Description: Market Research

<table>
<thead>
<tr>
<th>Subject</th>
<th>Cat-nbr</th>
<th>Class</th>
<th>Term</th>
<th>Mode</th>
<th>Units</th>
<th>Campus</th>
</tr>
</thead>
<tbody>
<tr>
<td>MKT</td>
<td>3001</td>
<td>62005</td>
<td>1, 2007</td>
<td>EXT</td>
<td>1.00</td>
<td>Toowoomba</td>
</tr>
</tbody>
</table>

Academic group: FOBUS
Academic org: FOB004
Student contribution band: 2
ASCED code: 080599

STAFFING
Examiner: Michael Gardiner

REQUISITES
Pre-requisite: MKT1001 Co-requisite: STA2300

OTHER REQUISITES
Students are required to have access to a personal computer, e-mail capabilities and Internet access to USQConnect. Current details of computer requirements can be found at http://www.usq.edu.au/handbook/current/busgeninfo.html

RATIONALE
In order to provide superior value and satisfaction for customers, business managers need quality information for decision making. Increasingly, managers are viewing information not just as an input for making better decisions, but also as an important strategic asset and tool. Market research plays an important function in providing relevant secondary and primary information to facilitate decision making.

SYNOPSIS
An understanding of the research process is important in making business decisions. In this course you will gain the knowledge and skills needed to collect and transform data into information to facilitate decision making. This course takes a practical approach to studying the research process and using SPSS. The course provides a basic introduction to the research process, including problem definition, setting research objectives, research design, data collection, data analysis and interpretation of results, research report presentation and research ethics.
OBJECTIVES

The course objectives define the student learning outcomes for a course. The assessment item/s that may be used to assess student achievement of an objective is/are shown in parentheses after each objective. On successful completion of this course, students should be able to:

1. understand the business research process and the value of business research as a management tool (Assignment 1, Assignment 2, Assignment 3)
2. design and justify a research brief and proposal for a particular case research situation (Assignment 1, Assignment 2, Assignment 3)
3. identify and critically evaluate secondary data for research studies (Assignment 1, Assignment 2, Assignment 3)
4. identify, explain and critically evaluate a range of qualitative research methods appropriate for a particular case research situation (Assignment 1, Assignment 2, Assignment 3)
5. identify, explain and critically evaluate a range of quantitative research methods appropriate for a particular case research situation (Assignment 1, Assignment 2, Assignment 3)
6. identify and justify appropriate levels of measurement in conjunction with specific response scales (Assignment 1, Assignment 2, Assignment 3)
7. design and critically evaluate research instruments (Assignment 1, Assignment 2, Assignment 3)
8. understand and evaluate research designs and explain the influence of reliability validity on a specific design (Assignment 1, Assignment 2, Assignment 3)
9. recommend and justify a 'sample' design for a particular market research situation (Assignment 1, Assignment 2, Assignment 3)
10. critically evaluate the influence of error (random sampling and non-sampling error) on a research study (Assignment 1, Assignment 2, Assignment 3)
11. recommend appropriate 'descriptive' and hypothesis testing techniques for a particular research study (Assignment 1, Assignment 2, Assignment 3)
12. use SPSS to analyse data and then interpret results for specific research objectives and hypotheses within the bounds of the course (Assignment 1, Assignment 2, Assignment 3)
13. understand the implications of ethical, privacy and business best practice issues when conducting research for all parties - respondent, client and researcher (Assignment 1, Assignment 2, Assignment 3)
14. demonstrate effective communication skills through the preparation of a research proposal, data analysis and methodology (Assignment 1, Assignment 2, Assignment 3).

TOPICS

<table>
<thead>
<tr>
<th>Description</th>
<th>Weighting (%)</th>
</tr>
</thead>
<tbody>
<tr>
<td>1. Research philosophy and process</td>
<td>10.00</td>
</tr>
<tr>
<td>2. Research design and implementation</td>
<td>15.00</td>
</tr>
<tr>
<td>3. Secondary data and literature review</td>
<td>20.00</td>
</tr>
<tr>
<td>4. Qualitative: sampling, data collection, processing, analysis and interpretation and report writing</td>
<td>20.00</td>
</tr>
<tr>
<td>5. Quantitative: sampling, data collection, processing, analysis and interpretation and report writing</td>
<td>25.00</td>
</tr>
<tr>
<td>6. Ethics, privacy and business best practice</td>
<td>10.00</td>
</tr>
</tbody>
</table>
TEXT and MATERIALS required to be PURCHASED or ACCESSED

ALL textbooks and materials are available for purchase from USQ BOOKSHOP (unless otherwise stated). Orders may be placed via secure internet, free fax 1800642453, phone 07 46312742 (within Australia), or mail. Overseas students should fax +61 7 46311743, or phone +61 7 46312742. For costs, further details, and internet ordering, use the 'Textbook Search' facility at http://bookshop.usq.edu.au click 'Semester', then enter your 'Course Code' (no spaces).

The Aaker et al text, Coakes et al text, and SPSS computer package are available as a shrink-wrapped package from the USQ Bookshop.

SPSS Version 14.0 for Windows

REFERENCE MATERIALS
Reference materials are materials that, if accessed by students, may improve their knowledge and understanding of the material in the course and enrich their learning experience.


STUDENT WORKLOAD REQUIREMENTS

<table>
<thead>
<tr>
<th>ACTIVITY</th>
<th>HOURS</th>
</tr>
</thead>
<tbody>
<tr>
<td>Assessment</td>
<td>55.00</td>
</tr>
<tr>
<td>Directed Study</td>
<td>44.00</td>
</tr>
<tr>
<td>Private Study</td>
<td>66.00</td>
</tr>
</tbody>
</table>
ASSESSMENT DETAILS

<table>
<thead>
<tr>
<th>Description</th>
<th>Marks out of</th>
<th>Wtg(%)</th>
<th>Due date</th>
</tr>
</thead>
<tbody>
<tr>
<td>ASSIGNMENT 1</td>
<td>20.00</td>
<td>20.00</td>
<td>28 Mar 2007</td>
</tr>
<tr>
<td>ASSIGNMENT 2</td>
<td>40.00</td>
<td>40.00</td>
<td>16 May 2007</td>
</tr>
<tr>
<td>ASSIGNMENT 3</td>
<td>40.00</td>
<td>40.00</td>
<td>12 Jun 2007</td>
</tr>
</tbody>
</table>

IMPORTANT ASSESSMENT INFORMATION

1 Attendance requirements:
   If you are an international student in Australia, you are advised to attend all classes at
   your campus. For all other students, there are no attendance requirements for this course.
   However, it is the students' responsibility to study all material provided to them or required
   to be accessed by them to maximise their chance of meeting the objectives of the course
   and to be informed of course-related activities and administration.

2 Requirements for students to complete each assessment item satisfactorily:
   To satisfactorily complete an individual assessment item a student must achieve at least
   50% of the marks. (Depending upon the requirements in Statement 4 below, students may
   not have to satisfactorily complete each assessment item to receive a passing grade in this
   course.)

3 Penalties for late submission of required work:
   If students submit assignments after the due date without prior approval then a penalty of
   20% of the total marks available for the assignment will apply for each working day late.

4 Requirements for student to be awarded a passing grade in the course:
   To be assured of receiving a passing grade a student must submit all of the assessment
   items, achieve at least 50% for Assignment 3 and at least 50% of the total weighted marks
   available for the course.

5 Method used to combine assessment results to attain final grade:
   The final grades for students will be assigned on the basis of the aggregate of the weighted
   marks obtained for each of the summative assessment items in the course.

6 Examination information:
   There is no examination in this course.

7 Examination period when Deferred/Supplementary examinations will be held:
   Not applicable.

8 University Regulations:
   Students should read USQ Regulations 5.1 Definitions, 5.6. Assessment, and 5.10
   Academic Misconduct for further information and to avoid actions which might contravene
   University Regulations. These regulations can be found at the URL
   http://www.usq.edu.au/corporateservices/calendar/part5.htm. Students should also read
   the Faculty of Business Guide to Policies and Procedures of the Faculty which can be

ASSESSMENT NOTES

1 Assignments: (i) The due date for an assignment is the date by which a student must
   despatch the assignment to the USQ. External students must provide proof of postage on
   the due date with their assignment. (ii) Students must retain a copy of each item submitted
   for assessment. This must be produced within 24 hours if required by the examiner. (iii)
The examiner may grant an extension of the due date of an assignment in extenuating circumstances. Applications for extensions should be in writing and must include supporting documentary evidence. Extensions are only granted in unforeseen and uncontrollable circumstances. The examiner shall consider all documentary evidence (including statement from a doctor, employer, counsellor or independent member of the community as appropriate) accompanying an application for extension and decide on the outcome. Length of extensions: Up to one week’s extension (five working days) may be granted if a signed statement with supporting documentation is sent with the assignment, proving that an unforeseen and uncontrollable circumstance caused the delay, for example unusual and unpredictable work or family commitments. If the signed statement and supporting documentation does not show that unforeseen and uncontrollable circumstances were present for the days claimed, then the normal reduction in marks for a late assignment of 20% per working day will apply. Extensions beyond one week are not allowed unless express permission is obtained from the examiner. Extensions beyond one week are only granted in extreme circumstance because model answers may be distributed after this time. If you are likely to require an extension for a longer period than one week, you must contact the examiner for advice. In most cases, you will be required to complete an alternative make-up assignment. However, make-up assignments are only granted if you have passed all other pieces of assessment for the course. Medical extensions: In the case of an application for extension for medical reasons, the documentation should include a statement from a doctor stating: the date the medical condition began or changed; how the condition affected the student’s ability to study; when it became apparent that the student could not submit the assignment. As a rule, you will be granted an extension for the number of working days covered on a medical certificate. In the case of a medical extension, you do not need to contact the examiner unless you require an extension of longer than one week. Extensions for family/personal reasons: In the case of an application for extension for family/personal reasons, the documentation should include a statement from a doctor, counsellor or independent member of the community stating: the date the student's personal circumstances began or changed; how the circumstances affected the student’s ability to complete the assignment; when it became apparent that the student could not complete the assignment. In the case of an extension for family/personal reasons you must contact the examiner before the due date to discuss the reason for the extension and to negotiate the length of an extension if granted. Extensions for employment-related reasons: In the case of an application for extension for employment-related reasons, the documentation should include a statement from the student's employer stating: the date the student's employment began or the conditions of employment changed; how this prevents the student from completing the assignment. In the case of an extension for employment-related reasons you must contact the examiner before the due date to discuss the reason for the extension and to negotiate the length of an extension if granted. (iv) The examiner will normally only accept assessments that have been written, typed or printed on paper-based media. (v) The examiner will not accept submission of assignments by facsimile. (vi) Students who do not have regular access to postal services or who are otherwise disadvantaged by these regulations may be given special consideration. They should contact the examiner to negotiate such special arrangements. (vii) In the event that a due date for an assignment falls on a local public holiday in their area, such as a show holiday, the due date for the assignment will be the next day. Students are to note on the assignment cover the date of the public holiday for the examiner's convenience.

2 Course weightings: Course weightings of topics should not be interpreted as applying to the number of marks allocated to questions testing those topics in the assignments.

3 Word count on assignments: Students must put the 'word count' for their assignment on the front page of the assignment. The word count is the number of words in the body of
the assignment report and does not include the title, executive summary, list of references or appendices. To grade an assignment a marker does not need to read more words than the word limit of the assignment.

4 Deferred work: Students who, for medical, family/personal, or employment-related reasons, are unable to complete an assignment at the scheduled time may apply to defer an assessment in a course. Such a request must be accompanied by appropriate supporting documentation. A grade of IDM (Incomplete Deferred Make-up) may be awarded.

OTHER REQUIREMENTS

1 Learning resources: Prescribed texts and materials (see above); recommended reference materials (see above); printed Introductory Book; CD (compact disc); Study Book and Book of Selected Readings which are included on the CD (print copies are available for purchase from the USQ Bookshop); and course Website accessible via USQConnect.