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CHAPTER EIGHT

FOCUS GROUPS

An effective way of getting at the answers to questions that are not yet well defined and the topic is not yet well understood is through the use of focus groups. A focus group is a unique kind of interview, in that it draws data from a number of people in a manner that is nonquantitative (Neuman, 2000). Ofcourse, before conducting a Net-based focus group, e-researchers will need to ask themselves two questions. First, why choose a focus group interview over other kinds of methods? Second, why choose a Net-based focus group over a face-to-face focus group?

With respect to the first question, the nature of the research question should dictate the type of research that is conducted (Mertens, 1998), Focus groups are commonly used to define the research topic and the research questions (Fowle, 1995), Focus groups can be used for both exploration and confirmation and are particularly effective for collecting data about attitudes, perceptions, and opinions. Focus groups can be especially useful for revealing the complexities of the problem, but can also be useful for evaluation purposes (most often program evaluations) to identify strengths, weaknesses, and needed improvements. They are not intended to reach a consensus among participants, to determine a plan of

action, or to generate solutions and decisions. Rather, they stimulate in-depth exploration of a topic when little is known about the phenomenon of interest (Stewart and Shamdasani, 1998). As such, focus groups are particularly effective for gaining a more in-depth understanding of the topic, and, hence, a better definition of the research question(). Thus, when beginning to explore a topic for investigation within the field of education, focus groups can effectively narrow the topic, define the research question, and identify the delimitations of the study.

The main assumption embedded in the focus group method is a belief that the decisions we make are socially constructed and grow out of discussions with other people (Patton, 1987). Hence, focus groups are effective at gathering data in a social context, in which individual members consider their opinions against the opinions of others. While the focus group interview was originally inspired in the 1950s as a way of obtaining consumer product preferences, this technique eventually found its way into educational and social science research methodology. It has been shown to have the capacity to garner rich and credible qualitative data. Further, according to Patton (1990), focus group interviews provide quality controls on data collection, as participants tend to question and eliminate false or extreme views. The result is a tendency to focus on the most important topics and issues and to assess the extent to which a relatively consistent, shared view exists among participants—as well as identifying inconsistent views.

This method is called a focus group interview because it is focused in two ways. First, the group participants are similar in some way (e.g., they have similar experiences of the topic being investigated). Second, the purpose is to gather data about a single topic (or a narrow range of topics). They are most often guided by open-ended discussion questions proposed by the researcher, with an emphasis on gaining insights through group opinions rather than on specific facts. This format is a convenient way to accumulate the individual knowledge of the members and to inspire insights and solutions that are difficult to achieve with other interview methods. A distinct advantage of focus groups is that they allow respondents to react to and build on responses. The result can be a synergistic and dynamic effect on group behavior, often resulting in data or ideas that might not have been collected in individual interviews (Stewart and Shamdasani, 1998). Moreover, because focus groups tend to provide checks and balances among group members to eliminate false or extreme views, it is fairly easy for the researcher to assess the extent of consistent and shared views (Patton, 1990). Given these advantages, according to Glesne and Peskin (1992), in-

interviewing a group of people on a focused topic can be a powerful way to collect data. However, it should be stressed that focus groups do not represent feedback from a randomly selected population, but from purposely selected individuals. As such, the results from focus group interviews should not be generalized to other, larger populations.

Finally, Net-based focus groups are usually selected over face-to-face focus groups because of the need to involve individuals from several different geographic areas. The travel time and expense of bringing geographically dispersed individuals together is often prohibitive. The Net provides an environment whereby the researcher can conduct a focus group cost-effectively

THE DIFFERENT KINDS OF NET-BASED FOCUS GROUPS

Net-based focus groups can be conducted on the Internet either synchronously or asynchronously and with text-based software and/or audio and video software. Table 8.1 provides examples of various kinds of Net-based focus groups classified by asynchronous, synchronous, text-based, and non-text-based distinctions. As this table illustrates, there are four kinds of Net-based focus groups: synchronous and text-based; synchronous and audio- and/or video-based; asynchronous and text-based; asynchronous and audio- and/or video-based.

TABLE 8.1 Samples of Net-Based Systems to Support Focus Groups

		synchronise	asynchronise
TEXT- BASED		NET- MEETING	Major demo
		ICQ	FirstClass
		FirstClass	WebCT
		WebCT	Email Groups
AUDIO - AND/OR VIDEO BASED	Central	Central	
		Latitude	Latitude
		NET-MEETING	

The combination of media used in the focus group process makes it difficult to generalize about the characteristics of all focus groups. Nevertheless, what uniquely differentiates a focus group from an interview is the capacity of participants to share and build on the comments and concerns of other participants. Prior to the Internet, there was no such thing as an asynchronous focus group; although one could conceive of mail-based focus groups, researchers did not actively use the technique. The pre dom-

inant forms of asynchronous communication on the Internet have been text-based email and computer conferencing. Currently we are seeing a rapidly evolving selection of more media-rich forms of asynchronous communication to conduct Net-based focus groups (e.g., www.wimba.com). On the synchronous side, text-based chats are the most common and accessible way to conduct real-time focus groups. This mode of interaction uses software such as ICQ, NetMeeting, or one of the numerous Java-based Web chat software programs to share the comments of participants as they type. Text can be enhanced by viewing objects, sharing applications, or sharing a common space through text-based virtual reality (VR) systems such as MOO or MUD (for frequently asked questions about MUDs and MOO see: <http://www.faqs.org/faqs/games/mudfaq/part/>) or through two- or three-dimensional VR environments such as Palace (e.g., www.thepalace.com) or virtual worlds (e.g., www.worlds.net). Finally, focus groups can be conducted using audio or video conferencing. Until recently, the required software, end-user hardware, and bandwidth have prevented use of these richer and more natural forms of communication on the Net.

However, the development of multisite audio and video conferencing systems (see www.microsoft.com/windows/netmeeting/ and www.eentra.com) and the availability of high-speed connections at home and in the workplace promise increased use of media-rich, synchronous forms of Net-based focus groups. Currently, most Net-based focus groups are conducted using text-based asynchronous or synchronous software. Accordingly, this chapter focuses on Net-based textual focus groups. As broadband services proliferate and become more widely available and affordable, we will likely see an increase in synchronous and asynchronous Net-based video and/or audio focus groups. As these multimedia services are added to Net-based focus groups, they will tend to be more like face-to-face focus groups. Consequently, conducting face-to-face focus groups will become increasingly relevant and useful to e-researchers who use video- and audio-conferencing focus groups.

ADVANTAGES AND DISADVANTAGES OF FACE-TO-FACE VERSUS NET-BASED FOCUS GROUPS

Only recently have researchers been able to use the Internet to conduct educationally related focus groups. Net-based focus groups offer both speed and reduced cost (Van Nuys, 1999). While Net-based focus groups are currently in the exploration and development stage, they appear to be especially effective at removing certain barriers that many researchers experience when conducting face-to-face focus groups. In particular, they

can reduce or eliminate participation and cost barriers. For example, if the e-researcher and the participants are geographically dispersed, Net-based focus groups allow them to participate from their homes and/or offices, thus travel expenses are eliminated. Van Nuys's cost analysis indicates that, in addition to travel savings, there is also about a 20 percent cost savings in conducting the focus group, compared to face to-face focus groups. For example, such costs as food, beverages, and room rental would not be incurred in a Net-based focus group. In addition to this benefit, online discussions can be automatically archived, eliminating the transcription process and transcriber interpretation error.

Finally, Net-based focus groups may also reduce power struggles that often occur in face-to-face focus groups as a result of conflicting opinions when there are perceived status differences among participants (Patton, 1990). However, it is not necessary for Net-based focus group participants to reveal their real identities to other members of the group. Given this ability to provide an alias for each participant (depending on the medium) and that Net-based focus groups have the ability to join geographically dispersed participants (thus reducing the likelihood of participants knowing each other), power struggles and confidentiality problems can be reduced if not eliminated.

Notwithstanding these advantages, early explorations with Net-based focus groups have met with mixed results with respect to the quality of the data collected. Van Nuys (199) has observed, for example, that a drawback of text-based asynchronous focus groups is that quite often there is less depth in the participants' responses as well as a loss of paralinguistic cues (e.g., facial expression, body posture, gesture, physical distance from the interlocutor, intonation pattern, and volume). Paralinguistic cues, in particular, are considered to be a very valuable source of data in face-to-face focus groups-in addition to what is said. Furthermore, Van Nuys notes that Net based focus groups tend not to be effective for exploring complex concepts. Alternatively, Van Nuys has also observed that in text-based asynchronous focus groups, participants tend to speak more freely, since they cannot see others. In particular, the responses may be more objective, as participants tend to get straight to the point and not to "beat around the bush" when they are not face-to-face, since responses are typed, rather than spoken.

این گزارش و جدول پیوست آن همه توسط نرم افزار لاتک تهیه شده است.