



Research at Columbia Business School

Contents

- [Request for Proposals for Centers Initiative Seed Funding](#)
- [When and why to apply for an externally funded grant?](#)
- [Research support at Columbia Business School](#)
- [Non-disclosure agreements \(NDAs\)](#)
- [Human subjects training-REMINDER](#)
- [Featured research events and presentations](#)
- [Recently accepted papers](#)
- [SAS Connect server](#)
- [Columbia Business School Wiki](#)
- [Recent PhD student appointments](#)

Request for Proposals for Centers Initiative Seed Funding

The Offices of the Senior Vice Dean and Vice Dean for Research request proposals for seed funding from existing institutes, centers, and programs at the Business School to support new projects and initiatives. The School seeks to support new center initiatives that will have a significant impact on students, faculty, alumni, and/or industry. Funding will focus on projects that need to be seeded but will not require ongoing financial support from the School.

Funding requests will be accepted for projects up to \$20,000 in seed support. Under special circumstances, requests for greater funding can be submitted, but such requests should begin with a conversation with the Vice Dean for Research or the Senior Vice Dean prior to formally submitting a proposal. Successful execution of projects will impact funding requests on other projects from the Center in the future.

Deadline for submission: [March 15, 2011](#).

Funding decisions expected by: [May 1, 2010](#).

When and why to apply for an externally funded grant?

Funding opportunities update

MARCH 2011 DEADLINE

MARCH 15, 2011

[Request for Proposals for Centers Initiative Seed Funding](#)

APRIL 2011 DEADLINES

APRIL 7, 2011

[Columbia University Institute of Social and Economic Research and Policy Seed grants](#)

APRIL 12, 2011

[Society for Human Resource Management \(SHRM\) Foundation Research Grant](#)

APRIL 25, 2011

[Project Management Institute Research Grants](#)

APRIL 29, 2011

[KPMG Global Valuations Institute \(GVI\) Grant Program](#)

MAY 2011 DEADLINES

MAY 5, 2011

[Robert Wood Johnson Foundation Junior Investigator Program](#)

MAY 21, 2011

[AXA research projects](#)

Note: these don't fund US researchers, but could be of use if you are doing collaborative research with EU Principal Investigators.

JUNE 2011 DEADLINE

JUNE 12, 2011

Elke Weber, Jerome A. Chazen Professor of International Business, tackled these questions and gave useful tips on applying for NSF grants in a workshop organized by the Behavioral Lab. Prof. Weber emphasized the following points:

- Find the right standing program/review panel within the NSF and talk to program officers
- Put extra effort in the one page summary of your proposed research; this is the document NSF reviewers will definitely read and probably base their preliminary decisions on
- In your project description, make sure you discuss both the intellectual merits and the broader impacts of your proposal. The latter are used by NSF to sell your/their work to Congress.
- Check out the review panel membership (members are listed on the NSF website) and make sure to cite any relevant research by panelists.
- Last but not least: remember that success rate is very low and that your proposal will probably get rejected the first time. However, reviewers comments are generally useful and can help you improve your proposal for future submissions.

Read the full [presentation](#)

Watch the workshop [video](#)

Research support at Columbia Business School

Remember that the Business School offers support on every step of the grant application process and that that the School must be notified about all grant applications. All grant applications need to be processed through the Business School first and Sponsored Projects Administration next.

Dimitra Koutsantoni, Sponsored Projects and Research Officer, is available to:

- Help you find suitable funding sources for your research
- Provide help with writing the proposal according to various funders guidelines, and review and edit your proposal
- Enter your proposal into the University's tracking system RASCAL and complete sponsors' online application forms
- Help you develop a budget and draft any supporting documents
- Upon receipt of an award, work with Sponsored Projects Administration and facilitate the creation of project account(s) in the University's accounting system

- [NIH Mentored Quantitative Research Development Award](#)
- [Mentored Research Scientist Development Award](#)

OPEN DEADLINES

- [Moody's Credit Markets Research Fund](#)
- [Marketing Science Institute Research Support](#)
- [Sloan Foundation: Economic Performance and Quality of Life Program Grants](#)
- [Sloan Foundation Fellowships](#)
- [Mac Arthur Foundation Research grants and Fellowships](#)
- [Kauffman Foundation Grants](#)

For further information and assistance with preparing a letter of inquiry or proposals please contact [Dimitra Koutsantoni](#), Sponsored Projects and Research Officer. Information on grant application procedures and tips for proposal preparation can be found on the [Research Support](#) web pages.

We have developed a [step-by-step guide](#) on how to write a research proposal and we have listed a number of other useful resources on the [Research Support](#) page. We have also listed a number of [potential funders](#) and of course we will send you funding opportunities monthly via this newsletter.

Non-disclosure agreements (NDAs)

Please remember to share with us any NDAs you are asked to sign when you collaborate with companies. We can work with Columbia Technology Ventures to ensure the agreement protects your intellectual property rights and does not restrict publication of your research findings.

Human subjects training-REMINDER

A number of CBS faculty have received notification that their current Human Subjects Protection (HSP) training is set to expire on March 31, 2011, and that they need to complete a refresher course. The course that you need to complete is Course [TC0087: Human Subjects Protection Training](#), and it can be accessed on [Rascal](#) at <https://www.rascal.columbia.edu/login/tc0087/>. The 7-module course does not need to be completed in one sitting and can be completed at your convenience.

It is important that you complete the new course by March 31, 2011: after that date the IRB may not approve an initial human subjects research protocol, or a modification or renewal of an existing protocol. This can affect the conduct of your research and any funding you apply for.

Featured research events and presentations

Oded Netzer (Marketing) and Dana Carney (Management) presented their research at Research@ColumbiaGSB MBA students orientation session, on January 24. Dr Netzer talked about mining consumer forums in his talk "[Mine your own Business](#)" while Dr Carney's topic was "[Does power corrupt? Or does power buffer stress? For better and for worse.](#)"

You can find information on other research events on the Research website [events calendar](#), where you can also add the events to your Outlook calendar.

Recently accepted papers

Bartel, Ann, Richard Freeman, Casey Ichniowski and Morris

Kleiner, "Can a Workplace Have an Attitude Problem? Workplace Effects on Employee Attitudes and Organizational Performance". Forthcoming, Labor Economics.

Besbes, Omar, and Assaf Zeevi. "On the minimax complexity of pricing in a changing environment. " Forthcoming, Operations Research.

Greifeneder, Rainer, Herbert Bless, and Michel Tuan Pham, "When do People Rely on Affective and Cognitive Feelings in Judgment?: A Review. " Forthcoming, Personality and Social Psychology Review.

Ingram, Paul. "Trouble in Store: Probes, Protests and Store Openings by Wal-Mart: 1998-2005. " Forthcoming, American Journal of Sociology.

Johari, Ramesh, Gabriel Weintraub, and Benjamin Van Roy. "Investment and market structure in industries with congestion." Forthcoming, Operations Research.

Keinan, Anat and Ran Kivetz, "Productivity Mindset and the Consumption of Collectable Experiences." Forthcoming, Journal of Consumer Research.

Lockwood, Benjamin, and Jonah Rockoff. "Stuck in the Middle: Impacts of Grade Configuration in Public Schools." Forthcoming, Journal of Public Economics.

Morris, Michael, Maia Young, Jeremy Burrus, Lilavati Krishnan, and Murari Prasad Regmi. "Controlled by higher powers: Fatalistic thoughts and practices in Judeo-Christian and Hindu cultures." Forthcoming, Journal of Cross Cultural Psychology.

Pham, Michel Tuan, Iris Chung, and Gerald Gorn, "Relaxation Increases Monetary Valuations. " Forthcoming, Journal of Marketing Research.

Schrift, Rom, Oded Netzer, and Ran Kivetz, "Complicating Choice." Forthcoming, Journal of Marketing Research.

Urminsky, Oleg, and Ran Kivetz, "Scope Insensitivity and The "Mere Token" Effect." Forthcoming, Journal of Marketing Research.

Weintraub, Gabriel, C. Lanier Benkard, and Benjamin Van Roy. "Computational methods for oblivious equilibrium." Forthcoming, Operations Research.

Yu, Jialin. "Disagreement and Return Predictability of Stock Portfolios." Forthcoming, Journal of Financial Economics.

SAS Connect server

A dedicated server has been added for those using SAS Connect to do their research. SAS Connect allows the end user to directly access online databases like WRDS, which are updated in real time, from your local machine while

utilizing the power of the SAS Connect server. The SAS Connect Server has 64GB of Ram and 8 cores for processing the workload. The two primary benefits of SAS/Connect are: (1) access to the Grid databases from SAS PC and (2) ability to use the grid as an extension of the PC. For example, selected portions of a SAS program can automatically be sent for execution on the grid, to free up the PC for other uses / applications. Note, however, that only one node is currently allocated to SAS/Connect, so it should not be used for "heavy" programs.

If you need assistance connecting to the SAS Connect server please see your ITG Faculty Support Specialist. Instructions for connecting to the SAS Connect Server can be found [here](#).

Columbia Business School Wiki

Did you know that Columbia Business School has a Wiki site dedicated to the Faculty and PhD research needs? Please visit the [Research Wiki](#) : you'll need to login using your GSB username and password.

Recent PhD student appointments

Two Marketing PhD students have recently accepted teaching positions for the Fall:

- Jeffrey Parker: Georgia State University
- Rom Schrifft: Wharton Business School

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](#), Vice Dean for Research

[Kerith Gardner](#), Director of Faculty Affairs

[Dimitra Koutsantoni](#), Sponsored Projects and Research Officer

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

