

Management And Business Research By Mark Easterby Smith

Business Research Methods is the complete introduction to doing business research and is an ideal guide for students embarking on a research project. Developed specifically with business and management students in mind, this textbook explores the nature and purpose of business research and the issues it entails, while also providing students with practical advice through "Tips and skills" boxes. In addition to a broad range of relevant examples, the book features a substantial discussion of ethics, and a strong emphasis on the most frequent challenges faced by students, such as choosing a research question, planning a project, and writing it up. Fresh voices and perspectives run throughout this edition. New author, Bill Harley, further internationalizes the book's coverage, based on his expertise in the Australian business and management context. Also hear from Amrit, Jordan, Anna, Ed, and Alex - an additional five students whose personal insights and advice in the "student experience" feature help you avoid common mistakes, and follow their successful strategies when undertaking your own research project. This edition has been extensively revised, updated, and streamlined. Coverage of E-Research is now woven throughout the entire book to reflect the centrality of internet-based research methods. The book is accompanied by a suite of online resources that include: For students: * Multiple choice questions * Research Project guide * Interviews with students * Data sets * Using Excel in data analysis (in Excel) * Web links For lecturers: * Test bank * Discussion questions * PowerPoint slides * Lecturer's guide * Case studies * Figures and plates from the text * VLE cartridge

The Second Edition of this bestselling B2B marketing textbook offers the same accessible clarity of insight, combined with updated and engaging examples. Each chapter contains a detailed case study to further engage the reader with the topics examined. - Featuring updated case studies and a range of new examples. - Incorporating additional coverage of B2B branding and the B2B strategic marketing process, and issues of sustainability. - Extended coverage of Key Account Management - Online lecturer support including PowerPoint slides and key web links Drawing on their substantial experience of business-to-business marketing as practitioners, researchers and educators, the authors make this exciting and challenging area accessible to advanced undergraduate and to postgraduate students of marketing, management and business studies. Praise for the Second Edition: 'I found that the first edition of Brennan, Canning and McDowell's text was excellent for raising students' awareness and understanding of the most important concepts and phenomena associated with B2B marketing. The second edition should prove even more successful by using several new case studies and short 'snapshots' to illustrate possible solutions to common B2B marketing dilemmas, such as the design and delivery of business products and services, the selection of promotional tools and alternative routes to market. The new edition also deals clearly with complex issues such as inter-firm relationships and networks, e-B2B, logistics, supply chain management and B2B branding' - Michael Saren, Professor of Marketing, University of Leicester 'This textbook makes a unique contribution to business-to-business teaching: not only does it provide up-to-date cases and issues for discussion that reach to the heart of business-to-business marketing; it also brings in the latest academic debates and makes them both relevant and accessible to the readers. A fantastic addition to any library or course' - Dr Judy Zolkiewski, Senior Lecturer in Business-to-Business Marketing, Manchester Business School 'The advantage of the approach taken by Brennan and his colleagues is that this book manages to convey both the typical North American view of B2B marketing as the optimisation of a set of marketing mix variables, and the more emergent European view of B2B Marketing as being focused on the management of relationships between companies. This updated second edition sees the addition of a number of 'snapshots' in each chapter that bring the subject alive through the description of current examples, as well as some more expansive end-of-chapter case studies. It is truly a most welcome addition to the bookshelves of those students and faculty interested in this facet of marketing' - Peter Naudé, Professor of Marketing, Manchester Business School 'The strength of this text lies in the interconnection of academic theory with real world examples. Special attention has been given to the role that relationships play within the Business-to-business environment, linking these to key concepts such as segmentation, targeting and marketing communications, which importantly encompasses the role personal selling as relationship communications building and not just order taking. With good coverage of international cultural differences this is a valuable resource for both students of marketing and sales' - Andrew Whalley, Lecturer in Business-to-Business Marketing, Royal Holloway University of London 'The text provides an authoritative, up-to-date review of organisational strategy development and 'firmographic' market segmentation. It provides a comprehensive literature review and empiric examples through a range of relevant case studies. The approach to strategy formulation, ethics and corporate social responsibility are especially strong' - Stuart Challinor, Lecturer in Marketing, Newcastle University 'This revised second edition offers an excellent contemporary view of Business-to-Business Marketing. Refreshingly, the text is packed with an eclectic mix of largely European case studies that make for extremely interesting reading. It is a 'must read' for any undergraduate or postgraduate Marketing student' - Dr Jonathan Wilson, Senior Lecturer, Ashcroft International Business School, Anglia Ruskin University, Cambridge

In a world of changing lifestyles brought about by new services, technology and e-commerce, this book enters the arena of contemporary research with particular topicality. Integrating both theory and real world practices, Ng advances the latest concepts in pricing and revenue management for services in a language that is useful, prescriptive and ye

This radical text presents central management questions that managers and students need to work with and understand. Key debates in management theory are taken out of their academic setting and discussed in relation to management experience. Exercises, examples, illustrations and summaries bring the problems and dilemmas alive for the student. From people management to organizational culture; leadership to learning; institutional power to individual innovation; the multi-faceted territory of management is explored and opened up.

This text seeks to address issues of research methodology in business and management at both a theoretical and practical level. In providing examples of research methods in action, the book is intended as a practical complement to a standard methods text.

Management and Business Research Management and Business Research SAGE

This is the fourth volume of the compilation of case studies by UUM's Institute of Management and Business Research (IMBR). Following the successful publication of its three predecessors, the current Volume 4 selects and includes the best Malaysian case studies in the broad areas of management, economics and marketing. It is IMBR's aspiration to encourage both academics and students to embrace the case-study approach as an effective pedagogical tool. The cases are designed and written by academics to be used for both undergraduate and postgraduate courses, in which the academics themselves, more often than not, serve as instructors. Although each case is written specifically to cater for a particular course, it can be adapted for other related courses.

The present book project on Research Design, which is planned in English, is intended to create an innovative textbook that can be used at university undergraduate and graduate levels in internationally oriented education in the German-speaking countries. This textbook shall provide comprehensive guidance for students when tackling their (applied) research papers. Instead of reiterating qualitative and quantitative methods it focuses on how to come up with an appropriate research design that allows the student to make the intended intellectual contribution. Starting from the desired (hypothetical) conclusion or statement the student will be guided through the process of finding the appropriate Research Question that will be answered by such a statement

and the required Research Design consisting of data collection and data analysis, that allows for such a statement as the conclusion of the study. Common Research Designs in Business and Management, i.e. well beyond the standard Research Designs of Social Sciences and curtailed to the focus area, will be described with regard to their suitability to answer specific kinds of questions as well as the idiosyncrasies of these Designs and their impact on the written research reports. Examples for each Research Design will be provided as well as guidance about how to write about such research.

Make your research more meaningful, effective and relevant to the business world with this handbook that demystifies the research process.

Successfully combining cross-cultural management and business research methods, this team of international authors provide much needed coverage of the implications that should be considered when undertaking research across different cultures.

This best-selling text continues in its seventh edition to provide the most current and comprehensive coverage of business research. Its student-friendly design contains numerous examples illustrating real-world research in management, marketing, finance, accounting, and other business areas. *Business Research Methods, 7e*, is the ideal text for undergraduate and first year MBA courses in marketing, management, or quantitative studies.

The first part of this volume broadens the understanding of contemporary industrial policy in local, regional, national, and international contexts. The chapter by Wojnicka-Sycz (2020) undertakes one of the most important challenges in RIS3, i.e. the evaluation of the impact of regional SS industries on the development of Polish regions. Based on the spatial panel models for 2012–2017, she reveals the positive impact of SS industries' employment dynamics on regional GDP per capita. The chapter responds to the research gap in a direct measurement of how SS areas affect regional development. The results provide the rationale for policy-makers to pursue these strategies further. The chapter contributes to regional New Industrial Policy by proving the efficiency of SS in strengthening regional performance. Factors and barriers to the development of smart mobility in medium-sized Polish cities are the focus of the chapter by Kachniewska (2020). The author applies a comprehensive set of methods to tackle this issue and identifies the conditions for smart mobility, drawing primarily on expert opinions. The results enable a natural generalization of the identified determinants to the similar context of Polish towns, the more important that the research on medium cities is much rarer than studies on metropolises. This contribution belongs to the research streams of city governance and databased services, which are closely connected to and dependent on industrial digital transformation. Moreover, smart mobility addresses the objective of environmental protection, one of the crucial targets of NIP. Godlewska-Dziobo (2020) performs international comparisons between Central and Eastern European Countries in 2020–2018. Particularly, she focuses on the sectoral transformation of the employment structure in these countries. Besides the important observations of spatial dynamics in sectoral structures, the chapter points to the increased importance of services relative to manufacturing in contemporary structural transformations. Thus, it justifies the expanded scope of New Industrial Policy that encompasses not only industry, recently refreshed with 4.0 Revolution, but also services, particularly the digital ones. The chapter by Czech (2020) identifies the impact of global debt on the national amounts outstanding of credit default swap contracts (CDS) in nonfinancial institutions. She finds the dynamics of the CDS notional amounts outstanding in response to global household indebtedness and total non-financial sector indebtedness in domestic banks. This contribution brings valuable practical insights about the core and dynamics of CDS and their usefulness in alleviating risks in international exchange. We find this input particularly relevant for industries and enterprises operating in global value chains. Widera (2020) performs a spatial analysis of the induced population potential of the communes in the Opolska region in 2000 and 2018. The econometric analysis revealed both the own potential of the communes and the interactions with neighboring communes to develop this potential. These findings are important to theorize about the bottom-level sources of territorial units' potential, both internal and those stemming from spatial interactions. We find these conclusions relevant to understand local-level origins of regional transformations, as well as interdependencies among local territorial units. The next two parts of this volume present micro-level and bottom-up contexts for industrial policy. Particularly, these are the insights from management and business research and from the research on governing various stakeholder interests and networks. In the second part, based on management and business theory and empirical evidence, the authors discuss human resource and technological challenges faced by the contemporary industry. Potoczek (2020) performs a bibliometric research to recognize the advancement of the process approach in organizations. She finds the research on process improvement as emerging. The major research community in that area belongs to the IT field, while management researchers are still a minor group. The author recommends the increased interest from the management field as conducive to the 4.0 transformation of organizational processes. These results provide policy-relevant input to the understanding of how academic research tackles digital transformation in organizational processes. The chapter by Igielski (2020) uses a survey among a sample of large enterprise senior managers headquartered in Poland to check whether and how they develop employee skills for the challenges of Industry 4.0. The results are pessimistic since they reveal the lack of adaptive and developmental actions in this regard. Nevertheless, there is also a positive sign, namely the awareness of the challenges posed by the 4.0 revolution. Thus, the chapter is valuable for the recommendations as to competence development in industrial transition to the digital economy. Flak (2020) presents an interesting test for the system of organizational terms as to its usefulness in the practice of motivating people and in a dedicated software. Based on a research experiment in real-life business settings, the author proves the applicability of theory-driven organizational terms in software applications supporting managers in their motivating functions. The chapter contributes important observations as to the interrelations among managerial and technological resources in motivating employees. Sztorc (2020) investigates lean management tools at hotels in Poland, based on a large sample of hotel representatives. The results are helpful in understanding the types of lean management tools, as well as their major targets in the researched organizations. The input of the study rests in filling the research gap as to the particular tools of lean management applied in the hotel industry to improve services and processes. The focus of this chapter on a particular industry provides a relevant basis for further application and upgrading of this service sector. The chapter by Mazurkiewicz (2020) offers an assessment of the impact of national culture on career orientation and career values among Polish and Chinese students of economics. Surprisingly, the value system does not differ much between the two national samples, despite the distinct characteristics of the two national cultures, according to Hofstede's method. Consequently, the author assumes national culture as moderator of career values rather than their determinant. These results provide a contribution to the understanding of job motivations among future corporate employees, a critical determinant of all industrial transitions. Kowalik

(2020) investigates the economic benefits perceived by student participants of scientific projects. Based on the survey, the author reveals students' recognition of scientific projects as bringing economic effects. The study offers practical implications for young people engaging in research activities, as well as for research policy that might acknowledge additional important outcomes, besides purely scientific objectives. The third part discusses how governing networks and interests can ensure sustainable and socially responsible industries and enterprises. Sectoral and industrial collaborations are supposed to enhance industrial convergence (EOCIC, 2019). In this vein, Lis (2020) focuses on collaborative attitudes in clusters and technological parks. Cluster organizations are established to rip the localization and agglomeration economies, as well as synergies from cooperative links. Despite some history of operations, the surveyed Polish cluster initiatives and technology parks still reveal low development of enterprise cooperation. The author suggests self-evaluation of management and participants of the researched organizations to understand the accomplished level of collaboration and derive practical implications. This contribution is important to understand the performance of some organizational measures of industrial policy and their real input to industrial transformation. The chapter by Kowalczyk (2020) investigates sociocultural conditions of CSR-practices in the construction industry of selected European countries. Based on a survey with a large convenience sample, the author confirms the strength of stakeholder pressure on CSR practice as well as the mediating role of company culture in this relationship. At the same time, country differences were indicated as significant for CSR practice and worth further explanation of its variance. This study is valuable for the explanation of interests and stakeholder pressure affecting a particular industry, thus determining the development conditions of that industry. Another industry-specific study has been proposed by Kurzak-Mabrouk (2020), who focuses on food businesses. This chapter addresses the critical strategic direction of NIP that refers to sustainable and responsible growth with regard to environmental protection. The author performed the interviews with top and middle managers of a large representative sample of Polish food companies. The findings are optimistic, since the majority of companies undertake the efforts towards comprehensive sustainable development strategies voluntarily, and not only due to legal enforcement. Still, the researched enterprises do not fully apply these strategies as yet. Resonating with the study by Lis (2020), Flieger (2020) identifies network types according to the collaboration maturity level in a local government unit. The research on collaborative networks in public organizations still remains unique. Therefore, this study fills the research gap. The author uses a casebased approach to identify the network features that change according to the maturity level of relationships. The findings are useful for the practice of developing collaboration in local governments and contribute to our understanding of the context for industrial development.

The ability to gather, analyse, evaluate, present and utilise information is an essential competency for the modern manager and is the essence of business research. Written in an easy-to-read style, *Business Research Methods: a managerial approach 2e* assumes the reader has no prior research or statistics knowledge. The text provides a broad overview of a range of contemporary business research methods, from critical interpretive perspectives through questionnaire survey methods and observation, to experimental methodologies, whilst striking a balance between differing perspectives and not adopting a favoured approach. The book uses the latest version of software packages, SPSS (v.12) and Nvivo (v.2) to introduce questionnaire data analysis, statistical and analysis and qualitative data analysis. Written in an easy-to-read style, *Business Research Methods: a managerial approach 2e* assumes the reader has no prior research or statistics knowledge. The text provides a broad overview of a range of contemporary business research methods, from critical interpretive perspectives through questionnaire survey methods and observation, to experimental methodologies, whilst striking a balance between differing perspectives and not adopting a favoured approach. The book uses the latest version of software packages, SPSS (v.12) and Nvivo (v.2) to introduce questionnaire data analysis, statistical and analysis and qualitative data analysis. About the Author A. J. (Tony) Veal is Adjunct Professor in the Faculty of Business at the University of Technology, Sydney, and has published widely in the leisure and tourism management in Australia and the UK, with Addison Wesley Longman and Financial Times Publishing.. About the Author A. J. (Tony) Veal is Adjunct Professor in the Faculty of Business at the University of Technology, Sydney, and has published widely in the leisure and tourism management in Australia and the UK, with Addison Wesley Longman and Financial Times Publishing..

Cooper and Schindler's *Business Research Methods*, 8e offers students and instructors thorough coverage of business research topics backed by solid theory. The authors are successful marketing research consults and that is evident in the rich and realistic case studies found in the text. Managerial decision making is the underlying theme, topics and applications are presented and organized in a manner that allow students to thoroughly understand business research topics and functions. Consequently, the structure of the text encourages and supports completion of an in-depth business research project during the semester.

An updated edition of a bestselling text that provides readers with a clear and comprehensive overview of methods for conducting management and business research.

'Comprehensive, current and compelling, a winning combination for any research student or practitioner interested in increasing his/her knowledge about qualitative methods as they apply to business research' - *The Qualitative Report* Covering all the major qualitative approaches in business studies (including case study research, ethnography, narrative inquiry, discourse analysis, grounded theory and action research), this practical how-to guide shows how qualitative methods are used within management, marketing, organizational studies and accounting. Within each approach, the authors consider crucial issues such as framing the research, generating research questions, getting access, collecting empirical materials, reporting the results and evaluating the research. Original case studies drawn from around the world are included throughout to demonstrate the practical applications of the methods discussed.

Part of SAGE's *Mastering Business Research Methods* series, conceived and edited by Bill Lee, Mark N. K. Saunders and Vadek K. Narayanan, the series is designed to support business and management students with their research-based dissertations by providing in-depth and practical guidance on using a chosen method of data collection or analysis. The books are written in a concise and accessible way, and contain a range of features, including checklists and a glossary, designed to support self-guided research. In *Case Study Research*, Bill Lee and Mark Saunders describe the properties of case study designs in organizational research, exploring the uses, advantages and limitations of case research. They also demonstrate the flexibility that case designs offer, and challenges the myths surrounding this approach. Ideal for Business and Management students reading for a Master's degree, each book in the series may also serve as reference books for doctoral students and faculty members interested in the method. Watch the editors introduce the *Mastering Business Research Methods* series and tell you more about the first three books.

Electronic Inspection Copy available for instructors here Now in its Fourth Edition, this much loved text offers theoretical and philosophical depth without sacrificing what you need to know in practical terms. With an impressive suite of in-text features and online materials, as well as the authors' ability to tackle complex issues in a clear and accessible way, this textbook makes the whole scope of management

research methods approachable. Inside you will find painless coverage of the entire research process as well as a critical, thoughtful treatment of important issues like ethics and politics, making this an invaluable companion to any student or researcher who needs to know about business and management research methods. New to the Fourth Edition: - Expanded coverage of mixed methods - Further guidance on choosing a research question and writing a research proposal - More visual material and an improved, full-colour layout The book's companion website has been fully updated to include: - An instructor's manual - Lecture slides - Links to further reading - More full-text articles from SAGE Journals Online - An online glossary - An author podcast Visit the Companion Website at www.sagepub.co.uk/easterbysmith

Relationship management (RM) is an essential part of business, but its success as a business model can be hard to measure, with some firms embracing a model that is truly relationship-orientated, while others claim to be relationship-orientated but in fact prefer transactional short-term gain. This open access book aims to develop a mid-range theory of relationship management, examining truly relationship-orientated firms to discover not only what qualities these firms have that make them successful at the RM model, but also what benefits this model has for the firm. It addresses questions like how RM-mature companies achieve and sustain competitive advantage, and what determines the scale and scope of these firms, illustrating with case studies. This book will be of interest to scholars studying leadership and strategy, especially those interested in relationship management, business ethics and corporate social responsibility. It will also be of interest to professionals looking to develop their understanding of relationship management.

Although it first appeared in the medical sciences, the systematic literature review has become an established methodology in reviewing the accumulated knowledge in different fields. It is useful for scrutinizing and synthesizing a large volume of research on a specific topic or phenomenon, seeking to generate new insights from integrating empirical evidence, identifying knowledge gaps and inconsistencies, and setting directions for future research. Accordingly, in this case study, we aim to illustrate the steps for developing a rigorous systematic review in business and management research. Specifically, we reflect on our experience in systematically reviewing the research produced on University-Industry Collaboration phenomenon. We show examples of the different steps, stages, and activities involved in this approach, and discuss the various decisions we made throughout our research journey. Moreover, we provide learned lessons, highlight caveats, and offer suggestions and guidance for enhancing the rigor of future systematic literature review research.

This book is a collection of selected papers presented at the Annual Meeting of the European Academy of Management and Business Economics (AEDEM), held at the Faculty of Economics and Business of the University of Barcelona, 05 – 07 June, 2012. This edition of the conference has been presented with the slogan "Creating new opportunities in an uncertain environment". There are different ways for assessing uncertainty in management but this book mainly focused on soft computing theories and their role in assessing uncertainty in a complex world. The present book gives a comprehensive overview of general management topics and discusses some of the most recent developments in all the areas of business and management including management, marketing, business statistics, innovation and technology, finance, sports and tourism. This book might be of great interest for anyone working in the area of management and business economics and might be especially useful for scientists and graduate students doing research in these fields.

Research Methods For Business, 8th Edition explains the principles and practices of using a systematic, organized method for solving problematic issues in business organizations. Designed to help students view research from the perspective of management, this popular textbook guides students through the entire business research process. Organized into six main themes—Introduction, Defining the Management and the Research Problem, Theory, Collecting Information, Drawing Conclusions, and Writing and Presenting the Research Report—the text enables students to develop the skills and knowledge required to successfully create, conduct, and analyze a research project. Now in its eighth edition, this popular textbook has been thoroughly updated to incorporate substantial new and expanded content, and reflect current research methods and practices. The text uses a unique blended learning approach, allowing instructors the flexibility to custom-tailor their courses to fit their specific needs. This innovative approach combines the face-to-face classroom methods of the instructor with internet-based activities that enable students to study what they want, when they want, at their own pace.

Doing Research in Business and Management brings the theory and techniques of research methods to life and covers all of the areas of research, from a review of secondary data or literature, or writing a research proposal, to completing an entire research project. The book is written for students on undergraduate and postgraduate degree programmes in business, management or related disciplines.

Publisher Provided Annotation This unique book examines recent industrial/business research, evaluates its current effectiveness, and offers suggestions for future use. It includes and is based on "Business Marketing: A Twenty Year Review," a thorough study of industrial/business research from 1978-1997 with critical commentary from a distinguished panel of business academics and the response of the study's authors. The combination of critiques, insights, and viewpoints will challenge you to think beyond the traditional role of B2B marketing into a future that's anything but business as usual. Through an unusual format designed to provide access to critical academic analysis, this book presents a comprehensive review of vital research areas, including marketing to businesses/institutions/governments; buyer-seller relationships; computer use for business marketing; industrial segmentation; channel management and development; physical distribution; advertising; and public relations. The book's give-and-take is equally focused on areas that have traditionally received a larger share of the research effort (organizational buyer behavior, business marketing strategy and planning, industrial selling and sales management) and those that have taken a back seat in terms of research attention (computers and ethical business marketing). The original study, its criticisms, and the authors' subsequent assessment spotlight major themes, individual contributions, and future trends in major topic areas, including business marketing strategy; organizational buying behavior and purchasing management; business marketing research methodology; products/services; pricing management issues; distribution/logistics and supply chain management; and promotion.

E-business research is currently one of the most active research areas. With the rapid advancement in information technologies, e-business is growing in significance and is having a direct impact upon ways of doing business. As e-business becomes one of the most important areas in organizations, researchers and practitioners need to understand

the implications of many technological and organizational changes taking place. *Advances in E-Business Research: E-Business Innovation and Process Management* provides researchers and practitioners with valuable information on recent advances and developments in emerging e-business models and technologies. This book covers a variety of topics, such as e-business models, e-business strategies, online consumer behavior, e-business process modeling and practices, electronic communication adoption and service provider strategies, privacy policies, and implementation issues.

Presenting a major retrospective and prospective overview of strategy, this Handbook is an important benchmark volume for management scholars worldwide. The Handbook frames, assesses and synthesizes the work in the field. Chapters are grouped under four specific areas of strategy and management: Mapping a Terrain; Thinking and Acting Strategically; Changing Contexts; and Looking Forward. Within these parts, leading international scholars provide historical overviews of the key themes, address the central approaches which have characterized these themes, critically assess the quality of current theory and knowledge, and set out agendas for future theoretical and empirical development.

Examines the development and role of small business clusters from a variety of disciplines - economics, marketing, management, and information systems. This book aims to prove that there is an approach suggesting that cluster analysis is truly interdisciplinary. It gives case studies illustrating the variety of clusters throughout the world.

'It's not often that you'll find an article or book that explains what you need to know in such plain, simple terms. Treasure it' - Andrew Farrell, Doctoral Researcher, Loughborough University
'Entertaining and authoritative without being patronising' - Professor Chris Hackley, Royal Holloway, University of London
'This is a gem of a book from two of the outstanding management researchers of their generation. Easy to read and entertaining, yet rigorous and comprehensive in its approach, this book will be adopted as an essential aid for students undertaking final year projects, masters dissertations, and as a primer for doctoral researchers' - Professor Graham Hooley, Aston University
'This book will fill a vital gap for post graduate research' - Professor Rod Brodie, University of Auckland Business School
For anyone involved in developing a research project, this textbook provides an integrated, accessible and humorous account that explains why research methods are the way they are and how they do what they do. Unrivalled in its nature *Doing Business Research* addresses the research project as a whole and provides: - essential detail of philosophical and theoretical matters that are crucial to conceptualising the nature of methodology - a pragmatic guide to why things are important and how they are important - a huge range of things to consider that the reader can use to develop their research project further - a resource book, providing extensive suggested reading to help the researcher do their research.

In *Designing Research Questionnaires*, Yuksel Ekinçi guides you through origins, types of questionnaire, basic components, types of questions and properties of measurement scales, how to design a questionnaire, sequence of questions, layout decisions and pilot testing, examples and strengths and limitations. Ideal for Business and Management students reading for a Master's degree, each book in the series may also serve as reference books for doctoral students and faculty members interested in the method. Part of SAGE's *Mastering Business Research Methods Series*, conceived and edited by Bill Lee, Mark N. K. Saunders and Vadake K. Narayanan and designed to support researchers by providing in-depth and practical guidance on using a chosen method of data collection or analysis. Watch the editors introduce the *Mastering Business Research Methods* series.

The field of management research is commonly regarded as or aspires to be a science discipline. As such, management researchers face similar methodological problems as their counterparts in other science disciplines. There are at least two ways that philosophy is connected with management research: ontological and epistemological. Despite an increasing number of scattered philosophy-based discussions of research methodology, there has not been a book that provides a systematic and more comprehensive treatment of the subject. This book addresses this gap in the market and provides new ideas and arguments for guiding management researchers.

Institute for Management and Business Research (IMBR) Universiti Utara Malaysia is pleased to present this book, which contains a compilation of management and business case studies. The cases in the book are meant for teaching and learning and could be used at both undergraduate and postgraduate levels. Specifically, the first case about Damai Industries Sdn Bhd requires students to apply their knowledge of how to manage a business with respect to corporate governance, marketing, financial management and strategic management in order to sustain the business in the long run. The second case study, which is about the credit challenge faced by Mesra Motel, requires students to apply their knowledge of banking and financial management to come up with capital-raising strategies to ensure that the hotel project runs smoothly. The third case about Credit Card Usage, requires students to apply their knowledge of personal finance, credit management and bank management to reduce financial problems due to mismanagement of credit cards. The fourth case about Classy Tech Machinery Sdn Bhd requires students to apply their knowledge of insurance concepts and principles, such as insurance contracts and claims, in making decisions on the liabilities of the company. The fifth case about 5Ds Enterprise requires students to apply their knowledge of human resource management with regards to recruitment, development and management to come up with strategies to retain the company's workforce. The sixth and last case is about Persuasive Communication. It requires students to apply their knowledge of how to communicate effectively to ensure that ideas, information, knowledge and values reached the target audience.

Designing and Managing a Research Project is a concise, easy to read text designed to guide business students through the various aspects of designing and managing research projects. The focus is on research projects that have a solid academic basis, although some implications for more applied projects are also highlighted. It is divided into three main sections, "Laying the Foundations", "Undertaking the Research", and "Communicating the Results", which present a logical flow for the research project. A unique aspect of the book is the inclusion of particular chapters on topics like supervision, group work and ethics, and the focus of the discussion of data analysis (qualitative and quantitative). The authors have applied their years of past experience in supervising student projects, when writing this book to provide some actual examples of problems and practical guidelines.

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