Romora Sitorus
University of Oklahoma
307 West Brooks, AH 205A
Norman, OK 73019-4004
(405) 968 -7655
March 20, 2018

David Robinson
Fuqua School of Business, Duke University
100 Fuqua Drive, Durham, NC

Dear Professor,

I am a graduate student in finance at the University of Oklahoma with a research interest in the area of entrepreneurial finance, and I am excited about the opportunity to bring my research experience and enthusiasm to NBER Entrepreneurship Research Boot Camp 2018. To this end, I am enclosing a complete curriculum vitae and research statement outlining my professional qualification for your review and consideration. I also include a letter of recommendation from my supervisor, Professor William L. Megginson.

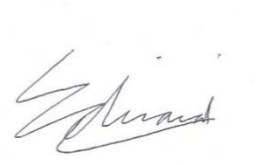
I am currently working on research related to venture capital and entrepreneurial firms under the supervision of Professor Megginson. Specifically, I am looking to investigate how political uncertainty affects the growth and survival of new firms. Additionally, I am working to revisit and extend Megginson and Weiss (1991) to understand the impact of venture capital reputation on the post-IPO corporate social responsibility of portfolio companies.

Prior research experience has given me the background to explore issues in the financing decisions of entrepreneurial firms in more depth. I began to develop my survey research skills while working on a financial inclusion study under the supervision of Dr. Agustinus Prasetyantoko. We conducted a survey of four hundred low-income households in four cities in Indonesia and found that small business' demand for financial services is conditional on the level of trust, social interaction, and financial literacy. Our study documented that business owners with higher financial literacy tend to have formal savings account and higher demand for bank credit. Moreover, the positive impact of financial literacy on demand for bank credit is more pronounced for younger individuals and those who lived close to post offices.

I would greatly appreciate the chance to learn at NBER Entrepreneurship Boot Camp, and look forward to interacting and collaborating with other researchers in the area of entrepreneurship. I could be reached at (405) 968-7655 or you can email me at morasitorus@ou.edu

Thank you for your time and consideration.

Sincerely



Romora Sitorus

Romora Sitorus

307 West Brooks, AH 205A, Norman, OK 73019-4004

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EDUCATION

The University of Oklahoma, Norman, OK, USA
PhD in Finance — 2016 to present

Durham University, Durham, UK
MSc in Finance and Investment — 2009 to 2011

Gadjah Mada University, Yogyakarta, Indonesia
BSc in Economics, *Valedictorian* — 2003 to 2008

RESEARCH INTERESTS

Empirical Corporate Finance, Entrepreneurial Finance, Economics of Energy and Innovation

PUBLICATION, BOOK CHAPTER and REPORT

[1] "**Convergence in Corporate Governance towards US Model? Evidence from the Global Petroleum Industry**," (with William L. Megginson), 2017, in Corporate Ownership and Control.

[2] "**Improving Access to Finance in Indonesia**," Center for Society Development Studies (CSDS) Atma Jaya Catholic University of Indonesia, 2015, Report for Department of Foreign Affairs, Trade, and Development Canada.

[3] "**A study of financial integration and optimal diversification strategy in ASEAN equity markets**," (with Peter Hwang), 2014, Journal of Economic Integration 29, 496-519

AWARDS, GRANTS, and FELLOWSHIPS

2015	Fulbright PhD Program Scholarship
2014	Central Bank of Indonesia Financial System Stability Research Competition, Third Prize, USD 1,400
2014	Indonesian Directorate General of Higher Education, Ministry of Education and Culture Grant, USD 2,100
2013	Supervisor for students in CFA Institute Indonesia Investment Research Challenge, Second Prize, USD 1,130
2012	Global Business Research Conference Best Paper Award in Economics Track, World Business Institute
2011	Shell Centenary Fund Fellowship. Durham University, UK
2007	Gadjah Mada University outstanding student award, First Prize
2006	ASEAN University Network - Republic of Korea Fellowship, Daejeon University

PRESENTATIONS

2018	Early Ideas Session in OU Distinguished Scholar Lecture Program with Prof. Laura Starks
2017	Early Ideas Session in OU Distinguished Scholar Lecture Program with Prof. Kose John
2015	Research Workshop by Prof. William L. Megginson, State University of Jakarta, Indonesia
2014	2nd Annual IFMA International Conference on Finance, Indonesia
2013	World Finance Conference 2013, Cyprus
2013	8th Conference on Risk, Banking and Financial Stability, Indonesia
2013	7th Annual Workshop Bulletin of Monetary Economics and Banking, Indonesia
2012	Global Business Research Conference 2012, Mexico
2012	World Finance & Banking Symposium 2012, China

PHD COURSES

Completed Courses: Microeconomics I, Microeconomics II, Mathematical Economics I, Financial Markets & Institutions, Econometrics I, Econometrics II, Introduction to Finance Theory, Corporate Finance Theory I.

Current Courses: Archival Financial Reporting, Econometrics III, Corporate Finance Theory II.

TEACHING EXPERIENCES

2011-2016 **Instructor, Sampoerna University**

Introduction and Intermediate Finance, Business Statistics, Time Series Analysis, Financial Markets and Institutions, International Economics, Financial Risk Management, 3 credits, on average 25 students per section.

2014 **Instructor, State University of Jakarta**

Financial Markets and Institutions, 30 students.

PROFESSIONAL SERVICES

Research Associate, Center for Society Development Studies (CSDS). Atma Jaya Catholic University of Indonesia (2015-2016)
Research Fellow, Central Bank of the Republic of Indonesia (2012-2013)
Research Associate, Institute for development of economics and finance (2011–2012)

PREVIOUS EMPLOYMENT

Lecturer of Finance, Sampoerna University, Indonesia (2011-2016)
Visiting Lecturer of Finance, State University of Jakarta, Indonesia (2014-2015)
Business and Master Data Analyst. ConocoPhillips Indonesia (2008 – 2009)

ADDITIONAL INFORMATION

Computer: Stata, SAS, Matlab, Eviews, Python
Language: English (fluent), Bahasa (native)

I am a finance graduate student at University of Oklahoma with an interest in contributing to a deeper understanding of the financing and political landscape for young firms. Thus, I am excited about the opportunity to attend NBER Entrepreneurship Research Boot Camp 2018 in which I can learn about the new questions, challenges, and opportunities in the area of entrepreneurship from the finest scholars in the field. Moreover, I am fascinated to meet other fellow students, to engage with publicly available data, and to share my research modeling and analysis code, to design innovative solutions to solve challenges in our research works.

My current research highlights two aspects of entrepreneurial finance: First, the impacts of political uncertainty on financial and investment policies of nascent firms; Second, the effects of venture capital funding on portfolio companies' participation in activities that promote society's welfare. In my research, I intend to employ a wide spectrum of econometric techniques, institutional settings, develop survey tools, and analyze large panel data sets, generating evidence to inform theory as well as practitioners in the areas of public policy and business.

This research statement proceeds as follows: The first part discusses my work on the implication of political uncertainty on local start-ups and global venture capital investments. The second part discusses my work on the customer-supplier relationship, and prosocial activities of venture capital-backed firms. Both parts include plans for future research in the respective areas.

Political Uncertainty, Entrepreneurial Firms, Global Venture Capital

Current Work:

I am currently working with Professor Megginson to assess the causal associations between political uncertainty and the investment of entrepreneurial firms. The relevance of politics in finance is a widely accepted notion based on both extensive anecdotal evidence and several academic studies. Despite the considerable breadth and depth of this literature, to our knowledge, no study has directly documented whether political uncertainty can affect the growth and survival of new firms.

There are two main challenges that we faced in this study. The first challenge is to measure policy uncertainty appropriately. To solve this issue, we use an index of aggregate policy uncertainty developed by Baker, Bloom, and Davis (2016). Additionally, we follow Jens (2016) and use presidential and gubernatorial elections as a source of exogenous political uncertainty. Second, the dearth of data on very-early-stage firms makes it difficult to examine further back in firms' life histories. Thus, following Robb and Robinson (2012) and Cerqueiro and Penas (2016), our study uses a novel data set, the Kauffman Firm Survey (KFS), a longitudinal survey that collected information for a sample of 4,928 startups that began operations in 2004 in the United States and that are followed annually until 2011.

The panel structure of KFS data allows us to include firm fixed effects that control for time-invariant differences among entrepreneurs, firms, and states. Furthermore, we use panel regression model and hazard analysis to exploit the cross-state and within-state exogenous variation using gubernatorial electoral timing to explain not only on startups' financing structure, but also on several indicators of real performance, such as employment, operating efficiency, and survival. Our study is thus related to fast-growing literature that studies the causal effect of changes in the political environment on firm investment.

Future Work:

A related paper I am currently working on with my supervisor test hypotheses that relate political uncertainty to Venture Capital (VC) and its portfolio company success. Following Megginson (2004), Gompers et al. (2008), Bottazzi et al. (2011), and Nahata et al. (2014), we analyze the cross-sectional determinants of success in cross-border VC investing, spanning both developed and emerging economies. Following Julio and Yook (2012), our study considers national elections in 48 countries held between 1980 and 2015. We argue that global VCs are likely to engage in more intensive screening of potential investments when they invest during national election years, particularly in emerging economies, and that careful deal selection contributes significantly to VC success. We argue that policy uncertainty adversely affects global VCs rely on more stage financing and less total investment amount to mitigate the negative effect of political uncertainty. Additionally, we study the impact of local investor participation, which serves to mitigate the liability of foreignness problem faced by foreign VC.

Venture Capital Reputation and Stakeholder Engagement

Current Work:

This paper study the consequences of common venture capital investors on potential product market relationships between customer and supplier. Following Gompers and Xuan (2009) and Johnson et al. (2017), we explore a sample of the customer-supplier relationship of common venture capital-backed firms from 1992-2015. We restrict our analysis to customer and supplier that are public and targets that are venture capital-financed. We identify whether a supplier was venture capital-financed when it was private and whether the supplier was funded by the same venture capital firm as the customer. Similarly, we note whether the customer and supplier are headquartered in the same geographic region. Given that many individual firms maintain important trading relationships with their large customers (supply chain) and that supply chains are a major fixture in current business practice (Sanders, 2011), we argue that examining IPOs within the context of product market relationships can offer valuable new insights into how customer react to suppliers' IPO and the determinants of IPO announcement effects.

The financial interdependence of suppliers and large customers allows us to examine several important questions surrounding IPOs. How does the existence of a large customer affect a supplier's IPO announcement return? Do large customers also experience stock price reactions to supplier IPOs? What information about suppliers and their main customers do IPOs reveal? By examining these questions, we hope to enhance our understanding of the interactions between product markets and financial decisions and the economics of major trading relationships.

Future Work:

Currently, I am also working on a study to investigate the impact of venture capital reputation on the long-term post-IPO corporate social responsibility activity. It is important for venture capitalists to maintain a favorable reputation if they seek to be active long-term players in the financial markets. Thus, by extending Megginson and Weiss (1991), I posit that VCs are concerned about preserving and enhancing their reputation through better environmental, social, governance activities by its portfolio companies.

In the immediate future I would like to exploit exogenous sources of variation in VC involvement to study causal effects of venture capital screening and monitoring on firm outcomes. In the long term I see myself working on expanding my expertise in these areas by empirical works.

THE UNIVERSITY OF OKLAHOMA
PRICE
COLLEGE OF BUSINESS

March 26, 2018

Professor David Robinson
Fuqua School of Business
Duke University
100 Fuqua Drive
Durham, NC

Dear David,

This letter is to strongly support the candidacy of Romora Sitorus to attend the NBER Entrepreneurship Research Boot Camp 2018. Mora, as he is known, is an extremely promising second-year doctoral student in our finance PhD program, and is attending OU under a Fulbright Fellowship. He has nearly completed his doctoral coursework—including my Corporate Finance Theory course—and has impressed all of us with his intellect, creativity, and strong work ethic.

As Mora's statement of purpose letter describes, he is currently working on research related to venture capital and entrepreneurial firms, under my supervision, and is specifically investigating how political uncertainty affects the growth and survival of new firms. He has already invested in reading much of the academic literature on venture capital and entrepreneurial finance, and would benefit greatly from participating in this NBER program.

Please do not hesitate to contact me if you have any questions about my assessment or need any additional comments about Mora's qualifications or motivation. Although I am currently visiting at King Fahd university of Petroleum and Minerals as the Saudi Aramco Chair Professor in Finance, I can be reached at any time by e-mail (wmegginson@ou.edu) or, rather expensively, by phone (405 365-9434).

Sincerely,

William L. Megginson

William L. Megginson
Professor & Price Chair in Finance
George Lynn Cross Research Professor