

## Introduction to Management Research

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### Course Tutor

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### Course aims

This course aims to endow first year PhD candidates with the fundamental knowledge and understanding for planning, designing, and evaluating a research project and writing a paper.

At the end of this course, students will:

- Understand what theory is and what theory is not
- Be aware of the central decisions in the research process
- Be able to design a research project
- Be able to communicate their research

### Course outline

- The research process
- Epistemology and philosophical views
- Theory and observation
- Deduction, induction and theory construction
- Research questions and hypotheses
- Research designs (quantitative and qualitative)
- Measurement and sampling
- Doing management research

### Course rules

- Most importantly: have fun.
- Attend classes and participate.
- Prepare an extended abstract of your (planned) research (for details see Student assessment).
- Give feedback. Your feedback is highly welcome. We continuously improve this course based in your opinions. Please approach us in or after course or email us.

## Student assessment

Assessment of students will be based on class participation (75%) and writing and presenting an extended research abstract (25%). The extended abstract will be a description of your (planned) research project, either an individual research project as part of a cumulative PhD dissertation or the description of the entire dissertation project. The description should motivate the (planned) research project. It should outline and justify the methodological approach, list the expected findings, and discuss the intended theoretical contribution. The abstract should not exceed 1,000 words. We highly recommend to have the abstract ready at our first meeting.

Missing one class will not affect your grade. Missing class twice unexcused will lead to an automatic downgrading. If you miss class three times, you fail automatically.

## Course schedule

### Day 1

- 09:00-10:30 The groundwork: epistemology, theory, methodology
- 10:30-10:45 Break
- 10:45-12:15 Theory and observation
- 12:15-13:15 Lunch break
- 13:15-14:45 Induction and deduction
- 14:45-15:00 Break
- 15:00-16:30 Research questions and abstract

### Day 2

- 09:00-10:00 Hypotheses
- 10:00-10:15 Break
- 10:15-11:15 Research designs
- 11:15-11:30 Break
- 11:30-12:15 Measurement and scaling
- 12:15-13:15 Lunch break
- 13:15-14:45 Quantitative research I
- 14:45-15:00 Break
- 15:00-16:30 Quantitative research II

### Day 3

- 09:00-10:30 Quantitative research III
- 10:30-10:45 Break
- 10:45-11:45 Reviewing papers
- 11:00-11:15 Break
- 11:15-12:15 Students' extended abstract short presentations I
- 12:15-13:15 Lunch break
- 13:15-14:45 Generating causal evidence by economic experiments and computational modeling
- 14:45-15:00 Break
- 15:00-16:30 Qualitative research

#### Day 4

- 09:00-10:30 Students' extended abstract short presentations II
- 10:30-10:45 Break
- 10:45-12:00 Wrapping up

#### Next seminar

The next seminar takes place July 09 to 12, 2018 (Monday to Thursday).

#### How to attend?

To apply, please send a short note to [michael.zaggl@tum.de](mailto:michael.zaggl@tum.de) stating your name, PhD topic, and supervisor. We assign places on a first come first served basis. Please apply by June 1, 2018.