

2022 Direct Selling Education Foundation (DSEF) Doctoral Sales Grant Program – Guidelines and Requirements

Purpose: The DSEF Doctoral Sales Grant Program will help AACSB accredited doctoral granting institutions build, recruit, and retain the next generation of aspiring sales-focused future faculty and scholars.

Eligibility: Doctoral students unconditionally admitted with a fall 2022 start date, and first year students currently enrolled in a doctoral program from an AACSB accredited doctoral granted institution.

Selection: The selection of applicants is based on the following criteria:

1. Evaluation of a one-page essay submitted by the applicant expressing an interest in pursuing sales research as a focus of his/her doctoral studies and dissertation.
2. Acceptance to an AACSB accredited doctoral program, supported by nomination from that program's doctoral coordinator.
3. Proposals relevant to the direct selling channel, DSEF and Direct Selling Association (DSA) member companies.
4. A current summary curriculum vita of the applicant (two pages maximum).
5. Expressed written intent to pursue a career in academia, after graduation.

Application Submission: Email application materials to Dr. Fernando Jaramillo, University of Texas at Arlington – jaramillo@uta.edu. Applications must be submitted by June 6, 2022 to receive full consideration. Award decisions will be announced by June 17, 2022.

Selection Committee: The selection committee is composed of two active sales professors along with two members of the DSEF leadership team.

DSEF Sales Doctoral Student Grants Disbursement Calendar

- **Year 1:** The doctoral student receives a \$1,000 grant upon full confirmation of enrollment in the submitting doctoral program.
- **Year 2:** The recipient receives a second \$1,000 grant and writes a research or dissertation proposal that focuses on a topic of relevance for DSEF or one or more of its member firms. In tandem, DSEF will provide access to Direct Selling Association (DSA) datasets, or work with the doctoral student and his/her advisor to find one or more suitable DSEF member firms interested in conducting the research study (data access, sampling, etc.).
- **Year 3:** The recipient receives a third \$1,000 grant and presents preliminary research findings to DSEF and the sponsoring firm(s).
- **Year 4:** The recipient receives a final \$1,000 grant and completes the research project (dissertation final defense approval and/or manuscript submission to a quality journal).