KAUFFMAN KNOWLEDGE CHALLENGE:
Insight to Impact

EWING MARION KAUFFMAN FOUNDATION

The **2018 Kauffman Knowledge Challenge: Insight to Impact** supports activities aimed at improving our basic understanding about entrepreneurs and the levers, tools and methods that can advance entrepreneurship in the United States. The goal of the Knowledge Challenge is to produce tangible insights for entrepreneurs, entrepreneurship program and policy design, ecosystem builders and researchers.

The Knowledge Challenge may fund projects for research activities related to the following four Special Interest Areas:
1. Technology and the new nature of entrepreneurship
2. Barriers to entrepreneurship
3. Culture and entrepreneurship
4. Causal research on entrepreneurship interventions at scale

Participants in funded projects will join a robust Kauffman network of researchers, representing a range of disciplines, research interests and methodologies.

The Knowledge Challenge may award grants to projects with a duration of up to four years, with a strong preference for projects that will conclude within three years. Regardless of duration, projects are expected to produce tangible insights for program design, policy and future research within two years.

The Knowledge Challenge may grant up to $400,000 annually for project teams, up to $150,000 annually for individual researchers (including hiring contract or research assistance) and up to $30,000 annually for students or student teams and/or doctoral researchers. Grants will be disbursed beginning in late 2018 or early 2019.

April 11-18 - Question period

May 9 - White paper submission deadline

May 30 - Notification of invitation to submit full proposal

July 2 - Full proposal deadline

By October 1 - Notification of 2018 grants

By February 1 - Notification of 2019 grants

Click here to view the Knowledge Challenge FAQs.

To participate in the Knowledge Challenge, you must create an account or login at rfp.kauffman.org.

ELIGIBILITY

The Knowledge Challenge is open to proposers conducting research in universities and academic institutions, laboratories, companies, nonprofit organizations and as individuals. Proposers from universities do not have to be tenure-track or tenured, and student submissions

can come from doctoral candidates as well as students or student teams at other levels of study. Collaborations between academic researchers and entrepreneurs, entrepreneurship support programs and other entrepreneurial ecosystem actors are welcome. Entrepreneurship support organizations are encouraged to consider the Knowledge Challenge as an opportunity to partner or acquire research expertise.

The Foundation invites proposers with an interest in our Special Interest Areas to apply, even if they have not previously focused on entrepreneurship as a topic of inquiry.

Funding through the Knowledge Challenge will focus on projects that address one or more Special Interest Areas (defined below). Regardless of duration, projects are expected to produce tangible insights for program design, policy and future research within two years.

FUNDING

The Knowledge Challenge may support projects up to $400,000 annually. Projects with a duration of up to four years will be considered, with a strong preference for projects that will conclude within two to three years. Funding requests are expected to be realistic and appropriately aligned with the proposers' capacity, function and size. Project size and funding should reflect the needs of the project. For example, pilot projects, dissertation research, student team and lab projects, and studies using secondary data and/or conducting exploratory work are expected to need less financial support than large-scale causal evaluations across multiple entrepreneurship interventions. Funding through the Knowledge Challenge will be disbursed beginning late 2018 or early 2019.

Interested candidates should review this full Request for Projects and the <u>FAQs</u>. To get more information during the April 11–18 question period, send queries to knowledgechallenge@kauffman.org.

EXPECTATIONS

Participants in funded projects will join a robust Kauffman network of researchers, representing a wide range of disciplines, research interests and methodologies.

Participants leading funded projects will be expected to attend a conference organized by the Foundation and will be invited to small workshops and/or meetings to share their work at different stages of completion. Acceptance of funds means that participants agree to making data, models and methods publicly available. For projects using proprietary data and/or sensitive data governed by strict human subjects policies, participants must work with their home institutions and/or data providers to identify the most appropriate level of aggregation that will allow data to be made publicly available. Selected projects will be expected to produce clear outputs, in consultation with the Foundation, for dissemination over the project period. The Foundation may provide dissemination support to accelerate translation of the funded research and may provide additional research and professional development opportunities for funded participants.

Participants funded as individual students or student teams and dissertation projects will receive additional professional development support, including opportunities for mentoring, networking with entrepreneurs and entrepreneurial ecosystem builders and related career development.

APPLICATION PROCESS

The Knowledge Challenge application process has two rounds. In the first round, proposers will submit a white paper describing key details about the plan, project need and expected gains. In the second round, select white papers will be invited for full proposals.

White papers

Each proposer must submit a two-page, single-spaced white paper describing:
- Summary of the research being proposed and fit with the identified Special Interest Area
- Expected contribution to existing knowledge, focusing particularly on demonstrating why there is a need for the research and where the knowledge gap exists, as well as how potential users and beneficiaries will use the knowledge
- Brief overview of the plan and approach for analysis, including (if relevant) details about data and data access
- Team member qualifications, subject expertise and research project management
- Rough estimated budget and identification of confirmed or potential co-funding, if any

White papers will be assessed for fit with the Special Interest Areas, significance of project need, overall project team competencies and appropriateness of the proposed plan, actionable gains and potential applications of the research.

Questions may be submitted to the Foundation during the April 11-18 question period by sending queries to **knowledgechallenge@kauffman.org**. Proposers are encouraged to consult this Request for Projects and the FAQs before submitting questions. Proposers may submit questions about process and clarifications about the Knowledge Challenge. Note that Foundation staff will not respond to inquiries about project scientific content, fit with Special Interest Areas, project design and other substantive questions at the white paper stage. Questions submitted during the question period will not receive individual responses. Foundation staff will group similar questions and will regularly update the FAQs until the end of the question period so they may be accessed by all interested parties.

Proposers may email questions about website access and troubleshooting here.

SUBMISSION GUIDELINES

White papers must be submitted in PDF format by midnight U.S. Central Daylight Time on May 9, 2018. Late submissions will not be processed. White papers must be submitted through the application portal for the Kauffman Knowledge Challenge. To participate in the Knowledge Challenge, you must create an account or login at rfp.kauffman.org.

Details about full proposal submission will be provided to proposers at the time of invitation to the full proposal round.

Full proposals

Guidelines and submission instructions for full proposals will be provided to proposers upon notification of invitation to the second round. Full proposals will require significant elaboration of the idea, methods, and budget. Full proposals will be evaluated based on the detailed plan, including significance of project need, project team competencies, research design, data plan,

methodological rigor, direct and indirect applications of the findings, scalability, and dissemination plan.

Full proposals will go through rigorous review and due diligence, and the Foundation will determine suitability of each research project on an individual basis. Full proposals may be sent out for external review as needed. The Foundation may work collaboratively with proposers on project design, such as in cases where the research is promising but does not fully address Foundation priorities.

Neither the submission of a white paper nor a full proposal guarantees that the proposer will receive a grant. All Foundation decisions regarding whether to provide a grant based on any submission will be final and the Foundation reserves the right to not issue any grants based on submissions made under this Request for Projects.