Baruch College, Zicklin School of Business  
Ph.D. in Information Systems

CIS 86000 – INFORMATION SYSTEMS RESEARCH SEMINAR  
Fall 2022  
Wednesday 9am-11am  
Prof. Marios Koufaris  
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The class will be held in hybrid mode (some sessions in-person, some online). On weeks when we have class online, the Zoom link for the class is:

https://baruch.zoom.us/j/85070127729

This research seminar introduces students to various areas of research in the Information Systems field. For each area, students are expected to read, discuss, and present several papers, ranging from seminal studies to current ones. All students are expected to come to class ready to discuss all the papers critically. Some examples of what all students in the class should be ready to discuss at all times include:

1. What is the main theoretical basis for the study? Is it appropriate? If not, which would you use?
2. Describe the research design. Are there any limitations? Do you have alternative suggestions that would answer the same research questions?
3. Is the data analysis appropriate? Are there any statistical problems?
4. What are the main theoretical contributions? Are there any additional ones? Is the contribution significant enough?

WEEKLY ASSIGNMENTS:

In addition to having read all the papers for the week and be ready to discuss them, students will also be given individual weekly assignments:

- Each week, one student will be assigned one paper to present to the class. The student is responsible for preparing and presenting a very quick summary of the paper and a more thorough critical review of it. The student should present a list of questions, comments, suggestions, and criticisms that will help lead the discussion of the paper. The presentation should be a maximum of 20 minutes.
- In addition, each student will be assigned one or two papers each week. For each paper, they will prepare a one-page (single-spaced) report where they will briefly answer the following questions:
  o What do you think was the main theoretical contribution of the paper? Briefly discuss.
o Describe one thing in the paper/study that you thought was interesting/intriguing/different and explain why you thought so.
o Provide one suggestion of how another researcher (such as yourself) could create a new research study based on one or more of the contributions of the paper.
o What did you not understand from the paper? List any major questions you may have and we’ll try to answer them in class.

- Students should email their one-page reports to everyone in the class at least 24 hours before the next class session. We will use them as starting points for our discussion.

FINAL PAPER

In addition to the weekly assignments, students are also required to write a full research paper proposal. The proposal must describe a study that is unique and thoroughly described. It should basically include everything that a final, publishable paper will include (introduction, theoretical discussion, full literature review, complete study design and methodology, expected data analysis method, potential theoretical contributions, and so on). Only the actual data analysis and discussion of actual results should be missing from the paper. Students should be able to complete the research after the completion of the class.

The topic of the final paper must be approved by me in advance.

Students will present the paper in class on the last session of the semester and will then respond to questions from the rest of the class. They will use the questions and comments to improve the final paper. The final version of the paper will be due to me by email by December 12th at midnight. Late submissions will not be accepted.

GRADE

Weekly assignments: 30%
Final paper: 50%
Class participation: 20%

COURSE OUTLINE

(Articles with an asterisk will be presented in class by the student assigned to them)

August 31st: Introduction

Readings:


Optional:
“That's Interesting! Towards a Phenomenology of Sociology and a Sociology of Phenomenology”, Murray S. Davis, Philosophy of the Social Sciences, 1971 vol.1, pp.309-344

**September 7th: The IS discipline – Publishing your research**

Readings:


Optional:
Available at: [http://aisel.aisnet.org/jais/vol15/iss8/1](http://aisel.aisnet.org/jais/vol15/iss8/1)

**September 14th: IT and the user**

Readings:


**September 21st: IT and the user**

Readings:


**September 28th: IT and the user**

Readings:


**October 12th: IT and the group**

Readings:


Optional:

**October 19th: IT and the group**

Readings:


**October 26th: IT and the organization**

Readings:


* Dennis, Alan R.; Minas, Randall K.; and Lockwood, Nicholas S. (2016) "Mapping the Corporate Blogosphere: Linking Audience, Content, and Management to Blog Visibility," *Journal of the Association for Information Systems*: Vol. 17 : Iss. 3 , Article 2. Available at: [http://aisel.aisnet.org/jais/vol17/iss3/2](http://aisel.aisnet.org/jais/vol17/iss3/2) (Zhaoyi)

**November 2nd: IT and the organization**

Readings:


**November 9th: IT and organization**

Readings:


**November 16th: IT and organizational strategy**

Readings:


Optional:

**November 23rd: IT and markets, industries, society**

Readings:


**November 30th: IT and markets, industries, society**

**Readings:**


**December 7th: Final Research Proposal presentations**