

FOUNDATION *for*
APPPLIED **R**ESEARCH

INVITATION TO SUBMIT
RESEARCH PROPOSALS

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A principal reason management accounting professionals join IMA is to keep current with global developments that affect their profession. IMA is committed to funding and publishing relevant, practitioner-oriented research that will support its membership and the worldwide management accounting profession as a whole. On behalf of IMA, FAR is committed to investing in research initiatives throughout the world that promote thought leadership, create new knowledge, and offer innovative ideas for the management accounting profession.

IMA'S FIVE KEY PRACTICE AREAS OF RESEARCH:

Leadership Strategies & Ethics—Standards and practices around ethical conduct and strategies to help financial professionals evolve into full-service strategic business partners.

Technology Enablement—Enterprise Systems, XBRL, data mining, continuous online auditing, business activity monitoring, and other capabilities that provide management accountants with practice tools and competencies to be more effective in their jobs.

Strategic Cost Management—Areas that affect the potential of management accounting information to assist in accomplishing strategic objectives and/or make a contribution in an organization's strategic position, competitive advantage, or cost differentiation.

Business Performance Management—The framework for organizing and analyzing the methodologies, processes, metrics, and systems that drive business performance, including: scorecards; customer profitability; human performance systems; budgeting; and target-setting tools and methodologies.

Enterprise Risk & Controls—Enterprise risk management approaches as well as internal control frameworks, tools, and shared learning for positively managing regulatory requirements such as Sarbanes-Oxley Act of 2002, Sections 302 and 404.

SUGGESTED TOPICS FOR FUNDING

The FAR Trustees are interested in funding the following potential research topics/areas. Although the descriptions below give examples of five practice areas where research potential may exist, the Trustees also realize there are many additional issues that are important to the management accounting profession. Any research initiative funded by FAR must clearly demonstrate a link to management accounting and the specific implications for the profession. Successful research proposals funded by FAR (listed below) have focused on the primary activities of management accountants: decision support, planning, and control. Proposals that emphasize an internal organizational approach rather than an external approach are also more likely to be considered for funding.

RECENT IMA PUBLICATIONS OF FAR RESEARCH

Rewards and Realities of German Cost Accounting

Kip R. Krumwiede, CMA, CPA

Strategic Finance, April 2005

Effective OEC Management Control at China Haier Group

Thomas W. Lin, CMA

Strategic Finance, May 2005

Relevance Added: Combining ABC with German Cost Accounting

Gunther Friedl, Prof. Dr. Hans-Ulrich Küpper, Prof. Dr. Burkhard Pedell, PD Dr.

Strategic Finance, June 2005

COSTS ELIGIBLE FOR FUNDING

The following categories of costs are eligible for reimbursement:

- a) Payment to research assistants for tasks defined in the project's budget
- b) Purchase or rental of custom/special data sets, software
- c) Transportation and other costs of data collection and developing research engagement/partnerships/arrangements
- d) Data entry, supplies, word processing, copying, telephone, postage, transcription, subject stipends
- e) Other reasonable costs associated with project

Funds for FAR grants are typically paid to the principal researcher's university, college, or company. FAR does not pay overhead or administration fees that may be charged by these types of institutions. FAR will consider nominal research stipends based on individual proposal considerations.

GUIDELINES FOR PROPOSAL SUBMISSION

Research Purpose and Scope

FAR encourages submission of innovative research proposals in the area of management accounting by both academics and practitioners. The proposals should clearly communicate the purpose and scope of the proposed research project and how it relates to primary management accounting activities such as decision support, planning and control, and, if applicable, the five research practice areas defined above.

Eligibility of Researcher(s)

The principal researcher must be a full-time faculty member at an accredited college or university, or an industry practitioner with appropriate research experience, credentials, and/or certification.

Required Content for all Submissions

Each proposal should be submitted electronically (.pdf format encouraged) and must include each of the items listed below:

- 1) Cover letter addressing value of the research to the management accounting profession and practitioner.
- 2) Abstract with clearly defined research questions and value statement.
- 3) Research proposal primary content, including the following:
 - a) Research objectives with clearly delineated research questions.
 - b) Research methodology-field research, survey, experiment, etc.
 - c) Background and/or theoretical foundation.
 - d) Previous experience researcher(s) has in the research area. Although the proposal should stand on its own, examples of relevant work in the area, such as articles or working papers, may be submitted.
 - e) A description of how the research may contribute to the management accounting profession, including implications for practice and future research.
 - f) A research timeline that includes at least one progress report and due dates for each proposed deliverable.
 - g) Use of human subjects: If the research proposal involves human subjects, the researcher(s) must provide a written statement of assurance stating that the rights of the human subjects will be protected and that all subjects will provide informed consent. Principal investigators from institutions with an institutional review board or human subject research committee are required to provide a letter of approval from their board prior to funding.
 - h) Budget with appropriate level of detail for all expenses. Requested funding should be commensurate with IMA deliverables. FAR does not fund overhead or fringe benefits.
 - i) A list of all project deliverables. These should include a deliverable through an IMA distribution channel, such as an article for publication in an IMA publication journal, as well as an Executive Summary/Abstract. Deliverables may also include a book, practitioner publications, refereed academic journal article, Statement on Management Accounting (SMA), content for webcasts or training seminars, conference presentations, practice guides, or other resources useful for practitioners in the management accounting profession.
 - j) Summary of researcher(s) qualifications that includes appendices of:
 - i) Abbreviated curricula vitae for all researchers (10 page maximum)
 - ii) Detailed budget organized by deliverable milestone.

Researchers who are not members of IMA and receive a grant from FAR will be expected to join IMA within 60 days of notification of funding.

EXAMPLES OF RECENTLY FUNDED PROJECTS

Enterprise Risk & Controls

A Qualitative Empirical Examination of the Acquisition of Information Assurance

Professors Elaine Mauldin and Stacy Kovar, University of Missouri

All Control is Not Equal: The Effect of Control System Type on Trust and Cooperation in Strategic Alliances

Professor Karen Sedatole, University of Texas-Austin

Empirical Analyses of Internal Control Reports required by the Sarbanes-Oxley Act of 2002

Professors Bonnie Klamm and Marcia Watson, North Dakota State University

Strategic Cost Management

German Cost Accounting Methods: When Do They Make Sense?

Professor Kip Krumweide, Boise State University

Implementation of ABC and GPK in German Speaking Countries: A Comparative Analysis

Prof. Dr. Gunther Friedel, Prof. Dr. Hans-Ulrich Küpper, and PD Dr. Burkhard Pedell,
University of Munich, Germany

Analyzing Costs and Revenues over a Product's Life Cycle: Escalation of Commitment or Rational Expectation?

Professors S. Mark Young, Wim A. Van der Stede, and Jiznzin (James) Gong,
University of Southern California

Business Performance Management

A Field Study of China Haier Groups Innovative Methods for Planning, Control, Product Costing, Performance Measurement, and Incentive Compensation

Professor Thomas W. Lin, University of Southern California

Beyond Budgeting or Budgeting Reconsidered

Professors R. Murray Lindsay, University of Lethbridge (Dean), and Theresa Libby,
Wilfrid Laurier University, Canada

Budgeting Systems: Operations, Firm Performance, and Management Awards

Professor Karen Shastri, University of Pittsburgh

Early Detection of Management Fraud: Evidence from Financial Statement Restatement

Professors Natalie Churyk and Chih Chen Lee, Northern Illinois University

ADDRESS FOR PROPOSAL SUBMISSIONS

Electronic copies of all items should be sent to:

Tara Barker
FAR Administrator
research@imanet.org
(800)638-4427, ext.1535

Specific questions about the FAR Research Program should be submitted to:

Raef Lawson, Ph.D., CMA, CPA
IMA Director of Research
IMA Professor-in-Residence
rlawson@imanet.org
(800)638-4427, ext.1532

Our goal is to provide responses to reasearch proposals in approximately 90 business days following receipt.

The grant submissions process is open, and grant proposals are accepted all year.

EVALUATION OF PROPOSALS

Proposals will be reviewed and evaluated by the FAR Board of Trustees and Directors.

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FAR Chair Emeritus
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Review Chair

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Zurich Financial Services

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IMA VP, Research & Applications
Development

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Pakistan Microfinance Network

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Alta Via Consulting, LLC

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Oracle Lens Manufacturing

DR. GWENDOLEN WHITE, CPA
Ball State University

ABOUT THE FOUNDATION FOR APPLIED RESEARCH

The IMA Foundation for Applied Research, Inc. (FAR) is a 501(c)(3) nonprofit, educational organization formed in 1994 as an entity affiliated with IMA. FAR's mission is to assist with the funding, development, and dissemination of timely research that assists management accounting and finance professionals in their roles. All research projects funded by FAR are evaluated based on their potential to contribute to the "body of knowledge" available to the members of IMA and the management accounting profession as a whole.

ABOUT THE INSTITUTE OF MANAGEMENT ACCOUNTANTS (IMA®)

With a worldwide network of nearly 65,000 members, IMA is the world's leading association for management accounting and finance professionals. IMA is dedicated to:

- ◆ Building awareness of the value that management accountants contribute to their organizations and society;
- ◆ Ensuring that management accounting and finance professionals have appropriate professional skills and knowledge; and
- ◆ Creating opportunities for its members and other stakeholders to build and sustain a range of valued relationships worldwide.

IMA provides a dynamic forum for management accounting professionals to develop and advance their careers through certification, research, practice development, accounting education, networking, and the advocacy of the highest ethical and professional practices. For more information about IMA, visit www.imanet.org.

IMA FOUNDATION *for* APPLIED RESEARCH

The Institute of Management Accountants
10 Paragon Drive, Montvale, NJ 07645-1718
(800) 638-4427 / (201) 573-9000
Fax: (201) 474-1600
Website: www.imanet.org
E-mail: ima@imanet.org