UTS acknowledges the Gadigal People of the Eora Nation and the Boorooberongal People of the Dharug Nation upon whose ancestral lands our campuses stand. We would also like to pay respect to the Elders both past and present, acknowledging them as the traditional custodians of knowledge for these lands.
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As I reflect upon the year gone by, I must say I am very pleased with the way things have turned out for us here at UTS Business School. We started the year on a high note with outstanding outcomes in the latest round of Excellence in Research Australia (ERA) that put us third equal in Australia across Economics and Commerce and Management. A myriad of international rankings also comfortably placed us in the top echelons of business schools in Australia and beyond. It is a matter of great pride that our Accounting and Finance disciplines ranked in the top 50 programs globally in the 2016 QS subject rankings, while our strong performance in Australian Research Council (ARC) grants, behind only UNSW and Monash, is yet another example of UTS Business School punching above its weight.

In this report we highlight some of the focus areas for UTS Business School. The School operates three Research Centres. The Centre for Health Economics Research and Evaluation and the Centre for Policy and Market Design are both considered research strengths for the Business School. The Centre for Business and Social Innovation has recently been established in the Business School to undertake research in these areas taking a cross-disciplinary approach. In addition, there are three other key areas of focus: Business Intelligence and Data Analytics; Financial Markets and Information; and Quantitative Finance. You will read inside about these areas of research and get to know the people involved.

I would like to take this opportunity to congratulate those who were successful in the 2016 round of ARC Linkage and Discovery grants, with projects involving our researchers attracting funding of nearly $1.4 million. Three projects — involving Professor Mikhail Anufriev, Professor Jane Hall and Associate Professor Kees van Gool, and Associate Professor Youngki Shin as chief investigators, respectively – will receive funding under the ARC’s Discovery Projects scheme, while Associate Professor Danielle Logue is the recipient of a prestigious Discovery Early Career Researcher Award (DECRA). Professors Simon Darcy and Jock Collins were recipients of an ARC Linkage grant worth $235,000 earlier in the year.

I would also like to congratulate Professor Rosalie Viney, who was elected a Fellow of the Australian Academy of Social Sciences, and Professor Jane Hall, who became a Fellow of the Australian Academy of Health and Medical Sciences, for this well-deserved recognition for their achievements in the area of Health Economics.

Congratulations, too, to the winners of our inaugural Research Awards: Dr Kai Li, for Excellence in Early Career Research; Associate Professor Danielle Logue for Excellence in Research Quality and Impact; Professor Andrew Ferguson for Excellence in PhD Supervision; and Professor Viney, who received the Distinguished Scholar Award. And congratulations to Jack Sugden for winning the Business School final of the 3-Minute Thesis competition.

On a personal note, it has been a rewarding, albeit a hectic, year in my new role as the ADR of UTS Business School. I am grateful for the incredible help and support I have received from my team in the research office, from the academic and professional staff and from the executive team of the Business School.

Naturally, our efforts in research remain a ‘work in progress’ but we can be very proud of what we have achieved this year. This report highlights some of the key achievements of the Business School in 2016.
Business Research Office

From left: Suzanna Stojanov, Executive Assistant; Ashleigh Crammond, Administrative Officer, Postgraduate Research; Taksil Dias, Manager Research Engagement; Dr Damian Oliver, Business Development; Associate Professor Deborah Edwards, Director, Postgraduate Research; Professor Ashish Sinha, Associate Dean, Research and Development; Professor Jenny Edwards, Research Development; Elizabeth Ng, Research Manager. Not pictured: Adra Anthoney, Administrative Officer, Research.

Photo Credit: Shane Lo
Disability Entrepreneurship in Australia
Professor Jock Collins and Professor Simon Darcy
$235,000

Entrepreneurship can be a way of overcoming employment barriers and a new research project will look at its role among people with a disability.
Professor Jock Collins and Professor Simon Darcy, together with partners from the disability services sector, will look at the experiences of people with a disability who have set up their own businesses and pilot an entrepreneurship program for this group.

ARC LINKAGE PROJECT

“We know very little about their story – the barriers they have faced, the strategies they have used to overcome these barriers.”

People with a disability have a rate of entrepreneurship noticeably higher than the Australian average, says Professor Collins. “Yet we know very little about their story – the barriers they have faced, the strategies they have used to overcome these barriers, the dynamics of their business enterprises and the economic and social contribution they make.”

This knowledge will be valuable as the National Disability Insurance Scheme (NDIS) fundamentally changes the Australian disability policy and program landscape, Professor Darcy says.

By replacing a welfare model with an insurance model and giving more control to people with a disability, the NDIS opens up the opportunity to expand the number who have their own business.

The research project will contribute to that in a very real way by piloting an entrepreneurship program. “We hope to contribute to developing a process to assist a new generation of disability entrepreneurs,” says Professor Darcy, himself a power wheelchair user.
Ross Lewis, Managing Director of Break Thru People Solutions, one of the partners in the research project along with National Disability Services and Settlement Services International (SSI), says people with a disability often experience “the soft bigotry of low expectations”.

“At a time of significant change in the disability services sector this project will provide valuable insight into this underexplored area of vocational potential.”

uts.edu.au/staff/jock.collins
uts.edu.au/staff/simon.darcy
The Medicare Safety Net and its impact on moral hazard, equity and welfare
Professor Jane Hall and Associate Professor Kees van Gool
with Professor Denzil Fiebig (UNSW)
$441,500
This project will examine the relationship between the Medicare Safety Net and health system performance. “We hope this research will help policy makers improve the design of social health insurance programs such as the Medicare Safety Net, to make the health system more sustainable and equitable,” Professor Jane Hall says.

uts.edu.au/staff/jane.hall
uts.edu.au/staff/kees.vangool

Real Economy and Financial Networks: Formation, Structure, Policy Responses
Professor Mikhail Anufriev
with Associate Professor Valentyn Panchenko and Associate Professor Paolo Pin (Bocconi University)
$386,000
This study will analyse the Australian economy from a network perspective. The network approach’s emphasis on the structure of interactions between firms, banks and consumers is important for understanding the economy, said Professor Mikhail Anufriev. The researchers intend to develop a model of a production network that, among other things, focuses on credit-lending relations that may cause economic distortions. The expected benefits of the project include mitigation of economic risks and improved policy making.

uts.edu.au/staff/mikhail.anufriev

High-dimensional Models with a Change Point
Associate Professor Youngki Shin
with Professor Myung Hwan Seo (Seoul National University), Professor Sokbae Lee (Seoul National University), Assistant Professor Yuan Liao (University of Maryland) and Dr Myung Seo (Seoul National University)
$200,000
This project brings big data to a statistical model known as high-dimensional quantile regression. Statistical models of threshold regression with change or ‘tipping’ points are used to explore social issues, such as changes in oil and gas prices, effective dosage of drugs and the racial mix in neighbourhoods. To date, the low numbers of variables available have limited findings. But big data now makes it possible to solve more detailed models and provide more accurate results. This means that Associate Professor Shin’s project should help governments devise well-informed and appropriate policies to address social issues.

uts.edu.au/staff/youngki.shin
Impact Investing and the Global Diffusion of Social Stock Exchanges
Associate Professor Danielle Logue
$328,000

This award will help Associate Professor Danielle Logue continue her work examining the emergence of ‘social stock exchanges’. This project will assess how such a platform might assist the nascent Australian market for impact investing – where investors place money in the hope of achieving both a financial and a social return. "There is potentially a $32 billion market in Australia in providing finance for projects to solve social problems," Associate Professor Logue said. "This research will examine the social systems needed to organise and sustain such markets and could inform the development of the market here."

Associate Professor Logue’s research broadly explores the diffusion of innovations, such as business models, management innovations and organisational practices. This is an important area of study, as understanding how innovations are adopted and abandoned, locally and globally, over time and place, helps to understand how the world has changed and can change.

uts.edu.au/staff/danielle.logue
Mechanism Design with Aftermarket Dynamics
Associate Professor Jun Zhang
$372,000

Associate Professor Jun Zhang’s research is about looking at market design in a more dynamic way, examining how the strategies of sellers differ when they take, or do not take, into account aftermarket activity – that is, what happens after a sale. Associate Professor Zhang is pinpointing what sellers’ optimal strategies are, based on the likely aftermarket activity of buyers. For example, he is looking at what the seller’s optimal allocation and pricing rules might be when aftermarket inter-buyer competition might alter the buyers’ incentives in the bidding process. Ultimately, the project aims to provide regulators with more effective licensing processes, franchisors with more profitable franchising strategies, and innovators with more successful patent auctioning.

The insights generated from the project will also shed light on government environmental policies when firms’ pollution levels are imperfectly monitored, and on public policies when individuals’ contributions to public goods are not verifiable.

Trained in China and Canada, Associate Professor Zhang’s research fields include economic theory, industrial organisation and operations management.

uts.edu.au/staff/jun.zhang-1

Reinforcement and Undermining: The Impact of Innovative Features on Dual Positioning and Choice
Associate Professor Paul Burke
$375,000

Have you ever thought to yourself: “This product is really cheap – there must be something wrong with it”. In essence, this is what Associate Professor Paul Burke’s research project is examining – how the various features of products that firms present affect their market position. Eventually, Associate Professor Burke hopes to understand how firms can create value by introducing new or changing existing product features to both reinforce positioning and predict compromises to their positioning. This study grew out of a project that aimed to determine how interactive whiteboards were best used by schoolteachers. Teachers have many different resources, and various demands on their time, so discovering how to make the interactive whiteboard a favoured tool was the objective. In that project, Associate Professor Burke developed a methodology he believed could be refined and applied in a business setting.

Associate Professor Burke has an extensive background in applied and theoretical aspects of choice modelling, experimental design and consumer behaviour. He has worked with many international, public and private organisations across numerous areas, including measuring consumer preferences and willingness-to-pay, branding, employee retention, supply chains, technology adoption, and ethical consumerism.

uts.edu.au/staff/paul.burke

The Health Cost of Extended Delays for Inpatient Treatment
Associate Professor Meliyanni Johar
$383,312

In the Australian public health system, the average waiting time for a non-emergency procedure is about three months. Associate Professor Meliyanni Johar’s project examines whether these delays have adverse impacts, especially on elderly patients who may already be frail. “Previously, most studies looking at the impact of long waiting times only looked at hospital costs,” Associate Professor Johar says – for example, whether people who wait longer stay in hospital longer. This project, however, has data on the patient both inside and outside the hospital, providing a more comprehensive view of the impact of delayed procedures. This information comes from the Sax Institute’s 45 and Up study which links to subjects’ health records. Associate Professor Johar is not only analysing the patient data but also the implementation of the priority system for clearing waiting lists. Ultimately she hopes her research will lead to far-reaching impacts on policy.

Associate Professor Johar’s research interests are in in the fields of applied econometrics, health economics and development economics. Her research focus is the design of health markets where the goals and incentives of policymakers and various health providers are aligned to serve all who need care, not just those who are able to pay.

uts.edu.au/staff/meliyanni.johar
Professor Stephen Taylor

Professor Stephen Taylor is the Australian Business Deans Council’s (ABDC) inaugural Research Scholar – a role that has the goal of expanding collaboration between universities and industry.

As Research Scholar, Professor Taylor is helping to develop and implement an ABDC research engagement strategy that highlights the role business schools can play in Australia’s long-term competitiveness and productivity through their research and education.

He is also looking at ways to enhance industry linkages so business schools produce globally competitive researchers with industry-relevant skills.

“We want to ensure the strong engagement between the needs of business and government and the business school research community continues and grows,” Professor Taylor says. “A continued and strengthened collaboration between universities, professional bodies, stakeholders, industry and government will ensure business education and research in Australia supports national agendas and focus.”

Professor Taylor’s appointment as Research Scholar is until July 2017.

His own research is at the intersection of financial economics and accounting.

He led a recent study into listed companies’ reporting behaviour which found that more than 40 per cent of ASX top 500 companies were using non-standard financial measures such as underlying profit when they discussed their earnings – a trend that raises questions for investors, standard setters and regulators.

Professor Taylor is a Chartered Accountant and CPA Fellow, and has played key roles in organisations such as the Securities Industry Research Centre of Asia-Pacific (SIRCA), which supports member universities with global data and advanced tools for research, the Capital Markets Cooperative Research Centre (CMCRC), the Centre for International Finance and Regulation (CIFR) and the Financial Integrity Research Network (FIRN).

uts.edu.au/staff/stephen.taylor

"This will ensure business education and research supports national agendas."
The Australian Business Deans Council

The Australian Business Deans Council (ABDC) is “the authoritative and collective voice of all pro vice-chancellors, executive deans and heads of all university business faculties and schools in Australia”. The ABDC’s mission is to advance and promote the value of excellence in business education and research through engagement across Australian universities, industry, the government and the community.

abdc.edu.au

Photo Credit: Damien Pleming
Dr Bettina Klose’s main interest is contest theory, which can be applied in situations ranging from political lobbying to pharmaceutical patent development.

One of the aspects she is examining is the identity of the ‘contesters’. For example, if a political lobbyist fails in achieving a goal, the identity of the person who ‘wins’ in their stead matters – as the winner could have similar objectives or opposing ones. Furthermore, Dr Klose is interested in dynamic aspects of contests. In particular, she analyses how different distributions of characteristics evolve through various competitive structures and how this can be used to design contests optimally tailored to long-term objectives.

Dr Klose is developing models of contests that incorporate features commonly observed in reality and which significantly alter game theoretic predictions. She is using laboratory experiments for further examination of behavioural aspects in these models. The potential impacts of such a theory are extensive and will have implications across a wide range of fields including health care, innovation, education, and defence.

Dr Klose is a postdoctoral research fellow in the Economics Discipline Group at UTS.

uts.edu.au/staff/bettina.klose
The True Costs of Cancer – Health Economics to Optimise Health-Care Funding Decisions

Dr Alison Pearce

Dr Alison Pearce’s research seeks to improve cancer care by providing relevant and reliable information for decision-making. Her current research has two branches. First, she is estimating cancer-related productivity losses in Australia – in terms of both paid and unpaid work. Second, she is exploring the differences in how individuals and society make trade-offs between the outcomes of cancer survival and quality of life.

This work builds on her postdoctoral research in Ireland, which found that lost productivity from cancer was twice that of cardiovascular disease. Yet, while there are rehabilitation and return-to-work programs for sufferers of cardiovascular disease this is much less the case for cancer patients and survivors. This means Dr Pearce’s research could have extensive policy and clinical implications.

Dr Pearce specialises in the economics of cancer. Trained as an occupational therapist, she is now a health economist and health services researcher with a growing national and international reputation for high impact, policy-relevant research.

uts.edu.au/staff/alison.pearce-1

Contingency and Corporate Governance: Investigating the ‘Black Box’ of Board Behaviour

Dr Alice Klettner

The consequences of the global financial crisis demonstrate how important it is to understand the way boards of directors function and the effect that regulation can have upon their behaviour. Dr Alice Klettner is conducting in-depth interviews with company officers and drawing on the information in annual reports to look at this. She hopes to include some of the directors and company secretaries she interviewed in a research project 10 years ago, allowing her to examine these issues across time. Ultimately, the project tests whether the effectiveness of a particular board composition, structure or process is contingent on company size, ownership structure, industry sector and stage of life. The results will have implications for regulators, corporate leaders and director recruitment.

Dr Klettner is a research associate at UTS and a qualified solicitor in both the UK and NSW. She is particularly passionate about how soft regulation impacts on the role and responsibilities of boards of directors, regulation of corporate sustainability, and gender diversity in leadership.

uts.edu.au/staff/alice.klettner

Asset Pricing with Heterogeneous Beliefs and Social Interactions

Dr Kai Li

In Dr Kai Li’s view, traditional asset pricing theory based on rational expectations and the representative agent paradigm faces great challenges. Investors are not “rational” and can be influenced in many ways. Dr Li is examining the impact of differences in opinion, social interaction and trend chasing on investors and consequently on asset prices and portfolio management.

His empirical research will endeavour to explain the momentum effect, give insights into market anomalies such as bubbles and crashes, and contribute to understanding risk premium forecasting.

Dr Li is a postdoctoral research fellow in the Finance Discipline Group at UTS. He is particularly interested in asset pricing under heterogeneous beliefs, portfolio selection and forecasting. He received the UTS Business School Excellence in Early Career Research Award in 2016.

uts.edu.au/staff/kai.li
"The UTS Business School Research Awards recognise outstanding contributions by UTS Business School academic staff."

**Distinguished Scholar Award**  
**Professor Rosalie Viney**

Professor Rosalie Viney is a distinguished scholar and academic who has made major contributions to health economics, health services and health policy evaluation, by helping to bring economic evaluation into public decision-making. Professor Viney has contributed to the development of analytical methods that help us measure and value such things as health outcomes, quality of life, and patient preferences. Her research also helps policy makers better understand what value Australians place on various health outcomes and different components of quality of life when they are setting spending priorities.

The Research Award publicly acknowledges Professor Viney’s work, as well as the work of the Centre for Health Economics Research and Evaluation (CHERE) as it marks its 25th anniversary.

[uts.edu.au/staff/rosalie.viney](http://uts.edu.au/staff/rosalie.viney)

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**Award for Excellence in Research Quality and Impact**  
**Associate Professor Danielle Logue**

Associate Professor Danielle Logue’s research seeks to understand the creation of new markets, new types of business and new organisational forms but in particular social finance markets that can help fund solutions to social problems. Associate Professor Logue’s portfolio of work on the theme of social innovation is having a clear impact in government, industry and the community. A recent project with government has fed directly into decisions that will make a material difference to aid and development, and therefore the lives of many people, in the Asia-Pacific region.

[uts.edu.au/staff/danielle.logue](http://uts.edu.au/staff/danielle.logue)
Award for Excellence in Early Career Research
Dr Kai Li

Just two years out from completing his PhD, Dr Kai Li is already building a very strong publication record. His seven journal articles and six working papers include four publications in A* journals. He has been invited to present at leading international conferences, has won a number of research grants, and is building a wide research network, with collaborators from Australia, China, Italy, Singapore the UK and the United States. Dr Li is making significant contributions to research in asset pricing, portfolio theory and financial markets modelling. His work has impact for investment professionals – including those managing the $2 trillion Australians have in superannuation – along with regulators and policy makers.

uts.edu.au/staff/kai.li

Award for Excellence in PhD Supervision
Professor Andrew Ferguson

Professor Andrew Ferguson’s great strength as a supervisor is evident from the success of his students, who have secured academic positions in universities worldwide and who are publishing in top journals, having become well-rounded researchers under his guidance. Past students say Professor Ferguson not only drove them to undertake meaningful research, supported them in securing scholarships and grants, and helped them share their work more widely, but also became a mentor and a friend.

uts.edu.au/staff/andrew.ferguson

Photo Credit: Shane Lo
DOCTORAL RESEARCH

"We place great importance on producing research that is not only academically excellent but also affects the world in which we live."

Photo Credit: Nathan Rodger

Associate Professor Deborah Edwards
Director, Postgraduate Research

UTS Business School conducts innovative research across all the major business disciplines. Our aim is to produce knowledge with impact, and research is absolutely fundamental to this objective. We place great importance on producing research that is not only academically excellent but also affects the world in which we live.

The UTS Business School PhD program is premised on the view that our graduates need to be able to identify interesting and important research questions and to execute their research with the rigour that produces robust results. It reflects our aim to train world-class researchers, and in doing so, equip them to conduct excellent research now and into the future. We achieve this by paying close attention to the skills each individual PhD candidate needs to undertake research within their discipline. At the same time, we encourage innovative and cross-disciplinary thinking as a prerequisite to understanding the 'big' issues faced by business and government.

The UTS Business School PhD comprises three stages. Stage 1 focuses on skills acquisition and development (including formal coursework). Stage 2 continues this process into the development of a dissertation topic as well as at least one other joint research project. Stage 3 is focused on completion of the dissertation. All PhD candidates are supervised by a committee of at least three academics, with the Chair being in the discipline in which the candidate is based and one of the other supervisors often from another discipline.

During their time in UTS Business School a PhD student will also learn the values of persistence, independence and hard work at the end of which they would have made an enormous contribution to their respective academies and society.

uts.edu.au/staff/deborah.edwards-1
Jack Sugden
PhD Candidate

Sport can bring people together but it can also keep them apart, says PhD candidate Jack Sugden, who has been looking at its impact on Fijian society.

In Fiji, Indigenous Fijians dominate rugby, while football is considered the preserve of Fijians of Indian descent.

“My research is a theory of intergroup relations and the role that sport can play in both uniting and dividing people, particularly ethnic and racial groups,” Sugden says. “It goes to the duality of sport. Sport has that really positive side which brings people together. But it also has a dark side.”

In Fiji, sport is so emblematic and so visible in society that it not only maintains but reinforces ethnic division, he says. Stereotypes are portrayed throughout the sporting world that have a real and negative effect on integration.

Sugden hopes the magnifying glass of his research will help Indigenous and Indo-Fijians instead find ways for sport to contribute to long-term, positive integration in their nation.

uts.edu.au/staff/jack.sugden

Dean Jarrett
PhD Candidate

Dean Jarrett, a proud Gumbaynggirr man, secured the Indigenous Fulbright Postgraduate Scholarship to advance his research into Indigenous entrepreneurship and supply diversity. An aim of his research is to explore the relational factors underpinning commercial transactions between corporate firms and government agencies, with Indigenous businesses in Australia and America.

Jarrett hopes to highlight better practice in ‘supply diversity’. Supplier diversity aims to ensure that corporate and government supply chains reflect the diversity of the communities they serve. “An aim of my project is to gain a better understanding of the transaction costs that exist between Indigenous entrepreneurs and the corporate and government sectors,” he says. “With this, the study seeks ways by which Indigenous business may be able to influence the way purchasing is conducted with their companies” he adds.

This work will also give the Australian and American business communities a comprehensive look at the way Indigenous people engage in the economy in a real way.

uts.edu.au/staff/dean.jarrett

Richard De Abreu Lourenco
PhD Candidate

When women receive a breast cancer diagnosis they face choices not only about their immediate treatment but also about how to manage the risk of recurrence. For a growing number of women, that involves surgery to remove a healthy breast.

Richard De Abreu Lourenco, of the Centre for Health Economics Research and Evaluation (CHERE), is seeking to understand what factors influence this choice, as part of his broader research looking at how we ‘value’ the experience of health care and how we engage with the health-care system beyond just what it does to our health.

“When breast cancer, sometimes a decision isn’t just about what it’s going to do to a woman’s health but about the implications for other aspects of her life – how she feels about herself, her appearance, whether she feels constantly under threat from this cancer coming back,” he says.

De Abreu Lourenco says the breast cancer study has implications for how we inform women of their choices, especially when the data suggests only a marginal improvement in long-term life expectancy from the removal of a healthy breast.

uts.edu.au/staff/richard.deabreulourenco
As a Centre for Research Excellence, CHERE has long recognised the importance of its staff in generating and executing research.

CHERE recently celebrated 25 years as a centre of excellence in health economics and health services research. The Centre consists of a strong team of individuals pre-eminent in the fields of health economics and health services research, with a broad range of skills and expertise in research and its application to health policy.

CHERE’s research focuses on five main themes: economic evaluation and health technology assessment; quality of life; the health economics of cancer and its care; health policy analysis and evaluation; and the use of stated preference techniques in health-care decision making. The Centre has been successful in attracting research funding across these themes through commissioned grants from government and Industry, and through the peer reviewed grants process from funding bodies such as the National Health and Medical Research Council (NHMRC) and the Australian Research Council (ARC).

As a Centre for Research Excellence, CHERE has long recognised the importance of its staff in generating and executing research. That is why it has fostered an active program of capacity building, continuing to attract and develop new researchers in the field of health economics through its PhD program and visiting scholars’ program. This has contributed not only to the breadth of research conducted at the centre but also to the pool of individuals available to engage in applied, policy-relevant health economics research.

chere.uts.edu.au

Researchers

Professor Rosalie Viney
Professor Stephen Goodall
Associate Professor Kees van Gool
Professor Jane Hall
Professor Marion Haas
Professor Deborah Street
Professor Michael Woods

Sheena Arora
Professor Mark Booth
Jody Church
Paula Cronin
Professor Philip Davies
Richard De Abreu Lourenco
Martin Flattery
Dr Megan Gu
Philip Haywood
Patricia Kenny
Dr Thomas Longden
Kathleen Manipis
Elena Meshcheriakova
Dr Chunzhou Mu
Brendan Mulhern
Dr Richard Norman
Dr Alison Pearce
Sopany Saing
Dr Naomi van der Linden
Dr Chun Yee Wong
Dr Serena Yu
Dr Fei-Li Zhao
Professor Rosalie Viney

Professor Rosalie Viney, the Director of CHERE, was recently awarded a Fellowship in the Australian Academy of Social Sciences. This prestigious award recognises Professor Viney’s significant contributions to the field of health economics research and policy development in Australia and internationally. Professor Viney’s contributions to the research and analysis of individuals’ quality of life – particularly using stated preference methods – typifies the application of high-quality research to health policy. Her work with the Pharmaceutical Benefits Advisory Committee, and as Chair of its Economics Sub-Committee, has been a key part of ensuring cost-effective and equitable access to medicines in Australia.

uts.edu.au/staff/rosalie.viney

Professor Jane Hall

A strong research focus is a core part of Professor Jane Hall’s role as the Director of Strategy at CHERE. Since establishing the centre, Professor Hall’s research interests have continued to place her at the forefront of health policy. Whether it is in understanding the costs and consequences of breast cancer screening or what incentives might drive general practice behaviour, her research has always had an applied policy focus. This was recognised when she was named in the Public Policy category as one of The Australian Financial Review 100 Women of Influence for 2016.

uts.edu.au/staff/jane.hall
Market design studies why some institutions are successful, and how to mend those that fail. The Centre for Policy and Market Design (CPMD) is an innovative hub for research, teaching, networking and practical advice. Members from various disciplines within UTS Business School combine their different backgrounds and expertise in a single centre to facilitate synergistic research collaborations, broaden the fields of research and expertise, and work with external organisations including businesses, policy makers and government agencies.

Researchers
Professor Mikhail Anufriev
Dr Marc Chan
Associate Professor David Goldbaum
Associate Professor Susumu Imai
Associate Professor Meliyanni Johar
Glenn Jones
Dr Antonio Rosato
Professor Elizabeth Savage
Dr Toru Suzuki
Professor John Wooders
Dr Jingjing Zhang
Associate Professor Jun Zhang

cpmd.uts.edu.au
Professor John Wooders

When people form a business partnership, they’re often advised to sign a binding contract that specifies how the assets will be divided in the event of death, disability, divorce or departure. However, when one of these 4Ds does occur, it may not be practical to simply sell the business to a third party and divide the proceeds.

Distinguished Research Professor John Wooders and his University of Alabama collaborator Professor Matt Van Essen have come up with an alternative – a new kind of auction.

The ‘compensation auction’ takes place over several rounds, Professor Wooders explains. At the beginning of each round, the amount of compensation is set to zero. Compensation is then increased continuously until one of the partners agrees to take the amount of compensation in return for giving up his claim to the business. This partner exits, and a new round begins.

The process is repeated until only one partner remains. That partner is awarded the business and pays each of the others their individualised compensation.

The auction accommodates any number of players and is efficient, the researchers say. In addition, each partner can guarantee themselves an equal share of the value they ascribe to the business by accepting compensation whenever it reaches that point.

Suppose in the example above that Ann’s value for the business is $15 and so she accepts compensation if it reaches $5 (that is, a third of her value). There are two possible outcomes: the first is that she accepts compensation of $5 at either the first or second round, getting a third of her value; the alternative is that she buys the partnership after Bob and Cathy have both dropped out, each having accepted less than $5 as compensation. In the latter case, Ann gets the business (which she values at $15) and pays at most $10 in compensation, obtaining a net value of at least $5.

Professor Wooders says the method is also ‘fair’ in that it treats the partners symmetrically – no partner has a special role.

uts.edu.au/staff/john.wooders

"The auction accommodates any number of players and is efficient."
While innovation research is burgeoning in Australia and around the world, most is preoccupied with the development of new technology and how to create innovation within firms. A higher-level, holistic view that integrates the political, technical, economic, social and environmental dimensions of innovation and change has been lacking.

Researchers at UTS Business School, however, are taking a cross-faculty and cross-disciplinary approach to addressing business and social innovation, bringing expertise from various disciplines together to conduct ground-breaking research into issues such as business in society, the future of work, organising and the corporation, innovation and innovative systems.

They are researching how innovation and change occur within a framework that encompasses not only productivity and competitiveness but also social inclusion and environmental sustainability. The focus is national, regional and international innovation, encompassing clusters, networks and communities as well as innovation occurring within organisations.

This research will inform public policy aimed at nurturing cultures of innovation and ecosystems that lead to a creative, resilient, sustainable and inclusive society.

uts.edu.au/staff/emmanuel.josserand
Australian trade unions have undergone immense change since the late 1960s. They have seen a slide in membership, significant shifts in industry structure, six changes of government federally, a wave of amalgamation and a rethinking of organisational strategies. One of the most striking developments has been their changing composition, with the rate of female membership (15.9 per cent of the workforce) now greater than that for men (14.4 per cent).

In a new project, Associate Professor Sarah Kaine is building a living archive of the experience of women union activists in Australia over the last 50 years, from those in leadership roles to those whose contributions were out of the spotlight. This project will form a platform for further research in the areas of business and education. “It’s a living archive because we want it to be added to over time, with women telling their stories about union activism – why they got involved, what changes they felt they made, what their legacy was,” she says.

Before becoming an academic Associate Professor Kaine was an industrial relations practitioner and a consultant to not-for-profit organisations. A director of the McKell Institute, she now lectures in human resource management and industrial relations. Her research focuses on several broad themes: employee representation, the development and exercise of employee voice, the formal and informal regulation of employment relations, and human resource management and sustainability. She has a special interest in innovation in employment regulation as the nature of work changes, and in Corporate Social Responsibility (CSR) and its link to industrial relations and leadership.

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"It's a living archive ... with women telling their stories about union activism."
Researchers focusing on business intelligence and data analytics are bringing innovative technologies and methods to the analysis of data, with the aim of helping business and society address important challenges. The aim is to support evidence-based decision-making by public, private and community organisations.

Leading academics across management, marketing, applied economics, statistics, data analytics, product innovation and other fields have come together under this research theme to work with public, private and not-for profit organisations on real-world problems. The ultimate goal of this multi-disciplinary approach, using innovative research methods such as choice modelling and machine learning, is to produce genuine social impact not only for organisations but also for the wider community.

Researchers are working to improve business systems and practice by harnessing the growing power of data analytics.

Researchers

**Professor John Rose**
Associate Professor Paul Burke
Professor Joshua Chan
Professor Simon Darcy
Dr Christine Eckert
Associate Professor Deborah Edwards
Professor Marc Fischer
Dr Dixon Ho
Dr Jan Hohberger
Dr Adrian Lee
Professor Talis Putnins
Professor Ashish Sinha

"Researchers are working to improve business systems and practice by harnessing the growing power of data analytics."
Professor Marc Fischer

The unveiling of a new model is a critical and challenging time for a carmaker. Much effort goes into expensive advertising campaigns across TV, print and digital media, in a market where it may be years before the buyer acts. Professor Marc Fischer, collaborating with global premium carmaker Mercedes-Benz, developed a new approach to managing such campaigns.

“These campaigns are expensive and short and, with the rise of the internet, the communication channels brand managers can choose from has never been larger,” Professor Fischer says. The issue is to understand how effective these channels are relative to each other, in real time, so campaigns can be adjusted quickly. “But current models for measuring advertising effectiveness don’t really suit a single-launch campaign that lasts just four to eight weeks, and where brand advertising doesn’t have an immediate effect on sales but unfolds in the long run.”

Professor Fischer came up with a new approach that has been successfully implemented by Mercedes-Benz and which was recognised in an international competition for marketing scientists. It involves surveying the actual media consumption habits of a representative sample of target customers so this can be matched during the advertising campaign, then measuring the behavioural response of those target customers to the campaign and, finally, analysing and recalibrating.

A key insight from the tool was that while online media should be strengthened this extra spending should be diverted from print and not from TV.

Professor Fischer believes the new approach has application not just in the car industry but also in other categories where the time between purchases is longer and where brand building is important.

uts.edu.au/staff/marc.fischer

"The communication channels brand managers can choose from has never been larger."
"How can we improve the efficiency and effectiveness of financial markets?"

How can we improve the efficiency and effectiveness of financial markets?
Researchers from Finance and Accounting, also drawing on underlying disciplines such as economics, law and cognitive science, are considering this question. Their research falls within five broad themes: assurance and governance; reporting and information in capital markets; market microstructure, encompassing market design; liquidity and the role of information in price discovery; and investments, including funds management and banking structures.

This research examines the detailed structures of financial markets and institutions, as well as the relevance and reliability of information releases, including regulatory effectiveness and self-governing standard-setting. It also involves aspects of ethical conduct and behavioural finance that impact on corporate decision-making, both for investing and financing.

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Researchers

Professor Stephen Taylor
Professor Ron Bird
Professor Martin Bugeja
Professor David Easley
Professor Andrew Ferguson
Professor Jere Francis
Associate Professor Roman Lanis
Professor David Michayluk
Professor Maureen O’Hara
Professor Talis Putnins
Associate Professor Harald Scheule
Associate Professor Yaowen Shan
Technology has fundamentally transformed how trading is conducted in financial markets. However, it is not universally accepted that this change has been for the better. There is considerable debate about the effects of algorithmic trading and high-frequency trading (HFT) on market liquidity and transaction costs for institutional investors. This study examines the contrast between recent academic/regulatory findings, which suggest liquidity has improved, and the continued concerns voiced by institutional investors, saying their execution costs have worsened.

Professor Talis Putnins, chief investigator and co-author of the study, believes that “the finger pointing at high-frequency traders as the bad guys in the market is misdirected, it’s misinformed. There are toxic traders in the market, there are reasons to be concerned, but finger pointing at the HFTs isn’t the right way to solve the problem.”

Professor Putnins is collaborating with the Australian Securities and Investments Commission (ASIC), which has contributed unique regulatory data to the study, along with a co-author, Joseph Barbara, Manager, Market Supervision and Market Integrity.

Professor Putnins is interested in financial market microstructure, market manipulation, liquidity, price discovery, short selling and shadow economies. His research has been published in leading international, peer-reviewed journals. He consults to governments, stock exchanges and financial institutions and has served as an expert witness in legal cases.

uts.edu.au/staff/talis.putnins

"This finger pointing at high-frequency traders as being the bad guys in the market is misdirected."
QUANTITATIVE FINANCE

Quantitative finance solves problems in financial valuation and risk management using advanced techniques from the fields of mathematics, statistics and computing. Before the global financial crisis, much of the quantitative finance work being done in the financial sector was around ever more complicated financial products. Today the focus of quantitative finance researchers such as Professor Erik Schlögl, Professor Eckhard Platen and Professor Tony He is the recognition of new risks and the challenging of old assumptions.

"The simple issues for which there used to be textbook answers now raise complicated questions," says Professor Schlögl. One of the textbook answers that fell away after the GFC was the very simple pricing of an interest rate swap, he says, by way of illustration. "Now, people realise they can’t just assume that if they can borrow today for three months, say, that after three months they will be able to roll over that loan.

"There was always interest rate risk but now there’s also liquidity risk – the risk that you might not be able to borrow at all.”

Other risks that Professor Schlögl and colleagues are focusing on include counterparty risk and model risk – the latter acknowledging that no model in economics or finance exactly represents reality.

Professor Schlögl says inaccurate use of quantitative finance models played a role in developing financial products that contributed to the GFC. “In a way, it’s now the job of quantitative finance, especially from the research side, to make sure that such misuse is less likely.”

The specialists at UTS do this via academically rigorous and practically relevant research, working with industry partners, professional organisations and financial regulators.

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Researchers

Professor Erik Schlögl
Dr Kristoffer Glover
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Dr Hardy Hulley
Dr Adrian Lee
Dr Kai Li
Dr Christina Nikitopoulos Sklibosios
Professor Eckhard Platen
Associate Professor Harald Scheule
Dr Lei Shi
Professor Tony He
Australia Research Council
Discovery Project
“Asset Pricing with Social Interactions, Adaptive Learning, and Differences in Opinion” with Dr Lei Shi and Dr Youwei Li
$211,000

The most important discovery in economics is the diversity in economic life. Due to major changes in technological innovation and global competition, investors learn from and adapt to these changes in highly competitive markets. It is therefore important to understand how social interactions, market microstructure and investors’ experiences affect asset prices in highly competitive financial markets, to establish better predictability in financial markets.

As part of his work, Professor Tony He has discovered, for instance, that strong social interaction by investors can actually cause market instability.

This research project is fundamentally about developing an evolutionary asset pricing theory, along with empirical tests. This work will, in turn, have implications for policy, at which point Professor He will be able to incorporate investor sentiment into an asset price model on return predictability.

Professor He is an internationally recognised expert in financial market modelling. His interests cover theoretical research concerning asset pricing and financial market modelling, as well as empirical testing of various financial market anomalies such as volatility clustering, profitability of optimal trading, and return predictability. Internationally he has more than 40 publications in the field of finance and economics. As a mathematician in his earlier career, he also developed an international reputation in the field of the theory and application of nonlinear dynamic systems.

uts.edu.au/staff/tony.he1

"Strong social interaction by investors can actually cause market instability."


The Australian Business Deans Council (ABDC) established an ABDC Journal Quality List for use by its member business schools and the aim was to overcome the regional and discipline bias of international lists. A* is the highest quality category.
RANKINGS

1st
Top young university in Australia and 8th in the world, QS Top 50 under 50. Also 21st in the Times Higher Education 150 Under 50 Rankings

1st
Economics and Business, US News Global Universities ranking, 7th in Australia

1st
Research in Economics – Excellence in Research Australia (ERA)

1st
Economics and Business, US News Global Universities ranking, 7th in Australia

4th
Research in Commerce and Management – Excellence in Research Australia (ERA)

200
Economics and Business, Academic Ranking of World Universities, =7th in Australia

9th
in Australia and 193rd globally in QS World University Rankings

5 STARS
QS Stars rating

TOP 50
Accounting and Finance, QS World University Subject Rankings

AACSB
Accredited by AACSB in 2007 and 2012 and seeking re-accreditation in 2017

Rankings as of December 2016
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