

**The University of Texas at El Paso**  
**Woody L. Hunt College of Business**

**Incentive Program for Research on U.S.–Mexico Trade and Commerce**

**Purpose**

The Woody L. Hunt College of Business (HCOB) seeks to position itself as the premier institution for research and thought leadership on U.S.–Mexico trade and commerce. To encourage high-impact scholarship in this area, the College is establishing a faculty incentive program that rewards journal publications contributing to this strategic priority.

**Eligibility**

- All full-time faculty members of the Woody L. Hunt College of Business (tenured, tenure-track, and non-tenure track) are eligible.
- Publications must list The University of Texas at El Paso and Woody L. Hunt College of Business as the institutional affiliation.
- Funding will be disbursed as outlined below once the work has been published in print or online (with a DOI) after the effective date.
- Holders of endowed chairs and professorships are eligible if the annual distributions from the endowments are less than \$20,000.
- Faculty members are eligible for no more than two incentives in a five-year period.
- The same article cannot be used for other forms of research, salary incentives, and support.
- For articles with more than five co-authors, incentives will be contingent on the significance of the contribution and may be adjusted accordingly.

**Eligible Research Topics**

The program recognizes scholarly and applied research exclusively focused on U.S.–Mexico trade and commerce. Eligible publications must emphasize the bilateral relationship between the United States and Mexico, as well as its business, economic, or policy implications.

Multicountry or regional studies that *merely include Mexico* among several countries may not qualify for this incentive program.

Examples of eligible topics include, but are not limited to:

- Cross-border trade, logistics, and supply chains between the U.S. and Mexico
- Economic integration, finance, and policy affecting the two countries
- Cross-cultural consumer behavior and marketing in U.S.-Mexico contexts
- Accounting practices in U.S.-Mexico trade
- Foreign direct investment, entrepreneurship, and innovation across the border
- Labor mobility, migration, and workforce development in the binational region
- Comparative management, regulation, and governance between the two countries

### **Incentive Levels**

<b>Category</b>	<b>Publication Type</b>	<b>Incentive</b>	<b>Use of Funds</b>
Journal article	B-level journal *	\$1,000	Research/travel
Journal article	A-level journal	\$2,000	Research/travel or salary support
Journal article	A*-level journal	\$4,000	Research/travel or salary support
Journal article	Journal on the UT-Dallas list	\$7,500	Research/travel or salary support

\* Based on the ABDC List of Journals

### **Funding Source and Disbursement**

- Awards will be funded through the Dean’s Office research incentive pool.
- Awards will be processed after verification of publication (submission of citation and article copy).
- Research/travel funds must be used within the academic year of the award. Salary support, when selected, will be issued as a one-time payment, subject to all applicable deductions and taxes. All funds will be disbursed during the summer months.
- Incentives must be requested no later than six months from the publication date.
- If multiple co-authors on a journal article are Hunt College faculty members, the incentive will be divided equally among them, subject to any other eligibility requirements.
- Only one such incentive can be allocated per faculty member per academic year.

### **Program Administration**

The Associate Dean for Research and Faculty Development will administer the program. A Faculty Review Committee may be convened by the Dean to evaluate eligibility or classify journal articles in borderline cases. All awards are contingent upon annual funding availability and may be adjusted proportionally if necessary.

## **Expected Outcomes**

The incentive program aims to:

- Increase the quantity and quality of research on U.S.–Mexico trade and commerce.
- Build Hunt College’s reputation as a national and binational leader in cross-border economic research.
- Promote collaborations across disciplines and with external partners in the U.S. and Mexico.

Approved by:

John Hadjimarcou

Rick and Ginger Francis Dean

Effective Date: December 1, 2025

Review Date: Annually, each August