Année universitaire 2025/2026

Research In Management - Master's Year 2

Responsable pédagogique : LIONEL **GARREAU** - https://dauphine.psl.eu/recherche/cvtheque/garreau-lionel

Crédits ECTS : 60

LES OBJECTIFS DE LA FORMATION

In the 2nd year, a coordinated dual master's curriculum allows students to continue their training in our program while specializing by joining one of our seven associated master's tracks.

Graduates thus receive both master's degrees and can either enter a doctoral program to pursue a research-oriented career in academia or join the business world in sectors where research-based competencies are valued, such as consulting.

Program objectives :

- Train experts in specific management subfields.
- Acquainting future managers with the production of scientific knowledge.
- Develop creative future managers and researchers prepared to tackle contemporary challenges through research.
- Equip a new generation of researchers and specialists to contribute to the development of robust knowledge in management.
- Cultivate future leaders in management research.

MODALITÉS D'ENSEIGNEMENT

In the second year, a dual-master's degree enrollment allows students to specialize by joining one of our seven associated master's tracks while continuing their training in our program. The seven associated Master tracks are:

- Research and Consulting in Strategic Management
- Strategy & Marketing Research and Consulting
- Network Industries and the Digital Economy
- Consulting and Research in Audit and Control
- Business Consulting in Organization & Digital Organization
- Organizations, Sustainabilities and Responsabilities
- Fashion and Materials

Students enroll in the research or initial training tracks of these programs and benefit from a coordinated dual master's curriculum that allows them to complete both degrees during the academic year.

As part of the program, students come together at various times throughout the year for intensive seminars to advance their research training (Research Design, Qualitative Methods, Quantitative Methods).

They also benefit from a wide selection of interdisciplinary courses offered during the PSL weeks, allowing them to personalize their academic path. Additionally, all students design and produce a research thesis.

The specifics of the program and teaching methods then depend on the chosen specialization.

This is a full-time, intensive training year (September to June). Depending on individual student projects and the chosen specialization, research or organizational internships may be arranged, typically starting at the end of April.

Students who are not fluent in French should be aware that second-year specializations are often at least partially taught in French, and their admission will depend on their ability to achieve the required level of French.

PROGRAMME DE LA FORMATION

- Semestre 3
  - Bloc Methodologies and epistemologies in Management
    - Research Design in Management
    - Advanced methods
  - Bloc Advanced theorie in Management
    - Theoritical specialization 1
    - Theoritical specialization 3
    - Organization Theory
    - Theoritical specialization 2
  - Bloc Transversal Seminars
    - Transversal seminar 1 (PSL WEEK 1)
  - Bloc Research Skills
    - Research skills
- Semestre 4
  - Bloc Methodologies and epistemologies in Management
    - Qualitative methodology for management
    - Quantitative methodology for management
  - Bloc Advanced theorie in Management
    - Theoritical specialization 5
    - Theoritical specialization 4
  - Bloc Transversal Seminars
    - Transversal seminar 2 (PSL WEEK 2)
  - Bloc Research Skills
    - Thesis project
    - Research training
    - Research writing

DESCRIPTION DE CHAQUE ENSEIGNEMENT

SEMESTRE 3

Bloc Methodologies and epistemologies in Management

Advanced methods

ECTS : 3

Langue du cours : Anglais

Description du contenu de l'enseignement :

En mode 'projet de recherche', les étudiants sont amenés à proposer une analyse sur un sujet imposé

Compétences à acquérir :

Récolte de données et analyse structurée des données recueillies

Coefficient : 1

Research Design in Management

ECTS : 3

Enseignant responsable : PIERRE **LANIRAY** (https://dauphine.psl.eu/recherche/cvtheque/laniray-pierre)

Langue du cours : Anglais

Bloc Advanced theorie in Management

Theoritical specialization 3

ECTS : 3

Coefficient : 1

Theoritical specialization 2

ECTS : 3

Coefficient : 1

Theoritical specialization 1

ECTS : 3

Coefficient : 1

Organization Theory

ECTS : 6

Coefficient : 1

Bloc Transversal Seminars

Transversal seminar 1 (PSL WEEK 1)

ECTS : 3

Enseignant responsable : VERONIQUE **PERRET** (https://dauphine.psl.eu/recherche/cvtheque/perret-veronique)

Bloc Research Skills

Research skills

ECTS : 6

SEMESTRE 4

Bloc Methodologies and epistemologies in Management

Qualitative methodology for management

ECTS : 3

Enseignant responsable : LIONEL **GARREAU** (https://dauphine.psl.eu/recherche/cvtheque/garreau-lionel)

Langue du cours : Anglais

Description du contenu de l'enseignement :

Design de recherche

Méthodes de collecte

Méthodes d'analyse et théorisation

Utilisation d'un logiciel d'aide à l'analyse

Compétences à acquérir :

Etre capable de designer et d'évaluer une méthode de recherche pour développer une étude qualitative en management

Bibliographie, lectures recommandées :

Thiétart R.A (dir), (2025) Méthodes de Recherche en Management, Dunod, 5ème édition

Quantitative methodology for management

ECTS : 3

Enseignant responsable : DINA **RASOLOFOARISON** (https://dauphine.psl.eu/recherche/cvtheque/rasolofoarison-dina)

Langue du cours : Anglais

Description du contenu de l'enseignement :

The course will consist of theoretical lectures enriched with in-class discussions based on exercises and analysis of appropriate research examples. Students will also take part in group activities during workshops. These workshops will help students putting ideas explored in the lectures into practice.

Session 1: Introduction to quantitative research methods and to the seminar

Session 2: Quantitative research designs

Session 3: Survey research methods

Session 4: Survey research workshop

Session 5: Experimental research methods

Session 6: Experimental research workshop

Session 7: Research proposal workshop

Session 8: Research proposal presentations

Compétences à acquérir :

The seminar is designed to introduce students to principles and fundamental tools of the quantitative methods most frequently used in management research. We will present a range of critical topics including survey research and experimental design.

Pré-requis obligatoires

N/A

Pré-requis recommandés

N/A

Mode de contrôle des connaissances :

The evaluation will be based on an individual research proposal at the end of the seminar, on group activities during workshops, and on class preparation and active participation.

Bibliographie, lectures recommandées :

Session 1

· della Porta, D. and Keating, M. (2008), **Chap2: How Many Approaches in the Social Sciences? An Epistemological Introduction**, In Approaches and methodologies in the social sciences : A pluralist perspective, Cambridge University Press, pp19-39.

Session 2

· Weathington, Bart L., et al. (2012), **Chap3: The Foundations of Research**, In Understanding Business Research, John Wiley & Sons, Incorporated, pp41-71.

· Franklin, M. (2008), **Chap13: Quantitative Analysis**, In Approaches and methodologies in the social sciences : A pluralist perspective. Cambridge University Press, pp240-262.

· Eisend, M., and Kuss, A. (2019). **Chap7: Hypotheses and Model for Theory Testing**, In Research Methodology in Marketing, Springer, Cham, pp151-172.

Sessions 3+4

· Weathington, Bart L., et al. (2012), **Chap4: An Overview of Research Methods**, In Understanding Business Research, John Wiley & Sons, Incorporated, pp73-103.

· Aityan, S.K. (2022). **Chap16: Survey Method**, In Business Research Methodology, Springer, Cham, pp343-357.

Sessions 5+6

· Eisend, M., and Kuss, A. (2019). **Chap8: Testing Causal Relationships**, In Research Methodology in Marketing, Springer, Cham, pp173-193.

Session 7

· Aityan, S.K. (2022). **Chap22: Writing Research Report**. In Business Research Methodology, Springer, Cham, pp461-479.

. Aityan, S.K. (2022). **Chap23: Making Presentations**, In Business Research Methodology, Springer, Cham, pp481-491.

Bloc Advanced theorie in Management

Theoritical specialization 5

ECTS : 3

Coefficient : 1

Theoritical specialization 4

ECTS : 3

Coefficient : 1

Bloc Transversal Seminars

Transversal seminar 2 (PSL WEEK 2)

ECTS : 3

Enseignant responsable : VERONIQUE **PERRET** (https://dauphine.psl.eu/recherche/cvtheque/perret-veronique)

Bloc Research Skills

Thesis project

ECTS : 3

Langue du cours : Français et anglais

Description du contenu de l'enseignement :

Sur la base du mémoire de master réalisé par l'étudiant.e, un projet de recherche est construit pour montrer quelle(s) voie(s) de recherche seraient possibles pour poursuivre la réflexion sur une projet de thèse de doctorat. Le projet comprend une synthèse de la littérature existante, une problématisation et la proposition d'un design de recherche

Compétences à acquérir :

Développer un pré-projet de recherche

Mode de contrôle des connaissances :

Validation du projet

Research training

ECTS : 3

Research writing

ECTS : 9

Coefficient : 4