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With consolidated coverage of the principles of marketing, *Effective Marketing* stands out for its ease of reading and useful presentation of the marketplace as a dynamic interplay of relationships. Mirroring the features of the comprehensive text, this edition appeals to instructors who seek a concise, strategic focus with integrated coverage of technology.

Thorough treatment of e-commerce, emerging markets, new technologies, and hot marketing trends is provided. Concepts and topics are carefully discussed to helping readers adapt to and strategically plan for changes in the marketing environment.

The problems involved in translating existing questionnaires and other paper and pencil instruments from one language to another are discussed here. This text shows how to identify the problems with an existing instrument, how to solve each of these problems with step-by-step guidelines.

The Kit is for students in undergraduate and graduate classes in the social and health sciences and for individuals in the public and private sectors who are responsible for conducting and using surveys.

This book addresses the needs of researchers who want to conduct surveys online. Issues discussed include sampling from online populations, developing online and mobile questionnaires, and administering electronic surveys, are unique to digital surveys. Others, like creating reliable and valid survey questions, data analysis strategies, and writing the survey report, are common to all survey environments. This single resource captures the particulars of conducting digital surveys from start to finish.

EXPLORING MARKETING RESEARCH, 11E, provides a

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thorough guide to the design, execution, analysis, and reporting of marketing research to support effective business decisions. The text prepares students to approach marketing research from a management perspective rather than as hands-on practitioners, providing valuable business context while introducing both traditional research methods, such as designing questionnaires, and the latest technological advances, including current data collection devices, data analysis tools, practical approaches to data analytics, and the impact of social media and artifactual online data. In addition to updates based on recent trends and technology, the new 11th Edition features an increased emphasis on ethical and international issues, reflecting their growing importance in modern marketing research. Important Notice: Media content referenced within the product description or the product text may not be available in the ebook version.

Decisions in businesses and organizations are too often based on fads, fashions and the success stories of famous CEOs. At the same time, traditional models and new cutting-edge solutions often fail to deliver on what they promise. This situation leaves managers, business leaders, consultants and policymakers with a profound challenge: how can we stay away from trends and quick fixes, and instead use valid and reliable evidence to support the organization? In response to this problem, evidence-based management has evolved with the goal of improving the quality of decision-making by using critically evaluated evidence from multiple sources - organizational data, professional expertise, stakeholder values and scientific literature. This book sets out and explains the specific skills needed to gather, understand and use evidence to make better-informed organizational decisions. Evidence-Based Management is a comprehensive guide that provides current and future managers, consultants and organizational leaders with the knowledge and practical

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skills to improve the quality and outcome of their decision-making. Online resources include case studies, exercises, lecture slides and further reading.

Essentials of Marketing Research: Putting Research into Practice, an exciting new practical guide by Kenneth E. Clow and Karen E. James offers a hands-on, applied approach to developing the fundamental data analysis skills necessary for making better management decisions using marketing research results. Each chapter opens by describing an actual research study related to the chapter content, with rich examples of contemporary research practices skillfully drawn from interviews with marketing research professionals and published practitioner studies. Clow and James explore the latest research techniques, including social media and other online methodologies, and they examine current statistical methods of analyzing data. With emphasis on how to interpret marketing research results and how to use those findings to make effective management decisions, the authors offer a unique learning-by-doing approach to understanding data analysis, interpreting data, and applying results to decision-making.

Showcasing methodological rigour and state-of-the-art methods as hallmarks of modern international business (IB) research, this book offers a collection of the most relevant and highly cited research methods articles from the Journal of International Business Studies (JIBS). Each piece is accompanied by a new Commentary written by experts in the field; some also include Further Reflections by the original authors. Encompassing both qualitative and quantitative approaches, this comprehensive volume explores research design, testing and reporting, as well as specific methodological issues such as endogeneity, common method variance, and theorising from case studies. With recommendations for best practices relating to interaction

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effects, hypothesis testing, and replicability, this book is a unique and up-to-date reference source on the latest research methods and practices in international business. The book will also be essential reading for those studying any sub-discipline of IB research, including international economics, entrepreneurship, finance, management and marketing.

Designing and Doing Survey Research is an introduction to the processes and methods of planning and conducting survey research in the real world. Taking a mixed method approach throughout, the book provides step-by-step guidance on:

- Designing your research
- Ethical issues
- Developing your survey questions
- Sampling
- Budgeting, scheduling and managing your time
- Administering your survey
- Preparing for data analysis

With a focus on the impact of new technologies, this book provides a cutting-edge look at how survey research is conducted today as well as the challenges survey researchers face. Packed full of international examples from various social science disciplines, the book is ideal for students and researchers new to survey research. Available with Perusall—an eBook that makes it easier to prepare for class Perusall is an award-winning eBook platform featuring social annotation tools that allow students and instructors to collaboratively mark up and discuss their SAGE textbook. Backed by research and supported by technological innovations developed at Harvard University, this process of

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learning through collaborative annotation keeps your students engaged and makes teaching easier and more effective. Learn more.

This best-selling text continues in its ninth edition to provide the most current and comprehensive coverage of business research. Its student-friendly design contains numerous examples illustrating real-world research in management, marketing, finance, accounting, and other business areas. BUSINESS RESEARCH METHODS, 9E, is the ideal text for undergraduate and first year MBA courses in marketing, management, or quantitative studies.

A clear and concise introduction to statistics for business and management students, demonstrating how important statistics are in the business decision-making process and covering everything from conducting a survey and collecting data, to summarizing statistical data, and presenting findings.

Each chapter features a real-world business situation and accompanying dataset, the reader is then encouraged to identify the correct statistical concept in the chapter and solve the problem outlined. Offering students a chance to use the newly learned theory in a practical way. New to the second edition: A "Review of Essential Mathematics" prologue, featuring tests and further links to help students refresh their knowledge of the core mathematical concepts used to calculate basic statistics. Updated screenshots on using IBM SPSS

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and Excel. A “Statistics in the Real World” feature included at the end of each chapter, demonstrating how statistics are applied in real-world business settings and research, accompanied by reflective questions. Updated case studies, examples and diagrams, illustrating key points and helping to reinforce learning. The book is accompanied by free online resources including step-by-step video tutorials on how to use Excel and IBM SPSS, datasets and worked solutions, an Instructors’ Manual, Testbank, and PowerPoint presentation slides for lecturers. Essential reading for business students wanting to know how to use statistics in a business setting.

The Handbook of Marketing Research: Uses, Misuses, and Future Advances comprehensively explores the approaches for delivering market insights for fact-based decision making in a market-oriented firm. Divided into four parts, the Handbook addresses (1) the different nuances of delivering insights; (2) quantitative, qualitative, and online data gathering techniques; (3) basic and advanced data analysis methods; and (4) the substantial marketing issues that clients are interested in resolving through marketing research.

BUSINESS RESEARCH METHODS, 8E, examines a variety of research methods that can be utilized across business functions including marketing, finance, management, and accounting. The book

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superbly demonstrates how the practice of business research aids managers in making critical business decisions in our new digital age.

In *Analysing Quantitative Survey Data*, Jeremy Dawson introduces you to the key elements of analysing quantitative survey data using classical test theory, the measurement theory that underlies the techniques described in the book. The methodological assumptions, basic components and strengths and limitations of this analysis are explained and with the help of illustrative examples, you are guided through how to conduct the key procedures involved, including reliability analysis, exploratory and confirmatory factor analysis. Ideal for Business and Management students reading for a Master's degree, each book in the series may also serve as reference books for doctoral students and faculty members interested in the method. Part of SAGE's *Mastering Business Research Methods Series*, conceived and edited by Bill Lee, Mark N. K. Saunders and Vadake K. Narayanan and designed to support researchers by providing in-depth and practical guidance on using a chosen method of data collection or analysis. Watch the editors introduce the *Mastering Business Research Methods series* Online survey research suites offer a vast array of capabilities, supporting the presentation of virtually every type of digital data – text, imagery, audio, video, and multimedia forms. With some researcher

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sophistication, these online survey research suites can enable a wide range of quantitative, qualitative, and mixed methods research. *Online Survey Design and Data Analytics: Emerging Research and Opportunities* is a critical scholarly resource that explores the utilization of online platforms for setting up surveys to achieve a specific result, eliciting data in in-depth ways and applying creative analytics methods to online survey data. Highlighting topics such as coding, education-based analysis, and online Delphi studies, this publication is ideal for researchers, professionals, academicians, data analysts, IT consultants, and students.

Managers increasingly must make decisions based on almost unlimited information. How can they navigate and organize this vast amount of data? *Essentials of Business Research Methods* provides research techniques for people who aren't data analysts. The authors offer a straightforward, hands-on approach to the vital managerial process of gathering and using data to make clear business decisions. They include such critical topics as the increasing role of online research, ethical issues, data mining, customer relationship management, and how to conduct information-gathering activities more effectively in a rapidly changing business environment. This is the only such book that includes a chapter on qualitative data analysis, and the coverage of quantitative data analysis is more

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extensive and much easier to understand than in other works. The book features a realistic continuing case throughout the text that enables students to see how business research information is used in the real world. It includes applied research examples in all chapters, as well as Ethical Dilemma mini-cases, and interactive Internet applications and exercises.

Business Research Methods South-Western Pub

A step-by-step approach to guide students through the whole research process, from initial ideas, through to writing up and presenting the findings.

Marketing Research, 5e equips students with the knowledge and skills required to successfully undertake marketing research. Combining a solid theoretical foundation with a practical, step-by-step approach, the marketing research process is explored through a learning model that is constantly reinforced throughout the text. Using local and international examples, data sets and case studies to explain traditional marketing research methods, Marketing Research also examines new theories and techniques. To reflect emerging industry practices, each stage of research reporting is detailed, as well as a range of presentation methodologies. For analysing data, the text covers both SPSS and Excel outputs. This text is indispensable for students studying marketing research in any business or marketing course. Premium online teaching and learning tools are available on the MindTap platform. Learn more about the online tools cengage.com.au/mindtap

Engaging and informative, this book provides students and researchers with a pragmatic, new perspective on the process of collecting survey data. By proposing a post-

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positivist, interviewee-centred approach, it improves the quality and impact of survey data by emphasising the interaction between interviewer and interviewee. Extending the conventional methodology with contributions from linguistics, anthropology, cognitive studies and ethnomethodology, Gobo and Mauceri analyse the answering process in structured interviews built around questionnaires. The following key areas are explored in detail: An historical overview of survey research The process of preparing the survey and designing data collection The methods of detecting bias and improving data quality The strategies for combining quantitative and qualitative approaches The survey within global and local contexts Incorporating the work of experts in interpersonal and intercultural relations, this book offers readers an intriguing critical perspective on survey research. Giampietro Gobo, Ph.D., is Professor of Methodology of Social Research and Evaluation Methods at the Department of Social and Political Studies - University of Milan. He has published over fifty articles in the areas of qualitative and quantitative methods. His books include *Doing Ethnography* (Sage 2008) and *Qualitative Research Practice* (Sage 2004, co-edited with C. Seale, J.F. Gubrium and D. Silverman). He is currently engaged in projects in the area of workplace studies. Sergio Mauceri, Ph.D., is Lecturer in Methodology of Social Sciences and teaches Quantitative and Qualitative Strategies of Social Research at the Department of Communication and Social Research - University of Rome 'La Sapienza'. He has published several books and articles on data quality in survey research, mixed strategies, ethnic prejudice, multicultural cohabitation, delay in the transition to adulthood, worker well-being in call centres and homophobia.

ESSENTIALS OF MARKETING RESEARCH, 6E, provides a concise, yet complete guide to the design, execution,

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analysis, and reporting of marketing research to support smart business decisions. Covering essential principles and techniques in a streamlined, engaging way, the text equips students with the core knowledge and skills needed to manage marketing research effectively. This proven text provides valuable business context while introducing both traditional research methods, such as designing questionnaires, and the latest technological advances, including current data collection devices, basic data analysis tools, practical approaches to data analytics, and the impact of social media and artifactual online data. Designed specifically for instructors who prefer a concise introduction to marketing research topics, the Sixth Edition of this trusted text features updates based on recent trends and technology, including an increased emphasis on ethical and international issues, reflecting their growing importance in modern marketing research. Important Notice: Media content referenced within the product description or the product text may not be available in the ebook version.

A concise and practical introduction to OM examining tasks and challenges faced by operations managers, featuring new video interviews with businesspeople showing how 'key ideas' from the text work in the real world, as well as a range of engaging case studies from global organizations.

It explains the fundamentals of research in the management sciences in a logical way and describes the research process in detail. An outstanding feature of the book is the explanation of the role of research design in both the qualitative and quantitative traditions of research.

Descriptive and analytical, MODERN MARKETING RESEARCH: CONCEPTS, METHODS, AND CASES, 2E, International Edition is a comprehensive introduction to the practice of marketing research. The book walks you through each step of the marketing research process, from project

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design and data collection to analyzing findings with statistical methods and preparing the final report. Making sense of complex marketing data, MODERN MARKETING RESEARCH: CONCEPTS, METHODS, AND CASES, 2E, International Edition explains in detail the analytical and statistical approaches essential in marketing research, including standard multivariate methods like Factor, Cluster, and Conjoint Analyses, as well as the latest Hierarchical Bayes, Heterogeneity, and Sample Selection techniques. More than three dozen in-text cases highlight research projects in business and academic settings, while numerous examples and special interviews with industry experts give you an in-depth perspective of marketing research and its applications in the real world.

The official guide to the Qualtrics Survey Research Suite from the Qualtrics Creative Team. Topics include how to create and manage surveys, manage libraries, and develop advanced questions using the more than 100 question types available in Qualtrics. Also presented are the advanced question block and survey flow options, the distribution of surveys to panels, and the conducting of polls. Each part of the tool is presented in an easy reference guide that studies the different tasks and features using a step-by-step format. Whether you are doing academic or professional research, this guide will help you become an expert user.

We are delighted to present the twelfth edition of Business Research Methods. This edition continues to equip the readers with richest and most comprehensive knowledge and skills involved in the

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basic research process. Real-world examples, decision-making processes and industrial expertise are evident by way of Snapshots, CloseUps, PicProfiles and Cases found throughout the text. Managerial decision-making is the underlying theme which includes discussion of the business contexts, statistical analysis of the data, survey methods, and reporting and presentation of the data. Plethora of web supplements contain Written Cases, Video Cases, Web Exercises, Articles, Samples, Student Sample Projects, Solutions Manual, etc. Salient Features: - NEW! Reader-friendly structure - NEW! More than 15 Cases about hospital services, data mining, new promotions, etc. - Market-leading coverage of questionnaire design and web-based survey techniques - NEW! Indian and Asian examples to illustrate various concepts, framework, and decision-making tools - NEW! Updated pedagogy with additional examples solved using computer-based analytical methods (SPSS), 200+ true/false and multiple-choice questions

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A comprehensive survey research book that incorporates survey design, implementation, data management, and data analysis, this text is based in sociological research and contains extensive examples throughout. This book examines the

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uniqueness of each research topic and the fact that when doing such research, there is a need to make decisions about the many unique situations while trying to answer the research question. Each chapter is framed by addressing the decisions that need to be made depending on the various challenges that may arise as the survey study is developed.

In this madcap journey, a bestselling journalist investigates psychopaths and the industry of doctors, scientists, and everyone else who studies them. The Psychopath Test is a fascinating journey through the minds of madness. Jon Ronson's exploration of a potential hoax being played on the world's top neurologists takes him, unexpectedly, into the heart of the madness industry. An influential psychologist who is convinced that many important CEOs and politicians are, in fact, psychopaths teaches Ronson how to spot these high-flying individuals by looking out for little telltale verbal and nonverbal clues. And so Ronson, armed with his new psychopath-spotting abilities, enters the corridors of power. He spends time with a death-squad leader institutionalized for mortgage fraud in Cocksackie, New York; a legendary CEO whose psychopathy has been speculated about in the press; and a patient in an asylum for the criminally insane who insists he's sane and certainly not a psychopath. Ronson not only solves the mystery of the hoax but also discovers, disturbingly, that

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sometimes the personalities at the helm of the madness industry are, with their drives and obsessions, as mad in their own way as those they study. And that relatively ordinary people are, more and more, defined by their maddest edges. Marketing Research 4th Asia-Pacific edition continues to equip students with the knowledge and skills required to successfully undertake marketing research. Combining a solid theoretical foundation with a practical, step-by-step approach, the marketing research process is explored through a learning model that is constantly reinforced throughout the text. Using a raft of contemporary local and international examples, data sets and case studies to explain traditional marketing research methods, Marketing Research also examines new theories and techniques. To reflect emerging industry practices, each stage of research reporting is detailed, as well as a range of presentation methodologies. This edition of Marketing Research continues to integrate Qualtrics, a robust and easy-to-use online survey tool that provides students with a platform for designing, distributing and evaluating survey results, to strengthen its 'learning by doing' approach. For analysing data, the text covers both SPSS and EXCEL outputs. This text is indispensable for students studying marketing research in any business or marketing course.

"This is a great text. It is comprehensive and easy to

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understand. The illustrations will enable students to learn and remember the information. This is the first research methods text I have read that is actually fun to read." —Tina L. Freiburger, University of Wisconsin-Milwaukee

Research Methods in Criminal Justice and Criminology connects key concepts to real field research and practices using contemporary examples and recurring case studies that demonstrate how concepts relate to students' lives. Authors Callie M. Rennison and Timothy C. Hart introduce practical research strategies used in criminal justice to show students how a research question can become a policy that changes or influences criminal justice practices. The book's student-driven approach addresses both the why and the how as it covers the research process and focuses on the practical application of data collection and analysis. By demonstrating the variety of ways research can be used and reinforcing the need to discern quality research, the book prepares students to become critical consumers and ethical producers of research.

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Perusall—an eBook that makes it easier to prepare for class! Perusall is an award-winning eBook platform featuring social annotation tools that allow students and instructors to collaboratively mark up and discuss their SAGE textbook. Backed by research and supported by technological innovations developed at Harvard University, this process of learning through collaborative annotation keeps your students engaged and makes teaching easier and more effective. Learn more.

Increasingly, managers must make decisions based on almost unlimited information. How can they navigate and organize this vast amount of data? *Essentials of Business Research Methods* provides research techniques for people who aren't data analysts. The authors offer a straightforward, hands-on approach to the vital managerial process of gathering and using data to make clear business decisions. They include critical topics, such as the increasing role of online research, ethical issues, data mining, customer relationship management, and how to conduct information-gathering activities more effectively in a rapidly changing business environment. This is the only text that includes a chapter on qualitative data analysis, and the coverage of quantitative data analysis is more extensive, and much easier to understand than in other texts. The book features a realistic continuing case throughout that enables students to see how

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business research information is used in the real world. It includes applied research examples in all chapters, as well as ethical dilemma mini cases, and exercises.

In an era of big data and data analytics, how can managers make decisions based on almost unlimited information, not to mention hiring and retaining individuals with the required data analytics skills? The new fourth edition of *Essentials of Business Research Methods* explains research methods and analytical techniques for individuals who aren't data scientists. The authors offer a straightforward, hands-on approach to the vital managerial process of gathering and using data to make relevant and timely business decisions. They include critical topics, such as the increasing role of online research, ethical issues, privacy matters, data analytics, customer relationship management, how to conduct information-gathering activities more effectively in a rapidly changing business environment, and more. This is also the only text that includes a chapter on qualitative data analysis, and the coverage of quantitative data analysis is more extensive as well as much easier to understand than in other texts. A realistic continuing case used throughout the book, applied research examples, and ethical dilemma mini cases enable upper-level undergraduate and postgraduate students to see how business research information is used in the real world. This comprehensive textbook is supported by a range of online resources, including instructors' manuals, PowerPoint slides, and test banks.

This handbook is a comprehensive reference guide for researchers, funding agencies and organizations engaged in survey research. Drawing on research from a world-class team of experts, this collection addresses the challenges facing survey-based data collection today as well as the

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potential opportunities presented by new approaches to survey research, including in the development of policy. It examines innovations in survey methodology and how survey scholars and practitioners should think about survey data in the context of the explosion of new digital sources of data. The Handbook is divided into four key sections: the challenges faced in conventional survey research; opportunities to expand data collection; methods of linking survey data with external sources; and, improving research transparency and data dissemination, with a focus on data curation, evaluating the usability of survey project websites, and the credibility of survey-based social science. Chapter 23 of this book is open access under a CC BY 4.0 license at link.springer.com.

The Research Experience: Planning, Conducting and Reporting Research, Second Edition is the complete guide to the behavioral science research process. The book covers theoretical research foundations, guiding students through each step of a research project with practical instruction and help. The latest technological tools, such as SurveyMonkey®, Qualtrics®, and Amazon Mechanical Turk®, are included to show the increasing influence of the Internet to conduct studies and how research is conducted in the world today. Taking students through the process from generating ideas for research to writing and presenting findings helps them absorb and apply the material. With its practical emphasis and supporting pedagogy, students will be able to successfully design and execute a research project. Included with this title: The password-protected Instructor Resource Site (formally known as SAGE Edge) offers access to all text-specific resources, including a test bank and editable, chapter-specific PowerPoint® slides. Learn more.

Packed with innovative resources readers can use now and throughout their careers, best-selling YOUR CAREER: HOW

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TO MAKE IT HAPPEN, 8e delivers a comprehensive, step-by-step guide to finding and keeping a job. Both empowering and encouraging, the book effectively breaks the daunting prospect of marketing oneself to prospective employers into a manageable process. Each chapter provides practical advice and actions that readers can apply to their own situation and goals. Guided activities for each part of the process help students build a strong foundation for current and future job searches, teaching them how to stand out from the crowd and be a strong candidate for jobs in a career field for which they are well suited and will enjoy. Ideal for a course on Professional/Career Development, Job Search, Resume Writing, and Interviewing, YOUR CAREER, 8e offers thorough coverage of career self-assessment, employer research, job search/interviewing, self-marketing, and career building strategies. The text also contains extensive instructions and examples of market-driven electronic, traditional, and Web resumes and cover letters. Important Notice: Media content referenced within the product description or the product text may not be available in the ebook version.

Communication research is evolving and changing in a world of online journals, open-access, and new ways of obtaining data and conducting experiments via the Internet. Although there are generic encyclopedias describing basic social science research methodologies in general, until now there has been no comprehensive A-to-Z reference work exploring methods specific to communication and media studies. Our entries, authored by key figures in the field, focus on special considerations when applied specifically to communication research, accompanied by engaging examples from the literature of communication, journalism, and media studies. Entries cover every step of the research process, from the creative development of research topics and questions to

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literature reviews, selection of best methods (whether quantitative, qualitative, or mixed) for analyzing research results and publishing research findings, whether in traditional media or via new media outlets. In addition to expected entries covering the basics of theories and methods traditionally used in communication research, other entries discuss important trends influencing the future of that research, including contemporary practical issues students will face in communication professions, the influences of globalization on research, use of new recording technologies in fieldwork, and the challenges and opportunities related to studying online multi-media environments. Email, texting, cellphone video, and blogging are shown not only as topics of research but also as means of collecting and analyzing data. Still other entries delve into considerations of accountability, copyright, confidentiality, data ownership and security, privacy, and other aspects of conducting an ethical research program. Features: 652 signed entries are contained in an authoritative work spanning four volumes available in choice of electronic or print formats. Although organized A-to-Z, front matter includes a Reader's Guide grouping entries thematically to help students interested in a specific aspect of communication research to more easily locate directly related entries. Back matter includes a Chronology of the development of the field of communication research; a Resource Guide to classic books, journals, and associations; a Glossary introducing the terminology of the field; and a detailed Index. Entries conclude with References/Further Readings and Cross-References to related entries to guide students further in their research journeys. The Index, Reader's Guide themes, and Cross-References combine to provide robust search-and-browse in the e-version.

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