

MANAGEMENT PHD PROSEMINAR

B9712

Fall 2010

Wednesdays 9:15am -12:15pm

Uris 328

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COURSE PURPOSE

The Proseminar Course B9712 serves two important functions. First, it exposes you to the ongoing research of our faculty. Second, it familiarizes you with the craft of research. Faculty members in the division will present one of their own research papers and hold a 'behind the scenes' discussion of the production process, including finding a research problem, operationalizing it, designing research, collecting data and writing a journal article.

COURSE FORMAT

The class will be primarily discussion based. Each week, you will be assigned a package of 2-3 papers from the faculty member presenting that week. You are expected to read the papers, to reflect on the implications of the findings, and to generate at least three discussion questions by noon, the Tuesday before the faculty member's visit.

There will be small written assignments, submitted electronically, which will give you an opportunity to think about your research plans. These steps may be applicable to a future summer paper, thesis study, or early publication. I encourage you to use these assignments to extend projects that you may be working on in other courses or seminars, and also to make connections with relevant faculty. You will have access to each other's electronic submissions, and I expect you to give each other constructive written feedback. (You will learn from developing critical feedback on your peers' work.) Most importantly, you should use these assignments as a springboard for ongoing dialog with colleagues about your research.

COURSE REQUIREMENTS

You need to (a) attend all sessions and do the assigned readings before each session; (b) e-mail three questions to the presenter by Noon on the day before class; (c) complete the assignments detailed below for the days on which they are assigned; (d) give each other some constructive comments on assignments.

Grading will be weighted as follows:

Class Participation	50%
Completion of Assignments	50%

CLASS ASSIGNMENTS (All Assignments to be Submitted on ANGEL)

- **Assignment 1**

Complete IRB training online if you have not done it already.

- **Assignment 2**

Choose one research question that you want to investigate. If you cannot think of a research question, pick an area of research that you are interested in. Outline the research question or area of research (in one or two pages maximum) and indicate why it interests you.

- **Assignment 3**

Write a brief review of the literature that is most relevant for your research. Identify your main audience and why they would find your question interesting. (This review should not exceed four pages.)

- **Assignment 4**

Propose a theory that addresses the research question that interests you. You should be able to capture the main idea with a sentence or two. Discuss how your theory is different from other existing theories, and the logic that led you to conceive the theory. (A couple of paragraphs will suffice.) Outline at least one testable hypothesis that may be derived from your proposed theory. Also indicate the null hypothesis and why the null is compelling or considered conventional wisdom.

- **Assignment 5**

Consider possible empirical contexts or data sources that would allow you to test your hypotheses. What would be your ideal context/data? What are the difficulties in obtaining these data or running the ideal experiment? Talk to at least one faculty member or advanced doctoral student who has worked with a setting that is most similar to your ideal setting, and ask about any tips or stories that they can share with you.

- **Assignment 6**

Write an outline for a paper based on your answers to the previous assignments. State the research question, show why it is interesting, review the existing literature, propose your theory or argument, state your hypotheses, and plan for your empirical setting and data collection.

FALL 2010 PROSEMINAR SCHEDULE (TENTATIVE)

	TUESDAY	WEDNESDAY	FRIDAY
Week of 9/6		POSTPONED	
Week of 9/13	Submit questions for speaker	Bruce Kogut	
Week of 9/20	Submit questions for speaker	Casey Ichniowski	
Week of 9/27	Submit questions for speaker	Tory Higgins	
Week of 10/4	Submit questions for speaker	James Kitts	
Week of 10/11	Submit questions for speaker	Modupe Akinola Malia Mason	<i>Assignment 1 Due</i>
Week of 10/18		HOLIDAY <i>Assignment 2 Due</i>	
Week of 10/25		POSTPONED <i>Assignment 3 Due</i>	
Week of 11/1	Submit questions for speaker	Michael Morris	
Week of 11/8	Submit questions for speaker	Joel Brockner	<i>Assignment 4 Due</i>
Week of 11/15	Submit questions for speaker	Paul Ingram	
Week of 11/22		HOLIDAY <i>Assignment 5 Due</i>	
Week of 11/29	Submit questions for speaker	Ernesto Reuben Stephan Meier	Ph.D. Panel
Week of 12/6	Submit questions for speaker	Sheena Iyengar	<u>Presentations</u>
Week of 12/13		<i>Assignment 6 Due</i>	