



research for papers and dissertations (c) progress to more advanced quantitative courses. The prerequisite for the course is a good course in statistics. Rudimentary knowledge of linear algebra is also required.

### 三、课程目标（包括学生所提高的技能要求），本课程目标如何服务于项目的培养目标

The objective of this course is to introduce and discuss various multivariate statistics techniques that are used for marketing data analysis. The target audience is Guanghua graduate students interested in quantitative research in marketing. The main focus of the course is to provide students with the necessary quantitative skills to (a) read and criticize published marketing research articles (b) conduct independent quantitative research for papers and dissertations (c) progress to more advanced quantitative courses. The prerequisite for the course is a good course in statistics. Rudimentary knowledge of linear algebra is also required.

### 四、内容提要及学时分配

Tentative Class Schedule:

Session 1: Introduction

Session 2: Review of Probability Theory and Statistics

Session 3-4: The Linear Model

Session 5-6: The Choice Model

Session 7: ANOVA and MANOVA

Session 8: Factor Analysis, Discriminant Analysis

Session 9-10: Structural Equation Models

### 五、教学方式

The course uses a combination of lectures, paper discussion, and analytical exercises to learn the material.

### 六、教学过程中 IT 工具等技术手段的应用

Students can use any software package such as R, SAS/IML, Gauss, Matlab, AMOS, LSREL etc.

## 七、教材

## 八、参考书目

## 九、教学辅助材料，如 CD、录影等

The notes, papers and exercises for each session will be handed out in class.

## 十、课程学习要求及课堂纪律规范

Students are required to read papers before class and participate in discussion in class. Each student is expected to contribute. As needed, cold calling will be used to enhance class discussion.

## 十一、学生成绩评定办法（需详细说明评估学生学习效果的方法）

Class participation – 30%

Homework – 30%

Final exam – 40%