

RAGHAVENDRA RAU

Associate Professor, Purdue University
Krannert Graduate School of Management
403 W. State Street
West Lafayette, IN 47907-2056
raghu@purdue.edu
www.mgmt.purdue.edu/faculty/rau/

314 Park Lane
West Lafayette, IN 47906-2737
U.S.A.
(310) 362 6793

EDUCATION

- 1991-1997 **INSEAD** (The European Institute of Business Administration)
Ph.D. in Management
- 1991-1993 **INSEAD** (The European Institute of Business Administration)
M.Sc in Management
- 1987-1989 **Indian Institute of Management**, Bangalore, India
Post-Graduate Diploma in Management
- 1984-1987 **University of Delhi**, India
B.Sc (Hons) Chemistry

RESEARCH INTERESTS

Corporate finance, Asset pricing, Information economics, Behavioral finance, Game theory

ACADEMIC PUBLICATIONS

“Patterns in the timing of corporate event waves”, (with A. Stouraitis), *Journal of Financial and Quantitative Analysis*, forthcoming.

“The helping hand or the grabbing hand? Central vs. local government shareholders in publicly listed firms in China”, (with Y. Cheung, and A. Stouraitis), *Review of Finance*, forthcoming.

“Independents' day? Analyst behavior surrounding the Global Settlement”, (with J. Clarke, A. Khorana, and A. Patel), *Annals of Finance*, forthcoming.

“Buy high, sell low: How listed firms price asset transfers in related party transactions”, (with Y. Cheung, Y. Qi, and A. Stouraitis), *Journal of Banking and Finance*, 33 (5), 914-924, 2009.

“Tunneling and propping up: An analysis of related party transactions by Chinese listed companies”, (with Y. Cheung, L. Jing, T. Lu, and A. Stouraitis), *Pacific-Basin Finance Journal*, 17 (3), 372-393, 2009.

“The impact of all-star analyst job changes on their coverage choices and investment banking deal flow”, (with J. Clarke, A. Khorana, and A. Patel), *Journal of Financial Economics*, 84 (3), 713-737, 2007.

“Good stewards, cheap talkers, or family men? The impact of mutual fund closures on fund managers, flows, fees, and performance”, (with A. Bris, H. Gulen, and P. Kadiyala), *Review of Financial Studies*, 20 (3), 953-982, 2007.

“Tunneling, propping, and expropriation: Evidence from connected party transactions in Hong Kong”, (with Y. Cheung and A. Stouraitis), *Journal of Financial Economics*, **82** (2), 343-386, 2006.

“Changing names with style: Mutual fund name changes and their effects on fund flows”, (with M. Cooper and H. Gulen), *Journal of Finance*, **60** (6), 2825-2858, 2005.

“Managerial actions in response to a market downturn: Valuation effects of name changes in the dot.com decline”, (with M. Cooper, A. Khorana, I. Osobov, and A. Patel), *Journal of Corporate Finance*, **11** (1-2), 319-335, 2005.

“Investor Reaction to Corporate Event Announcements: Under-reaction or Over-reaction?”, (with P. Kadiyala), *Journal of Business*, **77** (2), 357-386, 2004.

“Regulation, Taxes, and Share Repurchases in the U.K.”, (with T. Vermaelen), *Journal of Business*, **75** (2), 245-282, 2002.

“A Rose.com by Any Other Name”, (with M. Cooper and O. Dimitrov), *Journal of Finance*, **56** (6), 2371-2388, 2001 (Reprinted in *The Psychology of World Equity Markets*, Werner De Bondt, ed., Edward Elgar Publishing, Cheltenham, UK, Volume II, 500-517).

“Investment Bank Market Share, Contingent Fee Payments, and the Performance of Acquiring Firms”, *Journal of Financial Economics*, **56** (2), 293-324, 2000.

“Glamour, Value and the Post-Acquisition Performance of Acquiring Firms”, (with T. Vermaelen), *Journal of Financial Economics*, **49** (2), 223-253, 1998 (Reprinted in *Corporate Restructuring*, David J. Denis and John McConnell eds., Edward Elgar Publishing, forthcoming).

OTHER PUBLICATIONS

“Determinants of the market share of investment banks that advise M&A deals”, *Corporate Finance Review*, 18-25, November-December 2003.

“Management of Information Technology: The Indian Experience”, (with H.R.Rao), *Journal of Information Science and Technology*, **2** (3), 288-296, 1993.

“Introducing a Multi-Plant Information System at Indian Oil”, (with V. Shekhar, and H.R. Rao), *Long Range Planning*, **25** (2), 89-96, 1992.

BOOK CHAPTERS

“Market inefficiency”, Chapter 18 in *Behavioral Finance*, edited by H. Kent Baker and John Nofsinger, Hoboken, NJ: John Wiley & Sons, Inc, forthcoming 2010.

“Financial Economics” (with J. Ni), edited by Shunfeng Song and Zuohong Pan, 146-179, Chapter 7 in *Beida Series - Economics/Peking University Press*, 2008.

“The empirical evidence on mergers”, in *Mergers, acquisitions, and corporate restructuring*, edited by Chandrashekar Krishnamurthi and S.R. Vishwanath, 212-247, Sage University Press, 2008.

“The dotcom premium: Rational valuation or irrational exuberance?”, (with M. Cooper) in *Venture capital contracting and the valuation of high tech firms*, edited by J. McCahery and L. D. R. Renneboog, 297-317, Oxford University Press, 2003.

WORKING PAPERS

“The five stages of analyst careers: Coverage choices and changing influence”, with Yinghua Li and Jin Xu, Purdue University.

“Performance for pay? The relationship between CEO incentive compensation and future stock price performance”, with Mike Cooper, University of Utah and Huseyin Gulen, Purdue University.

“Paying for risk or shareholder rip-off? An analysis of severance pay contracts”, with Jin Xu, Purdue University.

“Is there life after loss of analyst coverage?”, with Ajay Khorana, Georgia Tech, and Simona Mola, Arizona State University.

“Expropriation, unification, and corporate governance in Italy”, with Marco Bigelli, Università di Bologna and Vikas Mehrotra, University of Alberta.

SEMINARS AND PRESENTATIONS

Selected professional meetings

Western Finance Association, Sunriver, 1996; San Diego, 1997; Los Cabos, 2003.

Utah Winter Finance Conference, 2004.

American Finance Association, New Orleans, 2001; Atlanta 2002; Boston 2006; San Francisco 2009.

European Finance Association, Oslo, 1996; Vienna, 1997; Fontainebleau, 1998; Helsinki, 1999; London, 2000; Glasgow, 2003; Maastricht, 2004, Moscow, 2005, Athens, 2008.

Financial Management Association, New Orleans, 1996; Hawaii, 1997; Chicago, 1998; Seattle, 2000; Paris, 2001; Toronto, 2001, Copenhagen, 2002; San Antonio, 2002; Dublin, 2003; Denver, 2003; Zurich 2004; New Orleans, 2004; Siena, 2005; Stockholm, 2006; Orlando, 2007.

Australasian Finance and Banking Conference, Sydney, December 2003.

European Financial Management Association, Innsbruck, 1996; Lisbon, 1998; Paris, 1999; Athens, 2000, Lugano, 2001, Barcelona, 2006.

Singapore International Conference on Finance, National University of Singapore, 2009.

Sakura Conference on Corporate Governance, Hitotsubashi University, Tokyo, 2008.

Frontiers of Finance conference, 2007.

IFC Conference on Corporate Governance in Emerging Markets, Istanbul, 2007.

CRSP Forum, Chicago, October 2006.

Annual Empirical Asset Pricing Retreat, University of Amsterdam, June 2005.

Inquire Europe Autumn Seminar, Prague 2004.

University of Illinois Conference on Bear Markets, December 2002.

Chicago Quantitative Alliance Spring Meetings, Las Vegas, 2002.

Alternative Perspectives in Finance, Dundee, 2000.

French Finance Association, Geneva, 1996, Bordeaux, 2007.

Washington Area Finance Association, Washington D.C., April, 1999.

International Conference on Game Theory, Jerusalem, 1995.

Selected recent presentations at schools

University of Bath, July 2008;

University of Groningen, May 2008;

Helsinki School of Economics, April 2008;

Syracuse University, September 2007;

Aarhus School of Business, August 2007;

Queen's University, April 2007;

McGill University, March 2007;

University of California, Irvine, October 2006;
University of Alberta, September 2006;
Santa Clara University, August 2006;
University of California, Davis, May 2006;
University of California, Los Angeles, May 2006;
University of Southern California, April 2006;
University of California - Santa Barbara, March 2006;

Invited Speaker

Corruption, bribery and expropriation, Swedish School of Economics, April 2008
Introduction to Behavioral Finance, Nordea Bank, Aarhus, Denmark, August 2007
Vanderbilt Law School, MBA seminar, April 2007
Frontiers of Finance, executive seminar, Seminarium, Lima, Peru, June 2006
Frontiers of Finance, executive seminar, Seminarium, Mexico City, Mexico, May 2006
Berkeley Program in Finance, Palm Springs, October 2000;
German-American Law Association, Hannover, Germany, February 2000;
Institute of Finance and International Management, Bangalore, India, December 1997.

SELECTED QUOTES AND REFERENCES IN THE MASS MEDIA

Economist, Feb 14, 2009; New York Times, September 10, 2007, December 28, 2003, August 15, 1999; Financial Times, May 11, 2007, February 7, 28, 29 2000;
Wall Street Journal, February 10, 2006, March 14, 2003, December 18, 2002, June 3, 1999; Forbes, January 2009; National Football League, January 4, 2005; Money Magazine, April 2008; Washington Post, May 11, 2003; Frankfurter Allgemeine Zeitung, April 7, 2003; Equity Magazine, Fall 1999; Handelsblatt, August 20, 1999; NBC, August 18, 1999; CNBC, June 4, 1999; August 17, 1999; Reuter's News Service, August 17, 1999; NPR, August 17, 1999; WIBC Radio, Indianapolis, April 4, 2000; July 27, 1998; USA Today, July 16, 1998; August 17, 1999; Smartmoney magazine, June 1998, December 2005

ACADEMIC POSITIONS

- 1997- **Krannert Graduate School of Management**
Assistant Professor 1997-2003
Associate Professor 2003-
- 2009-10 **Haas School of Business, University of California at Berkeley**
Visiting associate professor of finance
- 2005-06 **UCLA Anderson Graduate School of Management**
Visiting associate professor of finance
- 1996 **Institut d'Etudes Politiques de Paris, Paris (Sciences PO)**
Visiting Professor (Part-time)
- 1995 **St Xavier University, Paris**
Visiting Professor (Part-time)

COURSES TAUGHT

PhD: *Corporate Finance*
Behavioral Finance

MBA/Executive: *Theory of Finance - An introduction*
Financial Management / Corporate Finance
Takeovers, restructuring and governance
Behavioral Finance
Capital markets

Undergraduate: *Financial Management / Corporate Finance*
Financial Markets and Institutions
International Corporate Finance (Videocourse)

TEACHING AWARDS

- **Dean's Outstanding MBA Core Course Teaching Award**, Spring 2005, 2007
- Runner up, **Salgo-Noren Teaching Award** for Outstanding MBA teacher of the year, 2007
- School of Management **Outstanding Undergraduate Teaching Award**, 2001

RESEARCH AWARDS, GRANTS AND SCHOLARSHIPS

- The **Chinese Finance Association Best Paper in Corporate Finance** award for the paper "The helping hand, the lazy hand, or the grabbing hand? Central vs. local government shareholders in publicly listed firms in China", 2008
- **Institute for Quantitative Research in Finance (Q Group) Grant**, for the paper "Closing time? Mutual fund closures and the scalability of fund performance", 2003
- **Chicago Quantitative Alliance Award**, for the paper "Investor Reaction to Corporate Event Announcements: Under-reaction or Over-reaction?", Spring 2002
- **John and Mary Willis Young Faculty Scholar Award**, 2001
- **EFA Barclays Global Investor Award**, 2000 for the best paper at the Symposium at the EFA Meetings, for the paper "A rose.com by any other name"
- **Krannert Faculty Fellow Award**, 1999
- **FMA "Best of the Best" Award**, 1996 for the paper "Glamour, Value and the Post-Acquisition Performance of Acquiring Firms"
- **FMA Competitive Award for Business Finance**, 1996 for the paper "Glamour, Value and the Post-Acquisition Performance of Acquiring Firms"
- **Indian Institute of Management Merit Scholarship**, 1988
- **Delhi University Merit Scholarship**, 1987
- **National Talent Merit Scholar**, India, 1982

SCHOOL SERVICE

Area Coordinator, Finance, Purdue University, 2008
Information Technology Access Committee, 2002-2008
Chair, School Grievance Committee. 2006-2008
Grade Appeals Committee, 2007-2009

NON-ACADEMIC POSITIONS

1989-91 **C.M.C. Ltd.**, New Delhi, India
Systems Analyst
2008-09 **Barclays Global Investors**, San Francisco
Principal

OTHER PROFESSIONAL ACTIVITIES

Associate Editor
International Review of Finance
Quarterly Journal of Finance
Program Chair
Financial Management Association European Meeting, Stockholm 2006
Track Chair, Corporate Finance
Midwest Finance Association Meeting, St Louis, 2002

Advisory Board Member/Program Committee

Western Finance Association Meetings, San Diego 2009, Victoria, 2010
Financial Management Association European Meeting, Paris, 2001,
Dublin 2003
Financial Management Association Meeting, San Antonio, 2002, Denver,
2003, New Orleans 2004, Reno 2009
European Finance Association Meetings, Moscow 2005, Athens, 2008
4th and 6th International Conference, Portuguese Finance Network, 2006,
2008
China International Conference in Finance, 2009

Committee Member

FMA Committee on Access to FM Content, 2007
FMA European Meeting Policy Committee, 2003
Financial Management Association Fellows Committee, 2002
Doctoral consortium panelist, Financial Management Association, 2009

Ad-hoc reviewer

Journal of Financial Economics; Journal of Finance; Review of
Financial Studies; Journal of Business; Journal of Financial and
Quantitative Analysis; Journal of Money, Credit and Banking;
Review of Finance; Journal of Financial Intermediation; Journal of
Empirical Finance; Academy of Management Review;
Management Science; Journal of Banking and Finance; Journal of
Corporate Finance; Journal of Economics and Finance; Annals of
Finance; Financial Management, Journal of Economics and
Business; Journal of Financial Research; Financial Review;
Quarterly Review of Economics and Finance; Global Finance
Journal; Finance Research Letters; National Science Foundation

PERSONAL

Languages: English, French, Italian, Hindi, Kannada
Leisure Interests: Aikido, Iaido, Astronomy, Fencing, Golf, Travel