

Indian Institute of Technology Kanpur

Proposal for a New Course

Course Title: Research Methodology – the Art of Doing and Communicating Research

Course No: DMSXXX

Lecture per week: 3-0-0-0 (9)

Duration of Course: Full Semester

Proposing Department: Management Sciences

Proposing Instructors: Devlina Chatterjee, Jothsna Rajan

Course Description: The purpose of this course is to familiarize students with the key research methods in the field of business and management. The methods covered will include experiments, quasi-experiments, field studies, social network methods, and mixed methods. While the particular focus will be on gathering data using these research methods, various practical matters related to empirical research using these methods will be also discussed. Students will learn the research methods from the perspective of a management and/or a behavioral researcher, not from that of a statistician. This is a foundational course and thus, should not be seen as definitive for building expertise—but rather the beginning of the research journey.

The second half of the course focuses on the mechanics of scholarly writing in management disciplines. Rather than emphasizing research methods or statistics, the course develops students' ability to construct persuasive academic arguments, write coherent paragraphs, synthesize literature, and produce well-structured introductions, discussions, and conclusions. Through intensive writing exercises and analysis of published management articles, students learn how experienced scholars communicate ideas clearly and convincingly.

Course Objectives: Through this course, students will:

- Develop skills to evaluate and choose appropriate research questions.
- Learn the various methodological approaches commonly used in management research
- Write clear and concise scientific prose.
- Structure a management research paper effectively.
- Conduct and synthesize literature for academic writing.
- Present methods and findings appropriately.
- Apply citation and referencing standards.
- Prepare a manuscript suitable for conference or journal submission.

Pre-requisites, if any: NONE

Course Content

Title	Sessions
Understanding theory in management research, approaches to theory building, research philosophy and paradigms	3
Experimental Methods	2
Quasi-experimental Methods	2
Field Studies, Survey Methods	2
Qualitative methods, participant observation	2
Network Methods	2
Foundations and Purpose of academic writing	2
Structuring an Academic Paper: From Research Question to Coherent Argument	2
Writing the literature review	2
Writing introductions	2
Discussion and conclusion writing	2
Revision and scholarly style	1
Writing a review for a paper	1
Oral presentation	1

Recommended Texts

1. The Craft of Research – Booth, Colomb & Williams
2. They Say / I Say – Graff & Birkenstein
3. Writing for Peer Reviewed Journals – Thomson & Kamler
4. Style: Lessons in Clarity and Grace – Joseph Williams
5. Academic Writing for Graduate Students – Swales & Feak
6. Management Research Methods – Tharenou, P., Donohue, R., & Cooper, B
7. Investigating the social world: The process and practice of research – Schutt, R. K

Any Other Remarks: NA

Date: 12 June 2026

Proposers: Jothsna Rajan, Devlina Chatterjee

DPGC Convenor: *Viray Ramani*

Date: 12/6/2026

The course is approved/not approved

Chair, SPGC:

Date: