

saunders et al 2009 research methods

Saunders Et Al 2009 Research Methods

Saunders et al 2009 Research Methods: A Comprehensive Guide to Designing and Conducting Effective Research

Saunders et al 2009 research methods refer to the foundational principles and practical approaches outlined by Mark Saunders, Philip Lewis, and Adrian Thornhill in their influential book, *Research Methods for Business Students*. This publication has become a cornerstone for students and researchers aiming to develop rigorous, reliable, and valid research projects, particularly within the realm of business, management, and social sciences. Grounded in a systematic and pragmatic approach, Saunders et al 2009 emphasizes the importance of selecting appropriate research strategies, designing robust methodologies, and critically analyzing data to generate meaningful insights. In a competitive academic landscape, understanding Saunders et al's research methods is vital for ensuring that your research not only meets academic standards but also contributes valuable knowledge to your field. This article provides a detailed overview of their methodology, including key concepts, stages of research design, data collection techniques, and ethical considerations, all aimed at equipping you with the tools necessary for successful research projects.

Foundations of Saunders et al 2009 Research Methods

Philosophical Underpinnings: Positivism and Interpretivism

One of the core aspects of Saunders et al 2009 research methods is understanding the philosophical paradigms that underpin research design. The two dominant paradigms are:

- Positivism:** Focuses on objective reality, quantifiable data, and hypothesis testing. It emphasizes the use of structured methodologies such as experiments and surveys.
- Interpretivism:** Recognizes subjective realities, emphasizing understanding social phenomena through qualitative methods like interviews and case studies.

Choosing between these paradigms influences every aspect of your research—from data collection to analysis. Saunders et al recommend aligning your research philosophy with your research aim to enhance validity and reliability.

Research Strategies and Approaches

The authors categorize research strategies into several types, including:

- Experiment** – Manipulating variables to test hypotheses.
- Survey** – Collecting large volumes of data through questionnaires.
- Case Study** – In-depth investigation of a single case or a small number of cases.
- Action Research** – Collaborative problem-solving aimed at practical change.
- Ethnography** – Immersive observation within a cultural or organizational setting.
- Selection of strategy** depends on your research question, objectives, and contextual constraints.

Saunders et al stress that clarity and

consistency in strategy choice are crucial for obtaining meaningful results. Designing Your Research: The Process and Framework The Research Onion Model One of the most influential tools introduced by Saunders et al 2009 is the "Research Onion," a layered framework that guides researchers through each stage of research design: Philosophy: Define your research paradigm.1. Approach: Deductive (testing theory) or inductive (building theory).2. Strategy: Experiment, survey, case study, etc.3. Choices: Mono-method, mixed-methods, or multi-methods.4. Time Horizon: Cross-sectional or longitudinal.5. Techniques and Procedures: Data collection and analysis methods.6. This model encourages systematic thinking, ensuring all decisions are aligned and justified within the research framework. Defining Your Research Design Based on the research onion, your design should answer questions such as: What is the main purpose of your study? (Exploratory, descriptive, explanatory) What type of data do you need? (Qualitative, quantitative, or mixed) What is the scope and scale of your research? (Single case, multiple cases) What resources and timeframes do you have available? Clear answers to these questions will help you select the most suitable research strategy and design. Data Collection Techniques in Saunders et al 2009 Methodology 3 Primary Data Collection Methods Primary data collection involves gathering new data directly from sources. Saunders et al highlight several techniques: Surveys and Questionnaires: Ideal for collecting large amounts of data efficiently. Key considerations include question design, scaling, and sampling. Interviews: Provide in-depth insights. Can be structured, semi-structured, or unstructured. Focus Groups: Facilitates discussion among selected participants to explore perceptions and attitudes. Observation: Useful for understanding behavior within natural settings. Secondary Data Collection Methods Secondary data involves analyzing existing data sources such as: Academic journals and books Government reports and statistics Company records and archives Commercial databases Secondary data can be cost-effective and time-saving but requires careful evaluation of relevance and credibility. Data Analysis and Interpretation Quantitative Data Analysis For numerical data, Saunders et al recommend techniques such as: Descriptive statistics (mean, median, mode, standard deviation) Inferential statistics (t-tests, ANOVA, regression analysis) Data visualization (charts, graphs) Utilizing statistical software like SPSS or Excel can facilitate accurate analysis. Qualitative Data Analysis Qualitative data analysis involves identifying patterns, themes, and meanings. Common techniques include: Thematic analysis Content analysis Discourse analysis 4 Narrative analysis Transcribing interviews and coding data systematically are vital steps in ensuring reliability. Ensuring Validity, Reliability, and Ethical Standards Validity and Reliability According to Saunders et al, maintaining validity (accuracy) and reliability (consistency) involves: Using well-designed instruments Triangulating data sources Conducting pilot studies Clear

documentation of procedures Ethical Considerations Researchers must uphold ethical standards by: Obtaining informed consent Ensuring participant confidentiality Avoiding harm or discomfort Gaining necessary ethical approvals Adhering to ethical guidelines enhances the credibility and integrity of your research. Conclusion: Applying Saunders et al 2009 Research Methods Effectively Mastering the research methods outlined by Saunders et al 2009 is essential for conducting robust, credible, and impactful studies. Their systematic approach—from understanding philosophical paradigms through meticulous data collection and analysis—provides a comprehensive framework that can be adapted to various research contexts. Whether you are a student embarking on your first research project or an experienced researcher refining your methodology, embracing these principles ensures your work is methodologically sound and academically rigorous. By carefully applying Saunders et al's research strategies, you enhance the quality of your findings, contribute valuable insights to your field, and develop skills that are highly valued in both academic and professional settings. Remember, effective research is not just about collecting data but about designing a thoughtful, ethical, and coherent process that leads to valid and reliable conclusions.

5 QuestionAnswer What are the key research methods discussed in Saunders et al. (2009)? Saunders et al. (2009) focus on various research methods including qualitative, quantitative, and mixed methods approaches, emphasizing the importance of selecting appropriate strategies based on research objectives. How does Saunders et al. (2009) recommend choosing between qualitative and quantitative research methods? They advise researchers to consider the nature of their research questions, the level of depth required, and the type of data needed, suggesting that qualitative methods are suited for exploring phenomena in depth, while quantitative methods are ideal for measuring and quantifying variables. What role does the research onion model play in Saunders et al. (2009)? The research onion model is a framework introduced by Saunders et al. (2009) that guides researchers through different layers of research design, from philosophies and approaches to strategies and techniques, ensuring a systematic approach to methodology selection. According to Saunders et al. (2009), what are common pitfalls in research methodology selection? Common pitfalls include choosing methods that do not align with research questions, neglecting to consider philosophical assumptions, and failing to account for ethical considerations, which can compromise the validity and reliability of findings. How does Saunders et al. (2009) suggest researchers ensure validity and reliability in their studies? They recommend careful planning of research design, using appropriate data collection and analysis techniques, and adopting strategies such as triangulation and pilot testing to enhance validity and reliability. Research Methods in Saunders et al. (2009): An In-Depth Review Understanding the intricacies of research methodology is fundamental for conducting

rigorous and reliable academic studies. Saunders et al. (2009), in their influential book *Research Methods for Business Students*, have provided a comprehensive guide that has become a cornerstone resource for students and researchers alike. This review delves deeply into their approach, emphasizing key concepts, frameworks, and practical applications, ensuring a thorough grasp of their methodology. --- Introduction to Saunders et al. (2009) and Its Significance Saunders et al. (2009) address the challenges faced by business students and researchers in designing and implementing effective research. Their work emphasizes a systematic approach that integrates theoretical foundations with practical steps, making complex research processes more accessible. The significance of their contribution lies in their structured framework, which aids in: - Clarifying research philosophies and strategies - Guiding the selection of appropriate methods - Encouraging critical thinking about research design and execution Their methodology promotes transparency, reproducibility, Saunders Et Al 2009 Research Methods 6 and validity, which are essential qualities in scholarly research. --- Core Components of Saunders et al. (2009) Research Methods The book is organized into several interconnected sections, each addressing critical aspects of research design and execution. The main components include: 1. Research Philosophies 2. Research Approaches 3. Research Strategies 4. Research Choices 5. Time Horizons 6. Data Collection and Analysis 7. Ethical Considerations Below, each component is explored in detail. --- 1. Research Philosophies At the foundation of any research project lies its philosophical stance, which influences every subsequent decision. Saunders et al. identify several key philosophies: - Positivism: Emphasizes objectivity, quantification, and the scientific method. Suitable for hypothesis testing and statistical analysis. - Interpretivism: Focuses on understanding social phenomena through subjective interpretation, often qualitative. - Realism: Recognizes an external reality that can be studied both objectively and subjectively. - Pragmatism: Combines elements of positivism and interpretivism, emphasizing practical solutions and mixed methods. Importance: Researchers must identify their underlying philosophy to ensure coherence in their approach. For example, a quantitative survey aligns with positivism, while ethnographic studies lean towards interpretivism. --- 2. Research Approaches Based on their philosophical stance, researchers choose between: - Deductive Approach: Begins with theory or hypotheses and tests these through data collection. Common in quantitative research. - Inductive Approach: Starts with observations, leading to theory development. Typical of qualitative research. - Abductive Approach: Combines elements of both, often used in exploratory studies where existing theories are tested and refined. Implication: The choice of approach influences data collection techniques and analysis methods. --- 3. Research Strategies Strategies are overarching plans for how to conduct research. Saunders et al. identify several common strategies: -

Experiment: Controlled studies to establish cause-and-effect relationships. - Survey: Collecting large amounts of data via questionnaires or interviews. - Case Study: In-depth exploration of a single case or multiple cases within their real-life context. - Ethnography: Immersive observation of social groups or communities. - Action Research: Collaborative problem-solving with participants. Selection Criteria: The nature of the research questions, objectives, and available resources influence strategy choice. -- Saunders Et Al 2009 Research Methods 7 - 4. Research Choices Researchers must decide on the type of data they will collect: - Mono-method: Using either qualitative or quantitative methods. - Mixed-method: Combining qualitative and quantitative methods for comprehensive insights. Trade-offs: - Mono-method offers depth or breadth but may lack triangulation. - Mixed-method enhances validity but requires more resources and expertise. --- 5. Time Horizons Time considerations shape the scope of the study: - Cross-Sectional: Data collected at a single point in time; suitable for snapshot analyses. - Longitudinal: Data collected over an extended period; ideal for observing changes over time. Application: Longitudinal studies are resource-intensive but provide richer temporal insights. --- Data Collection Techniques Saunders et al. provide detailed guidance on various methods, emphasizing their appropriateness based on research design. Qualitative Methods - Interviews: Semi-structured or unstructured to explore perceptions and attitudes. - Focus Groups: Group discussions to elicit collective views. - Observation: Participant or non- participant observation for contextual understanding. - Document Analysis: Reviewing existing records, reports, or media. Quantitative Methods - Questionnaires: Structured forms for large-scale data collection. - Structured Interviews: Standardized questions to ensure comparability. - Experiments: Controlled conditions to test hypotheses. --- Data Analysis and Interpretation Saunders et al. discuss the importance of aligning analysis methods with data types and research questions. - Qualitative Analysis: Thematic analysis, content analysis, discourse analysis, narrative analysis. - Quantitative Analysis: Descriptive statistics, inferential statistics (t-tests, ANOVA, regression), multivariate analysis. The authors emphasize the importance of validity, reliability, and ethical considerations in data analysis: - Validity: Ensuring the findings accurately represent reality. - Reliability: Consistency of results over time and across researchers. - Ethical Standards: Respecting confidentiality, obtaining consent, and avoiding bias. --- Sampling Strategies Sampling is crucial to ensure data representativeness and research validity. Saunders et al. outline: - Probability Sampling: Random selection methods (simple, stratified, cluster sampling). - Non-Probability Sampling: Convenience, judgment, quota, and snowball sampling. Considerations: - Sample size impacts statistical power. - The choice depends on research objectives, population accessibility, and resource constraints. --- Ethical Considerations Saunders

et al. underscore the importance of ethics throughout the research process: - Informed Consent: Participants must be aware of their involvement. - Confidentiality and Anonymity: Protecting participant identities. - Avoidance of Harm: Ensuring no physical, psychological, or social harm. - Integrity: Honest reporting and transparency. Adherence to ethical standards not only protects participants but also enhances the credibility of the research. --- Practical Application and Case Examples The strength of Saunders et al. (2009) lies in their practical orientation. They illustrate concepts with real-world examples, demonstrating how theoretical choices influence research design. - Case Study Example: An exploration of a company's change management process using qualitative interviews. - Survey Example: Quantitative analysis of customer satisfaction across multiple locations. - Mixed-Methods Example: Combining surveys with focus groups to understand consumer behavior. These examples serve as templates for students and researchers to adapt in their own projects. --- Framework for Conducting Research One of the most valuable contributions from Saunders et al. is their Research Onion—a visual model that encapsulates the research process: 1. Philosophy 2. Approach 3. Strategy 4. Choices 5. Time Horizon 6. Data Collection 7. Data Analysis This layered approach encourages systematic planning, ensuring coherence and logical progression. --- Critical Evaluation of Saunders et al. (2009) While Saunders et al. (2009) provide a comprehensive framework, some criticisms include: - Complexity for Beginners: The layered model may overwhelm novice researchers. - Context-Specific Applicability: Not all strategies suit every research context; flexibility is necessary. - Rapid Technological Changes: The book predates many digital data collection tools, which are now integral to research. Despite these, the core principles remain highly relevant, offering a solid foundation for designing effective research. --- Conclusion: The Enduring Value of Saunders et al. (2009) In sum, Saunders et al. (2009) deliver a meticulous, well-structured approach to research methods, emphasizing clarity, coherence, and ethical rigor. Their frameworks guide researchers through complex decision-making processes, fostering high-quality, credible research outputs. For students and practitioners in the fields of business, management, and social sciences, mastering their methodology equips them with the tools to undertake robust investigations, interpret data correctly, and contribute meaningful insights to their fields. Their work remains a seminal reference point, blending theoretical depth with practical utility, and continues to shape research practices worldwide. --- research methods, Saunders, research design, data collection, qualitative research, quantitative research, research strategies, case study, research methodology, data analysis

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accompanying cd rom contains the data sets that are used to illustrate statistical procedures in chapters 16 and 17 page xvii

based on the popular introduction to social research methods this book offers a highly accessible clear and engaging introduction to research in education which has been carefully and extensively developed to fully meet the needs of those studying in education and related fields introduction to research methods in education assumes no previous knowledge of the subject and focuses on helping the reader develop a clear conceptual understanding of the nature of empirical research in education and of how those ideas lead to and underlie the principal research techniques qualitative

quantitative and mixed methods approaches are covered along with practical guidance on issues such as how to prepare a research proposal write a literature review and analyse different types of data this book is an ideal introduction to researching in an educational context for students at both undergraduate and postgraduate level and will be a must have for anyone studying on a research methods course or doing a research project for themselves

business research methods will serve as a text book on marketing research for students pursuing courses in management and commerce the main focus is on the indian context various analytical tools used in research methods are given along with exhaustive coverage and illustrations assignments are included in various chapters to help in acquiring in depth subject knowledge and application orientation the book contains 7 sections divided into 23 chapters case studies are included which will help to develop analytical skills spss application has been described wherever necessary the book can be of great help to mba pgdbm mms bba and commerce students

praise for the third edition of qualitative research sharan b merriam synthesizes twenty years of developments in qualitative research with clarity and acumen michael quinn patton author qualitative research and evaluation methods here is a qualitative research methods book that reinforces the connection between professional experience and qualitative inquiry robert stake author the art of case study research and multiple case study analysis in this new edition sharan merriam once again presents the world of qualitative research in language engaging and accessible for new and experienced readers alike if you can have only one book about qualitative research this is it patricia m reeves associate professor school of social work university of georgia mystified by qualitative research you couldn t ask for a better guide than sharan merriam who introduces you to the fundamental concepts of this research method explains its complex forms and then shows you exactly how to do a high quality qualitative study m carolyn clark coeditor the international journal of qualitative studies in education

in this book arthur asa berger combines a practical focus the use of numerous examples a step by step approach and humour to examine both qualitative and quantitative research methods in media and communication research

this practical down to earth guide is for researchers students community groups charities or employees in fact anyone who needs to put together research projects quickly and effectively it contains everything from developing your idea into a proposal through to analysing data and reporting results whether you have to undertake a

project as part of your coursework or as part of your employment or simply because you are fascinated by something you have observed and want to find out more this book offers you advice on how to turn your ideas into a workable project specifically it will show you how to choose your research methods choose your participants prepare a research proposal construct questionnaires conduct interviews and focus groups analyse your data report your findings be an ethical researcher

the sage handbook of organizational research methods provides a rich resource for organizational researchers locating the technical aspects of organizational research in the wider context of the relevant personal epistemological theoretical historical ethical and political issues david buchanan and alan bryman have gathered together many of the world's leading writers on theory method and analysis in organizational research and have made this the most comprehensive and cutting edge volume in this ever growing field

it not only covers two of the standard paradigms postpositivist and interpretive constructivist but discusses a relative newcomer the emancipatory paradigm that is inclusive of the perspectives of feminists ethnic racial minorities and persons with disabilities in each chapter donna m mertens carefully explains a step of the research process from the literature review to types of research method to analysis and reporting of quantitative or qualitative approaches

this handbook addresses the methodology of social science research and the appropriate use of different methods

as the new subtitle indicates the book emphasizes the logic of methods to provide the student a solid basis for future methodology changes enhancing the integrated approach of the previous edition among the author's many goals are for users to understand research's contribution to knowledge building as a social process through which findings become accepted as knowledge acquire the background to read analyze and understand research using a variety of approaches as well as the hallmarks necessary to evaluate each method and realize that the responsibility for ethical research is fundamentally theirs and that value choices are involved beginning with the choice of research problem updates to the new edition include an extensive example of the use of the computer in the literature search and a new chapter on the reflective researcher the expanded treatment of qualitative research includes the pros and cons of using software in qualitative analysis conceptual analysis an important concept missing from the second edition has returned by request because of its widely employed logic in both qualitative and quantitative methods the author has

acknowledged the troublesome nature of the concepts internal validity and external validity and has more clearly defined these important foundational concepts as internal integrity and external generality useful tools to facilitate learning include additional reading lists important terms and concepts tips on effective research methods and hallmarks of methods application problems and exercises a glossary and an appendix on writing a research proposal a site is available with auxiliary learning enhancements and updates

for defining research problems and finding their appropriate solutions you need to follow a structured approach a logical series of steps need to be performed right from selecting a topic of research to report writing every finding needs to be strengthened by arguments which are adequately substantiated by data research in management areas needs massive experimentation and data support management research requires more theoretical rigours and practical insights however not much of the available reading material provides extensive focus on management research yet students are required to comprehend the nitty gritty of doing research right from developing their project reports to final dissertation as part of their core curriculum this book is well equipped with fundamentals of research and research designs written in a simple language it covers all facets of management areas with details of statistical tools required for analysis in a research work many practical examples and tips for management researchers strengthen the content of this book it is an essential reading for management students as well as for those who are aspiring to do their doctoral work in management it conforms to the core syllabus of all universities and institutes

research methods in psychology has been substantially revised in its fourth edition continuing to offer enviable coverage of the research methods that psychology students at intermediate levels need to cover in their course the textbook has now been broadened to cover the full suite of beginner level research methods too the result is extensive coverage of psychological methods both quantitative and qualitative and a textbook that will serve students perfectly from day one in their course at university research methods in psychology in its fourth edition includes extended statistical coverage including new chapters on descriptive statistics inferential statistics anova regression and correlation and latent variable models further new chapters on content analysis and writing up your research new introductory sections placing each method in context and showing students how they relate to the bigger real world picture intuitive structure and visual layout makes the book easy to navigate so you can quickly find the content you need this textbook is ideal for beginner and intermediate level psychological research methods students worldwide visit the research methods in psychology companion website sagepub co uk breakwell4e to

take advantage of additional resources for students and lecturers

the essential guide to doing your research project gives students the knowledge and skills they need to get from clueless to completed this highly readable text guides the reader through each stage of their research project from getting started to writing up with each chapter clearly explaining a step along the way based on the author's hugely popular the essential guide to doing research this new book retains the warmth wit and grounded nature of the first while providing tools to help students through the ins and outs of their own projects and addressing the key questions students need to tackle such as what is this thing called research and why do it how can i assure that my research project has integrity how to i develop a researchable question how do i construct a winning proposal what exactly is expected in a literature review what options are there in qualitative quantitative mixed and more purposive methodological designs is it best to work with a sample key informants or a case what data collection options are there and how do i choose how should i work with my quantitative data what should i do with my qualitative data how in the world will i capture this on paper this is an inspiring book full of down to earth advice illuminating figures and diagrams and engaging real life examples with this book as your personal mentor a successfully completed research project is well within reach zina o leary is an applied social scientist and senior lecturer at the university of western sydney she is the author of researching real world problems and the social science jargon buster

focused on fully discussing what is considered to be good research research and evaluation in education and psychology explains quantitative qualitative and mixed methods and incorporates the viewpoints of various research paradigms into its descriptions of these methods the work covers four major paradigms postpositivist constructivist transformative and pragmatic special emphasis is provided on conducting research in culturally complex communities based on the perspectives of feminists ethnic racial minorities and people with disabilities in each chapter donna m mertens carefully explains a step of the research process from the literature review to analysis and reporting additionally she includes a sample study and abstract in each chapter to illustrate the concepts discussed in that section of the book now in its third edition research and evaluation in education and psychology is perfect as a core text for research courses in departments of education psychology and sociology as well as social work and other human services disciplines it can be used by itself or in conjunction with other texts focusing on specific methodologies key features explains quantitative qualitative and mixed methods in detail covers four major paradigms postpositivist constructivist transformative and pragmatic emphasizes conducting research in culturally complex communities based on the perspectives of feminist

ethnic racial minorities and people with disabilities offers a step by step overview of the research process from literature review to analysis and reporting presents sample studies and abstracts in each chapter to illustrate concepts new to this edition accompanied with a student site with links to flashcards mini cases and sage journal articles produced in an attractive 2 color format includes thoroughly updated examples and references to current developments in research methods evaluation and cultural issues throughout the text presents more details on mixed methods design incorporates the third edition of the program evaluation standards presents universal design principles in data collection offers more examples throughout the text provides more ideas on how to write a literature review and to plan a dissertation contains more pedagogy including extending your thinking added throughout gives additional depth to the pragmatic paradigm presented in chapter 1

how do you design a research project what is the difference in method between qualitative and quantitative research how should psychologists go about considering the ethics of research methodology for the students who ask questions this concise text provides an informative introduction to the methods of psychological research offering an overview of the primary stages in research from learning how to construct the initial aims and criterion of a study to presenting the final resulting data into tables and graphs this book aims to guide psychologists through the tools that make psychological research and the understanding of its resulting data possible written with enthusiasm and lucidity walker guides readers through the appropriate methods for undertaking research explaining the discerning features of the core types of research the primary measurements of statistics such as the chi squared t and mann whitney u tests and brings an apt consideration of what makes a psychological study ethical whether desiring to learn about how to empirically record and measure the psychological experience of an individual or the behavioural factors of an entire population research methods and statistics is the introductory short text for learning how to undertake successful research this title stands as part of the insights series edited by nigel holt and rob lewis containing versatile quick guides to the cornerstone theories main topics and theoretical perspectives of their subjects and are useful for pre undergraduate students looking to find incisive introductions to subjects that they may be considering for undergraduate study or those looking for helpful preparatory reading for undergraduate modules in the prospective subject also useful for undergraduate psychology students who feel that they could benefit from some background reading in this often less understood area of psychology

the authors have successfully integrated a technical and well rounded discussion of the evolution of mixed methods research balanced with practical application examples of

using mixed methods for the pragmatic researcher

diploma thesis from the year 2015 in the subject business economics miscellaneous grade distinction 90 university of bradford school of management course applied management and enterprise language english abstract purpose this study sought to enhance the process of valuing young companies with a high potential for growth by considering the link between the member base and the market value of the company outcomes were supposed to be an increase in predictive potential concerning young companies and their value as investments a potential integration of more accurate methods would lead to a significant rise in profits for investment companies moreover the resulting increase in trust in risky projects through better understanding of their value would also increase the number of new innovations hence more funding would be available due to decreasing investment risk methodology following the platonist philosophy proposed by lomas 2011 the study incorporated three steps first an intensive investigation revealed factors which have an impact on the value of companies and evaluated traditional approaches the second step was to predict the potential of the new methods based on the member base of the organisation finally the last step was deployed in a mixed case study approach following the recommendations of yin 2009 where these predictions were challenged in particular linkedin xing and viadeo were chosen to challenge the proposed method based on the research of krafft et al 2005 and kemper 2010 findings the literature review was able to reveal several gaps in traditional methods particularly when it comes to valuing young companies additionally primary research more precisely qualitative interviews revealed that traditional calculations are at best used as secondary sources when it comes to the value of a young company accuracy was revealed by the interviews to be acceptable given the high potential for profit but considering the low success rate of 30 to 50 a high potential for more accurate prediction was revealed the model was successfully deployed in the case studies where qualitative and quantitative data was used to determine the value of each company under consideration for several different time periods the direct comparison of traditional valuation methods with the new proposed method revealed the high potential of the member based method it has been established that the new model can considerably increase the accuracy of the valuation and assist in predicting member base growth

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