

DNA

The Decision Making and Negotiations Cross-Disciplinary Area
at Columbia Business School



Connection grant application process | 2010-11

In the 2010-11 academic year, the DNA will fund a number of grants with the objective of encouraging faculty to connect across disciplinary areas. There are two types of grants. *Connection Research Grants* aim to stimulate faculty collaboration on research; *Connection Teaching Grants* aim to stimulate faculty collaboration on the development of teaching materials. Before reviewing the details of each grant process, this document addresses the larger question of which kinds of “connections” are emphasized.

The DNA aims to encourage and support cross-disciplinary work in a way that other structures and mechanisms, such as existing Divisions within the business school, do not. Yet people from different academic disciplines sometimes reside in the same Division and people from the same academic disciplines sometimes reside in different Divisions. How does the DNA grant process prioritize connections?

The highest priority is placed on projects that connect two or more faculty members working in different divisions and different academic disciplines (e.g., a psychologist in the Marketing Division and an economist in the Finance and Economics Division). The next highest priority connections are between faculty members in different divisions who may have overlap in academic disciplines (e.g., a psychological researcher in the Marketing Division and a psychological researcher in the Management Division). Next priority is between faculty members within the same division who are working in different academic disciplines (e.g., a sociological researcher and a psychological researcher in the Management Division). The DNA is not presently providing funding for collaborations between scholars working within the same disciplines and divisions (though multiple faculty members from within a discipline/division are welcome in a larger applicant group) or for collaborations between Columbia Business School faculty and colleagues outside of the business school.

CONNECTION RESEARCH GRANTS

The objective of Connection Research Grants is to stimulate and support research that brings together Columbia Business School faculty across disciplinary and divisional boundaries. The standard size for a grant is \$2,000. Asking for less could increase the odds of funding. Applications for larger amounts are welcome, though would require justification and may be less likely to be funded.

Funds are to be used to propel research where other funding is not available and where the funds would make a difference in helping to connect faculty members. Funds can be spent on research assistants, direct research costs, and so forth. Funds are not meant to

be spent on faculty salary, conferences, or general infrastructure (such as computers). Funds for approved grants will be dispersed to faculty COSTAR accounts as directed by the applicants and can be shared equally or in whatever portion the applicants request.

The DNA anticipates giving out 5 to 7 Connection Research Grants per year in three cycles: Spring (January), Summer (May), and Fall (September). Each application should feature a minimum of two Columbia Business School faculty members; larger groups of applicants are welcome. Participants who have not received DNA research grant support in the prior 12 months will be given priority.

Projects related to issues of ethics, values, and integrity may be eligible to have their funding doubled by the Sanford C. Bernstein & Co. Center for Leadership and Ethics. Applicants are encouraged to consult the Bernstein Center's website (<http://www4.gsb.columbia.edu/leadership>) to gauge their relevance to the Center's activities.

Connection Research Grants will be awarded based on the decisions of a DNA committee. The initial committee includes Daniel Ames (Management), Gur Huberman (Finance and Economics), and Gita Johar (Marketing).

The application should consist of a short proposal (typically two pages) featuring the following:

- **TOPIC AND VALUE OF CONTRIBUTION:** describe your work in a way that would be intelligible to colleagues across the school, including those in different disciplines
- **PERSONNEL:** who is involved, including divisional affiliation and disciplinary area
- **PROPOSED RESEARCH ACTIVITIES:** a brief description of the work that will be done
- **BUDGET:** a brief accounting for how the funds will be spent
- **JUSTIFICATION:** a brief statement of how DNA funding will make a unique impact in supporting this research; if you are seeking to have your funding matched by the Bernstein Center, please note this and describe how your work relates to the Center's mission and activities

Grant recipients will provide a one-page status report on the project within 12 months of receiving the funds, including a general description of outcomes and how the funds were spent.

Please submit your proposal to Daniel Ames (da358@columbia.edu) by 5 pm on the following dates in order to be considered for that review cycle: January 15, May 15, or September 15. Grant decisions will normally be made within two weeks of each cycle's deadline.

CONNECTION TEACHING GRANTS

The objective of Connection Teaching Grants is to stimulate the development of teaching materials that cross disciplinary and divisional boundaries. The standard size for a grant is \$2,000. Asking for less could increase the odds of funding. Applications for larger amounts are welcome, though would require justification and may be less likely to be funded.

Priority will be placed on materials that would have widespread use in DNA-related electives and core courses. Creative and varied approaches will be considered. A prototypical project might be a CaseWorks briefing-type article that bridges perspectives on a particular topic (e.g., How social networks influence individual risk-taking).

Each application should feature a minimum of two Columbia Business School faculty members; larger groups of applicants are welcome. Participants who have not received DNA teaching grant support in the prior 12 months will be given priority.

Funds for approved grants will be dispersed to faculty COSTAR accounts as directed by the applicants and can be shared equally or in whatever portion the applicants request.

The DNA anticipates giving out 3 to 5 Connection Teaching Grants per year. Applications will be considered at any time during the year. Submit materials to Daniel Ames (da358@columbia.edu).

Projects related to issues of ethics, values, and integrity may be eligible to have their funding doubled by the Sanford C. Bernstein & Co. Center for Leadership and Ethics. Applicants are encouraged to consult the Bernstein Center's website (<http://www4.gsb.columbia.edu/leadership>) to gauge their relevance to the Center's activities.

The application should consist of a short proposal (typically one to two pages) featuring the following:

- **TOPIC AND VALUE OF CONTRIBUTION:** describe your work in a way that would be intelligible to colleagues across the school, including those in different disciplines; describe what form the anticipated final "product" will take
- **PERSONNEL:** who is involved, including divisional affiliation and disciplinary area
- **JUSTIFICATION:** a brief statement of how DNA funding will make a unique impact in supporting this effort; if you are seeking to have your funding matched by the Bernstein Center, please note this and describe how your work relates to the Center's mission and activities

Grant recipients will provide a copy of the teaching materials or a one-page status report on the project within 12 months of receiving the funds.