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| **Doctoral Programme**  **Course Unit Outline 2020/21** | | |
| **Unit code:** | **BMAN80792** | |
| **Title:** | **Introduction to Hierarchical Linear Modelling with HLM** | |
| **Credit value:** | 5 | |
| **Semester:** | 2 | |
| **Course Coordinator**  **contact details:** | Heiner Evanschitzky, [heiner.evanschitzky@manchester.ac.uk](mailto:heiner.evanschitzky@manchester.ac.uk) | |
| **Other staff involved contact details:** |  | |
| **Pre-requisites**  **Co-requisites**  **Dependent course units**  **Restrictions** | Electives in Exploratory Factor Analysis, Multiple Regression and Structural Equation Modelling or the equivalent. | |
| **Aims** | | |
| This workshop aims at providing an overview of multilevel (nested) data analysis and offers hands-on software training with the HLM software. | | |
| **Objectives (Learning outcomes)** | | |
| On completion of this unit, successful students will be:   1. Familiar with the key characteristics of nested data; 2. Able to critically examine nested data and draw meaningful conclusions; 3. Able to use the HLM software on sample data sets.   The objectives will be achieved when actively participating during the workshop. If participants need further insights, a fairly comprehensive literature list is provided at the end of this document. | | |
| **Syllabus content** | | |
| We will cover the following topics:   1. Introduction to HLM  * Multilevel structure * Ignoring multilevel structure * Multilevel model * Four steps in MLM * Centering  1. HLM analyses: A Practical Guide  * Indicative examples  1. Lab exercise  * Introduction to the HLM software * Data preparation (SPAA) * Model specification * Interpreting of results | | |
| **Methods of delivery** | | |
| **Pre-reading** | | 24 hours |
| **Workshop** | | 8 hours |
| **Independent Study** | | 68 hours |
| **Total Study Hours** | | 100 hours |
| **Reading List** | | |
| **Pre Reading**:  Evanschitzky, H., Backhaus, C. (2015): Multilevel Modelling, Wiley Encyclopedia of Management.  Evanschitzky, H., A. Sharma, and C. Prykop (2012), “The Role of the Sales Employee in Securing Business Customers Satisfaction: A Multilevel Study,” European Journal of Marketing, 46 (3), pp. 489-508.  Snijders, T.A.B (2003). Multilevel Analysis. In: Lewis-Beck, M., Bryman A.E., and Liao T.F. (eds.) The Sage Encyclopedia of Social Science Research Methods (Vol. II), Sage 2003, pp. 673-677  **Core Text:**  Raudenbush, S. W. & Bryk, A. S. 2002. Hierarchical linear models: Applications and data analysis methods. London: Sage Publications.  Snijders, Tom A.B. and Roel J. Bosker (2012), Multilevel Analysis: An Introduction to Basic and Advanced Multilevel Modeling. 2nd edition. London: Sage Publications.  **Supplementary Text**:  *Methodological books/papers*  Enders, C. K. and Tofighi, D. (2007): Centering Predictor Variables in Cross-Sectional Multilevel Models: A New Look at an Old Issue, Psychological Methods, 12(2), 121–138  Hofmann, D.A. (1997). An Overview of the Logic and Rationale of Hierarchical Linear Models. Journal of Management, 23(6), pp.723-744.  Hox, J. J. (2002), Multilevel Analysis: Techniques and Applications. Mahwah, NJ: Erlbaum.  Kreft, I., & De Leeuw, J. (1998). Introducing Multilevel Modeling. London: Sage.  *Applications in Marketing/Management*  Blut, M., S. Beatty, H. Evanschitzky, and C. Brock (2014), “The Impact of Service Characteristics on the Switching Costs-Customer Loyalty Link,” Journal of Retailing, 90 (2), pp. 275-290.  De Jong, A., K. de Ruyter, and J. Lemmink (2004). Antecedents and Consequences of the Service Climate in Boundary-Spanning Self-Managing Service Teams. Journal of Marketing, 68 (2), 18-35.  Fu, Frank Q., Keith A. Richards, Douglas E. Hughes, and Eli Jones (2010), "Motivating Salespeople to Sell New Products: The Relative Influence of Attitudes, Subjective Norms, and Self-Efficacy," Journal of Marketing, 74 (6), 61-76.  Kidwell, R.E., and Mossholder, K.W. (1997). Cohesiveness and Organizational  Citizenship Behavior: A Multilevel Analysis Using Work Groups and Individuals.  Journal of Management 23(6), pp. 775-793.  Sarin, S., and McDermott, C. (2003). The Effect of Team Leader Characteristics  on Learning, Knowledge Application and Performance of Cross-functional  New Product Development Teams. Decision Sciences 34(4), pp. 707-739.  Steenkamp, J-B.E.M., Ter Hofstede, F., and Wedel, M. (1999). A Cross-National  Investigation into the Individual and National Cultural Antecedents of Consumer Innovativeness. Journal of Marketing 63(2), pp. 55-69. | | |
| **Assessment** | | |

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| **Mode of Assessment** | **Length required** | **Weighting within unit** |
| **Assessment is for those requiring unit credits (please make this clear to the tutor at the start of the elective)**  The assignment consists of questions about creating an HLM, run the analyses, interpret results, and write-up the findings. Two datasets are provided. | 2,000 words | 100% |
| **Resits**: The same as the original assignment but with two different datasets. | 2,000 words | 100% |

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| **Feedback methods** |
| Written feedback will be provided for the assignment. Apart from a model answer sheet, students are offered office hours to discuss their results.  **Feedback from students**  In addition to the course unit evaluation questionnaire, students are encouraged to give feedback through emails and conversations at any time, and using the online questionnaire near the end of the semester |