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#### FOR UUM COLLEGE OF BUSINESS PROGRAMMES

# GUIDELINES TO WRITING A RESEARCH PROPOSAL FOR PROPOSAL DEFENSE (PD)

Please write a research proposal with the following structure:

a) Cover Page

The cover page should consist of the following items: the proposal's title, student's name, name of supervisor(s), and date of colloquium.

b) Table of Content

The table of content consists of the outline of your thesis. The proposal consists of the first three (3) chapters of your thesis: a) introduction, b) literature review, and c) methodology.

c) Proposal

# **Chapter 1: Introduction**

Chapter 1 consists of the following standard structure:

- 1. Background of the Study
- 2. Problem Statement
- 3. Research Questions
- 4. Research Objectives
- 5. Significance of the Study
- 6. Scope of the Study
- 7. Definition of Key Terms
- 8. Organization of the Study

### Chapter 2: Literature Review

Chapter 2 consists of a critical review of the literature and theories related to the topic of the thesis. It is meant to act as a base for the experimental of analytical section of the thesis. Literature selected must be related to the research as a base to guide the development of research framework. Although there is no standard structure, this chapter usually covers two essential elements:

- 1. A Review of Theoretical Literature
- 2. A Review of Empirical Literature

While the theoretical review is expected to provide the foundation for empirical studies, the empirical review is expected to consist of a critical discussion of previous studies (not a mere reporting of them). At the end of the empirical review, a gap in the literature needs to be highlighted.

# Chapter 3: Methodology

Although there is no standard structure, this chapter usually covers the following sections:

- 1. Research Framework
- 2. Model Specification/Hypothesis or Proposition development
- 3. Research Design
- 4. Definition and Measurements of Variables/Operational Definition/Measurements and Instrumentation of Variables
- 5. Sampling (if applicable)
- 6. Data Collection Procedure
- 7. Methods/Techniques of Data Analysis

# Notes:

- a) This guideline serves as a general template for preparing the proposal only. Be sure to consult your supervisor(s) when structuring your proposal.
- b) The length of a research proposal for master by research is approximately 10,000 15,000 words.
- c) The length of a research proposal for PhD is approximately 25,000 30,000 words.