



LINCOLN UNIVERSITY

BA 399 – MBA Research Project

Fall 2017 Course Syllabus

CREDIT HOURS:	3 units (135 hours of research) and can be extended to another semester with 1 unit
INSTRUCTOR (ADVISOR)	To be selected by students and approved by the Program Director or the Chief Academic Officer
CONTACT INFORMATION & HOURS:	To be arranged by the advisor
COURSE TIME & LOCATION:	Self-Study
PREREQUISITES:	GPA 3.2 or above, program director's permission, completion of BA 306 and preferably BA 380
TEXT & MATERIALS:	Research materials appropriate for the topic selected
REFERENCE MATERIALS:	As research demands

COURSE DESCRIPTION:

A primary research-oriented study of some chosen business problem or practice, or development of an original theoretical concept, under the close supervision of an instructor. The student regularly confers with the faculty advisor who permits the report for a presentation for a committee. The course results in a presentation for a committee. It is normally taken during the last term of the program. (3 units)
Requirements: GPA 3.2 or above, program director's permission, completion of BA 306 and preferably BA 380

Grade: CR or NC only

COURSE LEARNING OUTCOMES:

Upon successful completion of the MBA thesis or MBA project, the student will:

- Demonstrate the knowledge gained throughout the graduate program and apply the knowledge to a relevant management or policy problem by conducting the thesis research.
- Produce a thesis or project presentation that demonstrates critical thought, exhibits a level of analysis appropriate to a Master's degree, and displays a high level of professionalism and competence in its presentation.
- Understand how to apply their acquired knowledge to analysis, synthesis and evaluation activities encountered in their workplace.
- Become more informed on the current literature in the topic of study and the applicability to current issues in the workplace.
- Understand how the new knowledge plays out in their professional growth plans.
- Obtain professional experience on the special topic of study and know how to relate it to the real workplace.

Assessment is based on the written dissertation and presentation.

COURSE METHODOLOGY OUTLINE:

With the advisor's approval, the student will select a topic and approach to the project. Possible approaches include but are not limited to:

- Case Study
- Program Evaluation
- Management Analysis Study
- Policy Analysis Study
- Strategic Plan
- Cost-Benefit Analysis
- Marketing Plan
- Needs Assessment

Acceptable methodologies include but are not limited to:

- Surveys
- Content Analysis
- Performance Measurement
- Forecasting
- Observation
- Quantitative Data Analysis

COURSE PROCEDURES AND REQUIREMENTS:

Each student must follow a standard multi-step process to complete the research project. The steps consist of the following:

1. Consider and select a topic. Decide on the Thesis or Project option.
2. Consider and select a faculty advisor.
3. During the initial registration, students taking this course should submit a **Proposal Approval Form*** filled in by the student and by the proposed advisor, to the Records Office. (*The form is available at the Records Office.)
4. During the research project terms, students should submit the **Progress Form*** to the Records Office twice at the appropriate times (described in the form), filled in and signed by the advisor. (*The form is available at the Records Office.)
5. The extension of the research project to the second term is allowed only if at least 60% of the work has been completed at the end of the initial research project term. If the achieved percentage is less than 60%, a grade Y (no basis for grade) or NC (no credit) will be given for the course. In such cases, students wishing to continue the research project in the subsequent term will have to re-register 3 units for the course in that term.
6. If the students change either the research project topic or the advisor, they must re-register the course as stated above in 5.
7. If the achieved percentage is 60% or above in the first research project term, and if the students wish to continue the project with the same topic and the advisor, the course can be extended for one additional term with 1 unit.

MBA Thesis Option

1. Write Chapter One and receive preliminary approval from the advisor.
2. Conduct a literature review and write Chapter Two.
3. Develop methods section and data collection instruments and techniques.
Write Chapter Three.
4. Submit Chapters One through Three to the advisor for approval.
5. Conduct the sampling and data collection.
6. Analyze the data and write Chapter Four.
7. Write Chapter Five.
8. Write the Abstract.
9. Complete and submit the thesis and the Abstract to the advisor for review.
10. Obtain the advisor's approval for the thesis.
11. Schedule a defense/presentation with the advisor and the Records Office at least **two weeks** prior to the date for the planned presentation. Submit the required photocopies of the thesis.
12. Give an oral presentation to a Graduate Committee.
13. Make all corrections if required or suggested by the Committee, and submit final thesis.

MBA Project Option

1. Conduct a literature review with regard to the topic selected.
2. Create a timeline for completion of milestones that will enable the student to complete the project on time.
3. Write a project proposal and secure approval from the advisor with regard to the timeline and proposal. The proposal must consist of:
 - A detailed statement of the rationale for the project, identifying approach and method.
 - A list of the parts of the project.
 - A plan for the revision or production of the parts of the project.
 - A timeline for the completion of the parts of the project.
4. Consult with the advisor regarding the subject matter of the required oral presentation.
5. Complete and submit the project report and the Abstract to the advisor for review.
6. Obtain the advisor's approval for the project report.
7. Schedule a defense/presentation with the advisor and the Records Office at least **two weeks** prior to the date for the planned presentation. Submit the required photocopies of the report.
8. Give an oral presentation to a Graduate Committee.
9. Make all corrections if required or suggested by the Committee, and submit final report.

EVALUATION:

Thesis/Project Report: 100%

Each student will complete and submit a thesis or a project report, and give an oral presentation to the Graduate Committee for evaluation. A grade of **CR or NC only** will be given.

Graduate Internship Advisor List

<i>BA 391 (International Business)</i>	<i>BA 392 (Finance Management and Investments)</i>	<i>BA 393 (General Business)</i>	<i>BA 394 (Human Resources Management)</i>	<i>BA 395 (Management Information Systems)</i>
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Dr. Sergey Aityan	Dr. Sergey Aityan	Dr. Sergey Aityan	Dr. Arthur Ashurov	Dr. Sergey Aityan
Dr. Alexander Anokhin	Dr. Marshall Burak	Dr. Alexander Anokhin	Dr. Pete Bogue	Dr. Harpal Dhillon
Dr. Arthur Ashurov	Dr. Aharon Hibshoosh	Dr. Arthur Ashurov	Dr. Marshall Burak	Dr. Walter Kruz
Dr. Pete Bogue	Prof. Albert Loh	Dr. Pete Bogue	Dr. Ken Germann	Dr. Miron Yoffe
Dr. Marshall Burak	Dr. Gary Mingle	Dr. Marshall Burak	Dr. Mike Guerra	
Dr. Harpal Dhillon	Prof. Dan Sevall	Dr. Harpal Dhillon	Dr. William Hess	
Dr. Ken Germann	Dr. Miron Yoffe	Dr. Ken Germann	Dr. Igor Himelfarb	
Dr. Mike Guerra		Dr. Mike Guerra	Dr. Tesfaye Ketsela	
Dr. Aharon Hibshoosh		Dr. William Hess	Dr. Walter Kruz	
Dr. Igor Himelfarb		Dr. Aharon Hibshoosh	Prof. Albert Loh	
Dr. Tesfaye Ketsela		Dr. Igor Himelfarb	Dr. Richard Rachlin	
Dr. William Musgrave		Dr. Tesfaye Ketsela		
Dr. Richard Rachlin		Dr. Walter Kruz		
Dr. Allan Samson		Prof. Albert Loh		
Dr. William Musgrave		Dr. William Musgrave		
Prof. Dan Sevall		Dr. Allan Samson		
Dr. William Hess		Prof. Dan Sevall		
		Dr. Miron Yoffe		

APPENDIX. Program and Institutional Learning Outcomes.

Institutional Learning Outcomes (ILOs)	
<i>MBA Graduates of Lincoln University should be able to:</i>	
1b	Recognize and be able to work with the components of reasoning and problem solving; understand concepts, assumptions, purpose, conclusions, implications, consequences, objections from alternative viewpoints, and frame of reference.
2b	Gather and assess relevant information, using abstract ideas to interpret it effectively; to develop well-reasoned conclusions and solutions, and test them against relevant criteria and standards
3b	Be exemplary business professionals and try to ensure that the products of their efforts will be used in socially responsible ways, will meet social needs, and will avoid harmful effects to health and welfare
4b	Lead by example in order to create highly collaborative organizational environment, and be able to develop and use strategies to encourage employees at all organizational levels to do the same.
5b	Set goals and have a vision of the future. The vision should be owned throughout the organization. As effective leaders, they should habitually pick priorities stemming from their basic values.
6b	Continually look for, develop, and offer new or improved services, and be able to use original approaches when dealing with problems in the workplace.
7b	Demonstrate fluency in the use of tools, technologies and methods in the field. They should know how to evaluate, clarify and frame complex questions or challenges using perspectives and scholarship from the business discipline.

Program Level Outcomes (PLOs)	
<i>Students graduating our MBA program will be able to:</i>	
1	Develop and exhibit applied and theoretical knowledge in the field of management and business administration
2	Use theoretical knowledge and advanced problem-solving skills to formulate solutions and identify risks in the following fields: international business, finance management, general business, human resources management, management information systems, marketing management
3	Communicate within a highly specialist environment that allows the presentation of critiques of complex strategic matters
4	Demonstrate autonomy, creativity, and responsibility for managing professional practices
5	Demonstrate leadership and set strategic objectives for team performance
6	Identify ethical issues/problems in business organizations and reach decisions within ethical framework

Revised: August 15, 2017

MEMORANDUM

To: All Students Enrolling in BA 399

From: Dr. Marshall J. Burak, Director of Graduate Programs

Subject: BA 399 Activity; Process and Notes

Be certain first that you have completed BA 306 – Business Research Methodology; this course must be completed before the semester in which you enroll in BA 399 and before beginning the MBA Research Project.

Also, be sure to read the *MBA Thesis Manual* for step-by-step guidelines on writing a BA 399 paper. The manual (pdf) is available for download from the LU website:

<http://www.lincolnuca.edu/studentlife/researchassist>

Unless an advisor indicates otherwise, students should use the APA Style (www.apastyle.org) for citing references and formatting his or her thesis.

- A) After determining who your project advisor is, it is necessary to meet with him or her and arrange for a research topic suitable to your interests. **DO NOT DO THIS ALONE**; you must do this with your advisor, benefiting from his/her assistance and approval.

It is expected and you should, all during this “research” semester, be in frequent contact with your advisor, meeting at least once every two weeks. E-mails and telephone discussions are useful, but your written progress should be seen by your advisor and such work discussed face-to-face, as you both examine written materials.

The research does not have to test hypotheses; it can be exploratory or normative research, or it can be descriptive. It must, however, follow the topical sequence set forth in part “C” below. And it should involve a comparison of some sort.

Any departure from this firm requirement must be approved by your advisor and by the Program Director, preferably early in the semester.

- B) You will next have to compose an Outline based on the sequence listed in part C below. Your advisor can assist you on this, as it will represent your full plan for completing the Research Project. At this point in your progress, a copy of this Outline must be given to the Program Director.
- C) Listed below is the sequence which all Research Projects must follow, regardless of field of study, and which will form the basis of your Outline, each one standing as a separate section or chapter of your research report:

- I. Introduction
 - a. Statement of the Problem
 - b. Purpose of the Study
 - c. Delimitations (not “limitations”)
 - d. Definitions of Terms
- II. Review of Literature (Studies, other related research, parts of journal or newspaper articles, parts of books, etc., which relate to your research topic)
- III. Research Design, with supporting rationale (Any questionnaire form would be included here)
- IV. Collection of the Data
- V. Report of Findings (only). Comparisons shown here
- VI. Analysis of Findings. Comparisons evaluated here only
- VII. Conclusions (and Recommendations, if desired)
- VIII. Bibliography (This would also include references of newspaper articles, dates of telephone or personal conversations with subjects and/or relevant experts, etc.)
- IX. Appendix (Maps, charts, diagrams, reprinted copies of relevant articles from newspapers, books, etc.)

All students should know this sequence and its importance from having studied it in BA 306. Skipping or avoiding the sequence, or ignoring parts of it in the report’s final form on the day of presentation will result in the presentation being only a “presentation” and not a defense of research. No grade will be given until the work is re-written according to the above sequence.

- D) Once a thesis has been accepted by an advisor, the advisor will email it to LU Library. The library will then submit the paper to www.turnitin.com, which will process it and produce an “Originality Report”. Before giving final approval, the advising professor will review the Originality Report to confirm that the content is original or has been properly cited.
- E) Upon final approval, the advising professor is to arrange the presentation date with the Records Office. Inform the Records Office at least **two weeks** prior to the date you want to present your research. If much delay occurs, the effort can be continued on into a succeeding semester by registering then for one credit hour.
- F) When your presentation schedule is arranged, you will have to prepare a total of **seven copies** of your Research Project report (thesis) of the final version; **five of them should be submitted to the Records Office as soon as possible**, and bring the other two copies on your presentation day.
- G) Upon passing the thesis defense, you are responsible for providing LU Library with two hard copies and an **electronic copy** (via email, CD or flash drive) of your thesis for archival purposes.

BA 399 – MBA Research Project

List of Recent BA 399 Thesis Titles Available at the LU Library

1. Business Plan for Dee-Tox Instant Powder
Author: Pischaya Harnkulawat
Fall 2013
2. Business Plan for Jen's Thai Ice-Cream Shop in Downtown Mountain View
Author: Jarinya Piysantisuk
Spring 2013
3. Comparative Analysis of Credit Card System in China and the United States of America
Author: Wei Lan
Spring 2013
4. Business Plan for Ugalz Ecological Restoration Consulting Company in Mongolia
Author: Tserenbaatar Bayasgalan
Spring 2013
5. Assessment of the Internationalization Capabilities of Nigerian Banks' Pre and Post Consolidation
Author: Adeniran Oluyemisi Ayinke
Spring 2013
6. Chinese Investment in Tanzania's Construction Industry:
Is it for country profit or long-term dependency?
Author: Shubi Happiness Mulima
Spring 2013
7. Profitable and Ethical:
How can multinational enterprises improve safety conditions in Bangladesh ready-made garment sector without losing money?
Author: Ommi Towhida Snigdha
Fall 2013
8. Business Plan for Nursing Homes in Thailand
Author: Suratsawadee Wanichdee
Spring 2013