

**SYLLABUS**

<b>University Unit:</b> CCSA – Social and Applied Sciences Centre		
<b>Graduate Program:</b> PPGA – Business Management		
<b>Course:</b> <input type="checkbox"/> Academic master's degree <input checked="" type="checkbox"/> Academic doctorate		
<b>Discipline:</b> Organizational Theories		<b>Code:</b> ENST54941
<b>Professor:</b> Maria Luisa Mendes Teixeira		<b>DRT:</b> 1109486
<b>Workload:</b> 32 hours	<b>Crédits:</b> 2	<input checked="" type="checkbox"/> Mandatory <input type="checkbox"/> Optional
<b>SYLLABUS:</b> What is theory? The theory as an argument. Building arguments. The deductive and inductive approaches. The informal logic. Rhetoric. Developing the counterpoint. Causal arguments. Fallacies. The epistemology of theories. Two modes of thinking: variance and process models. Delineating research based on variance. The delineation of process-based research. The rigor and relevance of the research. Communication of the research results.		
<b>ASSESSMENT CRITERIA:</b> The evaluation will be carried out based on the weighting of the following items: Weekly exercises (35%); Participation in class discussions and activities (15%); Final research project report (50%).		
<b>BIBLIOGRAPHY:</b> BAUM, J. A. C. (2012). The Skewed Few: Does "Skew" Signal Quality Among Journals, Articles, and Academics? <i>Journal of Management Inquiry</i> , 21, 3, 349–354, 2012. SHADISH, W. R., COOK, T. D., & CAMPBELL, D. T. (2002). <i>Experimental and quasi-experimental designs for generalized causal inference</i> . Belmont, CA: Wadsworth Cengage Learning. DOOLEY, K. (2005). Telling stories with time series data. <i>Academy of Management Annual Meeting</i> . EDMONDSON, A. C. Crossing Boundaries to Investigate Problems in the Field: An Approach to Useful Research. (2011). In: MOHRMAN, S. A.; LAWLER III, E. E. <i>Useful Research: Advancing Theory and Practice</i> . Los Angeles, CA: Berrett-Koehler Publishers. HUFF, A. S. (1999). <i>Writing for scholarly publication</i> . Thousand Oaks, CA: Sage. LANGLEY, A. (1999). Strategies for theorizing from process data. <i>Academy of Management Review</i> , 24, 4, 691-710. MOHR, L. B. Approaches to Explanation: Variance Theory and Process Theory. (1982) In: MOHR, L. B. (Ed.) <i>Explaining Organizational Behavior</i> , 35-70. San Francisco: Jossey-Bass. NICOLAI, A., & SEIDL, D. (2010). That's relevant! Different forms of practical relevance in management science. <i>Organization Studies</i> , 31, 1257–1285. 2010. Pentland, B. T. (1999). Building process theory with narrative: from description to explanation. <i>Academy of Management Review</i> , 24(4), 711–724. .		