

# Wen Tian

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## Research Fields

Industrial Organization, Applied Microeconomics, Environmental Economics

## 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 84% increase in sales of Audi vehicles. 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' market 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.

## 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)
- 2017-2019**      *Teaching Assistant*  
The Chinese University of Hong Kong, Department of Economics  
**Course:** Intermediate Microeconomics (for Matthew Ce Shi, 2017-2019)  
Awarded Best Teaching Assistant of the Year (2018)

## Research Experience

- 2023, Summer**      *Economist Intern*, Amazon  
Consumer In-stock Value (CIV) Team, Supply Chain Optimization Technology  
**Technologies:** Python, SQL, STATA, Machine Learning
- 2017-2019**      *Research Assistant*, The Chinese University of Hong Kong  
Business School and Department of Economics  
**for:** Mandy Mantian, Hu (2017-2018); Matthew Ce, Shi (2018-2019)
- 2015-2016**      *Consultant Assistant*, Deloitte Consulting  
Management & Strategy Group, Shanghai, China
- 2014-2015**      *Data Analyst Assistant*, Gold Pebble Research  
Shanghai, China

## 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

<b>Languages</b>	Chinese (Native) English (Fluent)	<b>Programming:</b>	Python, R, Matlab, Stata, SQL
		<b>Software:</b>	LaTeX, Microsoft Office

## References

### **Prof. Paul Grieco (*Chair*)**

Professor  
Department of Economics  
The Pennsylvania State University  
[paul.grieco@psu.edu](mailto:paul.grieco@psu.edu)

### **Prof. Mark Roberts**

Liberal Arts Professor  
Department of Economics  
The Pennsylvania State University  
[mroberts@psu.edu](mailto:mroberts@psu.edu)

### **Prof. Conor Ryan**

Assistant Professor  
Department of Economics  
The Pennsylvania State University  
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