Preparing for the Global Dimensions of Research: A few lessons from the trenches.
• Use a “big project” approach, where you identify a significant topic, which has both theoretical and practical policy applications.

• This will permit developing excellent theoretical pieces publishable in premier journals as well lesser pieces, which could be published for the benefit of colleagues and incorporated into your teaching mission.
Why Big Projects?

- Global research is expensive and with high fixed costs up front.
- A typical travel budget is $2500–$5000 per trip.
- Setting up a project is time consuming as you first need to build a relationship.
Basics of Global Research

• Wherever possible, your research should involve cooperation with authors in different institutions and countries.
  – This will to avoid what Nancy Adler has called the “Parochial Dinosaur” problem.
  – In this problem research from one country’s perspective excludes the possibility of other unseen alternatives.

• Remember your fellow researchers in other countries may operate in different structures.
Be Aware of Your Colleagues Culture (this is the WVI View)
A Hofstede Cultural Summary

America Latina: Hofstede

The diagram above illustrates the cultural dimensions of different countries in Latin America as measured by Hofstede. The x-axis represents the countries, and the y-axis represents the scores in the following dimensions:

- idv (Individualism vs. Collectivism)
- uai (Uncertainty Avoidance)
- pdi (Power Distance Index)
- mas (Masculinity vs. Femininity)

Each country is color-coded according to these dimensions, allowing for a visual comparison of cultural values across the region.
Different Structures?

• Many non US Academics are primarily teachers (Deans even teach in most of Latin America)
• Many will have their own businesses (the Globalsym story)
• Most will be making base salaries that are less than you.
How do I find these folks??

• Conferences, preferably small conferences, such as the BALAS conference.
• Looking at who writes articles in your area and write emails to them.
• Choose a specialist geographical region (if your Latino - you are unlikely to have success in China like you will have in Chile).
What should I do once I find them?

• Invite them to your campus
• Do some library work for a non US colleague particularly in LAM or Africa they don’t have the online library resources we have at UTEP.
• Build a social relationship
• Family matters- Learn who is their Abuelita.
• Remember. There are no instant partnerships.
How am I going to Fund this (dude)

• Fulbright has a range of programs
• [http://us.fulbrightonline.org/about/types-of-grants](http://us.fulbrightonline.org/about/types-of-grants)
Fulbright Examples: Fulbright Study and Research Grants.

• The study/research grant category includes projects in both academic and arts fields.
• The study/research grants are available in approximately 140 countries.
• Applicants for these grants design their own projects and will typically work with advisers at foreign universities or other institutes of higher education. Program requirements vary by country, so the applicant’s first step is to familiarize themselves with the program summary for the host country.
• Creative and performing arts applicants are required to submit supplementary materials based on their disciplines.
Example II: Fulbright Business

- **Finland**: One Fulbright/Lappeenranta University of Technology graduate award is available for a student in the fields of business or technology. The award is primarily aimed at students who wish to complete a full Master’s degree at Lappeenranta University of Technology.

- **Mexico**: Thirteen Binational Business Internships to enhance knowledge, expertise, and understanding of post-NAFTA Mexico are available for students interested in combining coursework in international business or law with an internship at a Mexico-based company conducting international or legal business.
Example II: Fulbright Business

• Netherlands: One NAFTA/Fulbright Duisenberg School of Finance grant will give a student access to a premier private finance school located in the heart of Europe with world-class faculty and direct links to industry leaders in the world of finance. Duisenberg School of Finance offers MSc programs in Finance and Law, Asset Management, Risk Management, Corporate Finance and Banking, as well as an LLM in Finance and Law and a Ph.D. in Finance.

• Spain: Fulbright/Instituto de Empresa Grants: One award for full-time study in a one-year International MBA program; One grant for a Master’s in International Management.
Fulbright Clinton

• The J. William Fulbright - Hillary Rodham Clinton Fellowship will allow fellows to serve in professional public-policy-related placements in foreign government ministries or institutions and to gain hands-on public sector experience in participating foreign countries, while simultaneously carrying out an academic study/research project.
Once you graduate and are either a faculty member or Post Doc

- [http://www.cies.org/programs](http://www.cies.org/programs)
- Example:
- **Postdoctoral Research Grants in Public Health**
  - Fulbright-Fogarty U.S. scholar grants have been newly established to promote post-doctoral research in public health in resource-limited settings. Apply to participate in conducting current research at sites affiliated with the Fogarty International Center (FIC) of the U.S. National Institutes of Health.
  - For 2015-2016, sites in eight countries - **Bangladesh, Botswana, Ghana, Kenya, Malawi, Peru, South Africa** and **Zimbabwe** - will host post-doctoral research scholars. Fulbright grants will fund nine months of research in each of these countries, except Peru, where Fulbright grants will fund four months and FIC will seek to arrange funding for the remaining five months. Scholars who received their Ph.D. or other appropriate terminal degree within the past five years are eligible to apply.
• The Fulbright Specialist Program (FSP) promotes linkages between U.S. scholars and professionals and their counterparts at host institutions overseas.

• The program awards grants to qualified U.S. faculty and professionals, in select disciplines, to engage in short-term collaborative two- to six-week projects at eligible institutions in over 140 countries.
The Actual Research Process

• Determine what you want to find out.
• Evaluate what the place you are going to can offer.
• Do note assume all schools are the same as in the USA.
The Actual Research Process

• Usually the top schools will be besieged by top US schools so you need another route.
• Be very careful that you and your colleague(s) understand exactly what's required.
  – For Example some of my colleagues don’t understand why I use MBA’s because its not very big in their country
  – If your using student subjects understand their profile for example Chilean students will typically be form Chile but Australian and UK will not.
The Actual Research Process

• Be prepared to explain some US practices such as Human Subjects approval which is uncommon outside of the Anglo-American world.

• Understand the unique quirks of the system:
  – Australians and Chileans really don’t work on Sunday whereas Americans do.
  – What is the language spoken and how well.

• Be prepared for surprises (Chinos and Chilenos Paper)

• The US embassy will typically be of absolutely no help to you.
Why do you do this...

• Great Friends
• Decent Food and Wine
• Interesting opportunities which may be unavailable in the US
• Unique Insights not available from a distance.
• A chance to do something for others but also to learn how challenges are faced and what we can do in the USA.
A Few Examples of Projects I

  – Data Collected in Asia/North America
  – Funded by a Canadian Grant
  – Met Dr. Sharp and a Conference
  – I used a connection in Singapore to collect that data and Dr. Sharp did the same in HK, Malaysia and Pakistan
  – Dr. Chen was Dr. Sharp’s doctoral student he collected the Chinese data wrote the final draft.
A Few Examples of Projects II

  – Data in Mexico from Dr. Huerta
  – Data in Chile collected and coded by a former student in Chile at classes from 2 other friends
  – UK Data collected by Dr. Yeo who we recruited via a list serve.
  – US Data Dr. Lewis and Dr. Huerta
A Few Examples of Projects III


  – Started as a study of Australians and Chileans ended as a study of Chinese and Chileans (Why??)
Any Questions