Citing Business Sources in APA Style

In-Text citations:

APA style uses author-date format for in-text citations. The last name of the author should be followed by a comma and then by the publication date. For example, (Smith, 2016). If you name the author within the sentence of your paper itself, you only need to include the year after the author’s name (you do not need to list the author again in the parentheses). For example, according to Smith (2016), “the data implies…” or Smith (2016) outlined several possibilities for…

A note about page numbers: If you are quoting directly from a book or article that has stable page numbers the page number of the quote should also be included in your in-text citation. For example, (Jones, 2017, p. 97). Or, if you name the author in your sentence, Jones (2017) stated that “the data clearly shows…” (p. 97).

For examples that don’t follow this pattern (no date, multiple authors, no author, etc.), check out the APA Publication Manual or the Purdue OWL website

References list:

Some databases will provide you with a useful citation tool for formatting your references. These automatically generated citations need to be double-checked, but they are a helpful starting point. Other databases do not have these tools so you will need to create citations from scratch. Some common materials you may come across in your research are annual reports, company profiles, and industry profiles.

Annual Reports: These are reports that are created by the company itself. The company would therefore be listed as the author in the reference entry. You can usually find annual reports on the company website, but you may also find them in databases.

Citing directly from the company website:


Citing from a database:


Company and Industry Profiles: These are reports that are compiled by third parties about a company or industry. They usually do not have individuals listed as authors. In that case, use the name of the third party market research firm that compiled the report (e.g. MarketLine). If this information is not available, then use the name of the database where you found the report (Hoovers, First Research, etc.). Include the month and day of publication if that information is given.
Company Profile:


Industry Profile:


**Additional Resources for Help With APA**

! *The library has multiple copies of the APA Publication Manual available for in-library use. Ask at the Reference Desk for help!*

! *The Purdue OWL website is also a great resource, available here: https://owl.english.purdue.edu/owl/resource/560/1/*