

## Investor Classes in Initial Public Offerings

**Faculty Member:** [Alina Lerman](#)

### Proposal Description:

A small team of RAs will be engaged in a number of tasks related to a new project on the behavior of different classes of investors participating in IPOs. The project examines both the causes and the consequences of participation of different investor groups. The first task will involve creating a new categorization of firms into Business-to-Business vs Business-to-Consumer (or mix). Because no such classification currently exists and available proxies fail to accurately capture this distinction, the task will require both diligence and creativity. Subsequent tasks will deal with measuring media attention, executive profiles, and financing options. The RAs will walk away with significant growth in the knowledge of the IPO process, SEC filings such as Prospectus and 10-K, and hopefully some datasets and the empirical research process.

### Requisite Skills and Qualifications:

Attention to detail, analytical thinking, and interest in capital markets. Knowledge of SAS or Stata or Python a plus.

**Award:** Pascal Ungersboeck

Tamir Rabinovich

Susan Wang

**Tobin Application Link:** [Tobin Application](#)

**Project Type:** Tobin RA

**Project Year:** 2018

**Term:** Spring 2018

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