

Entrepreneurial Research Proposal Instructions

**For use by Faculty Submitting Proposals to the
The Entrepreneurial Research Sub-Committee**

In support of

The Center for Research on Innovation and Entrepreneurship

Washington University in St. Louis

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Introduction and Background

The Center for Research on Innovation and Entrepreneurship (CRIE) is committed to becoming a premier, faculty-based research program within Washington University. Its scholarly pursuits are designed to engage faculty and students across the campus and its work will serve not only the St. Louis economic community but other academic, governmental and private sector entities nationally that are interested in advancing entrepreneurship. The mission of the Center is to generate quality research on targeted topics in the area of entrepreneurship.

Funding support has been provided by the School of Law, the Ewing Marion Kauffman Foundation, and the Skandalaris family. In 2004, three years of funding was committed totaling over \$1 million. Over \$600,000 was made available for faculty grants relating to this program. First year funding of over \$200,000 was awarded to members with the expectation that some of these projects would require multi-year financial support, but sufficient undesignated research funds remain that a new request for proposals is in order. The maximum request for any individual research initiative should not exceed \$40,000. Commitments will be made for up to two years with second year funding being contingent upon earlier year research outcomes.

CRIE's primary purpose is to direct and coordinate the research component of the University's larger cross campus entrepreneurship initiative. CRIE will also convene quarterly intellectual collaboration meetings and symposia with the goal of promoting, enhancing and sharing entrepreneurial research. CRIE is physically located in the School of Law but as an interdisciplinary center its goal is to serve the entire University community and invite participation by interested parties from outside the University.

Research awards that are made by the Center are approved by the Entrepreneurial Research Sub-committee of the University's Entrepreneurship Steering Committee. This sub-committee (see Attachment A for list of sub-committee members) is chaired by Dr. Samuel Stanley, Vice Chancellor for Research.

The University Entrepreneurship Steering Committee supports the five-year implementation of our cross campus expansion plan in the area of entrepreneurship. The Steering Committee reports to Chancellor Mark Wrighton and is chaired by Ken Harrington, Managing Director of the Skandalaris Center for Entrepreneurial Studies (SCES). In addition to research, the University-wide effort encompasses curricular, co-curricular and outreach activities that support both classroom and applied learning efforts. Faculty may receive a full description of SCES initiatives by email request to Ken Harrington at Harrington@wustl.edu.

Definition of Entrepreneurship

The Entrepreneurial Research Sub-committee's definition of ***Entrepreneurship*** is broad and meant to invite research concepts from academic disciplines that might not typically consider this topic. Our definition is meant to be more encompassing than only considering "the activities of starting a new business." Rather, the committee views entrepreneurship as a process which impacts others and causes change. For the purpose of proposal evaluations we will use the following definition:

Entrepreneurship is the process of seeing opportunities, acting passionately, and using limited resources to create new value for others. This process results in innovative discoveries, products, services, and sustainable activities that satisfy individuals while benefiting mankind.

The sub-committee's hope is that this definition appeals to faculty in all of Washington University's disciplines including law, social work, science, business, engineering, art, economics, architecture, or other areas, and that scholars from several areas will apply for funding support.

Process and Timing

The due date for applications is November 5, 2007 with awards expected by early December. Interested faculty (all faculty including new Assistant Professors are eligible) should prepare a submission following the Faculty Research Funding Application Outline and related Research Funding Supplemental Worksheet. These should be submitted in electronic form by emailing them to Karma Jenkins (kjjenkins@wulaw.wustl.edu). Proposals will be forwarded to members of the Entrepreneurship Research Sub-committee who will evaluate applications using the criteria described below. The Research Sub-committee will convene to discuss all submitted proposals and will then make awards.

Proposal requests may be made for up to three years with the understanding that funding is approved only for the first year. Funding for subsequent years will be contingent upon research results in previous years. Funding will be made on a fiscal/academic year basis. At the end of the year any unused funds must be returned to the CRIE.

CRIE hopes to engage additional foundations, agencies, and individuals with interest in funding entrepreneurial research. It is hoped that some of these efforts will increase the opportunities for additional faculty support.

Criteria for Evaluation

The strength of the proposal will be evaluated on the following four criteria.

1. Synergy with Faculty member interests and relationship to previous work
2. Significance of research and expected value of findings, including journals targeted for publication
3. Overall research project plan including references to methodology and approach
4. Relationship to the Topics of Interest that are listed below

Other factors that will be considered include engaging students or Ph.D. candidates in the research, the degree of collaboration with scholars in other disciplines, previous scholarly record, amount of interest in the broad topic of entrepreneurship as defined above, and availability of other funding (see Research Funding Worksheet).

Key intentions are to support researcher goals and to generate high quality research publishable in the best academic journals. Our hope is to publish entrepreneurial research in the literature of recognized academic disciplines that are important to the faculty member. We prefer this approach to publication in current entrepreneurial journals which most often have less scholarly weight and influence, and hope this approach will stimulate additional innovative entrepreneurial research.

Use of Funds

Faculty should complete the Research Funding Supplemental Worksheet to indicate how funding will be used. Capital expenditures for computer equipment, furniture and similar items do not qualify for funding.

CRIE awards may be used for any purpose contributing directly to the research project. Applicants are asked to estimate what percentage of the total support they wish to be reserved for tax-exempt coverage of non-salary expenses (equipment and supplies, publication costs, research assistants, travel, etc.) When the Research Assistant is a graduate student at Washington University, the stipend rate should ordinarily be approximately \$1,000 per month, and the proposed work must be done between May 16 and August 15 in the summer for which the grant is awarded. The assistant's specific role in the project must be described. Early in the spring semester, special departmental accounts will be established for recipients to handle these expenses. With normal monitoring by departments of bills and receipts, this portion of each grant will be tax-free to the recipient. As mentioned earlier, at the close of the academic year following the summer for which the grant was awarded, any remaining balance in the research account will revert back to CRIE.

An additional portion of the grant, minus withholding for income and social security taxes, may, in rare cases, be paid directly to the recipient as summer salary; since such salary is supplemental to the regular salary of the recipient, it is not eligible for inclusion in the University annuity plan. The CRIE prefers to allocate resources to cover research and travel expenses, as opposed to summer salary. Any request for summer salary must be carefully explained and justified. In those exceptional cases where summer salary is awarded, applicants should be aware that once the grant is split into Research and Salary components, the proportions cannot be changed.

Topics of Interest

The Entrepreneurial Research Sub-committee hopes to receive proposals from faculty or interdisciplinary teams representing diverse disciplines such as art, economics, political science, engineering, social work, law, business and the sciences. CRIE is particularly interested in research relating to the following topics and areas:

- Innovation and/or productivity in organizations, including for-profit, not-for-profit, government and education types
- Tech transfer, including the relationships between scientific discovery, law and business
- How entrepreneurs learn
- Women and minorities as entrepreneurs
- Economic development policy and how entrepreneurial activity impacts growth, wealth and mankind.