INTRODUCTION
The course is intended mainly for first-year doctoral students majoring in strategy and venturing but is also applicable for other doctoral students preparing a doctoral dissertation related to strategy and/or entrepreneurship. The course is a continuation for the fall-term course Research Methods in Industrial Engineering and Management. Students wishing to participate in the course are recommended to take the fall term course first. However, passing the fall term course is not a prerequisite for participation.

The course comprises readings, assignments, seminar sessions, seminar presentations, discussions, an exam, and developing a research proposal for the doctoral dissertation. The sessions will consist of lectures/discussions among the instructor and the seminar participants. Therefore, it is essential that all participants come to each class prepared. To this end, each seminar participant will prepare and email the instructor short pre-assignments related to different parts of preparing a research proposal before each session. This is to stimulate discussion and help participants get more out of the seminar to develop their own research. The class is most effective when everyone contributes and participates in the learning process.

OBJECTIVE AND FOCUS
The concrete key objective is to help participants create and develop a good dissertation proposal. The course focuses on areas relevant to developing a good research proposal, including problem formulation, literature review, theory and hypothesis development, and research designs and methodological choices. The course is intended to be an arena where students can discuss their research projects and get feedback from the faculty and from their fellow students.

INSTRUCTOR
The instructor of the course is Professor Markku Maula. His contact information is:
email: markku.maula@aalto.fi, mobile phone: +358 40 556 0677

SCHEDULE
The seminar will be held on Mondays from 13:15 to 16:00 at TUAS (1021-1022 AS3 Saab Space). The schedule of the course is presented below:
PASSING THE COURSE AND GRADING POLICY
The course grade will be determined as follows:

Pre-lecture assignments, presentations, and class participation  30%
Exam  35%
Dissertation proposal  35%

Dissertation proposal: The major goal and requirement of the course is a completed research proposal at the end of the spring semester. This means a paper describing in detail the proposed study, with all the necessary supporting materials and argumentation expected in a proposal, the importance of the problem, past work, expected results, and analysis strategy, for example.

Exam: An exam covering the reading materials will be arranged in the middle of the course. The idea of the exam is to ensure that all participants have got familiar with the reading materials before finalizing their own draft dissertation proposals.

Pre-lecture assignments: Before each seminar session, each seminar participant will prepare and email the instructor a short assignment related to the topic of the session. This is to stimulate class discussion and help participants get more out of the course in terms of developing their own research. The class is most effective when everyone contributes and participates in the learning process.

Presentations: Each participant will give two types of seminar presentations: (i) short presentations concerning their research and the pre-assignments, and (ii) the dissertation proposal.

In the first four seminar sessions, after a short lecture in the beginning, we will discuss the experiences of seminar participants concerning their own research. To stimulate the discussion, participants will give short presentations concerning their pre-assignments.

In the last presentation sessions, the participants will present their own doctoral dissertation proposals. These presentations will allow the participants to obtain feedback and suggestions from other participants in the seminar course. To allow sufficient time for discussion, the research proposal presentations should not exceed 20 minutes.

COURSE MATERIALS
Most of the course materials will be made available online for the enrolled course participants. The total amount of course readings is roughly 700 pages.

INFORMATION
Up-to-date information about the course is made available on the MyCourses page of the course: https://mycourses.alto.fi/course/view.php?id=40467
DETAILED PROGRAM

DL for enrollment
January 8 (Monday) by email to Markku.Maula@aalto.fi
Please include the following information in your email:
1. your name
2. email address
3. student number
4. postgraduate major
5. name of your supervising professor
6. the topic of your thesis work
7. the stage where you are at in the doctoral dissertation process
8. whether or not you will be able to make it to all sessions
9. any comments or questions concerning the course

Session 1: Introduction, research proposals & choice of topic
January 22 (Monday) at 13:15-16:00 at AS3 (1021-1022)
Introduction
• Course objectives
• Practical arrangements
• Lecture on developing a dissertation proposal

Pre-lecture readings

Pre-lecture assignment
• Formulate and describe your research problem (max 1 page)
• Submit this by email to the instructor before the session on Monday, January 22, by 10:00 am
• Be prepared to present and discuss the research problem

Session 2: Literature review and framing a contribution
January 29 (Monday) at 13:15-16:00 at AS3 (1021-1022)

Pre-lecture readings

**Pre-lecture assignment**

- Write a rigorous as possible literature review related to your research problem (preferably about 5 pages, max 10 pages including tables and figures)
- Submit this by email to the instructor before the session on Monday, January 29 by 10:00 am
- Be prepared to present and discuss the process and outcome of the literature review

**Session 3: Theorizing and hypothesis development**

February 5 (Monday) at 13:15-16:00 at AS3 (1021-1022)

**Pre-lecture readings**


**Pre-lecture assignment**

- Develop as robust as possible new propositions or hypotheses concerning your research problem (max 5 pages).
- Submit this by email to the instructor before the session on Monday, February 5, by 10:00 am
- Be prepared to present and discuss the propositions/hypotheses

**Session 4: Empirical research design**

February 12 (Monday) at 13:15-16:00 at AS3 (1021-1022)

**Pre-lecture readings**


Pre-lecture assignment
• Plan as robust as possible (but practically feasible) way (research design and methods) to test your hypothesis/proposition (max 5 pages)
• Submit this by email to the instructor before the session on Monday, February 12, by 10:00 am
• Be prepared to present and discuss the research design

Exam
February 20 (Tuesday) at 13:00-16:00, TUAS Maarintie 8 lobby; exact place to be confirmed
• The exam will cover all the reading materials of the course announced in this course syllabus.

**DL for the draft dissertation proposal**
March 11 (Monday) at 10:00 am by email
• Submit the draft version of your research proposal by email to the instructor by 10:00 am. This deadline is strict (the drafts will be distributed by the instructor to course participants for their feedback and Session 5 pre-assignments immediately after the deadline)

Session 5: Dissertation proposal presentations
March 18 (Monday) at 13:15-16:00 at AS3 (1021-1022)

Pre-lecture readings
• Research proposals to be discussed in the session

Pre-lecture assignment
• For each research proposal, write 1-3 pages of suggestions on how to develop the research plans
• Submit these by email to the instructor before the session on Monday, March 18, by 10:00 am

**DL for the finalized research proposal**
April 8 (Monday) at 10:00 am by email
• Submit the final version of your research proposal for the instructor to be graded (DL 10:00 am). This deadline is strict.