

**Third Annual IACMR Li Ning Dissertation Proposal Grants**  
**Call for Proposals**  
(Deadline: March 1, 2012)

**Context-Sensitive Management Research in China**

The IACMR Li Ning Dissertation Proposal Grants, sponsored by Li Ning Company, encourages doctoral students to conduct dissertation research that either uses existing theories with appropriate contextualization to analyze Chinese management phenomena, or develops context specific theories to explain unique Chinese management phenomena. There will be five grants of 10,000 RMB each for the first prize dissertation proposals, and five grants of 5,000 RMB each for the second prize dissertation proposals. In addition, the winners will be invited to attend the IACMR PhD Dissertation Proposal Workshop during the IACMR bi-annual conference in Hong Kong, China, from June 20-24, 2012, along with an award ceremony during the workshop.

We invite dissertation proposals on the following topics (but not limited to):

- The relevance of Chinese traditional cultural values including regional sub-culture within mainland China to contemporary issues of strategic management, organizational behaviour, and human resource management
- Corporate governance of different types of Chinese firms such as state-owned firms, family firms and publicly-listed firms
- Entrepreneurship in China's emerging market
- Knowledge search, spillovers and innovation
- Internationalization of Chinese firms
- Competition and cooperation between domestic firms and foreign firms
- Ethics, corruption and corporate social responsibility
- Business leadership in the transitional era in China, or indigenous models of Chinese business leadership and their functioning mechanisms
- The balance of harmony and conflict in managing Chinese employees
- Social capital and guanxi in the evolving Chinese economic, social, and cultural contexts

Please refer to the article by Whetten (2009) for a discussion of contextualized research and articles by Tsui, (2004, 2006, 2007) for a discussion of indigenous research. To put it simply, contextualization involves extension and modification of existing theories in analyzing local phenomena. Indigenous research involves developing new theories to explain phenomena that defy the explanation or logic provided by existing theories. Contextualized research usually involves theory testing while indigenous research may involve either theory testing or theory building.

**Proposal Evaluation**

The proposals will be evaluated by the members of IACMR Research Committee and other experienced scholars in the management area. The criteria for assessing the proposals include:

- Relevance to the theme of "Context-Sensitive Management Research in China"

- Interestingness, innovativeness, and novelty of the research questions and potential answers
- Clarity of exposition
- Adequacy of the research methods
- Potential theoretical contributions
- Potential empirical contributions
- Potential implications for practice

### **Applicant Qualifications**

1. Applicants must be active members (membership fee current) of the International Association for Chinese Management Research.
2. Proposals submitted for this grant should have not been approved by the applicant's dissertation committee (i.e., prior to the stage of PhD thesis proposal defense).

### **Application Packet**

The packet should include the following:

1. A one-page biography (in English) that includes the applicant's name, the university's name, years in the doctoral program, the advisor's name, the applicant's career interests and any papers that the applicant may have published or presented (list no more than five).
2. An abstract of the proposal (less than 150 words).
3. A six-page proposal written in English (see below for details).
4. A signed letter (PDF file with the advisor's signature) from a faculty advisor commenting on your research potential and affirming that you are working on the dissertation proposal and that you do not have an approved dissertation proposal at this time.

### **Preparing the Proposal**

The proposal should include a summary of the research problem(s) and research question(s), relevant literature on the issue(s), key hypotheses with major theoretical arguments, the research methods, and the expected completion date. The proposal should be within a limit of six typed pages, single-spaced, in Times New Roman 12-pitch font size. The final page (page 6) should include no more than ten publications (among those cited in your proposal) that are most relevant to your topic. The entire proposal should be 7 pages with your biography as the first page and citations/budget as the last page.

Submit the proposal and the signed faculty letter (with file names: your-name-proposal and your-name-letter) electronically to Dr. George Z. X. Chen and Dr. Yan Anthea Zhang, Co-Chairs of the IACMR Research Committee, at email address [iacmr@asu.edu](mailto:iacmr@asu.edu). Award decisions will be announced by April 15, 2012.

### **Suggested Readings**

- Tsui, A. S. 2004. Contributing to global management knowledge: A case for high quality indigenous research. *Asia Pacific Journal of Management*, 21: 491–513.
- Tsui, A. S. 2006. Contextualization in Chinese management research. *Management and Organization Review*, 2: 1–13.
- Tsui, A. S. 2007. From homogenization to pluralism: International management research in

the Academy and beyond. *Academy of Management Journal*, 50: 1353-1364.

Whetten, D. A. An Examination of the interface between context and theory applied to the study of Chinese organizations. *Management and Organization Review* 5(1), 29-55.