

COURSE INFORMATION

Course title:	Marketing Research	Credits:	1.5
Course code:	BAMA508	Class location:	BAMA508 DD1; DD2 HA132
Session, term, period:	2023S Period 2	Class times:	Tues/Thurs DD1 10-12pm; DD2 2-4pm
Section(s):	DD1; DD2	Pre-requisites:	n/a
Course duration:	July 24 – Sept 2, 2023	Co-requisites:	n/a
Division:	Marketing		
Program:	MMDD		

INSTRUCTOR INFORMATION

Instructor:	Cluny South, PhD	Office location:	HA584B
Phone:	Cell: 778-988-9486		
Email:	Cluny.south@sauder.ubc.ca	Office hours:	In person Thursday 12.15-1.15pm and by apt. Remote Office Hours by apt: https://ubc.zoom.us/j/7789889486

Teaching assistants: Lyra Shi & TBA

COURSE DESCRIPTION

This course is designed to expose students to concept of marketing research and to provide practice in conducting and evaluating it. You will gain a general understanding of research issues, learn to appreciate the complexity of research design, gain practice at analyzing statistical data, and acquire the skills needed to design specific types of marketing research. The latter portion of the course will draw on the use of SPSS statistical software, so you are advised to review this and equip yourself as necessary early on.

Many class sessions are interactive, requiring student participation in discussions and activities. These activities are designed to help you relate the concepts learnt in the classroom to the practical realities of conducting research. You will also be required to complete a variety of assignments throughout the course.

Your final grade will reflect not only your comprehension of marketing research concepts and techniques, but also the quantity and quality of your class participation and class assignments. The pace of the course is quite brisk, with new topics being introduced each class. Material introduced will build on previous topics. It is essential that you come thoroughly prepared for class each day.

COURSE FORMAT

Classes will be in-person and will be delivered during the scheduled class times. Class time will be a combination of lecture, discussion, project worktime and activities.

LEARNING OBJECTIVES

By the end of the course students will be able to

- Design a research program to achieve a specific research objective.
- Identify the appropriate marketing research techniques needed to achieve a research objective.
- Analyze research results with appropriate statistics using statistical software commonly used in marketing research.
- Interpret research findings and make recommendations.

ASSESSMENTS

Summary

<u>Component</u>	<u>Weight</u>
In-class Participation	10 %
Individual Data Analysis Assignment	10 %
Group Project Assignment (3 Deliverables)	50 %
Weekly Thought Discussions (Canvas)	20 %
In-class iClicker Questions	10 %
Total	<u>100%</u>

Details of Assessments

Group Assignments (50%)

There are three group assignments during the term, which are part of the group project. Groups will be formed by the instructor at the beginning of term and will remain the same throughout the term.

Each of these assignments will focus on a different stage of the research process. While some parts of the assignments will be completed in class the majority will be completed as homework. The assignments and respective proportion of your grade appear below:

Group Assignment 1. Exploratory Report & Research proposal (15%)

- Carry out exploratory secondary data research along with primary qualitative research. Report findings.
- Based on your exploratory research identify one or more key business problems, state research objective(s) and questions, and lay out a research plan (4-6 pages)

Group Assignment 2. Survey creation and data capture (15%)

- Design and submit a survey instrument (with identified scales) that will be able to collect the information required for your quantitative research (variable length). Outline your intended sample, including your population of interest, sampling procedure, survey administration method (e.g. in person intercept, online survey etc.) and intended sample size N (2 pages). Collect primary data.

Group Assignment 3. Data description, analysis and final research report (20%)

- Report details of your final sample size and configuration, sampling procedure, survey procedure, response rate, and basic demographic and sample descriptives. Determine and conduct a set of descriptives and data analysis. Report your findings and draw conclusions in a report (5-7 pages plus references and appendix) that includes your key research questions, your descriptives and analysis, graphs/visuals of results, interpretations, managerial recommendations and limitations.

Individual Assignment: Data Analysis SPSS Worksheet (10%)

- Equip yourself for your group data analysis by learning and evidencing a basic understanding of data analysis testing in SPSS. Worksheet will be completed in class time. You will need access to SPSS for the assignment. The assignment will require you to determine which test is appropriate to use to answer a series of questions and to perform the correct test in each case to deliver the test results. You will also be required to report the results in APA style.

In-class Participation (10%)

Learning at this level requires a positive attitude, dedication and, of course, engagement and enthusiasm. All class sessions will be interactive, requiring students to actively participate in class discussions. We all bring experience and knowledge into the classroom, and I expect class participants to share this and benefit from it. Effective class participation includes 1) asking questions about concepts from lectures/ readings that you agree or disagree with; 2) sharing your experience or point of view with the class; 3) building on points raised by others; 4) clarifying issues or 5) relating topics discussed to previous class discussions. Direct student-student interaction is encouraged. Interaction should be both positive and courteous even if opinions differ.

In-person class attendance is crucial. However regular punctual attendance is a necessary, but insufficient, criterion for high-class participation grades. I will start classes on time. If you arrive late your name will be recorded. If you are late more than one occasion you may not be allowed to attend class on the next occasion. Participation is marked on a six-point scale as follows: 0 (unexplained absence), 1 (explained absence), 2 (attendance no obvious contribution/late/MIA), 3 (attendance minimal contribution/ excused permitted absence*), 4 (attendance average contribution) 5 (attendance good contribution) and 6 (full and exceptional contribution). Participation will be marked across a range of asking/answering questions in a thoughtful way in class, as well as in-class activities.

iClicker In-class Quizzes (10%)

During class time there will be regular iClicker questions asked of you to ensure that you are keeping up with assigned reading, and engaging with class materials (including videos). To minimise technical issues please be careful to set up iClicker in advance on a mobile device that you bring to the classroom. Be sure to login to the correct section of class before class begins, and to update your iClicker settings regularly.

Canvas Discussions (20%)

During the course there will be five discussion topics, worth 4% each, posted on canvas to which you are expected to contribute. Discussion comments are graded on the insightfulness of the comment and its

contribution to the general discourse. You are therefore encouraged to read prior comments first to ensure you are not merely repeating a point already made, but are bring up a novel idea or building on prior discussion. Discussions are graded on a 0-4pt scale, with zero being no additional contribution made, or no comment and 4 being very thoughtful insightful or novel well-articulated contribution.

iPeer Evaluations

At the end of the course you will be asked to evaluate your group members on their contributions to the group assignments. You are adults and I expect you to manage your own groups as you would in an organization. In the real world of course group contribution is never going to be perfectly equal. What I ask you to consider is whether you felt overall that, given the tasks required, the distribution of work and effort put in by each group member was fair. If you feel that there was injustice in your group, you may indicate this through the iPeer evaluations. If sufficient evidence is demonstrated that some group members did not contribute reasonably, AND it is shown that attempts were made to include those group members and give them a chance to contribute, then grades for those members will be adjusted down accordingly. Please note that this adjustment may be substantial (i.e. up to 100% deduction) if the evidence clearly demonstrates that a unreasonably poor contribution was made to group work by any individual.

LEARNING MATERIALS

Estimated cost of required materials: \$50.

Required Textbook: McDaniel, C., Gates, R., Sivaramakrishnan, S, & Main, K. (2014). Marketing Research Essentials (2nd Canadian Ed.). Wiley. An older version is also acceptable, though you will need to make the effort to identify the specific pages for the readings yourself, since page numbers will relate to the 2nd edition. You may rent the e-book direct from [Wiley](#) starting at \$50. Amazon is also selling second hand hard copies from \$30 + shipping.

Optional Textbook: Cuttler, C. (2014). A Student Guide to SPSS (2nd Ed). Kendall Hunt. (**Note:** This is a relatively low cost optional resource (\$16-50) with an easy-to-follow guide to help students learn basic data analysis and interpretation using SPSS software. If purchased as new, it comes bundled with a code for a download of SPSS.)

Notes and additional readings will be posted on the course Canvas website.

Other Requirements: SPSS STATISTICAL SOFTWARE CLASSIC INTERFACE Standard Edition (NOT AMOS edition), version #18-29.

SPSS is required for the course from Class 7 onwards. If purchased new, the optional textbook comes bundled with a free limited features download of SPSS version #22 lasting 6 months. The first edition of the textbook comes with an SPSS disc for an older (but still useable) version. Other options are as follows:

- Rent SPSS (approx. \$50 for 2 activations) from one of these sources: [IBM SPSS](#).
- Access SPSS for free via the UBC downloads site following the instructions below:

Active Students at UBC have access to SPSS Statistics (currently version 28 & 29 though the Software Downloads site). To get a license do the following:

1. Go to <http://download.ubc.ca/> scroll down and click on "Download Teaching and Learning Software"
2. Login with your CWL account when prompted.

3. Under the "UBC Licensed Software" section look for "IBM® SPSS® Statistics 28 or 29 (check your operating system compatibility)" and click on this.
 4. Add the product to your cart and check out.
 5. Once installed please follow these instructions: https://ubc.service-now.com/kb_view.do?sysparm_article=KB0014568 when it asks for an activation license key use the Authorization Code that you have received.
 6. What to do if you didn't make a note of the authorization code or have closed the window. In the top right of the UBC Downloads site you can click on "Hello, <your name>" >> "Your Accounts/Orders" >> Under "Orders and Downloads" click on "View Details" to view the Authorization Code/License key.
Note: Any problems contact central UBC IT Service Centre at 604-822-2008 and a phone support agent can assist you with getting SPSS installed and activated or troubleshoot any license key issues.
- SPSS is also available as a 2-week free trial from IBM SPSS directly. Since we will only be working with SPSS for the final 4 classes this could be considered an option.

Please make sure that you access the Classic Interface **not the new AMOS interface**. The Standard edition should be accessed over the Base version, which is extremely limited. The Premium version is not required. Please note the version # of SPSS doesn't essentially matter too much since it hasn't changed significantly since version #18. Do also make sure that when choosing the version # to rent or download (ie between versions # 28 and 29) you choose a version that is compatible with your computer operating system.

Please ensure you have an operational version of SPSS on your computer for class 9 since you will be completing an individual assignment requiring its use. While you may also analyze data using alternative statistical software if you prefer analysis using this software will not be taught or supported in class, and you will need to learn to read and interpret output from SPSS (and will be tested on this in class 9).

COURSE-SPECIFIC POLICIES AND RESOURCES

Missed or late assignments, and re-grading of assessments

Late submissions without prior notice will not be accepted and will receive a grade of zero.

Academic Concessions

If extenuating circumstances arise, please contact the RHL Graduate School program office as early as reasonably possible, and submit an [Academic Concession Request & Declaration Form](https://webforms.sauder.ubc.ca/academic-concession-rhlee) <https://webforms.sauder.ubc.ca/academic-concession-rhlee>. If an academic concession is granted during the course, the student will be provided options by RHL, or by the instructor in consultation with RHL, per [UBC's policy on Academic Concession](#).

POLICIES APPLICABLE TO COURSES IN THE ROBERT H. LEE GRADUATE SCHOOL

Attendance

Excepting extenuating circumstances, students are expected to attend 100% of their scheduled class hours. Absent students limit their own academic potential, and that of their classmates, and cause unnecessary disruption to the learning environment. Students missing more than 20% of the total scheduled class hours for a course (including classes held during the add/drop period) without having received an academic concession will be withdrawn from that course. Withdrawals, depending on timing, could result in a "W" or an "F" standing on the transcript.

COVID-19 Policies for Attendance & Academic Concessions:

If a student feels unwell, they should stay home and send a courtesy email to each impacted instructor and cc their program manager. The student should also submit an [Academic Concession Request & Declaration Form](#).

If a student suspects possible COVID-19 infection, they should use the BC Ministry of Health's [self-assessment tool](#), to help determine whether further assessment or testing for COVID-19 is recommended.

Punctuality

Students are expected to arrive for classes and activities on time and fully prepared to engage. Late arrivals may be refused entry at the discretion of the instructor or activity lead. Students arriving later than halfway through a scheduled class will be treated as absent for that class.

Electronic Devices

Devices such as laptops, tablets, and cell phones are not permitted to be used in class unless directed by the instructor for in-class activities. Students who do not follow the School's policy in this regard may be required to leave the room for the remainder of the class, so that they do not distract others. Research shows that students' use of laptops in class has negative implications for the learning environment, including reducing their own grades and the grades of those sitting around them.

Citation Style

Please use the American Psychological Association (APA) reference style to cite your sources.

Details of the above policies and other RHL Policies are available at:

<http://www.calendar.ubc.ca/vancouver/index.cfm?tree=12,199,506,1625>

UNIVERSITY POLICIES AND RESOURCES

UBC provides resources to support student learning and to maintain healthy lifestyles but recognizes that sometimes crises arise and so there are additional resources to access including those for survivors of sexual violence. UBC values respect for the person and ideas of all members of the academic community. Harassment and discrimination are not tolerated nor is suppression of academic freedom. UBC provides appropriate accommodation for students with disabilities and for religious observances. UBC values academic honesty and students are expected to acknowledge the ideas generated by others and to uphold the highest academic standards in all of their actions. Details of the policies and how to access support are available on the UBC Senate website at <https://senate.ubc.ca/policies-resources-support-student-success>.

Respect for Equity, Diversity, and Inclusion

UBC provides resources to support student learning and to maintain healthy lifestyles but recognizes that sometimes crises arise and so there are additional resources to access including those for survivors of sexual violence. UBC values respect for the person and ideas of all members of the academic community. Harassment and discrimination are not tolerated nor is suppression of academic freedom. UBC provides appropriate accommodation for students with disabilities and for religious observances. UBC values academic honesty and students are expected to acknowledge the ideas generated by others and to uphold the highest academic standards in all of their actions. Details of the policies and how to

access support are available on the UBC Senate website at <https://senate.ubc.ca/policies-resources-support-student-success>.

Academic Integrity

The academic enterprise is founded on honesty, civility, and integrity. As members of this enterprise, all students are expected to know, understand, and follow the codes of conduct regarding academic integrity. At the most basic level, this means submitting only original work done by you and acknowledging all sources of information or ideas and attributing them to others as required. This also means you should not cheat, copy, or mislead others about what is your work. Violations of academic integrity (i.e., misconduct) lead to the breakdown of the academic enterprise, and therefore serious consequences arise and harsh sanctions are imposed. For example, incidences of plagiarism or cheating may result in a mark of zero on the assignment or exam and more serious consequences may apply if the matter is referred to the President’s Advisory Committee on Student Discipline. Careful records are kept in order to monitor and prevent recurrences.

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ACKNOWLEDGEMENT

UBC’s Point Grey Campus is located on the traditional, ancestral, and unceded territory of the xwməθkwəyəm (Musqueam) people, who for millennia have passed on their culture, history, and traditions from one generation to the next on this site.

COURSE SCHEDULE

(Subject to change with class consultation)

Class	Date	Topic	Readings or Activities	Assessments due
1	July 25	Marketing Research Intro. Intro to the Research Case. The Role of Research & Secondary Data Team Matrix & Secondary Data Quiz Activity	Alternative Proteins BG Document Ch. 3, pp. 58-66 Optional: Ch. 1, pp.2-14; Ch. 9, pp.268-270	
2	July 27	How to Construct a Research Proposal, Problem Definition & Research Design	Ch. 2, pp. 30-51	Discussion #1
3	August 1	Qualitative Methods I		

			Ch.4, pp.82-95; 99-102; 104-108 Optional: Ch. 9, pp. 271-273; Customer Surveys are no substitute (HBR)	
4	August 3	Qualitative Methods II Focus Group Exercise	Optional: Additional Readings on Focus Group Discussion Guides & Tips	Discussion #2
5	August 8	Surveys I Measurement and Questionnaire Design	Ch. 6, pp. 150-161; 178-184 Ch. 7, pp.199-220 Optional: Ch. 9, pp. 276-280	Group #1: Exploratory Research Report & Proposal Due
6	August 10	Surveys II Measurement and Questionnaire Design cont. Sampling & Collecting Data. Group work time.	Ch. 8, pp. 248-256; Ch.10, pp. 295-303; Ch. 11, pp. 327-337 Optional Additional Reading: Burns, Veek & Bush (2017)	Discussion #3
7	August 15	Observational Research Working with Quantitative Data. Intro to SPSS using Cellphone Usage Data Set. Data Entry and Descriptives.	Optional: An Anthropologist walks into a bar (HBR) Ch. 13, pp.388-400.	Group #2: Survey & Collection Plan Due
8	August 17	SPSS: Descriptives continued using Cellphone Usage Data Set. Statistical Analysis and Interpretation of Findings I. Exploring Relationships.	Ch. 13, pp.401-430, Ch. 14, pp. 443-461	Discussion #4
9	August 22	Statistical Analysis and Interpretation of Findings II. Exploring Differences. Individual SPSS Worksheet Activity using Movie Data Set.	Ch. 14, pp. 462-479	Individual #1: Data Analysis Assignment carried out in class.
10	August 24	Interpretation of Findings. Communicating & Visualizing Results. Group work time.	Ch. 15, pp. 489-493	Discussion #5
Final Deliverables	Week of August 27			Group #3: Final Research Report Due
	Sept. 2			iPeer evaluation due