



# Lincoln University

## BA 306 – Business Research Methodology

### COURSE SYLLABUS

Fall, 2016

**Professor:** Prof. Sergey Aityan, PhD, DSc  
**Lecture Schedule:** Tuesday, 12:30 PM – 3:15 PM  
**Credits:** 3 units (45 lecture hours)  
**Office Hours:** Monday, Tuesday and Thursday, 11:15 AM – 12:15 PM  
Students are advised to schedule appointments by signing their names on the appointment list which is located on the information board next to the professor's office that will ensure exact appointment time without waiting.  
**e-mail:** [aityan@lincolnuca.edu](mailto:aityan@lincolnuca.edu)  
**☎:** (510) 628-8016  
**Assistant to the Instructor:** Olesya Agafontseva  
**e-mail:** lesechkin@gmail.com

**Textbook:**

- 1. Course lectures notes:**  
Sergey Aityan (2016), "Business Research Methodology," the online course notes on <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. Students can save a significant amount of money by purchasing older editions of the book \*\*\*

**Last Revision:** January 9, 2016

### 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 45 or BA 241, BA 301, BA 304

**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.

**PROCEDURES AND METHODOLOGY**

Lecture method is used in combination with supervised exercises and business case study. The emphasis will be on learning by doing. Every student must participate in an intensive classroom activity, must complete home tasks, business-case studies, course projects, and take quizzes and exams.

Students must complete all assignments and take all quizzes, mid-term and final exams on the **dates due**. Late submission of 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.

Plagiarism in any activity will result in grade “F” with zero points and a report to the administration.

**COURSE PROJECT**

Every student must complete and submit a 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. Exams will cover all assigned chapters, any additional readings or supplementary materials covered in class. The final exam is comprehensive, i.e. includes the whole course. The exams are neither “open book” nor “open notes”.

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	94-100	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.

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	Last week of 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.

**COURSE SCHEDULE**

#	Date	Topic	Chapters as in lectures
1	19-Jan	(a) About the Course (b) Nature of Research	Ch. 1
2	26-Jan	(a) Methodology of Research (b) Research Process	Ch. 2 Ch. 3
3	2-Feb	(a) Selecting Research Problem (b) Data Search, Bibliography, and Review of Literature (c) Project Review	Ch. 4 Ch. 5
4	9-Feb	(a) Hypotheses (b) Developing Research Design	Ch. 6 Ch. 7
5	16-Feb	(a) Writing Research Proposal (b) Project Review	Ch. 8
6	23-Feb	(a) Data Collection and Measurements (b) Project Review	Ch. 9
7	1-Mar	(a) Probability (b) Expectation and Risk	Ch. 10 Ch. 11
8	8-Mar	(a) Statistics (b) Sampling (c) Project Review	Ch. 12 Ch. 13
	15-Mar	Easter Break – No classes	

9	22-Mar	Midterm Exam	Ch. 1 - 14
10	29-Mar	(a) Survey (b) Comparative Analysis (c) Project Review	Ch. 14 Ch. 15
11	5-Apr	(a) Deriving Conclusions (b) Writing Research Report (c) Project Review	Ch. 16 Ch. 17
12	12-Apr	(a) Plagiarism (b) Research Ethics	Ch. 18 Ch. 19
13	19-Apr	(a) Defending Project and Publishing Papers (b) Project Review	Ch. 20
14	26-Apr	Comprehensive Final Exam	
15	3-May	Course Project Presentations	Ch. 1 – 20

### **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.

### **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.