Appendix II-D.3

UB SCHOOL OF MANAGEMENT
RESEARCH SUPPORT

Research Committee
Fred Dansereau, Professor of Organization and Human Resources,
Chair of the Research Committee,
Associate Dean for Research
Isaac Ehrlich, Melvin H. Baker Professor of American Enterprise,
UB Distinguished Research Professor,
Chair of the Department of Economics
William Kross, Professor of Accounting
Joseph Ogden, Professor of Finance
Larry Sanders, Professor of Management Science and Systems
Nallan C. Suresh, Professor of Operations Management and Strategy,
UB Distinguished Professor,
Chair of the Department of Operations Management and Strategy
Debabrata Talukdar, Professor of Marketing

September 2010
SOM VISION OF HIGH IMPACT SCHOLARSHIP

We will be known as thought leaders in both the relevant academic literatures and management practice.

SUMMARY OF SOURCES OF SUPPORT

1. RESEARCH SUPPORT AVAILABLE FROM SOURCES OTHER THAN THE RESEARCH COMMITTEE

A. Individual Budgets (IBAs)
   The amount in an IBA may be altered based on the yearly performance review by the Department Chair. The average IBA for tenure-track faculty is approximately $3500.

B. 26 Research Assistants (RAs)
   Allocation of RAs is by department. The minimum for each Department is 4. Two additional RAs are allocated to Finance given the larger number of faculty in that Department. RAs are selected by the PhD committee and allocated to faculty by the Department Chair based on the Chair’s yearly performance review of each faculty member. The RA stipend is a minimum of $16,000 per year plus a tuition waiver.

C. Teaching Load Reductions for Research
   1. Assistant Professors receive a one-course reduction (from a typical load of four courses per year) for the first two years (renewable in the third year based on performance), plus summer salary for two years offered by the Department Chair and Dean upon hiring.
   2. Chaired Research Professors typically have a three-course load rather than the regular four-course load per year. The School of Management receives $60,000 total per year in endowment income to support all of the Chaired Research Professors.
   3. Faculty with large external grants are considered for a course reduction by the Dean.
   4. Written requests for sabbaticals that include a description of the planned activities may be made after every 6 years. The Department Chair and the Dean evaluate the proposal before they approve it and then evaluate the progress report written by the faculty member after the sabbatical.

D. Center for Relationship Marketing
   This Center, which is co-directed by Marketing Department Chair Alan Dick and Professor Minakshi Trivedi, provides access to a database that contains the complete transaction history of more than 3 million households. Currently, the Center is supporting 9 research projects. More information is available at http://mgt.buffalo.edu/CRM/.
E. University Awards for Research
The School (the Dean, with the advice of the Research Committee and Department Chairs) nominates one tenured and one non-tenured faculty member per year for the Provost’s Award for Research. In addition, Professor Isaac Ehrlich holds the rank of SUNY Distinguished Professor, Professor Nallan Suresh holds the rank of UB Distinguished Professor, and Professor Raghav Rao holds the rank of SUNY Distinguished Service Professor.

F. Special Fund to Pay Journal Submission Fees Over and Above Individual Budgets
Departmental secretaries have forms for this purpose.

G. Assistance in Locating Local Sites for Research
The Assistant Dean for Corporate and Community Relations assists in locating organizations that may support faculty research. This activity is coordinated with the Associate Dean for Research.

H. Information Technology Support
The Dean’s office covers basic IT support and maintenance charges when provided for tenure-track Assistant Professors in the first three years of their appointment. In addition, faculty working on research grants from an outside funding source who generate indirect costs can cover the charges for basic IT support and maintenance through the grant, if it is an allowable cost. Otherwise, the Dean’s office will cover these charges.

2. RESEARCH SUPPORT MANAGED BY THE RESEARCH COMMITTEE AND ASSOCIATE DEAN FOR RESEARCH

A. Summer Grants Program of $10,000 maximum per grant (Allocated $102,995 in 2009–2010)
1. Requests for proposals are issued with preference given to Assistant Professors and grant writing. The proposals are first approved by the Department Chairs and are then reviewed in a Research Committee meeting.
2. The activities funded in the last round included summer salary support for PhD students and faculty, data collection expenses, travel, and databases.
3. In the last round, awards were made to 19 tenure-track faculty members. Proposals must be targeted to a major journal or granting source. Performance is monitored through a report made by each recipient in October and by another report made when a faculty member submits a proposal to the program related to the outcomes from a proposal given previous support.
4. The proposals are evaluated based on the quality of the proposals, previous performance of each faculty member, the targeted journals, and the likelihood of success of publications. After being reviewed by the Research Committee, the proposals are graded, and the amount of the grant allocation is based on the grade of each proposal.

B. **Small Grants Program** of $2000 maximum per grant (Allocated $18,700 in 2009–2010)

1. Requests for proposals are sent to tenure-track faculty. A proposal must be targeted to a major journal or granting source. The proposals are reviewed and voted upon electronically by members of the Research Committee.

2. The activities funded in the last round included funds to (a) invite 10 speakers to give seminars and collaborate about research with the faculty member involved—all visitors were from research universities, (b) hire a copy editor, and (c) travel to collect data and collaborate.

3. In the last round, awards were made to 12 tenure-track faculty. A proposal must be targeted to a major journal or granting source. Performance is monitored by a report and request for feedback in August.

4. The proposals are evaluated based on their quality, previous performance of the faculty member, the targeted journals, and the likelihood of success.

C. **Databases**

Three levels of databases are supported by the School and Research Committee.

1. **The Core Databases** (SOM cost in 2009–2010: $92,370 less $12,000 from the UB library): The core databases are composed of three components. Two components (CRSP and COMPUSTAT) are databases that provide extensive historical stock prices and financial statements. The third component is WRDS, which makes the databases accessible.

2. **The Basic Databases** (SOM cost in 2009–2010: $21,056): The basic databases provide fundamental financial information beyond that found in CRSP and COMPUSTAT about various markets and organizations. These databases are used by faculty in the Accounting and Law Department and the Finance and Managerial Economics Department, and to some extent in other departments. The cost is shared by the department and the Dean. Listed below are the basic databases:

   AMEX and NYSE Trade and Quote (TAQ)
   NASDAQ Quotes (NASTRAQ): to 2006 only
   Global Markets data (IBES) from Thompson Financial
   Acquisitions and Mergers from Thompson Financial
   Executive Compensation (EXECUCOMP)
   Software to do event study on the CRSP data set (EVENTUS)
3. **The Individual Databases:** The individual databases are of limited interest to one or a very small group of faculty. These databases generally are funded by written proposals to the Research Committee in the small grants and the summer grants program.

   Usage of the core and basic databases is directly monitored on a regular basis and reviewed by the Research Committee and the Dean at least once a year.

**D. External Grants During 2009–2010 to Our Faculty**

Faculty made research proposals in various areas from July 2009 to June 2010 to an amount of $597,271. The final grants awarded were worth more than $250,000. In addition over 100 organizations outside the School supported SOM research either directly (for example, by offering funds or access to their organization or their data) or indirectly (for example, through donations that are used to support research).

**E. Initiatives by the Associate Dean for Research**

The mission of this position is to increase faculty research productivity and extramural research grants awarded to School of Management Faculty. The Associate Dean works with the Dean in developing policies. Below are some examples of initiatives:

1. Initiate additional continual discussions with Department Chairs, Center Directors, and the Research Committee to develop additional action plans to further enhance the research mission of the School of Management.

2. Identify funding sources in terms of both grants and donors to increase overall support of faculty research interests (for example, using Community of Scholars [COS] and the Development Office). Coordinate with the Office of VP for Research and UB2020 research initiatives.

3. Maintain the SOM web site at [http://mgt.buffalo.edu/departments/research](http://mgt.buffalo.edu/departments/research), which includes annual reports—for example, a list of funded research, all journal articles and books published for 5 years, journal editorships, a list of faculty research interests, and awards and grants.

4. Summarize for the Dean the annual research outcomes of each department and each faculty member. Provide recommendations about how to increase the quality and quantity of publications of the SOM.

5. Maintain a database that benchmarks top-tier publications. This effort assists the SOM in increasing publication quality through a comparative process and through other processes.

6. With input from the Research Committee, advise the Dean about candidates for the Dean’s Summer Faculty Fellowship based on the applicants’ previous performance and research potential.
7. Manage Provost and SUNY yearly and permanent awards for faculty research.
8. Develop policies in the area of research matters, such as the buyout of courses, computer support, and other University and School requirements as required by the central administration and the Dean and faculty.

F. The School of Management and UB 2020
The interests and activities of a number of faculty members in the School of Management overlap with, and support, several of the University’s UB 2020 interdisciplinary initiatives. The faculty members listed below collaborate with a number of faculty members from areas outside the School of Management under the umbrella of three UB 2020 initiatives:

1. Information and Computing Technology
   1) Professor Raghav Rao of the Department of Management Science and Systems in the School of Management is a member of the core committee. He received a grant from the Vice President for Research’s Interdisciplinary Research Development Fund (IRGF) to support his research in this area.
   2) Professor Kishore, Professor Ramaswamy Ramesh, Professor G. Lawrence Sanders, and Professor Raj Sharman, all from the School of Management’s Department of Management Science and Systems, are actively involved in this initiative.

2. Civic Engagement and Public Policy
   1) Professor Minakshi Trivedi of the School of Management’s Marketing Department is actively involved in the Civic Engagement and Public Policy Initiative and received a grant from the Vice President for Research’s Interdisciplinary Research Development Fund (IRGF) to support her research in this area.
   2) Professor Isaac Ehrlich of the School of Management’s Finance and Managerial Economics Department was awarded a $750,000 faculty development grant from the New York State Office of Science, Technology and Academic Research (NYSTAR). He is using the grant to establish a Center of Excellence on Human Capital, Technology Transfer, and Economic Growth and Development, which is a part of the Civic Engagement and Public Policy Initiative. Professor Ogden of the School of Management’s Department of Finance and Managerial Economics is a member of the center and a part of this initiative.
   3) Professor Debabrata Talukdar of the Marketing Department in the School of Management is actively involved in the Civic Engagement and Public Policy initiative. He received the University at Buffalo’s Civic Engagement and Public Policy Research Fellowship award for his research on economic development in sub-Saharan Africa and related policy issues.
3. **Extreme Events: Mitigation and Response**

Professor Natalie Simpson of the Department of Operations Management and Strategy and Professor Raj Sharman of the Department of Management Science and Systems are active members of the Extreme Events: Mitigation and Response Group.

G. **School Research Initiatives**

In its drive to become one of the top research universities in the country, the University at Buffalo is implementing plans to grow by as much as 40 percent by 2020, bringing it into alignment with peer institutions. Following are the three initiatives taken by the School of Management.

1. **Global Services and Supply Management:** The Department of Operations Management and Strategy and the Department of Management Science and Systems have been identified as the key providers of the UB2020 initiative. The global services and supply management initiative is an offspring of these two departments enabling faculty to advance modern information, services, and supply chain industries, and to prepare students to fulfill key roles in them. Within its MBA program, UB students will be able to choose global services and supply management as a concentration of study. This creates a distinctive curriculum that is focused on the management of IT-enabled business processes and globally distributed supply networks.

2. **Information Assurance:** The objective of the research is to create a safe and secure digital environment for business in the 21st century by improving the confidentiality, availability, and integrity of digital information. The information assurance group, within the Department of Management Science and Systems, has teamed with a multidisciplinary cross section of UB faculty to examine the safeguard of digital information, affecting primarily disaster management, electronic banking, transactional web usage, national security, and digital government and e-gov web sites. UB faculty have received more than $1.3 million in funding for research in this area, which has resulted in more than 50 related publications, including the 2007 edition of *Managing Information Assurance in Financial Services*.

3. **Futures in Finance:** Extending faculty expertise to newly emerging areas of quantitative finance, the School of Management’s two new finance master’s degree programs build on a detailed knowledge of the principles and techniques of financial decision making, valuation, and capital markets, preparing students with the skills to address intricate financial issues. These programs are designed to promote intellectual exchange between the finance industry and academia and to meet the demands of the ever-evolving financial industry.