Andy Schmulow Awarded Visiting Research Fellowship

Lecturer Andy Schmulow from the School of Accounting and Law was recently made a Visiting Research Fellow in the School of Business Law at Curtin University of Technology in Perth. There was considerable competition for the Fellowship, and a rigorous system of review of CVs and published work. Certainly some of Andy’s recent efforts in promoting and discussing his research no doubt impressed Curtin. Last semester Andy was invited to address colleagues at 6 different Australian Universities in Perth, Adelaide, Canberra, Sydney, Melbourne and Brisbane on his PhD research. The trips were fully funded by the host university. In addition to this he was also invited to, and presented a seminar, at the National University of Singapore. Andy has recently published a shortened version of his PhD as a book chapter in an edited monograph funded by an ARC large grant through his supervisor Prof Tim Lindsey at Melbourne University.

Curtin University awarded Andy a fellowship of almost $3,000, to spend two weeks there as a visiting research fellow in late January to early February 2003 conducting research with colleagues into issues related to his PhD research into deposit insurance as a market-mechanism alternative to prudential regulation of banks, which is the basis upon which he was awarded the Fellowship. Andy’s research with colleague John Maltas from Curtin investigates policy-only insurance as a market-mechanism alternative to prudential regulation of insurers - the case of APRA and HIH. Already the ANU has invited Andy to present a seminar on his research findings later this semester. It is anticipated that this fellowship will also lead to ongoing research collaboration between RMIT and Curtin.

Congratulations and well done Andy!

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Commercialising your Research - Entrepreneurial Process Workshops

Are you interested in exploring the commercial potential of a research project? The RMIT Centre of Excellence in Entrepreneurship is holding a workshop program for staff and research students with opportunities or ideas which they are interested in commercialising.

The program, which runs over two half days, covers topics including: identifying opportunities in ideas, the business concept, the market, financial issues, developing a business plan, and turning the proposal into a real business.

The program will be presented by Peter Sheldrake, Professor of Business Entrepreneurship. Peter has worked in the private, government and not-for profit sectors, as well as the university sector. He was a chief executive for twelve years, and prior to joining RMIT in 1997, spent nine years at the Australian Institute of Management. He has written various books and articles, and is a regular speaker, conducting workshops and programs on strategic leadership and related issues nationally and internationally.

The Entrepreneurial Process Part 1
Date: Friday 14 March
Time: 9.30am – 12.30pm

The Entrepreneurial Process Part 2
Date: Friday 4 April
Time: 9.30 – 12.30
Venue: RMIT Business, Building 108 (239 Bourke Street). Participants will be advised of the exact location after they register.

RSVP: Please email Emma Brown, (emma.brown@rmit.edu.au) by Friday 7 March to reserve your place. Please indicate your School or other work group and whether you are a staff member or a research student. As places are limited, early registration is recommended.

Opportunity for Research Students to Promote Your Research

Postgraduate Forum is a monthly feature appearing in the Australian tertiary sector newspaper, Campus Review. It features work by postgraduates. All you have to do is write up a summary of up to 1,500 words about your on-going or completed research in a way that is clear and concise, and it will be considered for publication in the Postgraduate Forum.

The deadline for the first Postgraduate Forum of the year is March 18.

It is a great way to begin or enhance a resume of printed works. Campus Review has a readership of about 85,000 throughout Australia, Asia-Pacific and New Zealand. It is read by academics, researchers, postgrads, policy makers, teachers and politicians.

The editor of the Postgraduate Forum section is David Myton (davidm@camrev.com.au or 02 9936 8668), and he welcomes contributions from all postgraduate students.
Research Funding Opportunities

For details regarding other current research funding opportunities please visit the Research & Development Funding website which provides a list of grants, awards, scholarships and fellowships available to staff and students and is updated weekly at:
http://www.rmit.edu.au/browse?SIMID=jg30k3i1c6l

Also for a listing of scholarships available please visit the Joint Academic Scholarship On-line Network (JASON) website. JASON is an on-line database of scholarship information for postgraduate students. For further information please visit:
http://jason.unimelb.edu.au

Harvard University: Graduate School of Arts & Sciences Visiting Fellows

The sponsor offers Visiting Fellow status to persons holding a doctoral degree (or its equivalent) or those with comparable professional experience at the Graduate School of Arts and Sciences.

Further details of the awards are available on the following website: http://www.gsas.harvard.edu/nondegree/visiting.html

Closing date: 1 March 2003, 1 October 2003.

Department of Foreign Affairs and Trade: Australia-India Council Grants

The AIC supports activities designed to promote a greater awareness of Australia in India and of India in Australia, including visits and exchanges between the two countries, and development of institutional links. Any party whose project meets the sponsor’s objectives may apply. Program categories include: Australian studies; commerce; education; Indian studies; institutional and network links; international relations; performing & visual arts; print & electronic media & film; public awareness; science & technology; and sport.

For further information visit: http://www.dfat.gov.au/acc/

Closing date: Applications should preferably be made at least six months in advance of the starting date of the proposed activity to enable consideration by Council meeting (normally three or four each year) and to allow adequate time for the relevant financial procedures.

Department of Foreign Affairs and Trade: Australia-China Council Grants

The Australia-China Council aims to promote Australia’s national interests in China through furthering a greater awareness of Australia in China, and building a greater awareness of China in Australia, with particular emphasis on customs, cultural and ethical values, business priorities and contemporary issues. The Council supports activities in the following key areas: education; culture and publishing; and business.

For further information visit: http://www.dfat.gov.au/acc/

Closing date: Applications should preferably be made at least six months in advance of the starting date of the proposed activity to enable consideration by Council meeting (normally three or four each year) and to allow adequate time for the relevant financial procedures.
Ian Potter Foundation: Travel & Cultural Trust - Travel Grants

The sponsor provides small travel grants to institutions to assist early career staff members to attend overseas conferences, pursue their research studies overseas, have the opportunity to gain further experience overseas and meet their peers in the international scene. Domestic travel and support for conferences within Australia and New Zealand which do not have international status are not supported.

For further information visit: http://www.ianpotter.org.au

External closing dates: Applications are accepted four times a year 3 February, 1 May, 1 October and 3 November 2003


The sponsor provides funding for scholarships and short term visits.

For further information visit: http://www.daad.de

Closing dates: Various

What’s New in the RDU Library

External Working Papers


Book Review

Procurement Strategies: A Relationship Based Approach, by Derek T. Walker & Keith Hampson.

Construction has been an industry characterised by disputes, fierce competitiveness and fragmentation - all major obstacles to development. Now, however, a relationship based approach to project management, through partnering and alliancing, aims to bring about a fundamental change.

This book addresses the critical relationship issues for a more collaborative and sustainable construction industry. It looks at how project procurement and project alliancing partner selection works, and how risk and crisis resolution are managed. It provides readers with guidance and models on how to put a relationship-based approach to procurement into practice, drawing on specific prototypes from an actual, successful project that can be adapted.
Key features:
* substantial interest worldwide on improving procurement methods for construction;
* this book examines relationship issues of partnering and alliances;
* aims to reduce disputes and confrontational attitudes which have dogged construction for many years;
* provides models and specific prototypes for putting a relationship-based approach to procurement into practice.

## Business Research Interns Kick Off for 2003

The Research Development Unit is pleased to announce details of the first meeting of the Business Research Interns Group for 2003 which all researchers within the Faculty plus any other interested people are invited to attend. The following presentations will be given at the meeting:

**Youngmi Choi**, Masters by Research candidate from the School of Business Information Technology, will present on:
“The Use of Information and Communication Technologies by the Boutique Fashion Small and Medium Enterprises in Melbourne.”

Also **Dr. Roslyn Russell** who is a Senior Research Fellow in the RDU will be discussing some of her research projects she is currently involved in to do with social entrepreneurship and:
“A case study of corporate social entrepreneurship ‘community partnership accounts’”

As usual there will be group discussion about dimensions of the current research being undertaken by the presenters following each presentation.

- **Date:** Monday 17 March
- **Time:** 12.45 to 1.45 pm (B.Y.O lunch)
- **Venue:** 108.17.91
- **RSVP:** By Friday 14 March to Ebony Rea at ebony.rea@rmit.edu.au

Hope you can make it!

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Emily Tropea, Administration Assistant  
Ebony Rea, Administration Assistant  
Allison Dutka, Research Student Admin. Officer  

The aim of this newsletter is to keep staff informed of research activity within RMIT Business and of research opportunities both outside and within the faculty. If you have any contributions (we are always interested in research or researchers for our feature article) that you think would be of interest to the faculty please contact Bronwyn Coate at the RDU.

The Business Research News is also available for viewing on the RDU's web site shortly after it has been distributed in paper form. The web site also contains information for research staff and students including the RDU's library holdings.