Grant Proposal: Investing in Demand and Financial Constraints: Evidence from Alibaba's Taobao

It is well understood that the positive relation between firm growth and profitability does not depend on physical or technological efficiency alone. Within-industry dispersion in customer base and output prices due to, for example, geographic demand variations or long-term relationships between consumers and producers, can be as important in determining firm growth. In fact, evidence reported in Foster, Haltiwanger, and Syverson (2008) suggests that idiosyncratic demand shifts or market power variations could be the *dominant* determinant of firm survival even in markets for homogeneous goods.

Demand constraints appear the most severe for new entrepreneurs. Foster, Haltiwanger, and Syverson (2016) and Ferraz, Finan, and Szerman (2015) have shown that young firms close the size gap to established competitors only very slowly even though they are often as or even more productive than large firms. As a result, demand-side fundamentals impede the reallocation of market share towards better entrepreneurs. From a welfare perspective, it is important to study the frictions that allow such within-industry dispersion in demand to persist. Yet, the literature reports surprisingly little empirical evidence regarding these frictions.

We hypothesize that financial constraints are partly responsible for persistent within-industry dispersion in demand. Young and small firms without access to capital markets or syndicated loans lack funds to invest in advertisement and customer relations, which is intangible and can not be pledged as collaterals.[1] This project aims to establish a *causal* effect of financial constraints on investment in demand-related expenditures. Specifically, we study the impact of access to micro-credit on advertising expenditures of roughly 30 million shops selling on Alibabas trading platform Taobao during the period September 2014 to July 2016. Our identification strategy exploits discontinuities in shops' access to financing from Alibaba's FinTech branch *Ant Financial*. Ant Financial provides micro-credit to young entrepreneurs on Alibaba's online platform Taobao based on an automated algorithm. The credit decision depends, to a large extent, on the seller's credit score which must exceed a fixed threshold. This rule generates a clear discontinuity in entrepreneurs' access to micro-credit (see Figure 1).

The discontinuity in access to micro-credit allows us to show how random variation in financial constraints (random around the credit score threshold of 480) is associated with significant changes in demand-related expenditures of Taobao-shops. Columns 2 to 5 of Table 1 show the second stage of a fuzzy regression discontinuity estimation (RDD) for different outcome variables. The regressor of interest *Credit Approval* is instrumented by a binary variable that equals one if the shop's credit score exceeds 480. Consistent with our prediction, a relaxation of financial constraints (credit approval) causes an increase in the fraction of products for which the shop pays an advertisement fee (column 2) and in the absolute number of advertised products (column 3). In column 4, we observe that more orders are placed after a customer clicks on an advertisement link. Overall, these preliminary results suggest that financial constraints can, at least in part, explain why young small firms underinvest in demand-related expenditures.

Our rich data will allow us to push the analysis further. Besides the outcome variables in Table 1, we can also observe how much revenue is generated from orders that are placed after customers click on advertisement links as well as the average sales price (albeit the average price of all products—whether advertised or not). Hence, we can also study the return on advertisement and show how credit access accelerates sales growth. Further, our data allows us to observe changes in reputation after (random) changes in access to loan financing. Specifically, we measure the evolution of reputation based on each seller's overall shop rating as well as his different delivery, service, and product evaluation scores. Hence, we are able to study whether

[1] For instance, the survey by Campello, Graham, and Harvey (2010) shows that financially constrained firms in the U.S. planned to reduce marketing expenditures by, on average, 33% in 2008. This dramatic cut exceeds the (planned) cuts of 22% and 9% to technology spending and capital investment. In contrast, financially unconstrained firms planned to cut marketing expenditures by only 4.5% and would rather cut tech expenditures.

Table 1: Credit approval and advertisement (fuzzy RDD)
This table reports coefficient estimates from fuzzy RDD estimation. Column 1 shows the first stage with the dependent variable *Credit Approval* which equals one if the Taobao-shop is given access to credit from Ant Financial and zero otherwise. *Credit Approval* is regressed on an indicator variable which equals one if the shop's credit score exceeds 480. Columns 2 to 4 show second stages for different outcome variables: *% Advertised Products* (= fraction of products that are advertised), *Log Number of Advertised Products*, and *Log Number of Advertised Orders* (= natural log of orders that customers place after clicking on an advertisement link). The sample is restricted to firms with a credit score between 460 and 500. We include 3rd order polynomial terms of the credit score as controls. t-statistics are reported in parentheses and significance at the 10%, 5%, and 1% level is indicated by *, **, ***, respectively.

Dependent variable:	First stage	Second stage		
	Credit Approval (1)	*% Advertised Products* (2)	*Log # Advertised Products* (3)	*Log # Advertised Orders* (4)
Dummy: *Credit Score* > 480	0.255*** (121.403)			
Dummy: *Credit Approval (instrumented)*		0.038*** (14.184)	0.395*** (19.431)	0.964*** (22.641)
Polynomials of *Credit score* (3rd order):	Yes	Yes	Yes	Yes
Observations	1,128,735	1,128,735	1,128,735	1,128,735

access to financing leads firms to invest into reputation and signal its fundamental quality.[2] As the data also report the number of transient versus loyal customers (which buy from the same shop repeatedly), we can also test whether investment into reputation and advertisement translates into the formation of long-term customer relationships.

We plan to use this data and the quasi-random variation of *Ant Financial* to inform a model of reputation formation and firm dynamics for new entrepreneurship growth. Young firms need to invest in advertisement to improve the chance of being matched with a potential customer, who does not observe the true quality /efficiency of the firms. A successful transaction will improve the reputation of the firm and help it to attract future customers. On the other hand, if the new entrepreneur is financially constrained, he/she will have very limited resources for advertisement and relationship building. The low visibility will amplify the information asymmetry problem, substantially slowing down the growth of the firm even if its true quality/efficiency is high. Our unique data allows us to quantify these theoretical channels and investigate the extent of misallocation in this important E-commerce setting.

Budget:

- Our project will require us to work with a massive dataset at Alibaba's head-quarter. We are requesting the resource to hire a full time research assistant, who will work with the data on-site and generate the necessary data descriptives and statistical regressions as inputs to our empirical analysis. The RA's salary and fringe for two semesters is $15,000.
- The PIs will also need to travel to China to do interviews with small online entrepreneurs and the administrators at Alibaba as well as Ant Financial. We are requesting $5,000 for the PIs' international travel.

[2] Bar-Isaac and Tadelis (2008) stress the importance for precise knowledge about buyers' information sets for empirical research on reputation formation. Our setting offers important advantages in this regard as the information available to buyers is limited to what is communicated on the shop page on Taobao. In particular, customers do not observe whether a seller has received access to loan financing from Ant Finance. We are not the only paper to study reputation formation in online trading markets. Cabral and Hortacsu (2010) study how changes in reputation affect buyers and sellers' actions on eBay. They show that, when a seller first receives negative feedback, sales decrease and he receives more subsequent negative feedback ratings. Sellers are more likely to exit the lower their reputation. More references to empirical papers on the role of reputation in online trading markets are found in Tadelis (2016).

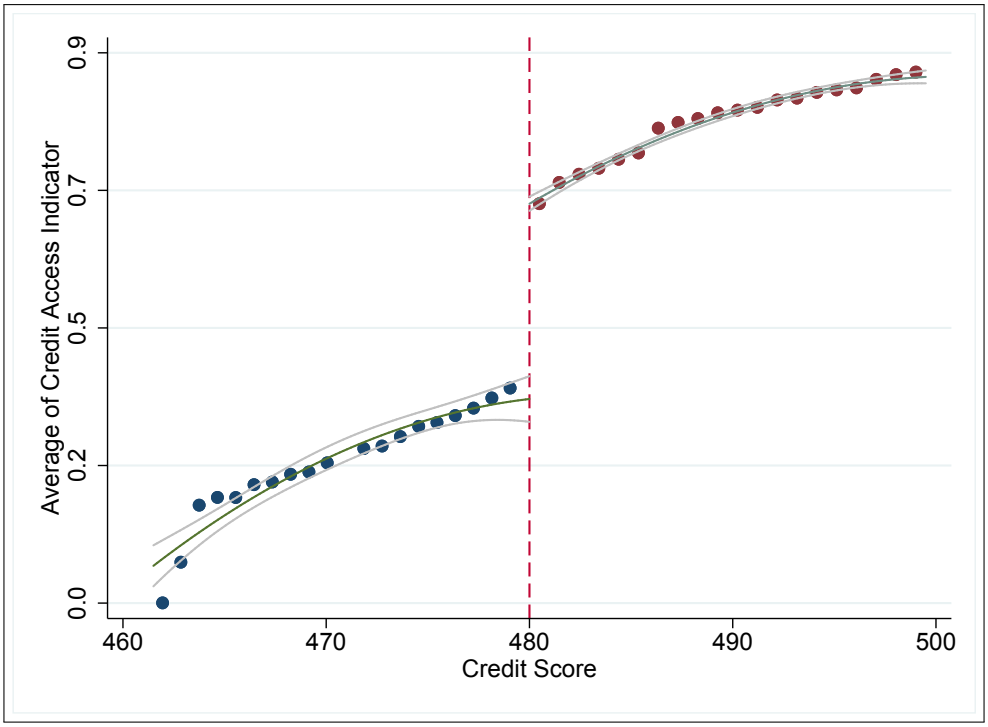


Figure 1: This figure plots the percentage share of shops on Alibaba's online platform Taobao which become credit eligible as a function of their credit score. The bin size is one credit score unit and the curved line a third order polynomial $f(CS_{i,t})$ fitted to the probability distribution on both sides of the discontinuity at the credit score of 480.

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Campello, Murillo, Graham, John R., Harvey, Campbell R., 2010. The real effects of financial constraints: Evidence from a financial crisis. Journal of Financial Economics 97, 470 – 487. The 2007-8 financial crisis: Lessons from corporate finance.

Ferraz, Claudio, Finan, Frederico, Szerman, Dimitri, Procuring Firm Growth: The Effects of Government Purchases on Firm Dynamics. Working Paper 21219, National Bureau of Economic Research May 2015.

Foster, Lucia, Haltiwanger, John, Syverson, Chad, March 2008. Reallocation, Firm Turnover, and Efficiency: Selection on Productivity or Profitability? American Economic Review 98, 394–425.

Foster, Lucia, Haltiwanger, John, Syverson, Chad, 2016. The Slow Growth of New Plants: Learning about Demand? Economica 83, 91–129.

Rob, Rafael, Fishman, Arthur, 2005. Is Bigger Better? Customer Base Expansion through Word-of-Mouth Reputation. Journal of Political Economy 113, 1146–1162.

Tadelis, Steven, 2016. Reputation and Feedback Systems in Online Platform Markets. Annual Review of Economics 8, 321–340.

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Work Experience

9/2016–present Assistant Professor of Finance, Finance Department, HEC Paris

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Education

9/2010–8/2016 Ph.D. in Finance, Swiss Finance Institute & University of Geneva (GFRI)

Adviser: Prof. Harald Hau, Thesis: Three Important Financial Stability Issues in Banking, Committee: Prof. Toni Berrada, Rüdiger Fahlenbrach, Harald Hau, Steven Ongena

9/2005–7/2010 Diplomkaufmann (B.Sc. & M.Sc. in Business Administration), University of Mannheim

Majors: Finance & Operations Research/Logistics, Master thesis: Estimation of Portfolio Value-at-Risk Using Copula Models

10/2007–6/2008 Visiting Student, University of Warwick, UK

Research Interests

Financial intermediation and regulation, empirical corporate finance

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Publications

Efing, M., and Hau, H., 2015. **Structured Debt Ratings: Evidence on Conflicts of Interest.** *Journal of Financial Economics* 116, 46-60.

Efing, M., Hau, H., Kampkötter, P., and Steinbrecher, J., 2015. **Incentive Pay and Bank Risk-Taking: Evidence from Austrian, German, and Swiss Banks.** *Journal of International Economics* 96, 123-140.

Working Papers

Empty Creditors and Strong Shareholders: The Real Effects of Credit Risk Trading
Revise & resubmit at Journal of Financial Economics, with Stefano Colonnello and Francesca Zucchi.
http://papers.ssrn.com/sol3/papers.cfm?abstract_id=2749079

Arbitraging the Basel Securitization Framework: Evidence from German ABS Investment
Revise & resubmit at Review of Finance, http://papers.ssrn.com/sol3/papers.cfm?abstract_id=2527981

Bank Capital Regulation with an Opportunistic Rating Agency
SFI working paper, http://papers.ssrn.com/sol3/papers.cfm?abstract_id=2050289

How do Investors and Firms React to an Unexpected Currency Appreciation Shock?
SFI working paper, with Rüdiger Fahlenbrach, Christoph Herpfer, and Philipp Krüger.
http://papers.ssrn.com/sol3/papers.cfm?abstract_id=2709637

Non-Refereed Publications

What Does a Bank's Payroll Reveal About its Risk-Taking
International Banker, forthcoming, with Harald Hau and Patrick Kampkötter

Corrupted Credit Ratings: Standard & Poor's Lawsuit and the Evidence
voxeu.org, June 18, 2013, with Harald Hau

Bankers' Bonuses and Performance Sensitivity
voxeu.org, November 13, 2014, with Harald Hau, Patrick Kampkötter and Johannes Steinbrecher

Optimale Vergütungsstrukturen in Banken
Die Bank, 2015(3), 65-69, with Harald Hau, Patrick Kampkötter and Johannes Steinbrecher

Die Dosis macht das Gift – eine Analyse zum Einfluss von Bonuszahlungen auf die Profitabilität und das Risiko von Banken
ifo Schnelldienst, 68(03), 2015, 23-31, with Harald Hau, Patrick Kampkötter and Johannes Steinbrecher

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Presentations

2017
"OTC Markets and their Reform" organized by Swiss National Science Foundation, 10th Swiss Winter Conference on Financial Intermediation, European Winter Finance Summit 2017 (coauthor), 5th Conference on "Securities markets. Trends, risks, and policies" (coauthor), Annual Meeting of the AEA/ASSA 2017 (coauthor, poster)

2016
European Systemic Risk Board First Annual Conference 2016, 14th Paris December Finance Meeting, DGF 2016 (coauthor), 15th International Conference on Credit Risk Evaluation (coauthor, poster), Annual Conference of the Swiss Society for Financial Market Research, Research seminar Univ. of Virginia (McIntire School), Research seminar Ohio State Univ. (Fisher College), Research seminar Toulouse School of Economics, Research seminar HEC Montréal, Research seminar Indiana Univ. (Kelley School), Research seminar Tilburg, Research seminar HEC Paris, Research seminar Frankfurt School of Finance and Management, Research seminar European Central Bank, Research seminar WU Vienna, Research seminar INSEAD, Research seminar Federal Reserve Bank of New York, Research seminar Univ. of Notre Dame (Mendoza College), Research seminar Rochester (Simon Business School), Research seminar Université de Laval (Québec)

2015
Banque de France & Toulouse School of Economics conference on "Securitisation: the way forward?", 14th International Conference on Credit Risk Evaluation (Venice), Bundesbank Seminar on Banking and Finance, Annual meeting of the Europen Economic Association, PhD Finance Workshop Gerzensee, Brown bag Copenhagen Business School, Research seminar University of Zürich, Brown bag Imperial College London, Internal seminar European Central Bank, Brown bag HEC Paris, Research seminar Swiss Financial Market Supervisory Authority, Research seminar Solvay Brussels School of Economics and Management, BIS workshop "Banking and regulation: the next frontier" (Basel)

2014
Paris December Finance Meeting, 13th International Conference on Credit Risk Evaluation (Venice)

2013
Paris December Finance Meeting, 5th Financial Stability Conference Tilburg, Brown bag University Mannheim, SFI PhD Workshop on Financial Intermediation and Stability (organizer), Annual meeting of the European Economic Association (Gothenburg), Swiss PhD Finance workshop Gerzensee, CESifo Area Conference on Macro, Money and International Finance

2012
Annual meeting of the German Finance Association, Research seminar at the Max Planck Institute for Research on Collective Goods (Bonn), Swiss PhD Finance workshop (Gerzensee), Spring Meeting of Young Economists (ZEW Mannheim), Brown bag University of Lausanne and at the École Polytechnique Fédérale de Lausanne, Research seminar University of Zürich

Discussions

DNB-EBC-CEPR conference on "Avoiding and Resolving Banking Crises" (2017), Adam Smith Workshop 2017, Annual Conference of the Swiss Society for Financial Market Research 2016, Paris December Finance Meeting 2014, Paris December Finance Meeting 2013, SMYE 2012

Awards, Scholarships, & Research Grants

- Labex ECODEC Research Grant 2017
- Joint winner of the European Systemic Risk Board Research Prize in Memory of Ieke van den Burg 2016 (for paper *Arbitraging the Basel Securitization Framework*)
- Swiss Finance Institute Best Paper Doctoral Award 2015 (for paper *Arbitraging the Basel Sec. Framew.*)
- Student travel grant for the EEA annual meeting 2015 (for paper *Arbitraging the Basel Sec. Framew.*)
- Best Paper Award (financial markets), Paris December 2013 Finance Meeting (for JFE publication)
- Distinguished CESifo Affiliate Award 2013 (for paper *Bank Capital Regul. with an Opport. CRA*)
- SFI Best Paper Doctoral Award 2012 (for paper *Bank Capital Regul. with an Opport. CRA*)
- German National Merit Foundation, Scholarship, 2005-2010
- German Academic Exchange Service, EU Excellence Program, 2007-2008
- SAP AG Foreign Exchange Scholarship, 2007-2008

Service

Ad Hoc Referee
Review of Finance, Journal of Banking and Finance

Program Committee
Paris December Finance Meeting 2014-2017, EFA 2017, 3rd IWH-FIN-FIRE Workshop, DGF 2016-2017, SMYE 2013-2015

Research Visits

Deutsche Bundesbank, guest researcher, several short visits in 2013-2017, Frankfurt

European Central Bank, guest researcher, two weeks in June and July 2012, Frankfurt

Teaching

HEC Paris:
Corporate Finance (MSc in Management - Grande Ecole, HEC Paris)

Teaching assistant at University of Geneva, Switzerland:
Introduction to Microeconomics (B.A., Prof. Giovanni Ferro-Luzzi), Économie Politique Générale (B.A., Prof. Charlot), International Finance (Master, Prof. Hau), Macroeconomics (Master, Prof. Hau)

Teaching assistant at University of Mannheim, Germany:
Production Management (B.A., Prof. Minner and Milling)

Languages & Skills

English (fluent), French (fluent), German (fluent), Kiswahili (basic), STATA, and MATLAB.

References

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EDUCATION

- Ph.D., Economics, Penn State University, May 2007
- M.A., Economics, SUNY Stony Brook, 2002
- B.A., Economics, SHUFE, 1999

PROFESSIONAL AFFLIATION

- July, 2017 –, Professor of Economics, Duke University
- Sep. 2014 -, Research Associate, NBER, Productivity, Innovation, and Entrepreneurship Group/Development Group/International Trade and Investment Group
- Feb 2015 - , Research Affiliate, Innovations for Poverty Action, SME Initiatve
- May, 2014 – June 2017, Associate Professor of Economics (with tenure), Duke University
- July. 2013- May, 2014, Kathleen Kaylor and G. Richard Wagoner Jr. Assistant Professor of Economics, Duke University
- July. 2011- July, 2013, Assistant Professor of Economics, Duke University
- Sep. 2007- Dec. 2011, Assistant Professor of Economics, New York University

HONORS, AWARDS, AND GRANTS

- NSF, SES-1730024, 2017-2019, "Fiscal Incentives and Firm Growth", co-PI (with JC Suarez-Serrato)
- NSF, SES-1426785, 2014-2017, "International Buyer-Seller Matches", co-PI (with J. Eaton and J. Tybout)
- NSF, SES-1156168, 2012-15, "Competition, Markups, and the Gains from International Trade", co-PI (with C. Edmond and V. Midrigan)
- NSF, SES-1125992, 2011-14, "Measurement and Modeling Changes in the Quality and Productivity of Chinese Exports", PI (with M. J. Roberts)
- PEDL, "Mechanisms of Demand Building and Export Dynamics of Chinese Footwear Firms", PI (with M. Song and D. Thomas), 2012-2014
- Excellence in Refereeing Award, AER, 2010, 2011, 2012, 2013, 2016, 2017
- NET Institute Summer Grant, Summer 2008
- Will E. Mason Memorial Endowment Award, Summer 2006

- PSU Liberal Arts College Dissertation Fellowship, Fall 2006
- Bates White Fellowship, Fall 2005 – Spring 2006

PROFESSIONAL SERVICES

- 2018 – present, co-editor, Journal of Development Economics
- 2013 – present, associate editor, Journal of Industrial Economics
- 2015 – present, associate editor, Journal of International Economics
- 2015 – present, associate editor, Review of Economics and Statistics
- 2017 – present, associate editor, Economic Journal
- 2017 – present, associate editor, Quantitative Economics
- 2017 – present, associate editor, Rand Journal of Economics
- Co-organizer, NBER Chinese Economy Working Group Meetings, 2017 –
- National Science Foundation Advisory Panel, 2017 –
- Editorial Board, VOX China
- Scientific Committee, China Economics Summer Institute
- Foreign Director, Center for International Trade and Firms, IESR, Jinan University (China)
- Special-Term Professor, FISF, Fudan University (China)
- U.S. Census Bureau, Special Sworn Status
- Program Committee, SED Annual Meeting, 2012 (Cyprus), 2013 (Seoul), 2014 (Toronto)
- Program Committee, China Econometric Society Meeting, 2017 (Hong Kong)
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JOURNAL PUBLICATIONS

- "Competitors, Complementors, and Parents: Explaining Regional Agglomeration in the U.S. Auto Industry", with Luis Cabral and Zhu Wang, Review of Economic Dynamics, Accepted

- "Trade, Skills, and Quality-Upgrading: A Theory with Evidence from Colombia", with Ana Cecilia Fieler and Marcela Eslava, American Economic Review, Jan 2018

- "The Role of Firm Factors in Demand, Cost, and Export Market Selection for Chinese Footwear Producers", with Mark J. Roberts, Xiaoyan Fan, and Shengxing Zhang, NBER Working Paper 17725, Review of Economic Studies, Accepted

- Comments on "Innovation and product reallocation in the great recession", Journal of Monetary Economics, forthcoming

- "Competition, Markups, the Gains from International Trade", with Chris Edmond and Virgiliu Midrigan, NBER Working Paper 18041, American Economic Review, Oct, 2015

- "Indirect Input Linkages", with Marcela Eslava and Cecilia Fieler, American Economic Review, Papers and Proceedings, 2015, 105(5), 662-666

- "Finance and Misallocation: Evidence from Plant-level Data", with Virgiliu Midrigan, Dec, 2010, NBER Working Paper 15647, American Economic Review, Feb, 2014

- "Entry, Exit, and The Determinants of Market Structure", with Timothy Dunne, Shawn Klimek, and Mark J. Roberts, Aug, 2009, NBER Working Paper 15313, Rand Journal of Economics, Fall, 2013

- "Entrepreneurship and the Extensive Margin in Export Growth: A Microeconomic Accounting of Costa Rica's Export Growth during 1997-2007", with Daniel Lederman and Andres Rodriguez-Clare, World Bank Economic Review, 25(3), 2011

- "R&D Investment, Exporting, and Productivity Dynamics", with Bee Yan Aw and Mark J. Roberts, American Economic Review, June, 2011

- "Macroeconomic Implications of Size-dependent Policies", with Nezih Guner and Gustavo Ventura, Review of Economic Dynamics, 2008, 11(4), 721-744.

- "R&D Investment, Export, and the Evolution of Firm Productivity", with Bee Yan Aw and Mark J. Roberts, American Economic Review, Papers and Proceedings, 2008, 98(2), 451-456

- "How Costly are Restrictions on Size", with Nezih Guner and Gustavo Ventura, Japan and the World Economy, 2006, 18, 302-320.

WORKING PAPERS

- "A Structural Empirical Model of R&D Investment, Firm Heterogeneity, and Industry Evolution", April, 2008, Conditionally Accepted, Journal of Industrial Economics

- "Two-sided Search In International Markets", with Jonathan Eaton, David Jinkins, and James Tybout

- "Notching R&D Investment with Corporate Income Tax Cuts in China", with Zhao Chen, Zhikuo Liu, and Juan Carlos Suarez-Serrato

CHAPTERS IN BOOKS

- " The Dynamics of Market Structure and Market Size in Two Health Service Industries", with Timothy Dunne, Shawn Klimek, and Mark J. Roberts, in Timothy Dunne, J. Bradford Jensen, and Mark J. Roberts (eds.) Producer Dynamics: New Evidence from Micro Data, University of Chicago Press

TEACHING EXPERIENCE

- Instructor:
  - NYU: Ownership and Corporate Control (4 semesters), Graduate Industrial Organization (4 semesters), Undergraduate Industrial Organization (1 semester)
  - Duke: Graduate Industrial Organization (7 semesters), MA Applied Micro-econometrics (5 semesters), Graduate Numerical Dynamic Modeling (1 semester)

PRESENTATIONS & OTHER PROFESSIONAL ACTIVITIES

- 2006: Midwest Macro, Cornell/PSU Macro Workshop, International Industrial Organization Conference, Productivity Workshop, IIIS/CEPR, Bates White Annual Antitrust Conference, Washington, D.C., NBER SI IO Group, U.S. Census Bureau
- 2007: International Industrial Organization Conference, Stanford SITE, Bates White Annual Antitrust Conference, Indiana Kelley, Michigan Ross, Carnegie Mellon, Arizona State, NYU, NYU Stern, Brown, Stony Brook, Colorado
- 2008: ASSA, Cleveland Fed, Johns Hopkins, SED, NBER SI Productivity Group, Princeton, Harvard
- 2009: Duke, UCLA, NYU, EUI-IMT, Econometric Society Summer Meeting, SED, NBER SI Productivity Group, NBER SI ITI Group, Bank of Italy, Atlanta Fed , Fudan
- 2010: Columbia GSB, U Oklahoma, Wisconsin, Queens U, CUHK, Federal Reserve Board, SED, NBER SI Productivity Group, Econometric Society World Congress, NBER Chinese Working Group, Penn State, UBC
- 2011: UCLA,Virginia, Harvard, Arizona, Michigan, Duke, Toronto, Stanford, NBER SI Productivity Group, NBER SI ITI Group, Bretton Woods Conference, Minnesota, UWO, Princeton, Philly Fed, CEU
- 2012: Autonoma Barcelona, NC State, Bank of Canada, CIREQ Montreal, Penn, Dartmouth, Tsinghua, Zhejiang, NBER SI ITI Group, NBER Chinese Working Group, Georgetown, Maryland, FTC, PEDL/IPA conference
- 2013: ASSA,Yale, Richmond Fed, HKUST, Shandong, Seoul National University, SED, HEC Montreal, NBER SI ITI, Brandeis, Glasgow, Cornell, Wisconsin, Philly Fed, Brown, Arizona State
- 2014: LSE, Warwick, NC State, SED, Singapore Management U, Nanyang UST, Peking U, SHUFE, NBER SI PR Group, NBER SI DEV Group, Atlanta Fed, UNC, NYU Stern, Columbia, Stony Brook, Philly Fed, KU Leuven, NYU-Atlanta Fed Conference
- 2015: ASSA, University of Toronto, Syracuse, SHUFE, Nankai U (Keynote), CUHK, EEA, NBER SI PR Group, NBER SI DEV Group, University of Houston, Texas A&M, NBER Chinese WG, Princeton, Michigan, IPA Peru, Berkeley, ITAM, HKU, NYU-Atlanta Fed Conference
- 2016: Asian Development Bank, Carnegie Mellon/Pitt, LSE, Stanford, Penn State, Wash U St Louis, Rochester, Chicago Becker-Friedman, PKU-CCER (Invited Speaker), NBER ITI Group, HKU, Federal Reserve Board, Penn Wharton, UBC, UCSD, Harvard, Penn State, NBER Entrepreneurship Group , NBER Dev Group
- 2017: AEA, Asian Development Bank, Johns Hopkins SAIS, NBER China Group, Carnegie-Rochester, Warwick, Atlanta Fed, World Bank, Chicago Becker-Friedman, Jinan University, PKU-CCER (Invited Speaker), National University of Singapore, Minneapolis Fed, Toronto-Bank of Canada China Conference, UCLA, Drexel, Maryland Firms in Development Conference, Hitotsubashi University, Fudan University (Keynote)

- 2018: Alberta, Toronto/Toronto Rotman, Cornell, Stanford, San Francisco Fed, St. Louis Fed, UIBE ITI Symposium (scheduled, Keynote), China Econometric Society Meeting (scheduled, Invited Speaker), Tsinghua University (scheduled), Rochester (scheduled, Bradley visitor), USC (scheduled)

REFEREE:

AEJ-Applied, AEJ-Micro, AEJ-Macro, American Economic Review, BE Journal of Economic Analysis and Policy, Canadian Journal of Economics, Econometrica, Economic Inquiry, Economic Journal, Economic Letters, European Economic Review, International Economic Review, International Journal of Industrial Organization, Journal of Applied Econometrics, Journal of Development Economics, Journal of Economic Management and Strategy, Journal of Economic Theory, Journal of European Economic Association, Journal of Industrial Economics, Journal of International Economics, Journal of Macroeconomics, Journal of Money, Credit, and Banking, Journal of Monetary Economics, Journal of Political Economy, Journal of Productivity Analysis, Journal of Urban Economics, Managerial and Decision Economics, National Science Foundation, Quantitative Economics, Quarterly Journal of Economics, Rand Journal of Economics, Regional Science and Urban Economics, Research Evaluation, Research Policy, Review of Economic Dynamics, Review of Economics and Statistics, Review of Economic Studies, Review of Industrial Organization, Southern Economic Journal, US Census Bureau, US-Israel Binational Science Foundation, World Bank Economic Review, World Development, World Economy

STUDENT ADVISED

- Graduate Students (* as committee chair/co-chair)

  NYU (Core Committee):

  - Yijia Wang (NERA, 2008)
  - Niyati Ahuja (University of Scranton, 2009)
  - Jun Wen (Cornerstone, 2011)
  - Baiyu Dong* (Cheung Kong GSB, 2012)
  - Mandy Mantian Hu (Marketing, Chinese U of HK, 2012)
  - Sue Ryung Chang (Marketing, University of Georgia, 2012)

  NYU (Reader):

  - Yan Zhang (Shanghai Jiaotong U, 2008)
  - Chloe Tergiman (UBC, 2010)
  - Anna Ingster (Auburn, 2010)
  - Gulseren Mutlu (City U of Hong Kong, 2010)
  - Mattias Lux (Cornerstone, 2011)
  - Joan Farre-Mensa (HBS, 2011)
  - Jordan Brooks (AQR Capital, 2012)

  Duke (Ph.D students, Job Placement):

  - Kristoph Kleiner (Finance, Indiana Kelley School of Business, 2014)
  - Wei Wei (Finance, U of Calgary, 2014)

- Sophia Ying Li (Cornerstone, 2015)
- Joe Mazur (Purdue U, 2015)
- Yiting Deng (Marketing, Notre Dame Mendoza College of Business, 2015)
- Pamela Medina* (Toronto Rotman School of Business, 2016)
- Yang Yu (Shanghai U of Finance and Economics, 2016)
- Yifang Guo* (Bank of America, 2016)
- Chris Gedge (Completed, 2016)
- Tedi Skiti* (Temple Fox School of Business, 2017)
- Olga Kozlova (Analysis Group, 2017)
- Su Zhang* (Analysis Group, 2018)
- Jose Martinez (Inter-American Development Bank, 2018)
- Andrew Steck (Toronto Rotman School of Business, 2018)
- Sherry Wu (Visiting AP, Indiana Kelley School of Business, 2018)
- Kate Maxwell (Ongoing)
- Yilin Jiang (Ongoing)
- Yanyou Chen* (Ongoing)
- Chuhang Ying* (Ongoing)
- Rudolf-Harri Oberg* (Ongoing)
- Andrey Ordin (Ongoing)
- Tiancheng Chen* (Ongoing)
- Xian Jiang* (Ongoing)
- Taehoom Kim* (Ongoing)
- Young Jun Song (Finance, Ongoing)

Duke (M.A students, Ph.D program placements):

- Chuhang Ying (Duke)
- Han Gao (Minnesota)
- Xian Jiang (Duke)
- Shuxian Chen (Uof Washington)
- Shuang Wang (Boston University)
- Yuxuan He (Duke)
- Seung Hyun Kim (UCSD)
- Jin Liu (NYU)
- Haoran Zhang (UNC Chapel Hill)

Undergraduate Students (Honor's Thesis Awards)

- Kelly Tong (NYU undergraduate research conference award 2008)
- Catherine Zung (NYU undergraduate research conference award 2009)
- Sameer Shah (NYSEA Outstanding Scholarship Award 2010)

DEPARTMENT SERVICE

- Computing Committee, Fall 2011 – 2013
- Junior Recruitment Committee, 2012, 2014 (co-chair)
- Senior Recruitment Committee, 2015 (chair)
- M.A Program Advisory Committee, 2014, 2015, 2016
- Organizer, Workshop of "International Trade", Fall, 2013 -
- Graduate Student Mentoring Awards Selection Committee, 2016