



APPLIES TO ACADEMIC YEAR 2009/2010

GRA 6437 Marketing Research and Multivariate Analysis

Programme

Master of Science in Business and Economics (Marketing), Master of Science in Strategic Marketing Management, Specialization Course

Responsible for the course

Department

Department of Marketing

Term

According to study plan

ECTS Credits

6

Language of instruction

English

Introduction

In this course you will learn to analyze and interpret multivariate analysis techniques with the purpose to reduce the uncertainty and increase the profitability of marketing decisions. This course builds on knowledge the students are assumed to have acquired in previous marketing research and data analyses courses.

The focus in the course is to teach the students to use data analyses tools (SPSS) in selected cutting-edge multivariate analysis techniques along with the ability to understand where each technique can best be used.

This is not a statistics course - even though all the techniques are based on the theory of statistics, the approach taken here is managerial-based, rather than formula-based. Therefore, you will not be a statistics expert at the end of this course. The course focuses in training students to know and apply the techniques in a practical manner.

Learning outcome

The overriding learning outcome is to be able to see the particular benefits of analysis-based decision-making in marketing. Closely related to this ability is the ability to discern and choose between various possible analysis techniques as well as the ability to apply the chosen technique appropriately, given the need to solve a particular marketing problem. A relevant marketing problem would typically be the research questions the students address in their master thesis.

To achieve this general learning outcome, the students must be able to the following:

Explain the differences and similarities between key techniques.

Understand each technique in terms of:

- The underlying design providing the data
- Its statistical principles
- Its assumptions
- Its output

Interpret the outputs (results)

Communicate/write up the results

Prerequisites

GRA 6020 Multivariate Data Analysis or GRA 6036 Multivariate Statistics with Econometrics, or equivalent courses from other leading programs.

Compulsory reading

Books:

Malhotra, Naresh K. and David F. Birks. 2007. Marketing research : an applied approach. 3rd European ed. Harlow : Financial Times/Prentice Hall

Collection of articles:

A collection of scientific articles

Other:

During the course there may be hand-outs and other material on additional topics relevant for the course and the examination.

Recommended reading**Books:**

Janssens, Wim ... [et al.]. 2008. Marketing Research with SPSS. Harlow : Prentice Hall/Financial Times

Course outline

- Problem definition, design (experimental and survey-based) and data sources
- Data analysis
- Data interpretation
- Presentation of results

Computer-based tools

SPSS (one of the most widely manager-used computer programs for statistical analysis).
Lisrel.

Learning process and workload

Part 1 - Identify and design the project, prepare data for analysis and consider the quality of the data

Part 2 - Analyse data using appropriate statistical techniques:

1. ANOVA for testing experimental data
2. MANOVA for testing experimental data with multiple dependent variables
3. OLS regression analysis for prediction purposes and hypothesis testing
4. Logistic regression analysis for prediction purposes
5. Factor analysis for customer segmentation
6. Correspondence analysis for geometrical presentation of products/brands
7. Conjoint analysis for designing optimal product and service offerings

This list may be subject to change

Part 2 will be thought partly in ordinary class sessions and partly in data laboratory classes

Part 3 - Interpret the results

Part 4 - Write-up of results

Please note that while attendance is not compulsory in all courses, it is the student's own responsibility to obtain any information provided in class that is not included on the course homepage/Blackboard or text book.

Examination

Three assignments in data analysis (30%), one term paper (30%) and one 3 hour written examination (40%).

All parts of the evaluation need to be passed in order to get a grade in the course.

Physical attendance in data laboratory class will not be registered, but is highly recommended as questions related to the data analysis assignments will be answered exclusively in these classes.

Specific information regarding student evaluation beyond the information given in the course description will be provided in class. This information may be relevant for requirements for term papers or other hand-ins, and/or where class participation can be one of several elements of the overall evaluation.

Exam code(s)

GRA 64371 accounts for 100% of the final grade in the course GRA 6437.

Examination support materials

A bilingual dictionary.

Exam aids at written examinations are explained under exam information in our web-based Student handbook. Please note use of calculator and dictionary.

<http://www.bi.edu/studenthandbook/examaids>

Re-sit examination

Re-takes are only possible at the next time a course will be held. When the course evaluation has a separate exam code for each part of the evaluation it is possible to retake parts of the evaluation. Otherwise, the whole course must be re-evaluated when a student wants to retake

an exam. Retake examinations entail an extra examination fee

Additional information

Honor Code

Academic honesty and trust are important to all of us as individuals, and represent values that are encouraged and promoted by the honor code system. This is a most significant university tradition. Students are responsible for familiarizing themselves with the ideals of the honor code system, to which the faculty are also deeply committed.

Any violation of the honor code will be dealt with in accordance with BI's procedures for cheating. These issues are a serious matter to everyone associated with the programs at BI and are at the heart of the honor code and academic integrity. If you have any questions about your responsibilities under the honor code, please ask.

We hand out, discuss in class, and distribute electronically a variety of materials related to the assigned cases. We do this to provide additional feedback and insight about each case and what should be learned from working on the case, and we make no effort to restrict access to these materials. However, obtaining and using such previous materials in any assignments is a direct and serious violation of the honor code.

At no time should notes or papers or personal consultations based on previous semesters of this course be used. Similarly, you or the other members of your team should not consult with anyone else (or material prepared by anyone else including information from the Internet, computer network, or other on-line news service) in preparing a case for class discussion or written submission or in preparing marketing game-related assignments.