

## CALL FOR APPLICATIONS FOR RESEARCH PROJECTS

The Wholesale and Retail Leadership Chair has two exciting new research projects, each with a research grant of R200 000, namely:

- *Profiles of African countries with most potential for SA retailers' expansion into Africa*
- *Decolonization and its application to the existing Retail Business Management programmes: the power of indigenous knowledge*

As you may know, one of the key roles the Wholesale and Retail Leadership Chair is to conduct research into important issues in South Africa's wholesale and retail sector. To meet this goal, in addition to CPUT researchers, we make use of contract researchers from other universities, post docs, retired academics, consulting firms, NGO agencies, individuals, in fact anyone with research skills and experience. We do NOT call for tenders, but cost a project with a broadly specified methodology, and then put out an invitation to researchers to apply for the project. We then screen the applications and appoint the researcher deemed to be most qualified, skilled and experienced for that project. Note that payment is according to achievement of deliverables and the project price is non-negotiable.

Our two new research projects, which have to be undertaken during the first half of 2017, are the first of a number of projects for 2017. Calls for the other projects will be released on a staggered basis throughout 2017. The project specifications for these first two projects are attached, showing the required objectives and outcomes, the broad methodology, and the deliverables and payment schedule.

If you are interested in being considered for one of these projects, please provide the information listed at the end of the relevant project specification, by 16 January 2017. Please forward your application, with an up-to-date copy of your CV, stating qualifications and experience, and an explanation of what makes you particularly suited to the project, to Ms Samantha van der Merwe, the WRLC Research Project Co-ordinator, at [vandermerwesa@cput.ac.za](mailto:vandermerwesa@cput.ac.za).

A panel will screen the applications and a recommendation regarding the appointment of the researchers will be made to our Management Operations Committee. You may be requested to come to CPUT, Cape Town, for an interview. The selected researchers will then be asked to prepare a detailed research proposal, and once this is accepted, a service provider contract will be drawn up. Once the contract is signed, all correspondence must be with the WRLC Chair, who will oversee the research from a quality point of view, to ensure the deliverables are met.

Please note that a CPUT staff member from the Retail Business Management Department may be attached to the project to assist where possible and you will be expected to facilitate the integration of that person into your research team.

We look forward to receiving your application.

**Key date: Applications must reach us by Monday 16 January 2017.**