

Advanced Research

Code: 42230
ECTS Credits: 10

Degree	Type	Year	Semester
4313148 Marketing	OB	0	1

The proposed teaching and assessment methodology that appear in the guide may be subject to changes as a result of the restrictions to face-to-face class attendance imposed by the health authorities.

Contact

Name: Jordi López Sintas
Email: Jordi.Lopez@uab.cat

Use of Languages

Principal working language: spanish (spa)

Teachers

Jordi López Sintas
Giuseppe Lamberti

Prerequisites

It is recommended that the students have a basic knowledge of market research and data analysis. It is also recommendable to follow the propedéutic course "Introduction to Multivariate analysis" organized by the Master's Degree.

Objectives and Contextualisation

Marketing decision making is increasingly complex and requires greater knowledge of consumer behavior, both to understand its behavior and to predict it (marketing strategy).

This module will deepen in the indispensable tools for a reliable and valid information collection as well as methods for its analysis to support a better decision-making in marketing based in data. We will look at both qualitative and quantitative methods and address the methodological advances resulting from new technologies.

All this will be framed in practical works. For data manipulation and analysis, an open, free and open access data analysis environment (R software) and different graphical interfaces (Rstudio and Exploratory.io) will be used to analyze the data available for the problem posed. Therefore, this part of the module will be eminently practical and will be carried out in the computer room.

Competences

- Design and carry out market research.
- Develop communicative skills in oral presentations before critical audiences.
- Develop management and leadership skills.
- Draft clear, precise reports on commercial problems.
- Plan and conduct advertising campaigns.
- Work in interdisciplinary teams.

- Work with the data sources, methodologies and techniques of scientific research, and the IT tools of marketing.

Learning Outcomes

1. Apply the different research methods.
2. Correctly plan the different stages of a qualitative and quantitative market research process.
3. Correctly use IT tools to analyse data.
4. Design research in the field of advertising.
5. Develop communicative skills in oral presentations before critical audiences.
6. Develop management and leadership skills.
7. Draft clear, precise reports on commercial problems.
8. Identify the characteristics of the database in order to analyse the data.
9. Identify the pathologies or errors that affect market research.
10. Know the research techniques that are commonly applied to advertising research.
11. Manage the resources needed for the development of a research process.
12. Recognise and identify the different research methodologies.
13. Work in interdisciplinary teams.

Content

SECTION I: QUALITATIVE RESEARCH

Part A: Qualitative methods of research in marketing I: Problems and generation of data (2.5 ECTS)

1. Qualitative research

- What is the qualitative search for the consumer?
- Complementarity between qualitative and quantitative research
- How to prepare a qualitative research project
- Qualitative consumer research
- Exercises

2. Qualitative interview

- Types of individual interviews
- The group interview
- The protocol
- The transcription
- Exercises

3. Ethnographic observation and research

- Observation and field notes
- Audiovisual observation and recording
- Exercises

4 Focused discussion groups

- The dynamics of the discussion groups
- The transcript of the discussion groups
- Audiovisual recording
- Exercises

5 Ethnographic research online

- Online consumer research
- Differences between traditional ethnography and netnography
- Registration and transcription
- Exercises

Part B: Qualitative methods of research in marketing: Analysis and report (2,5 ECTS)

1. Management of qualitative data with digital support.

- Create a project
- Data Preparation
- Video, transcription, synchronization and photos
- Organization of the dates
- Metadata
- Coding process: analytical categories and relationships.
- Description of structural elements.
- Activities: 1) prepare an interactive project, 2) prepare a project with all the data

2. Qualitative data analysis: focused discussion meetings

- Recordings, transcripts and synchronization
- Fragmentation and metadata of participants
- Coding and interpretation by researchers
- Encoding and interpretation by researchers (IQA)
- Visualization of the analysis
- Activities: 1) Fragment transcripts of meetings. 2) Explore and code, 3) Visualize

3. Analysis of qualitative tasks: analysis of interviews and field notes

- Organization of the data in cases
- Metadata of cases
- Exploration: words in context
- The reduction of data.
- Coding process: analytical categories and relationships.

- Memoranda and links
 - Codes, categories and topics
 - Thematic organization and interpretation
 - View results
4. Strategies for analysis and writing of the report.
- Conditional searches, constant comparison, data arrays
 - View of models
 - The Description: Structural elements of the experience of consumption.
 - The interpretation: Comparison between consumer experiences.
 - The prediction: generalization of the experience of consumption.
5. The use of software for the analysis and writing report
- Commercial programs: NVivo, MaxQDA, Dedoose.
 - Programs open access: RQDA, TAMSAAnalyzer, AQUAD.

BLOCK II: QUANTITATIVE RESEARCH

Part C: Quantitative methods of research in marketing - I (2.5 ECTS)

1) Models for building perception and preference maps: Analysis of the main ACP components

- Introduction to the methodology and main applications
- Computing the components
- Definition of component numbers, circle of correlations and interpretation
- Interpretation of the graphics of the components

2) Models for segmenting markets: Cluster Analysis

- Introduction to the methodology and main applications
- Hierarchical Clustering and K-means
- Main methods of proximity calculation
- Definition of groups
- Interpretation of results

3) Models per construir mapes de percepcions i de preferencies: Analysis of correspondences

- Introduction to the methodology and main applications
- Profiles columns and row, distance from the square Chi.
- Factor calculations.
- Graphic representation.

- Interpretation of results.

Part D: Quantitative methods of research in marketing - II (2.5 ECTS)

1) Models for classifying clients: Analysis of the Discriminating

- Introduction to the methodology and main applications
- Linear and quadratic discriminant function
- Table of confusion
- Graphic representation
- Predictive use of discriminant analysis

2) Review linear regression, logistic regression, multinomial regression

- Review of linear regression
- Introduction to logistic regression: main applications
- Calculation of the coefficients
- Interpretation of results
- Model validation: waste analysis
- Introduction to multinomial regression: the main applications
- Calculation of the coefficients
- Interpretation of results
- Model validation: analysis of residuals

3) Models models: structural equations

- Introduction to the methodology and main applications
- Definition Latent variables and manifest variables
- Estimation methods
- Validation of the model
- Interpretation of coefficients and graphic representations

Methodology

A set of different methodologies will be used: lectures, essays, projects, discussion of practical cases and exercises.

Activities

Title	Hours	ECTS	Learning Outcomes
Type: Directed			
Lectures, case discussion and presentation of work	75	3	1, 7, 10, 5, 6, 4, 11, 8, 9, 2,

Type: Supervised				
Tutorials and follow-up of the work to be carried out and the cases to be prepared	50	2	1, 7, 10, 5, 6, 4, 11, 8, 9, 2, 12, 13, 3	
Type: Autonomous				
Readings, preparation of cases and practices, study and elaboration of schemes	100	4	1, 7, 10, 5, 6, 4, 11, 8, 9, 2, 12, 13, 3	

Assessment

1. General assessment rules

This module is structured in different parts that are in charge of different lecturers. The final grade of the module consists in the average of the marks of each subject or part that make up the module.

It is considered that the module has been approved if:

- 1) the mark of each part of the module is greater than or equal to 5 (on a scale of 0 to 10) and
- 2) the final grade of the module is greater than or equal to 5 (on a scale of 0 to 10)

If the module is not approved, the coordination of the master program will offer the student the possibility of re-evaluating the parts that make up the module that has not been passed only if the mark is greater than 3.5, according to the assessment of lecturers of the modules and the coordination. If the student passes the re-evaluation, the maximum grade that will be obtained in the re-evaluated part will be 5. The re-assessment schedule will be made public along with the list of notes of the module.

The marks of each part of the module

The student will have a non-marked grade if he / she does not attend at least 80% of the in-person classes (a check will be carried out through a signature sheet or with the activities done in class to evaluate) or if he does not present at least 66.66% of the continuous evaluation activities. Each lecturer will specify in his/her guide the way in which the students will evaluate. If not specified in the guide, these evaluation rules will be delivered the first day of class in writing.

1. Calendar of evaluation activities

The dates of the evaluation activities (midterm exams, exercises in the classroom, assignments, ...) will be announced well in advance during the semester.

The date of the final exam is scheduled in the assessment calendar of the Faculty.

"The dates of evaluation activities cannot be modified, unless there is an exceptional and duly justified reason why an evaluation activity cannot be carried out. In this case, the degree coordinator will contact both the teaching staff and the affected student, and a new date will be scheduled within the same academic period to make up for the missed evaluation activity." **Section 1 of Article 115. Calendar of evaluation activities (Academic Regulations UAB).** Students of the Faculty of Economics and Business, who in accordance with the previous paragraph need to change an evaluation activity date must process the request by filling out an Application for exams' reschedule.

https://eformularis.uab.cat/group/deganat_feie/application-for-exams-reschedule

Grade revision process

After all grading activities have ended, students will be informed of the date and way in which the course grades will be published. Students will be also be informed of the procedure, place, date and time of grade revision following University regulations.

Retake Process

"To be eligible to participate in the retake process, it is required for students to have been previously been evaluated for at least two thirds of the total evaluation activities of the subject." Section 3 of Article 112 ter. The recovery (UAB Academic Regulations). Additionally, it is required that the student to have achieved an average grade of the subject between 3.5 and 4.9.

All students are required to perform the evaluation activities. If the student's grade is 5 or higher, the student passes the course and it cannot be subject to further evaluation. If the student grade is less than 3.5, the student will have to repeat the course the following year. Students who have obtained a grade that is equal to or greater than 3.5 and less than 5 can take a second chance exam. The lecturers will decide the type of the second chance exam. When the second exam grade is greater than 5, the final grade will be a PASS with a maximum numerical grade of 5. When the second exam grade is less than 5, the final grade will be a FAIL with a numerical grade equal to the grade achieved in the course grade (not the second chance exam grade).

A student who does not perform any evaluative task is considered "not evaluable", therefore, a student who performs a continuous assessment component can no longer be qualified with a "not evaluable".

The date of the retake exam will be posted in the calendar of evaluation activities of the Faculty. Students who take this exam and pass, will get a grade of 5 for the subject. If the student does not pass the retake, the grade will remain unchanged, and hence, student will fail the course.

Irregularities in evaluation activities

In spite of other disciplinary measures deemed appropriate, and in accordance with current academic regulations, *"in the case that the student makes any irregularity that could lead to a significant variation in the grade of an evaluation activity, it will be graded with a 0, regardless of the disciplinary process that can be instructed. In case of various irregularities occur in the evaluation of the same subject, the final grade of this subject will be 0".* **Section 10 of Article 116. Results of the evaluation. (UAB Academic Regulations).**

Assessment Activities

Title	Weighting	Hours	ECTS	Learning Outcomes
Deliveries of individual or collective work (40%)	40%	20	0.8	1, 7, 10, 5, 6, 4, 11, 8, 9, 2, 12, 13, 3
Individual assessment through individual examination or delivery (40%)	40%	3	0.12	1, 7, 10, 5, 6, 4, 11, 8, 9, 2, 12, 13, 3
Participation in class discussions (20%)	20%	2	0.08	1, 7, 10, 5, 6, 4, 11, 8, 9, 2, 12, 13, 3

Bibliography

SECTION I: QUALITATIVE RESEARCH

Part A and B:

Belk, R., Fischer, E., & Kozinets, R. V. (2012). Qualitative Consumer and Marketing Research. SAGE.

Carson, David, Gilmore, A., Perry, C., & Gronhaug, K. (2001). Qualitative Marketing Research. SAGE

Belk, R. W. (Ed.). (2007). Handbook of Qualitative Research Methods in Marketing. Edward Elgar Publishing

Coffey, A. (2005). Encontrar El Sentido a Los Datos Cualitativos: Estrategias Complementarias De Investigación. Alicante: Universidad de Alicante.

BLOCK II: QUANTITATIVE RESEARCH

Part C and D:

Hair, Joseph F, Rolph E Anderson, Ronald L Tatham, and William C Black. 2009. Multivariate Data Analysis with Readings. 7th ed. Upper Saddle River, NJ: Prentice Hall International Editions.

Modern Marketing Research: Concepts, Methods, and Cases, Feinberg, F.M. et al., Second Edition, published by Cengage Learning, 2012

Lilien, G.L. and Rangaswamy, A. 2004. Marketing Engineering: Computer-Assisted Marketing Analysis and Planning, Prentice Hall, Inc.

Chapman, N.C., and McDonnell, E., Feit. 2015. R for Marketing Research and Analytics, Springer-Verlag, Switzerland.