

MKT 710/720/730/740/750

Research Seminar (Professors Homburg, Stahl, Kuester, Kraus, Vomberg)

This syllabus provides general information on how to apply for participation in the research seminar in the Area Marketing & Sales. The five different chairs of the Area Marketing & Sales have a slightly different set-up when it comes to organizing the marketing seminar. Once allocated to one of the chairs, please visit the website of your supervising chair to find out about dates, workshops, and other chair-specific information.

Objectives of the Marketing Seminar

This research seminar aims at introducing master level students to academic work related to the research of contemporary challenges in marketing management and marketing research. The seminar is geared towards students who have shown high commitment in their course of study and who intend to write their master thesis in marketing. Participation in the seminar will enable students to independently explore a research topic by reviewing and discussing both theoretical foundations and empirical studies in a written paper. We will also introduce students to literature research techniques. Students will learn how to organize and structure their research and manage this project over a given period of time. Furthermore, students will learn presentation techniques and present their findings to the class.

The seminar paper can be written either in English or in German, with some exceptions which are clearly indicated. Students who write their seminar paper in English can receive English ECTS.

General Information

Lecturers	Prof. Dr. Dr. h.c. mult. Christian Homburg Prof. Dr. Florian Stahl Prof. Dr. Sabine Kuester Prof. Dr. Florian Kraus Prof. Dr. Arnd Vomberg
Type	Seminar (Paper and presentation)
ECTS	6
Semester	Each semester
Language	English preferred, German potentially possible
Pre-requisites	None
Grading	Seminar thesis (70%), presentation (30%)
Range of Application	M.Sc. MMM, M.Sc. MMBR, M.Sc. Business Education

Course Registration & Organization

Students must formally apply for the research seminar in the Area Marketing & Sales by sending their transcript of records of their undergraduate and graduate courses (Bachelor certificate/"Vordiplom" and grades of all graduate courses taken so far, **including GPAs**), and the completed topic priority form. Applications can be submitted to Lennart Reissner by e-mail (preferably as one document in pdf format) between 22 January and 9 February 2024. Late applications will not be accepted. For details regarding the application process, please consider the Application Process Description sheet on the Chairs' websites.

We will inform students about their admission to the seminar and their assigned chair by 14 February 2024.



AREA MARKETING & SALES



Lennart Reissner, M. Sc.

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Course Requirements

Meetings & Workshops

- Students admitted to the seminar will take part in a kick-off meeting organized by the chair supervising their seminar paper. The date when individual chairs will announce date, time, and location of the kick-off together with the student allocation to the chairs will be announced soon. During the kick-off session, we brief students about the course and academic work in general and we assign the topics. Students are advised to familiarize themselves with the centralized guidelines for seminar theses prior to the first session so that remaining questions can be addressed during this initial meeting.
- Some of the chairs organize additional literature research workshops and/or presentation technique workshops. Participation in these workshops is mandatory and details will be communicated by the individual chair after students have been assigned to their chair.

Seminar Paper

- Please check the chair-specific syllabus for detailed information on the guidelines for written assignments.
- One hard copy (spiral binding) of the seminar paper is to be submitted to the secretary's office of the assigned chair during respective office hours. A digital version in doc(x) format of the seminar paper is to be submitted by e-mail to the secretary's e-mail address. The deadline for both submissions differs slightly across chairs and is announced on their individual websites and during the kick-off sessions.
- The seminar paper will account for 70% of the overall grade.

In-Class Presentation

- Students will present the results of their research in class. The chairs schedule a short PowerPoint presentation of 10 to 20 minutes per student, which is followed by a question and answer session of 10-15 minutes per student.
- Scheduled presentation times and dates differ slightly across chairs and are communicated via the chairs' individual websites.
- Finalized slide material in PowerPoint format has to be sent to the respective course administrator by the date announced on the chair's website.
- The presentation will account for 30% of the overall grade.

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Class Participation

Participation in all sessions is mandatory. If students are unable to attend a session, they must inform the course administrator of their absence beforehand. We expect all students to actively participate in the question and answer sessions.

Research Seminar Schedule

Central Application Period of the Area Marketing & Sales	22 January – 9 February 2024, 12:00 pm (noon)
Central Announcement of Participants' Allocation to Chairs (by e-mail)	14 February 2024
Kick-off Session at the individual chairs: <ul style="list-style-type: none">• Course Objectives and Organization;• Research & Writing Guidelines; Student Q&A	19 – 24 February 2024 (specific date: see chair website)
Workshop: Literature Research Techniques	Offered after the kick-off session by some chairs
Individual Research Phase	
Submission of your Seminar Paper	22 – 26 April 2024 (specific date: see chair website), 12:00 pm (noon)
Workshop: How to Deliver an Academic Presentation	Offered by some chairs (specific date: see chair website)
Submission of your Presentation	24h before presentation (specific date: see chair website)
In-Class Presentations	6 – 10 May 2024 (specific date: see chair website)

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Remark

The information provided in this syllabus represents the **general organizational framework** of writing a seminar thesis in the Area Marketing & Sales. For information about the dates and workshops that differ across chairs, please consider the **chair-specific syllabi** on the four individual chair websites.

[MKT 710: Chair of Business-to-Business-Marketing, Sales & Pricing, Prof. Dr. Dr. h.c. mult. Christian Homburg](#)

[MKT 720: Chair of Quantitative Marketing and Consumer Analytics, Prof. Dr. Florian Stahl](#)

[MKT 730: Chair of Marketing & Innovation, Prof. Dr. Sabine Kuester](#)

[MKT 740: Chair of Sales & Services Marketing, Prof. Dr. Florian Kraus](#)

[MKT 750: Chair of Digital Marketing and Marketing Transformation, Prof. Dr. Arnd Vomberg](#)

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