

GIULIA C. CANGIANO

2701 Calvert Street NW, Apartment 1024

Washington DC, 20008

Phone: 301-693-6662

Email: cangiano@econ.umd.edu Webpage : www.econ.umd.edu/~cangiano

EDUCATION

Ph.D. Economics, University of Maryland at College Park, Expected Summer 2009

M.A. Economics, University of Maryland at College Park, June 2006

B.A. College of Social Studies (Honors), Wesleyan University, Middletown CT, May 2001

DISSERTATION

Title: *“Friends and Partners: The Impact of Network Ties and Collaboration Networks”*

Committee: Professor Rachel Kranton (chair), Professor Peter Murrell, Professor Daniel Vincent, Professor Erkut Ozbay

FIELDS OF SPECIALIZATION

Primary: Applied Microeconomic Theory, Network Theory

Secondary: Public Finance, Economics of Institutions

PAPERS

“Friends, Partners and Competitors: The Impact of Social Networks on Entrepreneurs”
Job Market Paper

“Making New Friends: Searching an Endogenous Social Network” *Work in Progress*

TEACHING EXPERIENCE

Instructor, Methods and Tools for Economic Analysis, University of Maryland
Spring 2008 - Fall 2008

Teaching Assistant, Methods and Tools for Economic Analysis, University of Maryland
Fall 2007

RESEARCH/WORK EXPERIENCE

Graduate Assistant, Department of Economics, University of Maryland, Summer 2007
Designed curriculum for new Methods and Tools for Economic Analysis course

Research Assistant, Professor Peter Murrell, Department of Economics, University of Maryland,
Summer 2005 - Spring 2007

Research Analyst promoted from *Research Associate*, National Economic Research Associates,
Washington DC, Summer 2001 - Summer 2004
Managed research in ongoing Canadian and U.S. civil and criminal price-fixing
litigations, as well as multiple merger investigations. Developed econometric pricing
model to predict damages in price-fixing cases. Conducted pre- and post-merger
competition analysis for merger investigations. Worked with and manipulated numerous
large dataset, including firm-level transaction data and Nielson scanner data.

AWARDS

Graduate Assistantship, Department of Economics University of Maryland, 2005 - Present

Graduate Fellowship, Department of Economics, University of Maryland, 2004 - 2005

Phi Beta Kappa, Wesleyan University, 2001

Davenport Study Grant for Senior Honors Thesis, Wesleyan University, 2000 - 2001

REFERENCES

Prof. Rachel Kranton	Duke University	rachel.kranton@duke.edu	(919) 660-1896
Prof. Peter Murrell	University of Maryland	murrell@econ.umd.edu	(301) 405-3476
Prof. Daniel Vincent	University of Maryland	vincent@econ.umd.edu	(301) 405-3485
Prof. Erkut Ozbay	University of Maryland	erkut.ozbay@gmail.com	(301) 405-3481

ABSTRACT

Friends, Partners and Competitors: The Impact of Social Networks on Entrepreneurs (*job market paper*)

Abstract: How does a high-tech entrepreneur find the most qualified engineer for her new idea? How does a scientific inventor acquire funding or recruit the most compatible business partner for his project? What happens when two entrepreneurs compete for these same resources? Entrepreneurs often rely on their network of former colleagues, classmates and collaborators to acquire necessary resources, including investment capital, technology and employees. This is particularly true in fields where risks are high and compatible partnerships are critical. One central question is how does an entrepreneur's social network influence her ability to recruit a well-suited partner. In particular, I focus on the interactions between multiple entrepreneurs, each relying on their individual network and competing for the same resources. I use a discrete matching model with heterogeneous values and characterize the social network according to the ex ante probability of a match. This setup is consistent with the experience of entrepreneurs in a number of high-skill fields and regions, specifically: high-tech and biotechnology in Silicon Valley and Massachusetts; turn of the 20th century German synthetic dye manufacturing; and today's ready-to-wear fashion industry.

The model provides a framework to analyze the impact of a variety of network structures on both the individual and the entire network. Using comparative static analysis, I show how an entrepreneur's expected return increases with the size of her own network. The network externalities from competing entrepreneurs are more complex. An increase in a close competitor's network decreases the probability an entrepreneur will find a good match. On the other hand, an increase in the network of a more distant competitor actually increases the chance an entrepreneur will find a compatible match. Network-wide, a more connected network is closer to the socially optimal outcome. In a more connected network, fewer frictions interfere with compatible matches. These results support empirical evidence on entrepreneurial network effects and provide insight on how the underlying mechanisms of these networks operate. My paper suggests that initiatives to promote social networks within innovative sectors are both critical and deserve future research.

Making New Friends: Searching an Endogenous Social Network

Abstract: For an entrepreneur, one alternative to partnering with a specialist she knows is to use her existing network connections to search for a more compatible partner. In this paper, I consider an endogenous network search model in which agents use their existing strong social connections to build weaker relationships with additional agents. I apply the results from my companion paper to model a costly network search for a compatible partner. There exists a tradeoff between partnering with an existing strong connection, with complete information at no cost, and a costly search for a more specific match with less specific information. I expect to show that, in the case of heterogeneous network degrees, an agent targets her search away from well-connected competitors. Entrepreneurs are more likely to search a network with a highly skewed, heterogeneous network degree than a more uniform network.

PERSONAL INFORMATION

Citizenship: USA
Gender: Female