

**JAIPURIA INSTITUTE OF MANAGEMENT**

**PGDM-SM; TRIMESTER III; ACADEMIC YEAR 2019-20**

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| Course Code and title | OM 301, Business Research Methods |
| Credits | 1.5 |
| Term and Year | III Term, 2019-20 |
| Course Pre-requisite(s) | Business Research Methods , OM 301 |
| Course Requirement(s) | Basic Mathematics |
| Course Schedule (day and time of class) |  |
| Classroom # (Location) |  |
| Course Instructor |  |
| Course Instructor Email |  |
| Course Instructor Phone (Office) |  |
| Student Consultation Hours |  |
| Office location |  |

**1. Course Overview**

Business research is a management tool that companies use to reduce uncertainty and risk in managerial decision making. Business Research is a systematic enquiry that provides information to guide managerial decisions. More specifically, it is a process of planning, acquiring, analyzing and disseminating relevant data, information and insights to decision makers in ways that mobilize organizations to take appropriate actions that, in turn, maximizes business performance. Academic standards exist on what constitutes good research, and this course assists in familiarizing with these standards. Also, it justifies the methodological choices to gather meaningful, relevant, credible, trustworthy and plausible data which will answer research questions and undertake research in an ethical way.

This course reviews and explains the statistical concepts and techniques that are most commonly used in the area of Management and Business Administration, and includes topics like exploratory data analysis, t-test of one mean, t-tests of two means, correlation, association between two categorical variables, ANOVA for multiple means, regression analysis, scale construction, and reliability analysis. Managers can use business research in all stages of the decision making process. Research is also used to evaluate current programs and courses of action, to explain what went wrong with managerial efforts in the past, and to forecast future conditions.

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**2. Graduate Attributes(GAs), Key Differentiators (KDs), Programme Learning Outcomes (PLOs), and CLOs**

**Graduate Attributes (GAs)**

GA 1: Self-initiative

GA 2: Deep Discipline knowledge

GA 3: Critical Thinking and Problem Solving

GA 4: Humanity, Team-Building and Leadership Skills

GA 5: Open and Clear Communication

GA 6: Global Outlook

GA 7: Ethical Competency and Sustainable Mindset

GA 8: Entrepreneurial and Innovative

**Key Differentiators**

KD 1: Entrepreneurial Mindset

KD 2: Critical Thinking

KD 3: Sustainable Mindset

KD 4: Team-Player

**Programme Learning Outcomes (PLOs)**

The graduates of PGDM at the end of the programme will be able to:

PO 1. Communicate effectively and display inter-personal skills

PO2. Demonstrate leadership and teamwork towards achievement of organizational goals

PO 3. Apply relevant concepts for decision-making in service businesses.

PO 4. Develop innovative thinking for effective management of services.

PO 5. Demonstrate domain competency in a chosen sector of services industry.

PO 6. Appreciate sustainable and ethical business practices.

PO 7. Leverage technology for services management.

PO 8. Demonstrate capability as an independent learner.

**Course Learning Outcomes (CLOs)**

At the end of the course, the students should be able to:

CLO 1. Define business research problem in context of given situation and existing literature

CLO 2. Demonstrate proficiency in developing research design, selecting appropriate data collection and analysis methods / techniques.

CLO 3. Complete, from the brief created, a research proposal for implementation

**3. Mappings**

**Mapping of CLOs with GAs**

|  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- |
|  | **GA 1** | **GA 2** | **GA 3** | **GA 4** | **GA 5** | **GA 6** | **GA 7** | **GA 8** |
| **CLO 1** |  | X |  |  |  |  |  |  |
| **CLO 2** |  | X |  |  |  |  |  |  |
| **CLO 3** |  |  | X |  |  |  |  |  |

**Mapping of CLOs with KDs**

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
|  | **KD 1 (Entrepreneurial Mindset)** | **KD 2**  **(Critical Thinking)** | **KD 3 (Sustainability Mindset))** | **KD 4**  **(Team Player)** |
| **CLO 1** |  |  |  |  |
| **CLO 2** |  | **X** |  |  |
| **CLO 3** |  | **X** |  |  |

**Mapping of CLOs with PLOs**

|  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- |
|  | PO1 | PO2 | PO3 | PO4 | PO5 | PO6 | PO7 | PO8 |
| CLO 1 |  |  |  |  | R\* |  |  |  |
| CLO 2 |  |  | R\* |  |  |  |  |  |
| CLO 3\* |  |  | R\* |  |  |  | R\* |  |

\*For course attainment

**4. Books and References**

**Text Book**

Research Methodology: Concepts and Cases, D. Chawla and Neena Sondhi (1st Edition, Vikas Publishing House Pvt Ltd)

**References**

* Business Research Methods: A South Asian Perspective- Zikmund, Babin, Carr, Adhikari, Griffin Cengage Learning
* Business Research Methods- Donald. R. Cooper, Pamela. S. Schindler (9th Edition, Tata Mc Graw Hill Education Private Limited)
* Research Methods for Business Students -Mark Saunders, Phillip Lewis and Adrian Thronhill (4th Edition, Pearson Education)
* Marketing Research, 5/e: An Applied Orientation- Naresh K Malhotra and Satyabhushan Dash (5th Edition, Pearson Education)
* **Internet Resources**
* Nptel.iitk.ac.in
* Learnerstv.com

**5. Session Plan**

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| --- | --- | --- | --- | --- | --- |
| **Session No.** | **Topic** | **Readings (Chapter No. & Pp.)/ Cases** | **Pedagogy** | **Session Learning Outcome** | **CLO** |
| 1 | Role of Business Research. Nature, Scope and Type of Research | Chapter:1,  Pg: 3-18 | Discussion & Case lets | The students will Learn-What is business research? Students will acquire business research process skills | CLO1 |
| 2 | Formulating Research Problem, Review of secondary data, *APA citation style MS Word referencing,* | Chapter: 2,  Pg: 28-31 | Discussion & Case lets | How to identify a management problem/opportunity | CLO1 |
| 3 | Defining variables, Operationalizing construct, Writing a Research Proposal | Chapter: 3, Pg: 51-52 | Case study  And exercise | How secondary data is useful for defining the research problem. Defining one’s own problem and writing Research Proposal | CLO1 |
| 4 | Types of Research Design  Exploratory, Descriptive and Causal Research Design | Chapter: 3, Pg: 48-49 | Discussion & Case lets | Students will learn research design as a blueprint for the measurement, collection and analysis of empirical evidence, so to obtain answers to research questions | CLO2 |
| 5 | Introduction to secondary data collection method | Handouts | Workshop | Students will learn how to extract data from databases | CLO2 |
| 6 | Types of Scales  Comparative and Non comparative Scaling techniques | Chapter: 7, Pg: 144-154 | Exercise  Discussion | Students will be able to distinguish different levels of scale measurement and know which needs to be used for specific research question. | CLO3 |
| 7 | Questionnaire Designing | Chapter: 8, Pg: 175-185 | Workshop | The influence of question content, wording, response and collection of data using electronic methods | CLO2 |
| 8 | Sampling Design**,** Determining Sample size | Chapter: 9, Pg: 229-236  Caselets | Exercise  Discussion | Students will learn to identify sampling techniques to be used in given situation | CLO2 |
| 9 | Measuring Reliability and validity of Construct | Chapter: 8, Pg: 190-195 | Live Data testing  And Reference Articles | The significance of pretesting and reliability of scale | CLO2 |
| 10 | Data Preparation  Editing and Coding | Chapter: 10, Pg: 242-252 | SPSS Exercise | Students will know the way data are represented in a data file using SPSS | CLO2 |
| 11-12 | Choosing appropriate Statistics and making inferences | Chapter: 14, Pg: 397-407  Caselets | SPSS Exercise | Able to apply statistical methods for bi-variate data | CLO3 |

**6. Assessment Tasks**

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| **Assessment Component** | **Description** | **Weightage** | **CLO** |
| End Term Exam | Case-based exams requiring identification of problem/s and solutions. Case-based problems are designed to predict student ability to formulate problem, interpret output tables, suggest sampling design supporting management decision. | 40 | CLO 1, CLO 2 |
| Comprehensive Project | The students will prepare a detailed research proposal while working in study groups. The students must ensure that the report is original in content, updated on information and free of factual, theoretical and grammatical errors. The Project submission will be in phases.  **1-**Research Problem and Literature Review: Select a business, economic, finance or human resource area of focus. Develop a well characterized research problem statement for this area  **2**-Purpose Statements and Research Questions/hypotheses  **3-**Data Collection (Databases/ field data), Analyzing data, Interpreting Data  **4**-Project Report  5-Presentation / VIVA | 40  **10**  **5**  **10**  **5**  **10** | CLO 1  CLO2  CLO 2  CLO3  CLO3 |
| Quiz | There will be 2 quizzes as per schedule. Quizzes will be conducted on Moodle. The duration of each quiz will be 10 minutes with 10 questions each. Each quiz will be of 10 marks. | 20 | CLO 1, CLO 2 |

**7. Rubrics for Assessment Tasks**

**RUBRICS FOR End Term (40 Marks)**

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| --- | --- | --- | --- |
| **Criteria** | **Unsatisfactory**  **(Below 35%)** | **Satisfactory**  **(35%- below 70%)** | **Good**  **(70% and above)** |
| Clarity of Concepts with respect to research model and objective, Hypotheses and Scaling Technique  **(20 Marks)** | Most of the concepts related to problem definition, operationalizing construct, scaling technique and data summarization, are not clear, remembered and answered by the student | Some of concepts related to problem definition, operationalizing construct, scaling technique and data summarization, are clear, remembered and answered by the student | Most of concepts related to problem definition, operationalizing construct, scaling technique and data summarization, are clear, remembered and answered by the student |
| Clarity of Concepts with respect to data collection and statistical test  **(20 Marks)** | Most of the concepts related to data collection, sampling technique, reliability of instrument, questionnaire designing, and statistical test are not clear, remembered and answered by the student | Some of concepts related to data collection, sampling technique, reliability of instrument, questionnaire designing and statistical test are not clear, remembered and answered by the student | Most of concepts related to data collection, sampling technique, reliability of instrument, questionnaire designing and statistical test are clear, remembered and answered by the student |

***RUBRICS FOR COMPREHENSIVE PROJECT (40 Marks)***

|  |  |  |  |
| --- | --- | --- | --- |
| CRITERIA | **Below Expectations**  **<35%** | **Meets Expectations**  **35% - 70%** | **Exceeds Expectations**  **>70%** |
| Problem Definition and Reviewing Literature  ***(10 Marks)*** | Problem statement Incomplete and/or unfocused. No convincing evidence of an understanding of the literature | The Review clearly states the main topic, identifies gap and provides proper linkages. Follows the manuscript style | Clearly and concisely states the problem purpose in a single sentence, which is engaging, Critical review of the literature relevant to the study |
| Purpose Statements and Research Questions/hypotheses  ***(5 Marks)*** | Purpose is not identified or does not connect to theme. No identifiable statement research questions or hypothesis | Questions/hypotheses parallel the purpose. Well defined and sequential | Specific research questions are clearly stated, parallel and support the purpose, and have potential to contribute to the discipline |
| Data Collection (Databases/ field data), Analyzing data, Interpreting Data  ***(10 Marks)*** | Inappropriate selection and implementation (or absence) of data collection methods | Selection and implementation of data collection methods are appropriate and justified | Selection and implementation of data collection methods are advance, appropriate and fully justified |
| Report  ***(5 Marks)*** | Report is not structured, no format is followed | Report is structured, however APA referencing is not followed | Report is structured, APA referencing is not followed |
| Presentation / Viva  ***(10 Marks)*** | Lack of clarity about the inferences drawn | Reasonably clear about the inferences drawn | Clear about the inferences drawn |

**8. Time Budgeting in Course Planning:**

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| --- | --- | --- |
| **Activity** | **Description** | **Time Budgeted** |
| Classes | 2-3 hours per week for 12 weeks | 15 hours |
| Reading | Prescribed readings and making notes | 12 hours |
| Preparation of Project and Evaluation | Reading and writing | 25 hours |
| **TOTAL** |  | 52 hours |

**Instructions:**

Students will be expected to maintain a daily log of their learning and make an action plan. The continuous evaluation tools would be implemented as per schedule and collected for evaluation. Students are encouraged to visit videos available on Impartus, you tube on TED talks, and readings available at websites like course era, etc.

**9. Academic Conduct**

**Institute’s Policy Statements**

It is the responsibility of every student to be aware of the requirements for this course, and understand the specific details included in this document. It is emphasized that this course requires a significant commitment outside of formal class contact.  The learning tasks in this course may include classes (lectures or seminars), required reading, preparation of answers to set questions, exercises and problems, and self-study. In addition, students may be required to complete an assignment, test or examination.

**LMS-Moodle/ Impartus**

LMS-Moodle/ Impartus is used to host course resources for all courses. Students can download lectures, additional reading materials, and tutorial notes to support class participation.

**Late Submission**

Assessment tasks submitted after the due date, without prior approval/arrangement, will be not be accepted. Requests for extension of time must be made with the faculty member concerned and based on Special Consideration guidelines.

**Plagiarism**:

Plagiarism is looked at as the presentation of the expressed thought or work of another person as though it is one's own without properly acknowledging that person.

 Cases of plagiarism will be dealt with according to Plagiarism Policy of the institute. It is advisable that students should read the Student Handbook for detailed guidelines. It is also advisable that students must not allow other students to copy their work and must take care to safeguard against this happening. In cases of copying, normally all students involved will be penalized equally; an exception will be if the students can demonstrate that the work is their own and they took reasonable care to safeguard against copying.