



Syllabus Attività Formativa Dottorato di Ricerca

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| Anno Offerta | 2024-2025 |
| Corso di Studio | PhD in Management |
| Insegnamento/Modulo | Empirical methods for strategy research |
| Periodo Didattico | II term |
| Anno Corso | I |
| Settore | |
| CFU | 3 |
| Ore Attività Frontali | 15 hours |

| Tipo Testo | Testo in Italiano/Inglese |
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| OBIETTIVI/LEARNING GOALS | <p>The primary goal of this course is to improve the design of your research projects. To this end, we will focus on the importance of careful theoretical thinking and the conceptual difficulties associated with establishing causality in empirical work.</p> <p>Although this is not an econometrics course, econometric concepts, problems, and analyses will be considered, making explicit connections with what you have seen in econometrics courses as well as in other methods courses.</p> <p>Throughout this course, you will learn how to write an academic paper. We will be focusing on the following areas:</p> <ol style="list-style-type: none">1) Formulating a research question,2) Developing a hypothesis,3) Collect, prepare, and analyze data (and present results) |
| RISULTATI DI APPRENDIMENTO ATTESI/ INTENDED LEARNING OUTCOMES | <p>Conoscenza e comprensione/ knowledge and understanding:</p> <p>At the end of the course, students should be able to identify research questions, elaborate theories and hypotheses, and test the hypotheses using empirical approaches. Additionally, students are expected to learn how to present a paper, as well as respond to comments received from colleagues and provide them with comments and suggestions.</p> <p>Capacità di applicare conoscenza e comprensione/ applying knowledge and understanding:</p> <p>Ability to develop, on the basis of a coherent theoretical framework, a set of hypotheses that can be tested using empirical methods</p> <p>Autonomia di giudizio/ making judgements:</p> <p>Ability to identify the main steps for the implementation of a research plan and test hypotheses</p> <p>Abilità comunicative/ communication skills:</p> <p>Ability to effectively present a research plan: research question, theoretical framework and empirical analyses. Additionally, students will have to respond to comments and provide colleagues with comments and suggestions.</p> |



Capacità di apprendimento/ learning skills:

Ability to critically read scientific papers and build new theories starting from the existing literature

Prerequisiti / Entry Requirements

Econometrics and basic theories in the field of management

Contenuti Del Corso / Course Content

In the first session of the course, you will present your research question and data

In the second week, you will write the introduction and present the motivation for your study

In the third week, you will present the theory and hypotheses

In the fourth week, you will explain what you did to construct the final dataset and present the results

In the fifth week, you will present the entire paper

Each week, you will be asked not only to work on your paper but also to act as a discussant for one of your colleagues.

You will have to share with me and with the discussant the slides/do files you prepared at least 24 hours before the class.

The discussant will have to prepare at least one slide where he/she will write the main critiques/suggestions.

Additionally, you will have to present 1/2 papers throughout the course (see below the list of papers to be presented).

COURSE READINGS AND HOMEWORK

Week 1:

1) Davis, Murray S. "That's interesting! Towards a phenomenology of sociology and a sociology of phenomenology." *Philosophy of the social sciences* 1.2 (1971): 309-344.

2) Thomas, Kenneth W., and Walter G. Tymon. "Necessary properties of relevant research: Lessons from recent criticisms of the organizational sciences." *Academy of Management Review* 7.3 (1982): 345-352.

3) DeNisi, Angelo S. "Is relevant research irrelevant? On evaluating the contribution of research

Reading questions:

a. While reviewing the assigned papers, assess and differentiate the standards for what constitutes interesting and relevant research. State whether you agree or disagree with the authors and specify which ones.

b. How do the concepts in the readings relate to your selected research question?

Be prepared to present a research question in class.

In addition, **identify a dataset that you can use to explore the research question.** Be ready to present it in class.

If you do not have access to data, I can provide you access to Crunchbase (a dataset on VC deals) or NRG (a dataset on family businesses). The latter has to be merged with other relevant datasets (e.g., Orbis).

It is essential to have access to a dataset you can use to test your hypotheses!



Week 2:

Readings:

- 1) Mensh, Brett, and Konrad Kording. "Ten simple rules for structuring papers." *PLoS Computational Biology* 13.9 (2017)
- 2) Stinchcombe A. 1968. *Constructing social theories*. The University of Chicago Press. Chapter 2.

Prepare at least 2 Slides.

- 1) The first paragraph of your paper should be in the following format:

1. This is an important issue: Why do we care?
2. Here is what the existing literature says: What do we know?
3. Here is an interesting and relevant gap/something missing/new part of the issue that is not considered: What don't we know?
4. Here is what we are saying/ finding: What do you do?

- 2) Concepts Table: Define the main DV and IV. Explain how you measure them, referring to the relevant literature.

Week 3:

Readings:

- 1) Sparrowe, Raymond T., and Kyle J. Mayer. "Publishing in AMJ—part 4: Grounding hypotheses." *Academy of Management Journal* 54.6 (2011): 1098-1102.
- 2) Hambrick DC. 2007. The field of management's devotion to theory: Too much of a good thing? *Academy of Management Journal*, 50: 1346-1351.
- 3) Barney J. 1991. Firm resources and sustained competitive advantage. *Journal of Management*, 17: 99-120.
- 4) Priem RL., Butler JE. 2001. Is the Resource-Based Theory a Useful Perspective for Strategic Management Research? *Academy of Management Review*, 26: 22–40.

Improve prior slides considering the feedback you received

Expand your prior slides by adding a theory section and formulating testable hypotheses.

Explanation of the mechanisms for the hypothesis

Week 4:

Readings:

- 1) Angrist J., Pischke JS. 2009. *Mostly harmless econometrics*. Princeton University Press. Chapter 1 and chapter 2.

Guide your colleagues through the do file you created to prepare the dataset. Explain what you did to operationalize the measures you proposed. Present summary statistics.

Present the results (through a PPT presentation). Address endogeneity concerns and prove causality. Be prepared to talk about which methods you used and why. Share if you got similar results using a different model. Did you cluster standard errors? How did you address endogeneity concerns and prove causality? Why do you control or not control for certain variables?

Week 6:

Please prepare a 15/20-minute presentation of your research question and findings.

What are the limitations? What can you do to improve the paper?

What ideal data would you need? Is there an "ideal" research design and empirical strategy you can use to assess causality?



Send the final paper (max 15 pages) to me within 10 days from the last class.

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| Testi Di Riferimento / Reference Books | None |
| Metodologie Didattiche/ Teaching Method | Highly interactive. I will explain how to carry on research projects, referring to the papers I have written (and am writing). Students will present their research, and I will provide feedback on how to improve theory and empirics. |
| Modalità di verifica e di accertamento dell'apprendimento/ Detailed Description of Assessment Method | 20% of the grade will come from the presentation of the article(s) 30% from in-class participation (mostly the quality of the feedback you provide to your colleagues and discussion of articles) 50% from the presentations of your work and the final paper you submit |