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1

Remarkable Advocates: An Investigation of Geographic Distance and Social Capital for

Crowdfunding

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**Highlights** 

This paper answers what kinds of advocates (in terms of geographical distance and social capital) are advantageous to crowdfunding projects. Here we list out five key contributions:

- This study investigates crowdfunding projects using their advocates.
- Crowdfunding projects could benefit from leveraging remotely located advocates.
- Social capital accumulated from advocates' social networking site (SNS) is conducive to the success
  of the project.
- Findings support interaction effect between geographic distance and social capital.
- Several practical suggestions for crowdfunding entrepreneurs are provided.

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