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Research at Babson - 09/2008

Babson Faculty Research Fund

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Research @ Babson is published by the
Babson Faculty Research Fund

Upcoming Research Programs Noon to 1:15 PM - Needham Room, Olin Hall

Tuesday, October 7

Faculty Research "Chat"
Ross Petty, Accounting & Law
Lisa Colletta, Arts and Humanities

Wednesday, October 22

Faculty Research "Chat"
Sports/Entertainment Research Group (SERG)

Tuesday, October 28

New Faculty Research "Chat"
Anakush Chopra, Management
Julio DeCastro, Entrepreneurship

Wednesday, November 5

New Faculty Research "Chat"
Sebastian Fixson, TOIM
Megan Way, Economics

Academic Affairs Launches Portlet

Login to the Babson Portal to see the new [Academic Affairs Portlet](#). It is populated with information that might be useful to you such as:

- Faculty Handbooks
- Faculty Awards and Achievements
- Faculty Publications
- Sabbatical application guidelines and a variety of other helpful lists.

Proposal Deadlines

Babson Faculty Research Fund Center for Women's Leadership Glavin Center

The BFRF, CWL, and Glavin Center have agreed to a common proposal deadline for major awards, 2009-2010 course releases, and 2009 summer stipends:

Wednesday, October 15

Details on application forms and proposal guidelines are posted on the [BFRF website](#). Submit proposal materials electronically. Mail a copy of the signed cover sheet to the BFRF office.

If you have any questions, contact [Susan Chern](#) (x5339).

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BFRF Final Products Accepted

Michael Goldstein, Finance

“Purchasing IPOs with commissions:

Theoretical predictions and empirical results”

The prevailing literature suggests short- or long-term investors send commissions to underwriters in return for lucrative IPO allocations. We reconcile these two theories into a single theoretical framework, generate new and unique hypotheses, and, using a proprietary database of institutional trades, find evidence that institutions increase the commissions they send to lead underwriters by about 10% by churning stocks and paying abnormally large commissions. Short-term clients receive lucrative IPO allocations in return for the inflated commissions they send to lead underwriters. As predicted by our model, inflated commissions are inversely related to the concentration of the underwriter’s client base, indicating concern for long-term clients. We estimate that total market-wide abnormal commission payments to be \$2.2 million per IPO, and that an additional \$1 payment of excess commissions to the lead underwriter leads to \$2.76 in investor profits.

Danna Greenberg and Elaine Landry, Management,
“Does Policy Matter? Organizational Context and
Flexible Work Arrangement Negotiations”

The nine to five and forty hours a week “ideal worker” model of past generations is under persistent attack from workers who are seeking and often demanding new work arrangements that support, balance, and enrich the quality of their experiences within their careers, families, and personal lives. This empirical research employs a social relational perspective and, particularly, a negotiation lens to explore why and how women elect to adopt these flexible work arrangements; to determine what occurs in the micro-interactions between an employee and her employer; and, to explore the implementation issues and experiences women face as they navigate the ongoing conflict situations inherent in working a flexible schedule. Analysis of original survey research with over 400 women illuminates the relationship between organizational climate and individual negotiation behavior and provides insight into why there is often a disconnect between organizational level policy support and individual level adoption of flexible work arrangements. Analysis of quantitative and qualitative data suggests that the organizational climate influences the entire bargaining experience, as does women’s age and career stage. It further proposes that the informal climate and general work life practices of specific managers—as representative of the general organization—have a greater influence than formal policy.

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Gang Hu, Finance

“The Market for Shareholder-Voting Rights Around
Mergers and Acquisitions: Evidence from Institutional
Daily Trading and Voting”

This paper explores the market for voting rights and shareholder voting around 350 mergers and acquisitions between 1999 and 2005 by examining institutional-investor trading and voting outcomes. Our results show institutions in aggregate buy shares from retail investors and hence voting rights before merger record dates. This trading is not related to trading around announcements, and thus is not simply a continuation of the latter. Trading activity and buying before record dates are positively related to voting turnout and negatively related to shareholder approval of merger proposals. Institutions’ votes increase the likelihood, however small, that mergers fail and publicly communicate their displeasure to management.

Lydia Moland, Arts and Humanities

“Aesthetic Reflection:

Hegel, Art and the Citizen’s Disposition”

Although best known for his political philosophy, the philosopher G.W.F. Hegel actually claimed that individuals’ political lives must be supplemented by aesthetic reflection. Art, he suggested, allows the individual to reflect on her role as a citizen subject to objective laws. Hegel claims that literature best facilitates political reflection in the modern world: only in literature can tensions between individual freedom and state control be adequately portrayed. This article connects Hegel’s aesthetic and political theory through analyzing Hegel’s *Aesthetics* and the literature he discusses. Using primary sources in Berlin, I publicize new information about Hegel’s unpublished lectures that clarifies the role of aesthetics in his political philosophy and his relevance to contemporary politics.

Mary Pinard, Arts and Humanities

“Song Net for an Estuary”

“Song Net for an Estuary,” is a linked series of fifteen elegiac sonnets on the ecosystem of an estuary: its definition and configuration, as well as its considerable degradation over time through ecological damage and over navigation. As background for these poems, I studied two estuaries in particular: the Thames, for its science and its historical association with the poet John Keats, and a little-known estuary in Grays Harbor, Washington, for its connection to a personal story. Over the course of the summer, I found a suitable form for this project in the sonnet redoublé: a French invention that features fifteen sonnets of any type linked together by the fact that each line of the first sonnet becomes, in its turn, the last line of the following fourteen.

Faculty News

Lillian Wald: A Biography, by **Marjorie Feld**, Arts and Humanities, will be published by University of North Carolina Press, Oct. 2008. The book was supported by both BoR and BFRF grants.

A paper by **Sebastian Fixson**, TOIM, and Jin-Kyu Park, "The Power of Integrality: Linkages between Product Architecture, Innovation, and Industry Structure" was published in *Research Policy*, 2008.

The Alfred P. Sloan Foundation invited Professor **Dennis F.X. Mathaisel**, Professor of Management Science, to join the Sloan Industry Studies Program as an Affiliate. The Foundation awarded him a grant to make a presentation at the AGIFORS Conference in Montreal, Canada, September 21-27. His presentation was entitled "A Complexity Science Algorithm for Routing and Scheduling Very Light Jets (VLJs)."

Mary O'Donoghue, Arts and Humanities, has two recent publications to her credit. A selection of Louis de Paor poems translated as part of the *agus rud eile de* project was published in *The Irish Pages: a Journal of Contemporary Writing*. *The Irish Pages* is a Belfast journal containing Irish, European and international perspectives. In addition, poems from the *Transports* section of the *Aquitania* project will appear in a forthcoming anthology entitled *24 Contemporary Irish Poets* (Salmon Press, 2009). This anthology profiles Irish poets born after 1959 who have published two or more books. Both of these works were supported by awards from the BFRF.

Share Your 'Research News'

Please forward the details of your activities and publications to the [Babson Faculty Research Fund](#), Babson 204.

Call for Papers

2009 Oxford Business & Economics Conference (OBEC)

June 24-26, 2009

Oxford University, UK

Submission Deadline: November 30th, 2008

Competitive papers (or abstracts) are invited in all areas of business; papers are also invited on teaching issues such as: curriculum, ethics in higher education, promotion and tenure, accreditation, teaching methods and styles, administration, technology in the classroom, faculty evaluation, and related topics. Proposals for cases, workshops, symposia, colloquia, panels, tutorials on current topics of interest, and other special sessions are also invited.

Case Conference

North American Case Research Association (NACRA)

2008 Annual Meeting

October 30-November 1, 2008

New England Center, Durham, NH

NACRA is meeting right in our back yard on October 30-November 1 at UNH. It is a great forum for both veteran and aspiring case writers. The deadline for case submission has passed, but there are some great sessions, in particular a session for new case writers and anyone can attend any of the track sessions. It is also a good way to discover the ins and outs of submitting cases to the Case Research Journal. Patti had agreed to sponsor two or three registrations, so if anyone is interested, check out the web site and let me know.

If you have any questions, feel free to contact me.

[David Wylie](#)

Institutional Review Board (IRB) Requirements

Any researcher who is doing work with human subjects is required by Federal law to go through the IRB Review process.

- Research for IRB purposes at Babson includes interviews, surveys, focus groups, observation, case writing, etc.
- All internally supported research project are required to submit evidence of IRB approval before any funds will be allocated.
- Student Honors projects are also required to do IRB proposals if the research utilizes human subjects.
- If a class project utilizes human subjects, the Instructor is required to do a "one time" IRB proposal stating the basic parameters of the projects. Compliance with IRB regulations, i.e., no harm to human subjects, is then the responsibility of the Instructor.

Babson's IRB website is on the Babson Portal under Smart Tools, Institutional Review Board. If you have never submitted an IRB proposal, all the background information you need is available on the site. Please submit all IRB proposals electronically. If you have any questions, please contact Michael Levy, the IRB Chair (mlevy@babson.edu) or Britt Hackmann, the IRB Administrator (bhackmann1@babson.edu)

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Services for Faculty

Library Liaisons

Contact your library liaison for course-related research guides and class instruction, and for customized assistance with research strategy, selecting and accessing library materials, and performing literature reviews.

Division	Name	Extension	E-mail
Accounting and Law	Mary Gavett-Orsi	x5605	gavettorsi@babson.edu
Arts and Humanities	Sarah Pawlek	x5604	spawlek@babson.edu
Economics	Patricia Berens	x5486	pberens@babson.edu
Entrepreneurship	Kristin Djourup	x4471	kdjourup@babson.edu
Finance	Cynthia Robinson	x5257	crobinson1@babson.edu
History and Society	Dominique Winn	x6482	dwinn@babson.edu
Management	Dee Stonberg	x4391	stonberg@babson.edu
Marketing	Nancy Dlott	x4987	dlott@babson.edu
Math and Science	Jeanne Hebard	x6405	jhebard@babson.edu
TOIM	Anna Burke	x6407	aburke1@babson.edu

Writing Center Offers Consultations

The Writing Center offers free and friendly services for faculty members. Several hours are set aside each week for faculty consultations. So if you need help to tighten up your executive summary, to proof an article before submission, or to review your grant proposal, do not hesitate to set up an appointment.

Contact :[Kerry Rourke](mailto:kerry.rouрке@babson.edu), Director, x-5704.

Survey Software

Need help with a research survey? Perhaps Vovici is just what you need. The BFRF has purchased a site license for faculty research. Contact the [BFRF office](#) if you are interested in exploring this option.

Community of Science (CoS) Funding Opportunities

Babson, with assistance from the Babson Faculty Research Fund, has subscribed to the **Community of Science (COS) Funding Opportunities database**.

The COS Funding Opportunities is the largest, most comprehensive database of available funding to support research and other academic activities. It has more than 22,000 records representing over \$33 billion in funding. Grants are available for work in all disciplines—physical sciences, social sciences, life sciences, health & medicine, arts & humanities—and for many purposes, such as research, collaborations, travel, curriculum development, conferences, fellowships, postdoctoral positions, equipment acquisitions, and capital or operating expenses. Searching is easy and intuitive.

If you are looking for external funding ideas, this [link to COS](#) is accessible on or off-campus. If you want to explore external funding ideas, contact [Wendy Silverman](#), Director Corporations, Foundations, and Government Relations, x5993.

External Funding

Corporate, Foundation, and Government Relations Office (CFGR)

Wendy Silverman, Director, CFGR

The Office of Corporate, Foundation and Government Relations (CFGR) within Development and Alumni Relations at Babson College provides guidance and assistance to faculty and staff seeking funding from corporations, foundations, and government agencies to support their research and curricular development initiatives. Among the services provided are pre-award activities such as identifying and researching possible funding sources, assisting with cultivation of funding prospects and with proposal development and writing, particularly in the final draft stage, and ultimately with the submission of proposals. Post-award assistance is provided by both the CFGR and the Business Office. Among the post-award activities for which faculty and staff can obtain help are grant negotiation, budget clarification, financial and narrative reports, requests for extensions, and grant close-outs.

If you would like to explore the possibility of external funding or examine your research agenda please contact me at x5993 or silverman@babson.edu.

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