

# Yi (Daniel) Xu

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**Spring 2023**

## **FIELD OF SPECIALIZATION**

- Productivity/Innovation, International Trade/Industrial Organization/Development

## **EDUCATION**

- Ph.D., Economics, Penn State University, May 2007
- M.A., Economics, SUNY Stony Brook, 2002
- B.A., Economics, Shanghai University of Finance and Economics, 1999

## **PROFESSIONAL AFFILIATION**

- July, 2017 –, Professor of Economics, Duke University
- Sep. 2008 -, Research Associate, National Bureau of Economic Research (affiliated with Productivity, Innovation, and Entrepreneurship Group/Development Group/International Trade and Investment Group)
- July, 2020 -, Co-Director, Triangle Research Data Center, U.S. Census Bureau
- 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

## **WORKING PAPERS**

- “Market Congestion and Information Frictions on Global E-Commerce Platforms: Evidence from Ali-Express”, with Jie Bai, Maggie X. Chen, Jin Liu, and Xiaosheng Mu
- “Two-sided Search In International Markets”, with Jonathan Eaton, David Jinkins, and James Tybout, Under Revision, **Journal of Political Economy**

- Regulating Conglomerates in China: Evidence from an Energy Conservation Program, with Qiaoyi Chen, Zhao Chen, Zhikuo Liu, and Juan Carlos Suarez-Serrato, Under Revision, **American Economic Review**

#### **JOURNAL PUBLICATIONS** (authorship is in alphabetical order)

- “O-Ring Production Networks”, with Banu Demir, Cecilia Fieler, Kelly Kaili Yang, Accepted, **Journal of Political Economy**
- “How Costly are Markups”, with Chris Edmond and Virgiliu Midrigan, (NBER Working Paper 24800), Accepted, **Journal of Political Economy**
- “A Structural Empirical Model of R&D Investment, Firm Heterogeneity, and Industry Evolution”, with Yanyou Chen, Accepted, **Journal of Industrial Economics**
- “Tax Policy and Lumpy Investment: Evidence from China VAT Reform”, with Zhao Chen, Xian Jiang, Zhikuo Liu, and Juan Carlos Suarez-Serrato, (NBER Working Paper 26336), Accepted, **Review of Economic Studies**
- “Notching R&D Investment with Corporate Income Tax Cuts in China”, with Zhao Chen, Zhikuo Liu, and Juan Carlos Suarez-Serrato, (NBER Working Paper 24749), **American Economic Review** (Lead Article), July, 2021
- “Industrial Energy Regulation: The Role of Business Conglomerates in China”, with Zhao Chen, Zhikuo Liu, and Juan Carlos Suarez-Serrato, **American Economic Review, Papers and Proceedings**, Volume 111, May 2021, Pages 396—400
- “The Structure of Business Taxation in China”, with Zhao Chen, Yuxuan He, Zhikuo Liu, and Juan Carlos Suarez-Serrato, **Tax Policy and the Economy**, Oct, 2020
- “Understanding the Social Learning Effect in Contagious Switching Behavior”, with Mandy Hu and Sha Yang, **Management Science**, 2019, Volume 65, Issue 10, Pages 4771 – 4794
- “Competitors, Complementors, and Parents: Explaining Regional Agglomeration in the U.S. Auto Industry”, with Luis Cabral and Zhu Wang, **Review of Economic Dynamics** (Lead Article), 2018, Volume 30, Pages 1—29
- “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**, Volume 85, Issue 4, October 2018, Pages 2429–2461

- "Trade, Skills, and Quality-Upgrading: A Theory with Evidence from Colombia", with Ana Cecilia Fieler and Marcela Eslava, (NBER Working Paper 19992), **American Economic Review**, Volume 108, Issue 1, Jan 2018, Pages 109—146
- "Competition, Markups, the Gains from International Trade", with Chris Edmond and Virgiliu Midrigan, (NBER Working Paper 18041), **American Economic Review**, Volume 105, Issue 10, Oct 2015, Pages 3183—3221
- "Indirect Input Linkages", with Marcela Eslava and Cecilia Fieler, **American Economic Review, Papers and Proceedings**, Volume 105, Issue 5, May 2015, Pages 662—666
- "Finance and Misallocation: Evidence from Plant-level Data", with Virgiliu Midrigan, (NBER Working Paper 15647), **American Economic Review**, Volume 104, Issue 2, Feb 2014, Pages 422—458
- "Entry, Exit, and The Determinants of Market Structure", with Timothy Dunne, Shawn Klimek, and Mark J. Roberts, ( NBER Working Paper 15313), **Rand Journal of Economics**, Volume 44, Issue 3, Fall 2013, Pages 462—487
- "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**, Volume 25, Issue 3, 2011, Pages 543—561
- "R&D Investment, Exporting, and Productivity Dynamics", with Bee Yan Aw and Mark J. Roberts, (NBER Working Paper 14670), **American Economic Review**, Volume 101, Issue 4, Jun 2011, Pages 1312—1344
- "Macroeconomic Implications of Size-dependent Policies", with Nezhir Guner and Gustavo Ventura, **Review of Economic Dynamics**, 2008, Volume 11, Issue 4, Pages 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, Volume 98, Issue 2, Pages 451-456
- "How Costly are Restrictions on Size", with Nezhir Guner and Gustavo Ventura, **Japan and the World Economy**, 2006, Volume 18, Issue 3, Pages 302-320

## 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

## GRANTS

- **Private Enterprise Development in Low-Income Countries** (PEDL), "Government-Led Certification and Quality Complementarity in Developing Country Food Supply Chains", co-PI (with Jie Bai, PI and Jing Cai, co-PI), \$40,000
- **National Science Foundation**, (Historically Black College and Universities, Excellence in Research, HBCU-EIR-1832144), 2019 – 2021, "The Impact of Online Comparison Websites on the Remittance Industry", co-PI (with Angelino Viceisza PI, sub-award to Duke), \$299,797
- **National Bureau of Economic Research**, Entrepreneurship Small Grant, 2018-2019, "Investing in Demand and Financial Constraints: Evidence from Alibaba's Taobao", PI (with Matthias Efling and Yi Huang), \$20,000
- **National Science Foundation**, (Social and Economic Sciences, SES-1730024), 2017-2019, "Fiscal Incentives and Firm Growth", PI (with JC Suarez-Serrato, co-PI), \$123,225
- **National Science Foundation**, (Social and Economic Sciences, SES-1426785), 2014-2017, "International Buyer-Seller Matches", co-PI (with J. Eaton, co-PI and J. Tybout, PI), \$136,093
- **National Science Foundation**, (Social and Economic Sciences, SES-1156168), 2012-15, "Competition, Markups, and the Gains from International Trade", co-PI (with C. Edmond and V. Midrigan, PI), \$294,300
- **National Science Foundation**, (Social and Economic Sciences, SES-1125992), 2011-14, "Measurement and Modeling Changes in the Quality and Productivity of Chinese Exports", PI (with M. J. Roberts, co-PI), \$240,198
- **Private Enterprise Development in Low-Income Countries** (PEDL), 2012-2014, "Mechanisms of Demand Building and Export Dynamics of Chinese Footwear Firms", PI (with M. Song, co-PI and D. Thomas, co-PI), \$25,000
- **NET Institute**, Summer Grant, Summer 2008, PI (with Zhu Wang, co-PI) "Network Effects and Geographic Concentration of Industry", \$15,000

## TEACHING EXPERIENCE

- Instructor:
  - NYU: Undergraduate-level Ownership and Corporate Control (4X), Graduate Industrial Organization (4X), Undergraduate-level Industrial Organization (1X)

Duke: Graduate Industrial Organization (9X), Graduate International Trade (5X), Master-level Applied Micro-econometrics (6X), Graduate Numerical Methods and Dynamic Modeling (2X),

## STUDENT ADVISED

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

NYU (Core Committee):

1. Yijia Wang (NERA, 2008)
2. Niyati Ahuja (University of Scranton, 2009)
3. Jun Wen (Cornerstone, 2011)
4. Baiyu Dong\* (Cheung Kong GSB, 2012)
5. Mandy Mantian Hu (Marketing, Chinese U of HK, 2012)
6. Sue Ryung Chang (Marketing, University of Georgia, 2012)

NYU (Reader):

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

Duke (Ph.D students, Job Placement):

1. Kristoph Kleiner (Finance, Indiana Kelley School of Business, 2014)
2. Wei Wei (Finance, U of Calgary, 2014)
3. Sophia Ying Li (Cornerstone, 2015)
4. Joe Mazur (Purdue U, 2015)
5. Yiting Deng (Marketing, Notre Dame Mendoza College of Business, 2015)
6. Pamela Medina\* (Toronto Rotman School of Business, 2016)
7. Yang Yu (Shanghai U of Finance and Economics, 2016)
8. Yifang Guo\* (Bank of America, 2016)
9. Chris Gedge (Completed, 2016)
10. Tedi Skiti\* (Temple Fox School of Business, 2017)
11. Olga Kozlova (Analysis Group, 2017)
12. Su Zhang\* (Analysis Group, 2018)
13. Jose Martinez (Inter-American Development Bank, 2018)
14. Andrew Steck (Toronto Rotman School of Business, 2018)
15. Sherry Wu (Visiting AP, Indiana Kelley School of Business, 2018)
16. Kate Maxwell (Cornerstone, 2019)
17. Yilin Jiang (Mckinsey Consulting, 2019)
18. Yanyou Chen\* (University of Toronto, 2020)
19. Chuhang Ying\* (Bates White Consulting, 2020)
20. Rudolf-Harri Oberg\* (Marketing, Deakin University, 2020)

21. Andrey Ordin (University of Texas at Austin, Finance, 2020)
22. Tiancheng Chen\* (Amazon, 2021)
23. Taehoom Kim\* (Korean Institute of Industrial Economics and Trade, 2021)
24. Jay Im\* (Finance, Office of the Comptroller of the Currency, 2021)
25. Elessar Chen\* (BNY Mellon, 2021)
26. Jonathon Moreno (UT San Antonio, 2021)
27. Gabor Palinko (Cornerstone, 2021)
28. Xian Jiang\* (UC Davis, 2022)
29. Jeremy Lebow (World bank, 2022)
30. Xirui Zhang\* (Amazon, 2022)
31. Yuxuan He (Amazon, 2022)
32. Kelly Kaili Yang\* (Indiana Kelley School of Business, 2023)
33. Damien Kim (Korean Development Institute, 2023)
34. Sung-Ju Wu\* (Ongoing)
35. Seohee Kim\* (Ongoing)
36. Jin Liu\* (@NYU, ongoing)
37. Alsion Pei\* (Ongoing)
38. Weiting Miao\* (Ongoing)
39. Tulio Salvio Sousa (Ongoing)
40. John Shin (Ongoing)
41. David Shin (Ongoing)
42. Muhammet Nurullah Gulec (Ongoing)
43. Boya Xu (Marketing, Ongoing)
44. Boyang Bai\* (Ongoing)
45. Baron Tsai\* (Ongoing)

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

1. Chuhang Ying (Duke)
2. Han Gao (Minnesota)
3. Xian Jiang (Duke)
4. Shuxian Chen (U of Washington)
5. Shuang Wang (Boston University)
6. Yuxuan He (Duke)
7. Seung Hyun Kim (UCSD)
8. Jin Liu (NYU)
9. Haoran Zhang (UNC Chapel Hill)
10. Weiting Miao (Duke)
11. Chengdai Huang (University of Chicago, full-time RA, now NYU)
12. Xuan Lin (Duke)
13. Mingyang Wei (Boston College)
14. Shuhan Zou (Princeton)
15. Jiaqi Huang (Penn State)

- Undergraduate Students (Honor's Thesis Awards)

1. Kelly Tong (NYU undergraduate research conference award 2008)
2. Catherine Zung (NYU undergraduate research conference award 2009)

3. Sameer Shah (NYSEA Outstanding Scholarship Award 2010)
4. Michael Tan (Duke, Honors, 2019)
5. Michelle Zhao (Duke, High Honors, 2022)

## **HONORS AND AWARDS**

- Excellence in Refereeing Award, American Economic Review, 2010, 2011, 2012, 2013, 2016, 2017, 2019
- Excellence in Refereeing Award, American Economic Journal: Micro, 2019 - 2020
- Will E. Mason Memorial Endowment Award, Summer 2006
- PSU Liberal Arts College Dissertation Fellowship, Fall 2006
- Bates White Fellowship, Fall 2005 – Spring 2006

## **KEYNOTE AND INVITED LECTURES/VISITS**

- Plenary Speaker, Asia Meeting of the Econometric Society, Singapore, 2023
- Keynote at Chinese Economist Society North America Conference, 2023
- Huangda – Mundell Lecture at Renmin University (China), 2022
- Keynote at Singapore Management University Economic Lecture Series, 2021
- Invited Speaker, Asian-Pacific IO Conference, 2021
- Keynote at Annual Conference on China's Economic Development, George Washington University, 2020
- Keynote at Workshop on Macroeconomics and Development, DUFU (China), 2019
- Keynote at Trade and Development Conference, Nankai University (China), 2019
- Keynote at TED conference, Fudan University (China), 2019
- University of Wisconsin, Grainger visitor, 2019
- Yale University, Cowles distinguished visitor, 2019
- University of Rochester, Bradley distinguished visitor, 2018
- Invited Speaker, China Econometric Society Meeting, Shanghai, China, 2018
- Keynote at International Trade and Investment Symposium, UIBE (China), 2018
- Invited Speaker, CCER Summer Institute, Peking University (China), 2017
- Keynote at TED conference, Fudan University (China), 2017
- Invited Speaker, CCER Summer Institute, Peking University (China), 2016
- Invited Speaker, Trade and Development Conference, Nankai University (China), 2015

## **PRESENTATIONS & OTHER PROFESSIONAL ACTIVITIES**

- 2006: Midwest Macro, Cornell/PSU Macro Workshop, International Industrial Organization Conference, Productivity Workshop, IIS/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: Autònoma 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, 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, 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, National University of Singapore, Minneapolis Fed, Toronto-Bank of Canada China Conference, UCLA, Drexel, Maryland Firms in Development Conference, Hitotsubashi University, Fudan University
- 2018: Alberta, Toronto/Toronto Rotman, Cornell, Stanford, San Francisco Fed, St. Louis Fed, UIBE ITI Symposium, China Econometric Society Meeting (Shanghai), Tsinghua University, Rochester (Bradley distinguished visitor), USC, Zurich ETH, Geneva
- 2019: ASSA, Northwestern Kellogg, Yale (Cowles distinguished visitor), Wisconsin (Grainger visitor), Fudan University, Nankai University, HKUST, HKU, DUFE, NBER SI ITI/Dev, Toronto, Montreal CIREQ, Maryland, Census Bureau, George Washington University
- 2020: Arizona State, USC, Bank of Canada, Indiana, NBER SI ITI, BREAD conference, University of British Columbia, Chicago, Stanford King Center of Global Development, University of Nottingham, Bank of Chile, Ridge Trade and Growth Workshop
- 2021: University of Toronto, Tilburg, Atlanta Fed, Harvard, HKU, Oxford, UQAM, UCSD 21<sup>st</sup> CCC, Yale Cowles Summer Conference, NBER SI ITI, NBER SI Digitization, Fudan TED, SHUFE, DUFE, Penn State, Dartmouth, Dallas Fed, Bank of Portugal, PKU CCER, World Bank, Munich, CUHK-Shenzhen, SMU
- 2022: NTU, Richmond Fed, Clemson, George Washington, Purdue, Princeton, Georgetown, Vanderbilt, Chicago EPIC, UCLA, Rochester, Georgia, Chicago, ZUFE, Oxford, LSE, Michigan, Harvard Business School
- 2023: KAEA (mentoring session), NYU, IADB, Arizona State, Toronto, Chinese Economist Society (Keynote), Harvard-MIT, Yale, Paris Trade Seminar (scheduled), UCSD (scheduled), HKU (Keynote, scheduled), Lingnan (Keynote, scheduled), NTU (scheduled), Dallas Fed-



Houston-Bank of Mexico (scheduled), Mannheim (Departmental, scheduled), ITAM (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

## **PROFESSIONAL SERVICES**

- 2021 – present, co-editor, Review of Economics and Statistics
- 2021 - present, board of editors, AEJ: Applied
- 2017 – present, associate editor, Rand Journal of Economics
- 2018 – 2021, co-editor, Journal of Development Economics
- 2013 – 2019, associate editor, Journal of Industrial Economics
- 2015 – 2019, associate editor, Journal of International Economics
- 2015 – 2019, associate editor, Review of Economics and Statistics
- 2017 – 2018, associate editor, Economic Journal
- 2017 – 2019, associate editor, Quantitative Economics
- Co-organizer, NBER Chinese Economy Working Group Meetings, 2017 –
- Co-director, China Econ Lab, 2021 –
- National Science Foundation Advisory Panel, 2017 – 2019
- Editorial Board, VOX China
- Scientific Committee, China Economics Summer Institute, 2018—
- Scientific Committee, EARIE, Barcelona (2019), Bologna (2020), Bergen (2021), Vienna (2022), Rome (2023)
- Program Committee, NBER Summer Institute Development Group Meeting, 2016, 2019
- Program Committee, China Econometric Society Meeting, 2017 (Chinese U of Hong Kong), 2018 (Fudan), 2019 (Jinan), 2021 (Shanghai Tech), 2023 (Tsinghua)
- Program Committee, Asian Econometric Society Meeting, 2023 (Mumbai), 2023 (Singapore)
- Program Committee, China International Conference in Macroeconomics, 2019 –
- Program Committee, SED Annual Meeting, 2012 (Cyprus), 2013 (Seoul), 2014 (Toronto)
- U.S. Census Bureau, Special Sworn Status, 2009 - now
- Visiting Research Professor and Foreign Director, CITF, Institute for Economic and Social Research, Jinan University

- Visiting Research Professor, Fanhai International School of Finance, Fudan University, 2018-

#### **DEPARTMENT AND UNIVERSITY SERVICE**

- Computing Committee, Fall 2011 – 2013
- Junior Recruitment Committee, 2012, 2014 (co-chair), 2018, 2019
- Senior Recruitment Committee, 2015 (chair)
- M.A Program Advisory Committee, 2014, 2015, 2016
- Organizer, Mini-Conference of International Trade/Industrial Organization, 2013 –
- Graduate Student Mentoring Awards Selection Committee, 2016
- Social Science Research Initiative, Advisory Board, 2020 –
- Ph.D. Admission Committee, 2019, 2020 (co-chair), 2021 (co-chair), 2022 (co-chair)
- Numerous Tenure and Promotion committees