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Thomas Hellmann
University of British Columbia
Sauder School of Business
2053 Main Mall, Vancouver BC,
Canada V6T1Z2

Dear Dr. Hellmann,

I am responding to your call regarding the forthcoming NBER Entrepreneurship Bootcamp. I received my Ph.D. degree in Economics from Rensselaer Polytechnic Institute in August 2009, and currently I am an Assistant Professor at the University of Groningen in the Netherlands. My background is within the broader area of Innovation and Technological Change with a special interest in international issues and expertise both at the macro and micro level. Enclosed are my curriculum vitae, research statement. A letter of recommendation will be forwarded under separate cover by Dr. Scott Stern (MIT).

In terms of contact, best way to reach me is via email at m.s.s.krammer@rug.nl or by phone at +31 (0) 50 363 3713 (office) and +31 (0) 68 369 6299 (cell). Thank you for your consideration and I look forward to hearing from you.

Sincerely,

Sorin Krammer

SORIN M. S. KRAMMER

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BUSINESS ADDRESS:
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HOME ADDRESS:
Gedempte Kattendiep 72
Groningen, 9711 PT
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EDUCATION:

Postdoctoral Fellow and Associate, MIT Sloan School of Management, Cambridge, MA, 2009-2010
Ph.D., Economics, Rensselaer Polytechnic Institute, Troy, NY, August 2009
Dissertation : "EMPIRICAL ESSAYS ON INNOVATION SYSTEMS, TECHNOLOGY DIFFUSION AND INDUSTRIAL DYNAMICS"
Committee: Kenneth L. Simons (Chair), James D. Adams, Susan W. Sanderson , Donald F. Vitaliano
Advanced Certificate (M.Sc. equiv.), International Economics, Institute for World Economics, Kiel, Germany, May 2008
M.Sc., Strategic Management, Technical University, Timisoara, Romania, July 2002
B.Sc., Economics, West University, Timisoara, Romania, July 2001

PROFESSIONAL EXPERIENCE:

RESEARCH:

Research Fellow, SOM Research Institute and Graduate School, Groningen University, September 2010 – present
Visiting Research Fellow, Stanford Institute for Economic Policy Research (SIEPR), April- May 2010.
Supervisor: Dr. Greg Rosston (Deputy Director at SIEPR Stanford)
Postdoctoral Fellow and Associate, MIT Sloan School of Management, Cambridge, MA, Oct. 2009 - March 2010
Research Group: Technological Innovation, Entrepreneurship, and Strategic Management (TIES)
Sponsors: Dr. Fiona Murray (MIT Sloan) and Dr. Scott Stern (Kellogg Northwestern, MIT Sloan and NBER)
Research Assistant, Kiel Institute for World Economy, Kiel, Germany, August 2007- May 2008
Project: Empirical data analysis for the extending the CGE model DART (EU project)
Supervisors: Dr. Sonja Peterson and Dr. Gernot Klepper (Research Area: Environment and Natural Resource)

TEACHING:

Assistant Professor (Tenure Track), Groningen University, Department of International Economics and Business, Faculty of Economics and Business, September 2010 – present
Courses: Research methods I for IE&B (Undergraduate -165 students; Lectures and tutorials)
Economics of Strategy (undergraduate -150 students; Course coordinator; Lecture and tutorials)
Theses supervision: Bachelors (10 students); Masters (4 students);
Honor student supervision: Research projects (3 students);
Other teaching activities:
Academic Supervision: Economics and Business Faculty European Study Research May 2011: Foreign direct investment – Competition and technology (25 students), Prague, Czech Republic.
Academic Supervision: Economics and Business Faculty European Study Research Nov. 2011: Lions versus sheep: Company survival in crisis (25 students), Lisbon, Portugal.
Basic Teaching Qualification, Groningen University, University Centre for Learning and Teaching, 2010-2011.
Course coordinators: Drs. G.N. Visser, Dr. Yta Beetsma
Teaching Assistant, Department of Economics, Rensselaer Polytechnic Institute, August 2004 – May 2006
Courses: Industrial Growth and Competition (Dr. Kenneth Simons), International Economics (Dr. Faye Duchin), Managerial Economics (Dr. James Adams) and Econometrics (Dr. Kenneth Simons).

CONSULTING:

World Bank Group, Finance and Private Sector Development Division – ECA, March 2010 –July 2011
Project: "Enhancing Bulgaria's Competitiveness and Exports through Technology Absorption and Innovation"
Team coordinator: Dr. John Gabriel Goddard

CORPORATE:

Import Coordinator, AX Perpetuum Impex SRL, Cluj Napoca, Romania, March – August 2004
Economist, Rotary Foundation, Sighetu Marmatiei, Romania, January-December 2003
Media consultant, TBS Free time SRL, Timisoara, Romania, March-October 2002

Financial Administration Intern, SC Mara SA, Sighetu Marmatiei, Romania, July 2000
Financial Accounting Intern, SC Plimob SA, Sighetu Marmatiei, Romania, July 1999
Commercial Instruments and Policies Intern, Chamber of Commerce, Timisoara, Romania, 1998

AREAS OF SPECIALIZATION:
PRIMARY: Innovation and Technology, International Business and Economics
SECONDARY: Applied Econometrics, Transition Economies and Emerging Markets

PUBLICATIONS AND MANUSCRIPTS:
"Drivers of national innovation in transition: Evidence from a panel of Eastern European countries" [*Research Policy* 38: 845-860] (2009)
"International R&D spillovers in emerging markets: the impact of trade and foreign direct investment in Eastern Europe and Central Asia" [*Journal of International Trade and Economic Development* 19 (4): 591 - 623] (2010)
"Innovation Systems, Technology Diffusion and Industrial Linkages" [Lambert Academic Publishing GmbH & Co. KG, Saarbrücken, Germany] (2012) ISBN 978-3-8465-8997-7
"Distance and technology sharing in international alliances: an institutional perspective" [submitted, *Journal of International Business Studies,* January 2012]
"Relative importance of embodied and disembodied international R&D spillovers" [submitted, *The World Economy*, January 2012]
"Science, technology and innovation for economic competitiveness: Bridging academic research to policy practice in the case of Bulgaria" with Gabriel Goddard, the World Bank [submitted, *Research Policy*, January 2012]
"Do institutions impact technology diffusion? Distinguishing between developing and developed countries" [*manuscript,* October 2011]
"Diversification and dyadic similarities in technology sharing: Differences between exploitation and exploration alliances" [*manuscript,* December 2011]
"Oligopolistic reactions in markets: An analysis of the global tire industry" [*manuscript*, May 2011]
"Technological gains from global integration via trade and FDI. The case of transition countries from Eastern Europe and Central Asia" [*manuscript*, Changing Europe Summer School III, University of Bremen, August 2008]

WORK IN PROGRESS:
"Prone to innovate: the missing link between culture and innovativeness" (with Daniel Lederman, Economics Research Group - World Bank)
"Innovation and export performance: The role of science-based industries in emerging markets" (with Yuqing Fei, Groningen University)
"The value effect of M&As in the European banking sector" (with Sun Suchang, Groningen University)
"Thirty years of business research (1980-2010): what have we learned?"
"De gustibus non disputandum est: Developing a new measure for cultural distance"

SELECTED PRESENTATIONS:
Academy of Management Annual Meeting, Technology and Innovation Management (TIM) Division, Roundtable Discussion Paper presentation, San Antonio, Texas, USA, August 2011
Academy of Management Annual Meeting, TIM Junior Faculty Consortium, San Antonio, Texas, USA, August 2011
DIME Final Conference, University of Maastricht - School of Business and Economics and UNU MERIT, Maastricht, Netherlands, April 2011
8th International GLOBELICS conference, University of Malaysia, Kuala Lumpur, Malaysia, November 2010
World Bank Group – Finance and Private Sector Development Division – ECA, Washington DC, USA, June 2010
Groningen University – Department of International Economics and Business, Groningen, Netherlands, January 2010
Zvi Griliches Summer School in the Economics of Innovation, Graduate School of Economics, Barcelona, Spain, July 2009
6th International GLOBELICS Conference, Universidad Autonoma Metropolitana, Mexico City, September 2008
3rd Changing Europe Summer School, University of Bremen, Germany, July 2008
10th ZEW Summer Workshop for Young Economists. ZEW Mannheim, Germany, June 2008
GLOBELICS Academy 2008, University of Tampere, TaSTI Unit, Tampere, Finland, June 2008
Advanced Study Program conference, Kiel Institute for World Economics, Germany, May 2008
DIMETIC 2008 Session 1, BETA, University Louis Pasteur, Strasbourg, France, March 2008
Advanced Study Program conference, Kiel Institute for World Economics, Germany, February 2008
4th PRIME Ph.D. Conference, IKU Research Center, Budapest, Hungary, June 2007

PRIME Winter School at CERIS, National Research Council, Rome, Italy, November 2007
European Science Days 2006, Economics of Education and Science, Steyr, Austria, July 2006
AIER Summer Fellowship, "Intellectual Property Rights Dilemma for Developing World", debate versus Dr. James Miller (Smith College), Great Barrington, MA, USA, June 2005

HONORS AND AWARDS:

Top 5 most valuated lecturers at Groningen University, Faculty of Economics and Business, 2010-2011.
Robert Solow Postdoctoral Fellowship, Cournot Centre for Economic Research, Paris, France, 2009-2010.
PRIME 4th Ph.D. Conference, Best Paper Competition, 1st Runner-up, Budapest, Hungary, 2007.
School of Humanities and Social Sciences Fellowship, Rensselaer Polytechnic Institute, Troy, NY, 2006-2007
American Institute for Economic Research (AIER) Summer Fellowship, Great Barrington, MA, 2005-2006, 2006-2007
American Institute for Economic Research (AIER) in Absentia Fellowship, Great Barrington, MA, 2005-2006, 2006-2007
Open Society Institute Global Supplementary Grant, New York City, NY, 2004-2005, 2005-2006, 2006-2007
Teaching Fellowship, Department of Economics, Rensselaer Polytechnic Institute, Troy, NY, 2004-2006
Leonardo da Vinci Scholarship, Roge Program, West University, Timisoara, Romania, 2002

OTHER RELEVANT COURSES (GRADUATE) AND WORKSHOPS:

Kiel Institute for World Economics, Advanced Study Program (ASP) 2007-2008 courses (instructors' names in parentheses): *Macroeconomics in Open Economies*, Paul Bergin (UC Davis); *International Trade*, Donald Davis (Columbia); *Monetary and Fiscal Policy*, Charles Wyplosz (GIIS Geneva); *Empirical Methods in Macroeconomics*, Jonas Dover (Kiel Institute), Carlo Rosa (LSE); *Political Economics*, James Robinson (Harvard); *Labor Economics*, Richard Freeman (Harvard); *Monetary Policy: Theory and Practice*, Martin Eichenbaum (Northwestern); *Innovation and Growth*, Fabrizio Zilibotti (Zurich); *International Banking and Finance*, Hans Degryse (KU Leuven); *Exchange Rate Economics*, Nelson Mark (Notre Dame); *Economic Development*, Abhijit Banerjee (MIT).

DIMETIC 2nd Session 2008, *Modeling, Systems and Dynamics*, UN MERIT Maastricht, 6-17 October 2008. Coordinators: Thomas Brenner (Marburg), Bent Alum (Aalborg), Giorgio Fagiolo (Pisa), Koen Franken (Utrecht).

GLOBELICS Academy 2008, *Innovation and Economic Development*, TaSTI Unit - University of Tampere, Finland. Coordinator: Bengt Åke Lundvall (Aalborg).

DIMETIC 1st Session 2008, *Micro approaches to innovation and innovation networks*, BETA Strasbourg, 1-11 April 2008, Coordinators: Luigi Marengo (Pisa), Frederik Tell (Linköping), Robin Cowan (UN MERIT), Paula Giuri (Pisa).

10th Summer Workshop for Young Economists, *The Economics and Econometrics of Innovation*, ZEW Mannheim, Germany, 11-12 June 2008. Coordinators (ZEW): Katrin Cremers, Franz Schwiebacher, Anja Schmiele.

Youth Encounter on Sustainability (YES), Tokyo, Japan. *The Challenge of a Sustainable World*, March 26-April 8, 2007 Coordinators: Roger Baud (ETH Zurich, AGS), Matt Gardner (MIT, IS), Hosei University (Japan).

PRIME Winter School at CERIS, *Science and Technology Indicators in the move towards the European Research Area*, National Research Council, Rome, Italy, 5-9 November 2007. Coordinators (CERIS): Emanuela Reale, Bianca Poti.

Economics of Intellectual Property Rights, Fall 2005. James D. Adams (Rensselaer Polytechnic Institute);

Economics of Innovation, Fall 2006. James D. Adams (Rensselaer Polytechnic Institute - RPI);

Innovation Club meetings, Fall 2008-Spring 2009 bi-weekly. Susan Sanderson (Lally School of Management, RPI).

Economics of Ideas, Fall 2009. Scott Stern (Kellogg Northwestern, MIT Sloan and NBER) and Benjamin Jones (Kellogg Northwestern and NBER).

TIM Junior Faculty Consortium, August 2011, Coordinators: Corey Phelps (HEC Paris, France), Keld Laursen (Copenhagen Business School, Denmark).

OTHER INFORMATION:

Professional Affiliations:	American Economic Association; Academy of Management;
Computer literacy:	Windows OS, Mac OS X, Microsoft Office, Visual FoxPro, Visual Basic, Turbo Pascal, C, STATA , EViews, SPSS, LaTeX (Scientific Workplace, WinEdt, TeXmaker)
Languages:	English, French (fluent), German (fair), Romanian (native)

REFERENCES

Prof. Kenneth L. Simons
Rensselaer Polytechnic Institute
Economics Department
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Prof. Scott Stern
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Prof. Susan W. Sanderson
Rensselaer Polytechnic Institute
Lally School of Management and Technology

Dr. John Gabriel Goddard
The World Bank - Finance and Private Sector Development
Europe and Central Asia

NBER BOOTCAMP APPLICATION

Sorin M.S. Krammer

- Groningen University -

BACKGROUND

I am specialized in the economics of innovation and technical change and I research their determinants and impacts with a particular focus on transition and developing nations. My research is driven by an abiding interest in measures to sustain domestic innovation and transfer of foreign technologies in these countries, which ultimately enhance their growth perspectives. Most of my work fits broadly within the field of Technological Change and Development with elements from International Economics/Business and Industrial Organization. My papers encompass analysis of different sources for innovation proxies such patents, R&D investments, licenses, technological alliances, FDI and disaggregated trade data.

PAST RESEARCH

My first publication (*Research Policy*, 2009) analyzes the determinants of innovative output at the world's technological frontier for transition countries in Eastern Europe. My findings emphasize the role of various actors, institutions and policies within a national innovation system, the impact of transition factors and foreign spillovers from abroad. My second paper (*Journal of International Trade and Economic Development*, 2010) focuses on foreign R&D spillovers via two channels (FDI and trade) and their impact on domestic productivity of host countries. Using a panel of 47 countries and applying the latest developments in panel cointegration estimation, I find that imports remain the main carrier of technology, while FDI seems to have less impact and that, on average, transition countries seem to enjoy larger spillovers than developed ones. Subsequently the latter study generated also a couple of spinoffs in which I explore contingent issues, namely embodied versus disembodies sources of spillovers (currently under review at *The World Economy*) and the role of institutions as a moderator between channels of spillovers and productivity enhancements in the long run (to be submitted). While this is still an interesting area for me, at least from an econometric point of view, my research interests have shifted to micro-economic topics and datasets.

CURRENT RESEARCH

During my last doctoral year at RPI and my postdoctoral stage at MIT I have been working on putting together a large dataset on tire producers worldwide. This data incorporates production data for

all tire companies worldwide at the plant level including employees, tire types, technologies used etc. collected from various industrial journals across multiple years. This data has been augmented with alliance, agreements and mergers and acquisitions data from industrial journals and consecrated secondary sources (SDC, Bureau Van Dyke etc.) and consumer reports.

Following this effort, I have a stream of papers that analyze the determinants of alliance formation, such as complementarity versus similarity between partners, the role of internal diversification (related, unrelated, international) on external diversification profile of firms (exploitative versus explorative types of collaborations) and the impact of institutional differences (across three dimensions – cognitive, normative and regulatory-) on the propensity to exchange technologies between firms from developed and developing nations. Given the nature of the global tire industry (overall classified as medium low-tech but with significant R&D at the top of the pyramid; highly concentrated – top 3 players hold almost 50% of the global market) I am currently working on a couple of papers that focus on strategic interactions between players in terms of international expansion, building up external networks, as well as a study on the determinants of tire quality using consumer survey data.

FUTURE INTERESTS AND MOTIVATION

Recently I have become interested in the topic of international entrepreneurship (IE) in developing and transition economies. This evolution in terms of research is quite natural given the interplay between two of my previous interests (international dimension; technology and innovation) and IE. Specifically, this work is concerned with disentangling the *effects of the crisis* on entrepreneurial opportunities and behaviors across borders, exploring the impact of *institutional, political, historical* and *cultural* aspects that may hinder or stimulate entrepreneurial behavior. For example, many transition countries in Eastern Europe and Central Asia show great divergence in entrepreneurial rates and often present intriguing facts (e.g. Mongolia has the highest rate of successful entrepreneurs among these countries ahead of regional front-runners such as Czech Republic or Hungary). Keeping in mind the caveats associated with these survey statistics, different motivations (unemployment is close to 40%) and governmental policies (e.g. Growing Entrepreneurship Rapidly Initiative) could provide alternative explanations as for why so many Mongolians become entrepreneurs.

Thus, I believe that the NBER Bootcamp would be a great opportunity to both receive top-level training on issues related to entrepreneurship and crystalize a research agenda in this domain. As a junior research I also welcome this opportunity to meet up and close some of the big names in the field and set-up future collaborations with participants or faculty.