
**Step 1**
Observation
- Broad area of research identified

**Step 2**
Prelim Data Gathering
- Literature survey (Lit Review)

**Step 3**
Definition Of the Problem
- Research problem delineated

**Step 4**
Theoretical Framework
- Variables clearly identified and labeled (defined)

**Step 5**
Generation of hypothesis
- (Given in the IP1 assignment)

**Step 6**
Scientific Research Design

**Step 7**
Collect data
- Analysis and Interpretation
- Deduction
  - Is hypothesis substantiated? (hypothesis testing)

**Steps 9**
Report Writing
**Step 10**
Report Presentation
**Step 11**
Managerial Decision Making

**Class Starts**
- IP-1 Assignment
  - Steps 1-3
- IP-2 Assignment
  - Steps 4, 6
- IP-3 Assignment
  - Simulate Step 7
- IP-4 Assignment
  - Step 8
- Group Project
  - Steps 1-11