



The framework challenges a (novice) Researcher to effectively communicate their research ideas to an Academic field expert (<http://ssrn.com/abstract=2462059>). The PRF has been specially designed for novice Researchers to refine their research question and to prepare a mini research proposal (of 1,000 words and two-page) for potential Research supervisors and mentors. The two-page pitching template begins with four ‘preliminaries’: working title, research question, key papers and motivation. Following this is the core of the template based on a ‘3-2-1 countdown’, namely three building-block elements - idea, data and tools; TWO questions- What’s new? So what? and One bottom line - contribution. The template ends with ‘other’ considerations.

The PRF was invented by Professor Robert Faff who is a Professorial Fellow at Bond University in Australia and Emeritus Professor of Finance at the UQ Business School. He is the founder and President of the International Society on Pitching Research for Responsible Science (InSPiR2eS global research network: <https://pitchingresearch.com/inspir2es-network/>). He has an international reputation in empirical finance research: securing 14 Australian Research Council grants (funding exceeding \$4 million); > 340 refereed journal publications with 42 x A\* (ABDC); career citations - 18,000 (Google Scholar); and a h-index of 67. His particular passion is nurturing the career trajectories of early career researchers. Robert has supervised almost 50 PhD students to successful completion and examined more than 50 PhD dissertations. In addition, Robert is Editor-in-Chief of Pacific-Basin Finance Journal; formerly: Editor of Accounting and Finance and Associate Editor of several other leading journals including Abacus and Australian Journal of Management.

This Pitching Research Framework is effectively used by many Academics in more than 200 international Universities across 78 countries to enhance the quality of their research students (undergraduate and postgraduate). The InSPiR2eS global research network conducts international pitching research competitions annually for international research students using Robert Faff’s PRF template and the InSPiR2eS Global Pitching Research Competition (IGPRC) - 2022 will be held in Australia (<https://pitchingresearch.com/competitions/>). The InSPiR2eS network is a globally-facing research network primarily aimed at research training and capacity building, resting on a foundation theme of responsible science.

#### National Pitching Research Competition (NPRC)

The National Pitching Research Competition (NPRC) is the Sri Lankan counterpart to the InSPiR2eS Global Pitching Research Competition. The National Pitching Research Competition(NPRC) -2021 was held on November 23, 2021 aligned with the Postgraduate Institute of Management Annual Research Conference (PIMARC -2021), University of Sri Jayewardenepura, Sri Lanka. Postgraduate Institute of Management (PIM), University of Sri Jayewardenepura is the pioneering business school in Sri Lanka. PIM conducted the NPRC for the first time in Sri Lanka in collaboration with the InSPiR2eS Global Pitching Research Competition which is organised by the InSPiR2eS global research network.

Prof. Robert Faff graced this inaugural occasion as the keynote speaker of the PIMARC-2021 and Chair of the international panel of judges. The Country Coordinator of the InSPiR2eS Global Pitching Research Competition (IGPRC), Prof. Wasantha Perera, and the foundation ambassador in Sri Lanka of the InSPiR2eS global research network, Prof. Athula Manawaduge liaised with PIM to organise this event in accordance with the guidelines of InSPiR2eS Global Pitching

Research Competition. Dr. Nilakshi Galahitiyawa, as the Co-chair of the conference, coordinated this novel event with country coordinators of the IGPRC. The current Director of PIM, Dr. Kelum Gamage and Co-chair of the PIMARC-2021, Prof. Ajantha Dharmasiri also participated in this special event. Tharindu Ameresekere, Postgraduate Institute of Management, coloured the event as the master of ceremony of this grand finale.

The main aim of organising the NRRC is to assist Higher Degree Research (HDR) students in Sri Lankan national Universities to produce a well-defined, effective and achievable research project by providing a simple mechanism for communicating a new research idea and starting a conversation with a potential research mentor. Further, it creates a solid national and international research platform for HDR students in Sri Lanka.

At the initial stage, three workshops including the information session were conducted to the potential HDR students to build the awareness on Pitching Research Framework (PRF) and competition. The information session for the NPRC 2021 was held on 2nd October 2021 and more than 50 HDR students from different Sri Lankan national Universities successfully registered for this event.

The inventor of the PRF, Prof. Robert Faff, the Country Coordinator of the InSPiR2eS Global Pitching Research Competition (IGPRC), Prof. Wasantha Perera, the foundation ambassador of the InSPiR2eS global research network, Prof. Athula Manawadugae, and the Vice-president of the IGPRC and Dr. Ihtisham Malik all participated in the information session as the resources team.

The deadline for submissions to the NPRC 2021 was November 1, 2021. Finally, six pitches were selected for the grand final based on the quality of their written pitches by an eminent panel of foreign and local reviewers considering the five golden evaluation rules. The selected finalists were Ms. Hiranya Dissanayake from the University of Sri Jayewardenepura, Ms. Chani Imbulgoda; Ms. Anuruddhika Senevirathne; Lesley Gunesekara; Riyad Ismail all from PIM, and Ms. Nishamani Rathnayake from the University of Colombo

The winners of the Sri Lankan NPRC grand final were determined on the combined quality of both written and oral pitches by a panel of international judges. Each selected finalist was given 10 minutes for the presentation. The panel was led by Prof. Robert Faff, Bond University and other members of the panel were Dr. Ihtisham Malik, University of Queensland, and Prof. Adrian Gepp, Bond University. The winner of NPRC -2021 was Riyad Ismail and first runner-up: Ms. Chani Imbulgoda both from PIM and the second Runner-up, Ms Hiranya Dissanayake was from USJP. The PIMARC committee also offered another Award upon the virtual audience selection and Ms. Hiranya Dissanayake was voted as the best Pitching Research Framework presenter (People's Choice Award). All winners of the NPRC were Awarded cash prizes and certificates at the awarding ceremony of the grand finale.

Winners of the NPRC – 2021

Name PhD Project Title

Riyad Ismail (Winner) Investigating Final Year Undergraduates' Career Self-Management Process During Education-to-Work Transition

Ms. Chani Vasana Imbulgoda (First Runner-up Symbolic Compliance towards Quality Assurance System in Higher Education: A Moral Outlook

Ms. Hiranya Dissanayake (Second Runner-up Impact of Covid-19 on Corporate Sustainability in an Emerging Economy

The National Pitching Research Competition-2021 came to an end with great success and the winner of this competition, Riyad Ismail from Postgraduate Institute of Management, will progress to the semi-final round of the IGPRC, leading to the IGPRC Grand Final which will be held online in Australia next year.

**Professor Wasantha Perera**

Country Coordinator, Sri Lanka

InSPiR2eS Global Pitching Research Competition (IGPRC)