COURSE OVERVIEW

This doctoral course focuses on important aspects of designing interesting, rigorous research projects. We will start the semester with a focus on interesting research questions and the importance of conducting research that provides a meaningful contribution to knowledge. During this section, we will consider the importance of the audience, discuss possible target journals, and review the nature of research designs in top journals. We will then move to the art of crafting hypotheses that allow students to answer their research questions. This discussion will involve consideration of not only relevant variables (independent and dependent) but also the importance hypothesis language, which dictates the nature of study designs. After issues related to theory are addressed, we will consider the various approaches to executing studies with a specific focus on causal inferences, triangulation, and validity. Special attention will be given to issues related to using human subjects and the role of the Institutional Review Board. At the end of the course, students will have a better understanding of how to design research projects that are cohesive, executable and provide a clear contribution to the literature.

GRADING

10% Assignment 1: Find 5 articles from a top journal in your field - Due Sept 10th
10% Assignment 2: Write 10 research questions Due Sept 30th
20% Assignment 3: Write 10 hypotheses Due Oct 20th
30% Assignment 4: Write a five page grant proposal Due Dec 1st
10% Assignment 5: Write a review of your classmate’s proposal Due Dec 10th
20% Participation/Discussion Leader

RBS FACULTY PRESENTATIONS

This semester, we will have a monthly presentation from professors across the Rutgers Business School departments on Thursdays at noon (9/10, 10/8, 11/12). I encourage you to attend these sessions and read the papers for that day. We will discuss the presentations in class that day.

READINGS

Most required readings will be posted to our GOOGLE GROUP. A handful of readings will be provided in class. Please come prepared to discuss the readings on Tuesday. Many sessions include a list of further readings on the topic but such reading is not required nor is it exhaustive. ‘Further Readings’ are meant to provide direction for those who plan to build on a topic for their final paper. EACH WEEK I’LL POST QUESTIONS TO GUIDE YOUR READING (you don’t need to submit your answers to me).
Week 1: Research in Context: The impact of research (9/1-9/3)


Week 2: Who is your audience? (9/10)

**ASSIGNMENT 1 DUE:** Find 5 articles from one of the top journals in your field published in 2008-09. Post the articles to our Google Group.

**September 10th** RBS presentation at noon – ATTEND & READ THE PAPER

4. Entrepreneurship Journals:
5. Financial Times Business Education - Top 40 journals [spreadsheet]

Week 3: The purpose of research (9/15-17)

Weeks 4: The anatomy of a journal article (9/22-24)

3. Review the author guidelines of some top journals:
   a. AMJ: http://journals.aomonline.org/amj/contributor_information.html
   b. ASQ: http://www.johnson.cornell.edu/publications/asq/contributors.html
   c. SMJ: http://www3.interscience.wiley.com/journal/2144/home/ForAuthors.html
   e. JAP/JPSP: http://www.apa.org/journals/authors/all-instructions.html#prep
   f. OBHDP: http://www.elsevier.com/wps/find/journaldescription.cws_home/622929/authorinstructions
   g. JBV: http://www.elsevier.com/wps/find/journaldescription.cws_home/505723/preface1
   h. JCR: http://jcr.wisc.edu/newguidelines.pdf
   j. AOS: http://www.elsevier.com/wps/find/journaldescription.cws_home/486/authorinstructions
   k. JAR: http://www.wiley.com/bw/submit.asp?ref=0021-8456&site=1
   m. JAE: http://www.elsevier.com/wps/find/journaldescription.cws_home/505556/authorinstructions

Week 5: Developing your Research Question (9/29-10/1)

ASSIGNMENT 2 DUE: Using the 5 articles you chose for Assignment 1, write 5 research questions that extend the research presented in the articles. Write another 5 research questions using recent news articles. Email me your questions by the evening of 9/30.

Weeks 6: What's your theory? (10/6-10/8)

October 8th  RBS presentation at noon – ATTEND & READ THE PAPER


Weeks 7: What’s your theory? Continued (10/13-15)


Week 8: Writing Testable Hypotheses (10/20-22)


**ASSIGNMENT 3 DUE: Using an explicit theoretical lens, write 5 hypotheses that relate to 1 of your research questions from Assignment 2.**

**WEEK 9: Variables that cut across disciplines (10/27-29)**

5. Molina-Morales & Martínez-Fernández. 2009. Too much love in the neighborhood can hurt: how an excess of intensity and trust in relationships may produce negative effects on firms. *Strategic Management Journal* [James]

**WEEK 10: Meta-analyses (11/3-5)**

WEEK 11: Constructing study designs that will allow you to test your hypotheses (11/10-12)

November 12th RBS presentation at noon – ATTEND & READ THE PAPER


WEEK 12: Constructing study designs that will allow you to test your hypotheses (11/17-19)


WEEK 13 Conducting research with Human Subjects (11/24)

1. Rutgers Office of Research & Sponsored Programs http://orsp.rutgers.edu/Humans/default.php
2. Human Subject Certification Program: http://orsp.rutgers.edu/Humans/hscp.php
WEEK 14 - 15: FINAL PROJECTS (12/1-12/10)

Assignment 4 DUE: Create a grant proposal that involves 2 different study designs which will allow you to test your hypotheses.

PRESENTATIONS (bring 2 copies of your proposal)


DECEMBER 10: Assignment 5 DUE - Submit a review of your peer’s proposal