



MACKENZIE PRESBYTERIAN UNIVERSITY
Social and Applied Sciences Centre
Graduate Program in Business Management

TEACHING PLAN

Graduate Program: Business Management		
Course: <input type="checkbox"/> Academic Master's <input type="checkbox"/> Professional Master's <input checked="" type="checkbox"/> Doctorate		
Discipline: THEORY BUILDING		Discipline code: ENST54948
Professor: WALTER BATAGLIA		DRT: 2010544
Workload: 32h	Credits: 2	<input checked="" type="checkbox"/> Mandatory <input type="checkbox"/> Elective
Syllabus: Theorising. Deductive and inductive approaches. Informal logic. Two modes of thinking: variance and process models. Variance design. Process design.		
Assessment Criteria: The evaluation of students' performance will be based on the class developed activities; participation in plenary and group discussions; and research project proposal. The individual performance and group activities correspond to 50% of each student's final mark. The research project proposal corresponds to the other 50% of the final mark.		
Basic bibliography BAUM, J. A. C. The Skewed Few: Does "Skew" Signal Quality Among Journals, Articles, and Academics? Journal of Management Inquiry, 21, 3, 349–354, 2012. BOELL, S. K.; HOVORKA, D. S. Writing, arguing, contributing: A cogent argumentation framework for identifying, specifying, and evaluating research contribution. Australian Journal of Information Systems, 23, 2019. DIMAGGIO, P. J. Comments on 'What theory is not'. Administrative Science Quarterly, 40, 3, 391-397. 1995. DOOLEY, K. Telling stories with time series data. Process Research Workshop. Academy of Management Annual Meeting, August 2005. MOHRMAN, S. A.; LAWLER III, E. E. Useful Research: Advancing Theory and Practice. Los Angeles, CA: Berrett-Koehler Publishers. 2011. HUFF, A. S. Designing research for publication. Thousand Oaks, CA: Sage. 2009. KOVÁCS, G.; SPENS, K. M. Abductive reasoning in logistics research. International Journal of Physical Distribution & Logistics Management, 35, 2, 2005. LANGLEY, A. Strategies for theorizing from process data. Academy of Management Review, 24, 4, 691-710. 1999. LOCKE, K.; GOLDEN-BIDDLE, K. Constructing opportunities for contribution. Academy of Management Journal, 40, 5, 1023-1062. 1997. MOHR, L. B. (Ed.) Explaining Organizational Behaviour. San Francisco: Jossey-Bass. 1982. NICOLAI, A.; SEIDL, D. That's relevant! Different forms of practical relevance in management science. Organization Studies, 31, 1257–1285. 2010. POOLE, M. C. Building Process Theories. Process Research Workshop. Academy of Management Annual Meeting, August 2005. SHADISH, W. R.; COOK, T. D.; CAMPBELL, D. T. Experimental and quasi-experimental designs for generalized causal inference. CA: Wadsworth Cengage Learning. 2002. STOKES, D. E. Pasteur's Quadrant: Basic Science and Technological Innovation. Washington: The Brookings Institution, 1997. WESTON, A. A arte de argumentar. Lisboa: Gradiva. 2005. PARTINGTON, D. (Ed.) Essential skills for management research. Thousand Oaks, CA: Sage. 2002. VAN DE VEN, A. H. Engaged Scholar. Oxford University Press. 2007.		