

Academic Phrase Bank

There are numerous ways you can introduce a quote. Below, you will find common ways we introduce sources.

Start off with a signal phrase that includes the name of the author

According to Brown, “...” (17).

In the words of Brown, “...”

From Brown’s perspective, “...” (2019, p. 17).

From Brown’s point of view, “...”

*For MLA include the author’s name and page either in the signal phrase or at the end of the citation.

*For APA, include the author’s name, date, and page either in the signal phrase or at the end of the citation

Use the author’s name plus a descriptive word and then use a comma

Brown says, “...”

states, “...”

explains, “...”

writes, “...”

argues, “...”

reports, “...”

comments, “...”

describes, “...”

observes, “...”

clarifies, “...”

affirms, “...”

notes, “...”

persuades, “...”

demands, “...”

commends, “...”

pushes, “...”

adds, “...”

maintains, “...”

upholds, “...”

*Note that not all descriptive words are interchangeable. Find the term that best suits your needs.

A few more examples:

contends, “...”

articulates, “...”

intones, “...”

posits, “...”

points out, “...”

marks, “...”

emphasizes, “...”

interprets, “...”

denotes, “...”

confirms, “...”

If your phrase before the quotation ends in that or as, then don't use a comma

Brown asserts that “it’s not about how much money you have, but how wisely you spend it” (5).

Brown believes that education is as important as “good hygiene” (21). *For APA, (2019, p. 21).

A side note

There are a few ways to introduce a source. For MLA, it is considered good form to introduce the source fully the first time, and then refer to the source using the author’s name for every other instance. See the example below:

First Quote:

Marcus Brown, a leading economic analyst at Cambridge University, explains in his article “Money Well Spent” that “it’s not about how much money you have, but how wisely you spend it (6).” *For APA, (2019, p. 6).

Second Quote:

Brown adds, “The importance of a diverse stock portfolio is paramount to maximizing your yearly returns” (7). *For APA, (2019, p. 7).

Or

“The importance of a diverse stock portfolio is paramount to maximizing your yearly returns” (Brown 7). *For APA, (Brown, 2019, p. 7).

Block Quotes

If the quote is over three lines long, then block quote it; write a signal phrase that is a complete sentence before the quote and indent each line of the quote. Take the quotation marks off

Marcus Brown discusses the importance of investments in “Money Well Spent.”

When it comes down to it, it’s not about how much money you have, but how wisely you spend it. You can save and save with little progress because you can only earn so much from a job. It is important to learn how to make it, so your money makes money through a series of smart business expenditures (5). *For APA, (2019, p. 5).

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