



Research at Columbia Business School

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New grants and research collaborations

- Elke Weber, Jerome A. Chazen Professor of International Business, was awarded a \$318,000 NSF grant for the development of a Network for Utilization of Social Science Research on Sustainability and Energy (NUSSRoSE), in collaboration with the Woodrow Wilson International Center for Scholars. The Network will help integrate research on human perception, reaction, and response to environmental risks across social science disciplines and make such insights accessible to practitioners, giving social sciences beyond economics a role in the development of policy options, programs for behavioral change, and in public communication about climate change, energy consumption, and other sustainability challenges.
- Assaf Zeevi, Kravis Professor of Business, has won a \$124,000 grant from the US-Israel Bi-national Science Foundation for a project with title: "Sequential Estimation and Optimization". The project is collaborative with Prof. Alexander Goldenshluger, University of Haifa, Israel. The research is concerned with sequential decision making under uncertainty. Building on tools from statistics and probability theory, the research aims to increase understanding of the trade off between information collection and the use of that

Funding Opportunities

OCTOBER 12, 2011

[Institute for Social and Economic Research and Policy \(ISERP\) Seed grants](#)

OCTOBER 28, 2011

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

NOVEMBER 1, 2011

[Association for Social Economics, William R. Waters Research Grant Application](#)

NOVEMBER 1, 2011

[IBM PhD Fellowship Awards](#)

NOVEMBER 1

[Alliance Visiting Professorship \(France\)](#)

NOVEMBER 1

[Alliance call for doctoral mobility 2011 \(France\)](#)

NOVEMBER 14, 2011

information to arrive at optimal decisions.

- A research project described in a paper by Bar Ifrach, PhD Candidate at Columbia Business School, Costis Maglaras, David and Lyn Silfen Professor of Business, and Marco Scarsini, Professor in Statistics, LUISS Guido Carli University, has won a [NET Institute](#) \$3,000 grant. The research, titled "Monopoly Pricing in the Presence of Social Learning", aims to analyze the interplay between a seller's pricing decision and the social learning process in which consumers make inference about the quality of the offered product from other consumers' reviews.
- Paul Glasserman, Jack R. Anderson Professor of Business, has engaged in a research collaboration with Judge Business School, Cambridge University, England and Nanyang Technological University, Singapore on a "Systemic Shocks" project, funded by Deloitte. The funding will support a graduate student in Industrial Engineering & Operations Research (IEOR). The research will explore the wide range of potential causes of systemic shocks, develop methodologies and data structures for analyzing how different types of shocks cause economic losses and societal disruption, and create techniques for simulating the propagation of a shock through economic and financial networked systems.

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Grants orientation sessions

- Which Government/Federal agencies tend to support Business School research?
- Which NSF program is the most appropriate for my research?
- What is the average grant amount? What do these grants fund?
- What are the success rates?
- What is the application process?
- How much work do I have to do? What available support is there?
- And why should I apply for a grant? What are the benefits?

The above (and more) questions will be discussed at the first grant orientation session on **Tuesday November 15th at**

[U.S. – Israel Binational Science Foundation \(BSF\)-Psychology](#)

NOVEMBER 16, 2011

[National Science Foundation: Graduate Research Fellowship Program \(GRFP\)](#)

DECEMBER 6, 2011

[National Endowment for Financial Education Grants Program](#)

DECEMBER 6, 2011

[National Science Foundation: Interface between Computer Science and Economics & Social Sciences \(ICES\)](#)

DECEMBER 8, 2011

[U.S. – Israel Binational Science Foundation \(BSF\)-Prof. Rahamimoff Travel Grants for Young Scientists \(PhD students and Post-Doc fellows\)](#)

DECEMBER 15

[United States-Japan Foundation: US-Japan Policy Grants Program](#)

NO DEADLINE

- [Association of Certified Chartered Accountants \(ACCA\) Research Program](#)

12.30-1.30. The session is part of series of such workshops that will be offered on a regular basis.

This first session will focus on Government grants (mainly National Science Foundation) and will discuss research priorities and application processes of NSF programs with due dates in January and February 2012 including (but not limited to):

- Economics
- Decision, Risk and Management Sciences
- Social Psychology
- Sociology
- Operations Research
- Service Enterprise Systems
- Grant Opportunities for Academic Liaison with Industry (GOALI)

We will also discuss the NSF Faculty Early Career Development Program (CAREER) and the US-Israel Binational Science Foundation grant opportunities.

Sandwiches and refreshments will be provided. If you are interested in attending the session, please contact [Dimitra Koutsantoni](#) by October 31st.

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Faculty publications: new section on Research and Faculty web page

We have developed a new section on the [Research and Faculty](#) web page: "Faculty publications". The pages list faculty publications from 2007 to 2011 with links to papers and faculty profiles. The initiative brings all faculty publications in one place and aims to make it easier for interested individuals to see all Columbia Business School publications by year and by Division.

If you would like to add a new publication to this listing, please contact [Dimitra Koutsantoni](#)

[Faculty Publications](#)

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[Funding](#)

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

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.

Overviews on Foundations: Robert Wood Johnson Foundation

Founded by the late Robert Wood Johnson, who built the family firm, Johnson & Johnson, (founded by his father Robert Wood Johnson, I) The Robert Wood Johnson Foundation is the nation's largest philanthropy devoted solely to the public's health. The foundation is focused on improving both the health of everyone in America, and their health care—by improving systems through which people receive care and by fostering environments that promote health and prevent disease and injury. The foundation has seven program areas:

- (1) **Childhood Obesity:** goal is to reverse the childhood obesity epidemic by 2015 by improving access to affordable healthy foods and increasing opportunities for physical activity in schools and communities across the nation.
- (2) **Coverage:** goal is to develop policies and programs to expand health coverage and maximize enrollment in existing coverage programs, in order to ensure that everyone in America has stable, affordable health care coverage.
- (3) **Human Capital:** this program invests in preparing health professionals for leadership; enhancing the skills and careers of frontline health workers; training scholars to conduct health policy research; and encouraging youth to pursue health careers. Also aims to increase diversity of people working in health and health care.
- (4) **Pioneer:** supports innovators whose bold ideas push beyond conventional thinking to explore solutions at the cutting edge of health and health care.
- (5) **Public Health:** concerned with strengthening public health systems by gathering data about best practices for improving public health, advancing “smarter” laws and policies, and strengthening public health departments.
- (6) **Quality/Equality:** focused on improving the quality of health care for all Americans, specifically by helping communities set and achieve ambitious goals to improve the quality of health care.
- (7) **Vulnerable Populations:** supports a diverse group of innovative programs that address long-standing health issues within their broader social context through sustainable solutions that have potential for widespread replication and national impact. Looks for ideas that have the potential to represent breakthroughs in the circumstances that affect vulnerable people.

[Further details](#)

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.

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Faculty talks to Alumni groups

The Office of Alumni Relations has had great success in the past year in coordinating programming with faculty around the world. The School's nearly 60 alumni clubs around the world are always eager to host faculty members (for speaker events, dinners, etc.) in the course of their travels at any time of the year. In addition, the Office of Alumni Relations coordinates a number of global alumni events throughout the year and is always looking for faculty members who are interested in traveling to speak with our alumni around the world. There are some funds available to cover travel expenses as needed.

If you would like to speak to such alumni events when traveling, please share your upcoming travel plans for this fall and winter with the Office of Alumni Relations, who will handle all event logistics. Please contact [Susan \(Teperow\) Solomon](#), Assistant Director of Alumni Clubs & Global Outreach.

Also, please mark your calendars for Wednesday, June 6, 2012 for the sixth annual Worldwide Alumni Club Event, where our alumni clubs around the world plan events on or around the same date in celebration of the Columbia Business School global alumni network. The Office of Alumni Relations will be reaching out to faculty members in early 2012 for their participation in this exciting initiative.

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Selected recently published papers

Accounting

Anantharaman, Divya and Yuan Zhang. "Cover Me: Managers' Responses to Changes in Analyst Coverage in the

Post-Regulation FD Period." *The Accounting Review*,
(published online July 2011)

Decision, Risk and Operations

Gallego, Guillermo, Srinivasan, Srinivasan and Robert Phillips.
"Competitive Revenue Management with Forward and Spot
Markets." *Journal of Pricing and Revenue Management*, vol.
10, (2011) pp. 132–160.

Finance and Economics

Ang, Andrew, Sergiy Gorovyy, Gregory B. van Inwegen.
"Hedge Fund Leverage." *Journal of Financial Economics*,
(published online June 2011).

Management

Ancker, Jessica S., Elke U. Weber, and Rita Kukafka.
"Effect of arrangement of stick figures on estimates of
proportion in risk graphics." *Medical Decision Making*, issue
1, vol. 31, (2011) pp. 143-150.

Marketing

Greifeneder, Rainer, Herbert Bless and Michel Tuan Pham.
"When Do People Rely on Affective and Cognitive Feelings in
Judgment? A Review." *Personality and Social Psychology
Review*, issue 2, vol. 15 (2011) pp. 107–141.

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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](#), Sponsored Projects and Research
Officer

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

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