



Research at Columbia Business School

Please note that "Research at Columbia Business School" will be on vacation in July and August. The newsletter will be with you again in September.

Contents

- [New grants and research collaborations](#)
- [Procedure for applying for grants](#)
- [Research paper series on SSRN](#)
- [Overviews on major research funders: Ford Foundation](#)
- [Procedure for hiring research assistants](#)
- [Procedure for requesting view School-funded databases](#)
- [Recent research events](#)
- [HLM workshop: July 12-14, 2011](#)
- [Recently accepted papers](#)
- [News from ITG: DirectEdgar](#)

New grants and research collaborations

Professor Murray Low, working with the Corporate and Foundation Relations team within External Relations and Development, recently secured a third year of funding from Goldman Sachs for *10,000 Women*, a global initiative to develop business and management education in emerging economies for underserved women. The long-term goal is to invest in women as entrepreneurs and managers as a means of reducing inequality and ensuring sustainable growth of African economies. The School is using *10,000 Women* funding for a global executive MBA program at United States International University (USIU) in Nairobi, Kenya, and for faculty case workshops, PhD seminars, co-teaching, and certificate program development at University of Dar es Salaam Business School (UDBS) in Tanzania.

Funding opportunities

JUNE 2011 DEADLINES

JUNE 12, 2011

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

JUNE 26, 2011 (Letter of intent)

[NSF Industry/University Cooperative Research Centers \(I/UCRC\)](#)

JULY 2011 DEADLINES

JULY 15, 2011

[NSF Social Psychology Program](#)

JULY 27, 2011 (FOR SOCIAL, BEHAVIORAL & ECONOMIC SCIENCES)

[NSF CAREER awards](#)

AUGUST 2011 DEADLINES

AUGUST 18

- [NSF Economics](#)
- [NSF Decision, Risk and Management Sciences \(DRMS\)](#)

Participating faculty include Eric Abrahamson, Modupe Akinola, David Beim, Charles Calomiris, Noel Capon, Gita Johar, Murray Low, Ron Schramm, and Olivier Toubia.

NO DEADLINE

- [Moody's Credit Markets Research Fund](#)
- [Marketing Science Institute Research Support](#)

Procedure for applying for grants

- All funding applications need to be processed by the Business School (Dimitra Koutsantoni and /or Kerith Gardner) and the University's [Sponsored Projects Administration \(SPA\) Office](#).
- SPA is the final signatory of all grant applications and needs to receive funding applications 5 working days before the submission deadline.
- Each application must be entered into the University's online proposal tracking system RASCAL. As soon as it is created, the RASCAL needs to be registered so that SPA is aware that an application will be submitted.
- When a RASCAL proposal is created, please let Dimitra know and add her as Administrator.
- Principal Investigators (PIs) need to have an up-to-date Conflict of Interest (COI) form on RASCAL.
- If the research involves human subjects, protocol (s) need to be submitted for review by the Institutional Review Board (IRB). Protocols are also created and submitted via RASCAL. PIs need to ensure they have IRB approval or have submitted a protocol for approval at the time of the application (or as soon as possible afterwards).
- Once the RASCAL proposal is ready, approvers need to be notified and the PI needs to finalize and submit it.
- Approvers include the PI(s) and Prof. Gita Johar as Vice Dean for Research. **Please note that on July 1, this will change to Prof. Assaf Zeevi.**

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.

Research paper series on SSRN

Columbia Business School is going to have a Research Papers Series on the [Social Science Research Network \(SSRN\)](#). SSRN is an online library of research papers, composed of a number of specialized research networks in each of the social sciences. A number of faculty are familiar with SSRN and routinely upload their

papers on its website. The Research Paper Series is going to gather all Columbia Business School faculty papers under a single Columbia Business School Branded eJournal , with a customized web page, links back to the Business School site, and branded author pages. An example is the [Harvard Business School Research Paper Series](#).

Benefits of the research papers series include:

- Inclusion of each submitted paper in up to 10 of SSRN's 1000+ subject matter journals across multiple networks, and publication priority over other non-research paper series submissions.

Distribution of the paper can exceed 5,000-10,000 recipients, increasing exposure for the research significantly.

- High visibility on Google. SSRN has high Google ranking; they are working directly with Google Scholar to provide greater access to SSRN content and that access drives downloads from people who wouldn't otherwise find papers on the SSRN site.

We will be hiring a work-study student to work on uploading faculty published and working papers on the SSRN website, starting from the most recent and working backwards to 2010. Faculty should then upload older papers themselves. If for some reason, you would not like your papers uploaded, please inform [Dimitra Koutsantoni](#).

Overviews on major research funders: Ford Foundation

With total assets of \$10,881,598,073 and total giving of \$468,301,444, Ford's grant-making addresses nine "significant social justice issues": democratic and accountable government; human rights; social justice philanthropy; economic fairness; metropolitan opportunity; sustainable development; educational opportunity and scholarship; freedom of expression; and sexuality and reproductive health and rights. Within each issue area, there are several initiatives. Below are the initiatives that are most relevant to the Business School and under which there is significant grant-making for research and public policy analysis.

- [Recent relevant grants](#) funded by the Ford Foundation
- For further information on foundation funding, please contact Kristen de Paor, Director of Corporate and Foundation Relations or Pam Wilkie, Senior Associate Director of Corporate and Foundation Relations.

Procedure for hiring research assistants

Faculty who wish to hire a student research assistant should contact [Dimitra Koutsantoni](#) who will advise of the procedure.

As a first step, faculty should fill out an [online form](#).

The School will use this information to (1) confirm employment eligibility based on University and Homeland Security policies, and (2) secure permission from non-Business School academic departments to hire certain students as required. The Dean's Office or Human Resources will request that the candidate and the hiring faculty member fill out a limited number of additional forms required by the University as needed, and Human Resources will notify the student and faculty member when paperwork is complete and communicate to them about procedures for time-sheet submission if applicable.

For further information please see the [guide to hiring research assistants](#).

A number of Research Assistants are available to Business School faculty. For names, resumes and expertise, please visit the [Research Assistants webpage](#).

Procedure for requesting new School-funded databases

Following up on the databases survey and recommendations of its members, the School Databases Committee has formulated a [Procedure for Requesting New School-Funded Databases](#). This document outlines the process for request and review of new School funded databases at Columbia Business School. The purpose of this policy is to ensure that the School and the Libraries make thoughtful, informed decisions when acquiring databases.

Recent research events

Inaugural Theory and Practice in Marketing (TPM) event, "Bridging Theory and Practice: A Symposium on Relevant Marketing Research"

This joint event of Columbia Business School and Harvard Business School took place on April 22, 2011 and was organized by Professors Bernd Schmitt, Donald Lehmann and Sunil Gupta. The symposium brought together more than 80 marketing professors from leading

business schools. The goal of the TPM community is to synthesize a variety of perspectives and insights in order to identify concrete steps to achieve relevance in marketing research. The full agenda of the Symposium and video summary are available on the [TPM website](#).

Faculty research showcase

The recent faculty research showcase took place on May 10, 2011. Don Lehmann talked about his [current research in Marketing and customers mind set](#), in particular.

For details of research events scheduled to happen at the Business School please visit the [Research calendar](#).

HLM workshop: July 12-14, 2011

The Management Division and Behavioral Lab will jointly sponsor a three day HLM workshop taught by Krishna Savani and Aaron Wallen (description below) to take place this summer, July 12, 13 & 14th. Spaces are limited. Those interested should respond to [Abbie Wazlawek](#) to receive further information.

Workshop description: HLM is a statistical theory and a computer program to analyze multi-level data. Many forms of data in psychological research are hierarchically organized, such as trials within participants, repeated observations within participants, students within classrooms, and employees within companies. In typical uni-level analyses (e.g., ANOVAs, regressions, t-tests), researchers have to collapse the data across the lower levels and are therefore unable to model causal factors at lower levels of analysis or to model cross-level interactions. HLM allows researchers to analyze data at each level of analysis separately using level-appropriate predictors and to model cross-level interactions. HLM provides increased statistical power compared to uni-level analyses by explaining variance at lower-levels of analyses, by weighting participants based upon the precision of their estimates, and by leveraging degrees of freedom. This course will provide a brief overview of the statistical theory of HLM and provide students with extensive hands-on experience with the HLM program to analyze various types of data. The course will focus on applications of HLM for research in the behavioral sciences.

Recently accepted papers

Andrew Ang, Sergiy Gorovyy and Gregory B. van Inwegen. Hedge

fund leverage. Forthcoming, *Journal of Financial Economics*.

Patrick Bolton, Tano Santos and Jose A. Scheinkman. Outside and Inside Liquidity. Forthcoming, *Journal of Quarterly Economics*.

Patrick Bolton, Hui Chen and Neng Wang. Unified Theory of Tobin's q, Corporate Investment, Financing, and Risk Management. Forthcoming, *Journal of Finance*

Ernesto Reuben, P. Rey-Biel, P. Sapienza, and L. Zingales. The Emergence of Male Leadership in Competitive Environments. Forthcoming, *Journal of Economic Behavior & Organization*.

Jonah E. Rockoff and Cecilia Speroni. Subjective and Objective Evaluations of Teacher Effectiveness: Evidence from New York City. Forthcoming, *Labour Economics*.

News from ITG: DirectEdgar

DirectEdgar is a tool that lefts data from the original SEC filings and then normalizes it into one csv file, ready to open in Excel, SAS or similar analysis programs. [More information about directEdgar](#).

DirectEdgar is available through the PC Data Server. You'll find installation and usage instructions by going to the [GSB Research Wiki](#)

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

Past issues of this newsletter are available on the internal [Research website](#)

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