COURSE OUTLINE and SET OF COURSE

Course: BUSINESS RESEARCH METHODS
Code/credits: ED 308 / 3 SKS

MANAGEMENT DEPARTMENT
FACULTY OF ECONOMICS
DIPONEGORO UNIVERSITY
SEMARANG
# COURSE OUTLINE

**COURSE**  
BUSINESS RESEARCH METHODS

**Code / Credit**  
ED 308 / 3 Credits

**Brief Description**  
The course discusses the process of scientific inquiry to management problems in an organized and systematic way, based on reliable data, in order to find the answer to research problems.

**General Objectives**  
Upon completion of the course, students will be able to explain the process of scientific research in order to find the answer to research problems.

<table>
<thead>
<tr>
<th>No</th>
<th>Chapter Objectives</th>
<th>Main Themes</th>
<th>Sub-themes</th>
<th>Est. time</th>
<th>References</th>
</tr>
</thead>
</table>
| 1. | After completing this session, students should be able to explain the basic concept of scientific research | Introduction to Scientific Research | a. Scope of the study  
b. Definitions of scientific research  
c. Quantitative versus alternative/naturalist research  
| 2. | After completing this session, students should be able to explain the process of scientific research | The Process of Scientific Research | a. Principles of scientific research  
b. The process of scientific research | 150 minutes | A. P. 30-38  
B. P. 19-34  
C. P. 10-46 |
<p>| 3. | After completing this session, students should be able to explain the process of scientific research | Background of the Research and | a. The inquiry of management | 150 | A. P. 58-75 |</p>
<table>
<thead>
<tr>
<th>Students should be able to explain the research background as well as main issues of the research and also addressing research problems</th>
<th>Addressing Research Problems</th>
<th>minutes</th>
</tr>
</thead>
<tbody>
<tr>
<td>4. After completing this session, students should be able to explain the theory building and hypotheses development</td>
<td>Theory Building and Hypotheses Development</td>
<td>150 minutes</td>
</tr>
<tr>
<td>a. Theory building</td>
<td>A. Pp. 39-54</td>
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<tr>
<td>b. The process of literature review</td>
<td>B. Pp. 89-117</td>
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<tr>
<td>c. Hypotheses development</td>
<td>C. Pp. 91-104</td>
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</tr>
<tr>
<td>5. After completing this session, students should be able to explain the research model development</td>
<td>Research Model Development</td>
<td>150 minutes</td>
</tr>
<tr>
<td>a. The process of research model specification</td>
<td>C. Pp. 107-124</td>
<td></td>
</tr>
<tr>
<td>b. Determining research model parameters</td>
<td></td>
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<tr>
<td>6. After completing this session, students should be able to explain the research design</td>
<td>Research Design</td>
<td>150 minutes</td>
</tr>
<tr>
<td>a. Goal of the research</td>
<td>B. Pp. 121-141</td>
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<tr>
<td>b. Time horizon</td>
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<tr>
<td>c. Unit of analysis</td>
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<tr>
<td>7. After completing this session, students should be able to explain the experimental research</td>
<td>Experimental Research</td>
<td>150 minutes</td>
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<tr>
<td>a. Laboratory versus field experiments</td>
<td>A. Pp. 390-414</td>
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<tr>
<td>b. Validity issues</td>
<td>B. Pp. 144-171</td>
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<tr>
<td>c. Types of experimental research</td>
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<tr>
<td>8. After completing this session, students should be able to explain research variables</td>
<td>Research Variables</td>
<td>150 minutes</td>
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<tr>
<td>a. Types of research variables</td>
<td>B. Pp. 176-186</td>
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<tr>
<td>b. Dimensions of variables</td>
<td>C. Pp. 233-256</td>
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<tr>
<td>c. Operational definitions</td>
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<tr>
<td>9. After completing this session, students should be able to explain</td>
<td>Research Scales</td>
<td>150 minutes</td>
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<tr>
<td>a. Types of scales</td>
<td>A. Pp. 203-249</td>
<td></td>
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<tr>
<td>b. Types of scale measurement</td>
<td>B. Pp. 187-210</td>
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<tr>
<td>c. Scale validity</td>
<td>C. Pp. 258-283</td>
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<tr>
<td>d. Scale reliability</td>
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<tr>
<td>10. After completing this session, students should be able to determine the research sample</td>
<td>Sampling Design</td>
<td>150 minutes</td>
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<tr>
<td>a. Importance of sampling</td>
<td>A. Pp. 160-194</td>
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<tr>
<td>b. Sampling techniques</td>
<td>B. Pp. 264-297</td>
<td></td>
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<tr>
<td>c. Determining sample size</td>
<td>C. Pp. 223-232</td>
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</tr>
<tr>
<td>11. After completing this session, students should be able to explain data collection</td>
<td>Data Collection Methods</td>
<td>150 minutes</td>
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<tr>
<td>a. Source and types of data</td>
<td>A. Pp. 256-385</td>
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<tr>
<td>b. Interview</td>
<td>B. Pp. 219-261</td>
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<tr>
<td>c. Questionnaire</td>
<td>C. Pp. 265-276</td>
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<tr>
<td></td>
<td>methods</td>
<td>d. Questionnaire design</td>
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<td>12</td>
<td>After completing this session, students should be able to interpret and analyse data in the descriptive statistics form</td>
<td>Data Analysis and Interpretation: 1</td>
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<td>13</td>
<td>After completing this session, students should be able to analyse data using inference statistics techniques</td>
<td>Data Analysis and Interpretation: 2</td>
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<td>14</td>
<td>After completing this session, students should be able to arrange the final part of the research report</td>
<td>Research Report</td>
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</table>
SET OF COURSE

Course : BUSINESS RESEARCH METHODS
Code : ED 308 – 3 Credits
Estimated Time : 1 x 3x 50 Minutes
Session : 1

A. Objectives :

1. General Objectives (GO):
   Upon completion of the course, student will be able to explain the process of scientific research in order to find the answer of research problems.

2. Chapter Objectives (CO):
   After completing this session, student should be able to:
   a. Explain the definitions of scientific research
   b. Explain the basic concepts of scientific research
   c. Explain the ethics in research

B. Main Themes : Basic Concept of Scientific Research

C. Sub-Themes :
   1. Scope of the study
   2. Definitions of scientific research
   3. Quantitative versus alternative/naturalist research
   4. Ethics in research

D. Learning Activities

<table>
<thead>
<tr>
<th>Phases</th>
<th>Teacher Activities</th>
<th>Student Activities</th>
<th>Media</th>
</tr>
</thead>
<tbody>
<tr>
<td>Introduction</td>
<td>1. Explaining the brief contents of business research methods for a semester</td>
<td>1. Listening</td>
<td>OHT, OHP &amp; whiteboard</td>
</tr>
<tr>
<td></td>
<td>2. Explaining benefits of the subject</td>
<td>2. Discussion</td>
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</tr>
<tr>
<td></td>
<td>3. Explaining the competency of GO and CO</td>
<td></td>
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</tr>
<tr>
<td>Contents</td>
<td>1. Scope of the study</td>
<td>1. Listening and taking notes</td>
<td></td>
</tr>
<tr>
<td></td>
<td>2. Definitions of scientific research</td>
<td>2. Discussion</td>
<td></td>
</tr>
<tr>
<td></td>
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</tr>
</tbody>
</table>
| Summary | 1. Summarizing the materials  
2. Giving questions  
3. Describing general materials for the next session | 1. Listening  
2. Discussion | OHT, OHP & whiteboard |

**E. Evaluation:**

Giving questions or case study for small groups discussion and it would then be discussed together to evaluate comprehensive understanding to the course materials.

**F. References:**

# SET OF COURSE

**Course:** BUSINESS RESEARCH METHODS  
**Code:** ED 308 – 3 Credits  
**Estimated Time:** 1 x 3x 50 Minutes  
**Session:** 2

## A. Objectives:

1. **General Objectives (GO):**
   
   Upon completion of the course, student will be able to explain the process of scientific research in order to find the answer of research problems

2. **Chapter Objectives (CO):**
   
   After completing this session, student should be able to:
   
   a. Explain the principles of scientific research  
   b. Explain the process of scientific research

## B. Main Themes

: The Process of Scientific Research

## C. Sub-Themes

: 1. Principles of scientific research  
  2. The process of scientific research

## D. Learning Activities

<table>
<thead>
<tr>
<th>Phases</th>
<th>Teacher Activities</th>
<th>Student Activities</th>
<th>Media</th>
</tr>
</thead>
</table>
| Introduction | 1. Explaining the brief contents of business research methods in the 2nd session  | 1. Listening  
                | 2. Explaining benefits of learning the process of scientific research materials | 2. Discussion                   | OHT, OHP & whiteboard  |
|            | 3. Explaining the competency of GO and CO                                          |                                |                                    |
| Contents   | 1. Principles of scientific research                                               | 1. Listening and taking notes  | OHT, OHP & whiteboard              |
|            | 2. The process of scientific research                                              | 2. Discussion                  |                                    |
| Summary    | 1. Summarizing the materials                                                        | 1. Listening                   | OHT, OHP & whiteboard              |
|            | 2. Giving questions                                                                | 2. Discussion                  |                                    |
|            | 3. Describing general materials                                                    |                                |                                    |
E. Evaluation:
Giving questions or case study for small groups discussion and it would then be discussed together to evaluate comprehensive understanding to the course materials

F. References:
SET OF COURSE

Course: BUSINESS RESEARCH METHODS
Code: ED 308 – 3 Credits
Estimated Time: 1 x 3x 50 Minutes
Session: 3

A. Objectives:

1. General Objectives (GO):
   Upon completion of the course, student will be able to explain the process of scientific research in order to find the answer of research problems

2. Chapter Objectives (CO):
   After completing this session, student should be able to:
   a. Explain the background of the research
   b. Addressing research problems
   c. State the purpose of the research

B. Main Themes: Background of the Research and Addressing Research Problems

C. Sub-Themes:
   1. Inquiry of management problems
   2. Problem definition
   3. The statement of research problems
   4. Addressing research questions
   5. Proposing goal and purpose of the research

D. Learning Activities

<table>
<thead>
<tr>
<th>Phases</th>
<th>Teacher Activities</th>
<th>Student Activities</th>
<th>Media</th>
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</thead>
<tbody>
<tr>
<td>Introduction</td>
<td>1. Explaining the brief contents of business research methods in the 3rd session</td>
<td>1. Listening</td>
<td>OHT, OHP &amp; whiteboard</td>
</tr>
<tr>
<td></td>
<td>2. Explaining benefits of learning the background of the research and addressing research problems materials</td>
<td>2. Discussion</td>
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<tr>
<td></td>
<td>3. Explaining the competency of GO and CO</td>
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</table>
E. Evaluation:

Giving questions or case study for small groups discussion and it would then be discussed together to evaluate comprehensive understanding to the course materials

F. References:

SET OF COURSE

Course: BUSINESS RESEARCH METHODS
Code: ED 308 – 3 Credits
Estimated Time: 1 x 3x 50 Minutes
Session: 4

A. Objectives:

1. General Objectives (GO):
   Upon completion of the course, student will be able to explain the process of scientific research in order to find the answer of research problems

2. Chapter Objectives (CO):
   After completing this session, student should be able to:
   a. Arranging literature review
   b. Developing hypotheses

B. Main Themes: Theory Building and Hypotheses Development

C. Sub-Themes:

1. Theory building
2. The process of literature review
3. Hypotheses development

D. Learning Activities

<table>
<thead>
<tr>
<th>Phases</th>
<th>Teacher Activities</th>
<th>Student Activities</th>
<th>Media</th>
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</thead>
<tbody>
<tr>
<td>Introduction</td>
<td>1. Explaining the brief contents of business research methods in the 4th session</td>
<td>1. Listening</td>
<td>OHT, OHP &amp; whiteboard</td>
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<tr>
<td></td>
<td>2. Explaining benefits of learning how to build theory and develop hypotheses materials</td>
<td>2. Discussion</td>
<td></td>
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<tr>
<td></td>
<td>3. Explaining the competency of GO and CO</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Contents</td>
<td>1. Theory building</td>
<td>1. Listening and taking notes</td>
<td>OHT, OHP &amp; whiteboard</td>
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<td>2. The process of literature review</td>
<td>2. Discussion</td>
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<tr>
<td></td>
<td>3. Hypotheses development</td>
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<tr>
<td>Summary</td>
<td>1. Summarizing the materials</td>
<td>3. Listening</td>
<td>OHT, OHP &amp; whiteboard</td>
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</table>
E. Evaluation:

Giving questions or case study for small groups discussion and it would then be discussed together to evaluate comprehensive understanding to the course materials.

F. References:

SET OF COURSE

Course: BUSINESS RESEARCH METHODS
Code: ED 308 – 3 Credits
Estimated Time: 1 x 3x 50 Minutes
Session: 5

A. Objectives:
1. General Objectives (GO):
   Upon completion of the course, student will be able to explain the process of scientific research in order to find the answer of research problems
2. Chapter Objectives (CO):
   After completing this session, student should be able to:
   a. Explain the process of model specification
   b. Explain the process of model development

B. Main Themes: Research Model Development
C. Sub-Themes
   1. Process of research model specification
   2. Determining research model parameters

D. Learning Activities

<table>
<thead>
<tr>
<th>Phases</th>
<th>Teacher Activities</th>
<th>Student Activities</th>
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<tbody>
<tr>
<td>Introduction</td>
<td>1. Explaining the brief contents of business research methods in the 5th session</td>
<td>1. Listening</td>
<td>OHT, OHP &amp; whiteboard</td>
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<tr>
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<td>2. Explaining benefits of learning the development of research model</td>
<td>2. Discussion</td>
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<td>3. Explaining the competency of GO and CO</td>
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<tr>
<td>Contents</td>
<td>1. The process of research model specification</td>
<td>1. Listening and taking notes</td>
<td>OHT, OHP &amp; whiteboard</td>
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<tr>
<td></td>
<td>2. Determining research model parameters</td>
<td>2. Discussion</td>
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<tr>
<td>Summary</td>
<td>1. Summarizing the materials</td>
<td>1. Listening</td>
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<td>2. Giving questions</td>
<td>2. Discussion</td>
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<td>3. Describing general materials</td>
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E. Evaluation:
Giving questions or case study for small groups discussion and it would then be discussed together to evaluate comprehensive understanding to the course materials

F. References:
SET OF COURSE

Course: BUSINESS RESEARCH METHODS
Code: ED 308 – 3 Credits
Estimated Time: 1 x 3 x 50 Minutes
Session: 6

A. Objectives:

1. General Objectives (GO):

   Upon completion of the course, student will be able to explain the process of
   scientific research in order to find the answer of research problems

2. Chapter Objectives (CO):

   After completing this session, student should be able to:
   
   a. Explain goal of the research
   b. Design the research

B. Main Themes: Research Design

C. Sub-Themes:

   1. Goal of the research
   2. Time horizon
   3. Unit of analysis

D. Learning Activities

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<th>Teacher Activities</th>
<th>Student Activities</th>
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<tr>
<td>Introduction</td>
<td>1. Explaining the brief contents of business research methods in the 6th session</td>
<td>1. Listening</td>
<td>OHT, OHP &amp; whiteboard</td>
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<td>2. Explaining benefits of learning how to design the research</td>
<td>2. Discussion</td>
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<tr>
<td></td>
<td>3. Explaining the competency of GO and CO</td>
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<tr>
<td>Contents</td>
<td>1. Goal of the research</td>
<td>1. Listening and taking notes</td>
<td>OHT, OHP &amp; whiteboard</td>
</tr>
<tr>
<td></td>
<td>2. Time horizon</td>
<td>2. Discussion</td>
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<tr>
<td></td>
<td>3. Unit of analysis</td>
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<tr>
<td>Summary</td>
<td>1. Summarizing the materials</td>
<td>1. Listening</td>
<td>OHT, OHP &amp; whiteboard</td>
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<td>2. Giving questions</td>
<td>2. Discussion</td>
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<td>3. Describing general materials</td>
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</table>
E. Evaluation:
Giving questions or case study for small groups discussion and it would then be discussed together to evaluate comprehensive understanding to the course materials

F. References:
SET OF COURSE

Course: BUSINESS RESEARCH METHODS
Code: ED 308 – 3 Credits
Estimated Time: 1 x 3x 50 Minutes
Session: 7

A. Objectives:

1. General Objectives (GO):
   Upon completion of the course, student will be able to explain the process of scientific research in order to find the answer of research problems

2. Chapter Objectives (CO):
   After completing this session, student should be able to:
   a. Explain laboratory and field experiments
   b. Explain issues of validity in experimental research
   c. Explain various types of experimental research

B. Main Themes: Experimental Research

C. Sub-Themes:
   1. Laboratory versus field experiments
   2. Validity issues
   3. Types of experimental research

D. Learning Activities

<table>
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<tr>
<th>Phases</th>
<th>Teacher Activities</th>
<th>Student Activities</th>
<th>Media</th>
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</thead>
<tbody>
<tr>
<td>Introduction</td>
<td>1. Explaining the brief contents of business research methods in the 7th session 2. Explaining benefits of learning how to arrange an experimental research 3. Explaining the competency of GO and CO</td>
<td>1. Listening 2. Discussion</td>
<td>OHT, OHP &amp; whiteboard</td>
</tr>
<tr>
<td>Contents</td>
<td>1. Laboratory versus field experiments 2. Validity issues 3. Types of experimental</td>
<td>1. Listening and taking notes 2. Discussion</td>
<td>OHT, OHP &amp; whiteboard</td>
</tr>
<tr>
<td>Summary</td>
<td>1. Summarizing the materials</td>
<td>1. Listening</td>
<td>OHT, OHP &amp; whiteboard</td>
</tr>
<tr>
<td></td>
<td>2. Giving questions</td>
<td>2. Discussion</td>
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<td>3. Describing general materials for the next session</td>
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E. Evaluation:
Giving questions or case study for small groups discussion and it would then be discussed together to evaluate comprehensive understanding to the course materials

F. References:
SET OF COURSE

Course: BUSINESS RESEARCH METHODS
Code: ED 308 – 3 Credits
Estimated Time: 1 x 3 x 50 Minutes
Session: 8

A. Objectives:

1. General Objectives (GO):
   Upon completion of the course, student will be able to explain the process of scientific research in order to find the answer of research problems

2. Chapter Objectives (CO):
   After completing this session, student should be able to:
   a. Explain the types of research variables
   b. Explain the dimension of variables
   c. Explain the operational definitions of variables

B. Main Themes: Research Variables

C. Sub-Themes:
   1. Types of research variables
   2. Dimensions of variables
   3. Operational definitions

D. Learning Activities

<table>
<thead>
<tr>
<th>Phases</th>
<th>Teacher Activities</th>
<th>Student Activities</th>
<th>Media</th>
</tr>
</thead>
</table>
| Introduction | 1. Explaining the brief contents of business research methods in the 8th session  
2. Explaining benefits of learning how to develop operational definitions of variables  
3. Explaining the competency of GO and CO | 1. Listening  
2. Discussion | OHT, OHP & whiteboard |
| Contents  | 1. Types of research variables  
2. Dimensions of variables  
3. Operational definitions | 1. Listening and taking notes  
2. Discussion | OHT, OHP & whiteboard |
Summary

1. Summarizing the materials
2. Giving questions
3. Describing general materials for the next session

1. Listening
2. Discussion

OHT, OHP & whiteboard

E. Evaluation:
Giving questions or case study for small groups discussion and it would then be discussed together to evaluate comprehensive understanding to the course materials

F. References:
SET OF COURSE

Course: BUSINESS RESEARCH METHODS
Code: ED 308 – 3 Credits
Estimated Time: 1 x 3x 50 Minutes
Session: 9

A. Objectives:
1. General Objectives (GO):
   Upon completion of the course, student will be able to explain the process of scientific research in order to find the answer of research problems
2. Chapter Objectives (CO):
   After completing this session, student should be able to:
   a. Explain types of scales
   b. Explain scale measurement
   c. Explain scale validity and reliability

B. Main Themes: Research Scales

C. Sub-Themes:
   1. Types of scales
   2. Types of scale measurement
   3. Scale validity
   4. Scale reliability

D. Learning Activities

<table>
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<tr>
<th>Phases</th>
<th>Teacher Activities</th>
<th>Student Activities</th>
<th>Media</th>
</tr>
</thead>
<tbody>
<tr>
<td>Introduction</td>
<td>1. Explaining the brief contents of business research methods in the 9th session</td>
<td>1. Listening</td>
<td>OHT, OHP &amp; whiteboard</td>
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<tr>
<td></td>
<td>2. Explaining benefits of learning how to develop research scales</td>
<td>2. Discussion</td>
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Summary

4. Scale reliability

1. Summarizing the materials
2. Giving questions
3. Describing general materials for the next session

1. Listening
2. Discussion

OHT, OHP & whiteboard

E. Evaluation:

Giving questions or case study for small groups discussion and it would then be discussed together to evaluate comprehensive understanding to the course materials

F. References:


SET OF COURSE

Course : BUSINESS RESEARCH METHODS
Code : ED 308 – 3 Credits
Estimated Time : 1 x 3x 50 Minutes
Session : 10

A. Objectives :

1. General Objectives (GO):
   Upon completion of the course, student will be able to explain the process of scientific research in order to find the answer of research problems

2. Chapter Objectives (CO):
   After completing this session, student should be able to:
   d. Explain the importance of sampling
   e. Explain various sampling techniques
   f. Determine sample size

B. Main Themes : Sampling Design

C. Sub-Themes : 1. Importance of sampling
   2. Sampling techniques
   3. Determining sample size

D. Learning Activities

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2. Explaining benefits of learning how to design sample  
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| Summary    | 1. Summarizing the materials | 1. Listening | OHT, OHP & |
| 2. Giving questions  
   3. Describing general materials for the next session | 2. Discussion | whiteboard |

E. Evaluation:
Giving questions or case study for small groups discussion and it would then be discussed together to evaluate comprehensive understanding to the course materials.

F. References:
SET OF COURSE

Course: BUSINESS RESEARCH METHODS
Code: ED 308 – 3 Credits
Estimated Time: 1 x 3x 50 Minutes
Session: 11

A. Objectives:

1. General Objectives (GO):
   Upon completion of the course, student will be able to explain the process of
   scientific research in order to find the answer of research problems

2. Chapter Objectives (CO):
   After completing this session, student should be able to:
   a. Explain source and types of data
   b. Explain various data collection methods
   c. Design a questionnaire

B. Main Themes: Data Collection Methods

C. Sub-Themes:
   1. Source and types of data
   2. Interview
   3. Questionnaire
   4. Questionnaire design
   5. Observation

D. Learning Activities

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**E. Evaluation:**

Giving questions or case study for small groups discussion and it would then be discussed together to evaluate comprehensive understanding to the course materials

**F. References:**

SET OF COURSE

Course: BUSINESS RESEARCH METHODS
Code: ED 308 – 3 Credits
Estimated Time: 1 x 3x 50 Minutes
Session: 12

A. Objectives:
1. General Objectives (GO):
   Upon completion of the course, student will be able to explain the process of scientific research in order to find the answer of research problems.
2. Chapter Objectives (CO):
   After completing this session, student should be able to:
   a. Create data entry
   b. Analyze validity and reliability of questionnaire
   c. Interpret data using descriptive statistics

B. Main Themes: Data Analysis and Interpretation: 1

C. Sub-Themes: 1. Data entry techniques
                  2. Validity and reliability testing
                  3. Descriptive statistics

D. Learning Activities

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| 1. Listening |
| 2. Discussion |

**E. Evaluation:**

Giving questions or case study for small groups discussion and it would then be discussed together to evaluate comprehensive understanding to the course materials.

**F. References:**

SET OF COURSE

Course : BUSINESS RESEARCH METHODS
Code : ED 308 – 3 Credits
Estimated Time : 1 x 3 x 50 Minutes
Session : 13

A. Objectives:

1. General Objectives (GO):
   Upon completion of the course, student will be able to explain the process of scientific research in order to find the answer of research problems

2. Chapter Objectives (CO):
   After completing this session, student should be able to:
   a. Analyze data using inference statistics
   b. Interpret data analysis in a meaningful way

B. Main Themes : Data Analysis and Interpretation 2

C. Sub-Themes : 1. Inference statistics
                     2. Tests of difference
                     3. Tests of causality and association
                     4. Non-parametric statistics

D. Learning Activities

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### E. Evaluation:

Giving questions or case study for small groups discussion and it would then be discussed together to evaluate comprehensive understanding to the course materials

### F. References:

SET OF COURSE

Course : BUSINESS RESEARCH METHODS
Code : ED 308 – 3 Credits
Estimated Time : 1 x 3x 50 Minutes
Session : 14

A. Objectives :

1. General Objectives (GO):
   Upon completion of the course, student will be able to explain the process of scientific research in order to find the answer of research problems

2. Chapter Objectives (CO):
   After completing this session, student should be able to:
   a. Arrange conclusions of a research
   b. Writing references and citations
   c. Preparing a sound research report

B. Main Themes : Research Report

C. Sub-Themes :

   1. Conclusions of a research
   2. Limitations of the research
   3. Implications
   4. Suggestions for further research
   5. Writing references and citations

D. Learning Activities

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**F. References:**