



PITCHING RESEARCH MATTERS!

Online Seminar

13 NOVEMBER 2026 • 09:30–11:00 (LITHUANIA TIME) • ONLINE*

* The MS Teams link will be sent to registered IGPRC2026 Lithuania competition participants closer to the event

This online session provides a concise introduction to Faff's Pitching Research Framework (PRF), together with practical tips for developing a clear, coherent and compelling research pitch. Particular attention will be given to sharpening the Research Question, aligning the Idea-Data-Tools foundations, and convincingly explaining what is new, why it matters and what the research will contribute.

The session will also offer targeted advice for participants preparing an entry for the Lithuania chapter of the InSPiR2eS Global Pitching Research Competition 2026 (IGPRC2026).

PROGRAMME

09:30-09:35	OPENING SPEECH Neringa Gerulaitienė • Associate professor at KTU School of Economics and Business • Head of the IC4RS Lithuania Center • Country node leader of a global Research network InSPiR2eS in Lithuania
09:35-09:50	FROM PITCH TO PRIZE: INSIGHTS FROM AN IGPRC2025 WINNER PhD student Roberta Spangelytė • Joint Overall Winner • Lithuanian Research Centre for Agriculture and Forestry (LAMMC), Lithuania A global winner's perspective on developing and presenting a research pitch, with practical reflections for current competition participants.
09:50-11:00	PITCHING RESEARCH MATTERS! Robert Faff • Professor at Corvinus University, Budapest, Hungary • Founder & Director, IC4RS • Founder, InSPiR2eS Network A practical pitching research framework (PRF) seminar covering Research Question, Idea-Data-Tools alignment, novelty, significance and contribution, with targeted guidance for IGPRC2026 participants.

More information about the IGPRC2026 Lithuania competition can be found here:

<https://evf.ktu.edu/events/inspir2es-global-pitching-research-competition-2026-igprc2026/>

Contact person and any further enquiries

Assoc. Prof. Neringa Gerulaitienė

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ABOUT THE SPEAKERS



PROFESSOR ROBERT FAFF

Robert Faff is a Research Professor at Corvinus University of Budapest (Hungary), Honorary Adjunct Professor at Bond University (Australia), and Emeritus Professor at UQ Business School (Australia). He has an international reputation in empirical finance research: securing 14 Australian Research Council grants (with total funding exceeding AUD4 million); 360+ refereed journal publications – 46 x A* (ABDC); career citations 23,000+ (Google Scholar); with a h-index of 74. Robert has supervised almost 50 PhD students to successful completion and examined more than 50 PhD dissertations.

Building on a 40-year academic career, his signature focus is “Pitching Research”, with worldwide penetration signaled by: (a) 27,000+ SSRN downloads; (b) 400+ pitching talks/events; (c) at 37 Australian universities; and (d) spanning 54 different countries.

He is the Founder & President of the InSPiR2eS research network, a globally facing research network primarily aimed at research training and capacity building, resting on a foundation theme of responsible science.



NERINGA GERULAITIENĖ

Neringa Gerulaitienė is an associate professor in management at Kaunas University of Technology. Neringa is the head of the IC4RS Lithuania Center and a country node leader of a global research network “InSPiR2eS” in Lithuania. Her research focuses on family business, organizational resilience, dynamic managerial capabilities, innovation, business succession, and healthcare management. Dr Gerulaitienė has approximately 13 years of experience in national and international research projects. She has participated as a project leader or researcher in 12 projects, including 7 national projects funded under programmes of the Research Council of Lithuania and 5 international projects supported through Horizon Europe, EIT, and other funding schemes. She currently leads the KTU team in the international Horizon Europe RIA project, WP2 “Improving Mental Health, Wellbeing, and Resilience of Healthcare Workers in Changing Environments” (2024–2027), with a KTU budget - ~600,000 EUR. Her scientific competence is demonstrated by extensive international research collaboration, scientific publications in reputable journals (e.g., *Technovation*, the *Journal of Strategy and Management*), as well as participation in over 35 international conferences, (e.g., AOM, BAM, EURAM, IFERA, and IEEE). Moreover, since 2009, Neringa has developed her academic competencies at various international universities, including the Haas Business School, UC Berkeley, USA (July 2019 and June 2018); Universitat Autònoma de Barcelona, Spain (February 2022); ESADE Ramon Llull University, Spain (2017); and etc. Dr Gerulaitienė actively contributes to the professional development of doctoral and postdoctoral researchers. She organizes research pitching competitions in Lithuania, through which selected participants qualify for the global InSPiR2eS research pitching competition.



ROBERTA SPANGELYTĖ

Roberta Spangelytė is a Lithuanian food science researcher and PhD candidate at the Lithuanian Research Centre for Agriculture and Forestry (LAMMC), working at the Institute of Horticulture. Her research focuses on plant processing, bioactive compounds, and nutrition. She holds a Bachelor's degree in Food Science and Technology and a Master's degree in Food Systems, with additional knowledge in entrepreneurship and personalised nutrition. Her doctoral research explores enzyme-assisted extraction and fermentation of plant-based raw materials, with a particular interest in applications for women's nutrition. Roberta has gained international academic and research experience through scientific projects, collaborations, and study exchanges in France, Mexico, Argentina, Spain, Sweden, and Poland. Her work combines interdisciplinary research with a focus on developing innovative and sustainable solutions for food, nutrition, and health.