



Research at Columbia Business School

Welcome from the Senior Vice Dean, Professor Gita Johar

Welcome back to campus and to the September 2013 issue of the Columbia Business School Research Newsletter. The purpose of the newsletter is to share research related news and announcements, highlight faculty achievements (grants, awards, publications), profile faculty and PhD student research, and disseminate external research funding opportunities.

Please let us know if you have ideas for features in the newsletter or have information to share. Have a great Fall semester!

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New grants and gifts

Congratulations to the below faculty members, doctoral students, and Centers, who won grants and gifts from government agencies, foundations, and corporations:

Faculty members

Michael Morris, the Chavkin-Chang Professor of Leadership, has been awarded a \$636,911 grant from the Army Research Institute (ARI) for his project "The Role of Implicit and Explicit Cognition in Cultural Learning."

Emily Breza, Assistant Professor in Finance and Economics, and Daniel Wolfefon, the Stefan H. Robock Professor of Finance and Economics, have won a \$15,000 research planning grant from Innovations for Poverty Action for their project "A Diamond in the Rough: Rehabilitating Defaulters." The research is collaborative with Andres Liberman (PhD '13 and currently at NUY Stern School of Business).

Research Events

Upcoming events

2013 Social Enterprise Conference: Engaging Customers and Clients in Social Change

Presented by the Social Enterprise Program

Friday, October 4, 2013 from 7:30 a.m. – 7:00 p.m.

Lerner Hall, 2920 Broadway, New York, New York

2013 Global Justice Forum

Presented by Robert Lief and the Richard Paul Richman Center for Business, Law, and Public Policy at Columbia University

Friday, October 11, 2013 from 8:30 a.m. – 5:00 p.m.

Columbia Law School, 435 West 116th Street, Jerome Greene Hall, Room 106, New York, New York

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

Emily Breza, Assistant Professor in Finance and Economics, has also received a \$26,600 grant from Columbia University's Earth Institute for her project "Savings Monitor: Deploying Local Social Networks to Mobilize Savings."

PhD students

Miguel Duro, PhD Candidate in Accounting, has been awarded a \$15,000 PhD dissertation fellowship from the NASDAQ OMX Educational Foundation. The funds will support work on his dissertation "Information Risk and Enforcement Actions: Risk-Adjustment Quantification."

Centers

The Center for Global Brand Leadership received a \$300,000 gift from Aimia, a global loyalty management company. The gift will fund research and events that illuminate the understanding of loyalty management, marketing and consumer behavior, and the social impacts of loyalty and trust.

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New awards

Omar Besbes, the Philip H. Geier Jr. Associate Professor of Business, **Robert Phillips**, Professor of Professional Practice, and **Assaf Zeevi**, the Kravis Professor of Business, have won the 2013 Past paper award for their paper "Testing the validity of a demand model: An operations perspective" at this year's INFORMS M&SOM conference at INSEAD.

Starting in 2007, the annual M&SOM Best Paper Award recognizes the one paper, published in one of the prior three volumes of Manufacturing & Service Operations Management (M&SOM), as most deserving for its contribution to the theory and practice of operations management.

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Forthcoming research papers

Michel Tuan Pham. "The Seven Sins of Consumer Psychology." Forthcoming in the *Journal of Consumer Psychology*. Available on [SSRN](#).

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Recent papers covered in Columbia Ideas at Work

JUNE 2013

- Research Brief: [The Consummate Creative Consumer](#), Olivier Toubia.
- Q&A: [Finding the Fit That Makes Us Tick](#), E. Tory Higgins and Heidi Grant Halvorson.
- Podcast: [Mining Social Media for Marketing Insights](#), Oded Netzer and Jacob Goldenberg.

- Feature: [Why Are There So Few Women in Corporate Leadership?](#), David Ross.

JULY 2013

- Feature: [Does Inequality Make You Happier?](#), Paul Ingram and Ivana Katic.
- Feature: [Why Did the Home Affordable Modification Program Underperform?](#), Tomasz Piskorski.
- Research Brief: [Should Derivatives Be Privileged in Bankruptcy?](#), Patrick Bolton and Martin Oehmke.
- Podcast: [Uncertainty, Risk, and Climate Change](#), Geoffrey Heal.

AUGUST 2013

- Viewpoints: [Why Do We Tip?](#), Nachum Sicherman.
- Q&A: [Shaping Jazz](#), Damon Phillips.
- Feature: [Language Lessons](#), Zhang, Shue, Michael Morris, Chi-Ying Cheng, and Andy Yap.

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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Behavioral Research Lab: changes in leadership

Katherine W. Phillips, the Paul Calello Professor of Leadership and Ethics, is the new faculty director of Columbia Business School's Behavioral Research Lab. She has replaced Professor Daniel Ames, who recently completed his term as director.

The Behavioral Research Lab is comprised of Columbia University faculty members, graduate students, post-doctoral fellows, and research assistants, as well as participants invited from various academic institutions to contribute to the lab's research. Researchers are actively involved in the investigation of human decision making, interaction, and behavior, studying everyday activities such as customers' brand selection, impression formation, and the internal and external influences on individual and team decision making, which allows for contributions to the fields of psychology, sociology, and business.

[The Behavioral Research Lab at Columbia Business School](#)

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Engaging Leaders video series

The School has launched a new [Engaging Leaders video series](#). The series captures the thought leadership of Columbia Business School's impressive guest speakers and its symbiotic relationship with the world of business. In conversations with faculty members, accomplished business practitioners share insights and stories about their leadership experience – from great successes and challenges to the role a mentor or event played in shaping their leadership journey.

The development of the video series is led by Hitendra Wadha, Professor of Professional Practice, and Sheena Iyengar, the S. T. Lee Professor of Business.

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External research funding opportunities

GRANTS

September due dates

September 9, 2013

[NSF Science of Science and Innovation Policy \(SciSIP\)](#)

October due dates

October 1, 2013

[NSF Operations Research](#)

October 10, 2013

[NSF Smart and Connected Health](#)

October 15, 2013

[NSF Sociology](#)

October 15, 2013

[Google Faculty Research Awards](#)

October 15, 2013

[National Security Agency: Grants for Research in Mathematics](#)

PHD DISSERTATION FELLOWSHIPS

September due dates

September 9, 2013

[NSF SBE Doctoral Dissertation Improvement Grants: Science of Science and Innovation Policy](#)

October due dates

October 15, 2013

[NSF SBE Doctoral Dissertation Improvement Grants: Sociology](#)

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](#), Assistant Dean of Faculty Affairs

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

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

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