

1	1.1 Module name (German / English) Research Seminar	1.2 Short name (optional) RSS	1.3 Module-Code (HIS-POS)
2	2.1 Frequency of Offer: Offer in <input checked="" type="checkbox"/> each SoSe, <input checked="" type="checkbox"/> each WiSe,	2.2 Duration: <input checked="" type="checkbox"/> 1 Semester <input type="checkbox"/> 2 Semester	
3	3.1 Offer for the following study programmes	3.2 Mandatory, Elective	3.3 Recommended semester
	Master International Marketing and Sales	Man	4

4 Workload				Workload total	
	Lectures/ Form	Contact time	hours per semester per form of instruction/standard form	Workload	Credits
contact time (e.g. lecture, exercise, internship, seminar lessons, project/ group work, case study, business game, credited tutorial) (further lines possible)	Seminar lessons	4	60	180	6
	Amounts	Amounts contact time	Amounts contact time in hours		
self-study (e.g. tutorial, preparation / follow-up, Exam preparation, preparation of homework, Search)	Self-study		120	180	6
	Amounts		Amounts self-study in hour		

5	<p>Learning outcomes/ Competencies</p> <p>Graduates can in research and science independently create scientific work, classify scientific theoretically own and others' research projects and results and critically evaluate them in terms of quality or benefit and apply situation adequately central scientific finding methods, as well as create a research paper. Graduates can explain research strategies, research designs, methods and approaches, and quality criteria in research.</p> <p>Contents</p> <p>A. Scientific Work</p> <ul style="list-style-type: none"> - Literature review - Preparation of the manuscript - Source documentation - Selection of the relevant literature (to the essentials) - Creating an outline of a scientific paper - Applicable empirical research design - Requirements for the development of a master thesis <p>B. General science theory</p> <ul style="list-style-type: none"> - Concept and tasks of science theory - Statement criteria - Empirical / not empirical - Descriptive / explicative / inductive / deductive - Deterministic, stochastic and tend - Evaluative (= normative) and non-judgmental statements - Business Administration as pure or application-oriented science
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- Theories as systems of statements
- Theorizing
- Hypotheses and inductive hypothesis testing (NHST & effect size), quantitative analysis / strategy and testing procedures
- qualitative analysis / strategy
- Mixed methods strategy
- Quality criteria in academic research
- Academic writing
- How to avoid common mistakes in academic research

6 Participation Requirement
none

7 7.1 Requirements for the award of credit points
Successful writing of a research paper (min 50% of points)

7.2 Examination Form
(e.g. exam, oral examination, essay/paper, presentation, portfolio; length of examination in minutes)

100% assignment

7.3 Requirements for admission to the examination

7.4 Importance of the mark for total mark

5% (6 CP of 120 CP)

Die Prüfungsordnungen der Studiengänge finden Sie in den Amtlichen Bekanntmachungen der FH Münster unter dem folgenden Link
https://www.fh-muenster.de/hochschule/aktuelles/amtliche_bekanntmachungen/index.php?p=2,7.

8 8.1 Lecture Language
 German English Another, namely:

8.2 Module Supervisor:

Prof. Dr. Thorsten Kliewe

8.3 Lecturer

Prof. Dr. Thorsten Kliewe

8.4 Maximum number of participants

8.5 Supplementary information (optional)

Recommended reading:

Alan Bryman; Social research Methods

Creswell, J.W.; Educational research: Planning, conducting, and evaluating quantitative and qualitative research

John W. Creswell; Research Design

Andy Field; Discovering statistics using IBM SPSS Statistics

Bortz / Döring; 'Forschungsmethoden und Evaluationen'

Cumming, G.; Understanding the new statistics: Effect sizes, confidence intervals and meta-analysis

Flick, Uwe; Qualitative Sozialforschung. Eine Einführung. Rowohlt: Reinbek/Hamburg.

Mayring, Philipp; Einführung in die qualitative Sozialforschung, Beltz: Weinheim/Basel.

Myers, Michael; Qualitative Research in Business & Management, Sage: Thousand Oaks.

Przyborski, Aglaja / Wohlrab-Sahr, Monikla (2010): Qualitative Sozialforschung. Ein Arbeitsbuch.

Oldenbourg: München.

Hällgren, M.; The construction of research questions in project management. International Journal of Project Management, 30(7): 804-16. [://www.sciencedirect.com/science/article/pii/S0263786312000075](http://www.sciencedirect.com/science/article/pii/S0263786312000075) (04.09.13)

Sackett, DL / Wennberg, JE (1997): Choosing the best research design for each question, BMJ, 315: 1636. <http://www.bmj.com/content/315/7123/1636> (04.09.13)

Schlosser, R./Koul, R./Costello, J. (2007): Asking well-built questions for evidence-based practice in augmentive and alternative communication. Journal of Communication Disorders, 40(3): 225-38.

<http://www.sciencedirect.com/science/article/pii/S0021992406000542> (04.09.13)