Wen Tian

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Research Fields

Industrial Organization, Applied Microeconomics

Education

2019-present Ph.D. Candidate in Economics, The Pennsylvania State University

Committee: Paul Grieco (chair), Mark Roberts, Conor Ryan

2017-2019 M.Phil. in Economics, The Chinese University of Hong Kong, Hong Kong

2012-2016 B.A. in Economics, Fudan University, China

Research Projects

- *"Demand-Side Policies for Electric Vehicles Adoption: Evidence from Beijing" (Job Market Paper)*

  Abstract: I employ a structural model to evaluate the impacts of two demand-side interventions: subsidies and the green license plate (GLP) policy on electric vehicle (EV) adoption and examines the welfare impacts of these two policies. Using data from China's automobile industry, I estimate a demand model for vehicles that endogenizes consumer choices for license plates while accounting for consumer demographic heterogeneity. On the supply side, I estimate marginal costs based on Nash-Bertrand pricing. My counterfactual analysis indicates that the GLP policy was remarkably effective in boosting EV sales, equivalent to approximately $7,839 per EV in subsidies in Beijing, 2015. Despite its effectiveness, the GLP policy also led to greater market power for EV producers, resulting in higher EV prices. When considering environmental externalities, both subsidies and the GLP policy enhance net welfare surplus by 1.95% and 6.84%, respectively. Furthermore, I analyze the optimal level of EV subsidies in conjunction with the GLP policy and propose alternative policy designs that could be more efficient than the current practices in Beijing.

- *"Heterogeneous Impacts of Vertical Restraints Antitrust Event" (Working Paper)*

  Abstract: I examine the impacts of vertical restraints antitrust practices on consumer and producer behaviors in the auto market, using China's first antitrust case (the 2014 Audi case) as an exogenous shock, and investigate the persistence of these impacts. Using a combination of difference-in-differences and demand estimation methods, I find that the 2014 antitrust event led to a 4% decrease in prices set by Audi automakers and an unexpected consumers' utility evaluation of Audi increasing by 84%. Leveraging novel transaction-level data, I study the differences between transaction prices set by dealers and manufacturers' suggested retail prices (MSRP) to determine whether the event led to significant changes in the vertical relationship. The results show that the transaction price to MSRP ratio did not decrease significantly after the event, implying no observed increase in dealers' pricing power. I conclude that the antitrust case on automakers' price control actions is likely to be a one-shot market shock in China's auto market.

Research Experience

2023, Summer
Economist Intern, Amazon
Consumer In-stock Value (CIV) Team, Supply Chain Optimization Technology
Technologies: Python, SQL, STATA, Machine Learning

2016-2018
Research Assistant, The Chinese University of Hong Kong
Business School and Department of Economics
for: Mandy Mantian, Hu (2017); Matthew Ce, Shi (2018)

2015-2016
Consultant Assistant, Deloitte Consulting
Management & Strategy Group, Shanghai, China

2014-2015
Data Analyst Assistant, Gold Pebble Research
Shanghai, China

Teaching Experience

2022, Summer
Instructor
The Pennsylvania State University, Department of Economics
Course: Intermediate Macroeconomics Analysis

2019-2024
Teaching Assistant
The Pennsylvania State University, Department of Economics
Courses: Corporate Economics (for Paul Grieco, 2024)
Environmental Economics (for Patrik Guggenberger, 2023)
Intermediate Microeconomic Analysis (for Dave Brown, 2021)
Introductory Microeconomic Analysis and Policy (for Dave Brown, 2019-2020)

2018-2019
Teaching Assistant
The Chinese University of Hong Kong, Department of Economics
Course: Intermediate Microeconomics (for Matthew Ce Shi, 2018-2019)
Awarded Best Teaching Assistant of the Year (2018)

Conference and Presentations

2024 19th Economics Graduate Student Conference, Washington University in St. Louis.

2023 IO Brown Bag, The Pennsylvania State University

Honors and Awards

2019-2024 Graduate Teaching Assistantship, The Pennsylvania State University

2018 Best Teaching Assistant Award, The Chinese University of Hong Kong

2017 Admission Scholarship for Excellent Students, The Chinese University of Hong Kong

2015 China National Scholarship (Top 0.2%), Fudan University

Languages and Skills

Languages   Chinese (Native)
English (Fluent)

Programming: Python, R, Matlab, Stata, SQL
Software: LaTeX, Microsoft Office
Financial: CFA Level I passed

References

Prof. Paul Grieco *(Chair)*
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The Pennsylvania State University
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Prof. Mark Roberts
Liberal Arts Professor
Department of Economics
The Pennsylvania State University
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Prof. Conor Ryan
Assistant Professor
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