



Research at Columbia Business School

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Updates from the Office of the Vice Dean for Research

Welcoming New Research Coordinators

Columbia Business School is pleased to welcome two new Research Coordinators, both of whom started this month. They are sitting on the 8th floor of Uris.

He Yang joins us as a Research Coordinator in the Finance and Economics Division, primarily supporting the research of the macroeconomics group. Prior to coming to Columbia, she worked as a Research Analyst in the Massachusetts Institute of Technology Poverty Action Lab. She has a B.S. in economics and mathematics from the University of Michigan.

Ryan Johnson joins us as a Research Coordinator in the Richman Center for Business, Law, and Public Policy. Prior to coming to Columbia, he worked as the Interim Director of the Business and Environment Initiative and as a Research Associate in the Global Research Group at Harvard Business School. He has a B.A. in government from Harvard University.

Assaf Zeevi, Vice Dean for Research

Research Events

[Second Annual Program for Financial Studies Conference](#)

Presented by the Columbia Business School Program for Financial Studies
Friday November 2, 2012 from 7:30 - 10:30 a.m.
Roone Arledge Auditorium, Lerner Hall

["Haven" Can Be Hell: Impact of the European Sovereign Debt Crisis on the Japanese Economy](#)

Presented by the Center on Japanese Economy and Business, Columbia Business School
November 15, 2012, 12:30 PM - 2:00 PM
Uris 307

For information on research events coordinated by the Divisions, please go to the [Research Calendar](#).

Paul Tylkin, Director of Research and Planning

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Recently published and forthcoming research papers

Bartel, Ann, Saul Lach and Nachum Sicherman.
"Technological Change and the Make-or-Buy Decision",
Journal of Law, Economics and Organization (forthcoming).

De Jong, Martijn, Donald Lehmann, and Oded Netzer. "State Dependence Effects in Surveys." *Marketing Science* (forthcoming).

Iyer, Kris, Ramesh Johari, and Ciamac Moallemi. "Information aggregation and allocative efficiency in smooth markets." *Games and Economic Behavior* (forthcoming).

Li, Ye, Eric Johnson, and Lisa Zaval. "Local Warming: Daily temperature changes influences belief in global warming." *Psychological Science* (forthcoming).

Phillips, J., Damon. (2012), Orphaned Jazz: Short-Lived Start-ups and the Long-Run Success of Depression-Era Cultural Products, in Steven J. Kahl, Brian S. Silverman, Michael A. Cusumano (ed.) *History and Strategy (Advances in Strategic Management, Volume 29)*, Emerald Group Publishing Limited, pp.315-350.

Ross, David. "On Evaluation Costs in Strategic Factor Markets: The Implications for Competition and Organizational Design." *Management Science* (forthcoming).

Shriver, Scott, Harikesh Nair, and Reto Hofstetter. "User-Generated Content and Social Ties: Evidence from an Online Social Network." *Management Science* (forthcoming).

Ulrich, Maxim. "Inflation Ambiguity and the Term Structure of U.S. Government Bonds." *Journal of Monetary Economics* (forthcoming).

Zhao, Min, Leonard Lee, and Dilip Soman. Crossing the Virtual Boundary: The Effect of Task-Irrelevant Environmental Cues on Task Implementation. *Psychological Science*

(published online 21 August 2012)

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Recent papers covered in "Ideas at Work"

September 2012

Q&A: [Decision Making and Negotiation: Choice and Collaboration](#), Daniel Ames

Feature: [First In Trouble — and Last Out](#), Eric Johnson, Olivier Toubia

Feature: [Ethically Diverse](#), Katherine Phillips

Feature: [Un-Follow the Leader](#), Michael Morris

August 2012

Feature: [Tiptoeing Toward Freedom](#), Sheena Iyengar

Feature: [The Price of Inattention](#), Lars Lochstoer

Research Brief: [Revenue Management of Consumer Options for Sporting Events](#), Robert Phillips

Research Brief: [Measuring Consumer Preferences Using Conjoint Poker](#), Olivier Toubia

Columbia Ideas at Work is a Business School initiative that presents faculty research to the world in an engaging, practitioner-friendly way. *Ideas* articles are compiled in a newsletter that is mailed electronically each month to graduates and subscribers, while print issues feature select content and are published twice a year.

For more information, please contact [Kimberly Kinchen](#), Managing Editor, *Columbia Ideas at Work*.

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New grants

- **Carri Chan**, Assistant Professor in Decision, Risk and Operations, received a grant of \$150,000 from the National Science Foundation for her project with title "Management of Transitional Care Units to Improve Hospital Outcomes" the research is collaborative with Kaiser Permanente Division of Research.

- **Eric Johnson**, Norman Eig Professor of Business, was awarded a grant of \$320,000 from the National Institutes of Health for his project with title "Cognitive and Emotional Sources of Wisdom in Decision Making Across the Lifespan".
- **Amit Khandelwal**, Associate Professor in Finance and Economics, received a grant of \$55,000 (34,669 British Pounds) from Private Enterprise Development in Low-Income Countries (PEDL), a joint research initiative of the Centre for Economic Policy Research (CEPR) and the Department for International Development (DFID).
- **Ciamac Moallemi**, Associate Professor in Decision, Risk, and Operations, was awarded a grant of \$229,782 from the National Science Foundation for his project with title "Optimization Based Methods for Systemic Risk Management". The project is collaborative with Garud N. Iyengar, Professor of Industrial Engineering and Operations Research, The Fu Foundation School of Engineering and Applied Science.
- **Joseph Stiglitz**, Professor in Finance and Economics, was awarded a grant of \$638,000 from the Institute for New Economic Thinking for his project with title "INET Taskforce in Macroeconomic Efficiency and Stability: Networks and Externalities".
- **Elke Weber**, Jerome A. Chazen Professor of International Business, was awarded a grant of \$450,000 from the National Science Foundation for a project entitled "Decisions from Experience and the Role of Feedback in Environmental Decisions". The project is collaborative with the University of Miami and Wharton School, University of Pennsylvania.

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New awards

- **Adam Galinsky**, Professor in Management, received the Best Paper Award for his paper "Fashion with a Foreign Flair: Professional Experiences Abroad Facilitate Creativity." Academy of Management Meetings, Conflict Management Division, Boston,

August 2012 (co-authored with Godart, F., Maddux, W.W., and Shipilov, A).

- **Adam Galinsky** was additionally runner-up for Best Empirical Paper for his paper “Whatever it takes: The effects of rivalry on unethical behavior.” 2012 Annual Conference of the International Association for Conflict Management (co-authored with Gavin Kilduff, Edoardo Gallo and James Reade).
- **Mauricio Larrain**, Assistant, Professor in Finance and Economics, won the USC Marshall School of Business Trefftz Award for the best student paper at the 2012 Western Finance Association Meeting.
- **Lars Lochstoer**, Associate Professor in Finance and Economics, won the ‘Best Discussant’ award (\$2,500) at the 19th Mitsui Finance Symposium at the University of Michigan in June 2012.
- **Elke Weber**, Jerome A. Chazen Professor of International Business, was elected Member of the German National Academy of Sciences. Her induction will take place in October 2012.

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SSRN statistics

SSRN has been named the Number 1 Open Access Repository in the World (for April, 2012) by the Ranking Web of World Repositories.

242 Columbia authors have posted papers on SSRN. In the past 12 months Columbia Business School had:

- 91,771 new paper downloads
- 442 new papers

Columbia Business School is ranked 6th in the US (based on the number of paper downloads).

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Research funding opportunities

GRANTS

October due dates

October 26, 2012

[KPMG Global Valuation Institute Grant Program](#)

December due dates

December 4, 2012

[National Endowment for Financial Education Research Funding](#)

December 15, 2012

[NSF Computational Mathematics](#)

No deadline

- [Marketing Science Institute Research Support](#)
- [Robert Wood Johnson Foundation: Changes in Health Care Financing and Organization \(HCFO\)](#)
- [Russell Sage Foundation: Small grants program in Behavioral Economics](#)

DOCTORAL FELLOWSHIPS

October due dates

October 5, 2012

[National Academy of Education/Spencer Dissertation Fellowship Program](#)

October 15, 2012

[NSF Doctoral Dissertation Research Improvement Grant: Sociology](#)

November due dates

November 9, 2012

[Paul and Daisy Soros Fellowships for New Americans](#)

November 13, 14, 16, 2012

[NSF Graduate Research Fellowship Program](#)

November 19, 2012

[Ford Foundation Fellowship Program](#)

No deadline

[Institute of Internal Auditors Michael J. Barrett Doctoral](#)

[Dissertation Grant](#)

Further information

For further information on the above or if you have a research project that needs funding, please contact [Dimitra Koutsantoni](#), Associate Director of Sponsored Projects and Foundation Relations.

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Contact Us

We would appreciate any comments and suggestions on the content of this newsletter. We would also like to invite you to share with us any achievements, grants, awards or any other research-related news.

Thank you

[Gita Johar](#), Senior Vice Dean

[Assaf Zeevi](#), Vice Dean for Research

[Kerith Gardner](#), Executive Director of Faculty Affairs and Special Projects

[Dimitra Koutsantoni](#), Associate Director of Sponsored Projects and Foundation Relations

[Paul Tylkin](#), Director of Research and Planning

More information and resources on research issues can be found on the internal [research website](#)

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