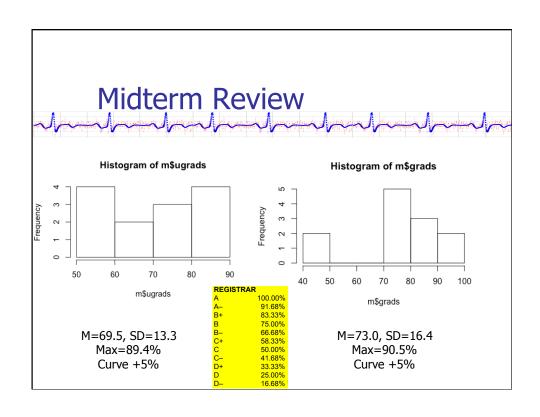


IS 4800/CS 6350

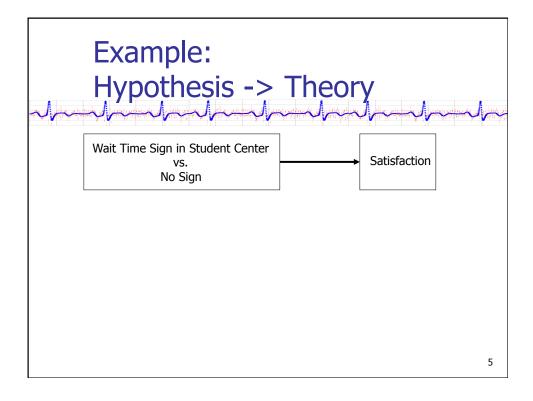
## Lecture 16 Finding Good Research Problems





## Take-aways

- What is a theory?
  - Difference between hypothesis and theory
- How theories are used
- Ideas for new research



# Example: Theory -> Hypothesis

- Social Penetration Theory
  - People have layers of intimate information.
  - As dyads build trust they disclose more, and vice versa.
  - Self-disclosure creates a reciprocal obligation.
- You're building a marketing site and want users to disclose as much info as possible.

### What is a Hypothesis?

- A specific, testable statement.
- Something you design an experiment to prove or disprove.

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## What is a Scientific Theory?

- "a comprehensive explanation of an important feature of nature that is supported by many facts gathered over time. Theories also allow scientists to make predictions about as yet unobserved phenomena."
  - American Academy of Sciences

#### Scientific Theory

not hunches or guesses...

- "a logically self-consistent model or framework for describing the behavior of a related set of natural or social phenomena."
- More general than a hypothesis
  - e.g. involves multiple variables and/or more abstract variables
  - Can be used to generate hypotheses
- Must still be (potentially) testable, but not necc true
  - But, usually impossible to completely test
- Thus, often stated as a set of propositions
- Usually has some empirical basis
- Examples:
  - Media Equation "People treat media as other people."
  - Exchange Theory "People track costs vs. benefits in relationships."

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## What makes a good Theory?

- Ability to Account for Data
  - Theory must account for existing data and well-established facts within its domain
- Explanatory Relevance (~face validity)
  - Theoretical explanation must offer good grounds for believing that the phenomenon would occur under specified conditions
- Testability
  - A theory must be testable.
    - It must be capable of failing some empirical test.
- Prediction of Novel Events
  - A theory should predict phenomena that the theory was not specifically designed to account for but that are within its domain
- Parsimony
  - A theory should explain phenomena within its domain with the fewest possible assumptions

### Theory Quality

- a theory is a good theory if it satisfies two requirements:
  - It must accurately describe a large class of observations on the basis of a model that contains only a few arbitrary elements (assumptions), and
  - it must make definite predictions about the results of future observations

Stephen Hawking

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### Theory vs. .

- Theory vs. hypothesis
  - Theory is more complex (eg multiple variables)
- Theory vs. law
  - A law is a theory that has been substantially verified empirically
- Theory vs. model
  - A model may be a specific implementation of a general theory – casting a qualitative theory into a quantitative framework
  - e.g. exchange theory

### What do you do with a Theory?

- Understanding
  - Highest role in science
  - Theory helps you understand phenomena better
- Prediction
  - Theory provides predictions about behavior under varying circumstances
  - Predictions are tested empirically
- Organizing and Interpreting Research Results
  - A theory provides a framework for understanding research
  - Research results can be interpreted based on a theory
- Generating Research
  - A theory is a source for new research ideas
    - Known as the heuristic value of a theory
  - A theory can be wrong, but still have heuristic value

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## Where do I get research ideas?

- Unless you become a researcher, your research questions will usually be given to you.
- But, if you're lucky...

## Where do you get research ideas?

- Broad familiarity with theories (remotely) related to your area of investigation...
  - Can a theory be applied to a new domain?
    - Would the Media Equation theory predict why MS Clippy was a failure?
  - Is there a phenomenon that would put two theories in conflict?
    - Maximization vs. Consistency...
- The "future work" section of research papers.
- Observation ... Ask Why!

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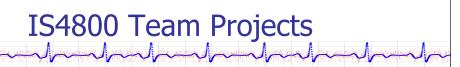
## Where do you get research ideas?

- Make sure...
  - It hasn't been done before.
  - It's worth doing.
  - You know how to conduct the study.
  - Your study will answer the question.

## Some Questions

- Can you prove a theory true?
- Can you prove a theory false?
- Can a theory be false sometimes (inaccurate) but still useful?
- Why are theories tentative?
- What's wrong with letting theory exclusively drive research?
- What's wrong with letting data exclusively drive research?

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- Goals
  - Give every student 3 cycles of proposal, execution, analysis, reporting of studies
    - Ethnography/Descriptive Study
    - Correlational / Quasi-experimental
    - Experimental
  - Give every student (at least) one experience giving oral presentation of study results

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## Team Projects

- 5 teams per cycle
  - 2-3 members each
- On 3/20, 4/3 and 4/17 one member from each team presents results for 10 minutes

- Each project has 2 week duration
- Study proposal
  - Due 2-3 class sessions before deadline (you may submit early)
  - Typically 1-2 pages
  - You may not collect data until I approve
  - I'm acting as your IRB
    - Exact measures you are using (questions)
- Data collection, analysis, writeup and preparation for oral presentation by due date

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### Team Projects

- Topic constraints
  - Related in some way to IS/IT/Health
  - Within NU IRB constraints discussed in class
- Writeup
  - At least 3-5 pages long
  - Contain both raw data (usually in appendix) and visualization
  - Analysis (statistics)
  - Discussion (interpretation & implications)
  - More on 3/13

- Oral presentation
  - 10 minutes (hard upper bound)
  - 5 minutes critique (from all)
  - Research question & motivation, hypotheses, study design, results, conclusions
  - Visualization of data
  - Either
    - Email ppt to me by noon, or
    - Bring memory stick with ppt
    - Put on web
    - Put on your laptop

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|                     |   | Project |      |  |
|---------------------|---|---------|------|--|
|                     | 1   | 2       | 3    |  |
| Brody, Benjamin J.  | 1   | 1       | 1    |  |
| Driesman, Joshua S. | 1   | 2       | 5    |  |
| Filippou, Demi A.   | 1   | 3       | 3    |  |
| Hanna, Nicolas L.   | 2   | 4       | 4    |  |
| Horen, Elliot A.    | 2   | 5       | 1    |  |
| Hubbell, Sydney     | 2   | 1       | 2    |  |
| Patel, Devanshi H.  | 3   | 2       | 3    |  |
| Perkins, Matthew G. | 3   | 3       | 5    |  |
| Perny, Ryan         | 3   | 4       | 1    |  |
| Shah, Suhani S.     | 4   | 5       | 2    |  |
| Stern, Jeremy Z.    | 4   | 1       | 3    |  |
| Walter, John E.     | 5   | 2       | 4    |  |
| Zhang, Xi ("Erin")  | 5   | 3       | 2    |  |
|                     | 3/20  | 4/3     | 4/17 |  |
|                     | Team assignments Highlighted student presents |         |      |  |

 At completion of each project I will ask you to evaluate your teammates via email

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## First Team Project

- Ethnographic and/or Descriptive
- Proposals due 3/13
  - Only one paragraph for this one
  - I'll give approval within 48 hours
- 1 week to conduct, writeup & present on 3/20
- Priorities:
  - Motivation
  - Methodology
  - Descriptive stats
  - Form of writeup & presentation
  - Conclusions/Lessons learned

First Team Project

- This is a descriptive study. It can be as simple as the ethnographic
  exercise you did in I2, as involved as a behavioral study, or involve
  the administration of a survey as you did in I4. In any case it should
  involve some measures that you can do descriptive statistics on.
- Proposals only need to be one paragraph long, but need to describe the general topic you will be investigating, the motivation for the study, and a description of the measures you will collect.
- If you are doing a questionnaire or a structured or semi- structured interview I need to see the exact list of questions you will be asking, so I that I can ensure that you are following the IRB guidelines for non-sensitive topics.

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#### Homework

- T1
  - Meet with your team
  - Start thinking about your study & proposal