The Fletcher School’s Institute for Business in the Global Context (IBGC) was founded in recognition of the need for a new approach to the study of international business and capital markets—one that prepares global business leaders with essential “contextual intelligence.” Through our core activities—education, research, dialogue, and lab—the Institute provides an interdisciplinary lens through which global markets and the underlying drivers of change can be understood. The IBGC houses the Master of International Business (MIB) degree program and the Council for Emerging Market Enterprises (CEME). The IBGC is also responsible for corporate outreach and relations, student recruitment and internship/job placement, executive education program development, and a series of events and lectures open to the Fletcher community throughout the academic year.

As a component of its research activities, the IBGC provides modest fellowships to Fletcher degree candidates in support of travel and primary research that explore topics directly relevant to international business and emerging market enterprises. We encourage students to work with IBGC staff and Fletcher professors to craft a research plan and deliverables which may also be used to fulfill academic or thesis/dissertation requirements. In addition, the IBGC considers student research to be a valuable contribution to program development and resource content, and may choose to feature selected student projects on its website or in its publications. Some student projects may be used to enhance existing or develop new IBGC initiatives. The core goals/focus of the research should be relevant to one of the topic areas listed below.

Relevant Topics:

- The IBGC’s four core research areas: Country Management and Doing Business in BRICs; Inclusive Growth; Innovation and Change; and Sovereign Wealth Funds and Global Capital Flows (for full descriptions of these research topics, please visit our website at http://fletcher.tufts.edu/ibgc).
- Core international business topics as covered by Fletcher faculty or fields of study
- Research supporting entrepreneurial ventures that are well aligned with Fletcher’s academic strengths (the IBGC does not envision funding as being used for seed or startup money, but rather for market research/product pilot testing only).
Guidelines for IBGC Fletcher Research Fellowships:

- **Activities supported:**
  The IBGC will support projects that result in:
  - Capstone or dissertation research
  - Case studies
  - Costs related to presentations at panels or conferences
  - Market/field research for business plans, especially in emerging markets

  The IBGC will *not* support:
  - Cost to attend conferences as a participant/observer only
  - Direct internship costs (though applicants may propose research that is performed at a site of an internship and/or research that is tied into a summer internship; if research is to be performed in conjunction with an internship, IBGC will request documentation from an internship coordinator to assure that the employer is aware of your intention to perform personal research and to assure your ability to produce a non-confidential research deliverable for the IBGC).

- **Review and notification:** Following each application deadline, the IBGC Selection Committee will review each application and make award determinations based on quality and appropriateness of projects proposed, student status (preference is given to continuing students), and availability of funds. Award amounts will be determined by relevance to IBGC core topics, depth of research proposal and methodologies, and available funds. Notifications will be made within three weeks of each deadline.
  - **Please note:** Per the template provided, if proposed research involves human subjects and/or interviews, surveys, or interaction taking place with non-executive subjects, the IBGC requires proof of approval or exemption from the Tufts University Institutional Review Board (IRB). Applications cannot be considered without a documented final IRB decision. For IRB guidelines, please visit [http://www.tufts.edu/central/research/IRB/](http://www.tufts.edu/central/research/IRB/).

- **Award disbursement technical information:** Research awards will be disbursed as reimbursements once travel has been completed and/or other budgeted expenses have been incurred. This means that students will be responsible for covering up-front costs and then submitting detailed expense documentation after their travel/research completion in order to receive reimbursement. Awardees will be required to sign an IBGC research agreement and will be responsible for appropriate expense report documentation and completion per Tufts University guidelines, available at [http://finance.tufts.edu/accpay/?pid=39](http://finance.tufts.edu/accpay/?pid=39).

- **Post-award requirements:** Upon completion of travel and research, awardees will be required to complete the expense report process outlined above and provide an initial report of project progress in order to receive their funds. At the close of the award period, a final deliverable to be published on the IBGC website and to be determined by the researcher and IBGC staff (i.e., a research paper, market study, or other comparable product that can be used to enhance IBGC programs and resources) is required to be submitted before the student graduates from The Fletcher School, and no later than 6 months after the award has been made.
Applications are accepted on a rolling basis and are due at least one month prior to intended departure date or start of the research project

Please include in a single document the following:

1. **PROJECT SUMMARY (please limit to 2 pages maximum):**
   a. Abstract of the proposed research initiative and objectives;
   b. Project’s unique approach, significance, and specific relevance to IBGC topics of interest;
   c. Methods to be employed, including planned travel, interview, survey, other research and specific contacts, questions, or goals within each method;
   d. Project timeline and milestones (not to exceed 10 months);
   e. Planned use of the results and final deliverable due to IBGC at close of award period (i.e., capstone summary, case study, etc.)

   **Note:** Final deliverable is due before student graduates from Fletcher

2. **BUDGET (please limit to under 1 page):**
   This section should include the following:
   a. **Travel:** Include travel purpose, location, length of stay, and estimated cost of each trip, including conference attendance, transportation, lodging, and all related costs. Per diem and lodging rates for domestic and foreign travel may be estimated according to the U.S. federal government standard rates (available at [www.gsa.gov/perdiem](http://www.gsa.gov/perdiem)), or GSA rates can be used as a benchmark and scaled at a lower rate depending on travel method/expectations.
   b. **Other:** materials used directly in research (i.e., survey translation and reproduction, equipment for use in pilot projects)
   c. **Total Amount Requested** and additional funding secured, if applicable

   **Note:** IBGC funds are not to be used for:
   - General or personal expenses (i.e., personal computer or phone; visa processing)
   - Compensation (i.e., for research assistants, developers, or personal time spent on project)
   - Conference attendance fees
   - Costs to attend an internship

3. **ADDITIONAL DOCUMENTATION:**
   a. **Applicant CV/Resume.**
   b. **Internal Review Board documentation.** Documentation of an approved or exempted IRB decision is **required** for the proposal to be considered if human subjects will be used in research; full Fletcher IRB guidelines and related forms are available at [http://www.tufts.edu/central/research/IRB/](http://www.tufts.edu/central/research/IRB/). Proposals that contain interviews or data gathering and interaction with non-executive subjects will not be considered without documentation of IRB approval or exemption.

Please forward your proposal via email to:
Ms. Agnes Hatley
Administrative Assistant
Institute for Business in the Global Context, The Fletcher School
Email: agnes.hatley@tufts.edu / Subject: IBGC Research Award Proposal
For inquiries or appointments, please contact the IBGC via telephone: 617-627-4417