

Ask week4 m6

[Business](#), [Management](#)



First scenario: Per Hypothetical scenarios form the basis of the in question and are believed to instigate discussion question which guides the hypothetical scenarios (Coghlan and Brannick 2010). However, different hypothetical scenarios can only be validated if different action modalities are applied. In this regard, what are some of the modalities that can be used in an action plan project?

Action plan is believed to play a major role in helping researchers solving their research problem (Coghlan and Brannick 2010). How can this modality facilitate the role of understanding in research work?

Appreciative inquiry is another modality that helps the researchers solves their problems. According to Raelin (2009), the main aim of this modality to focus on what already works in the system. In what ways is this knowledge important to you as a researcher?

Clinical inquiry also forms the list of modalities used in action plan projects. Its major role is to consult in order to experience and reflect on insights that would help in making informed decisions (Raelin 2009). How is this helpful in research work?

Co-operative inquiry also falls under the category of these modalities. It encourages working together on a project (Raelin 2009). What are the multiple stages that require co-operation in your research? Who are the key players in these stages?

As far as your module 6 CAL project is concerned, which among the modalities would you find most applicable to you and why?

Some people may opt to disregard action plan modalities in their action plan projects. What are some of the consequences that may befall them and their

research? How different would it be with you by using the modalities?

Second scenario: Kathleen Grave

Your solution selling dilemma may be solved by use of action plan research.

However, according to Coghlan and Brannick (2010) there are various research action modalities that can be used in your research. Which are these modalities?

Among the described modalities, which one do you find most applicable in your research and why?

As a sales leader, you may consider using cooperative inquiry in the research process. At what stage would you find it appropriate to incorporate the enquiry and why?

As you initiate the inquiry, it is important to set up a platform on which your plan would be laid on. However, there are various ways through which such a plan can be introduced to your participants (Greenwood and Levin 2007).

What are some of the consideration that you need to have while setting the platform? How would the mode of presenting your plan impact the process?

As a sales leader, what are some of the qualities and characteristics would you require in order to facilitate your discussion with your participants? How would these traits and qualities help in facilitating your project?

In the effort to finding the solution in the solution selling cycle, it is apparent that apart from cooperative enquiry, your research may require incorporation of another modality (Greenwood and Levin 2007). Which other modality would you find helpful especially in the research process for gathering data? How does it count in your research?

Your interest to hold a search conference with a matrix- org group would be

equally important in your research. In what ways do you think this forum would add value to your project? Considering your tight timeframe and the considerable time the forum would take, what are other options to go for and how do they count in your research?

Bibliography:

Coghlan, D. and Brannick, T. 2010. Doing action research in your own organization. 3rd edition, London, Sage Publications, London, UK

Greenwood, D. J. and Levin, M. 2007. Introduction to action research. 2nd ed. Thousand Oaks, California: Sage.

Raelin, J. A. 2009. ' Seeking conceptual clarity in the action modalities', Action Learning: Research and Practice, 6, 1: 17-24.