Broadening Research and Instruction in Negotiations Grant (BRING)

Offered by the Thurmond Negotiations Lab

I.   **Overview:** The purpose of BRING is to incentivize ODU faculty, post docs, and doctoral students across campus to engage in inclusive negotiations research, instruction, and community outreach. There are several options relevant to this purpose:

   a. *Theoretical research into the negotiation process*: We would like to encourage research in any discipline to explore the process by which people negotiate. This research should be theoretical and relevant to the dyadic interaction between negotiators. Relevant issues might include studying the effectiveness of specific negotiation tactics, understanding the call-response-acknowledgement communication between negotiators, reviewing level of analysis in negotiation research literature across disciplines, understanding how stereotyping between negotiators influences the negotiation, or any other topic that improves negotiation theory at the dyadic level of analysis.

   b. *Negotiation education research*: Negotiation education research should focus on methods for providing negotiations education to all kinds of people (e.g., K-12 education, college education, outreach to people in the community, etc.).

   c. *Community Outreach*: Many people in the Hampton Roads community and beyond could directly benefit from negotiations education. We would like to financially support qualified individuals to provide instruction in the community to any group who might benefit.

II.   **Proposal Deadline**: November 1st, 2021 (by email aarndt@odu.edu)

III.   **Award Information:**

   a. *Estimated Number of Awards*: Varies, depending on availability of funding.

   b. *Anticipate Amount of Awards*:

      i.   Awards will be made up to $3,000 for solo projects, $4,000 for projects with two authors, and up to $5,000 for projects with three or more authors.

      ii.   Allowable expenses include a stipend for faculty and graduate students (taxable), supplies and minor equipment (non-taxable), and travel costs related to the project. All expenses will be conducted through the university financial system (e.g., university payroll for support, college fiscal tech for purchasing

equipment, Chrome River for travel, etc.). Awards will be paid out during the spring semester.

   iii. It is understood that most research projects will not be published in a single year. Applicants should set reasonable goals for their project with the understanding that they will be allowed to resubmit ongoing projects for later years.

IV. **Eligibility information**

   a. *Who may apply*: Eligible applicants are ODU faculty, post docs, and doctoral students/candidates.

   b. *Co-PI permitted*

   c. *Limit on number of applications*: One proposal per academic year.

   d. *Additional eligibility requirements*:

      i. BRING awards may not be used to fund research/projects/outreach for which an applicant is already receiving or will receive funding support.

      ii. Applicants must submit a BRING Cover Sheet form signed by their Department Chair (and Dissertation Chair or Postdoc Supervisor if applicable) along with their full proposal.

      iii. For doctoral candidates who fund their dissertation research, preference will be given to those who have successfully defended their proposal.

   e. *Progress reports for funded applications*

      i. *For research projects*: The PI is committing to submit a brief progress report for three years by email (aarndt@odu.edu), due by January 15th each year.

      ii. *Doctoral candidates*: Awards used to fund dissertation research must still submit progress reports even upon graduation.

      iii. *Failure to report*: In the event that a researcher fails to submit a yearly progress report, we will contact the Department Chair (and Dissertation Chair if applicable) for more information.

      iv. *For outreach projects*: The PI is committing to submit a final report clearly indicating the project outcomes, due one year after receiving funding by email (aarndt@odu.edu).

V. **Proposal preparation and submission instructions**

   a. *Procedure*: BRING proposals must first be evaluated by the Department chair so please allow sufficient time for the chair to review the proposal and provide supporting comments.

   b. *Cover Sheet*: The BRING Cover Sheet provided online must be downloaded and completed. Please ensure that all required signatures are present.

   c. *Narrative Language*: The BRING program is intended to foster inclusive negotiation research, education, and outreach across campus. The proposal should be written so that reviewers in others disciplines, who might use different terminology, can easily understand it. Please avoid or define terminology that may be unfamiliar to reviewers outside of your discipline.

d. *Inclusiveness***:** In addition to assessing the quality of the proposal, priority will be given to projects that have clear and practical implications for groups that have been excluded or marginalized in society, and/or overlooked by negotiation researchers/educators. These groups may be defined by a variety of factors such as socio-economic status, race, gender, sexual orientation, age (e.g., senior citizens or children), religion, or a combination of these factors.

e. *Proposal Format***:** Proposal documents must in Times New Roman 11- or 12-point font, with 1-inch margins. The proposal must include sections the sections shown below including the BRING Cover Sheet form, Abstract, Narrative, and Curriculum Vitae that includes a list of current and recently funded grants. Appendices are optional.

    i. *BRING Cover Sheet form*. (serves as cover letter)

    ii. *Abstract* (one page, single spaced, does not count toward page maximum)

    iii. *Narrative* (five pages maximum, double spaced, 1 in. margins, font 11- or 12-point). Use the subsection headings shown below.

        1. *Background and Rationale*: Describe the importance and background for the project. Provide enough information so that an individual not directly involved in the particular area of scholarship can assess its significance.

        2. *Project Goal(s) and Objective(s)*: Goals include broader aims of the project in the context of the field. Objectives include narrowly defined, tangible experiments and/or products of the work.

        3. *Measurable Outcomes*: Please clearly define the outcomes that you hope to achieve and provide metrics for evaluating your achievement.

            a. For research, this might be submission to conferences, journals, or additional grant funding, and

            b. For outreach, this might include participant opinion surveys, practical skills assessments, or testing.

        4. *Study Design/Methodology*: Provide a detailed account of methods and approaches that will be used to achieve project objectives. If the project involves animal use, human subjects, or intellectual property issues, indicate how compliance with University policy will be achieved. Institutional Review Board approval is not required at the time of application.

        5. *Time Table***:** Provide a brief timeline of project objectives.

        6. *Budget and Justification*: Applicants may ask for $3,000 for solo projects, $4,000 for projects with two authors, and up to $5,000 for projects with three or more authors, for one year (January 17, 2022 - January 13, 2023). Allowable expenses include stipends, supplies and minor equipment, and travel related to the project. All proposed expenditures must be clearly justified in this section.

    iv. *Curriculum Vitae* (two pages, 1 in. margins): Highlight work and products relevant to this application. In addition (outside of two-page limit), please include a list of current and recent grants and pending applications, including agency, amount requested, and project period. If you have no current or pending grant applications, please clearly state.

    v. *Appendices*. Figures and references may be included, but must not exceed 5 pages.

    vi. *Submit via email*: Please email your proposals to Aaron Arndt aarndt@odu.edu with the PI name and "BRING proposal" in the subject line.

VI. Review and selection process

  a. *Proposal Review*:

    i. Proposals submitted in response to this program solicitation will be reviewed for compliance with program requirements.

    ii. Proposals will be evaluated by the Thurmond Negotiations Lab Review Committee which will include no fewer than 3 faculty representatives with relevant knowledge and expertise, each from a different college.

  b. *Proposal Review Information Criteria*:

    i. Proposals will be ranked by the review committee according to the following criteria:

      1. Quality of the plan.
      2. Ability for the lay person to comprehend the proposed project based on writing of the proposal.
      3. Potential impact(s) of the project.

    ii. As mentioned previously, priority will be given to projects that have clear and practical implications for groups that have been excluded or marginalized in society, and/or overlooked by negotiation researchers/educators.

    iii. Preference will be given to those who are not prior recipients.

VII. Award Administration Information

  a. *Notification of the Award*: Notice of BRING awards for the upcoming academic year is generally made in December.

  b. *Obligations of Award Recipients*: Faculty members are expected to comply with the reporting requirements and follow through with their plans.

  c. *One year residency*: Funding is contingent on the applicant's commitment to remain at ODU for at least one year. The applicant must notify the Office of Research if this status changes.

  d. *Acknowledging the Thurmond Negotiations Lab*: Recipients are expected to acknowledge the support of the Thurmond Negotiations Lab when publishing or making presentations as a result of this award.

    i. For publications, the following statement can be used: *This work was supported by a Broadening Research and Instruction in Negotiations*

Grant (BRING) from the Thurmond Negotiations Lab at Old Dominion University, Norfolk, Virginia, USA.

ii. When making presentations with slides or handouts, please include the Thurmond Negotiations Lab (TNL) logo or acknowledge the TNL sponsorship. A PNG of the logo is available upon request from aarndt@odu.edu.

2021-2022 AWARD TIMELINE	
9/15/21	The call for proposals will be posted.
11/1/21	Deadline for submission of proposals to the TNL
12/1/21	Notification of successful applicants
1/17/22 - 1/13/23	Award period