

# Sandy Yu

Department of Economics  
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## EDUCATION

- 2015  
(Expected) **New York University Stern School of Business**, New York, NY  
Ph.D. in Economics  
Committee: Luís Cabral (co-chair), Adam Brandenburger (co-chair), John Asker, Robert Seamans
- 2007 **Stanford University**, Stanford, CA  
M.S. in Electrical Engineering
- 2006 **Stanford University**, Stanford, CA  
B.S. in Electrical Engineering
- 2005 **Stanford-Kyoto Center for Technology and Innovation**, Kyoto, Japan

## RESEARCH INTERESTS

Strategy, technology, innovation, new ventures, entrepreneurship.

## RESEARCH IN PROGRESS

*“The Impact of Accelerators on High-Technology Ventures”*

(Job market paper)

Abstract: Accelerators aim to help nascent companies increase the likelihood of funding and successful outcomes by providing capital, enabling connections to industry experts, and increasing exposure to investors. However, it remains unclear whether and how accelerators impact the performance of early stage ventures. I propose and test a model of accelerator participation and performance using a novel dataset of accelerator graduates and non-graduates across thirteen accelerators. Furthermore, I analyze the mechanisms through which accelerators impact the probability of raising follow-on funding, exiting via acquisition, and exiting via closure. Consistent with the theoretical predictions, I find that accelerator graduates raise less money and are more likely to go out of business. These results suggest that accelerators may not help companies financially, but they offer feedback on the company quality such that graduates can make fundraising or exit decisions accordingly.

*“Comparison of Accelerator Mechanisms and Performance”*

*“Determinants of Sources of Entrepreneurial Finance”*

*“Spatial Investment Patterns and Performance in the VC Industry”*(with Christopher Rider and Robert Seamans)

## AWARDS, GRANTS, AND FELLOWSHIPS

- 2014 **Kauffman Dissertation Fellowship**, Ewing Marion Kauffman Foundation  
2014 **Best Student Paper Award**, Roundtable for Engineering Entrepreneurship Research  
2014 **Teaching Commendation** for exceptionally high ratings, New York University  
2014 **Joseph Taggart Fellowship**, New York University  
2013 **Doctoral Office Research Grant**, New York University

2010 - 2013 **Doctoral Fellowship**, New York University  
2006 **Mayfield Fellow**, Stanford Technology Ventures Program, Stanford University  
2006 **Dean's Office Award for Student Affairs/Engineering Diversity**, Stanford University  
2005 **Lifetime Member**, Cap and Gown Women's Honor Society, Stanford University

#### CONFERENCE PRESENTATIONS

“The Impact of Accelerators on High-Technology Ventures”

2014 **Roundtable for Engineering Entrepreneurship Research**, Atlanta, GA  
**Social Enterprise @ Goizueta Research Colloquium**, Atlanta, GA  
**Consortium for Cooperation and Competition (CCC)**, Boston, MA  
**NYU-Columbia Doctoral Conference**, New York, NY

“Spatial Investment Patterns and Performance in the VC Industry”

2014 **Symposium on “Entrepreneurial Finance, Selection, and Performance,”** Academy of Management, Philadelphia, PA (session organizer)

#### INVITED WORKSHOPS AND CONSORTIA

2014 **BPS Division Dissertation Consortium**, Academy of Management, Philadelphia, PA  
**Atlanta Competitive Advantage Conference Research Development Workshop**, Atlanta, GA  
2013 **TIM Division Doctoral Consortium**, Academy of Management, Orlando, FL  
**West Coast Research Symposium Doctoral Consortium**, Seattle, WA  
2012 **NBER Entrepreneurship Research Boot Camp**, Cambridge, MA

#### TEACHING EXPERIENCE

2014 **Microeconomics** (Undergraduate), Recitation, NYU Stern (2 sessions)  
2012 **Firms and Markets** (MBA), Teaching Assistant for Prof. John Asker, NYU Stern (2 sessions)

#### INDUSTRY EXPERIENCE

2007 - 2010 **Program Manager**, Microsoft Office PowerPoint, Microsoft, Mountain View, CA  
2006 - 2007 **Associate**, Ooma, Inc., Palo Alto, CA (early employee at venture capital-backed start-up)  
2005 **Research Intern**, Toshiba Corporate Research & Development Center, Kanagawa, Japan  
2004 **Research Assistant**, Science, Telecommunications, & Radioscience Lab, Stanford, CA

#### SERVICE

2014 **Reviewer**, U.S. Small Business Administration, Office of Advocacy, Washington, DC  
2013 **Student Moderator**, NYU-Columbia Doctoral Conference, New York, NY

#### PROFESSIONAL MEMBERSHIPS

Academy of Management  
American Economic Association

#### ADDITIONAL INFORMATION

**Languages:** English (native), Chinese (bilingual proficiency), Japanese (elementary proficiency)  
**Computer skills:** C++, MATLAB, Stata, Microsoft Office

#### PERSONAL

**Citizenship:** USA

## REFERENCES

### **Luís Cabral** (*Co-chair*)

William R. Berkley Term Professor of Economics and Business  
Leonard N. Stern School of Business, New York University  
Suite 7-74, 44 West Fourth Street, New York, NY 10012  
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### **Adam Brandenburger** (*Co-chair*)

J.P. Valles Professor of Business Economics and Strategy  
Leonard N. Stern School of Business, New York University  
Member, New York University Institute for the Interdisciplinary Study of Decision Making  
Associated Faculty Member, New York University Center for Data Science  
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### **John Asker**

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### **Robert Seamans**

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