

PLO4.6 RESEARCH PROJECT IN PROCUREMENT AND SUPPLY - Guidelines-

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What is research?

- Problem definition
- Data identification
- Data gathering
- Data analysis
- Data presentation
- Information
- Decision making

Why do we do research?

- Solve a problem
- Satisfy an itch
- Gain more market share (new products)
- Make a better widget (Improvement)
- Make some money
- Make more money
- Establish your authority/ gain recognition
- Explore the unknown/expand frontiers of knowledge

How do we know things?

- **Intuitive knowledge: things that we “know” without a reasoned understanding or explanation**
- **Empirical knowledge: things we know because they are supported by other things we can sense (five senses) or knew already.**
- **It is the nature of industry and business, that most of the decisions they make will be based on empirical knowledge.**
- **Research is the process of using tools and techniques to discover new truths and relationships in the world we live in, by sophisticated empirical study**

Problems in Research and Development

- Irreproducible results
- Unstated assumptions mixed with supported findings
- Mindsets or paradigms interfere with clear vision
- Poor records result in unverifiable conclusions
- Statistical analysis is badly selected, inappropriate or simplistic
- Documentation is unclear or disorganized
- Plagiarism

Aim of “Research Project in Procurement and Supply”

- To create analytical minds who can identify, contextualize and find solutions to procurement and supply problems in any organization
- To develop competency in diagnosing and solving problems that organizations face in their procurement and supply chain functions

Assessment of Research Project

- Form and content of the thesis
- Understanding of the subject matter and original thought
- Contribution to existing knowledge
- Language, grammar and punctuation
- Whether the award should be granted

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