

WFC 2019 SHARK TANK PITCH Event

General Information & Timelines

To be considered for the **WFC 2019 SHARK TANK PITCH** event, the core written task requires the completion of a prescribed 2-page template – a template that provides a simple, methodical tool to confidently/succinctly “pitch” essential elements of a new research proposal to an academic expert.¹ Based on their written pitch, shark tank competitors will present to a panel of senior research “sharks” (i.e. the “experts”) – an event scheduled within the WFC 2019 program in Santiago. While the exact format of the shark tank event is not yet finalized, it is envisaged as having **two phases** within the WFC 2019 program.² In **phase one**, (during day 1 of WFC 2019) one or more concurrent sessions will allow selected “pitchers” **8 minutes** each to pitch their research idea to the Sharks (no Q&A). The Sharks will decide on a Top 3 based on phase one. In **phase two** (day 2 of WFC 2019), the **Top 3 finalists** will again pitch to the shark panel, this time with Q&A – led by the sharks. The Shark Panel will decide on the Winner, 2nd and 3rd, based on the phase two performances.



Important Dates

- **Opening of Shark Tank Pitch Submissions:** January, 2019 (date to be advised)
- **Shark Tank Pitch Submission Deadline:** Monday April 1, 2019
- **Shark Tank Pitch Decision Notification:** Monday April 29, 2019 (latest)
- **Phase One Shark Tank Pitch Presentations:** July 25, 2019 (details to be confirmed in Conference Program)
- **Phase Two Shark Tank Pitch Top 3 Presentations:** July 26, 2019 (details to be confirmed in Conference Program)

SHARK TANK PITCH Submission Process

1. Using the [pitching framework](#) and advice given in [Faff \(2018, "Pitching Research", SSRN: <http://ssrn.com/abstract=2462059>\)](#), create a pitch on your chosen area of proposed research relevant to the Pacific-Basin finance research community.¹
2. Please note: (a) while the proposed project can involve a US sample, it should **NOT** be exclusively based on US data; (b) pitches aiming to use innovative data sets are particularly welcome; and (c) do **NOT** “reverse engineer” an existing paper of yours – your pitch **MUST** involve a “new” idea that you have **NOT** yet seriously explored.
3. All entries into the **WFC 2019 SHARK TANK PITCH** competition must be made via the web portal:³

PitchMyResearch.com

SHARK TANK PITCH Awards & Publication Opportunity

- The overall best pitch presented at the **WFC 2019 SHARK TANK PITCH** event (based on the combined quality of the written pitch and the oral presentations) will: (a) be invited to execute the research and publish the resultant completed paper in a special issue of the [Pacific-Basin Finance Journal](#);⁴ and (b) receive a framed “winners” certificate.
- Other Top 3 finalists will also receive framed certificates.
- Other pitches, that are deemed to be of sufficient quality, will also be invited to execute the research and ultimately publish the resultant completed paper in the special issue of [Pacific-Basin Finance Journal](#).⁴

Further Enquiries

For any clarifications/queries regarding the **SHARK TANK PITCH** event, please email **Professor Faff** directly:

r.faff@business.uq.edu.au

¹ NB: when on a university campus, downloading can be problematic due to firewall restrictions. Alternatively, downloading from off campus should work easily by using this link.

² Further oral presentational guidance will be given to the pitchers, closer to the time of the event.

³ The first step is to register as a user, then click on the button “pitching competitions” and follow the instructions. The [web portal](#) will open for WFC 2019 **SHARK TANK PITCH** submissions in January 2019.

⁴ Subject to: (a) the pitch having sufficient quality and research potential (as deemed by the sharks) and (b) ongoing compliance with an agreed research protocol.