Université Concordia University | John Molson School of Business

National Bank Initiative in Entrepreneurship and Family Business

Call for proposals

Entrepreneurship and Family Business

The National Bank Initiative in Entrepreneurship and Family Business is funded by a generous endowment from National Bank and one of its purposes is to provide funding to contribute to knowledge creation in the field of entrepreneurship and family business.

Deadline for submission: 5 p.m. Friday, May 8, 2015
Funding decisions will be announced no later than June 15, 2015

The Initiative encourages research that leads to articles in academic journals and is relevant to practitioners (business owners and managers, banks, investors, advisors, etc.). All funding is subject to JMSB and university rules and regulations in terms of allowable expenses.

For the purpose of this call, entrepreneurship encompasses start-ups and entrepreneurial businesses of all sizes (small, medium and large), and family business denotes family-owned/managed businesses of all sizes (small, medium and large).

Proposals should focus on applied research. Relevant topics include:

- Challenges faced in creating and/or managing a small/medium sized enterprise (SME) (Small business management; Growing the business and delegating; Hiring; Financing; Sales and marketing);
- Strategy in entrepreneurial businesses (Long term strategies, growth vs. survival; Processes and outcomes of corporate entrepreneurship; Internationalization and global sourcing);
- Financing the business (Analyzing needs; Identifying alternative financing solutions including debt or equity financing; Understanding the role of cash; Bringing in equity partners);
- Human resource management (Hiring and retaining employees; Successful HR practices and strategies);
- Gender diversity (Presence, role, and effects of women in ownership/management/ governance);
- Accountancy and taxation (Financial and management accounting in entrepreneurial/ family businesses; Tax implications in business transfer/sale);
- Family/business issues (Avoiding and dealing with conflict amongst family members; Establishing rules of entry and managing expectations of the next generation);
- Transferring the business (Transferring ownership, and being able to cash out at the same time; Identifying the right timing for succession; Understanding the perspective of the successor; Bridging across generations through trust and communication; Understanding the role of outsiders in advising and facilitating transition; Managing the wealth of the family);
- Selling the business (Preparing a family business for possible sale and identifying suitable buyers);
- Long term sustainability (Identifying the long term sustainability of a family business; Understanding how to sustain local businesses in Québec);
- Human resource management (Retention of key non-family human resources);
- Marketing (Marketing strategies and practices in family firms; Developing and promoting a family-based brand identity).

Applicants

All JMSB faculty members are invited to submit proposals for research projects.

General Guidelines

- Please use 12 font and 1-inch margins.
- Include the affiliations, addresses, and e-mail contacts of all researchers.
- Please submit your proposal as a Word document or PDF file.
- The Initiative may consider projects already funded by another granting agency. Such application should include full disclosure and justification for the additional funding request.
- Funding of up to $10,000 will typically be provided for a project.

Proposal Content

Proposals must be no more than 5 single-spaced pages. The summary, bios, and other appendices/exhibits will not be counted toward the page limit. Submissions should include:

1. A one-page summary of your proposal written for a lay audience;
2. Expected contributions to the literature and practice of entrepreneurship and family business;
3. Research objectives;
4. Proposed research design and methodology;
5. Intended deliverables;
6. Timetable with dates of key milestones, and expected completion date;
7. Detailed funding needs (itemized budget).
8. One-page bio for each researcher, with a list of recent and relevant publications, work in progress, and funded projects.

E-mail your proposal to:

Alexandra Dawson, Director, National Bank Initiative in Entrepreneurship and Family Business (alexandra.dawson@concordia.ca) no later than 5 p.m. Friday, May 8, 2015.

Evaluation

Proposals will be evaluated by the Scientific Committee of the National Bank Initiative in Entrepreneurship and Family Business. Criteria for evaluation will include:

1. Fit with the criteria and topics of the Call for proposals;
2. Relevance and usefulness to the field of entrepreneurship and family business;
3. Originality of the proposed research;
4. Ability of the researcher(s) to complete the research within a realistic timeframe.

Conditions

Funding will typically be for a year. Recipients are required to submit a final report to the Advisory Board of the National Bank Initiative in Entrepreneurship and Family Business once the project is completed (and after the first year of work if it extends beyond a year). Key results may be disseminated electronically, for example through the webpage of the National Bank Initiative in Entrepreneurship and Family Business or the webpage of the donor, National Bank. Recipients are also expected to disseminate their results within the community, and must acknowledge the financial contribution of the National Bank Initiative in Entrepreneurship and Family Business in their oral or written communications. Recipients may be asked to make a brief oral presentation to the Advisory Board.