


A quick tour around the world: Global research insights on economic justice

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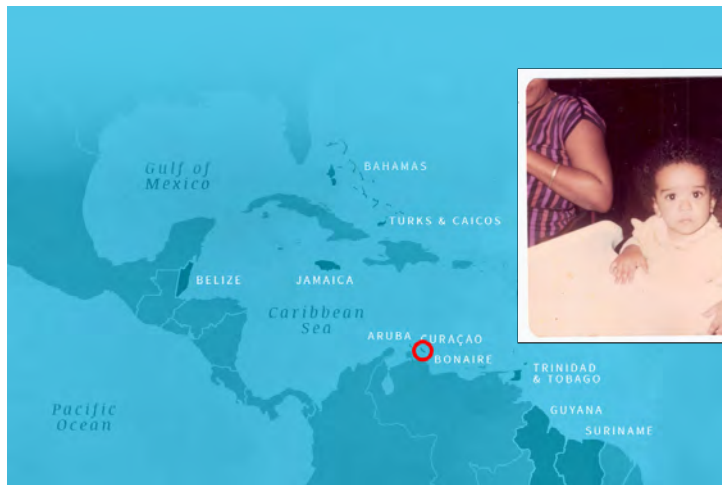
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2019 Leadership Alliance National Symposium Keynote

The story begins in the Caribbean ...

A child is born on an island named Curaçao (Dutch).



First take-away

1. Don't ever think you can't!
2. Curaçao: $N \approx 150,000$.
3. Me: No networks, first-gen, different, etc. etc.
4. Yet, here I am ... so, #YesYouCan!

The story continues in Philly / BOS / ATL / DC ...



1. IFPRI is where I started my research career on economic justice (if you will) → policy-relevant questions.
2. Study living conditions of the poor and pathways out of poverty (e.g., entrepreneurship) using behavioral field experiments and other types data (e.g., surveys).

The story continues in Vietnam (Asia) ...

German funding (BMZ-GTZ):
Contracting dairy producers



Second take-away

1. Vietnam has great food and a lot of water.
2. Milk comes from somewhere and is quality-graded.
3. Dairy farmers are typically less poor than other “types” of farmers. They own “expensive” assets – in particular, cows and motorcycles.
4. Selling milk by contract has the potential to increase prices and farmer well-being, but there are issues of trust (e.g., how does one grade quality).

The story continues in Senegal (Africa) ...

IFPRI funding: Farmer cooperatives organized around peanut producers



Third take-away

1. Senegal has great food and sorbet (mango).
2. Senegal is actually quite close to the US (~ 6.5 hours from JFK). Given it's in Africa, that's not that far!
3. Farmer cooperatives have the potential to increase farmer well-being, but they are primarily effective when farmers need to coordinate a large group.

The story continues in Ethiopia (Africa) ...

USAID: Insurance experiments in Ethiopian villages



Fourth take-away

1. I can be mistaken for Ethiopian (if I keep my mouth shut).
2. Ethiopia used to be (part of) Abyssinia (I had forgot I knew this).
3. While insurance (be it agricultural, health, funeral, ...) can be a meaningful way to deal with “shocks” (bad events), farmers aren’t necessarily willing to buy it. Paying “out-of-pocket” with the promise to be paid can be strange.
4. Not too different from the US. Insurance tends to be mandated/by default (e.g., car insurance in some states).

The story continues in Perú (Latin America) ...

IFPRI: Trust in Peruvian villages



Fifth take-away

1. IMHO, Perú has the best food.
2. The notion of “trust” is a relatively fragile concept.
3. Essentially, if you think others are not trustworthy, you fail to trust and the system breaks down.
4. This has important implications, particularly in rural/poor areas where formal, written contracts aren't a thing.

The story continues in Central America ...

NSF EAGER: Financial decision-making with migrants from El Salvador, Guatemala, and Honduras living in DC



The story continues at the United Nations (UN) ...

Global Forum on Remittances, Investment, and Development
IFAD, World Bank, UN



Sixth take-away

1. Eyetracking data are very large!
2. If you have a chance to visit the UN, please do.
3. Migrants don't just care about the cost of sending money. Trust and a company's ability to reach one's family (the recipient) also matter.
4. There is an exciting and growing research space at the intersection of economics, psychology, neurology, computer science, data science ... and others.

The story wraps up in the ATL (US) ...

VLab: <http://www.angelinoviceisza.com/vlab>



The story wraps up in the ATL (US) ...

Kauffman Foundation: What happens to entrepreneurs after they get funding from the ABC show Shark Tank (ST)?

Read the full text of the article at
DOI: 10.1002/9781118142142.ch14



Bite me! ABC's Shark Tank as a path to entrepreneurship

Stephan Seiditz · Angelika Winkler

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Abstract Business pitch competitions provide early-stage finance and mentoring for entrepreneurs. In this paper, we study an elite from the non-profit, high-stakes pitch competition in the USA, ABC's Shark Tank. We conducted a dataset comprising 46 entrepreneurs that has been aired between August 2009 and May 2016. Our findings: (1) leading up to their success to raise an initial financial outcome, they first signed the terms of the contract to personal records (investor/2); the results show that later in securing their financial outcome that the signing effort works to an average of 40 percent for women entrepreneurs – it was raised up among their personal records; (2) while it is fairly clear that the pitch competition is associated with long-term outcomes of firms, it has no significant effect on revenues; (3) there are no consistent differential impacts on social-firm activities. These findings complement the literature on the impact of pitch competitions and funding success to finance.

Keywords Entrepreneurship · Pitch competition · Angel-to-venture capital financing · Shark Tank

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1 Introduction

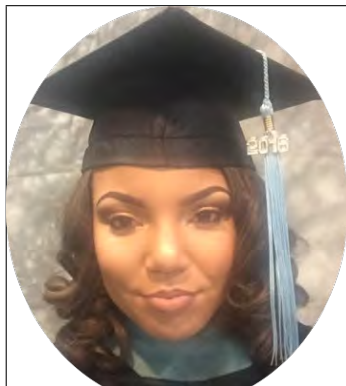
Entrepreneurship and innovation (E&I) are important for economic growth, and finance is an important element for making E&I into the economic value chain (e.g., Gartner and Pearson 2005; Cantwell and Freeman 2005; Lubatkin et al. 2011) and the entrepreneur without. Pitch competitions are a variety of approaches to providing finance, which potentially overlapping multiple sources: angel investors, venture capitalists, and institutions. To date, evidence from pitch competitions suggests that they (1) help entrepreneurs raise their financing, (2) increase the success of success (Kotter 2014; Roth and Ya 2015) and (3) market firms to buy more capital and help them succeed with their expected business practices, networking, or marketing (McKinzie 2011).¹ Despite such evidence, it remains unclear whether pitch competitions are valuable because they lower financial barriers for success or provide a signal of quality. Moreover, their impact on public and financial capital financing have not been widely studied.²

This paper attempts to fill these gaps in the literature by studying a unique and novel context – the reality TV show Shark Tank (<http://www.abc.com/shows/shark-tank/>) which

we examine. A Shark Tank episode with real-time non-availability will be covered to build our model of the world.

¹ When asked what factors require investments of economic justice (e.g., McKinzie and MacKenzie 2011; Good Brothers et al. 2011) Pitcher and Shapiro (2011).

² For related literature on success competition, see results on the success factors on Roth (2015), Roth and Reardon (2015), Lampert and Reardon (2017), and the references within.



Seventh take-away


1. This was one of the most fun projects/research assistantships (watch ST videos and code them).
2. ST funding (i.e., the amount) seems to matter for long-run existence of companies, but not innovation.
Funding doesn't seem to affect minority entrepreneurs any differently (granted, small proportion of the sample).
3. Data exist everywhere – e.g., episodes, LinkedIn, apps, ...
4. Paved the way for a newer NSF project on how ST affects entrepreneurship/innovation among the general population (i.e., viewers at home) – ongoing.

Eighth and final take-away: Words of “wisdom”

1. The world has great food (make sure you're eating it).
2. Keep on growing!
Ms. Joceline Clemencia (Caribbean author and activist)
3. Don't write down your resume (CV) and believe it.
Rev. Dr. Renita Weems
4. When they don't give you a seat at the table, bring a folding chair. [I'd add: You might even want to bring a cushion.]
Congresswoman Shirley Chisholm

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