

#### 4.1.1 Successful External Grants

<b>Name of Granting Body:</b>		<i>Institute of Public Accountants/ UNE Business School</i>			ACGR Grant?	No	
<b>Research topic:</b>		<i>Exploring the Importance of Personal Selling skills for accountants in small and medium sized accountancy firms in Tamworth and Armidale.</i>					
<i>Internal Grant No.</i>	22826	<i>Period of Grant</i>	2010-2011	<i>Total \$ of Grant</i>	\$11,381	<i>\$ of Grant allocated to UNE</i>	\$11,381
<i>Names of Recipients (UNE recipients in italics):</i>			<i>Jennifer Rindfleish &amp; Sujana Adapa</i>				
<i>Applicant's contribution to the Grant (%):</i>			80%	<i>To date, amount of grant received</i>			\$
<b>Name of Granting Body:</b>		<i>Institute of Public Accountants/ UNE Business School</i>			ACGR Grant?	No	
<b>Research topic</b>		<i>Investigating the rhetoric and realities of the concept of corporate social responsibility in small and medium sized accountancy firms in regional Australia.</i>					
<i>Internal Grant No.</i>	22827	<i>Period of Grant</i>	2010-2011	<i>Total \$ of Grant</i>	\$8,294	<i>\$ of Grant allocated to UNE</i>	\$8,294
<i>Names of Recipients (UNE recipients in italics):</i>			<i>Sujana Adapa &amp; Jennifer Rindfleish</i>				
<i>Applicant's contribution to the Grant (%):</i>			20%				

#### 4.1.2 Successful Internal Grants (School, Faculty, University level)

Grant source:		Faculty of Economics, Business & Law				
Research topic		'Managing the Marketing Mix: The Body Shop in the Northern Tablelands, NSW'				
Internal Grant No.		Period of Grant	2003	Total \$ of Grant	\$2635	
Names of Recipients			Jennifer Rindfleish, Gina Milgate			
Applicant's contribution to the Grant (%):			70%			

Grant source:		SPIRT Priming Grant				
Research topic		'Consumer Decision-making for Purchasing on the Internet'				
Internal Grant No.		Period of Grant	2000	Total \$ of Grant	\$2000	
Names of Recipients			Ray Cooksey, Jennifer Rindfleish, Sue-Ellen Kjeldal			
Applicant's contribution to the Grant (%):			33%			