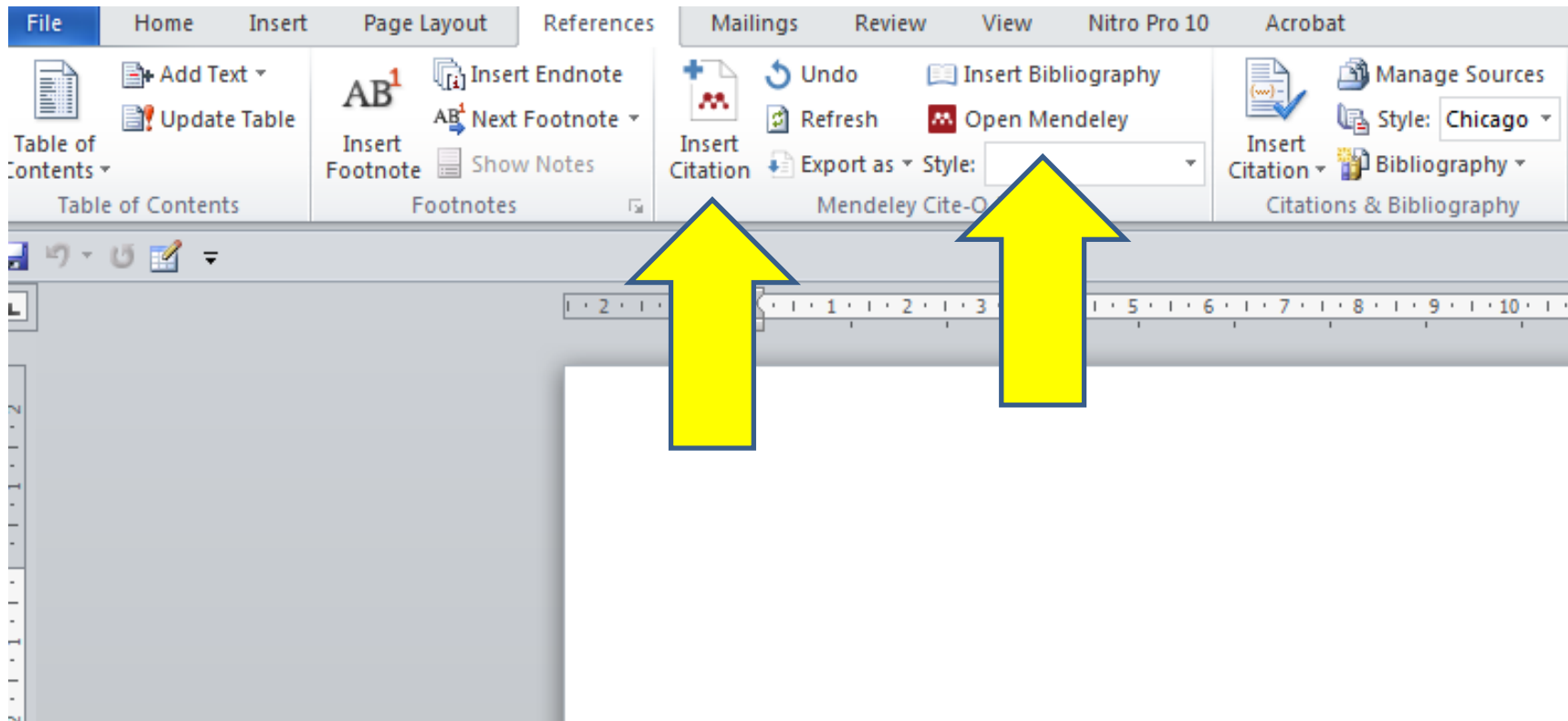
XIII. INSTALL MS WORD PLUG IN

Install Ms Word Plug In dilakukan untuk menghubungkan Mendeley Desktop dengan Ms Word dalam proses pembuatan sumber kutipan dan daftar pustaka



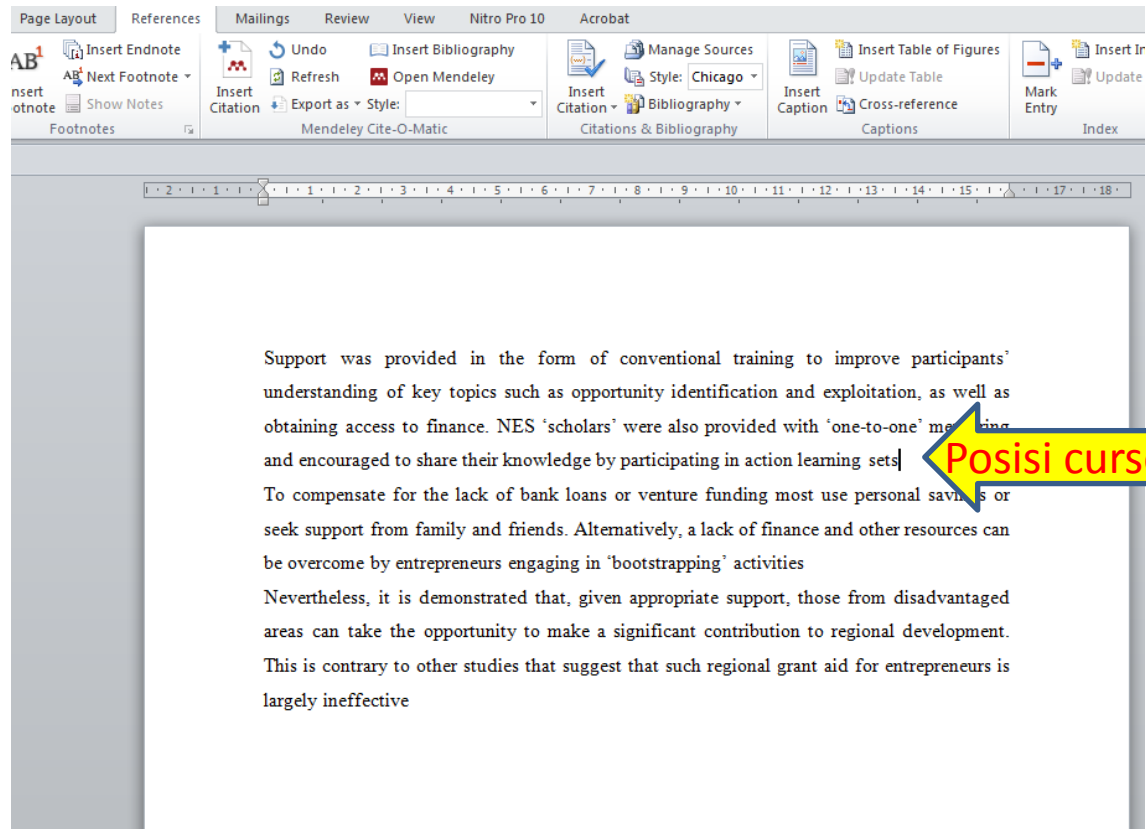
Pilih: Tools ---Install Ms Word Plug in (catatan: ketika proses install, Ms Word jangan dibuka/diaktifkan)

Buka Ms Word, Pilih Reference, muncul **Insert Citation Mendeley**, **Insert Bibliography** dan **Open Mendeley**



XIV. MEMBUAT SUMBER KUTIPAN

Arahkan cursor pada tempat yang akan dicantumkan sumber kutipan, bisa di awal atau di akhir kalimat (tergantung pada pilihan style daftar pustaka yang dipilih)



Pilih Style Daftar Pustaka-- Insert citation---tool box Mendeley--- ketik judul/pengarang/subyek atau pilih Go to Mendeley--

CONTOH MENDELEY 2018 - Microsoft Word (Product Activation Failed)

File Home Insert Page Layout References Mailings Review View Nitro Pro 10 Acrobat

Table of Contents Add Text Update Table Insert Endnote Next Footnote Show Notes Insert Footnote Footnotes Insert Citation Mendeley Cite-O-Matic Undo Refresh Export as Style: American Psych... Mendeley Cite-O-Matic Insert Bibliography Open Mendeley Manage Sources Style: Chicago Insert Citation Bibliography Citations & Bibliography Insert Table of Figures Update Table Insert Table of Authorities Update Table Insert Index Update Index Mark Entry Index Mark Citation Table of Authorities

Insert Citation **Pilihan Style Daftar Pustaka** **Tool box**

Support was provided in the form of conventional training to improve participants' understanding of key topics such as opportunity identification and exploitation, as well as obtaining access to finance. NES 'scholars' were also provided with 'one-to-one' mentoring and encouraged to share their knowledge by participating in action learning sets.

To compensate for the lack of bank loans or venture funding most seek support from family and friends. Alternatively, a lack of finance be overcome by entrepreneurs engaging in 'bootstrapping' activities.

Nevertheless, it is demonstrated that, given appropriate support, those from disadvantaged areas can take the opportunity to make a significant contribution to regional development. This is contrary to other studies that suggest that such regional grant aid for entrepreneurs is largely ineffective.

Search by author, title or year in My Library
My Library Go To Mendeley OK Cancel

Pilih artikel untuk sumber kutipan---Pilih cite— sumber kutipan otomatis muncul di Ms Word

The screenshot shows the Mendeley desktop application. The top menu bar includes File, Edit, View, Tools, and Help. Below it is a toolbar with icons for Add, Folders, Related, Sync, and Cite. The 'Cite' icon is highlighted with a yellow arrow labeled 'cite'. The main window displays a list of documents under the 'All Documents' tab. The list has columns for Authors, Title, Year, Published In, and Added. The article by Bateman, Hazel; Islam, Towhidul; Louviere, Jordan; Satchell, S. is selected, highlighted in blue, and a yellow arrow labeled 'Pilih artikel' points to it.

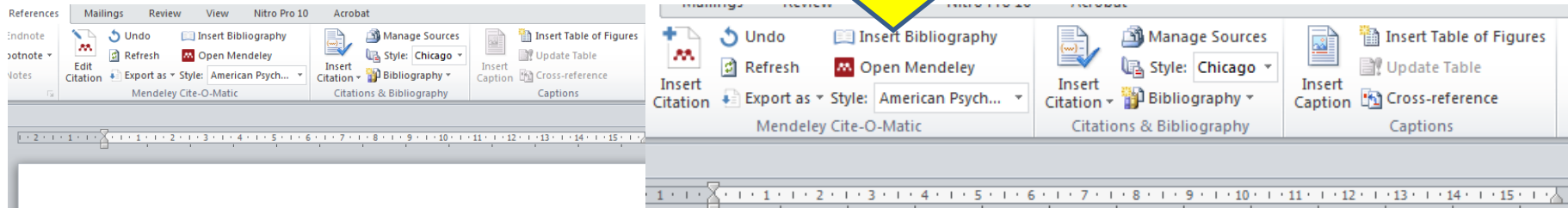
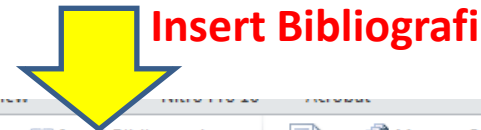
★	●	📄	Authors	Title	Year	Published In	Added
★	●	📄	Hughes, Mark	Do 70 Per Cent of All Organizational Change Initiatives Really Fail?	2011	Journal of Change Management	12:11
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★	●	📄	Levine, Helisse; Zahradnik, Anne G.	Online Media, Market Orientation, and Financial Performance in Nonprofits	2012	Journal of Nonprofit and P...	12:10
★	●	📄	Beusaert, Simon; Segers, Mien; Gijssels, Wim	The use of a personal development plan and the undertaking of learning activities, expertise-growth, flexibility and perfor...	2011	Human Resource Development Int...	12:10

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To compensate for the lack of bank loans or venture funding most use personal savings or seek support from family and friends. Alternatively, a lack of finance and other resources can be overcome by entrepreneurs engaging in 'bootstrapping' activities

XV. MEMBUAT DAFTAR PUSTAKA

Setelah Sumber Kutipan dicantumkan, pilih Insert Bibliografi, maka Daftar Pustaka otomatis langsung tampil



Support was provided in the form of conventional training to improve participants' understanding of key topics such as opportunity identification and exploitation, as well as obtaining access to finance. NES 'scholars' were also provided with 'one-to-one' mentoring and encouraged to share their knowledge by participating in action learning sets (Bateman, Islam, Louviere, Satchell, & Thorp, 2011)

To compensate for the lack of bank loans or venture funding most use personal savings or seek support from family and friends. Alternatively, a lack of finance and other resources can be overcome by entrepreneurs engaging in 'bootstrapping' activities (Hughes, 2011) Nevertheless, it is demonstrated that, given appropriate support, those from disadvantaged areas can take the opportunity to make a significant contribution to regional development. This is contrary to other studies that suggest that such regional grant aid for entrepreneurs is largely ineffective (Levine & Zahradnik, 2012)

DAFTAR PUSTAKA

- Bateman, H., Islam, T., Louviere, J., Satchell, S., & Thorp, S. (2011). Retirement investor risk tolerance in tranquil and crisis periods: Experimental survey evidence. *Journal of Behavioral Finance*, 12(4), 201–218. <http://doi.org/10.1080/15427560.2011.620199>
- Hughes, M. (2011). Do 70 Per Cent of All Organizational Change Initiatives Really Fail? *Journal of Change Management*, 11(4), 451–464. <http://doi.org/10.1080/14697017.2011.630506>
- Levine, H., & Zahradnik, A. G. (2012). Online Media, Market Orientation, and Financial Performance in Nonprofits. *Journal of Nonprofit and Public Sector Marketing*, 24(1), 26–42. <http://doi.org/10.1080/10495142.2012.652908>

Daftar Pustaka

