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
Recently published and forthcoming research papers


Zhao, Min, Leonard Lee, and Dilip Soman. Crossing the Virtual Boundary: The Effect of Task-Irrelevant Environmental Cues on Task Implementation. *Psychological Science*
Recent papers covered in "Ideas at Work"

September 2012

Q&A: Decision Making and Negotiation: Choice an 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.

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.

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,

- **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 Trefftzs 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.

**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).

**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.

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