



REQUEST FOR PROPOSALS (RFP) BACKGROUND DOCUMENT

FUNDING PERIOD

February 2024 – SEPTEMBER 2024

GW-CIBER invites proposals from full-time faculty and doctoral students from across all schools and units at GW for research, teaching, and/or outreach relevant to the Center's theme and focal areas listed below. **The deadline for submission is 5:00pm on Wednesday, December 13, 2023.**

Relevance to GW-CIBER

Support under this open call is targeted at high-quality proposals for research, teaching and/or outreach activities relevant to GW-CIBER's 2022-2026 grant cycle theme of ***"Institutions, Resilient Globalization, and Sustainable Competitiveness"*** in each of the following focal areas. For questions specific to the substance of each of the focal areas, please contact any of the listed GW-CIBER Faculty Coordinators (*name and contact info provided below*).

- **Governing Globalization: Disruptions and Dynamism**
Maggie Chen, *Economics*, xchen@gwu.edu
Stephen Kaplan, *Political Science*, sbkaplan@gwu.edu
- **Innovation, Technology, and Entrepreneurship**
Anu Phene, *International Business*, anuphene@gwu.edu
Meghana Ayyagari, *International Business*, ayyagari@gwu.edu
- **Natural Resource Management and Environmental Sustainability**
Robert Weiner, *International Business*, rweiner@gwu.edu
Robert Orttung, *Sustainable GW*, rorttung@gwu.edu
- **Economic Development and Structural Transformation**
Maggie Chen, *Economics*, xchen@gwu.edu
Danny Leipziger, *International Business*, dleipzig@gwu.edu
- **Intersection of Business, the State and Civil Society**
Jennifer Brinkerhoff, *Public Administration*, jbrink@gwu.edu
Jennifer Spencer, *International Business*, jspencer@gwu.edu
- **Business Languages**
Margaret Gonglewski, *Romance, German, and Slavic Languages*, margaret@gwu.edu

A full description of each of the areas for both grants can be found in the ***Executive Summary – Focal Area Descriptions and Activities***, accessible via the "Internal Funding Opportunities" link at <http://www.business.gwu.edu/CIBER>. Many of the focal areas are the same across both grant cycles; however, please review the executive summary for both grants for more information on the themes and focal areas.

Each proposal submitted should at a minimum relate to the general theme of ***Institutions, Resilient Globalization, and Sustainable Competitiveness***, as well as one or more of these sub-themes. Additionally, the project must have specific implications and relevancy for U.S. competitiveness and be broadly related to International Business. GW-CIBER defines International Business as relating to profit-oriented business activities and relationships (transfer of goods, services, capital, people, ideas, and technologies) conducted across national boundaries in various formats including direct trade (import/export), contractual agreements (e.g., licensing, franchising), and foreign direct investment (e.g., mergers and acquisitions, building new facilities). International Business can also be about comparing countries and identifying country-level explanations for why businesses may operate differently across borders. In such cases, country-level variables must be prominent in the study. Please see the application submission tips below for examples of projects that would not be related to international business.

The following are examples of activities that may be considered for funding. *Proposals that incorporate a range of activities (including research, teaching and outreach components) and reach a range of stakeholders (students, staff, faculty, alumni at GW; other universities; K-12 education; businesses; policy makers; NGOs/civil society; international organizations; research institutes, government agencies, etc.) are particularly welcome.*

FUNDED ACTIVITIES & TYPES OF SUPPORT

- ✚ **Scholarly Research.** Sample activities for research intended for the top-tier journals, and similar outlets, in any discipline, as well as other avenues of knowledge dissemination, such as academic workshop or conferences.
- ✚ **Programming for the Business and Policy Communities.** Sample activities include workshops, seminars, the development of policy papers intended for practitioner audiences.
- ✚ **Course and Materials Development and Dissemination.** Sample activities include the development of text, audio, or multimedia teaching materials, such as teaching cases, lecture notes, video chapters, or the development of new courses. Applications that propose the development of a new course must include a letter from the applicant's department chair indicating the department's support for the new course and certifying that the course will be offered within one year after the funding cycle.

The following are examples of support that may be considered for funding:

- Summer Salary*
- Research Assistantship
- Travel Support for Fieldwork
- Data & Software Acquisition
- Materials Procurement
- Course Relief**

*Faculty members who are receiving 2/9s in summer salary from GW sources are not eligible for summer salary for their proposed projects. We understand that faculty members' summer funding situation may not be determined by the deadline for this CIBER RFP. Thus, PIs are asked to notify GW-CIBER when they receive notification of 2/9 summer support from other GW sources. At that time, GW-CIBER will allow the PI to submit a new budget requesting reallocation of the original budgeted salary to other expenses related to the same project.

**Requests for course buyouts must be commensurate with substantial project scope of work and anticipated

outcomes. Explicit approvals from relevant Department Chair(s) and Dean(s) are necessary in advance of the submission deadline as Schools have different eligibility requirements for course buyouts. The rate for a course release varies across Schools from \$6K to \$8.5K and applicants should confer with their respective Dean's office about the cost of hiring an adjunct as a replacement for the course buyout. Normally, no more than one course relief per year is awarded to a given faculty member.

SUBMISSION GUIDELINES & FUNDING SELECTION CRITERIA / PROCESS

Submission Process: To propose a project for funding under the GW-CIBER, visit our website at <http://www.business.gwu.edu/CIBER> and click on the "Internal Funding Opportunities" link to download our application. Only completed forms will be considered for funding. Individuals can submit more than one proposal, but each proposal must be submitted separately. Individuals can request up to \$15,000 of support per proposal; proposers are encouraged to view funding decisions from the previous rounds in determining their requested funding (also available via the "Internal Funding Opportunities" link on our website). Proposals addressing multiple activity areas will likely be provided greater support than those addressing fewer areas. The GW-CIBER makes available (upon request) a selection of applications that were funded in previous RFP competitions and are reflective of the high level of quality that is expected from the proposals. We encourage applicants to view those proposals and to also seek feedback from faculty colleagues on their proposals prior to submission.

Funding Period: In this call for proposals competition, individuals may apply for funding for the period of February 2024 to September 2024.

Application Submission Tips: Because many of the proposals we receive relate to research activities, we offer several pointers here:

- Be very clear about the research question being addressed and/or the specific objectives of the project, preferably in the first paragraph or two of the project description.
- GW-CIBER reviewers come from a range of disciplines and may not be familiar with your narrow research area; thus, you need to make it clear how this research will advance your field. How does this research contribute beyond what is in the current literature? If you have previously done work in this area, make it clear how this paper makes a key contribution beyond your previous projects.
- Be clear about your measures (including likely control variables) and methodology (e.g., how will you gather or access the data) and make your discussion of this research design accessible to reviewers from across a range of disciplines. GW-CIBER reviewers will be assessing the prospects for your project to be accepted by a top journal/publisher (in any discipline). Thus, you should emphasize the rigor of your research design and methodology.
- GW-CIBER encourages research from disciplines across the university, with the view that contributions to "International Business" research come from a wide range of paradigms and methodologies. The central unit of analysis for your research does not need to be an American firm. However, GW-CIBER's mandate is to improve U.S. competitiveness. Thus, GW-CIBER reviewers must be convinced that the research you are proposing will, in some way, advance U.S. competitiveness, and also hold implications for firms.
- Take careful note of the time period of the award and ensure that the timetable that you propose is realistic and falls within this period. For example, it does not make sense to promise a completed working paper for May but ask for summer salary for the following months.

- GW-CIBER strives to fund projects that contribute not only to basic research, but also to teaching and dissemination to practitioners. Thus, reviewers look favorably upon projects that promise deliverables beyond research working papers (for instance, organizing a training seminar or panel discussion targeted at managers or policy makers; presentations to large practitioner audiences; teaching cases; etc.). In other words, efforts to leverage aspects of your research project to reach out to student or practitioner audiences will be viewed favorably.
- GW-CIBER defines International Business as relating to profit-oriented business activities and relationships (transfer of goods, services, capital, people, ideas, and technologies) conducted across national boundaries in various formats including direct trade (import/export), contractual agreements (e.g., licensing, franchising), and foreign direct investment (e.g., mergers and acquisitions, building new facilities). International Business can also be about comparing countries and identifying country-level explanations for why businesses may operate differently across borders. In such cases, country-level variables must be prominent in the study. Below are some examples of what types of projects may be considered by GW-CIBER as broadly related to international business and what would not. Please make sure your project does not fall within the “Not Related to IB examples”.

Related to IB:

- Strategies, activities, and performance of multinational corporations (MNCs) – foreign market entry strategies/modes, geographic resource allocation, international knowledge transfer, innovation and entrepreneurship, international risk management, etc.
- Global value chains – all activities involved in the production of goods and services on a global scale.
- Home- and host-country effects – the shaping of MNCs' behavior and practices by the business, economic, institutional, and cultural environment of their countries of origin and of the host countries where these companies operate.
- Effects of MNC activity on home and host countries – institutional and structural changes of the economies – transformation of formal and informal institutions, political changes, industrial shift or upgrading, incomes and employment, trade balances, etc.
- International economic policy and development economics – role of governments and multilateral institutions, global finance, regional integration, emerging markets, poverty and inequality, corruption.
- Comparative studies – comparing environments, practices, institutions, to identify country-level explanations for why businesses may operate differently across borders.

Not related to IB:

- Investigation of political, social, anthropological, cultural etc. phenomena and trends (including globally) without clear implications for business and economy.
- Single-country studies - research into the business, economic, and political environment of only one country without clear implications for foreign/international actors (e.g., MNCs) in that country or for any cross-border/international business activity.
- Research that is related to a business/economics discipline but without clear cross-country/global implications.

Funding Reviewers and Criteria: The proposals for funding will be reviewed by a team of GW-CIBER

faculty coordinators and scored according to the funding points allocation described in the following table.

Funding Criterion	Point Allocation
Project Quality , including fit with the CIBER Program US competitiveness mandate; GW-CIBER <i>Institutions, Inclusive Globalization, and US Competitiveness</i> umbrella theme; and Focal Areas.	50
Project Outcomes , which can be <i>teaching-related</i> (e.g., course syllabi, course modules, cases, videotaped interviews, or presentations to be used in class, etc.), <i>research-related</i> (e.g., conference or journal submissions, databases created, academic workshops or seminars, etc.), or <i>outreach-related</i> (e.g., workshops or training seminars for business or policy community, white papers summarizing academic research for practitioners, etc.).	30
Project Feasibility , which considers the feasibility of implementation, including the match between outcomes and time and resources needed to achieve them, and the feasibility of execution, including the capability of the PI to undertake project and deliver outcomes.	20

Feedback: All proposals will receive feedback based upon this review. Proposals that are funded will be subject to both interim and final project reporting requirements of the GW Office of the Vice President for Research along with those of the Funder (U.S. Department of Education) and those required by the GW-CIBER to track our programming efficacy over time.

External/Sustaining Funding Sources: We recognize that GW-CIBER funding may be inadequate to fund all good proposals in their entirety. We encourage proposers to use GW-CIBER funding to augment other funding for projects wherever possible. The GW-CIBER staff will work closely with the Advancement Office staff at GW to secure additional funding related to on-going programming and activities. Priority will be given to proposals that have identified viable external/sustaining funding sources and that include specific plans for addressing on-going financial support for activities related to the proposal.

Expected Role of Award Recipients: Those funded by the GW-CIBER are expected to collaborate with other related GW-CIBER projects and activities whenever possible. This collaboration will help create and sustain critical activities that are important to *Center-wide objectives*: Such undertakings include establishing a critical mass of research and education in specific GW-CIBER-related fields and outreach to key constituencies within and outside the University. The terms of such collaboration will be jointly determined by the GW-CIBER staff and the awardee(s) of funding prior to final award acceptance by the awardee(s). *This collaboration expectation is intended to meaningfully integrate and build upon funded activities by leveraging the unique strengths and contributions of each funded project without unduly burdening those proposing the original activities.*