

# JANET GAO

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Kelley School of Business ◊ Indiana University

## ACADEMIC EXPERIENCE

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**Kelley School of Business, Indiana University**  
Assistant Professor in Finance

*2015-Current*

## EDUCATION

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**S.C. Johnson School, Cornell University**

PhD in Finance, M.A. in Economics

*2015*

**University of Chicago**

M.S. in Financial Mathematics

*2009*

**Peking University**

B.A. in Economics, major Finance; B.S. in Mathematics

*2008*

## RESEARCH INTEREST

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Corporate Finance, Networks in Finance, Liquidity Management, Interaction between Product Market and Financial Decisions, Credit Markets, Financial Intermediation

## WORKING PAPERS

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- **Bankruptcy and The Cost of Organized Labor: Evidence from Union Elections** (Joint with Murillo Campello, Jiaping Qiu, and Yue Zhang)
  - Cited in a *Dow Jones* news report on Oct 21st, 2015
  - Winner of Best Paper in Corporate Finance at Northern Finance Association 2016 meeting
- **Business Network, Firm Connectivity, and Firm Policies** (Job Market Paper)
- **Firms' Cash Holdings, Precautionary Motives, and Systematic Uncertainty** (Joint with Yaniv Grinstein and Wenyu Wang)
- **Customer Concentration and Loan Contract Terms** (Joint with Murillo Campello)
  - Forthcoming at *Journal of Financial Economics*
- **Do Lenders Affect Firms' Disclosure Decisions? Evidence from Lender-side Loan Defaults** (Joint with Chuchu Liang, Kenneth Merkley, and Joseph Pacelli)
- **What Begets Loan Performance? The Human Factor in the Corporate Lending Market** (Joint with Xiumin Martin and Joseph Pacelli)
  - Reported by Columbia Law School Blue Sky Blog
- **Credit and Punishment: Career Incentives in Corporate Banking** (Joint with Kristoph Kleiner and Joseph Pacelli)

## WORK IN PROGRESS

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- **The Effects of Firm Network on Banks' Portfolio Decisions**

## CONFERENCE AND SEMINAR PRESENTATIONS

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- **Bankruptcy and The Cost of Organized Labor: Evidence from Union Elections**  
— Presented at *Wabash River Conference 2015, CICF 2016, NFA 2016\**, *Cornell University\**, *Federal Reserve Bank of San Francisco\**, *Hong Kong University\**, *Southern Illinois University*, *University of Manchester\**, *University of New South Wales\**, and *University of Toronto\**
- **Business Network, Firm Connectivity, and Firm Policies**  
— Presented in *EFA (Doctoral Tutorial) 2014, FMA 2014, NFA 2013, Cornell University, DePaul University, Emory University, Georgia State University, Imperial College London, Indiana University, Notre Dame University, Tulane University, University of Colorado Boulder, University of Connecticut, University of Illinois at Chicago, University of Illinois at Urbana-Champaign, Yale University, Federal Reserve Board of Governors, and Cornerstone Research at Boston*
- **Firms' Cash Holdings, Precautionary Motives, and Systematic Uncertainty**  
— Presented in *EFA 2014, FIRS 2013, CICF 2013, Cornell University, Chinese University of Hong Kong\**
- **Customer Concentration and Loan Contract Terms**  
— Presented at *FOM Conference 2014, FIRS 2015, and EFA 2015, Cornell University, McGill\**, *HEC Montreal\**, *Nova de Lisboa University\**, *Tulane University\**, *University of Notre Dame\**
- **Do Lenders Affect Firms' Disclosure Decisions? Evidence from Lender-side Loan Defaults**  
— Presented at *AAA 2016 Conference\**, *CMU 2016 Mini Camp\**, *MIT Asia 2016 conference\**, *Northern Finance Association 2016*

\* Indicates presentations by co-authors.

## INVITED CONFERENCE DISCUSSIONS

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- WFA 2016 annual conference
- SFS Cavalcade 2016
- EFA 2014, 2015, 2016 annual conference
- CICF 2013, 2016 annual conference
- FIRS 2013, 2016 annual conference
- FMA 2014, 2015, 2016 (conference chair and discussant) annual conference
- NFA 2013, 2016 annual conference

## REFEREEING ACTIVITY

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- Journal of Financial Economics, Review of Financial Studies, Journal of Financial Intermediation, Management Science, Journal of Money, Credit, and Banking, International Review of Finance

## GRANTS AND AWARDS

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- Best paper in corporate finance, NFA 2016
- Doctoral fellowship from Cornell University, 2009-2015
- Graduate school conference grant from Cornell University, 2013, 2014
- AFA travel grant, 2013