



Rotman Commerce UNIVERSITY OF TORONTO

Course Outline

RSM 352 H1 S

Marketing Research

Winter 2018

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Instructor: Inez Blackburn *Off Campus*
E-Mail: inezblackburn@rogers.com
Web page: Blackboard at <http://portal.utoronto.ca>
Phone: 416-399-4563
Office Hours: by appointment
TA: Shanu Kalra Shanu.Kalra18@Rotman.Utoronto.Ca

Course Scope and Mission

This course advocates marketing decision making based on customer insights. The main objective is to transform students into bi-model thinkers – people who understand both data and the business problem. The course covers the initiation, design, implementation, and interpretation of research as an aid to effective marketing decision making.

The main course objectives include:

1. Develop business problem analysis skills and ability to identify critical information needs.
2. Provide a working knowledge of common quantitative and qualitative marketing research methods.
3. Increase sensitivity to the biases and limitations of marketing research tools.
4. Translate marketing research to insights and define actionable recommendations based on the research results.
5. Familiarize with traditional and new research methods commonly used for advertising, branding, product development, pricing and promotion decisions.

Course Prerequisites

ECO220Y1/ECO227Y1/(STA220H1, STA255H1)/(STA257H1, STA261H1)

Course Co-requisites

RSM251H1

If you drop course RSM251H1 during the academic term, you must also drop this course. Contact Rotman Commerce Academic Program Services for academic advising if needed.

Required Readings

- There is a REQUIRED textbook for this course.
- In addition, there are supplemental readings/cases in the **Course Package**, available at the University of Toronto bookstore.
- You are expected to do each week's assigned readings before that week's lecture.

Required Textbook

McDaniel, Carl, Roger Gates and Subramanian Sivaramakrishnan. "*Marketing Research Essentials, 2nd Canadian ed.*" John Wiley and Sons, 2014

Any of the following versions are acceptable:

- E-Text (ISBN : 978-1-118-82336-1)
- Loose-leaf - Binder-Ready Version (ISBN : 978-1-118-82300-2)
- Paperback (ISBN : 978-1-118-04317-2)

Course Package

Course Package includes the following contents:

Readings:

1. "TruEarth Healthy Foods: Market Research for a New Product Introduction," by V. Kasturi Rangan and Sunru Yong (2009), #4065, Harvard Business School.
2. "NASCAR: Leading a Marketing Transformation in a Time of Crisis," by Eric T. Anderson (2015), #KEL: 889, Kellogg School of Management.
3. "Note on Neuromarketing," by Uma R. Karmarkar (2011), #9-512-031, Harvard Business School.
4. "Generating Perceptual Maps from Social Media Data," by Oded Netzer (2014), #CU136, Columbia Business School.

Evaluation and Grades

Grades are a measure of the performance of a student in individual courses. Each student shall be judged on the basis of how well he or she has a command of the course materials.

<u>Work</u>		<u>Due Date</u>
Class Participation/Attendance	17%	Ongoing
Research Requirement	3%	Ongoing
Mid-Term Exam	30%	March 1 st
Individual Case Assignment	15%	March 8 th
Group Project	35%	March 22 & 29
Total	100%	

COURSE FORMAT AND EXPECTATIONS

The course is composed of a great deal of active discussion on your part during lectures. The purpose of the lectures is to present and discuss theories, concepts, analytical techniques and empirical findings.

We will discuss many examples and cases with the goal of applying the concepts in real-world contexts.

You are expected to do each week's assigned readings before coming to class.

Class Participation (17 Points)

These class participation points are given to encourage your active participation in class discussions. The final participation grade will be an average of scores for attendance and contribution during the entire semester. Each student should display a name card in the first three classes.

You are expected to prepare thoroughly and make every effort to attend every class. Given its very nature, the learning and quality of a marketing class are directly related to your willingness and ability to contribute to the class discussions. Please feel free to raise an opinion or offer an analysis no matter how different it is from the emerging theme in the classroom, or how unusual it may be. However, focus on quality and not on quantity while contributing to the discussion. Also, civility and respect for others' opinions are important attributes to possess in the give and take of classroom debate. In general, your contribution will be evaluated on the following: Thoughtful responses, Understanding and analysis of topic, Idea generation, Promotion of further discussion.

By default, every student who attends classes will receive 10 (out of 17) points for class participation. If you make significant contributions to class discussions, you may receive more than 10 points. On the other hand, if you miss classes or consistently make non-constructive comments, you may receive fewer than 6 points.

Contribution: Are you a good listener? Do your comments help advance everyone's learning? Are you willing to interact with others in the classroom? Do your comments show evidence of assimilating and integrating what has been discussed in the course so far?

Research Participation (3 Points)

Marketing and Organizational Behavior researchers develop hypotheses and run experimental studies to test these hypotheses against actual behavior. The research requirement in this course is intended to supplement the material on marketing and organizational behavior that you encounter in your courses by giving you more direct exposure to research in marketing and organizational behavior. By successfully completing this research requirement, you can earn 3% toward your grade in this course. In order that you might better understand the research process, you may fulfill this requirement by:

- participation in three research studies OR
- analysis of three articles that report research studies.

Participation in research studies. To participate in a research study, sign up for the research participation website (<http://rotman.sona-systems.com>) and read the descriptions of research studies that are posted there. Once you identify a study in which you would like to participate, choose a time slot in which to participate. Studies usually take place in the behavioural lab in the Rotman building, but some studies may run online or in another physical location. Participation in the actual research will take between 45 and 60 minutes for a 1 credit study or between 15 and 30 minutes for a 0.5 credit study. You will be debriefed at the end of the study, and you will be asked to answer a question about some aspect of the study. Once you correctly answer the question you will be given credit. You must complete three credits worth of studies to fulfill your research participation requirement in this course.

Analysis of articles. To analyze an article, go to the Robarts library and find a copy of one of the approved journals. If you are in a marketing course, you may use the *Journal of Consumer Research*, the *Journal of Marketing*, or *Marketing Science*. If you are in an organizational behaviour course, you may use the *Academy of Management Journal*, the *Journal of Applied Psychology*, the *Journal of Organizational Behavior*, or *Personnel Psychology*. Look through the articles from the previous three years until you find one that interests you. Read the article. Write a summary of: 1) the objectives and hypotheses of the article; 2) the importance of the issues to the marketing or organizational behaviour community; 3) the research reported in the article, including the design of the study, the sample, and the materials (stimuli) used in the study, 4) the key results, 5) strengths and weaknesses of the study, and 6) the usefulness of the results to marketers or organizational behaviour practitioners. The analysis will be graded on a pass/fail basis. You will need to review three articles to complete your research requirement. Please contact the Behavioural lab manager, Autumn Bynum (416-946-5072, autumn.bynum@rotman.utoronto.ca, Rotman 547), if you would like to analyze research articles to fulfill your research requirement. The analysis will be graded on a pass/fail basis. Please submit your summaries to Autumn Bynum.

You must do three studies (either three participations, three analyses of articles, or a combination of both). Each study or analysis of article will earn you 1% toward your grade. Altogether you can earn 3% toward your grade by doing three research studies.

Mid-Term Exam (30 Points)

This will be a closed book mid-term exam that covers material from the lectures and assigned readings in the textbook up until the exam. The midterm will be held in class on March 1, 2018. See *Policy & Procedure* section for information on Missed Exams.

Individual Case Assignment (15 Points):

Case: TruEarth Healthy Foods

Your case report should discuss the following issues:

- What marketing decisions were facing the managers?
- Based on information presented in the case, what alternatives do management have?
- What would you recommend? Why?

I suggest that you consider/analyze the following within your case analysis:

1. Why was Cucina Fresca Pasta successful? How would you compare the pizza opportunity to the previous pasta opportunity? Is the first-mover advantage in Pizza similar to Pasta?
2. How do consumers view Pizza?
3. What is your forecast of demand for Pizza (show your calculations)?
4. What is consumers' interest in the Pizza concept?

You may write the report in essay format with proper subtitles.

Format: Font size 11 points, 1.5-line space, 1-inch margin at each side.

Page limit: Maximum 5 pages in total, excluding tables and graphs in appendix.

Please note that clear, concise, and correct writing will be considered in the evaluation of the Individual Case Assignment. That is, you may lose points for writing that impedes communication: poor organization, weak paragraph development, excessive wordiness, hard-to-

follow sentence structure, spelling mistakes and grammatical errors. Students who require additional support and/or tutoring with respect to their writing skills are encouraged to visit the Academic Success Centre (www.asc.utoronto.ca) or one of the College Writing Centers (www.writing.utoronto.ca/writing-centres). These centers are teaching facilities – not editing services, where trained staff can assist students in developing their academic writing skills. There is no charge for the instruction and support.

Group Project (35 Points)

Students will work in groups to complete a survey project during the semester. For this project, you will design and conduct a survey for a real-world marketing problem identified by your group. You will define a problem, collect secondary information, design a field research plan, design a sampling plan and questionnaire, collect and analyze data, and write a report. Groups will also present their projects at the last class. See **Appendix 1** for detailed step-by-step instructions.

Your grade for this project will be calculated as follows:

Project Item	Marks	Due Date
Problem Definition, Sampling Plan and Questionnaire	20	January 25
Final Report (including data analysis)	50	March 22/29
In-class Presentation (in-class)	20	March 22/29
Peer Evaluation	10	Due in class day of presentations

Learning to work together in teams is an important aspect of your education and preparation for your future careers. That said, project-based teamwork is often new to students; to work well in teams, it helps to follow a set of core expectations to best succeed at your team projects.

1. Read the document entitled, “Working in Teams: Guidelines for Rotman Commerce Students” which is available on the RC portal under the Academic Services tab.

2. When working in a team, Rotman Commerce students are expected to:

- Treat other members with courtesy and respect;
- Honor the ground rules established by the team;
- Contribute substantially and proportionally to the final project;
- Ensure enough familiarity with the entire contents of the group project/assignment so as to be able to sign off on it as original work;
- Meet the project timeline as established by the team.

3. Resolving conflicts:

Conflicts are part of the team’s process of learning how to work together. When handled well, it can generate creativity and bring-multiple perspectives to the solution.

Student teams are expected to work through their misunderstandings as soon as they arise (and prior to submission of the final project). When teams are unable to arrive at a solution that works for all members, the team must meet with the Rotman Commerce Team Coach** as soon as

possible. The Coach will listen to the team and help develop options for improving the team process. All members of the project team must commit to, and, utilize their action plans.

**For an appointment with a Rotman Commerce Team Coach, please contact Nouman Ashraf at nouman.ashraf@rotman.utoronto.ca Nouman is highly skilled at facilitating team dynamics and collaboration. Note that the Team Coach's role is to provide guidance, support and advice on team matters – not to formally evaluate or assess teamwork for academic purposes.

The Group Project in this course requires that you undertake research with human participants. Please note that research of this nature requires treating participants ethically, according to established standards and practices. Please consult with your instructor before commencing your research to ensure that your research activities comply with the applicable policy and procedure.

Weekly Schedule

Session	Date	Topic	Readings
1	January 4	<ul style="list-style-type: none"> Introduction to Marketing Research Secondary Data 	Read: Chapter 3
2	January 11	<ul style="list-style-type: none"> Survey Design Sampling 	Read: Chapter 8 Chapter 11
3	January 18	<ul style="list-style-type: none"> Questionnaire Development Guest Speaker 	Read: Chapter 6 Chapter 7
4	January 25	<ul style="list-style-type: none"> Data Analysis Common Quantitative Research Techniques (Concept Testing, U&A, Advertising Testing) 	Read: Chapter 13 (pgs. 388–419)
5	February 1	<ul style="list-style-type: none"> Communicating Results Actioning Research & Bringing the Consumer to Life 	Read: Chapter 2 (pgs. 47-52) Chapter 15 Due: Group Project Phase 1 (Problem, Definition, Questionnaire & Sampling Plan)
7	February 8	<ul style="list-style-type: none"> Some More Research Techniques (Equity Research, Segmentation) Case Discussion: NASCAR Laddering 	Read Case: " <i>NASCAR: Leading a Marketing Transformation in a Time of Crisis</i> "
6	February 15	<ul style="list-style-type: none"> Qualitative & Observational Research 	Read: Chapter 4 Chapter 5
8	February 22	<ul style="list-style-type: none"> Reading Week 	
9	March 1	<ul style="list-style-type: none"> Mid-Term 	Brent Edwards & Pina Sciarra PWC
10	March 8	<ul style="list-style-type: none"> Database Research 	Read: " <i>Generating Perceptual Maps from Social Media Data</i> " Due: Individual Case Assignment
11	March 15	<ul style="list-style-type: none"> Online Research The Future of Marketing Research 	Read: " <i>Note on Neuromarketing</i> " Brent Edwards & Pina Sciarra PWC
12	March 22	Group Project Presentations	Due: Group Project Reports
13	March 29	Group Project Presentations	Due: Group Project Reports

POLICY AND PROCEDURE

Missed Tests and Assignments (including midterm examinations)

Students who miss a test or assignment for reasons entirely beyond their control (e.g. illness) may submit a request for special consideration. Provided that notification and documentation are provided in a timely manner, and that the request is subsequently approved, no academic penalty will be applied.

In such cases, students must notify Rotman Commerce on the date of the missed test (or due date in the case of course work) and submit supporting documentation (e.g. [Verification of Student Illness or Injury form](#)) to the Rotman Commerce Program Office within **48 hours** of the originally scheduled test or due date. Students who do not provide Rotman Commerce or the instructor with appropriate or sufficient supporting documentation will be given a grade of 0 (zero) for the missed test or course deliverable.

Documentation submitted in support of petitions for missing tests and assignments must be original; no faxed or scanned copies will be accepted

Note that the physician's report must establish that the patient was examined and diagnosed at the time of illness, not after the fact. Rotman Commerce will not accept a statement that merely confirms a later report of illness made by the student to a physician.

If documentation is satisfactory, you will be permitted to write a Mid-Term Make-Up exam.

Late Assignments

All assignments are due at the beginning of class on the date specified in the course outline. Late submissions will be penalized by 10% if the assignment is not received on the specified date, at the specified time. A further penalty of 10% will be applied to each subsequent day, up until 3 days, at which time, the student will receive a grade of 0.

Accessibility Needs

The University of Toronto is committed to accessibility. If you require accommodations for a disability, or have any accessibility concerns about the course, the classroom or course materials, please contact Accessibility Services as soon as possible: accessibility.services@utoronto.ca or <http://www.studentlife.utoronto.ca/as>.

Academic Integrity

Academic Integrity is a fundamental value essential to the pursuit of learning and scholarships at the University of Toronto. Participating honestly, respectfully, responsibly, and fairly in this academic community ensures that the UofT degree that you earn will continue to be valued and respected as a true signifier of a student's individual work and academic achievement. As a result, the University treats cases of academic misconduct very seriously.

The University of Toronto's Code of Behaviour on Academic Matters

<http://www.governingcouncil.utoronto.ca/policies/behaveac.htm> outlines the behaviours that constitute academic misconduct, the process for addressing academic offences, and the penalties that may be imposed. You are expected to be familiar with the contents of this document. Potential offences include, but are not limited to:

In papers and assignments:

- Using someone else's ideas or words without appropriate acknowledgement.

- Submitting your own work in more than one course without the permission of the instructor.
- Making up sources or facts.
- Obtaining or providing unauthorized assistance on any assignment (this includes collaborating with others on assignments that are supposed to be completed individually).

On test and exams:

- Using or possessing any unauthorized aid, including a cell phone.
- Looking at someone else's answers
- Misrepresenting your identity.
- Submitting an altered test for re-grading.

Misrepresentation:

- Falsifying institutional documents or grades.
- Falsifying or altering any documentation required by the University, including (but not limited to), medical notes.

All suspected cases of academic dishonesty will be investigated by the following procedures outlined in the *Code of Behaviour on Academic Matters*. If you have any question about what is or is not permitted in the course, please do not hesitate to contact the course instructor. If you have any questions about appropriate research and citation methods, you are expected to seek out additional information from the instructor or other UofT resources such as College Writing Centres or the Academic Success Centre.

Email

At times, the course instructor may decide to communicate important course information by email. As such, all UofT students are required to have a valid UTmail+ email address. You are responsible for ensuring that your UTmail+ email address is set up AND properly entered on the ROSI system. For more information please visit <http://help.ic.utoronto.ca/category/3/utmail.html>

Forwarding your utoronto.ca email to a Hotmail, Gmail, Yahoo or other type of email account is not advisable. In some cases, messages from utoronto.ca addresses sent to Hotmail, Gmail or Yahoo accounts are filtered as junk mail, which means that important messages from your course instructor may end up in your spam or junk mail folder.

Blackboard and the Course Page

The online course page for this course is accessed through Blackboard. To access the course page, go to the UofT Portal login at <https://portal.utoronto.ca/> and log in using your UTORid and password. Once you have logged in, look for the My Courses module where you'll find the link to all your course websites. If you don't see the course listed here but you are properly registered for the course in ROSI, wait 48 hours. If the course does not appear, go to the Information Commons Help Desk in Robarts Library, 1st floor, for help, or explore the Portal Information and Help at <http://www.portalinfo.utoronto.ca/content/information-students> and review the Frequently Asked Questions.

Recording Lectures

Lectures and course materials prepared by the instructor are considered by the University to be an instructor's intellectual property covered by the Canadian Copyright Act. Students wishing to record a lecture or other course material in any way are required to ask the instructor's explicit permission, and may not do so unless permission is granted (note: students who have been previously granted permission to record lectures as an accommodation for a disability are, of course, excepted). This includes tape recording, filming, photographing PowerPoint slides, Blackboard materials, etc.

If permission is granted by the instructor (or via Accessibility Services), it is intended for the individual student's own study purposes and does not include permission to "publish" them in anyway. It is absolutely forbidden for a student to publish an instructor's notes to a website or sell them in any other form without formal permission.

APPENDIX 1

Group Project Step-by-Step Instructions

Preliminary: Groups

You must work in groups of 4–6 students for this project. You need to inform the Instructor about your group/members via email by 7 pm on February 1st,2018

There will be a short peer-review sheet to ensure that all students do their fair share of the work. 10% of your grade for the group project will be based on this peer evaluation. You need to provide a peer evaluation for every member of your group (excluding yourself), rate your peer's contributions, using a scale of 0 (lowest) to 5 (highest). Suppose your group has five people (including yourself), and that you receive 4, 4, 5, and 5. Your average peer evaluation score will be $(4+4+5+5)/4 = 4.5$. Your final score for the term project will be $(4.5/5)*10$ points + $(\text{term project score}/100)*90$ points. A hard copy of the peer review must be submitted by 11:59pm on December 2. A student who does not submit a peer review will receive a 0 for the peer evaluation portion of the project.

Step 1 Choose a Topic / Problem Definition

After groups are formed, each student should develop some ideas for the project. In your first formal group meeting, bring up all the ideas and vote for one. You may also use this meeting to brainstorm for new ideas and / or expand existing ideas. If necessary, take another round of "idea searching".

You may expect to conduct the survey online, so the research question should be applicable to an online sample.

Step 2 Conduct Secondary Research on Product and Market

You should always start a research project by searching for secondary data about current knowledge on the product and market. Following is a list of items you may look for – not all of them may apply to your project.

(1) Product/service

- What are the "Core Benefits" (to be) provided by your product/service?
- What product/service features support the core benefits?

(2) Customers

- Who are your target customers? Can you profile your target customer by demographics (age, gender, income, etc.) and/or psychographics (activities, beliefs, lifestyles, etc.)?
- How big is the target market?
- What motivates the target customers to purchase your product/service?
- Describe purchase decision process for your target customers.
- If your group studies an existing product/service, how does the company communicate to consumers in each stage of consumer's purchase decision process?

(3) Competitive positioning

- Describe competitive positioning in the market. You may want to draw a positioning map.

- How would your target customers meet their needs if your product/service did not exist in the market? Is the core benefit (to be) offered by your product/service currently provided by any existing suppliers?

(4) Channel – how products are sold through to end users.

(5) Market analysis

- Market size, trends in the market, growth rates, new innovations, competitors and their shares, channel members and their relationship.
- Company analysis: cost structure, sales goal, etc.

If necessary, you can revise your problem definition based on your secondary research.

Step 3: Develop Research Design

In this step, you will design a questionnaire, develop a sampling plan, work out a data collection method, and anticipate a data analysis plan. In a nutshell, you need a detailed action plan for the rest of project.

Ensure you consider research ethics.

Step 4: Conduct Field Work and Collect Data

Data collection typically takes longer than you hoped. So make sure to budget enough time for this stage.

Step 5: Analyze Data

Step 6: Write Project Report

You need to submit a hardcopy of report in class on March and email an electronic copy to the Instructor: inezblackburn@rogers.com

Page limit: Main text will be no more than 10-pages long. Tables, figures, and questionnaire included in Appendix (not counted in page limit).

Suggested Report Format

1. Title Page
 - a. Name of the organization for whom you are doing the research, the names of the people in your group, the date
2. Executive Summary
 - a. Business Problem, Research objectives, methodology and limitations, sampling plan, when research was conducted, summary of results, most important recommendations.
3. Table of Contents – 1 page
4. Background
 - a. Explain why this research is being conducted. Include: the Client's Business problem, the Research Objectives
5. The Research Methodology
 - a. Explain how your group collected sample for this project, mention what kind of sampling it was (use proper research terminology), and what measures if any you implemented to ensure quality control.
 - b. Describe Method – Self Vs. Interviewer Administered? Pen & Paper vs. Online? etc.
 - c. Any LIMITATIONS of your findings
 - d. When and where the research was conducted
6. The Findings section – make sure all necessary elements are included for each question

(sample size, graphs, etc.). You will need to decide what should go in the body vs. the appendix

- a. Present the data for all the questions that form part of your story (if for any reason you are not including findings from a particular question, include it in your Appendix and notify the reader where to find it)
 - b. Include the graph/chart results for the appropriate questions
 - c. Add meaningful commentary where appropriate
7. Conclusions
- a. What do the numerical results mean? Look at the Research Objectives. What have you learned about the answers to these questions, based on your findings? How do your conclusions tie to the Business Problem?
8. Recommendations
- a. What would you recommend your client do next as a result of your findings? In the 'real world' you would recommend things like: What else (if anything) would you research? Would you make any changes to current actions? Any projections/direction for future business? Any implications for communications/advertising?
9. Appendix
- a. Ensure you include a blank copy of your questionnaire
 - b. Provide details of your data analysis (e.g. Tables, any stats analysis)

Step 7: Oral Presentation

You need to submit a hardcopy of the presentation slides in class on December 3, and email an electronic copy to the Instructor: inezblackburn@rogers.com

Length of Presentation: 20 – 25 Minutes

Your presentation will be graded with the following criteria.

- 1) Articulate the key marketing decision problems and background of the project. – Be brief.
- 2) Articulate the key research problems/issue – Be brief.
- 3) Explain research methods. – Be brief.
 - Explain field collection method. For example, did you conduct a personal interview, telephone interview, mail (email) the questionnaire, or a combination of these?
 - Discuss sampling procedure and sample size.
- 4) Present your results. – Need details.
 - Show the tables/figures and explain the results.
 - Relate the results to research problem.
- 5) Conclusions: What are the major implications to marketing decision problems?
- 6) Make recommendations to clients based on your research. – Need details.
- 7) Quality of presentation: Persuasiveness and professionalism.
- 8) Quality of presentation: Group participation and time management.