

Gender Stereotypes and Entrepreneur Financing

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Discussion by:

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- Excellent paper and a **must-read!**

Re-framing around self-stereotyping works; can be made even stronger

1. Discuss and rule out (or incorporate) alternative mechanisms
2. Push the data further
3. Defining entrepreneurial success

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- What really sets apart equity/VC from debt is (i) return expectations, and (ii) time frame for high growth.
 - men and women may differ in their risk preferences and business strategy
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- Restricting the sample to revealed “types” (Table IA.7): not much of a gender gap for seeking VC funding, but gap for external equity remains
 - different funding preferences

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 - can you exploit variation across male-dominated sectors? Not every male-dominated sector might feature discrimination.
 - any geographic variation that means sectors may be male-dominated in some regions but female-dominated in others?
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- How to get at marginal entrepreneurs to establish the Becker (1993) test credibly
 - Supply: could you exploit cyclical availability of VC funding (possibly vs. debt funding – credit supply shocks) to identify marginal entrepreneurs?
 - Demand: any information in the survey to tease out risk appetite / strategy?

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- Female entrepreneurs may suffer discrimination in the short run but be able to switch to alternative sources of funding in the long run
 - This would reconcile the loss of effects in longer horizons

Good luck!