

## IS 664 Customer Discovery

Class meets: Thursdays, 6-9pm

Where: CKB 314

Instructor: D. Yvette Wohn, Ph.D.

Office: GITC 5100 Suite (Room 5112)

Office Hours: Thursdays, 3-5pm, or by appointment

Email: [wohn@njit.edu](mailto:wohn@njit.edu)

### Course Description

How do you make a new product or service? How do you anticipate someone's needs before they do? How do you understand how people interact with products?

It's all about the understanding the customer. In this course, we take a deep dive into qualitative user experience (UX) research. UX research is the process of understanding why and how people use products and services. This course will teach you a set of research tools to understand user needs, investigate the user experience, and derive design recommendations.

We will cover techniques like ethnography, conducting focus groups, interviewing, and analyzing qualitative data. This practical, hands-on course will give you an insight into the psychology of user behavior and lay the foundation for students who are pursuing careers designing, evaluating, or marketing products for people.

### Learning Goals / Outcomes

- Understand why research is important and how it fits into Information Systems design and development
- Understand ethics of human subjects research
- Discover and formulate UX problems
- Apply qualitative UX research methods, such as ethnography, interviews, & focus groups
- Analyze qualitative data
- Communicate results through reports and presentations

### Evaluation

|                                  |     |
|----------------------------------|-----|
| Class participation (10 points): | 10% |
| Assignments (2 x 20= 40 points): | 40% |
| Final project (50 points):       | 50% |
| Extra credit (2 points max):     | 2%  |

## **Grading**

|                 |      |
|-----------------|------|
| 90 – 102 points | : A  |
| 85 – 89 points  | : B+ |
| 80 – 84 points  | : B  |
| 75 – 79 points  | : C+ |
| 70 – 74 points  | : C  |
| 65 – 69 points  | : D  |
| Under 65 points | : F  |

## **Classroom Participation (10 points)**

- Do readings BEFORE class. Readings will be posted on Moodle.
- Engage in discussions with the rest of the class

## **Assignments (40 points)**

- Assignments are to be done outside of class hours.
- You will have three individual assignments, each are worth 20 points. Each assignment will consist of performing the research and writing a summary report of the results.
  - Times New Roman, 12 point
  - Single Space
  - No title page
  - Write first and last name at top
- Name your file by your LAST NAME (e.g., Wohn.doc)
- Details of assignments and requirements will be further explained in class
- IRB training is mandatory and is not counted as an assignment.

## **Final Project (50 points)**

You may choose to work individually or as a group. Group projects are difficult to coordinate and execute, but are extremely important because knowing how to communicate and collaborate in small groups is a key skill required in any professional setting.

- Presentation (10)+ Paper (40) + Peer evaluation (adjustment)

- The group work presentations should be 15 min. They should give a high-level overview of the project, data collection, and results.
- The final paper is 6 pages (for masters students) and 10 pages (for Ph.D. students) in ACM format. You may write more if you want but 11 pages is the max.
- Peer evaluation is a report (template will be provided) about each individual's contributions. It should be clear how the team worked together. If your teammates identify you as having a low contribution, you will have points deducted (up to 10 points). If your teammates identify you as a stellar contributor, you will gain extra points.

### **15 Week Breakdown (Schedule is subject to change)**

**Week 1 (Jan. 18):** Course overview & Understanding people. What is user experience (UX) research, why you should care, the difference between quantitative and qualitative research  
Competitive analysis and literature reviews

Assignment: competitive analysis and literature review

**Week 2 (Jan. 25):** The ethics of human subject research, discussing research topics

**Week 3 (Feb. 1):** Generative research- Ethnographies and diary studies

**Week 4 (Feb. 8):** Ethnography (continued). Analyzing results

**Week 5 (Feb. 15):** Ethnography (continued). Analyzing results

**Week 6 (Feb. 22):** Interviewing (Semi-structured) Developing a protocol

**Week 7 (March 1):** Interviewing (Data analysis): Talking about themes, matrices and coding,

**Week 8 (March 8):** Interviewing (Data analysis)

**Week 9 (March 15):** SPRING BREAK

**Week 10 (March 22):** Focus Groups

**Week 11 (March 29):** Inferring from research and creating prototypes

**Week 12 (April 5):** Prototype evaluations. Think-alouds,

**Week 13 (April 12):**

**Week 14 (April 19):** Last class: Final project presentations

## ***Final project: paper (Due April 29)***

### **Course Communication**

Before you decide to send an email inquiry, check the syllabus. You are most likely to find answers there. Please begin the subject line of any course e-mail with “IS664.” Appropriate e-mail will be replied to within 24 hours to 48 hours Monday through Friday. Emails should have proper salutations and signatures. **Do not use Moodle to send course-related messages.**

Course announcements will be made in class, via Moodle. It is your responsibility to check your email and Moodle on a regular basis; *at least* twice a week and the day before class.

### **Past Due Assignments**

All assignments must be turned in complete and on-time. Specific deadlines for each assignment will be announced in class and via Moodle. No excuses for late assignments, including technical issues, will be accepted with the exception of medical reasons.

### **Extra Credit Opportunities**

There will be a few extra credit opportunities for research participation in addition to those for excellent class participation. The extra credit points will be added to the basic student score in final grading. There are no guarantees for extra credit and it is each student’s responsibility to be aware of and take advantage of such opportunities. After April 20 there will be no further opportunities for extra credit or to otherwise improve your grade.

### **Academic Honesty**

Students take full responsibility for maintaining the integrity of scholarship, grades, and professional standards. Therefore, unless authorized by your instructor, you are expected to complete all course assignments, including forum posts and in-class presentations, without assistance from any source.

The approved “[University Code on Academic Integrity](#)” is currently in effect for all courses. Should a student fail a course due to a violation of academic integrity, they will be assigned the grade of “XF” rather than the “F” and this designation will remain permanently on their transcript. All students are encouraged to look over the University Code on Academic Integrity and understand this document. Students are expected to uphold the integrity of this institution by reporting any violation of academic integrity to the Office of the Dean of Students. The identity of the student filing the report will be kept anonymous.

NJIT will continue to educate top tier students that are academically sound and are self-disciplined to uphold expected standards of professional integrity. Academic dishonesty will not be tolerated at this institution.

### **Student Disability Services**

If you have, or believe that you may have, a physical, medical, psychological, or learning disability that may require accommodations, please contact Student Disability Services and

inform the instructor. Information on the self-identification, documentation and accommodation process can be found on the webpage at: <http://www.njit.edu/counseling/services/disabilities.php>.

### **Technical Help**

The IST Helpdesk is the central hub for all computing technologies at NJIT.

1. Call 973-596-2900. Monday - Friday 8 am - 7 pm.
2. Go to Student Mall Room 48. Monday - Friday 8 am - 7 pm
3. Log a Help Desk Service Request online - <https://ist.njit.edu/support/contactus.php>.

In addition to the Helpdesk, NJIT has a number of resources available to help you learn/use Moodle. Please be aware of the following:

1. Getting Started Using Moodle (Student Course): <http://njit.mrooms.net/course/view.php?id=6204>
2. Student Moodle Tutorials: <http://moodle.njit.edu/tutorials/students/index.php>
3. Student Moodle FAQs: <http://moodle.njit.edu/tutorials/students/faq.php>