



Lincoln University

BA 312 – Business Research Methodology

COURSE SYLLABUS

Fall 2018

Professor: Prof. Sergey Aityan, PhD, DSc
Lecture Schedule: Wednesday, 3:30 PM – 6:15 PM
Credits: 3 units (45 lecture hours)
Office Hours: Wednesday, 11:15 AM – 12:15 PM
Thursday, 11:15 AM – 12:15 PM
Additional office hours by appointment.
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Textbook: **1. Course lectures notes:**
Sergey Aityan (2018), *Business Research Methodology*, Lincoln University, <http://elearning.lincolnuca.edu>.

2. Supporting Textbook:
William G. Zikmund, Barry J. Babin, Jon C. Carr, and Mitch Griffin, (2012), *Business Research Methods*, 9th Edition, South-Western College Pub, 696 p.
ISBN-10: 1111826927
ISBN-13: 978-1111826925
*** previous editions of this book are okay too ***

Last Revision: August 20, 2018

CATALOG DESCRIPTION

The course objective is to prepare the student for business research. Emphasis is on practical work and not on memorizing or deriving formulas. Ethical aspects of research are featured. Students are expected to develop understanding and practice in research techniques, writing of short reports, use of statistical tools and presentation techniques, preparation of effective tables and diagrams, as well as footnotes and bibliographical references. (3 units)

Prerequisites: BA 115 or BA 241, BA 301, BA 304, BA 320

COURSE OBJECTIVES

To introduce students to research, its goal, purpose and methodology. Students will learn how to identify and select a research problem, write a proposal, design and conduct research, write a report, make a presentation, and defend the project. Learning objectives are:

- To understand the nature of a business problem and translate it into a research problem.
- To learn major phases and steps in the research process

- To learn how to do research designs, and use data sources.
- To become familiar with major research methods in business such as sampling experiments, hypothesis testing, comparative analysis, and cyber intelligence
- To learn how to select samples and get familiar with general measurement issues.
- To understand fundamentals of survey research and basic methods of communication with respondents.
- To learn how to write reports, make presentations, and defend research projects.

COURSE PROJECT

Every student must complete and submit a group research proposal as a course project.

ATTENDANCE

Students are expected to attend each class session. If you cannot attend a class due to a valid reason, please notify the instructor prior to the class.

EXAMS

Both, midterm and final exams are structured as written essay to answer the given questions. Each exam includes six questions. The essay must be written clearly and easy to read, structurally with clear logical presentation of the answers. Graphs, charts, tables, and other supporting illustrations are required if needed. Examples to illustrate the answers are required.

The exams are neither “open book” nor “open notes.” The final exam is comprehensive, i.e. includes the whole course.

Cheating in exam results in immediate termination of the exam, grade “F” with ZERO points, and report to the dean.

The instructor reserves the right to replace the written exam with a verbal exam if finds appropriate.

GRADING

All activities will be graded according to the points as shown below.

| Grade | A | A- | B+ | B | B- | C+ | C | C- | D+ | D | F |
|--------|--------|-------|-------|-------|-------|-------|-------|-------|-------|-------|------|
| Points | 93-100 | 90-93 | 87-89 | 83-86 | 80-82 | 77-79 | 73-76 | 70-72 | 67-69 | 60-66 | 0-59 |

In exams, every answer is graded by points from 0 to 100 and the total points for an exam are calculated as the average of the points received for all answers in the exam. 95 points are given for an excellent but standard answer. To receive points above 95, a student has to show impressive knowledge beyond just normal expectations.

The final grade for the course will be given as the total weighted score for all activities according to the percentage shown in the table below.

| Activity | Time | Percent |
|--|-------------------------------|---------|
| Quizzes, home tasks, other assignments, and classroom activities | Every week | 20% |
| Course project | | 20% |
| Mid-term exam | In the middle of the course | 30% |
| Final exam | In two weeks after the course | 30% |

If both grades for the midterm and final exams are “F” the term grade for the course is “F” regardless of the grades for the project, home tasks, attendance, and other activities.

NO MAKE-UP WORK

Assignments are to be completed on time during the course. Late assignments will result in a reduced grade. Mid-term and final exams and group presentations cannot be made up if missed unless there is a documented emergency.

COURSE SCHEDULE

| # | Date | Topic | As in lectures |
|----|--------|---|------------------|
| 1 | 22-Aug | (a) About the Course (b) Nature of Research | Ch. 1 |
| 2 | 29-Aug | (a) Methodology of Research (b) Research Process | Ch. 2 Ch. 3 |
| 3 | 5-Sep | (a) Selecting Research Problem (b) Data Search, Bibliography, and Review of Literature (c) Project Review | Ch. 4 Ch. 5 |
| 4 | 12-Sep | (a) Hypotheses (b) Developing Research Design | Ch. 6 Ch. 7 |
| 5 | 19-Sep | (a) Writing Research Proposal (b) Project Review | Ch. 8 |
| 6 | 26-Sep | (a) Data Collection and Measurements (b) Project Review | Ch. 9 |
| 7 | 3-Oct | (a) Probability (b) Expectation and Risk | Ch. 10 Ch. 11 |
| 8 | 10-Oct | (a) Statistics (b) Sampling (c) Project Review | Ch. 12 Ch. 13 |
| 8 | 17-Oct | Midterm Exam | Ch. 1 - 14 |
| 10 | 24-Oct | (a) Survey (b) Comparative Analysis (c) Project Review | Ch. 14 Ch. 15 |
| 11 | 31-Oct | (a) Deriving Conclusions (b) Writing Research Report (c) Project Review | Ch. 16 Ch. 17 |
| 12 | 7-Nov | (a) Plagiarism (b) Research Ethics | Ch. 18 Ch. 19 |
| 13 | 14-Nov | (a) Defending Project and Publishing Papers (b) Project Review | Ch. 20 |
| | 21-Nov | Thanksgiving Break | |
| 14 | 28-Nov | Comprehensive Final Exam | Ch. 1 – 20 |
| 15 | 5-Dec | Course Project Presentations | |

CHEATING AND PLAGIARISM

Cheating is the actual or attempted practice of fraudulent or deceptive acts for the purpose of improving one's grade or obtaining course credit. Acts of cheating include, but are not limited to, the following:

- (a) plagiarism;
- (b) copying or attempting to copy from others during an examination or on an assignment;
- (c) communicating test information with another person during an examination;
- (d) allowing others to do an assignment or portion of an assignment;

(e) using a commercial term paper service.

Cheating or plagiarism will result in zero points and letter grade F for an assignment, project, or exam and a report of the incident to the Dean of Students, who may place related documentation in a file. Repeated acts of cheating may result in an F in the course and/or disciplinary action.

LETTERS OF RECOMMENDATION

Letters of recommendation will be provided upon request to students, who have completed all course requirements and received grade “A” for the course.

CENTER FOR TEACHING AND LEARNING

Assignments and projects require students to actively use resources of the library. A detailed guide to business resources of the library as well as the description of Lincoln University approach to information literacy are available at the [Center for Teaching and Learning](http://ctl.lincolnuca.edu) website (ctl.lincolnuca.edu).

OTHER COMMENTS

- Please participate. What you put into the class will determine what you get out of it – and what others get out of it.
- Please come on time. Late arrivals disturb everyone else.
- If you miss a class, you are responsible for getting notes/slide printouts on the material covered from a classmate or the instructor.
- To avoid distracting noise in class, cellular phones must be turned off or the ringing mode silenced.
- Questions and comments during the class are welcome. Do not hesitate to ask questions – do not leave anything unclear for you.

COURSE LEARNING OUTCOMES

| | Course Outcome | Program LO | Institutional ILO | Assessment |
|---|--|------------|------------------------------|--|
| 1 | Demonstrate an understanding of the scientific method as well as requirements for a high-quality research. | PLO 2 | ILO 1b, ILO 2b ILO 4b | Case studies, home tasks, quizzes, midterm/final exam |
| 2 | Be able to clearly communicate research purpose, methods, and results to all relevant stakeholders. | PLO 3 | ILO 2b, ILO 7b | Course project |
| 3 | Clearly identify a business problem and propose research activities that aid decision-making. | PLO 4 | ILO 4b, ILO 5b, ILO 6b | Case studies, home tasks, quizzes, course project |
| 4 | Develop and implement a framework for collecting and analyzing data relevant to a business decision; be familiar with major research designs, approaches, and methods. | PLO 5 | ILO 1b, ILO 2b, ILO 4b | Home tasks, quizzes, course project |
| 5 | Analyze the ethical implications of research process and be able to | PLO 6 | ILO 3b | Home tasks, quizzes, midterm/final |

| | | | | |
|--|--|--|--|----------------------|
| | formulate effective and rigorous research strategy | | | exam, course project |
|--|--|--|--|----------------------|

MODIFICATION OF THE SYLLABUS

The instructor reserves the right to modify this syllabus at any time during the semester. Announcements of any changes will be made in a classroom.