

September 19, 2016

Provost Neeli Bendapudi
University of Kansas

Dear Provost Bendapudi,

Thank you for the opportunity to meet with you today. I am grateful for your consideration of a career opportunity at the University of Kansas. I earned my doctoral degree in City and Regional Planning at the University of California, Berkeley and master's degree in Public Administration from the Cornell University. Currently, I serve as Director for Research and Policy at the Kauffman Foundation. I believe my interdisciplinary training in economic development, with a focus on innovation, entrepreneurship, and development policy, will be an asset to your university.

My early scholarship focused on the location of innovations by multinational corporations. I have demonstrated how corporate innovations concentrate geographically, even in the current age of globalization and information technology. This work was published by the *Review of Policy Research* (2009), the *Journal of Industrial Geographer* (2011), and as a research monograph from Ashgate (2012).

I extended my research into broader science and technology issues as a post-doctoral scholar at the University of California, Santa Barbara. In a work published in *Technological Forecasting and Social Change* (2014), I demonstrated regional divergence of innovations using Chinese nanotechnology patents. Furthermore, I critically examined how U.S. and Japanese national governments established nanotechnology programs to create economic competitiveness in *Technology in Society* (2011), *Technological Forecasting and Social Change* (2011), and *Scientometrics* (2012).

However, through these investigations of technology and innovations at a closer, microeconomic level, I have started to question the effectiveness of government to create technology and commercialize into the private sector, as well as the general theories of innovations and regional development theories. My experience at the Kauffman Foundation has exposed me to ground-level observations of entrepreneurs and their creation of technologies and innovations, and further confirmed that the current theories and policies have relied too much on a rationalistic, linear model of development. In this sense, I have become increasingly critical about the roles of government and university in relations to innovations and entrepreneurship. These findings appear in *Entrepreneurship and Regional Development* (2016), *Professional Geographers* (2016), and *Growth and Change* (forthcoming). I am currently discussing the publication of a book manuscript on these topics with an editor of a major university press.

While my core research area is in innovation and entrepreneurship, I am also versed in other fields of economic development and economic geography. For example, at the Kauffman Foundation, I initiated a portfolio of research grants to examine the effectiveness of public incentives for attraction and retention of firms, and the evaluation of innovation districts. To advance scholarship in the field in these areas, I selected eight first-rate scholars on these subjects, organized a brainstorming session in Chicago in April 2015, and coordinated the research design of projects so that we would have systematic results from multi-state studies. Since these studies will have significant

implications on policies, I am currently planning a workshop between these scholars and policymakers in late 2017 with the Edward Lowe Foundation.

In my own work, I place a heavy emphasis on bridging academic research and practice. To that end, I have served as a keynote presenter at conferences by the Council on State Governments, the National Governors Association, and the Urban Policy Advisory Group at Harvard University, and organized conferences that have engaged as many as 50 mayors and 30 state representatives. I regularly receive invitations from mayors and council members to present my research and consult on their initiatives. Most recently, I have consulted with the cities of Minneapolis, MN; Madison, WI; Norfolk, VA; Cedar Rapids, IA; and Fargo, ND. This translational aspect of my work allows me to pursue two of my career objectives: to contribute to changes that better society, and to use research to inform and educate key policymakers and other key stakeholders.

With regard to teaching, I have instructed students at different levels and from different disciplines. I have taught research design to doctoral students, a survey of urban development to 25 master's students, and a large introductory economic development class with 70 to 100 undergraduate students. I was honored to receive the Outstanding Graduate Student Instructor Award at UC Berkeley in 2006. To me, the joy of teaching is directly related to my research because student inquiries have periodically cultivated new insights and research ideas.

As I mentioned, I am interested in pursuing a tenure-track faculty position at this point in my career. I have included contact information for three references from Professor AnnaLee Saxenian, Steven Vogel, and Richard Appelbaum. Thank you very much for your consideration, and I look forward to hearing from you.

Sincerely,

A handwritten signature in dark ink, appearing to read 'Yasuyuki Motoyama', with a long horizontal line extending to the right.

Yasuyuki Motoyama, Ph.D.
Director of Research and Policy
Ewing Marion Kauffman Foundation