Direct Quotes

Using quotations strategically and introducing them correctly will lead to a more coherent, structured document, and will make using MLA or APA citation style much easier. You can use quotations in the following circumstances:

- To support a point

- To give credibility to a point (usually by providing expert opinion)

- To provide a counterargument or alternative to a point

- To give a point relevance (by presenting examples or observations)

Integrating Quotations

Do not write a quote directly into a document without first clearly stating where it came from.

This usually means indicating who wrote it (the author) and where you found it (usually signified by the year and/or a page number) before integrating the quote. Examples of MLA and APA in-text citations are as follow:

MLA Example

In-text:

According to Hornung, the Great Pyramid at Giza is "the mightiest work of all ancient architecture" (22).

APA Example

In-text:

Hornung (1999) maintains that the Great Pyramid at Giza is "the mightiest work of all ancient architecture" (p. 22).

In most cases when introducing a quote, all you are doing is pointing out that someone wrote something about a particular topic of interest. When doing this, you must give credit to the author of the quotation. Failure to do so is considered plagiarism. Plagiarism is a very serious infraction and it can have severe consequences on your academic standing.

All sources integrated into a document and referenced in the text must also be included in a list at the end of the document. In MLA, this list is titled Works Cited, and in APA, the list is titled References. These lists provide detailed information about the sources that were used in a research paper.

MLA Works Cited Example

Hornung, Erik. *History of Ancient Egypt: An Introduction*. Cornell University Press, 1999.

APA References Example

Hornung, E. (1999). *History of ancient Egypt: An introduction*. Cornell University Press.

Introducing Quotations

When a quotation appears in a document, use quotation marks and a verb to correctly introduce the quote. Generally speaking, the verbs that are used in these circumstances are synonyms of the word said.

The reason for replacing the word said, instead of repeatedly using it, is to make the writing less repetitive and more interesting to read. These synonyms of said are often also more relevant to the quote itself.

Using a Synonym of Said to Introduce a Quote

The following verbs can be used in place of said. Choose the verb which best matches the context of the quote.

Acknowledges	Claims	Highlights	Proposes
Argues	Concludes	Identifies	Refutes
Asserts	Describes	Maintains	States
Believes	Explains	Outlines	Suggests

Can you think of any others?

Using Quotations Strategically

As you research, be sure to write clear and concise notes about where you found any quotations you think you might use. Use the exact wording from the original source and put quotation marks around the material you intend to use.

Keep in mind that not everything should be quoted directly; do so only when quoting is most effective or when paraphrasing or summarizing is not an option.

Be sure to consult a citation style guide for more information about the correct format for in-text citations, Works Cited, and References.