



UNIVERSITY of  
DENVER

DANIELS COLLEGE OF BUSINESS

## Detailed overview of the Applied Research Practicum (ARP) Series

ARP is a yearlong, 4-course sequence in which students will understand and master the literature in a specific area of interest (ARP I), propose a study (ARP II), collect appropriate data (ARP III), and analyze said data and write-up a full research paper (ARP IV) in accordance with research goals and professional standards.

ARPs will consist of research teams in a given cohort assembled by shared research interests. For example, if there are 15 students in a given cohort, there could be 4 ARPs with focal points of strategy (4 students), behavioral accounting (4 students), entrepreneurship (3 students), and consumer behavior (4 students) – each with 3-4 members per ARP Team. Topics for ARPs are identified and selected based upon the interests of students in a given cohort. Once topics have broadly been identified, the program directors will recruit Daniels faculty to lead ARP II, ARP III, and ARP IV. ARP Overview will be facilitated by the program research director.

While each quarter will have its own deliverable, the overall deliverable will be a completed research project that is ready for presentation at a conference (e.g., Academy of Management, American Accounting Association, Academy of Marketing, Financial Management Association) and/or publication in peer-reviewed journals or other potential outlets (Harvard Business Review, Financial Management, the Journal of Accountancy, Ivey Business Journal, etc).

### **ARP I (Overview) – Summer quarter, Year 1:**

In this course sequence, students will become deeply acquainted with their advisor/professor for ARP II, III and IV. The product for ARP Overview is a team-based systematic review of their ARP Professor's focal research area. Papers should be 20-30 pages of review and 15-25 pages of future research ideas in this domain with significant applied research objectives.

### **ARP II – Fall Quarter, Year 2:**

Students will work closely with their professor to create a theoretically supported and actionable research proposal that uniquely contributes to our understanding of the larger business field. Proposals can be focused on qualitative and quantitative (or mixed) methods. This course will help students understand the importance of carefully reviewing the literature and positing their research into the extant literature base. It will also greatly prepare students to independently propose a unique dissertation in year 3.

### **ARP III – Winter Quarter, Year 2:**

Students will design an appropriate methods section that allows the student to collect and analyze appropriate data per the proposal in ARP II. Once appropriately designed, students will collect data appropriate to test the proposal. ARP Professors will oversee the methods design and data collection and designs and data should be of publishable quality (broadly defined).

### **ARP IV – Spring Quarter, Year 2:**

Students, along with oversight and assistance from their respective ARP professor, will analyze data consistent with his/her research proposal (ARP II) and analysis strategy (ARP III). The students will then complete an entire research paper that is ready for presentation and/or publication.