

**The challenge of conducting a quantitative business research:
Analysis of issues with survey design, sampling, validity, and reliability**

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Abstract:

The aim of this literature research article was to provide insight into the challenges that quantitative researchers face and to analyze the specific issues with surveys. Several studies have been synthesized and analyzed. Building upon the current knowledge of the field, this article highlighted some specific areas of concern, including sampling, validity, and reliability. While survey research is a method of choice among quantitative scholars and practitioners, the rigor with which it is conducted within the business community remains a topic of interest. This article indicates a direction to future research.

Keywords: Business Research, Quantitative Methodology, Survey Design, Sampling, Validity, Reliability

1. Introduction

Businesses across the world collect information to gain deep insight about market trends, competitors, consumer behaviors, potential opportunity for growth, and any kind of threats that could inhibit their performance. Therefore, survey research has become a growing field with 20,000 job openings in the United States alone and an estimated growth rate of 24% over the next decade, according to the Bureau of Labor Statistics, U.S. Department of Labor (2012).

As the demand for business research continues to grow, surveys have been extremely popular among quantitative researchers and the design of choice to investigate several issues, particularly in marketing and customer behavior. Besides, a survey design involves collecting data from a representative sample with the intent to generalize the findings to a larger population (Barlett, Kotrlík, & Higgins, 2001). In addition, several researchers argued that survey design is both economical and capable of yielding a quick turnaround in the data collection process (Couper & Miller 2008; Frippiat & Marquis, 2010). However, this process is not always conducted with the same rigor in business as compared with the academia.

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Psychotherapy John McLeod, 2011-03-17 The need to show how and why counselling works has led to an explosion of research activity and a growing focus on research in counselling and psychotherapy teaching and practice Yet this book even now in its second edition stands alone in addressing qualitative research in therapy Leading expert John McLeod helps readers through each stage of the research process explaining techniques for gathering data writing up the study and evaluating the findings Each qualitative method is clearly described and critically assessed in terms of its own strengths and weaknesses Examples from actual research studies are given to show how the methods work in practice This new edition incorporates developments in qualitative research over the last ten years and includes eight new chapters covering interpretative phenomenological analysis IPA autoethnographic methods action research case study methods For all those involved in research whether as part of academic study or in practice this book will be essential reading As an introduction to qualitative methods it is the perfect course text for all training programmes in counselling counselling psychology and psychotherapy and will also be of interest to those who work in areas such as psychiatry clinical psychology and mental health nursing or who provide counselling in other professional areas such as teaching nursing and social work McLeod is Professor of Counselling University of Abertay Dundee Ebook: Research Design and Methods: A Process Approach

Kenneth Bordens, Bruce Barrington Abbott, 2014-10-16 Research Design and Methods A Process Approach takes students through the research process from getting and developing a research idea to designing and conducting a study through analyzing and reporting data Information on the research process is presented in a lively and engaging way highlighting the numerous decisions both big and small that must be made when designing and conducting successful research *Research Methods in the Behavioral Sciences*, 1953 Research Design for the Behavioral Sciences Stephen V. Flynn, 2021-02-17 I wholeheartedly invite counselor trainees and counselors into this journey of growing the research component of their professional identity Flynn and his colleagues prepare counselor trainees and counselors for this journey well and guide them carefully toward researcher competency In an approachable and developmentally appropriate manner they highlight for the

profession the value of research and how it can be conducted Danica G Hays PhD American Counseling Fellow Professor and Executive Associate Dean University of Nevada Las Vegas Research Design for the Behavioral Sciences fills an important gap for the helping professions by offering a blueprint for advanced concepts and an applied approach to understanding quantitative qualitative and mixed methods research design This graduate level text seamlessly weaves together the philosophy science and practical application of the most common methodological frameworks in practice Advanced research design concepts are presented through clear and in depth blueprints applied case studies myriad examples and helpful learning activities Written in detailed yet accessible language this text describes the foundations of behavioral science research The authors explore research based philosophical integration along with the technical application of every tradition Through this philosophical and pragmatic approach students will be able to attain a well rounded and comprehensive understanding of behavioral science research This text provides students with the opportunity to reach a greater level of research efficacy though the inclusion of methodological procedures data analysis methods reliability validity standards ethics and directions on how to increase the rigor of each approach to research Instructor resources include an instructor s manual learning activities test bank and PowerPoints Purchase includes digital access for use on most mobile devices and computers Key Features Provides clear detailed and contextually accurate examples of writing quantitative qualitative and mixed methods procedures Reviews the paradigmatic hierarchy of each research tradition along with key analytic features in detail Delivers instructions for enhancing the methodological rigor of each approach Analyzes methodology specific multicultural issues Demonstrates the application of a wide range of research methodologies with case studies Reviews the trends and history in research for counseling psychology social work and marriage and family therapy Offers comprehensive instructor resources including manual learning activities test bank and PowerPoint slides *Introduction to Educational Research* Craig A. Mertler, 2021-01-26 Designed to guide readers through every step of their first educational research project this updated edition of Mertler s practical text offers balanced coverage of qualitative and quantitative methods an emphasis on ethics and a wealth of new examples and concrete applications *Understanding Quantitative and Qualitative Research in Psychology* Victoria Bourne, Alana I. James, Kevin Wilson-Smith, Samuel Fairlamb, 2021 Understanding Quantitative and Qualitative Research in Psychology is a practically focused guide to carrying out psychological research It takes you from formulating a research question through to collecting data analysing datasets statistically with SPSS or qualitatively with a range of approaches and finally presenting and thinking critically about research findings Book jacket

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wide ranging educational issues This book brings together leading experts around the world to share their works in the field highlighting recent advances creative and unique approaches and innovative methods using multilevel modeling and theoretical and practical aspects of multilevel analysis in culturally and linguistically diverse educational contexts **UX Research Methods for Media and Communication Studies** Angela M. Cirucci, Urszula M. Pruchniewska, 2022-02-14 A comprehensive guide to qualitative research methods in user experience UX the interaction between humans and digital products designed for media and communication students Angela M Cirucci and Urszula M Pruchniewska provide an accessible introduction to the field including the history of UX and common UX design terminology Readers are taken through the entire research design process with an outline for preparing a study including a planning template a discussion of recruitment techniques an exploration of ethics considerations and a detailed breakdown of 12 essential UX research methods The 12 methods covered include emotional journeys screenshot diaries walkthroughs contextual inquiry card sorting and usability testing with the chapter for each method including a step by step breakdown discussions of in person versus virtual procedures and a What You Need section Throughout the book useful parallels are drawn between traditional academic research methods and UX methods and special attention is paid to diversity and inclusivity This is an essential text for media and communications students wishing to become familiar with UX research methods a rapidly growing field that will open numerous exciting career paths for graduates *The Psychologist's Companion* Robert J. Sternberg, 2003-10-06

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Clinical Research in Communication Disorders M. N. Hegde, Anthony P. Salvatore, 2019-03-06 This thoroughly updated fourth edition of *Clinical Research in Communication Disorders Principles and Strategies* remains an instrumental resource for courses on research methods and design in communication disorders The book is separated into three key

sections science and the scientific methods clinical research designs and doing reporting and evaluating research Together these sections provide thorough coverage of both the single subject and group design strategies along with issues of measurement philosophy of science ethics of research and planning conducting and reporting research Instructors and students in communication sciences and disorders will appreciate the text s comprehensive coverage of scientific methods group and single subject research designs report writing and ethics of research in a single source New to the Fourth Edition New coauthor Anthony P Salvatore PhD A new chapter on statistical analysis of research data including several statistical techniques for single subject research data meta analysis of both group and single subject studies Updated criteria for visual analysis of single subject research data New sections on translational research qualitative research and mixed methods research Descriptions of additional research designs not included in the previous edition e g the regression discontinuity design Updated information on research ethics and review of fraudulent biomedical research Web based sources that monitor research fraud and recalled studies Updated and expanded references throughout Key Features Chapter outlines open each chapter and provide a summary of the key topics Chapter summaries recap key points in an easy to read bulleted format End of chapter study guides allow readers to test their knowledge Bolded key terms throughout Disclaimer Please note that ancillary content such as documents audio and video etc may not be included as published in the original print version of this book

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Essentials of Research Methods for Educators Anastasia Kitsantas, Timothy J. Cleary, Maria K. DiBenedetto, Suzanne E. Hiller, 2023-10-13 Essentials of Research Methods for Educators provides future teachers specialists administrators and educational leaders with a textbook and a resource that goes beyond the classroom to use in your career With a focus on the wide variety of data available to educators and the importance of data literacy for all those involved in education this book presents research methods in a relatable educational context with a variety of concrete examples The authors use their expertise in educational psychology to optimize learning The structure of the book breaks down research into discrete steps with the Let s See It Let s Do It and You Do It steps for each chapter so students feel motivated to complete their research projects By covering qualitative quantitative and mixed methods research with additional chapters on action research and program evaluation students get a complete picture of the current research methods landscape This highly scaffolded book supports future educational leaders in incorporating research and methods into their work and life

Understanding Research in Early Childhood Education Jennifer J. Mueller, Nancy File, 2016-07-01 Understanding Research in Early Childhood Education Quantitative and Qualitative Methods prepares readers to be informed consumers of early childhood research Rather than following the traditional format of covering quantitative and qualitative methods separately this innovative textbook offers side by side coverage and comparison about

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