



Babson Faculty Research Fund 2012-2013 ANNUAL REPORT

2012-2013 BFRF Members

John Edmunds, Finance
 Dhruv Grewal, Marketing
 Kandice Hauf, History and Society
 Brian Seitz, Arts and Humanities
 Joel Shulman, Entrepreneurship, Chair
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Contents

[Awards and Award History](#)
[Final Products Accepted](#)
[Programs](#)
[Publications](#)
[External Funding](#)

Overview

BFRF Mission Statement

The Babson Faculty Research Fund's mandate is to encourage and support a variety of thought leadership and research activities, with the following objectives paramount:

- to sustain, enhance, and renew the intellectual vitality of faculty by supporting the building of intellectual capital through meritorious research; and
- to increase the public visibility and academic reputation of the College and its faculty, regionally, nationally, and internationally.

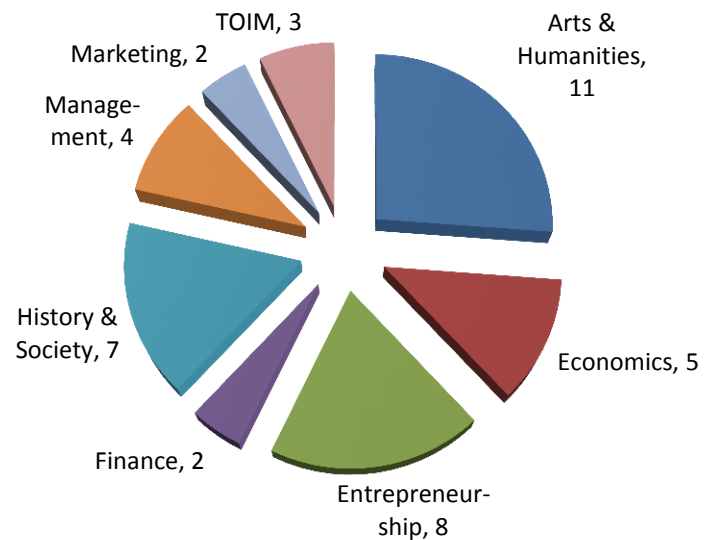
BFRF 2012-2013 Award Summary

Through a competitive process the BFRF provides support for faculty research projects. This year, the BFRF received forty-six applications and provided support for a total of forty-two projects:

- 14 course releases
- 13 summer stipends
- 15 Mini-Grants (awards of less than \$2500) totaling over \$22,000

An additional \$20,000 was allocated for research-related expenses relating to summer stipends and course releases. In coordination with ITSD, the BFRF purchased NVivo software licenses to facilitate the research efforts of nineteen faculty members.

Awards by Division*



*The BFRF did not receive any applications from Accounting & Law or Mathematics & Science

Other Activities

In addition to making awards, the BFRF sponsored eight Research 'Chat' programs; facilitated a NVivo user presentation; reviewed and accepted twenty-two Final Product research submissions; and published ten newsletters. The BFRF Working Paper Series is published on Digital Knowledge at Babson (DKB), the College's institutional repository.

[Back to Top](#)

Babson Faculty Research Fund 2012-2013 Awards

The Babson Faculty Research Fund (BFRF) provides support for meritorious projects, but cannot guarantee that all worthy projects are funded. Rather, through a competitive process, the BFRF makes awards to those faculty research projects that have the most promise of advancing the BFRF's mandate. The following BFRF Awards were made for the 2013-2014 academic year.

2013 Summer Stipends

Mary Godwyn, History and Society, "A Sociologist Walks into a Business School: Why Ethics and Diversity in Business Education Matter Now More than Ever"

Elizabeth Goldberg, Arts and Humanities, "More Radical Than Thou: Politics and Posturing in Reception of Sex Trafficking Narratives" – Co-sponsored by CWEL

Julie Levinson, Arts and Humanities, "Acting: The *Auteur* Renaissance From 1968-80"

Xinghua Li, History and Society, "Lost in *Mistranslation*: Promoting Green Consumerism in China through International Environmental NGO Advertising Campaigns"

Mahdi Majbouri, Economics, "Estimating the Income Counterfactual for Oil Producing Countries of the Middle East"

Mary O'Donoghue, Arts and Humanities, "*Ogonnelloe*: Short Stories"

Tina Opie, Management, "The Impact of Minority Group Member Norm Violation on Perceived Professionalism" – Research expense grant co-sponsored by CWEL

Salvatore Parise, TOIM, "Can Twitter Networks Make Us More Innovative?"

Virginia Rademacher, Arts and Humanities, "Sex and the City: Detective Petra Delicado and Questions I Couldn't Help But Wonder" – Co-sponsored by CWEL

Anne Roggeveen, Marketing, "Effects of Location of Price on Consumer's Product Evaluations"

Brian Seitz, Arts and Humanities, "Political Representation: The Double Redoubled"

G. Shankaranarayanan, TOIM, "Justifying the Role of Data Quality Metadata in Structured Decision Making"

Rosa Slegers, Arts and Humanities, "A Reevaluation of Vanity: Adam Smith and the Secret of Business Ethics Education"

2013-2014 Course Releases

Kevin Bruyneel, History and Society, "Collective Memory and U.S. Settler Colonialism: Re-Situating the 'Post' of Postcolonial"

Ryan Davies, Finance, "How Much Damage Can a Single Trader Cause: An Examination of Closing Price Manipulation in Metal Futures Markets"

S. Sinan Erzurumlu, TOIM, "Sequential Introduction of Innovations by Startup Firms"

Yunwei Gai, Economics, "Impacts of Community Pharmacies and Pharmacists on Provision of Immunization Services in the United States"

Bradley George, Entrepreneurship, "Preventing Dysfunctional Conflict: Examining the Relationship between Different Types of Managerial Conflict in VC Backed Firms"

Sandra Graham, Arts and Humanities, "The Popularization of Spirituals"

Kandice Hauf, History and Society, "Biography of Wang Yangming"

Kenichi Matsuno, Marketing, "Firms' (non-)responses to obvious but not-so-controllable external forces: the cases of aging population, rising environmental consciousness, and significant natural disaster."

Kankana Mukherjee, Economics, "Labor Productivity in Indian Manufacturing: A Temporal and Regional Analysis"

Wendy Murphy, Management, "Connecting at Work: The relationship of social media to learning and work engagement"

Erik Noyes, Entrepreneurship, "Survey of Experiential Entrepreneurship Education Offerings Among Top Undergraduate Entrepreneurship Programs"

Mark Potter, Finance, "Practical Aspects of Diversification"

Joel Shulman, Entrepreneurship, "Large Cap Entrepreneurial Companies: Can Investors Generate Alpha?"

Yasuhiro Yamakawa, Entrepreneurship, "Is it worth planning for failure? When and How?"

Other Funding

The BFRF provides funding for research-related expenses. Fifteen Mini-Grant requests (\$2500 max) were funded this year.

Elizabeth Goldberg	Arts and Humanities	Travel
Marjorie Feld	History and Society	Travel
Kathleen Kelly	Arts and Humanities	Editorial services
Tina Opie	Management	Editing services and Data collection
Mary Godwyn	History and Society	Travel
Lakshmi Balachandra	Entrepreneurship	Research Assistant and Editorial services
Erik Noyes	Entrepreneurship	Training course
Sandra Graham	Arts and Humanities	Travel
Mary Pinard	Arts and Humanities	Travel
Bradley George	Entrepreneurship	Software
Wendy Murphy	Management	Software
Megan Way	Economics	Software
Mahdi Majbouri	Economics	Software
Frederick Opie	History and Society	Research Assistant

[Back to Top](#)

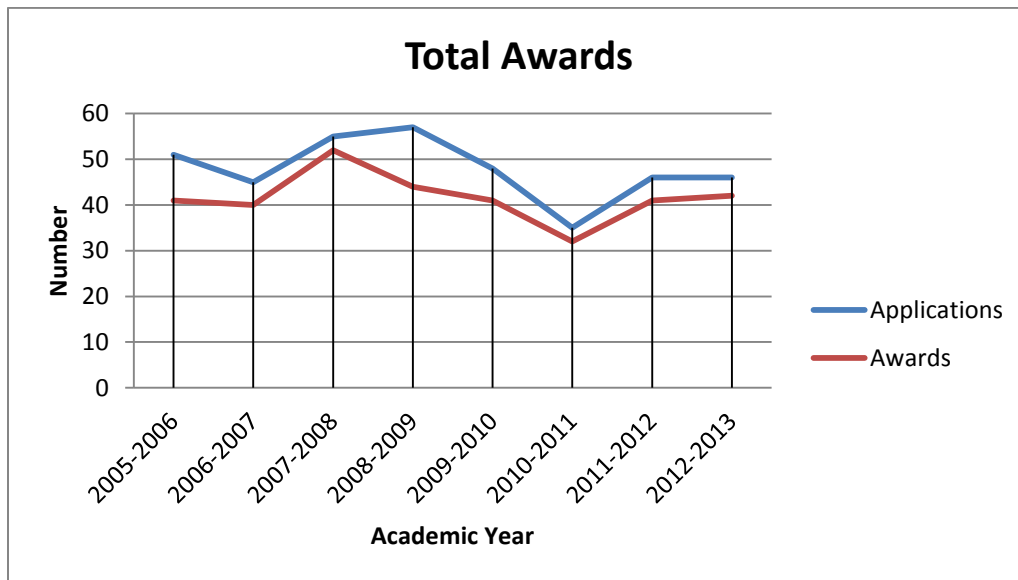
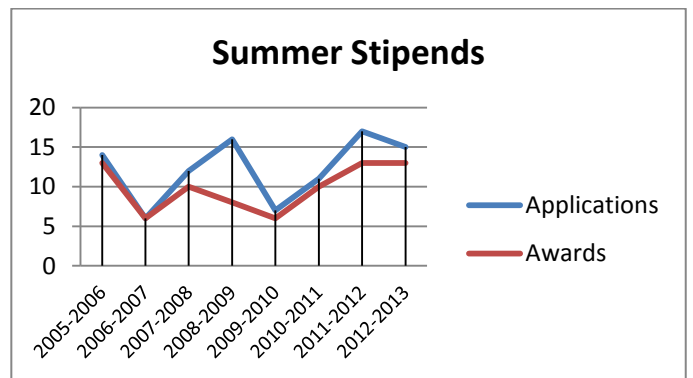
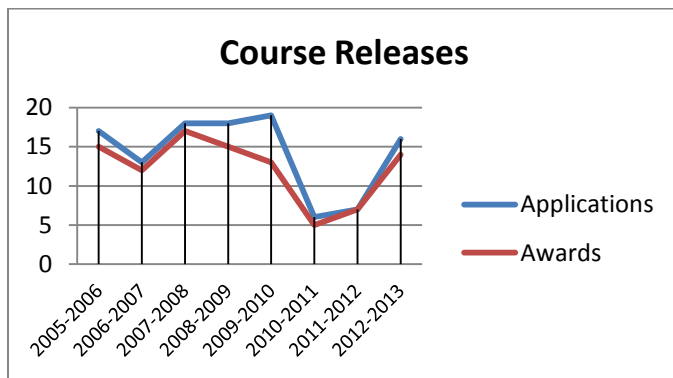
BFRF Award History

Awards by Funding Type

Type of Award	2012-13	2011-12	2010-11	2009-10	2008-09	2007-08	2006-07	2005-06
Course Release	14	7	5	13	15	17	12	15
Summer Stipend	13	13	10	6	8	10	6	13
Mini-Grant	15	21	17	17	14	19	12	10
Other*	0	0	0	5	7	6	10	3
Total	42	41	32	41	44	52	40	41

*Includes Major awards and other full proposals

BFRF Application/Award Trends



[Back to Top](#)

BFRF Final Products Accepted

The Babson Faculty Research Fund has accepted twenty-two BFRF Final Products from the following faculty members who have completed their BFRF-sponsored research projects.

Abdul Ali, Marketing

“Growth Ambition as a Function of Entrepreneurial Perceptions and Motivation “

This paper examines whether entrepreneurs seeking growth for their ventures have different expectancies relative to other entrepreneurs. More specifically, this research explores the relationship of entrepreneurs’ opportunity motivations and their perceptions about developing innovative products and market reach to entrepreneurial growth ambitions. We hypothesized that entrepreneurs with opportunity motivation to increase income, or independence are more likely to have high job growth ambitions than those who either want to maintain income or started out of necessity. Similarly, entrepreneurs who perceived they have innovative products or services that display market newness or competitive uniqueness, and those perceiving their opportunities have international intensity are more likely to have higher growth ambitions. We used data from entrepreneurs participating in the 2011-2012 Global Entrepreneurship Monitor survey in the United States to test our hypotheses and found all our hypothesized relationships were positive and statistically significant. Our research shows that part of this story needs to include how motivations and perceptions about opportunities matter in the willingness of entrepreneurs to grow their businesses. Our results also have implications for policy makers. Simply encouraging people to start business is not good enough, resources should be directed toward identifying individuals that believe they have a high potential opportunity to start business and are motivated to achieve that potential.

Matt Allen, Entrepreneurship

“Competitive Advantage in Family Business Governance: The Role of Relational Contracting”

Family business researchers present conflicting viewpoints regarding the performance implications of family business governance. One view takes a “stewardship” perspective arguing that increased interest alignment within family businesses decreases agency issues resulting in lower costs and higher performance. Recent research, however, has demonstrated that while unique, family businesses do experience significant “agency” issues. This manuscript addresses these conflicting views by examining the role of “relational governance” in family businesses. The application of relational governance can both address agency issues, and at the same time, explain the competitive advantage experienced by family businesses in relation to their governance structures.

Jennifer Bethel, Finance

“Runs on Money Market Funds, Market Fragility, and Private and Public Sector Guarantees”

The study addresses questions posed by U.S. SEC Commissioners Aguilar, Paredes, and Gallagher in a September, 2012 memo to Chairman Schapiro and Director Lewis. The Commissioners’ specific questions can be grouped into three categories. The first category addresses the causes of investor redemptions of prime money market fund shares and purchases of Treasury money market fund shares during the 2008 financial crisis. The second

category of Commissioner questions covers the efficacy of the 2010 money market fund reforms in three general areas: fund characteristics, the events during the summer of 2011, and an analysis of the potential effect of the reforms on money market funds in 2008 had they been in place. The third set of questions relates to how future reforms might affect the demand for investments in money market fund substitutes and the implications for investors, financial institutions, corporate borrowers, municipalities, and states that sell their debt to money market funds.

Jon Dietrick, Arts and Humanities

““The Current Gold Coin of the New Jerusalem”: Money and Symbolization in Hawthorne’s *The Scarlet Letter*”

The article looks at connections between the gold-paper money debates of Hawthorne’s time and his masterpiece, *The Scarlet Letter*. As an external visual marker of what is supposed by other characters in the novel as its wearer’s “internal,” spiritual state, Hester Prynne’s Scarlet “A” is, among other things, an emblem of a powerful American anxiety regarding the gulf between appearance and reality. The desperate and dangerous need for fixed signs and self-evident identities that obsesses Hawthorne’s Puritan-era characters is directly related to the gold- paper money debates of Hawthorne’s own time, with their concern for issues such as “character” and value and what we might now call the gap between the symbolic and the real – or as Marc Shell puts it, between “face value” and “material value”. However Hawthorne isn’t simply setting a contemporary tale in an earlier time; rather he is also historicizing the money debates of his own era by showing their origins in the time of the Massachusetts Bay Colony – where, in fact, the first “American” paper money was issued.

S. Sinan Erzurumlu, TOIM

“Avoiding capability traps through contingent contracts: The role of cash and knowhow in startups”

The impact of an investor’s cash and knowhow on an entrepreneur’s performance has been debated. Investors may argue that their knowhow can substitute for cash, whereas entrepreneurs view knowhow to be a complement for cash, asking for more knowhow when they seek more cash. We model the impact of cash and knowhow in two-stage contingent contracts, subject to the entrepreneur meeting performance goals at the end of the first stage. Analytical findings are tested using angel investment data. Results reveal a nuanced relationship between cash and knowhow. Increasing the level of knowhow provision in the first stage of the contract makes the investor’s offer more attractive to the entrepreneur. However, contracts for such knowhow can create a capability trap, such that insufficient knowhow transfer results in failure to secure second stage financing. Analyzing contract parameters illustrates a tradeoff between capability trap risk and the amount of second stage investment.

[Back to Top](#)

BFRF Final Products Accepted

Sebastian Fixson, TOIM

“New Ventures: the Project-level Dimensions of Intermittent Non-Continuous Resource Involvement”

Over the last two decades, several factors have greatly changed the process and organization of new product development (NPD). Information technology, globalization, and digital design have all contributed to the changing make-up of the R&D organization. These developments have led to a paradigm shift where continuous resources can be replaced by outsourced resources that are used intermittently throughout the entire NPD process. These resources can be plugged into the project at opportune times, thereby lowering fixed costs, and speeding commercialization. However, this intermittent use of resources requires appropriate management actions. In this article, we explore critical characteristics of intermittent resources employed by new ventures, focusing on project management, the produce development process, and the role of technology enablers such as IT and digital design. We find that only when skilled project management and coordination is combined with concise collaboration with field experts, can intermittent resources be effective. We also find that technologies role is less important than process discipline. We conclude the article with limitations and directions for further research.

Yunwei Gai, Economics

“Supply of Family Physicians and the Influenza Vaccination in the United States: Individual and Neighborhood Effects”

Influenza vaccination is ranked as one of the most cost-effective preventive services in health care by the Advisory Committee on Immunization Practices (ACIP). Despite its effectiveness and low costs, influenza vaccination rates remain far below the *Healthy People 2020* objective. Previous studies have mainly focused on individual and family factors but ignored neighbourhood factors, which can be important determinants of individual health behaviour. Among various neighbourhood factors, family physicians (FP) play a key role in influenza vaccination. However, few studies have quantified the impact of local FP supply. This is the first study to use nationally representative databases including the 2008-2010 Behavioral Risk Factor Surveillance System (BRFSS) and the 2011-2012 Area Resource File (ARF) to examine the effect of neighbourhood characteristics, particularly the supply of FPs, on individual vaccination outcomes after controlling individual and family-level demographic, socioeconomic, health information, as well as county-level racial compositions and income levels.

Multivariate logistic analyses were performed for the entire sample as well as sub-samples across racial/ethnic groups, urban/suburban areas, and employment status. Sample weights were used to account for the survey design. Every one FP increase per 1000 population was associated with higher odds of influenza vaccination and it varied across racial/ethnicity groups, employment status, and county of residence. The importance of local FP supply was confirmed in robustness checks including the probit models and using instrumental variable method to control endogeneity.

Shortage of family physicians was associated with decreased influenza vaccination. The impact was the largest among those who were Hispanics, residing in rural areas, or out of work. The findings support initiatives and policies to increase FP supply, particularly among disadvantaged populations in the United States.

Elizabeth Goldberg, Arts and Humanities

“‘Let Us Begin with a Smaller Gesture’: Human Rights and Literary Form in Chris Abani’s *Song for Night* and *Becoming Abigail*”

In “Let Us Begin with a Smaller Gesture,” we read Chris Abani’s novellas *Song for Night* and *Becoming Abigail* (2006) to illuminate the literary and juridical challenge presented by the lives of those for whom the legal and narrative conventions of human rights have not been realized. We examine the ways in which Abani’s short form and lyrical yet embodied voice diverges from the assumptions and expectations of the *bildungsroman* and those human rights conventions that would insist on the rehabilitation of the sovereign subject, offering instead a meditation on an alternative subject of rights whose losses shadow our own.

Steven Gordon, TOIM

“The impact of social media support on office friendship”

This research examines whether organizational support of social media affects employees’ satisfaction with work, their commitment to and engagement with their organization, and their knowledge of the organization and its members. It is motivated by three interconnected hypotheses. First, organizational support for social media increases its use within the organization. Second, the use of social media within the organization increases the number and depth of office friendships. Finally, the number and quality of office relationships has an effect on employee satisfaction, commitment and engagement, and knowledge. We conclude that organizational support of social media has a positive effect on the human resource variables of interest.

Patricia Guinan, TOIM

“Jump-starting the Use of Social Technologies in Your Organization”

How do you get your organization to start using social media to become more innovative and productive? Where and with whom should you begin? We interviewed over 70 managers in dozens of leading companies and found that the most successful firms employ one of three jump-start strategies, depending on their organization’s mission, work processes, culture, and industry. Some start at the bottom of the organization, finding and enabling “young experimenters” to use social media to enhance their individual productivity. Others start in the middle of the organization, finding and helping “corporate entrepreneurs” in middle management to use social media to improve collaboration on teams and projects. Others begin at the top, finding “enlightened executives” who are open to new technology, and helping them see the potential of social media to strengthen their organizational culture.

[Back to Top](#)

BFRF Final Products Accepted

Kandice Hauf, History and Society

“Biography of Wang Yangming (1472-1529)”

This biography of Wang Yangming (1472-1529), written for an encyclopedia entry, analyzes his thought and action as seeker of truth, often controversial re-interpreter of Confucian doctrine, leader of an intellectual fellowship, innovative state official and community reformer, and successful military strategist. In addition to presenting Wang in these public roles, I consider his private life as son, husband, and father. This places Wang within the national and local contexts of his time and will enable readers to gain an understanding of this important personage in world history, and of the broader themes and developments of Ming China.

Gang Hu, Finance

“Underestimation of Damages and Inter-Fund Trades”

Abstract unavailable pending publication.

Julie Levinson, Arts and Humanities

“Time and Time Again: Temporality, Narrativity, and Spectatorship in Christian Marclay’s *The Clock*”

The Clock is a 24-hour collage movie comprised of thousands of film clips which collectively span a range of cinema history and genre. The excerpted scenes show timepieces that are precisely synchronized with the moment during which the audience sees them, thereby conflating cinematic and actual time. Beyond *The Clock*’s clever gimmick is a significant theoretical contemplation of the contingency of measured time, the power of film narrative, and the conventions and complexities of spectatorship. Using varied analytical frameworks including the philosophies of Henri Bergson and Gilles Deleuze, this article explores the workings of montage, the structural principles of film narrative and temporality, and the ways in which *The Clock* both subverts and celebrates cinematic practice.

Mahdi Majbouri, Economics

“Oil and Entrepreneurship in Middle East and North Africa (MENA) Countries: Evidence from GEM”

This study documents the differences in entrepreneurial activities, attitudes and environment between MENA and non-MENA countries and investigates the impact of oil and gas rents on entrepreneurship. I show that in spite of a more favorable attitude towards entrepreneurship and entrepreneurs in MENA countries, total entrepreneurial activity (TEA) rates for men are at the same level of non-MENA countries, while women’s TEA rates are lower. Women are also less likely to engage in necessity and opportunity driven entrepreneurship although their perception of their skills and fear of failure is the same as women in Non-MENA countries. Moreover, entrepreneurs in MENA countries are more likely to engage in entrepreneurship primarily because of opportunity rather than non-opportunity motives. I also show that oil and gas rents have almost no impact on any of the entrepreneurship dimensions discussed in the paper.

Kankana Mukherjee, Economics

“Energy Efficiency in India’s Energy Intensive Industries: A Directional Distance Function Analysis”

The Energy Conservation Act, 2001 in India has characterized the energy intensive industries as “designated consumers” that will be subject to special monitoring and norms. However, there is a variation in the implementation of energy conservation measures across states. This project will utilize the method of Data Envelopment Analysis and directional distance function to examine the energy efficiency of each of the energy intensive industries across states in India over the period 2004-05 and 2007-08. The measure of energy efficiency will incorporate the goal of output growth. The findings of this project should be valuable for framing future policy.

Frederick Douglas Opie, History and Society

“A Culinary Read of Zora Neal Hurston”

“A Culinary Read of Zora Neal Hurston,” focuses on Caribbean and Southern cooking in Zora Neale Hurston’s early twentieth-century ethnographic research and writing. The book will emphasize the essentials of African diaspora cookery in the Caribbean and American South, comparing them to the essentials of African cookery through a deconstruction of simple dishes made from fish, garden produce, and meat. I will consider foods prepared for everyday consumption as well as special occasions. The book will look at how African diaspora foodways, class, syncretism, and topography shaped the eating habits of diasporic communities in early twentieth-century Caribbean and U.S. South.

Dessislava Pachamanova, Mathematics and Science

“Recent Trends in Equity Portfolio Construction Analytics”

Portfolio analytics is critical for identifying investment opportunities, keeping portfolios aligned with investment objectives, and monitoring portfolio risk and performance. Analytics-based portfolio management enables investment managers to filter information quickly, take advantage of statistical arbitrage opportunities, and smoothen out inefficiencies such as transaction costs incurred during trading and tax consequences of investment decisions. This article reviews widely used approaches to portfolio analytics, and discusses new trends in metrics, modeling approaches, and portfolio analytics system design.

Salvatore Parise, TOIM

“Understanding the Impacts of Social Media Games in Organizations”

Social-media-based games are increasingly being used by organizations to motivate, connect, and train its workforce; initiate new ways to engage and service its customers; and to innovate and generate new ideas. These games are designed with features such as badges, leaderboards, and multi-player support that motivate users by enabling a fun and challenging environment in which to explore and learn. This paper provides findings from an exploratory study that involved interviews with 52 game users, designers, and vendors across 30 organizational settings. Lessons learned and challenges with respect to game use and impacts are described.

[Back to Top](#)

BFRF Final Products Accepted

Vikki Rodgers, Mathematics and Science

“Shifts in leaf area, density and chemistry of tree seedlings in response to experimental climate change treatments”

In New England climate change is predicted to bring about large shifts in future forest regeneration patterns, which will have consequences for both the health and functioning of our natural ecosystems and profits for forestry-related industries. I will experimentally measure the impact of warming and altered precipitation on the leaf characteristics of six dominant tree species. I collected initial field data at the Boston Area Climate Experiment (BACE) in the summer of 2011, but samples must now be processed in the lab and analyzed. This work will provide important insights into the feedback processes between plants, soil and climate change.

Anne Roggeveen, Marketing

“Deal or No Deal? How Number of Buyers, Purchase Limit, and Time-to-Expiration Impact Purchase Decisions on Group Buying Websites”

Online group buying sites such as “Groupon” are one of the latest trends in internet retailing. Typically these sites offer local items at a discount, provided a minimum number of people agree to participate in the deal. In addition to highlighting the financial rewards of accepting the web offer, these group purchase sites also include information on: 1) the number of people who have already bought the deal, 2) whether a limit has been set on the number of purchasers, and 3) the amount of time before the deal expires.

Each of the aforementioned factors has been shown to have a positive impact on customer purchase intentions in an off-line environment. However in such an off-line setting, customers do not have immediate or concurrent access to information regarding all three factors. This research demonstrates that access to such information can create interaction effects, which affect how internet group buying deals are perceived. These perceptions, in turn, will impact purchase likelihood. Importantly, in some instances the positive effects associated with a factor may be eliminated. Our findings have important implications for marketers in terms of how to best position product offerings to take advantage of group buying behavior.

Joel Shulman, Entrepreneurship

“Entrepreneurs with Benefits: Stock appreciation Plus High Dividend Yields”

This paper analyzes the performance of publicly-traded entrepreneur-managed companies with relatively high dividend yields over the 2005 to 2012 time period. For the 103 firms that fit this category, we find that the portfolio generates a compounded annualized net return well above the corresponding benchmarks. Moreover, the entrepreneur plus dividend yield portfolio dominates the peer group in both rising and declining markets. In particular the up capture, down capture and risk adjusted alpha metrics for the entrepreneur portfolio plus dividend portfolio exceeds the corresponding benchmarks during all market conditions. We conclude that investors can generate superior risk-adjusted returns with an entrepreneur-based, high dividend yield portfolio during both good times and bad.

Rosa Slegers, Arts and Humanities

“Sympathy, Impartiality, and Vanity: Adam Smith’s Theory of Moral Sentiments in Business Education”

This paper proposes to use Adam Smith’s account of virtue in *The Theory of Moral Sentiments* as a framework for business ethics education. Specifically, the paper engages Smith’s account of sympathy and the impartial spectator to formulate a response to the call for a more rigorous and realistic integration of moral values in business schools. Smith himself not only expressed an awareness of the ills of commercial society but also proposed practical, virtue-based remedies for both economic and moral corruption. Because Smith is both convinced of the potential of commercial society to improve the fate of humankind and at the same deeply concerned with its potential to corrupt the individual, his ethical system (though incomplete and open to many criticisms) provides a promising framework for the education of business students. The “father of capitalism” saw sympathy as essential to moral individual behavior, even though his legacy has been dominated by his remarks on selfishness.

[Back to Top](#)

Research Chats and Programs

Throughout the academic year, the BFRF sponsors programs to support its mission. The Research Chats offer a venue for faculty to share their research activities, serve as a forum for the exchange of research ideas, and, in general, promote research within the Babson community. The eight Chats held this academic year featured eighteen different faculty members. In addition, a NVivo software program, led by a company training representative, was held for new and prospective users of the research software.

Fall 2012	Spring 2013
<p>Wednesday, September 5 Steven Gordon – TOIM “Impact of Social Media Support on Office Friendship” Nan Langowitz – Management “Early Career Outcomes: Does Gender Make a Difference?”</p> <p>Thursday, September 20 Mary Pinard, Arts and Humanities “<i>Refugia</i>: Poems in Search of the Prairie” Srinivasa Rangan & Peter Cohan, Management “Capital Rising: How Global Capital Flows Are Changing Business Systems All over the World”</p> <p>Wednesday, October 3 Erica Salvaj, Babson Global “Challenging the influential hypothesis: A network model of customer social influence value” Joel Shulman, Entrepreneurship “Investing in Entrepreneurs”</p> <p>Tuesday, October 16 Mary O’Donoghue, Arts and Humanities “Sreangscealta Beaga Baiteacha On Domhan: Small Pale Telegrams From the World” Vikki Rodgers, Mathematics and Science, “Shifts in Leaf area, density, and chemistry of Tree Seedlings in response to experimental climate change treatments”</p> <p>Wednesday, October 31 NVivo Software Demonstration Stuart Robinson-QSR International</p>	<p>Tuesday, February 5 Julie Levinson, Arts and Humanities, “Time and Time Again: Temporality, Narrativity, and Spectatorship in Christian Marclay’s <i>The Clock</i>” Anne Roggeveen, Marketing “Deal or No Deal? How Number of Buyers, Purchase Limit, and Time-to-Expiration Impact Purchase Decisions on Group Buying Websites”</p> <p>Wednesday, February 20 S. Sinan Erzurumlu, TOIM “Managing Transformational Start-Up Risks: Evidence from ARPA-E Program” Elizabeth Goldberg, Arts and Humanities, “‘Let Us Begin with a Smaller Gesture’: Human Rights and Literary Form in Chris Abani’s <i>Song for Night and Becoming Abigail</i>”</p> <p>Thursday, March 28 Patricia Guinan and Salvatore Parise, TOIM “Jump-starting the Use of Social technologies in Your Organization” Jon Hodge, Arts and Humanities, “Gals will be Gals: Dorothy’s Reproductive Capabilities and the Birth of Murder”</p> <p>Wednesday, April 10 Mahdi Majbouri, Economics “Oil and Entrepreneurship in MENA Countries: Evidence from GEM Surveys” Rosa Slegers, Arts and Humanities, “Directing Vanity to Proper Objects: Adam Smith and Business Education”</p>

Publications

During the academic year, the Babson Faculty Research Fund published ten newsletters. The newsletters keep the Babson community informed about BFRF sponsored projects and initiatives, external funding and publishing opportunities, and the latest research accomplishments of faculty members. BFRF Working Papers, the output from course release and summer stipend awards, are published on [Digital Knowledge at Babson](#) (DKB), the College’s institutional repository; DKB is designed to promote Babson based research, creative activity and other output and enable their discovery via the Web.

External Funding

The BFRF works closely with the Office of Corporations, Foundations, and Government Relations (CFGR), within Development and Alumni Relations, to coordinate efforts for external funding. All requests for external funds must be approved by CFGR. Contact [Wendy Silverman](#), Director, CFGR.

The BFRF Mini-Grant funds may support faculty who are developing and preparing grant proposals for external funding. Grants up to \$1000 each may be allocated to defer proposal preparation expenses such as travel to visit granting agencies, proposal preparation and edits, copying and mailing proposals, and other necessary expenses.

[Back to Top](#)