To:
Brett Maranjian
National Bureau of Economic Research
1050 Massachusetts Avenue
Cambridge, MA 02138, US

March 27, 2019

Dear Brett:

I am Jiajie Xu, a second-year Ph.D. student in Finance at Boston College. I am very interested in doing research in entrepreneurial finance and entrepreneurship. I have done some research projects focusing on the financing of entrepreneurship and the role of government in promoting local entrepreneurship and innovation. As I want to write my dissertation in the area of entrepreneurship, I sincerely hope to get in the 2019 NBER Entrepreneurship Research Boot Camp to get exposure to the frontier research and leading topics in entrepreneurship and entrepreneurial finance.

My advisor is Prof. Thomas Chemmanur in the Department of Finance pf Boston College, who is writing me the recommendation letter attached in the package. I am currently working with him on a project about angel financing to start-ups. I also have a working paper about entrepreneurship in China which has been accepted to present in the 2019 WFA program. Prior to my doctoral study, I got my master's degree in Finance from Peking University in China.

I sincerely hope to have the opportunity to participate in the 2019 NBER Entrepreneurship Research Boot Camp and get to know the leading topics and scholars in the area! Please let me know if you have any questions or would like to know more about me. You can reach me by phone at 857-361-9833 or by email at jiajie.xu@bc.edu.

Sincerely,

Jiajie Xu
Ph.D. Candidate in Finance
Carroll School of Management
Boston College
Chestnut Hill, MA

857-361-9833 **Jiajie Xu** jiajie.xu@bc.edu

EDUCATION

Carroll School of Management, Boston College, Boston, MA — Aug. 2017 - present
Ph.D. Candidate in Finance

Guanghua School of Management, Peking University, Beijing, China — Sep. 2015 - Jun. 2017
Master of Finance

Fudan University, Shanghai, China — Sep. 2011 - Jun. 2015
Bachelor of Economics

RESEARCH PAPERS

Working paper

"Do place-based policies promote local innovation and entrepreneurial finance?" with Xuan Tian;
2019 WFA (scheduled); 2019 CICF (scheduled)

This paper explores how a prominent place-based program in China, the establishment of national high-tech zones, affects local innovation and entrepreneurship. Relying on plausible exogenous variation in place-based programs caused by staggered establishments of national high-tech zones in 473 Chinese cities and using a difference-in-differences approach, we find that the establishment of national high-tech zones has a positive effect on local innovation output and entrepreneurial activities. Favorable tax treatments, talent cultivation, and land price reductions offered by national high-tech zones are plausible underlying mechanisms through which high-tech zones promote local innovation and entrepreneurship.

"Trading Restriction as a Channel of Financial Contagion – Evidence from China's Stock Market" with Laura Xiaolei Liu and Ninghua Zhong; 2017 CICF; covered by VoxChina

This paper examines how trading restrictions, including price limits and trading suspension, induced contagion during the 2015 China stock market crash. Using daily stock-level data, we find these trading restrictions made many highly valued stocks non-tradable and consequently caused mutual funds facing redemption pressure or with precautious concerns to sell other tradable stocks. The selling behavior caused a contagion of the crisis from non-tradable stocks to tradable stocks, whose price and trading volume both decreased significantly. Our paper contributes to the literature on assets' fire sale and trading regulations.

TEACHING

Teaching Assistant to Prof. Rawley Heimer, Corporate Finance — Jan. 2018 – May 2018
Carroll School of Management, Boston College, Boston

Teaching Assistant to Prof. Yuyu Chen, Macroeconomics (graduate), — Sep. 2016 – Dec. 2016
Guanghua School of Management, Peking University, Beijing

Teaching Assistant to Prof. Ji Shen, Behavioral Finance (undergraduate), — Mar. 2016 - Jun. 2016
Guanghua School of Management, Peking University, Beijing

OTHER EXPERIENCE

Research Assistant to Prof. Nadya Malenko — Jan. 2019 - present
Research Assistant to Prof. Adam Jorring — Sep. 2018 - present
Bain & Company – *Intern* (global consulting firm), Shanghai — Oct. 2013 - Feb. 2014
American Securities – *Intern* (private equity investment firm), Shanghai — Mar. 2014 - Jun. 2014

AWARD

2019 AFA travel grant — Jan. 2019
2016 China National Scholarship (highest honor for graduate students study in China) — Sep. 2016

LANGUAGES, SKILLS

Languages: Mandarin (native), English (fluent)
Computer skills: Stata, R, Matlab, Linux, Python, Latex

Course History

Jiajie Xu, Boston College

Course	Course Title	Credit	Term	Instructor(s)
MFIN889501	PhD Seminar: Advanced Topics In Corporate Finance II	3	Spring 2019	Fos, Vyacheslav
MFIN886301	PhD Seminar: Empirical Asset Pricing	3	Spring 2019	Balduzzi, Pierluigi
ECON885501	Empirical Methods In Applied Microeconomics	3	Spring 2019	Sweeney, Richard L Murry, Charles T
MFIN888801	PhD Seminar	1	Spring 2019	Balduzzi, Pierluigi Malenko, Nadya
MFIN889601	PhD Seminar: Advanced Topics In Corporate Finance I	3	Fall 2018	Malenko, Nadya
ACCT889101	PhD Seminar: Empirical Topics In Accounting I	3	Fall 2018	Roychowdhury, Sugata
MFIN889903	Directed Study	1	Fall 2018	Balduzzi, Pierluigi
MFIN888501	PhD Seminar: Advanced Topics In Asset Pricing	3	Fall 2018	Albuquerque, Rui
ECON774101	Microeconomic Theory II	4	Spring 2018	Segal, Uzi Unver, M Utku
ECON777201	Econometric Methods	3	Spring 2018	Lewbel, Arthur
MFIN888101	Advance Corporate Finance	3	Spring 2018	Chemmanur, Thomas
MFIN889101	Doctoral Seminar In Corporate Finance	3	Spring 2018	Chemmanur, Thomas
MFIN889903	Directed Study	1	Spring 2018	Sadka, Ronnie
ECON774001	Micro Theory I	3	Fall 2017	Kraus, Marvin C Konishi, Hideo
ECON777001	Statistics	3	Fall 2017	Xiao, Zhijie
MFIN115104	Investments	3	Fall 2017	Pontiff, Jeffrey
MFIN889001	Ph.D. Seminar: Capital Markets	3	Fall 2017	Marcus, Alan
MFIN889903	Directed Study	1	Fall 2017	Balduzzi, Pierluigi

Essay

Jiajie Xu, Boston College

I am Jiajie Xu, a second-year Ph.D. student in Finance at Boston College. I am very interested in doing research in entrepreneurial finance and innovation. I have done several research projects in entrepreneurship and entrepreneurial finance. As I want to write my dissertation in the area of entrepreneurship, I sincerely hope to get in the 2019 NBER Entrepreneurship Research Boot Camp to get exposure to the frontier research and leading topics in entrepreneurship and entrepreneurial finance. I will introduce my related research experience in the area of entrepreneurship in the following.

In my working paper coauthored with Prof. Xuan Tian, which has been invited to present at the 2019 Western Finance Association Annual Meeting and the 2019 China International Conference of Finance, we study how a prominent place-based policy in China, the national high-tech zones, affects local innovation and entrepreneurial activities. Relying on plausible exogenous variation in place-based policies caused by staggered establishments of national high-tech zones and using a difference-in-differences approach, we find that the establishment of national high-tech zones has a positive effect on early-round venture capital investment, local innovation output, and the number of new firms established. A number of additional tests suggest that the above effects appear causal. Favorable tax treatments, talent cultivation, and land price reductions are three plausible underlying mechanisms. Our paper provides new evidence on the policy debate about the real effects of location-based policies on corporate innovation and entrepreneurship.

I am currently working with Prof. Thomas Chemmanur in the Finance Department of Boston College and another doctoral student Harshit Rajaiya on a project, which studies how the early financing of US start-ups influences the exit success and innovation of these start-ups. The results of the project will show how frictions in the financial market which restrict start-ups getting financing from certain types of investors and how relaxing the friction will promote entrepreneurship.

In the future, I am going to write my dissertation closely related to the research of entrepreneurship and entrepreneurial finance. I am going to study the corporate governance structure of US start-ups for my third-year research paper, which will shed light on the optimal allocation of control between shareholders and founding teams of start-ups.

To conclude, my research interests fit well into the area of research on entrepreneurship. One of my working papers relates closely to the research of entrepreneurship using Chinese data and another two ongoing projects using data in the U.S explore different aspects of start-ups. I know my understanding of the literature is still limited if I want to write my dissertation and devote my research career in the area. Therefore, I sincerely hope to have the opportunity to participate in the 2019 NBER Entrepreneurship Research Bootcamp and get to know the leading topics and scholars in the area!

BOSTON COLLEGE

Department of Finance, 440 Fulton Hall
The Wallace E. Carroll School of Management
Chestnut Hill, MA 02467

Brett Maranjian
National Bureau of Economic Research
1050 Massachusetts Avenue
Cambridge, MA 02138, US

March 27, 2019

Dear Brett:

I am writing to recommend one of our doctoral students, Jiajie Xu, for the NBER Entrepreneurship Boot Camp this summer. I am currently advising her on her Ph. D. dissertation. She is in her second year in the Boston College Ph.D. program in Finance, and has started to work on her main dissertation (solo-authored) paper.

Jiajie has two papers relevant to the area of entrepreneurship, one using Chinese data and another using US data. In her paper using Chinese data (coauthored with Xuan Tian), Jiajie studies how a prominent place-based policy in China, namely, national high-tech zones, affects entrepreneurial activities and local innovation. Relying on the plausible exogenous variation in place-based policies caused by the staggered establishments of national high-tech zones and using a difference-in-differences approach, they find that the establishment of national high-tech zones has a positive effect on early-round venture capital investment, local innovation output, and the number of new firms established. They provide a number of additional tests suggesting that the above effects are causal. They also shows that favorable tax treatments, talent cultivation, and land price reductions are three plausible mechanisms underlying the above effects. Overall, this paper provides evidence on the policy debate about the real effects of location-based policies established to encourage entrepreneurship and innovation. This paper is scheduled to be presented at the coming *Western Finance Association* Annual Meetings in June this year.

Along with Harshit Rajaiya, another doctoral student in our Ph. D. program (who, incidentally, attended the NBER boot camp last year), I am also working on another research project in entrepreneurial finance with Jiajie. While this project is in its early stages yet, we are trying to use a new dataset to study the effects of angel financing on the success probability of entrepreneurial firms.

Having worked closely with her, I can say that Jiajie is an extremely bright scholar, who shows every sign of becoming a top quality researcher in entrepreneurial finance and innovation. I have absolutely no doubt about her ability to bring various research projects to a successful fruition. She took a Ph.D. Corporate Finance Seminar with me and also another Advanced Corporate Finance Course (joint with our MSF students) and did exceptionally well in both classes. In the finance Ph.D. comprehensive exam, she did very well. She also has done several presentations of some of her other academic research in various classes and seminars at Boston College, which I found also to be of very high quality. Overall, has made excellent progress as an academic scholar in our Ph.D. program.

In summary, I would say that Jiajie could benefit greatly from the NBER Entrepreneurship Boot Camp Program, since she is a very smart researcher working in the area of entrepreneurship and innovation. I therefore feel comfortable in recommending her strongly for the NBER Entrepreneurship Boot Camp. If you have any questions about Jiajie, please feel free to call (Phone: 617 552 3980) or e-mail me (chemmanu@bc.edu).

Sincerely



Thomas J. Chemmanur
Professor of Finance and Hillenbrand Distinguished Fellow
e-mail: chemmanu@bc.edu