ASTRID MARINONI
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Toronto, 20/3/2016

To: NBER Entrepreneurship Research Boot Camp admission committee

My name is Astrid Marinoni and I am a second year PhD student in the Strategy department at the Rotman School of Management, University of Toronto. I have a BS degree in Business Administration and an MS degree in Economics and Management of Technology and Innovation, both from Bocconi University, Italy.
My research interests are deeply rooted in the field of entrepreneurship and innovation, and I am currently working on my second year paper, which explores the effect of high quality entrepreneurial activity on inequality.
Professor Joshua Gans, from the Strategy department at Rotman is writing my letter of recommendation that you should have received separately over email.
Please let me know if you would like any further information. I look forward to hearing from you.

Thank you

Astrid Marinoni

Enclosed: motivation letter and CV

Motivation Essay

Astrid Marinoni

March 20, 2016

I am a second year PhD student in Strategy at the Rotman School of Management, University of Toronto, and my research interest is in the area of innovation and in particular, entrepreneurship. My MS in Economics and Management of Innovation (Bocconi University) gave me the opportunity to be extensively exposed to the literature on both topics, and my Masters thesis focused on the impact of entrepreneurs' pre-entry experience in parallel industries on venture success. After graduating, I worked as a research assistant at CRIOS (Centre for Research in Innovation, Organization and Strategy) at Bocconi University, where I had the chance to work with several professors on multiple topics, which included knowledge spillovers, founders' human capital, mobility and spin-offs. In my current research, I am exploring the relationship between entrepreneurship and inequality, a topic that is of increasing public scrutiny nowadays. Entrepreneurship has always been connected to economic well-being and growth, and as a consequence, policymakers have traditionally tried to stimulate business creation. However, entrepreneurship is being viewed with a more critical lens lately. In particular, cases of extreme gentrification, and increasing dispersion in income distribution in areas commonly associated with high entrepreneurial rates have encouraged scholars to shed light on the possible connection. Of great concern in this framework is the relationship between entrepreneurship

and inequality. In the past literature, the number of businesses created has been used as a proxy to measure entrepreneurship. This measure however does not differentiate between 'necessity' entrepreneurs, whose venture is a substitute for low-wage employment and high value creation entrepreneurs, whose venture is an ambitious, potentially disruptive project. It is important to draw this theoretical distinction, since inequality will be most likely created by these latter entrepreneurs, who demand superior returns for the high risk they incur. Thanks to the pioneering work of Guzman and Stern, researchers can now empirically distinguish and differentiate among entrepreneurial types. I intend to use this novel and flexible measure for my project.

The NBER Entrepreneurship Research Boot Camp 2016 is a great opportunity for me to increase my knowledge on entrepreneurship, and to refine the theoretical and empirical strategies for my research. I expect that all the professors involved will have an incredibly powerful impact on my research, as besides sharing common interests, some of them are currently working on very similar topics. For instance, my work is inspired by Professor Aghion, who was one of the first scholars to study the topic, and it also draws heavily from the work done by Professor Stern, who gave a very inspiring talk at Rotman in Fall 2015. I am also very familiar with the work of Professor Hellman, whose papers about venture capital represent some pillars of my education.

Keeping these aspects in mind, I believe that participating in the NBER Entrepreneurship Research Boot Camp 2016 will be an incredible opportunity for me, as I will get to interact extensively with researchers who are working on topics close to my own interests, and also learn from their vast experience. I look forward to being given the opportunity to be a part of this camp.

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Education

2014– ROTMAN SCHOOL OF MANAGEMENT, UNIVERSITY OF TORONTO
PhD Student, 2nd year, Strategic Management

2009-2012 BOCCONI UNIVERSITY
M.S. ECONOMICS & MANAGEMENT OF INNOVATION & TECHNOLOGY, CUM LAUDE

JUL-2009 UNIVERSITY OF CALIFORNIA LOS ANGELES (UCLA)
CAMPUS ABROAD PROGRAM: TECHNIQUES FOR INNOVATION MANAGEMENT

2006-2009 BOCCONI UNIVERSITY
B.S. BUSINESS ADMINISTRATION & MANAGEMENT

JUL-2008 KEIO UNIVERSITY
CAMPUS ABROAD PROGRAM, EUROPEAN ECONOMIC POLICY

Academic Experiences

2016 Research Assistant for April Franco

2016 Teaching Assistant, Management of Technology (MA), Nicola Lacetera

2016 Teaching Assistant, Strategy for sustainability management (MA), Alberto Galasso

2015 Research Assistant for Nicola Lacetera

2015 Research Assistant for Laura Doering

2015 Teaching Assistant, Strategy for sustainability management (MA), Alberto Galasso

2013 Teaching Assistant, Industrial Organization (MA), Myriam Mariani – Bocconi University

2012-2014 Research Assistant, CRIOS (Center for Research in Innovation, Organization and Strategy) at Bocconi University

Research Interests

Entrepreneurship, Innovation, Knowledge and human capital spillovers

Research Projects: Current and Planned

Entrepreneurship and Inequality (2nd year paper)

2015 "More 'Team' than 'Fame': Spinoff success in the U.S. television sitcom industry" (with P. Adams and R. Fontana), Academy of Management Proceedings 2015 (1), 16092

Publications

2015 "Pre-entry experience, founders' background heterogeneity and the survival of de-novo entrants. Evidence from the US telecommunications industry" (with F. Malerba and R. Fontana), Economics of Innovation and New Technology, 2015: 1-21

Book Chapters

2015 Marinoni A. (with Fontana R. and Malerba F.) *Knowledge intensive entrepreneurship in different sectoral systems: a taxonomy*. In Malerba F., Caloghirou Y., McKelevey M., Radosevic S. (eds.) *Dynamics of knowledge intensive entrepreneurship: business strategy and public policy*, Routledge

Honors and Awards

2015 J. Poapst Fellowship (2015)

2014– Doctoral Fellowship

2014 Director's Fellowship

Other Professional Experiences

2011 Intern – Italy-America Chamber of Commerce, New York (NY), USA

List of completed PhD Courses

- Economic Theory-Micro
- Microeconomic Theory II
- Industrial Organization I
- Econometrics
- Econometrics I
- Econometrics II
- Urban & Regional Economics
- Models & Methods
- Innovation & Technology
- Advanced Topics In Strategy And Organization
- Research Methods In Strategy
- Advanced Topics In Strategy And Economics
- Research Methods In Business
- Economic & Sociology Strategy
- Strategic Management Workshop
- Culture & Cognition

From: Joshua Gans <joshua.gans@gmail.com>
Subject: Nominees for Entrepreneurship Bootcamp
To: maranjian@nber.org

Dear Brett,

This is a letter of recommendation in support of Astrid Marinoni and Hwanyi Zhu for the NBER Entrepreneurship Bootcamp.

Rotman has sent students most years to the Bootcamp since its inception. Both of these students have committed to pursuing entrepreneurship focussed PhD dissertations and each is at a stage that they could benefit greatly from interaction with other faculty and students beyond the University of Toronto.

Hwanyi is researching the timing and drivers of technology commercialisation choices in biotechnology. She has one paper finished and two others in the pipeline.

Astrid is in the process of gathering the entire UK firm foundation dataset for the last two centuries to provide a dramatic expansion of the entrepreneurial growth identification program of Guzman and Stern.

Thank you very much

Joshua Gans