

Insights into Publishing

Cathleen Sether
Publishing Director, S&T Books

Paul-André Genest, Ph.D.
Associate Publisher
STM Journals

October 1, 2015

Yale University, New Haven, CT



Agenda

- Who I am and What I do
- About Elsevier
- Introduction to Science & Technology Books
- Why Write a Book?
- Science & Technology Books Editorial Strategy
- Content Dissemination

Who I am and What I do

- Joined Elsevier in October 2012
- Publishing Director, Physical Science, Food Science, and Social Science Books
- Manage a team of 40 Publishers, Acquisitions Editors, and Editorial Project Managers located in The Netherlands, US, UK, and Brazil
- Responsibilities include:
 - Strategic planning
 - Annual signing target
 - Annual publication goal
 - Review and approve or reject all book proposals
 - Accountability for financial performance of my program
 - Alliance and acquisitions work with Business Development team
 - Business case development for new areas/expansion
- What working at Elsevier means to me





About Elsevier



Elsevier is a partner in research and teaching

Both require knowledge of the known to discover the unknown. Elsevier takes pride in being a research and teaching partner.



IN THE KNOW.

About Elsevier

- ✓ Elsevier is a global leader in the development and dissemination of scientific, technological, and medical knowledge.
- ✓ We are a global company, established in Amsterdam in 1880, with roots going back to 1580.
- ✓ We publish nearly 2,000 journals and over 1,400 new book titles annually, and all electronically.
- ✓ We help societies, institutions, researchers and clinicians around the world to disseminate information globally, reach new markets and expand their customer base to advance science and medicine.
- ✓ We own flagship journals like the Cell Press and The Lancet titles.
- ✓ Employs more than 7,000 people worldwide in over 80 offices located in 25 countries.

World leader in digital information solutions

CONTENT		SOLUTIONS			
	Elsevier eBooks, Online Journals, Databases	Elsevier Research Intelligence	Elsevier R+D Solutions	Elsevier Clinical Solutions	Elsevier Education
CAPABILITIES	Publishes over 2,500 online journals & over 33,000 ebooks	Provides universities, governments, and research institutions with the resources and insights to improve institutional research strategy, management, and performance.	Helps corporate researchers, R+D professionals, and engineers improve how they interact with, share, and apply information to solve problems using our digital workflow tools, analytics, and data	Helps medical professionals apply trusted data and sophisticated tools to make better clinical decisions, deliver better care, and produce better healthcare outcomes.	Helps educate highly- skilled, effective healthcare professionals, using the most advanced pedagogical tools and reference works.
	THE LANCET (C) Compendex	Pure SciVal	Knovel Geofacets Embase Reaxys	ClinicalKey ToxED	Mosby's Skills+

PLATFORMS

ScienceDirect

Scopus



Over the last **50 years** the majority of Noble Laureates have published with Elsevier Founded over 130 years ago

Employ over 7,000 employees in 24 countries

Published over **360,000 articles** in 2014

Received over 1.1 million submissions in 2014

Work with over **30 million**Scientists, students, health & information professionals

Over **55 million** items indexed by Scopus





Introduction to Science & Technology Books

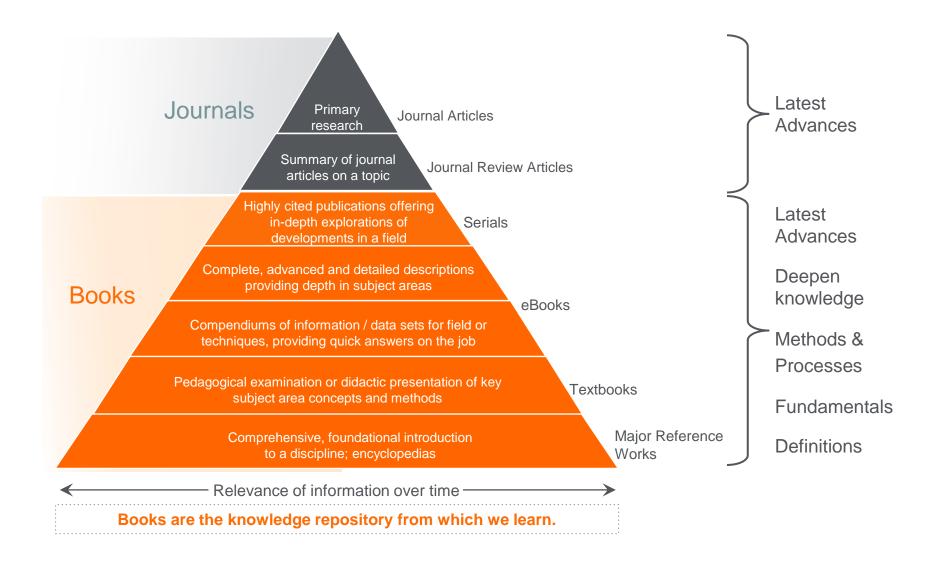


Elsevier Science & Technology Books

- Commission foundational and reference content for academic and professional researchers from and for the world
- Monographs, Handbooks, Book Series, Major Reference Works, Textbooks, Fast Turn
- ~200 team members in Waltham, San Diego, Oxford, London, Cambridge, Amsterdam, Sao Paulo, Rio De Janeiro and Beijing
- >1,200 titles publishing a year
- 33K books available on ScienceDirect and many other 3rd party channels
- All books published electronically simultaneous to print publication

Uses of Elsevier eBooks and journals





Books facilitate interdisciplinary research and study

33,000

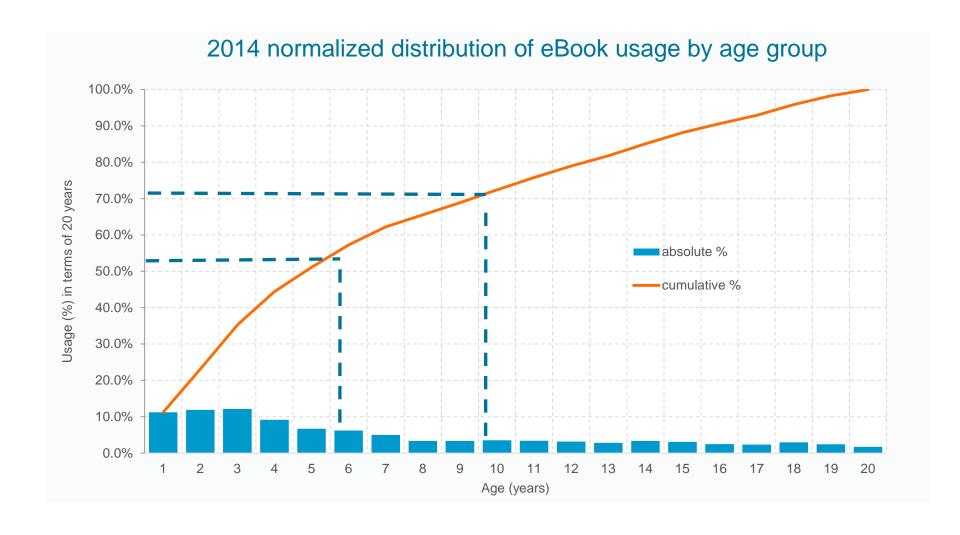
Books on ScienceDirect

3217 journal articles from across 19 subject areas referenced in *Poylphenols in Plants*

Polyphenols in Plants Isolation, Purification and Extract Preparation Edited by Ranald Ross Watson

SUI	BJECT AREA	# OF ARTICLES REFERENCED
Agric	cultural & Biological Sciences	1011
Che	mistry	840
Bioc	hemistry, Genetics & Molecular Biology	682
Envi	ironmental Science	193
Phai	rmacology, Toxicology & Pharmaceutics	128
Med	licine	105
Che	mical Engineering	58
Engi	ineering	54
Nurs	sing	51
lmm	unology & Microbiology	26
Mate	erials Science	24
Phys	sics & Astronomy	16
Mult	idisciplinary	10
Eart	h & Planetary Sciences	6
Soci	ial Sciences	4
Enei	rgy	3
Com	nputer Science	3
Arts	& Humanities	2
Heal	Ith Professions	1

Book content has longevity







Why Write a Book?



Why Write a Book?

Reputation



Book authors are acknowledged experts

Interest and Passion



Expand publishing portfolio across multiple platforms

Educate



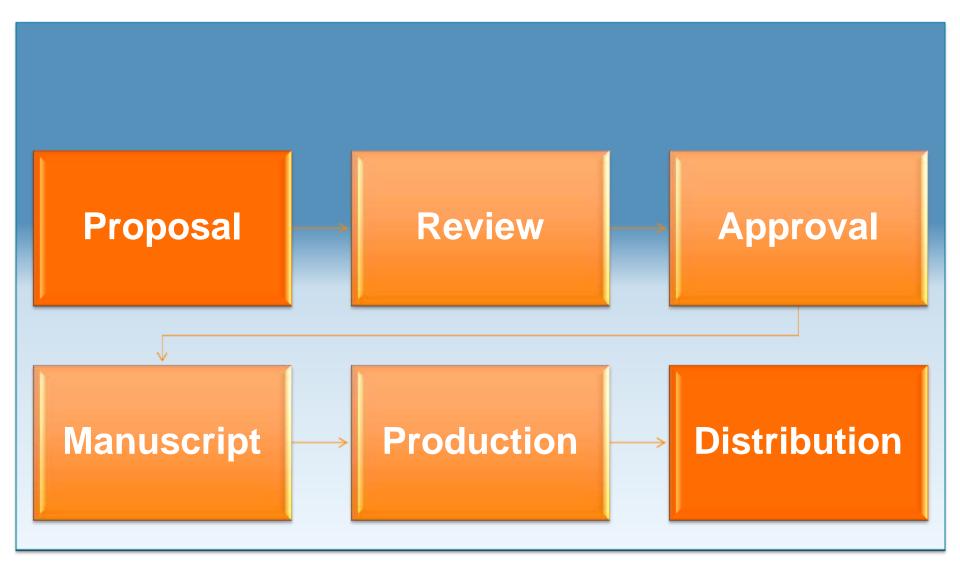
Provide teaching materials

Market need



Fill a gap in the literature

The Book Publishing Process



Will Your Book Proposal be Accepted?

- ✓ Complete Proposal Form
- Demonstrated Market Need
- Clear Audience
- ✓ Strong Reviews
- ✓ Revised proposal addresses reviewer feedback
- Content fits within publishing strategy
- ➤ Incomplete Proposal Form
- Confusion over market/audience
- Offers nothing new to field
- Inadequate responses to reviewer feedback





Science & Technology Books Editorial Strategy



Identifying the content gaps



SciVal Scopus



Tools





Scopus & SciVal

- Track all journal activity
- Article citation
- Research/subject growth
- Citation impact
- Influential authors and institutions
- Research funding
- Book usage trends

- Identify hot growth areas and correlate with high-performing authors
- Identify research gaps
- Quantify an idea

- Create annual strategic plan
- · Create 'hit' lists
- Profile and prospect for 'best fit' authors
- Publish content for comprehensive research coverage

Data-driven portfolio investing to maximize impact of limited resources

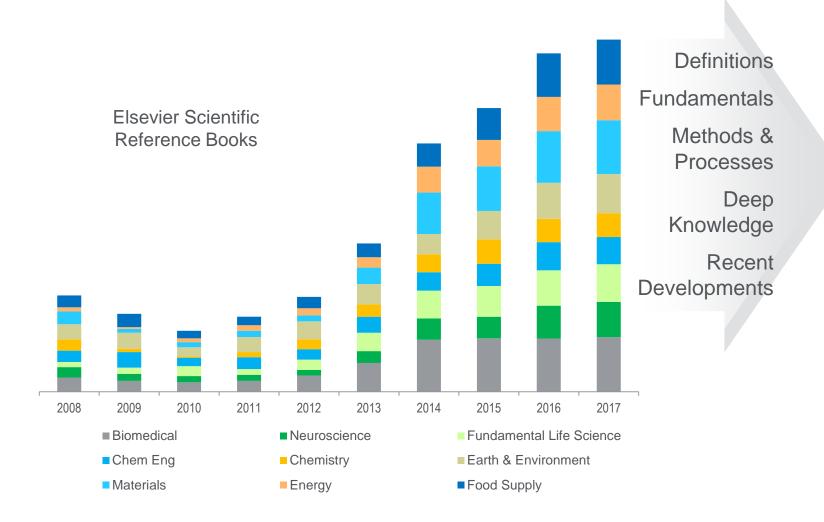




Investing in the content gaps to grow our reference base to support researchers and students

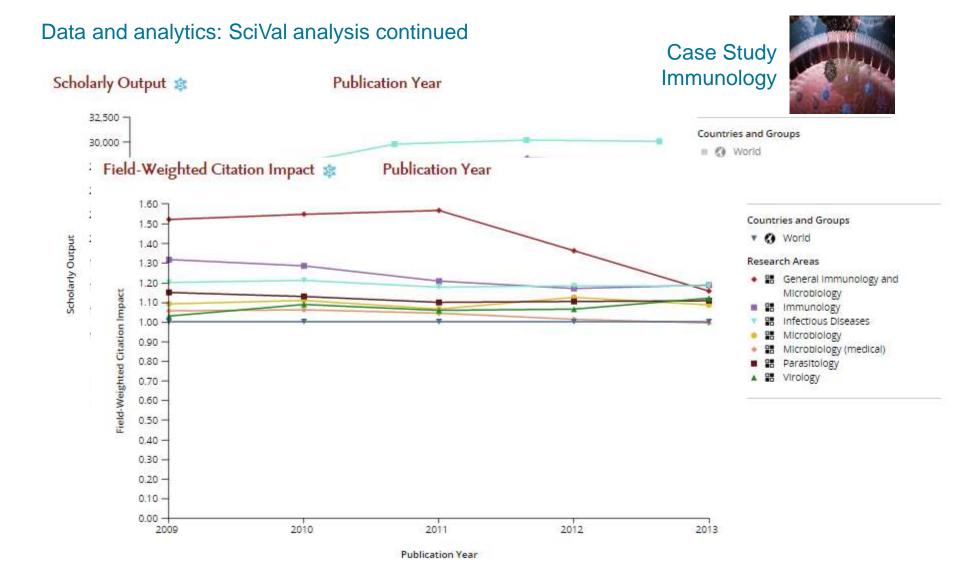


No. Front list titles*



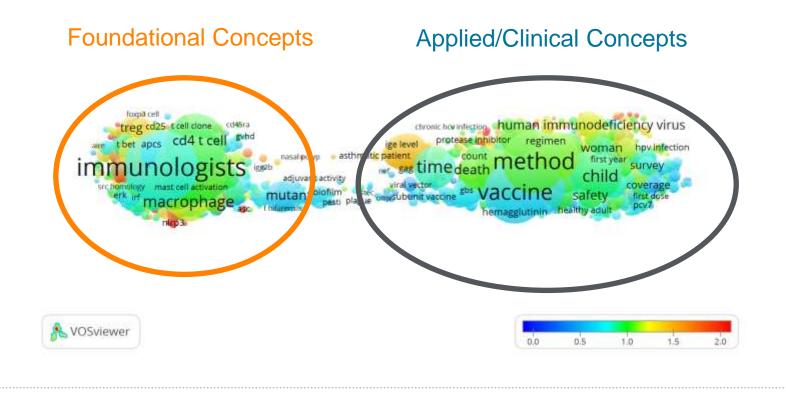
Using data to define and implement editorial strategy Step 1, Review Scholarly output over time





Using data to define and implement editorial strategy Step 2, Search terms most cited in journal abstracts





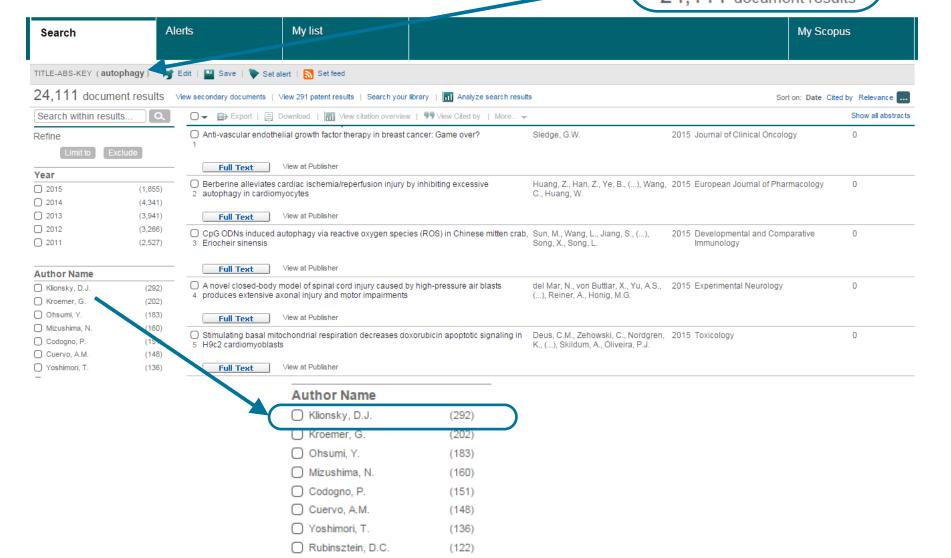
- A view of the keywords for Immunology show two core areas of research: foundational concepts and applied/clinical concepts.
- Our editorial strategy mirrors the top keywords.

Using data to define and implement editorial strategy



Step 3, Connect with the top potential authors

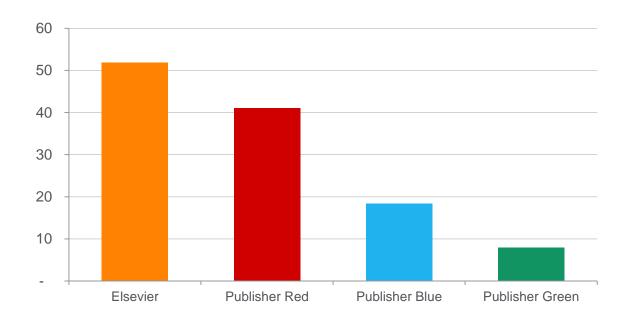
24.111 document results



A smart editorial strategy pays

- 104% year over year usage growth for eBooks on ScienceDirect
- 10% usage growth for ScienceDirect overall
- Higher researcher satisfaction since 2013
- Higher purchaser satisfaction since 2012

 Source: market research survey by Elsevier
- Highest citation per book by large commercial publisher 2005-11 Source Scopus book citation database, all book types and subject areas





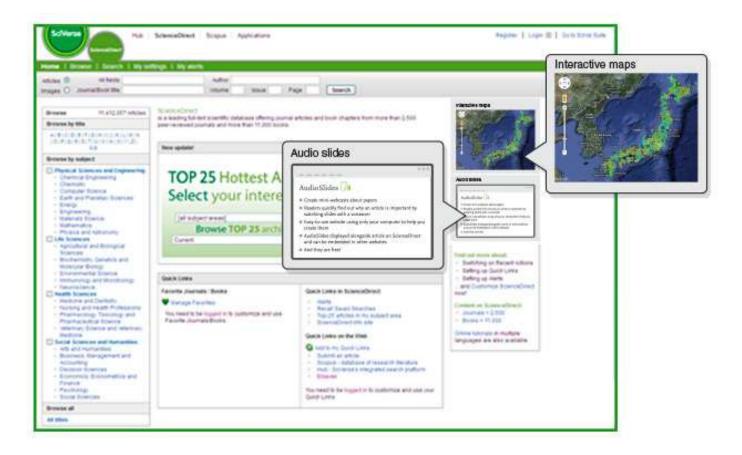


Content Dissemination



Methods of Electronic Dissemination

ScienceDirect

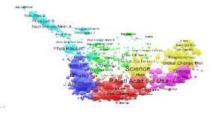


Methods of Electronic Dissemination

Institutional				
Library	Specialty			
ScienceDirect*	Knovel*			
Ebrary/EBL	Books 24x7			
Myilibrary	Safari			
Dawson's (UK)	Gale Virtual Reference Library			
EBSCOHost	Credo Reference			
Consumer				
Retail	Textbook			
Amazon Kindle	Vitalsource/Coursesmart			
Apple iBookstore	MBS			
Google Play	Chegg			
B&N Nook	KNO			
Kobo	Kaplan University			
Overdrive	U of Phoenix			
O'Reilly.com				

Reinventing Book Publishing

Analytical Editorial Strategy



- Bibliometrics
- Usage data
- Building analytical talent



- Perpetual
- Access Plus
- Access
- Rental
- Free

Lots of Options



Content Delivery



- Updating content
- Chapter based
- Content tagging





PUBLISHING IN ELSEVIER JOURNALS



Paul-André Genest, Ph.D.
Associate Publisher
STM Journals

Outline

- 1) Something about myself
- 2) Elsevier's journal publishing landscape
- 3) New developments affecting our journal Authors
- 4) New developments affecting our journal Editors, Reviewers, Readers and the Research Community
- 5) Yale's contribution to scholarly publishing





1) Something about myself

My career path

- √ 1997-2000: Bachelor Biology Laval University
- √ 2000-2001: Master Microbiology & Immunology Laval University
- ✓ 2001-2007: Ph.D. Molecular Parasitology University of Amsterdam
- ✓ 2007-2011: Postdoc in Molecular Oncology The Netherlands Cancer Institute
- ✓ 2011-2012: Postdoc in Molecular Parasitology The Netherlands Cancer Institute
- ✓ 2012-2014: Managing Editor Elsevier
- ✓ 2014-current: Associate Publisher Elsevier













My tasks as Publisher

- ✓ Responsible for the day to day management of my portfolio:
- Emails and conversations with Editors, Journal Manager, colleagues & customers
- Identify and appoint new Editors
- Update our systems and websites, etc.
- Roll new publishing initiatives and processes
- Marketing and promotion
- Planning, budgeting and reporting
- Organize and hold editorial board meetings
- ✓ Responsible for the launch/acquisition of new products:
- New journals & conferences
- ✓ Perform outreach activities
- Workshops & Editors/Institutional visits

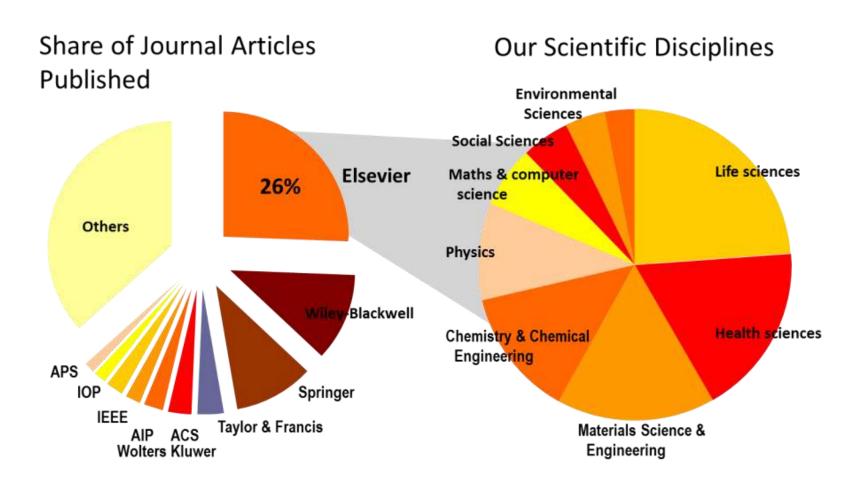




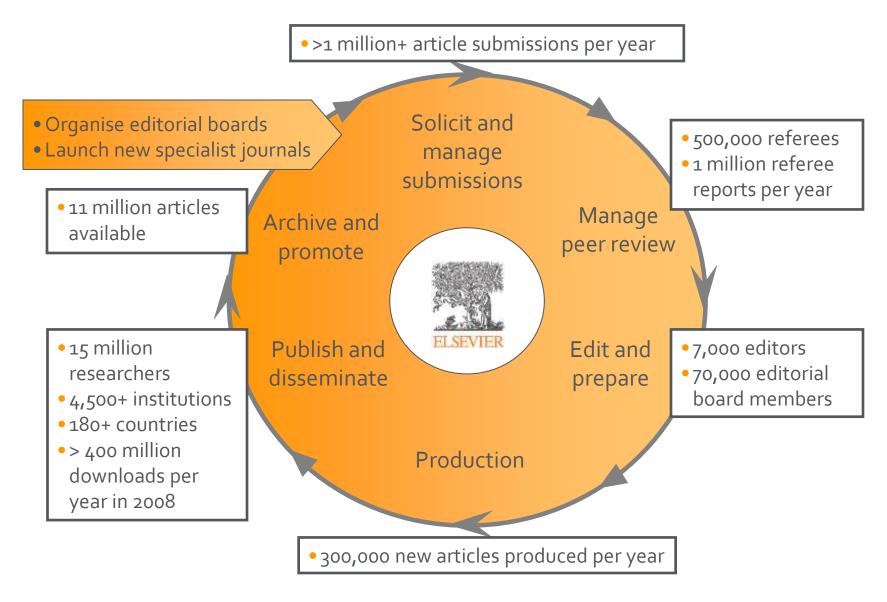


2) Elsevier's journal publishing landscape

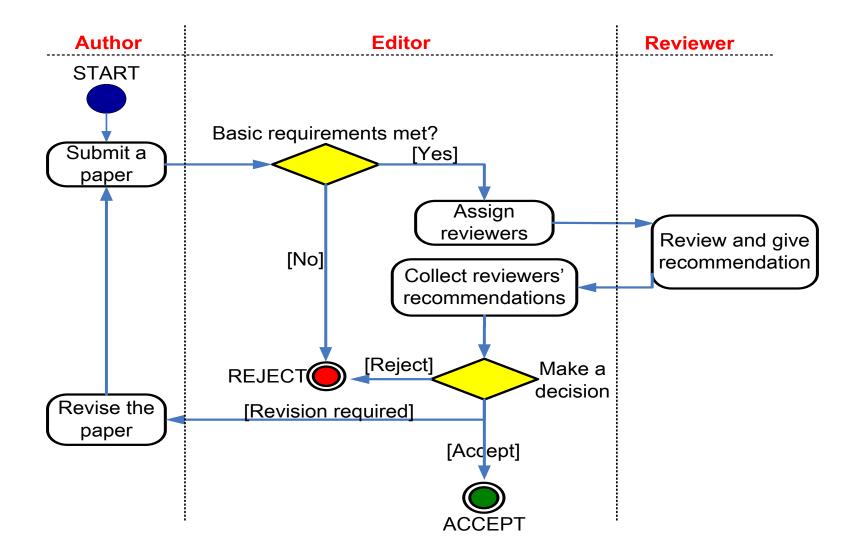
Elsevier by Discipline of Published Articles

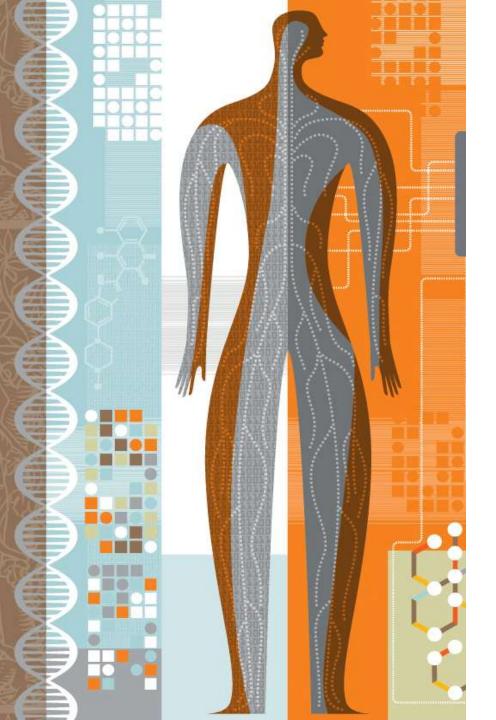


Elsevier Journal Publishing Cycle



At the Center Stage: the Peer Review Process







3) New developments affecting our journal Authors

New developments affecting our journal Authors

- ✓ Author dashboard
- ✓ Finding the right home for your ms/Journal Finder
- ✓ Easy submitting/Your Paper Your Way
- ✓ Article Transfer Service
- ✓ New proofing workflow: Proof Central
- ✓ Innovative Article Formats (Data in Brief, MethodsX, SoftwareX)
- ✓ Open Access journals



Author Dashboard

✓ Every month, Elsevier authors will receive an email informing them of updates to their dashboards including how many times their publication was cited, viewed, and downloaded, as well as which country the data are coming from.





Finding the right home for your manuscripts / Journal Finder

ELSEVIER Send us feedback

Find the perfect journal for your article βΕΤΑ

Elsevier Journal Finder helps you find journals that could be best suited for publishing your scientific article.

Powered by the Elsevier Fingerprint Engine™, Journal Finder uses smart search technology and field-of-research specific vocabularies to match your article to Elsevier journals.

Simply insert your title and abstract and select the appropriate field-of-research for the best results.

Paper title		
A survey of content-based i	mage retrieval with high-level sen	nantics
Paper abstract		
be prone to suboptimal solu We use a trust-region meth convergence to a minimize subproblem, corresponding straightforward alternating of explicit margin variable to o	utions. This paper develops an efford, which is better suited for non the work of the work	chines (SVMs) leads to a challenging non-convex minimization problem, which can ective algorithm to directly solve the embedded feature selection primal problem. In convex optimization compared to line-search methods, and guarantees existed a non-convex subproblem for feature selection. Importantly, we show that a exceptible to saddle point solutions. We propose a novel technique, which shares an exe and improve solution quality. Experiment results show our method outperforms that as well as other leading filter and wrapper approaches.
☐ Agriculture ☑	☐ Economics ☑	✓ Materials Science and Engineering
☐ GeoSciences ♂	Humanities and Arts	☐ Life and Health Sciences ☑
☐ Mathematics ☑	Physics 🗷	☐ Social Sciences ☑
☐ Chemistry ☑		

Easy submitting / Your Paper Your Way

- ✓ Journal-specific formatting such as reference style is no longer needed
- ✓ Authors can upload their entire manuscript as a single PDF or MS Word file
- ✓ The submission still needs to be structured and complete enough to allow editors and reviewers to assess the work.
- ✓ Only when the manuscript reaches final revision stage, are the authors requested to deliver the "correct format" for acceptance and provide the items required for the publication of the article.



PAPER

Article Transfer Service

- ✓ No need to reformat or resubmit the manuscript is transferred for you between journals in minutes.
- ✓ Shorter editorial times the editors can use the work done by the previous editors and reviewers.
- ✓ Revise your paper, taking into account any reviews already received, before finalizing submission to the new journal.
- ✓ Keep the first submission date of your manuscript.
- ✓ Remain in control of the submission process with minimal effort; just one click to agree to the transfer.

New proofing workflow: Proof Central

- ✓ ProofCentral is an author-proofing tool using an HTML interface offered alongside the traditional PDF version.
- ✓ It allows a better, quicker and less error-prone routing.





Innovative Article Format: Data in Brief, MethodsX, SoftwareX

✓ Data in Brief is an Open Access journal which focuses on the description of research data that have been made publicly available (either through a repository or directly in a Data in Brief article).



✓ *MethodsX* is an Open Access journal that provides an outlet for customizations of methods and research protocols.



✓ SoftwareX is an Open Access journal that aims to support publication of research software.



Elsevier and Open/Free Access

- ✓ Elsevier publishes over 200 Open Access journals.
- ✓ Heliyon: broad-scope open access journals that publish sound science launched in 2015.
- ✓ Elsevier offers the Open Article choice in 1,600 established, peer reviewed journals.
- ✓ Elsevier publishes over 15,000 open access articles per year.
- ✓ We give free promotional access to hundreds of articles per year.







4) New developments affecting our journal Editors, Reviewers, Readers and the Research Community

New developments affecting our Editors, Reviewers, Readers and the Research Community

Editors

- ✓ State of the Art Editorial System: EVISE
- ✓ CrossCheck plagiarism detection tool

Reviewers

✓ Reviewer Recognition Platform

Readers

✓ New interactive applications

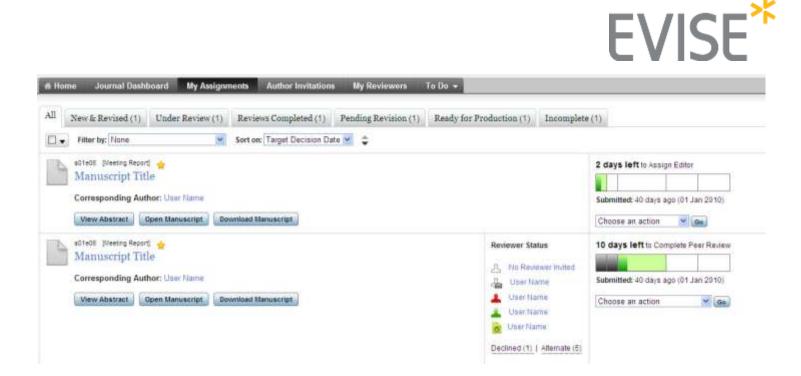
Research Community

- ✓ Publishing Campus
- ✓ STM Digest
- ✓ Atlas award



State of the Art Editorial System: EVISE

- ✓ EVISE is a new web-based publishing workspace taking researchers through the end-to-end editorial process, from submitting papers and facilitating the peer review process all the way to final decision and on to production.
- ✓ EVISE makes the publishing experience easier by bringing improved intelligence, communication, connections, ease, clarity and personalization.

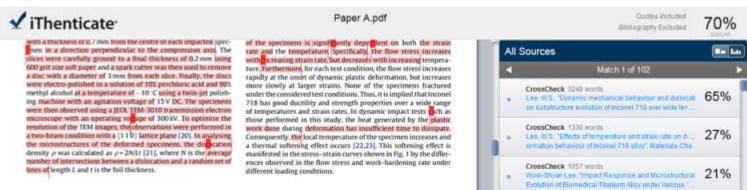


CrossCheck plagiarism detection tool

✓ Identify text similarities which may indicate plagiarism, duplicate publications and duplicate submissions.



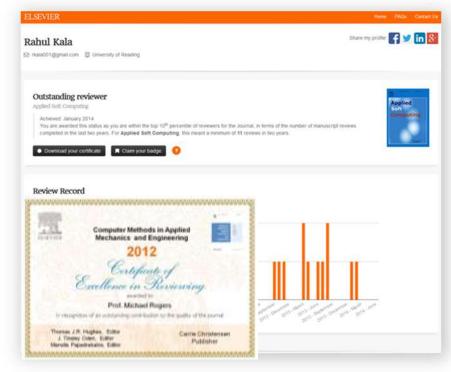




Reviewer Recognition Program

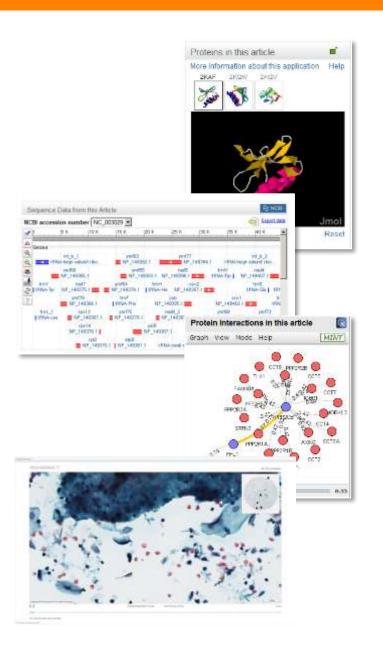
- ✓ Offers reviewers personalized profile pages where their reviewing history is documented.
- ✓ Reviewers-statuses are awarded based on the number of completed reviews for a journal title.





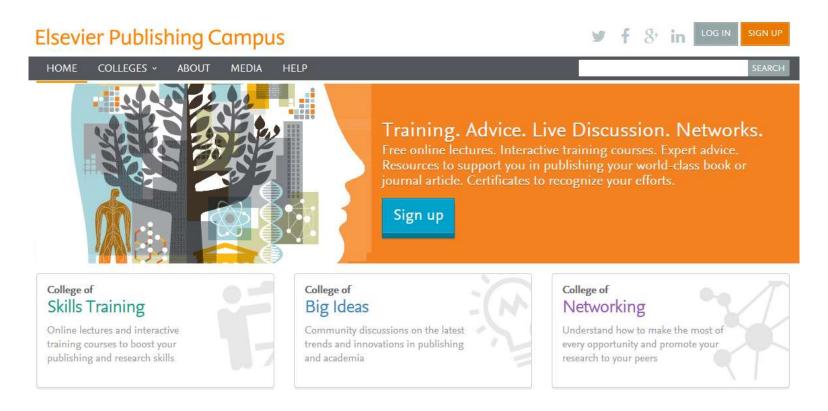
New Interactive Applications

- ✓ Protein Viewer: Allows to explore protein structures relevant to the article.
- ✓ Genome Viewer: View and analyze sequence data inside the article..
- ✓ Protein Interaction Browser: Visualizes protein interactions reported in structured summaries.
- ✓ Virtual Microscope: Allows to view whole slide scans at high resolution.



Elsevier Publishing Campus

- ✓ An online platform offering free lectures, interactive training and professional advice.
- ✓ Offers training on topics like: how to write a journal article; how to submit a book proposal; how to conduct peer review for a high impact journal; understanding research and publishing ethics; writing a successful grant application, etc.



STM Digest

- ✓ *STM Digest* is a collection of **layperson translations of original research papers** with societal impact and/or policy focus, which will be published next to the original article on **ScienceDirect**.
- ✓ Uses our networks of early career researchers, to publicize the translations to both academia and the general public via **Mendeley**.
- ✓ STM Digest aims to increase author recognition, **free of charge** and to offer early career researcher the opportunity to develop their writing skills while staying on top of the recent literature.



Recognizing the contribution of our authors to society: Atlas

- ✓ Atlas showcases research that can (or already has) significantly impact people's lives around the world.
- ✓ We hope that bringing wider attention to this research will go some way to ensuring its successful implementation.
- ✓ Each month, board members from an **external advisory board of NGOs across the world** select a single article from Elsevier's 1,800 science, technology and health journals to be awarded "The Atlas".



www.elsevier.com/atlas

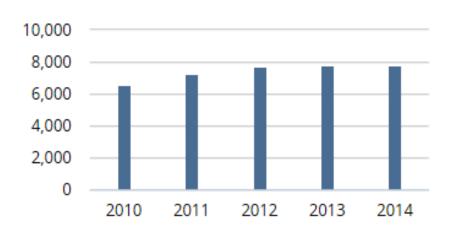


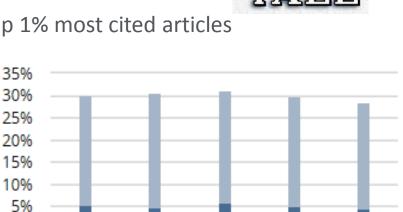


5) Yale's contribution to scholarly publishing

Yale faculty members publication output

- ✓ Data 2010-2014 SciVal
- √ ~8,000 articles per annum
- ✓ ~30% in top 10% most cited and ~5% in top 1% most cited articles





2012

2013

2014

% of publications in top 10% most cited

2011

% of publications in top 1% most cited

0%

2010

Where do Yale faculty members publish?

- ✓ Data 2010-2014 SciVal
- ✓ 200 articles published in *Nature* and 188 articles in *Science*!

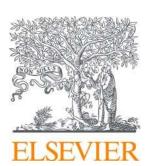


Rank	Journals	# Articles
1	PLOS ONE	665
2	PNAS	544
3	Astrophysical Journal	434
4	Physical Review Letters	330
5	Physical Review D	225
6	Journal of Biological Chemistry	224
7	Nature	200
8	Science	188

Yale's contribution to Elsevier's journals and books

JOURNALS





- ✓ ~ 25 (Co-) Editors-in-Chief
- ✓ ~ 100 Editors of all sorts (Associate, Section, Special Issues, Guest, etc.)
- ✓ ~ 200 Editorial board members

BOOKS

- ✓ > 120 Elsevier books authored/edited by Yale-affiliated faculty
- √ ~ 600 book chapters currently in development

Thank You! Questions welcome



Dr. Paul-André Genest p.genest@elsevier.com