

# Dan Hieu Vo

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## Education

2013 - Current	Postdoctoral Research Fellow, Sauder School of Business, University of British Columbia.
2013	Ph.D., Economics, University of Victoria, Victoria, British Columbia. Dissertation: Essays on Entrepreneurial Finance.
2007	M.A., Economics, University of Victoria, British Columbia.
2005	B.A. with Distinction, Economics with Finance and Business option, University of Victoria, British Columbia.

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## Dissertation

Dissertation: Essays on Entrepreneurial Finance, Fall 2013.

### Dissertation Committee:

- Supervisor: Dr. Paul H. Schure, Department of Economics, University of Victoria.
- Department Member: Dr. Merwan H. Engineer, Department of Economics, University of Victoria.
- Outside Member: Dr. Thomas F. Hellmann, Sauder School of Business, University of British Columbia.
- External Examiner: Dr. Jean-Etienne De Bettignies, Queen's School of Business, Queen's University.

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## Research

2014	Vo, D. 2014, Patents and Early-Stage Financing: Matching versus Signalling. (Job Market Paper)
2013	Vo, D. 2013, <i>The Geography of Angel Investments</i> . (work in progress)
2012	Hellmann, T., Schure, P & Vo, D. 2013, <i>Angels and Venture Capitalists: Substitute or Complements</i> . (work in progress)
2012	Engineer M., Schure, P. & Vo, D. 2012, <i>Hide and Seek: Why Angels Hide and Entrepreneurs Seek</i> . (work in progress)

- 2009 Vo, D. 2009, *Housing Market in Greater Victoria, Canada: An Empirical Study*. (Unpublished coursework paper)
- 2007 Vo, D. 2007, *How Public Policies in the Venture Capital Market Affect the Angel Capital Market: A Theoretical Analysis*, (extended essay).

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## Teaching Experience

- 2014 -  
Current **Lecturer**, Entrepreneurial Finance, Sauder School of Business, University of British Columbia. (2 sessions)  
Primary lecturer of an advanced undergraduate course with an enrolment of 40 students. Main tasks include preparing and holding weekly lectures, generating assignments and exams, arranging several guest speaker sessions, facilitating group discussions, and coordinating in-class presentations. Several key topics discussed in this class include: the evaluation of a company's financial well-being, financial projection and company valuation techniques, venture capital evaluation criteria, the pros & cons of various external financing sources, and public policies toward private equity financing.
- 2014 -  
Current **Lecturer**, MBA - Managerial Economics, Peter B. Gustavson School of Business, University of Victoria. (1 session)  
Primary lecturer of an MBA course with an enrolment of 14 students. Main tasks include preparing and holding weekly lectures, generating assignments and exams, and facilitating group discussions. Key topics discussed in this class include demand and supply analysis, market competitions, and game theories, and government and business.
- 2009 – 2011 **Lecturer**, Intermediate Microeconomics, Department of Economics, University of Victoria. (4 sessions)  
Lecturer of undergraduate courses with an enrolment ranging from 80 – 120 students from September 2009 to September 2011. Main tasks include preparing and holding weekly lectures, generating assignments and exams, managing and allocating duties to two teaching assistants. The topics discussed in this class include demand and supply analysis, consumer and producer theories, market competition, and game theory.
- 2005 - 2013 **Teaching Assistant**, Department of Economics, University of Victoria. (20+ sessions)  
Teaching assistants for a series of undergraduate and graduate courses. Main tasks include preparing lab and teaching materials, teaching weekly lab sections of 20 students or more, holding weekly office hours, assisting students with material and exam preparation, and grading and invigilating exams.

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## Conferences & Workshop Attended

2014	NBER Entrepreneurship Group Meeting.
2014	UBC Summer Conference on Industrial Organization.
2014	Annual CEA Meeting (chair & presenter).
2013	NBER's Changing Financing Market for Innovation & Entrepreneurship Conference (co-author).
2013	NBER Entrepreneurship Research Boot Camp (less than 20 students are selected each year).
2013	Canadian Council of Small Business and Entrepreneurship Conference (presenter)
2012	NBER Entrepreneurship Group Meeting (co-author).
2012	Annual CEA Meeting (discussant).
2012	UBC Summer Conference on Industrial Organization.
2011	UBC Summer Conference on Industrial Organization.
2010	UBC Summer Conference on Industrial Organization.

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## Awards

2007 – 2010	Van Dusen Fellowship, University of Victoria.
2005 – 2007	Pacific Century Graduate Fellowship, University of Victoria.

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## Work Experience

Fall 2008 & Summer 2009	<b>Economist</b> , Pharmaceutical Service Division, British Columbia Ministry of Health (2 work terms)  Main tasks include conducting literature reviews on relevant topics, performing a budget impact analyses, re-evaluating previous implemented policies, and proposing potential future policies within the smoking cessation initiative.
Summer 2008	<b>Junior Auditor</b> , Internal Audit, University of Victoria. Main tasks include conducting a series of interviews with key stakeholders, compiling key findings, proposing recommendations, and assisting the Director of the Office of Internal Audit.

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## Interests

Soccer – co-founder of the Department of Economics Soccer Team.  
Badminton – former member of the University of Victoria badminton club.

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## References

### **Thomas F. Hellmann**

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### **Paul H. Schure**

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### **Chloe Tergiman**

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### **Merwan H. Engineer**

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