



AUTHOR AGREEMENT

THIS AGREEMENT is made between the following author(s): **Pengfei Zhao**, Indiana University, Inquiry Methodology, 107 S Indiana Ave, Bloomington, Indiana 47405 United States of America and **Karen Ross**, University of Massachusetts Boston, McCormack Graduate School, 100 Morrissey Blvd., Boston, Massachusetts 02125-3393 United States of America and **Peiwei Li**, Springfield College, Department of Psychology, 263 Alden Street, Springfield, Massachusetts 01109-3797 United States of America and **Barbara Dennis**, Indiana University, School of Education, 107 S Indiana Ave, Bloomington, Indiana 47401 United States of America (referred to as “Author”) and publisher **SAGE Publications, Inc.**, 2455 Teller Road, Thousand Oaks, California 91320 (referred to as “Publisher”), with respect to the work to be written by Author tentatively titled ***Making Sense of Social Research Methodology: A Student- and Practitioner-Centered Approach*** (the “Work”). The Work includes the elements described on Schedule A. If there is more than one author of the Work, then “Author” means all the authors, collectively, and each author individually. This Agreement is effective as of the 7th day of September 2016.

This Agreement sets forth Author’s rights, responsibilities and obligations for providing Publisher with a manuscript of the Work that is satisfactory to Publisher, and Publisher’s rights, responsibilities, and obligations to publish the Work.

1. MANUSCRIPT PREPARATION AND DELIVERY.

1.1 Draft Manuscript. Author will prepare a draft manuscript of the Work (the “Draft Manuscript”) and submit it to Publisher by the “Draft Due Date” that is set forth on Schedule A-1. Schedule A-1 also provides the format in which Author is to prepare and submit to Publisher the Draft Manuscript. Publisher will review the Draft Manuscript and advise Author of Publisher’s recommended revisions. Author and Publisher will agree on which of Publisher’s recommended revisions are to be made and then Author will endeavor, in good faith, to make those revisions to the manuscript.

1.2 Final Manuscript.

(a) Author will prepare the final and complete manuscript of the Work (the “Final Manuscript”), satisfactory to Publisher in content, form, style, and length, and deliver it to Publisher by the “Delivery Date” that is set forth on Schedule A-2. Schedule A-2 also sets forth the word count of the text and the number of Illustrations (as defined in Schedule A) that Author is required to include in the Final Manuscript. Author will retain at least one complete copy of the Final Manuscript as delivered to Publisher. Timely delivery of the Final Manuscript is deemed “of the essence,” which means that it is a material term of this Agreement.

(b) The Final Manuscript (text and Illustrations) is to be prepared, formatted, organized, and delivered in compliance with the instructions and guidelines contained in the booklet titled ***How to Prepare Your Manuscript for Publication: A Guide for Authors***, as revised by Publisher from time to time (the “Author’s Guide”). Publisher will provide Author with a copy of the Author’s Guide that is in effect as of the date of this Agreement. A copy of the current Author’s Guide may be downloaded at any time from Publisher’s Web site (<http://www.sagepub.com/repository/binaries/Manuscripts.pdf>). The Author’s Guide, as revised from time to time, is incorporated herein by reference as though fully set forth.

1.3 Permissions. Author may include in the Work copyrighted material (text or graphic) from other resources, provided Author follows the instructions and guidelines contained in the Author’s Guide regarding written permissions and releases and Author obtains and delivers to Publisher the necessary permission or release to reproduce such copyrighted material in the Work in accordance with the

specifications and media advised by Publisher. Author shall make best efforts to deliver all necessary permissions and releases to Publisher together with delivery of the Final Manuscript, as specified on Schedule A-1, and in accordance with Section A-3. If Publisher obtains a permission or pays a permission fee for which Author is responsible, Publisher may deduct from Author's royalties the amount of such fee and the expenses incurred by Publisher in obtaining such permission. If a written permission to use any copyrighted material is not delivered to Publisher, or cannot be obtained on terms or at a fee mutually acceptable to Author and Publisher, then such material will be removed from the Work. If a permission specifies that complimentary print copies of the Work are to be sent to the copyright holder, Publisher will forward copies of the Work on Author's behalf.

2. GRANT OF RIGHTS.

2.1 Exclusive Rights in the Work. Author hereby grants and assigns to Publisher during the full term of copyright and all extensions thereof all exclusive rights comprised in the copyright of the Work throughout the world and in all languages. Publisher's exclusive rights include, but are not limited to, the sole and exclusive right to register the copyright in the Work, and the sole and exclusive right to do the following, on Publisher's own or with others under any imprint, and to license or otherwise permit others (to which Author hereby expressly consents): (a) prepare and reproduce copies of the Work and derivative works based thereon, in whole or in part, alone or in compilations, in all forms, formats, and media (whether or not permanently fixed in such media) now known or later conceived or developed; (b) publish, republish, distribute, sell, license, transfer, transmit, display, and perform such copies through any channels and by any method, device, or process now known or later conceived or developed; and (c) exercise, license, and/or otherwise exploit any and all other so-called subsidiary, secondary, ancillary, merchandising, commercial, and other rights now known or hereafter recognized in and to the Work and derivative works based thereon.

2.2 Right to Use Author's Name and Likeness. Author hereby grants Publisher, Publisher's affiliates and licensees, the right to use Author's name, likeness, biographical information, and professional affiliations on, and in connection with the marketing and promotion of, copies of all editions and versions of the Work and derivative works based thereon. Author will provide to Publisher such information as Publisher may reasonably request for use in marketing and promoting the Work.

2.3 Author's Use of the Work. Author shall have the right to use and reproduce excerpts from the Work, after its initial publication, in: (a) any literary work written by Author that would not, in Publisher's reasonable judgment, conflict or compete with the sale or license of the Work; and (b) photocopies for Author's use in classroom teaching; provided that appropriate attribution and citation to the Work is included on such copies.

3. ACCEPTANCE OF MANUSCRIPT.

3.1 Acceptance and Revisions of Final Manuscript.

(a) After receipt of the Final Manuscript, Publisher shall review it as to completeness, content, form, style, and length, and shall notify Author whether the Final Manuscript is satisfactory to Publisher or unacceptable.

(b) If Publisher determines that the Final Manuscript, as delivered by Author, is, in Publisher's sole judgment, not satisfactory, then Publisher may request Author to make revisions to or supplement the manuscript and to deliver a revised Final Manuscript by a date Publisher specifies, time being of the essence. Publisher will notify Author in writing of the particular respects in which Publisher determined the manuscript to be not satisfactory to Publisher and advise Author of Publisher's requested revisions or supplements. If Author does not make the requested revisions or supplements to the manuscript, or the revised Final Manuscript, notwithstanding such revisions or supplements, is not satisfactory to Publisher in content, form, style, or length, then Publisher, at its sole option, may: (i) make

such other arrangements as Publisher deems advisable to make the manuscript satisfactory to Publisher, including but not limited to arranging with others to change, complete, or otherwise modify the manuscript, in which event the costs Publisher incurs for such arrangements may be charged against and deducted from any sums payable to Author hereunder; or (ii) terminate this Agreement by written notice to Author, in which event Section 8.2 shall apply.

(c) In the event Publisher determines that the Final Manuscript, as delivered by Author, is not satisfactory to Publisher in content, form, style, or length, and that the nature and extent of the necessary revisions would be so extensive and fundamental that a satisfactory revision of the Final Manuscript would not be feasible, then Publisher may deem the Final Manuscript unsatisfactory and shall have the right, without first requesting revisions, to terminate this Agreement by written notice to Author, in which event Section 8.2 shall apply.

3.2 Failure to Deliver. If Author fails to deliver the Final Manuscript by the Delivery Date or to deliver a revised Final Manuscript within the specified time, then Publisher, at its option, may: (a) extend by written notice Author's time to deliver for such period as Publisher deems appropriate; or (b) terminate this Agreement by written notice to Author, in which event Section 8.2 shall apply.

4. PRODUCTION AND PUBLICATION.

4.1 Editing. Publisher may edit the Work for clarity, accuracy, grammar, usage, and conformity of style and presentation as Publisher deems appropriate, provided that doing so does not materially impair the meaning. Subject to the foregoing, Publisher shall not make any significant changes to the Work without Author's consent, which shall not be unreasonably withheld or delayed. Publisher will give Author an electronic copy of the copyedited manuscript and Illustrations in their final electronic form for Author's review, and Author will note within the electronic file all corrections, additions, deletions, and changes. Author will return the copyedited files to Publisher or Publisher's representative within fifteen (15) days after receipt, time being of the essence, unless Author requests an extension of time due to illness or occurrence beyond Author's reasonable control, in which case Author's time within which to review and revise the copyedited manuscript and Illustrations will be extended as appropriate, although the publication schedule may therefore, at Publisher's discretion, also require extension.

4.2 Proofs. Publisher will transmit digital proof pages for Author's review. Author shall promptly read and correct proofs when submitted and return corrected proofs to Publisher according to Publisher's specifications, time being of the essence, unless Author requests an extension of time due to illness or occurrence beyond Author's reasonable control, in which case Author's time within which to correct and return the proofs may be extended at Publisher's discretion. If Author does not return the corrected proofs on time, Publisher will consider the proofs approved and proceed with publication of the Work as Publisher deems appropriate. If the cost of Author's corrections and alterations to the proofs (not including the cost of correcting typesetting, copy editing, or printing errors) exceeds ten percent (10%) of Publisher's original cost of composition and typesetting, such excess amount will be charged to Author and deducted from Author's royalties.

4.3 Index. An index will be prepared for the Work as specified on Schedule A-4.

4.4 Publication. Subject to the terms and conditions of this Agreement, Publisher will publish the Work at Publisher's own expense in such forms and manner and at such prices as Publisher deems appropriate for the market. Publisher, in its sole discretion, will determine all aspects of publication, marketing, and promotion of the Work and will make such distribution, licensing, and any and all other arrangements Publisher deems appropriate with respect to the Work and the rights granted to Publisher herein. Notwithstanding anything contained in this Agreement to the contrary, Publisher shall not be obligated to publish the Work should publication appear to Publisher to be inadvisable if supervening events or circumstances since the date of this Agreement have, in Publisher's sole judgment, materially

adversely changed Publisher's economic expectations in respect to the Work at the time of the making of this Agreement. In such event Publisher may terminate this Agreement by written notice to Author and the provisions of Section 8.1 shall apply.

4.5 Failure to Publish. If Publisher does not publish the Work within eighteen (18) months from Publisher's acceptance of the Final Manuscript (absent excusable circumstances), Author may at any time thereafter (provided the Work remains unpublished) terminate this Agreement by written notice to Publisher, in which event Section 8.1 shall apply. Publisher shall not be liable or be deemed in breach or default for delays in publication or marketing due to circumstances beyond Publisher's reasonable control, such as natural disasters, accidents, civil disorders, strikes, government restrictions, war, terrorism, shortage of materials, or failure of third-party contractors.

4.6 Titles and Trademarks. All rights not held by the Author prior to execution of this Agreement in the title of the Work and any series titles, trade dress, logos, and other marks used on or in connection with the Work, and the good will they symbolize, including without limitation any trademark or service mark rights, belong and will belong solely to Publisher. In the event that the rights in the Work revert to Author after initial publication of the Work, Author will have the right to use the title under which the Work was published in connection with Author's exercise or license of the reverted rights.

4.7 Manuscript and Materials Provided by Author. Author acknowledges that the original manuscripts, proofs of the Work, and any print and non-print components of the Work provided to Publisher will not be returned, unless, prior to submittal of such materials, Author and Publisher agree in writing to such return.

5. REVISED EDITIONS.

5.1 Revisions by Author. Author agrees to revise the Work if and when Publisher, in its sole judgment, determines that a revised edition of the Work is desirable (a "Revised Edition"). When Publisher requests, Author shall proceed to make revisions, provide new and updated material, and prepare and deliver to Publisher the manuscript of the Revised Edition. The Revised Edition manuscript, complete and satisfactory to Publisher in content, form, style, and length, shall be due within twelve (12) months of the date that Publisher and Author agree to its undertaking, unless a different time is subsequently agreed upon by the parties. The provisions of this Agreement, including the royalty terms (but excluding any advance or grant), will apply to each Revised Edition as though that Revised Edition was the Work being published for the first time under this Agreement.

5.2 Revisions by Others. If Author is unwilling or unable to undertake the preparation of the Revised Edition, or Author does not deliver to Publisher the manuscript of the Revised Edition, complete and satisfactory in content, form, style, or length, as Publisher in its sole discretion may determine, within the agreed upon time, then Publisher will have the right to have the Revised Edition prepared by others as Publisher, in Publisher's sole discretion, may select. The compensation payable by Publisher to such revisers may be charged to Author in the following manner: (a) if paid a fee, then the amount of such fee will be deducted from Author's royalties; and/or (b) if paid royalties, then Author's royalty rates specified in Schedule B will be reduced as follows: by fifty percent (50%) with respect to the first Revised Edition; by seventy-five percent (75%) with respect to the second Revised Edition; and, with respect to the third and each subsequent Revised Edition, no royalties shall be payable to Author. Revised Editions prepared by others may be published under the same title as the original edition of the Work and may refer to Author by name, but credit may be given therein to the reviser(s) of such Revised Edition and in related advertising and promotional materials.

6. COMPETING WORKS.

While the Work is “available for purchase” (as defined in Section 8.3), Author, alone or with others, shall not, without Publisher’s prior written consent, participate in the preparation or publication of, or be otherwise interested in or connected with, or allow Author’s name to be used in connection with, any other work, in any format or medium, that is based on, or is on the same subject as, the Work that would, in Publisher’s reasonable judgment, conflict or compete with sale or license of the Work. The foregoing shall not, and is not intended to, restrict the fair use of the Work by Author in conducting research or other scholarly work.

7. ROYALTY ACCOUNTING AND PAYMENT AND AUTHOR’S COPIES

7.1 Royalties; Annual Statements and Payments. Publisher will pay Author royalties as specified on Schedule B. On or before each March 1st, Publisher will issue to Author an annual statement of account for royalties earned during the preceding calendar year. Each annual statement shall be conclusive and binding unless Author makes a specific written objection to a statement within two (2) years from the date of such statement. Publisher shall not be required to issue an annual statement for any year in which no royalties are earned. Payment of all royalties earned, less advances and deductions (if any), as shown to be due and payable on each annual statement will be remitted to Author within sixty (60) days after the statement date; provided, however, that if the royalty amount shown to be payable for the reported period totals less than twenty-five dollars (\$25.00), then payment of such amount will be deferred until the cumulative payable royalties exceed twenty-five dollars (\$25.00). State, federal, and foreign taxes on royalties payable to Author that Publisher is required by law to withhold shall be proper deductions from royalties otherwise payable to Author.

7.2 Author’s Copies; Courtesy Discount. Publisher will provide Author, free of charge, the number of copies of the Work, as published by Publisher, specified in Schedule B-1. Author may purchase copies of the Work in printed book form, as published by Publisher, on a “payment with order” basis at a forty percent (40%) discount from the then-current catalog list price, provided such copies are for personal use only and shall not be re-sold without Publisher’s prior consent. No royalties shall be payable on copies of the Work purchased under this provision. While the Work is “available for purchase,” Author will be entitled to purchase copies of any other works published by Publisher at a twenty-five percent (25%) courtesy discount from the then-current catalog list price, provided such copies are purchased for personal use only and shall not be re-sold.

8. TERMINATION

8.1 Termination by Author Prior to Publication. Author may terminate this Agreement prior to publication of the Work by written notice to Publisher if Publisher does not publish the Work within the time and as specified in Section 4.5. If Author terminates this Agreement pursuant to Section 4.5 (or if Publisher terminates this Agreement pursuant to Section 4.4), then upon the effective date of termination: all of Publisher’s rights in the Work granted under this Agreement shall terminate and revert to Author; Author shall be entitled to retain, as liquidated damages in lieu of any other damages or remedies, all payments already paid to Author under this Agreement; and Publisher shall have no further obligations to, or claims against, each other in connection with or arising from this Agreement or its termination.

8.2 Termination by Publisher Prior to Publication. Publisher may, at its sole discretion, terminate this Agreement prior to publication of the Work by written notice to Author if: (a) Author does not make the requested revisions to the Final Manuscript or, notwithstanding such revisions, the revised Final Manuscript is not satisfactory to Publisher, pursuant to Section 3.1(b); or (b) Author delivers a Final Manuscript that is not satisfactory to Publisher, pursuant to Section 3.1(c); or (c) Author fails to deliver a complete and satisfactory Final Manuscript or revised Final Manuscript by required due dates, pursuant to

Section 3.2. If Publisher terminates this Agreement pursuant to subsection (a), (b), of (c) above, then Publisher will be entitled to recover, and Author shall, unless waived by Publisher, return on demand, all sums paid or advanced to Author under this Agreement prior to the effective date of termination. Upon the full return of all such sums to Publisher, and only then, shall all of Publisher's rights in the Work terminate and revert to Author.

8.3 Termination After Publication: "Available for Purchase". Publisher may decide, in Publisher's sole discretion, that the public demand for the Work no longer warrants keeping it "available for purchase." If at any time after its initial publication the Work is not available for purchase, Publisher will, after receipt of written notice from Author, either: (a) within sixty (60) days, terminate this Agreement by written notice to Author; or (b) within six (6) months, make the Work available for purchase or contract to make it available for purchase within a reasonable time, failing which Author may terminate this Agreement at the end of such six (6) month period by written notice to Publisher. The Work shall be deemed "available for purchase" if any version or edition of the Work is on sale or is otherwise available from Publisher or a licensee in any format or medium, including copies manufactured, reproduced, or electronically transmitted on demand. In the event Publisher terminates this Agreement pursuant to subsection (a) or (b) above, all rights in the Work granted to Publisher shall revert to Author, subject to the provisions of Section 8.4 and such rights and obligations herein which by their terms survive termination.

8.4 Rights Upon Termination After Publication, Survival. In the event the rights in the Work revert to Author as a result of termination of this Agreement for any reason after the initial publication of the Work, such reversion shall be subject to: (a) Publisher's right to sell off all copies of the Work then in inventory or being manufactured; (b) Publisher's rights under Article 2 with respect to derivative works based on the Work and to compilations incorporating the Work, in whole or in part, which are then existing, published, or in preparation for publication; and (c) licenses granted by Publisher prior to the effective date of reversion; all of which rights and licenses shall continue and survive, subject to Author's and Publisher's rights to the respective shares of the proceeds of such sales, uses, and licenses provided under this Agreement. The provisions of Section 4.6, Article 9, Article 10, and Article 11 shall survive termination of this Agreement for any reason.

9. WARRANTY

9.1 Warranties and Representations. Author warrants and represents that: (a) except for copyrighted material owned by third parties, for which Author warrants and represents he/she has identified and obtained all required written permissions and/or releases from the necessary third parties, the Work has not been previously published, is not in the public domain, and is Author's original work; (b) Author has the right to enter into this Agreement and Author owns and has the power and authority to grant the rights herein granted, free of any encumbrance; (c) this Agreement does not violate any agreement or legal obligation to which Author is subject; (d) the Work contains no material that is libelous, violates any right of privacy, or is otherwise unlawful; (e) the Work does not infringe or violate any copyright or other proprietary right of others; and (f) the Work contains no material or instructions that may cause harm or injury and statements asserted therein as fact are true or based upon generally accepted professional research practices.

9.2 Indemnification. Author shall indemnify and hold Publisher, Publisher's affiliates, directors, employees, agents, licensees, and assigns, harmless from and against all liabilities, losses, damages, judgments, amounts paid in settlement, costs and expenses (including reasonable attorneys' fees) arising from or resulting out of any claim or demand of any kind that constitutes a breach of any of Author's representations or warranties set forth in this Agreement. Publisher will promptly notify Author of any such claim or demand and Author shall cooperate and provide Publisher with reasonable assistance. Publisher shall assume and control the defense of such claim with counsel of Publisher's own choice and

Publisher may settle the claim subject to Author's prior written consent, which shall not be unreasonably withheld. Author shall have the right to participate in the defense of the claim with counsel of Author's own choice, at Author's own expense. Pending the settlement, final resolution, or clear abandonment of a claim, Publisher shall have the right to withhold its reasonable estimate of the total damages from sums otherwise payable to Author hereunder and to apply such sums to payment of such damages.

10. RESOLUTION OF DISPUTES.

10.1 Notice of Dispute and Mediation. (a) If either party believes that the other has breached any term of this Agreement, then the aggrieved party shall give written notice of the alleged breach, citing the specific clause at issue and the basis for the belief that it has been breached. The parties shall, within 30 days of receipt of such notice, attempt in good faith to resolve the dispute informally, either by phone or written correspondence. (b) If the parties fail to reach a resolution of a dispute as outlined in subsection (a) above, the parties shall then try in good faith to settle the dispute by mediation before resorting to binding arbitration. The place of mediation shall be Ventura County, California. The parties shall mutually select a mediator. The parties shall equally share the mediation administrative costs and mediator's fees.

10.2 Arbitration. If the parties' dispute is not resolved within sixty (60) days after initiation of the mediation process described in Section 10.1(b) above, any unresolved controversy or claim arising out of or relating to this Agreement or breach or alleged breach hereof shall be settled by arbitration, before one arbitrator, administered by the American Arbitration Association under its then current Commercial Arbitration Rules, and judgment on the award rendered by the arbitrator may be entered in any court having jurisdiction thereof. The place of arbitration shall be Ventura County, California. The arbitrator shall determine how the administrative fees and arbitrator's compensation will be allocated between the parties, and, in his or her discretion, may award the prevailing party all or part of its costs and fees. For purposes of this provision, "costs and fees" means all reasonable pre-award expenses of the arbitration, including the arbitrator's fees, administrative fees, travel expenses, out-of-pocket expenses such as copying and telephone, stenographer, court costs, witness fees, and reasonable attorneys' fees. Notwithstanding the foregoing, the parties specifically reserve the right to seek equitable relief from an appropriate court.

11. GENERAL PROVISIONS

11.1 Notices. All notices required or which may be given hereunder shall be in writing and shall be sent in any manner requiring a dated receipt or equivalent record of delivery. Notices shall be sent to the parties at their respective addresses set forth above (or to such other address as a party may designate), with notices to Publisher sent to the attention of the Vice President and Editorial Director, Books Division.

11.2 Assignments, Binding Agreement. This Agreement is personal to Author as the author and Author cannot delegate any of Author's duties or assign Author's rights hereunder without Publisher's express prior written consent, except that Author may assign the right to receive payments hereunder; and any other assignment or delegation by Author without such prior consent shall be null and void. Publisher may assign this Agreement and all of Publisher's rights herein granted and delegate all of Publisher's obligations hereunder, without prior consent. Subject to the foregoing, this Agreement shall be binding upon and inure to the benefit of Author's heirs, successors, administrators, and permitted assigns, and Publisher's successors and assigns.

11.3 Governing Law. This Agreement shall be construed, interpreted, governed, and enforced in accordance with the substantive laws of the State of California and of the United States as interpreted by the U.S. federal courts of the Ninth Circuit, applicable to agreements made and to be performed solely within California, without giving effect to its conflict or choice of law principles. Subject to Article 10,

each party hereby consents to the jurisdiction and venue of the courts of the State of California located in Ventura County and of the U.S. District Court for the Central District of California.

11.4 Consent for Commercial Electronic Messages (as required by the Canadian Anti-Spam Legislation). Author hereby provides its express consent for Publisher, its affiliates and their respective designees to contact Author (including, without limitation, its personnel and other contacts made by Publisher during the course of its business dealings with Author) in connection with this Agreement and/or in connection with any promotional, marketing, sales and/or any other business communication, correspondence or matters related to Publisher or its affiliates. Author understands that such consent may be withdrawn by Author at a later time. This clause shall survive expiration or earlier termination of this Agreement.

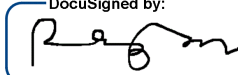
11.5 Severability, Amendment, Waiver, Entire Agreement, Electronic Signature. (a) If any provision of this Agreement is found by any arbitral tribunal or by a court of competent jurisdiction to be invalid, illegal, or otherwise unenforceable, such provision shall be deemed to be severed from this Agreement and shall not affect the validity or enforceability of any other provision of this Agreement that reasonably may be given effect apart from that which is invalidated, which shall continue to be in full force and effect. (b) No amendment, modification or waiver of any provision of this Agreement shall be valid or binding unless made in writing and executed by both parties hereto. The waiver of any term or condition of this Agreement shall not be deemed a waiver of any other term or condition hereof. A delay in the exercise or enforcement of any right or remedy hereunder shall not be construed as a waiver thereof. (c) This Agreement and the schedules attached hereto constitute the entire agreement between the parties with respect to its subject matter, and supersedes all prior and contemporaneous agreements, understandings, and representations relating to the subject matter hereof. (d) This Agreement may be executed in counterparts, each of which shall be deemed the original, all of which together shall constitute one and the same instrument, provided that no changes are made to the terms and conditions of this Agreement. A faxed copy shall be deemed as an original. (e) This Agreement may be executed by electronic means, the parties authorize that their electronic signatures act as their legal signatures of this Agreement, and this Agreement will be considered signed by a party when his/her/its electronic signature is transmitted.

IN WITNESS WHEREOF, Author and a duly authorized officer of Publisher have executed this Agreement as of the date first written above.

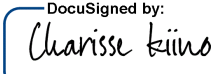
This Agreement shall be valid only if signed by all parties within three (3) months of the date in the preamble of this Agreement.

(signatures on next page)

SAGE PUBLICATIONS, INC.

DocuSigned by:

BFE1447D6E144FA...

Pengfei Zhao
Last 4 digits of SSN/Fed ID#: 7165
Citizen of USA Other
Date: 9/22/2016
Email Address: pzhao@indiana.edu
Alternate Address*: 1931 18th Ave. S.
Nashville, TN, 37212

DocuSigned by:

By: 0DE74DE62DEC47E
Charisse Kiino, Director, College Editorial

Date: 9/23/2016

DocuSigned by:

A1FE3E7B594D4AC...

Karen Ross
Last 4 digits of SSN/Fed ID#: 8675
Citizen of USA Other
Date: 9/23/2016
Email Address: karen.ross@umb.edu
Alternate Address*: 2 Country Lane
Maynard MA 01754

DocuSigned by:

A9B52F7D382D4D2...

Peiwei Li
Last 4 digits of SSN/Fed ID#: 8738
Citizen of USA Other
Date: 9/22/2016
Email Address: pli@springfieldcollege.edu
Alternate Address*: 167 Gillette Ave.,
Springfield, MA.,
011

DocuSigned by:

0227C80C03804GE...

Barbara Dennis
Last 4 digits of SSN/Fed ID#: 1508
Citizen of USA Other
Date: 9/22/2016
Email Address: bkdennis@indiana.edu
Alternate Address*: 390 S. Lori Lane
Bloomington IN 47401

***Each Author - Please provide an "Alternate Address" to be used as the permanent shipping address for your complimentary copies of the Work and/or payments, if different than the address appearing on the first page of this Agreement.**

SCHEDULES A through A-4

Schedule to the Agreement made as of the 7th of September, 2016, between **Pengfei Zhao** and **Karen Ross** and **Peiwei Li** and **Barbara Dennis** (“**Author**” or “**you**”) and **SAGE Publications, Inc.** (“**Publisher**” or “**we**”/“**us**”), with respect to the work tentatively titled ***Making Sense of Social Research Methodology: A Student- and Practitioner-Centered Approach*** (the “**Work**”).

SCHEDULE A

The Work: The Work shall consist of the literary text and graphic, photographic, and other illustrative materials (“**Illustrations**”), if any, plus a table of contents, biographical sketch, bibliography, and such other supplementary and/or ancillary materials as you and we may agree upon. Unless otherwise specified herein, you shall prepare or provide all elements of the Work required.

SCHEDULE A-1

(referenced in Section 1.1)

Draft Manuscript:

Draft Due Date — 9/1/17

Format of Manuscript Delivery

(1) Digital text files in Microsoft Word. Pages of text are to be double-spaced Times Roman or similar font with 1" margins on all sides. Each chapter should be provided in a separate Word file.

(2) Illustrations - Each Illustration is to be appropriately labeled and numbered to correspond to its in-text reference. For Illustrations in electronic format (preferred), each Illustration is to be in a separate digital graphic file in the file format it was created; all graphic files are to be in one folder, separate from the text files. Various common graphic file formats are acceptable (JPEG, TIFF, EPS, Photoshop, PostScript, Illustrator, PageMaker). Photographs and other halftone images should be no fewer than 266 pixels per inch (PPI), and line art and other single bit images should be at least 900 PPI. Contact your acquisition editor if you have questions about the suitability of the software you intend to use for graphic files. Do not embed graphic files in text files. For Illustrations not available in electronic format, submit a hard copy reproduction of such Illustrations, with each Illustration placed on a separate page appropriately labeled and numbered to correspond to its in-text reference.

Text and graphic digital files should be submitted to us on CD, DVD or other mutually-acceptable digital medium. Each CD or DVD should be labeled with the following information: Author’s name; title of the Work; version of Word you used to prepare the Draft Manuscript; name of each text and graphic file on the CD or DVD; and total number of CDs or DVDs.

Publisher may additionally request the hard copy of the text and/or Illustration files. In such event, the text files should be printed on 8½” by 11” white paper and should be identical to the Word files submitted electronically.

SCHEDULE A-2

(referenced in Section 1.2(a))

Final Manuscript:

Delivery Date — 12/1/18

Format – Please follow the guidelines stated in Schedule A-1.

Total Number of Words — No fewer than a minimum of 160,000 and not more than a maximum of 200,000 words (approximately 720 double-spaced, 8 ½" x 11", 12 point Times New Roman or similar, manuscript pages).

Illustrations — No fewer than a minimum of 20 and not more than a maximum of 150 figures and line drawings, for which Author shall deliver in the appropriate digital format.

Delivery of Final Permissions Log – A detailed and complete Permissions Log shall be delivered to us simultaneously with delivery of the Final Manuscript. The Permissions Log shall include a description of all third party material included in the Final Manuscript, the page and chapter in the manuscript where it appears, the source of the material, the name of the copyright owner, any usage restrictions (to be approved by your Acquisitions Editor), the permissions fee, any required citation information, and the status of the permission request. Additionally, copies of all related permissions and personal releases that you have received shall be forwarded to us upon submission of the Final Manuscript. Any permissions or personal releases not received when the Final Manuscript is submitted shall be forwarded to us promptly upon your receipt. All permissions must include the necessary rights for print and electronic media, territory, editions, and other specifications, as advised by your Acquisitions Editor.

SCHEDULE A-3

(referenced in Section 1.3)

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SCHEDULE A-4

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ADDENDUM

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SCHEDULE B - Royalty Schedule

(referenced in Section 7.1)

Schedule to the Agreement made as of the 7th of September, 2016, between Pengfei Zhao and Karen Ross and Peiwei Li and Barbara Dennis (“Author” or “you”) and SAGE Publications, Inc. (“Publisher” or “we”/“us”), with respect to the work tentatively titled *Making Sense of Social Research Methodology: A Student- and Practitioner-Centered Approach* (the “Work”).

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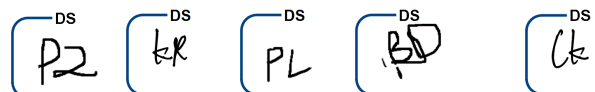
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SCHEDULE B-1

(referenced in Section 7.2)

Author’s Complimentary Copies: twelve (12) printed-book form copies, to be equally distributed among all Authors.



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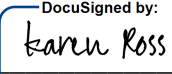
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