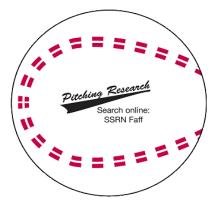
# WFC 2019 SHARK TANK PITCH Event

## **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.<sup>1</sup> 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.<sup>2</sup> 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, 2<sup>nd</sup> and 3<sup>rd</sup>, 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 <u>pitching framework</u> and advice given in <u>Faff (2018, "Pitching Research", SSRN:</u> <u>http://ssrn.com/abstract=2462059</u>), create a pitch on your chosen area of proposed research relevant to the Pacific-Basin finance research community.<sup>1</sup>
- 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:<sup>3</sup> <u>PitchMyResearch.com</u>

#### **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 <u>Pacific-Basin Finance Journal</u>;<sup>4</sup> 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 <u>Pacific-Basin Finance Journal</u>.<sup>4</sup>

#### **Further Enquiries**

For any clarifications/queries regarding the SHARK TANK PITCH event, please email Professor Faff directly: <u>r.faff@business.uq.edu.au</u>

<sup>&</sup>lt;sup>1</sup> 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.

<sup>&</sup>lt;sup>2</sup> Further oral presentational guidance will be given to the pitchers, closer to the time of the event.

<sup>&</sup>lt;sup>3</sup> The first step is to register as a user, then click on the button "pitching competitions" and follow the instructions. The <u>web portal</u> will open for WFC 2019 **SHARK TANK PITCH** submissions in January 2019.

<sup>&</sup>lt;sup>4</sup> 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.