



**BALAS**  
The Business Association  
of Latin American Studies  
**RIO 2012**  
ANNUAL CONFERENCE  
Latin American Firms Competing  
in the Global Economy

Hosted by PUC-Rio (Pontifical Catholic University of Rio de Janeiro)

## DOCTORAL CONSORTIUM CALL FOR PROPOSALS

**Proposal Submission Deadline: November 1, 2011**

[www.balas.org](http://www.balas.org)

With great pleasure we announce the call for proposals for the Doctoral Consortium to be held on March 27 just before the BALAS 2012 Annual Conference in Rio de Janeiro. We invite doctoral students in Management and related areas to submit their proposals. The Doctoral Consortium aims to provide to the participants:

- Observations and recommendations on the general structure and content of the proposals
- Guidelines regarding the publication of their research in journals of greater impact
- Interaction with others interested in the same areas
- Expansion of their networking, in particular with senior faculty of different schools and other doctoral students

Our purpose therefore is to contribute to doctoral students in Management and related areas who wish to be better prepared to enter the field of academic research, with special emphasis on issues related to Latin American organizations and markets. We will invite faculty with extensive experience and knowledge of the reality of academic research in Latin America to offer their advice to doctoral students.

### SUBMISSION OF PROPOSALS

Each doctoral student must submit a 2-page proposal clearly stating the research objectives, the theoretical context, the approach and methodology to be used after the data collection and the kind of data that will be gathered in order to obtain results. We also recommend that the contributions of the study be properly and clearly indicated. Proposals will be selected on the basis of clarity of research objectives and motivations, consistency of the literature review and preliminary discussion of the expected results.

#### TIMELINE:

November 1, 2011	Deadline for Submissions
December 15, 2011	Notification of Review Committee Decisions
January 15, 2012	Deadline for Accepted Individuals to Confirm Participation
March 27, 2012	Doctoral Consortium
March 28-30, 2012	BALAS 2012 Annual Conference

Please address questions to the Doctoral Consortium Committee:

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**Antonio Zoratto Sanvicente**, Insper (São Paulo): [sanvic@insper.edu.br](mailto:sanvic@insper.edu.br)

**Darcy Hanashiro**, Mackenzie Presbyterian University (São Paulo): [darcyanashiro@gmail.com](mailto:darcyanashiro@gmail.com)

#### PRELIMINARY PROGRAM:

##### March 27, 2011

14:00 – 16:00: Presentation of proposals and discussion with advisors

16:00 – 16:30 Coffee break

16:30 – 18:00 Seminar to be defined by the Doctoral Consortium Committee

