Mayank Jaiswal
2nd Year PhD Student – Strategic Management
Scheller College of Business, Georgia Institute of Technology
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Cellphone: (412) 897 – 6727
Email: Mayank.Jaiswal@scheller.gatech.edu
Recommendation letter writer: Professor Peter Thompson (sent separately)

Date: March 25th, 2014

Dear Selection Committee,

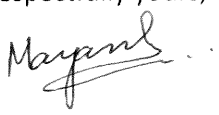
Kindly find attached my application for the "NBER's – 7th Entrepreneurship Research Boot Camp". I am a second year PhD student at the Scheller College of Business, Georgia Institute of Technology in the Strategic Management department. My research interests lie at the intersection of entrepreneurship and strategy, hence I believe this boot camp is an apt fit for me at an opportune time of my career.

My current research is focused on how professional networks impact the founding and growth of new ventures. I am in the process of gathering data on academic co-author networks and how that impacts new venture creation. I plan to follow this up with including the impact of department level networks and comparing whether co-publication vs co-patenting based networks have differing impacts on new venture creation and growth.

I am a strong fit for the boot camp due to its focus on entrepreneurship. I hope to learn from the eminent researchers in the field and the highly relevant sessions. I also view this forum as a great opportunity to discuss and listen to ideas of peers from different schools and hope to develop a long lasting network of fellow researchers.

Kindly contact me in case further information is required. I look forward to a positive response and attending the boot camp.

Respectfully yours,



Mayank Jaiswal

Attachments:

1. Essay
2. List of courses
3. Curriculum Vitae

Why do I want to attend the "7th NBER – Entrepreneurship Research Boot Camp"

I have had a rich and diverse academic and professional experience, after graduating as a civil engineer I went to work for an oil major in India. I was fascinated by how corporations develop and sustain competitive advantages and over the years this interest led to a focus on *how* corporations are born and *how* do they become so big? This led to an MBA from Booth with a focus on Entrepreneurship and Strategy and subsequent work evaluating, funding and helping the growth of new social ventures in India. My intellectual curiosity led me to apply to PhD programs so that I may further be able to dig deeper into the root causes of entrepreneurship.

My current research is at the intersection of entrepreneurship and strategy. I am studying how the network structures of academic scientists impact new venture formation and growth. The context of study is the biotechnology sector. I propose to develop professional networks of scientists based on their publications. These co-publication networks will provide measures such as centrality and density scores of each scientist which I will regress on new venture formation by the scientist. The prior is that scientists can be divided into – connectors (who have networks across institutional and departmental boundaries), integrators (have networks within institutions and department boundaries) and isolates (have few networks) and each of these typologies would have a differing impact on new venture formation rate. The connectors would have the highest propensity to form new ventures followed by integrators and finally isolates. I would further investigate if the 'star-status' of a scientist is able to change this hierarchy of new venture founding. Currently, I am in the process of collecting data and developing a panel of new ventures founded over a 20 year period in the biotechnology sector.

I plan to extend this research by investigating the impact of 'departmental' level network changes on the propensity to found new ventures by the above typology scientists. I also plan to compare the results of publication networks vs patent networks. Another avenue could be the impact of co-founders, currently

I plan to accommodate the impact of co-founders 'additively' but later I would like to test this assumption and may be bring in varied functional forms for the impact of co-founders on new venture founding and growth.

Over the past two years as a PhD student, at Georgia Institute of Technology, Scheller College of Business I have been developing a foundation in theory and methods by taking seminars and courses at Georgia Tech and Georgia State. These include seminars on strategy, entrepreneurship and innovation and courses on econometrics which covered the latest techniques of analysis. I have focused on reading articles on entrepreneurship and innovation from the leading journals and using reading lists such as last year's ERBC list. I have also immersed myself in conferences by attending and chairing sessions and reviewing papers for Academy of Management, 2013 and 2014 and attending the West Coast Research Symposium, 2013 to further my understanding of entrepreneurship and innovation.

I believe given my research interests and the foundation I have built thus far the boot camp is a great fit. I hope to learn from eminent entrepreneurship researchers such as Josh Lerner and Scott Stern and sessions (referencing the 2013 boot camp) such as The Empirics of Entrepreneurial Venture Creation and Entrepreneurial Strategy. I hope to not just learn through the sessions but gain insights specific to my research through one on one or small group discussions with these esteemed researchers. Interactions with peers from other schools are also a great positive of the camp. I would not only be able to learn from their comments on my ideas but hope to contribute to their research by bringing in my critiques to their ideas. I also look forward to developing a long term network of mentors (from the faculty) and co-researchers (amongst the peer students attending the camp).

List of courses (PhD enrolled – Fall, 2012):

Fall 2012

ECON 7004 Math for Economists

ECON 7012 Microeconomic Theory I

MGT 8803 ST: Ph.D. Seminar: Management Statistics

MGT 8811 ST: Ph.D Seminar: Strategy Group

PUBP 6014 Organization Theory

Spring 2013

MGT 7308 Theory Construction

MGT 7400 PhD Seminar: Strategic Management Research I

MGT 7501 Management Econometric Models

MGT 8803 ST: PhD Seminar: Microeconomic

Summer 2013

MGT 8903 Special Prob – Management – Independent study

PHIL 6000 Responsible Conduct Research Training

Fall 2013

ECON 7111 Industrial Organization I

MGT 8803 ST: Ph.D. Seminar: IT Management

MGT 8903 Special Prob-Management – Independent study

UCGA 6010 Cross Enrollment - Georgia State University – Advanced Econometrics

Spring 2014 (currently enrolled):

MGT 8803 PhD Strategy Seminar: Economics & Sociology of Science

MGT 8803 PhD Strategy Seminar: Technology, Intellectual Property and the Firm

MGT 8803 PhD Strategy Seminar: Innovation & Industrial Organization

MGT 8811 ST: PhD Seminar: Strategy Group

MGT 8811 ST: Best Practices in Teaching

UCGA 6010 Cross Enroll - Georgia State University – Topics in Econometrics (Survival analysis and Program evaluations)

MAYANK JAISWAL

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Atlanta, GA 30308

Cell: 412.897.6727 *Mayank.Jaiswall@scheller.gatech.edu*

OBJECTIVE

A research and academic career after a PhD in Entrepreneurship with a minor focus on Strategy

EDUCATION

PhD (in progress), Strategic Management, Scheller College of Business, GeorgiaTech **Aug, 2012 –**

- Recipient of President/Dean's Fellowship
- Member of AoM and Strategic Management Society
- Volunteer and Emergency Reviewer for Academy of Management 2013, 2014
- Chaired paper session "Competition and Innovation" at Academy of Management (Orlando, FL), 2013
- Attended West Coast Research Symposium, 2013 at University of Washington, Seattle, WA – expenses partly funded by Kaufmann Foundation
- Volunteered in the SMS Annual Conference in Atlanta, Sep. 2013
- Teaching Assistant – Fall, 2012, for "Strategic Management" – capstone strategy class for seniors taught by Professor Henry Sauermann. Graded assignments and exams
- Teaching Assistant – Spring, 2013, for "Strategic Entrepreneurship" course taught by Professor Henry Sauermann, involved in developing course curriculum and reading materials. Added responsibility for topical research, data analysis and validation
- Teaching Assistant – Fall, 2013, for Professor Jerry Thursby for "Business Forecasting" (Undergraduate class) and "Statistics and Probability" (PhD class)
- GRA – for various Professors in the deaprtment conducting data analysis and validation

MBA, Entrepreneurship and Strategic Mgmt, Booth School of Business, Chicago, IL **Sep, 2004 – Jun, 2006**

- Teaching Assistant for "Managerial Accounting" class
- Team won second in A.T. Kearney North America Case Competition
- Team won the Finance Case Competition at Mc Combs, Texas
- Member of Admissions Committee

BE, Civil Engineering, University of Delhi, Delhi, India **Aug, 1995 – Aug, 1999**

- Graduated with Honors, GPA 3.95 / 4.00
- Ranked Second in a Class of 63
- Awarded Merit-based Scholarships

GMAT Score (Latest) – 760 (99th percentile, Sep 2010 – Q: 51, V: 41, AWA: 6.0)
GRE Score – 2290 (2002, V: 700, Analytical: 800, Q: 790)

Teaching and Admissions Consulting Experience:

- Guest Faculty on Social Entrepreneurship at Indian Institute of Technology, Madras (IIT)
- Conducted three Finance and Strategy workshops (1/2 day for entrepreneurs, employees, interns and new hires at Villgro)
- Taught GMAT classes 2011 and 2010 both in-class and online virtual classes (4 batches totaling 30 students). Virtual classes conducted over the internet across time zones (I was based in India and students in the US)
- Taught GRE classes in 2011 and 2010 (5 batches totaling 100 students)
- Consulted 10 students for MBA and Masters admissions resulting in interview call rates of 75%

Research and publications:

- Essay on "Disruptive Innovation" analyzed from conventional strategic management theory, published at – http://www.villgro.org/researchblog/index.php/2010/06/426/
- Article on the Education concepts and practices at Naandi Foundation, published at - http://www.villgro.org/researchblog/index.php/2010/04/notes-from-the-field-of-education/
- Article analyzing reasons of Innovation in India vs the West in collaboration with Heather Fleming (Stanford faculty and Co-founder, Catapult Design) - http://www.villgro.org/researchblog/index.php/2010/09/innovation-and-india/
- Other essays and articles, published at - http://www.villgro.org/researchblog/?s=mayank
- Management articles and case study developed by me at my blog - https://insightseeker.wordpress.com/

PROFESSIONAL EXPERIENCE

Junior Achievement, Chicago, IL **Jan, 2012 – Aug, 2012**

Volunteer

- Taught business awareness courses to K1-12 grades

GlobalPittsburgh, Pittsburgh, PA **Aug, 2011 – Dec, 2011**

GlobalPittsburgh is involved in enhancing the global competitiveness of the Pittsburgh region.

Volunteer

- Team member involved in product development of BusinessLink – services to be provided to enterprises
- Core team member for business development. Developing target company research and pitches

VILLGRO, Chennai **Feb, 2010 – Jul, 2011**

Villgro is a social business incubator with USD 2 Million funding from the Lemelson Foundation, USA.

Senior Associate – Business Incubation Jan, 2011 – Jul, 2011

- Led three due diligences and presented to Investment Committee leading to incubation support for one company
- Successfully recruited 11 fellows through a worldwide reach out exceeded recruiting targets by 60% and completed recruiting in 67% of the allocated time

Villgro Fellow 2010 Feb, 2010 – Dec, 2010

- Developed financial models and conducted analysis for eJeevika (a skill building start up), resulting in discerning pursuit of high value add activities
- Conducted market size assessment, gathered requirements and coordinated pilot development for Uniphore (a tech based start up). Next level discussions in progress for product deployment with consumer

EXELON CORPORATION, Chicago, IL **Oct, 2007 – Dec, 2009**

Senior Analyst

- Supervised upgrade migration of hosting platform for Management Model documents on Share Point. Implemented communications and processes with Practice Areas and IT resulting in a seamless transition with no loss in productivity and created more user friendly product.
- On time development of KPI scorecard for 20 consecutive months. Implemented Share Point technology to gather data and created job aids.

ARCHER DANIELS MIDLAND, Decatur, IL **Jul, 2006 – Oct, 2007**

Financial Analyst (Business Development Group)

- Completed a ~$7M acquisition. Deal structure recommendations led to tax savings of ~$700K. Interacted with operating divisions, tax department to calculate synergies of the target. Utilized excel based models and comparative analysis to develop a bid range. Led due diligence team post deal negotiation.
- Developed summaries for projects worth ~$50M leading to Board approval. Projects were vetted for strategic and financial viability.

INDIAN OIL CORPORATION LIMITED, New Delhi, India Nov, 1999 – Aug, 2004

Senior Operations & Maintenance Engineer 2002 – 2004

- Planned and completed on-time, the maintenance of an 18 km pipeline utilizing new technology. Led a team of workers. Site declared "model" by senior officials to replicate the process.
- Operated the booster station with <2% operator error resulting in lower operating losses and reduced engine breakdown. Monitored software for engine operations, became proficient in physical attributes of engine health and kept staff and security personnel motivated.

Project Engineer 1999 – 2002

- Directed reconstruction activities post earthquake for 50 days (longest tenure at the site). In hazardous conditions (post earthquake tremors and ground saturated with volatile chemicals) supervised the start of boundary wall reconstruction of the booster station.
- Coating of 37,000 pipes completed 2 months ahead of schedule, resulting in significant cost savings.

EMORY | GOIZUETA BUSINESS SCHOOL

peter.thompson@emory.edu
27 March, 2014

Dear Colleagues,

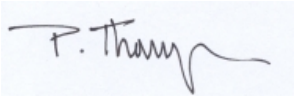
Re: Mayank Jaiswal

I am writing to encourage you to invite Myank Jaiswal, a second-year PhD student at Georgia Tech, to this year's Entrepreneurship Boot Camp. My relationship with Mayank is fairly recent. I will be joining the Strategic Management group at Tech in August. Over the last couple of months I have been spending occasional days there and have had some long meetings with Mayank about his research. I will become his advisor in a formal sense once I begin work there, and am currently guiding him in his early data collection efforts.

Mayank has so far struck me as a very promising student. He works hard, and has some good technical skills (in part due to his engineering background). He is very keen to learn as much about the state of the art in entrepreneurship research as he can. His first major research project is going to be focused on biotech startups and the relationship between the networks that academic founders have relative to their counterpart academics who did not become founders. Recently, Mayank spent some time at Wisconsin collecting data – what I have seen so far looks very promising, although there is much to be done. My feeling at the moment is that with some guidance on choice-based sampling methods to keep the data collection work for non-founders manageable, there is a good chance to produce some nice work on how academic networks influence entry intro entrepreneurship.

You may recall that a former student of mine, Jing Chen, attended the first boot camp. For her, the experience was transformational, and I remain extremely grateful for the opportunity you gave her. I think the boot camp could similarly be very influential in Myank's development.

Kindest regards



Peter Thompson
Goizueta Business School.

Organization and Management, Goizueta Business School, Emory University, 1300 Clifton Road, Atlanta, GA 30322-271