



Research at Columbia Business School

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Forthcoming research papers

Malia Mason, Alice Lee, Elizabeth Wiley and Daniel Ames. "Precise offers are potent anchors: Conciliatory counteroffers and attributions of knowledge in negotiations." Forthcoming at the *Journal of Experimental Social Psychology*.

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Recent papers covered in "Ideas at Work"

February 2013

- Research Brief: [When Shopper Marketing Backfires](#), Leonard Lee
- Feature: [Smartphone Ads That Work](#), Miklos Sarvary
- Feature: [Nobody Likes a Rat](#), Ernesto Reuben and Matthew Stephenson
- Viewpoints: [Will China Slow Down? Not So Fast](#). Shang-Jin Wei

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 and gifts

Kathy Phillips, the Paul Calello Professor of Leadership and Ethics, has been awarded a \$150,000 gift from Credit Suisse in support for her initiative "Diversity and Inclusion for All: Understanding the Intersection of Multiple Characteristics". The initiative brings together academic experts

Research Events

Recent events

No Free Lunch Seminar: [Current Research about Risk Management](#)

Organized by the Program for Financial Studies

February 12, 2013

- Stephan Meier: Behavioral Personal Finance
- Alireza Tahbaz-Salehi: Systemic Risk and Financial Stability
- Shang-Jin Wei: Status Competition and Risk Tolerance

Upcoming events

[BRITE '13 Conference](#)

Organized by the Center on Global Brand Leadership

March 4-5, 2013

Roone Arledge Auditorium, 1st Floor, Alfred Lerner Hall

[DNA Talk: Professor Jonah Berger, Wharton Business School](#)

Sponsored by the Decision Making and Negotiations Cross-Disciplinary Area at Columbia Business School

March 5, 209 Warren Hall

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

from social psychology, sociology, organizational, legal, and network science, as well as industry executives from leading companies, to share recent research developments in the area of diversity, integrate practical implications from corporate experience, and shape future research questions that may help to identify potential policy and diversity practice changes within organizations.

Andreas Mueller, Assistant Professor in Finance and Economics, has been awarded a \$5,000 Early Career Research grant from the W.E. Upjohn Institute for Employment Research for his project entitled "Skill, Sorting and Cyclical Unemployment: Evidence from Sweden."

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External research funding opportunities

GRANTS

March due dates

March 29, 2013

[KPMG Global Valuation Institute Grant Program](#)

April due dates

April 9, 2013

[National Association of State Boards of Accountancy \(NASBA\): Accounting Education Research Grants Program](#)

April 15, 2013

[Google Faculty Research Awards](#)

No deadline

- [Marketing Science Institute Research Support](#)
- [Russell Sage Foundation: Small grants program in Behavioral Economics](#)

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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