



WIRC Research Forum

TOPIC

Flow of Research Paper

18th December, 2021

ABSTRACT-Written in the End



PARAGRAPHS



HEADINGS



KEY WORDS

ABSTRACT

Introduction: Corporate success quantitatively could be high profits, good growth rate and substantial market share. Qualitatively it could be happy employees, customers, and investors. Success is needed in both aspects, or it is incomplete and would be short term. Success to a large extent depends on prudent decision-making. Sophisticated technology aids in decision making but decision makers are people. Business in today's VUCA (volatility, uncertainty, complexity, ambiguity) environment faces many changes. AI, Blockchain, IoT, and the like have radically changed the complexion of business. COVID19 pandemic has highlighted the need to be agile and to be prepared for disruptions. Management includes decision making, coordination, control, and many functions. But decision making, is the vital function that decides to a great extent the success or failure of a company. The objective of this research is to explore what helps companies to take the apt decisions that result in actions conducive to company growth. To study the impact of prudent decisions on individuals, organizations, and the environment.

Methodology: Articles, books, and published papers on decision making and corporate success were collected and studied as Secondary Data. Primary data was obtained through questionnaires and interviews.

Findings: Management must take plethora of decisions. It is necessary to be in proper frame of mind while taking decisions. From the Secondary data collected, variables were identified. They were analysed and table of Variables created. Based on that, interview questions were designed. Responses were analysed using excel tools, and findings arrived at.

Key Words: Success, Corporate, Management, Productivity, Decisions

INTRODUCTION

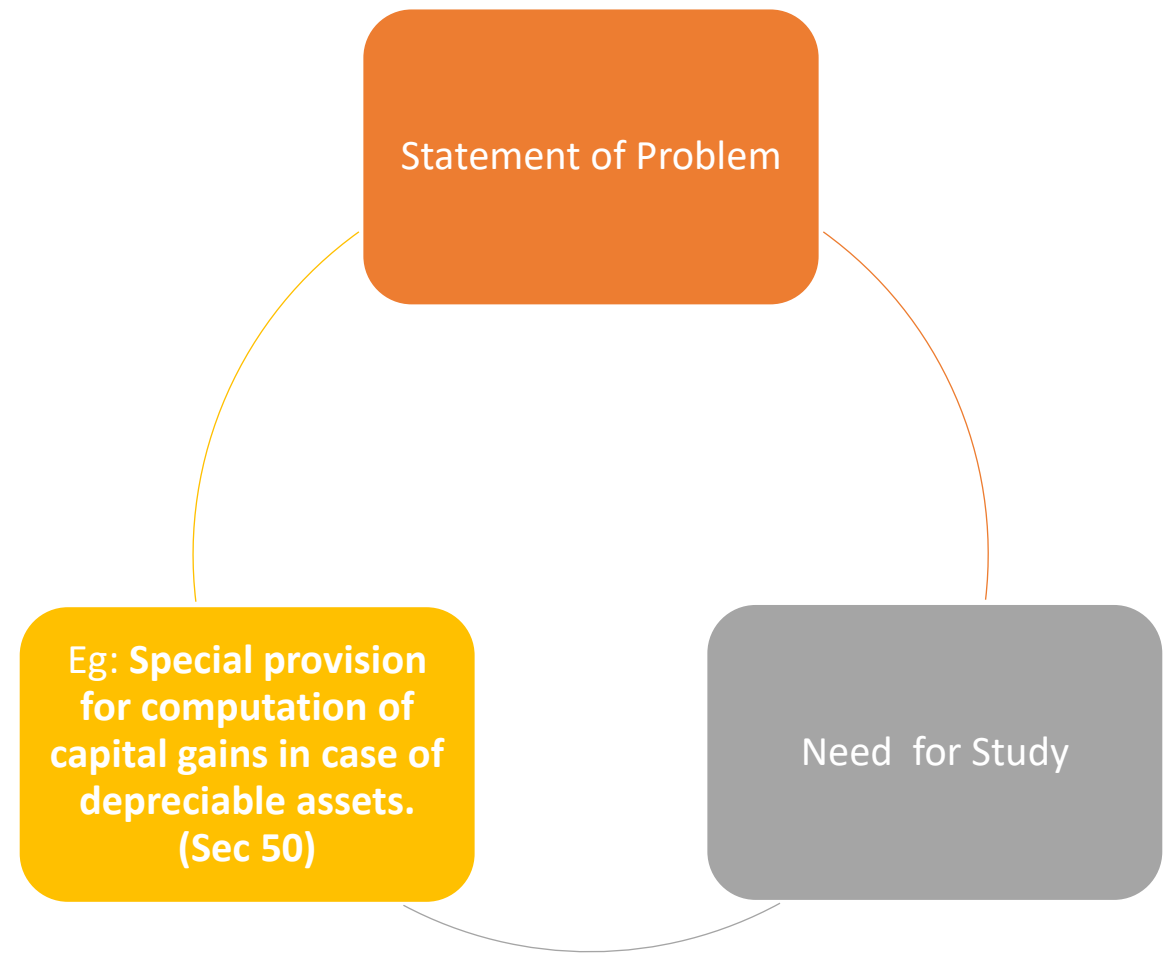
Overview

Set the tone

Similar to any exercise

1. Introduction/1.1,1.2....

Clarity and Communication



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Methodology

Collection of Data

Sample Size

Methods used

Sources of Secondary Data

Tools for Analysis

Literature Review

Secondary
Data

Sources

Summary

Classification in LR Part

- Promoter held Companies
- Functions of Management
- Process of Decision Making
- MCS
- Agency Issue
- Work Environment
- ESG
- State of Mind

Tables, Variables, Gaps



Preparation of LR Tables



Understanding Gaps



Identifying Variables



Independent/Dependent/
Moderating

Table of Variables

Serial No	Author	Year/Source	Area of Research	GAPS
1	Boshkosko	2015/International Journal of Business and Management	Corporate Governance & Agency Costs	Incentive or Motivation to follow good practises

Independent & Dependent

- **IV: Researcher changes or it changes on its own**
- **DV: What Researcher is studying/ exploring/measuring**
- **IV: is not affected by other variables, it needs to be consciously changed or it changes on its own. It is INDEPENDENT. Example-Age, time**
- **DV: responding variable, it changes as IV changes, it is DEPENDENT, it is the area of research. Example: DV is height & IV is age.**

Examples

- You want to know which bank gives the least interest in Housing Loan?
- IV: Name of Bank. (IV as you as a Researcher will be arriving at the name of the bank. You can change it.)
- DV: Rate of Interest (DV as this is what you are studying, as IV changes, DV will change, it is dependent on IV & not other way around, name of bank does not change whatever be the variables)
- You want to know which type of clients make your bottom line grow faster. You have 2 centres and you add revenues from different segments to the centres and study the growth in bottom line.
- IV: Type of Clients
- DV: Bottom Line

Design the Research Process???

Population

Identification of Population

Whole/Sample

Mode of Contacting the P/S

Consent of Respondents

Method of collection

Deadline for replies

Where will the responses be collected

Way of contacting Researcher

Interview location

Ethical Issues

What, Why,
Where,
When, How

Research Design- 4 fat Ws & 1 lone Hat (a blueprint)

Theoretical Construct

Prove it

Influenced by:

Type-Exploratory, Descriptive, Casual

Limitations-time, money, confidentiality

Results in:

Testing of hypothesis-; NULL/Alternative- H_0/H_1 or H_A

Results are truly applicable in Real World

Establish Order of happenings

Relationships

Theoretical Construct

- Promoter's need to understand the importance of Good Corporate Practices or Ethics.
- Professional Top Management must have the leadership to influence promoters to have the apt vision and goals.
- There must be an in-built framework for decision-making but with flexibility and
- Quality information must be available timely and easily.
- For long term growth and survival, company must aim to lower agency costs and
- follow ESG guidelines.

Type-Exploratory, Descriptive, Casual

Exploratory: on an issue that is new, not much researched on, it is to better understand an issue, it could lead to further research.

Descriptive: is a study of the characteristics of the variables, finding nature of variables and not changing them

Casual: Cause & Effect relationship, nexus between variables

Hypothesis

Optional

H_0

H_1

Analysis/Findings/Results

Support/Reject

- Support/Reject Hypothesis

Discuss

- Discuss Findings

Evidence

- Evidence based

MODEL

MANAGERIAL IMPLICATIONS

LIMITATIONS

FURTHER RESEARCH

Conclusion/Recommendations

WHEN	rate of interest is lower than rate of return from the investment
WHY-Expansion	Is there market for the increased activity, are Interest & Debt coverage ratios adequate
WHY-M & A	Will there be synergy to generate required level of Cash Flows
WHY-to pay off existing Loans	New Lender along with charging interest lower than old lender must also have better goodwill and rapport
WHERE	Source of Funds is important and not only rate of interest, compliance to laws is essential. All options like issue of equity, PE, sale of asset, hiving off an activity are to be considered before taking loan. Opportunity Cost to be understood.
How Much	The extent of optimum debt level may be worked out after using Quantitative tools like Break even EBIT point , projections of cash flows & market share and qualitative tools like impact on employee morale & market sentiments

BIBLIOGRAPHY

Styles

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Psychological Association)

MLA (Modern Language
Association)

Chicago/Turabian style

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THANK YOU

- **Any questions?**
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