



CALL: 2024 All-Japan PBFJ SHARK TANK SPECIAL CONFERENCE



General Background

Building on the highly successful Accounting & Finance research workshops hosted by Nagoya City University (NCU) during 2017-2023, Professor Robert Faff (Bond University and University of Queensland), Editor-in-Chief of Pacific-Basin Finance Journal (PBFJ), will co-ordinate and lead a new SHARK TANK Conference in March 2024 in Nagoya, again hosted by NCU. The key focus of this new event is to actively facilitate: (a) “pre-registered pitch” practices by finance researchers in Japan, (b) working paper of “research discovery” relating to interesting finance questions applied to Japanese settings. Upon careful assessment of written submissions, selected teams will be invited to orally pitch their research idea to the “sharks” at the 2024 conference to be held in Nagoya (as per the information and timelines provided below).

More specifically, the shark tank event has 2 (initial) phases:

Phase I – submission of written 2-page initial pitch based on either: (a) a new research idea in line with the pre-registered pitch framework (see Faff (2023, PBFJ)) or (b) an existing polished working paper.¹

Phase II –oral pitch presentation (based on the written pitch) to an Editors Panel of PBFJ Sharks, led by Professor Faff. After each oral pitch, the shark editors will give a “thumbs up” or “thumbs down”. Ultimately, subject to unanimous support from the shark panel,² pitches presented at the **All-Japan SHARK TANK SPECIAL CONFERENCE**, will be invited to pursue a pathway toward potential publication in a future issue of PBFJ.³

During-conference Presenters will be required to deliver an oral pitch based on a carefully designed PPT slide deck faithful to their structured written pitch. They should aim to have slide content that can be covered in a presentation lasting no more than 12 minutes. Each oral pitch will be followed by Q&A led by the PBFJ editor (and from the audience, time permitting). The session will culminate with the PBFJ editor giving a “green light” or “orange light” or a “red light” decision.

Post-conference

Phase III: (a) Pre-registered report phase. or (b) Completed paper submission.

(a) Pre-registered report phase. As fully described in the [PBFJ editorial \(Faff, 2023\)](#), those teams who have their “pre-registered report” ultimately accepted in Phase III, are invited to enter Phase IV and execute their full study in line with the accepted pre-registered report.

(b) Completed paper submission. The author(s) can submit their paper based on the comments of conference to PBFJ.

Phase IV: (a) Pre-registered study phase. As fully described in the PBFJ editorial (Faff, 2022), those teams who have their pre-registered report ultimately accepted in Phase III, are invited to enter Phase IV and execute their full study in line with the accepted pre-registered report.

Important Dates

- **Stage I (Written Pitch or Working Paper):** **Submission Deadline: February 14th, 2024.**
Decision Notification: February 29th, 2024.
- **Stage II (Shark Tank Oral Pitch):** **All-Japan PBFJ SHARK TANK CONFERENCE Program: March 20th, 2024.**

Some Guidelines on the Pitching Task

- Proposals or Papers involving a Japanese setting/context are required, though no boundaries are placed on topics, as long as they have a sufficient finance flavour (leading to a good “fit” for PBFJ).
- Teams can choose among two pitch types: (a) Pre-registered study or replication study; or (b) working paper of new study.

¹ Faff, R., (2023), “PBFJ Editorial ... Engaging with responsible science. “OPEN FOR BUSINESS” – Launching the PBFJ pre-registration publication initiative”, *Pacific-Basin Finance Journal* 79, 101837.

² Due to time constraints, this process will likely be completed “offline”.

³ The pathway will differ depending on which of the dual research types are involved – either a pre-registered study or an existing polishing working paper. The process will be explained by the Editor of PBFJ during the conference.

- If you submit the (a) **pre-registered study type** to the conference, the essential requirement is that the project has not yet been executed and that the data have not yet been analysed (in any serious manner).
- **Written pitch:** maximum 1,200 words; technical content as needed; & address viability & research timeline.
- **Oral pitch:** one team member to deliver the oral pitch (12 minute PPT presentation) in an open forum to the Shark Tank panel, emphasising the most salient elements of the research proposal. Sharks and teams will openly engage in a process of Q&A (in the remaining time for each 30 minute slot).
- Sharks will make decisions based on the soundness of research plan, and merit and interest underlying the idea. Moreover, those teams accepting the PBFJ invitation to proceed with the pitched project, understand that the most important condition of ultimate publication in PBFJ is to produce high quality, credible and reliable results – irrespective of whether the findings turn out to be statistically significant or not.
- All submissions of (a) **Pre-registered study pitch** must be made via the dedicated section on the web portal:⁴ [PitchMyResearch.com](https://pitchmyresearch.com). As for (b) type submission, please email to the Local Organizer: Hideaki Sakawa (sakawa@econ.nagoya-cu.ac.jp) or Naoki Watanabe (naoki-watanabe@econ.nagoya-cu.ac.jp)

Further Enquiries

For any clarifications/queries regarding this event, please email: r.faff@business.uq.edu.au

⁴ The first step is to register as a user, then click on the button “pitching competitions” and follow the instructions. The [web portal](#) will open for **2024 All-Japan PBFJ SHARK TANK SPECIAL CONFERENCE** submissions in January 2024.