



Research at Columbia Business School

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New awards

- Andreas Mueller, Assistant Professor of Finance and Economics, was awarded a 70,000 kronor (about \$10,000) Arnberg'ska Prize by The Royal Swedish Academy of Sciences for his job market paper on the composition of the unemployed during recessions. The Royal Swedish Academy of Sciences is an independent organization whose overall objective is to promote the sciences and strengthen the science's influence in society.
- Booz & Company has awarded a \$10,000 gift for the *Creative Strategy Project* led by Professor William Duggan. This initiative falls under the umbrella of the Professor Sheena Iyengar's Global Leadership Matrix (GLaM) program. Working with Booz & Company, alongside other participating companies, this project will focus on adapting methods of "creative strategy" to solve business challenges.
- The Laurie M. Tisch Illumination Fund have provided \$20,000 sponsorship of the 2012 Social Enterprise

Funding Opportunities

FEBRUARY 15, 2012

[NSF Operations Research](#)

FEBRUARY 15, 2012

[NSF Service Enterprise Systems](#)

FEBRUARY 15, 2012

[INQUIRE UK CALLS FOR PROPOSALS](#)

MARCH 9, 2012

[Yahoo! Labs Key Scientific Challenges Program](#)

MARCH 15, 2012

[ISERP Research grants for Columbia Global Centers](#)

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](#)
- [Sloan Foundation: Economic Performance and Quality of Life Program Grants](#)

Leadership Forum: The Economics and Psychology of Poverty on May 18th. The forum will include keynotes by Linda Gibbs, Deputy Mayor for Health and Human Services and BOO member Diana Taylor, with introductory comments by Dean Hubbard. Featured academic participants include Sendhil Mullainathan (Harvard), Eldar Shafir (Princeton), and Dean Karlan (Yale).

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Grants orientation session: foundations, corporations and other private funders

- Do you have a research idea and looking to find funding for it?
- Do you think that your research may be of interest to private funders, such as foundations and corporations, but you don't know where to start?
- Could your research be of interest to Professional Associations and Institutes?
- What is the process of approaching such funders?
- What support is available?
- Are you eligible to apply for funding from international sponsors?

These (and more) questions will be discussed in the the second grants orientation session which will take place **on Wednesday February 29, from 12-30-1.30**. The session will focus on grant opportunities offered by Foundations, Corporations, Professional Associations and Institutes and International funding agencies.

Sandwiches and refreshments will be provided.

If you would like to attend please contact [Dimitra Koutsantoni](#).

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Chazen Institute of International Business calls for grant proposals

The Jerome A. Chazen Institute of International Business will provide research grants for promising projects on global

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

business and the economy. Grants will be awarded for research projects, book preparation and research workshops. Past typical grant awards have been approximately \$5000, but larger amounts will be considered. Final papers and workshops should acknowledge funding from the Jerome A. Chazen Institute of International Business .

For further information, please contact Jennifer Tromba, Chazen Institute Associate Director at 212.854.4750 or jt2121@columbia.edu.

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Featured research sponsor: Marketing Science Institute

Overview

Founded in 1961, the Marketing Science Institute (MSI) is a nonprofit corporate-membership-based organization organization dedicated to bridging the gap between marketing science theory and business practice.

Research support

MSI funds research that deals with topics of importance to member companies (these include IBM, McKinsey & Co, Bank of America, Intel Corporation, among many others). Results of MSI-supported studies may appear first as MSI working papers and/or as conference presentations, and subsequently as articles in refereed journals, scholarly monographs, or books. Academic researchers (faculty members, or doctoral students working collaboratively with faculty advisors) can apply for financial and/or nonfinancial support for research projects. Financial support is given in the form of standard grants or competition prizes and awards. Nonfinancial support can take the form of access to data, contacts with executives, or access to interview or study sites within firms.

Standard grants

Most MSI grants are made to cover researchers' out-of-pocket costs for data collection, respondent fees, research assistants, and similar expenses. Generally, these grants are in the \$3,000 to \$20,000 range. Proposals can be submitted at any time.

[MSI's research priorities](#)

[Guidelines for submission of proposals](#)

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SSRN Columbia Business School Research Paper Series

As you know, Columbia Business School has a Research Paper Series on SSRN. We would like to make sure all faculty papers that are submitted to SSRN are included in this Paper Series and classified correctly. Please contact [Dimitra Koutsantoni](#) for instructions on how to correctly classify your paper and to let her know when you submit a paper to SSRN.

[Columbia Business School Research Paper Series](#)

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Selected recently accepted papers

Omar Besbes and Costis Maglaras. Dynamic Pricing with Financial Milestones: Feedback-Form Policies. Forthcoming in *Management Science*. (Read [Ideas at Work Research Brief](#) about this paper)

Eric K. Kelley and Paul C. Tetlock. How Wise Are Crowds? Insights from Retail Orders and Stock Returns. Forthcoming in *the Journal of Finance*. (Read [Ideas at Work Feature](#) about this paper)

2011 publications

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Recent press releases on EurekAlert!

- Daniel Paravisini, Gary Winnick and Martin Granoff (January 26, 2012)
[Study reveals implications of the incentive to coordinate among bank lenders](#)
- Andreas Mueller (January 26, 2012)
[Columbia Business School's Andreas Mueller awarded 2012 Arnbergska prize](#)

- Emi Nakamura and David W. Zalaznick (January 5, 2012)
[Role of retail chains in inflation measurement and price dynamics](#)
- Frank Lichtenberg and Bhaven Sampat (December 15, 2011)
[The respective roles of the public and private sectors in pharmaceutical innovation](#)

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Upcoming research events

February 16, 2012

Marketing Division Seminar: "Of beauty, sex, and power: Statistical challenges in estimating small effects". Andrew Gelman, Columbia University

February 24, 2012

[Research symposium: "Business and Politics: Which Drives Which?"](#)

Organized by: the Institute for Social and Economic Research and Policy (ISERP), and the Sanford C. Bernstein & Co. Center for Leadership and Ethics at Columbia Business School > Italian Academy, Columbia University, 1161 Amsterdam Avenue (Teatro)

March 5-6, 2012

[BRITE '12 Conference](#)

Organized by: the Center on Global Brand Leadership at Columbia Business School

You can find details on events organized by the Divisions on the [Research calendar](#)

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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](#), Director of Faculty Affairs and Special Projects

[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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