March 31, 2012

Dan Wu
PhD Student in Public Policy Economics Policy Track
University of Maryland, Baltimore County (UMBC)
1000 Hilltop Circle, Baltimore, MD, 21250
Advisor and Recommender: Thomas (Tim) H. Gindling, Professor

Dear Sir/Madam,

After knowing the information about the Entrepreneurship and Economics boot camp in the summer, I feel so interested in this opportunity to get further involved in this field. Currently, I am a PhD student in the major of Public Policy concentrating in economic policy studies. In 2007 and 2010, I was granted master degree respectively in Management and Economics from Huazhong University of Science and Technology and University of Maryland Baltimore County, where I mainly focused on the research topic on fiscal policy, technology and economic growth in China.

In my former academic years, I have finished the management and economics courses like microeconomics, macroeconomics, advanced econometrics, policy analysis, and technology innovation management, etc. And also, I worked as a research assistant in my advisor's research projects like US Utility Industry Regulation, Chinese Children Obesity Health Care Policy and the Research and Development policy on economic growth. In these researches, I have well formed analytical thoughts and obtained practice experiences on both theoretical and empirical research. I think your research boot camp in the Entrepreneurship filed is another good opportunity for me to deepen my knowledge and learn more analytical skills in the micro level economic activities, innovation and finance area.

For your review and consideration, I have enclosed my resume with details of my background and recent project highlights. I will follow up with admission procedure and wait for the chance to get further information about this boot camp. In the meantime, please do not hesitate to contact me if I can answer any questions.

Sincerely,

Dan Wu
Danwu1@umbc.edu

To whom it may concern:

I met Dan Wu when he was a student in ECON 611 (Graduate Econometrics), a class that I taught in the Fall of 2007. In this class he demonstrated that he is an enthusiastic, intelligent, responsible, dedicated and very hard working student. He received perfect grades on almost all of the problem sets and other homework assignments. In the first exam he scored a 79, which disappointed him but also made him determined to master the material and do better in the class and on the final exam. On the final exam, he received one of the highest grades in the class, and in the end he received an A for the semester.

Dan went on to graduate with an M. A. in Economic Policy Analysis (ECPA) from UMBC. In his capstone paper (similar to a master's thesis) he studied how the structure of taxation and government spending affected economic growth in Chinese provinces. In the paper he collected and processed a large amount of data, had to master many political and administrative details of the structure of Chinese provincial and national governments, developed a sophisticated theoretical model to guide his empirical work, used sophisticated econometrics to analyze the panel data that he created, and discussed the policy implications of his results.

Since graduation from the ECPA program, Dan has been a student in the Ph.D. program in Public Policy. He is currently completing his course work and exploring different dissertation topics. He is considering a dissertation exploring Entrepreneurship in China. The NBER Entrepreneurship Research Boot Camp would contribute to his doctoral education.

Sincerely yours,

Tim Gindling
Professor of Economics
University of Maryland Baltimore County
Baltimore, MD 21250
410-455-3629

DAN WU

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RESEARCH INTEREST AND FIELDS

Applied Economics and Econometrics (Economic Growth and Health Economics), Public Policy Analysis.

EDUCATION

PhD Student, Public Policy, University of Maryland, Baltimore County.

M. A., Economic Policy Analysis, University of Maryland, Baltimore County, 2010. GPA 3.6.

M. Admin., Technological Economics and Management, Huazhong University of Science and Technology, June, 2007. GPA 3.7.

B. Admin.，Marketing and Strategy Management，Huazhong University of Science and Technology, June, 2005. GPA 3.2.

RESEARCH EXPERIENCE

Aug, 2007–Jun, 2009 Research Assistant , Department of Economics, University of Maryland Baltimore County

- Research Program in Health Care Policy and Regulation in Utility Industry
- Searched the literatures; Calculated and analyzed statistic data; Analyzed the results and write reports.

Nov, 2004–Feb, 2006 Research Assistant ICSTS, School of Management, Huazhong University of Science and Technology

- Participated in National Research Program Of The Tenth Five Years:<Quantitative Research and Analysis of the Impact of Technology Investment on the Economy Development> funded by Ministry of Science and Technology of China (Fund No. 2003BA905B05).
- Searched the literatures; Calculated and analyzed statistic data; Analyzed the results and write reports.

PUBLICATIONS

- Wu Dan, 2010, "Fiscal Policy and Endogenous Economic Growth in Developing Countries: Empirical Evidence from Chinese Provinces Investigation" *Working Paper-Capstone Paper*
- Wu Dan, Wang Yali, 2006, "The Effect of R&D on the Technical Efficiency in Chinese Manufacturing Industry" *Chinese Journal of Management* 3(5):580-585. (In Chinese)
- Wu Dan, Wang Yali, Chu Ying, 2006, "Technology Investment Efficiency Based on Data Envelopment Analysis in Chinese High-tech Districts" *Statistics and Decision Making* 210:58-59. (In Chinese).

HONORS AND AWARDS

- First Rank of the People Scholarship, Huazhong University of Science and Technology, 2006.(Top 5%)
- Scholarship for the Excellent Research of Graduate Student, Huazhong University of Science and Technology, 2006.
- Honored Graduate, Huazhong University of Science and Technology, 2005.
- Triple A Student, Huazhong University of Science and Technology, 2004. (Top 5%)
- First Rank of the People Scholarship, Huazhong University of Science and Technology, 2004. (Top 5%)
- Award for Excellent Social Activity, Huazhong University of Science and Technology, 2004

COMPUTER SKILLS

STATA, SAS，SPSS, MS SQL, EVIEWS, C, QBASIC, Microsoft Office.

LANGUAGE SKILLS

Chinese (Mandarin), English

REFERENCES

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Mitch David
Associate Professor
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Ma Bing
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PhD level Coursework List (UMBC)

Course Work Completed	Grade
Microeconomics	B
Macroeconomics	A
Advanced Econometrics I	A
Advanced Econometrics II	A
Research Methodology	A-
Policy Analysis	B
Economic Strategy Analysis	A
Health Economics	B
Economics Research Seminar	B
Policy Procedure and Political Context	B+
SAS for Social Scientist	A

Course Work In Progress
Economic Development in Latin America
Social Inequality
Policy Topics in Health Care Measures
PhD Independent Study

Statement of Purpose

After knowing the boot camp on the topic of Entrepreneurship and Economics, I feel really interested to attend to. Currently, I am a PhD student in the Public Policy concentrating in the area of Economic Policy Analysis at University of Maryland Baltimore County. My research and interest focus is about how government subsidies and intervention related to economic policy and regulation could affect the economic growth and innovation activities as a whole, and how to become more effectively and efficiently.

Entrepreneurship is one of the most important micro level economic factors, which could determine individual business behavior and aggregately influence the reaction to the economic policy outcomes. From this standing point of view, I feel this boot camp is so important and definitely helpful for me to broaden the knowledge and research skills. Meanwhile, it could offer me another valuable chance to access to this field and get prepared for further developing the research interests.

Entrepreneurship economics and finance is a broad topic which could help me to understand how the entrepreneurs make decision in the business activities reacting to various factors from capital and market environment, government and public relationship, etc. For instance, it is very interesting for me know the research question which method is more influential to the startup entrepreneurs in the industries, government subsidies or venture capital, or their interaction?

Moreover, entrepreneurship studies could involve me more into the rational or irrational behavior of entrepreneurs in the economics activity. This is viewed as the

leading field for dynamic economics. As we know, entrepreneur is not only the rational economic person, but also human beings with emotional decision making. I briefly know some general idea about over confidence studies of entrepreneurs, which attracts me to know more about it in this field. How this overconfidence will influence the business outcome and efficiency? Is necessary to involve some public intervention?

Entrepreneurship study is a management and policy topic as well. To understand how entrepreneurs will organize the business, implement marketing strategies, and develop and upgrade production and carry on innovation activities is also crucial from the management and policy perspective. As is known, male and female entrepreneurs have disproportionately performance in the market. What is the reason behind this? Does the market need the remedy toward this to reduce the gap between genders?

To make a summary, entrepreneurship study is a fast emerging area with great research potentials. It can help to broad my research eyesight and bring up more creative thoughts into examining the micro level activities. Wish the camp organizers could seriously consider my application.