Topic- **Procurement life cycle for timely delivery & availability in pharmaceutical industry.**

Research questions-

RQ1: How to critically analyse the procurement life cycle of a product (e.g. Raw Material, Work in Process etc.) in pharmaceutical industry so that we understand the area(s) of improvement such as ensuring timely delivery of products, availability of finished goods etc?

RQ2: How can the procurement cycle be improved for pharmaceutical companies so that these companies can withstand supply disruptions (e.g. Extreme weather, pandemic etc.) while keeping the procurement related KPIs intact?

DISSERTATION PROPOSAL

1. Identify a **question** within the specialization area of the MSc Programme.

2. Link this question to academic readings; use the NEOMA Library resources.

FINAL DISSERTATION

3. Collect and analyse data (primary or secondary).

4. Provide **answers** to this question as well **alternative answers** and evaluating their pertinence.

5. Reach operational conclusions and **recommendations** for a company, or the related professional field.

**Primary data:** original data collected by the student using a scientific method of data collection: survey, *in situ* observation, focus groups, semi-directive interview(s), model testing, etc.

**Secondary data:** evidence and data already published by scientific or professional sources, see page 7 for more details.

Points to be noted

1. **Originality of the topic:** relevance and originality in relation to the specific area

2. **Appropriation of the literature**: mastery of the relevant literature and quality of its critical presentation

3. **Quality of methodology/information collected**: quality and appropriateness of method for data collection (quantitate or qualitative)

4. **Quality of analysis and reasoning:** the ability to address the issue at hand

5. **Ability to synthesize:** the degree to which the analysis allows for an in-depth understanding of the recommendations

6. **Pertinence of recommendations**: recommendations clearly result from the analysis presented

7. **Quality of layout:** professional level of report writing

8. **Ethics:** application of citation and referencing standards

9. **Quality of thought and knowledge of specialization area:** addressing the objectives set out by the dissertation, demonstrating knowledge of the specific area

use two types of literature sources:

▪ **Concepts and theories** provided in textbooks, course material and research articles from academic sources (reviews, colloquia, theses, etc.) Use the most up to date edition of data.

▪ **Previous studies or benchmark cases**, analyses of the companies and/or sectors that have faced similar problems in the past. Such examples can be found in specialised literature sources: textbooks, published case studies, articles from professional reviews, press articles, analyses and studies by specialised agencies or experts in the field, etc

**Data collection** aims to find the evidence that will support answers to the research question driving the Dissertation.

▪ The Dissertation may collect and analyse original, **primary data**, that is, data collected by the student using a **scientific method** of data collection: survey, *in situ* observation, model testing, semi-directive interviews, focus group, etc.

▪ Alternatively, the Dissertation may analyse **secondary data**, that is, already published evidence. Secondary data sources are diverse: company data, sectoral and/or professional data, panels, sectoral analyses, annual reports and financial statements, OECD and other international agency and NGO publications, articles from professional reviews, studies by specialised firms and experts in the field, government studies, official reports, etc.

**Data analysis** and **synthesis** aim at three objectives: (i) propose alternative answer(s) to the research question, (ii) substantiate the objectivity of the data, and (iii) argue for the validity of the real-word recommendations.

Depending on the method of data collection, original data can be **quantitative** (e.g. percentages, frequencies, etc.) or **qualitative** (e.g. text from semi-directive interviews or focus groups, etc.). Data analysis therefore may include statistical testing when the data are quantitative.

Both the Dissertation Proposal and the Final Paper should follow the below outline. The Final Dissertation may include the Proposal chapters; however, it will **only be evaluated** on the chapters that compose the Final Dissertation as defined in this document.

1. Cover page

2. Declaration of Academic Integrity

3. Confidentiality Clause (when applicable)

4. Acknowledgments

5. Table of Contents

**6. Abstract (800 words including 5 keywords)**

7. Main body of the text

8. References

9. Appendix (when applicable)

The structure of the manuscript may vary according to the topic (e.g. chapter titles, order of the chapters etc.). The outline of the Dissertation Proposal **must be validated** by the supervisor before submission. The documents must cover the following content:

DISSERTATION PROPOSAL

1. **INTRODUCTION:** presenting the **inspiration** and **importance** of a real-world, professional challenge

2. **LITERATURE REVIEW:** linking this problem to **academic and other readings** from the Library resources.

3. **CONCLUSION:** reformulating a **research question** and outlining the **method** and the **procedure** to be followed in order to answer it.

FINAL DISSERTATION

4. **METHOD**: description of the **method** and **procedure** used to **collect data and evidence**. Details of sample, measuring instruments (e.g., questionnaire, interview guide or documents analysed) etc.

5. **RESULTS:** presenting the **analysis of data** or other evidence (qualitative or quantitative data)

6. **DISCUSSION:** providing **answers** to the initial research question as well **alternative answers** and evaluating their pertinence. Presenting operational conclusions and **recommendations** for a company, or the related professional field.

The source (e.g., academic or press article, company report, book, webpage etc.) of all information (e.g., ideas, analyses, events, data etc.) presented in the Dissertation must be **cited in the main body of the text** using APA style2 7th Edition (i.e., last name of the author(s) and year of publication). All sources cited in the document must be presented in full in the **References** section at the end of the manuscript.

The source of any figure (e.g., table, diagram, statistical chart, image) taken from another publication must be **cited in the main body of the text** (i.e., author(s) last name(s), year of publication and page n°, placed under the figure). The full reference is to be listed in the **References** section.

**Direct (*verbatim*) quotes** must not exceed 40 words. They must be signalled by **quotation marks** and followed by the appropriate citation in parenthesis (i.e., author(s) last name(s), year of publication, page n°).

The **References** list must contain all the sources (e.g., academic reports, press articles, figures, images, etc.) **cited in the manuscript.** Sources must be presented in **alphabetical order** by the last name of the first author. An additional bibliography presented separately in an APPENDIX may list sources that have not been used in the manuscript but are relevant to the topic.

It is highly recommended that students use and cite the most up-to-date edition of any work used.

All documents must be submitted in a **.doc** format, using MS Word as provided to students in their Office365 account.

The recommended number of pages is **min. 10 – max. 15** for the Dissertation Proposal and **min. 10 – max. 15** for the Final Dissertation (not including Cover page, References and Appendix).

The **file name** must contain the students’ SURNAME and FIRST name and the title e.g. SURNAME\_First name\_Final Dissertation.

The format should respect basic **APA 7th Edition report-writing** requirements. Students are expected to study the writing guides available in the NEOMA Business School Library**3**

▪ Font size: min 11 - max 12, depending on font Preferred type font Calibri 11

▪ Justified paragraphs with **1.5 paragraph spacing** and **normal margins** (2.5cm on all sides)

▪ Page number on **Footers**, student name on **Headers**

▪ No more than **3 levels of titles** for sections and subsections

2 Students may apply another Citation and Referencing style that they are familiar with (e.g. Harvard or MLA) as long as one and the same style is used it throughout the manuscript.

3 Doing your Master’s Dissertation

The Quick Fix Guide to Academic Writing : How to Avoid Big Mistakes and Small Errors Ed. 1

Essay Writing: a Student’s Guide

Doing Your Dissertation in Business and Management : The Reality of Researching and Writing Ed. 1