THE GEORGE WASHINGTON UNIVERSITY
GW⊕CIBER
Center for International Business Education and Research

REQUEST FOR FUNDING
OCTOBER 2017 - SEPTEMBER 2018
BACKGROUND DOCUMENT

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 April 25, 2017.

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 theme of **"*Institutions, Policies, and Development in International Business"*** in each of the following focal areas. For questions specific to the substance of each of the focal areas, please contact any of the GW-CIBER Faculty Coordinators with expertise in that area (*name and contact info provided below*).

- **Trade, Investment and Employment Issues** (Michael Moore, *Economics*, mom@gwu.edu; Stephen Kaplan, *Political Science*, sbkaplan@gwu.edu)

- **The Intersection of Business, Government and Civil Society** (Robert Weiner, *International Business,* rweiner@gwu.edu; Jennifer Brinkerhoff, *Public Administration*, jbrink@gwu.edu)

- **Innovation and Property Rights** (Stephen Kaplan, *Political Science*, sbkaplan@gwu.edu); Anu Phene, *International Business*, anuphene@gwu.edu)

- **Energy, Land Management, and Environmental Sustainability** (Robert Weiner, *International Business*, rweiner@gwu.edu; Michael Moore, *Economics*, mom@gwu.edu)

- **Leveraging Diaspora Populations** (Jennifer Brinkerhoff, *Public Administration*, jbrink@gwu.edu; Liesl Riddle, *International Business*, lriddle@gwu.edu)

- **Business Languages** (Margaret Gonglewski, *Romance, German, and Slavic Languages*, margaret@gwu.edu; Anna Helm, *International Business*, ahelm@gwu.edu)

A full description of each of the areas 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

Each proposal submitted should at a minimum relate to the general theme of *Institutions, Policies, and Development,* as well as one or more of these sub-themes. Additionally, the project must have specific implications and relevancy for U.S. competitiveness (see exceptions to this rule related to funding sponsored by the company rkl3d llc, described section below) and be broadly related to International Business. GW-CIBER defines International Business as relating to profit-oriented business activities and relationships conducted across national boundaries.

Given GW-CIBER's response to the Department of Education's regional priorities, GW-CIBER encourages proposals relating to Sub-Saharan Africa in the areas of research, teaching initiatives, and outreach activities.

GW-CIBER is aligned with GW's Strategic Plan, *Vision 2021*, and its focus on innovation through cross-disciplinary collaboration, and therefore encourages proposals that involve principal investigators from two or more departments.

rkl3d llc SPONSORED FUNDING

The GW-CIBER is pleased to announce that some of the funding for this competition is being provided by GW School of Business alumna, Robin Liebowitz, Founder and CEO of rkl3d llc, a consulting firm that helps companies achieve global growth, innovation, and brand-building objectives. Any application **from a GW School of Business faculty member** that proposes ***research*** projects in one or both of the focal areas "Innovation and Property Rights" and "The Intersection of Business, Government and Civil Society" will automatically be considered for rkl3d llc support. Please note that because rkl3d llc funding is not subject to Department of Education requirements, these projects do not need to address the mandate of enhancing US competitiveness and are not precluded from requesting support for international travel for conferences or for equipment purchases in their budget request.

FUNDED ACTIVITIES & TYPES OF SUPPORT

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.*

- **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.

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.

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 make a contribution 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. As discussed earlier, GW School of Business faculty are still welcome to apply for rkl3d sponsored funding for projects that do not relate to US competitiveness.

- 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.

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 CIBER Program *US Competitiveness* mandate; GW-CIBER *Institutions, Policies, and Development* umbrella theme; and Focal Theme Areas.	50
Project Outcomes, which can be *teaching-related* (e.g., course syllabi, course modules, cases, videotaped interviews or presentations to be used in class, etc.), *research-related* (e.g., conference or journal submissions, databases created, academic workshops or seminars, etc.), or *outreach-related* (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 (US 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 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.*