

# Qi Wu

435 Uris Hall  
Cornell University  
Ithaca, NY 14850

<https://www.qiwuecon.com>  
[qw98@cornell.edu](mailto:qw98@cornell.edu)  
+1 734-730-8406

## Education

Ph.D., Economics, Cornell University, May 2021 (expected)

M.A., Economics, Cornell University, December 2018

MA., Applied Economics, University of Michigan, Ann Arbor, May 2015

B.S., Economics, Renmin University of China, June 2013

## Research Fields

Empirical Industrial Organization, Social Networks, Labor Economics

## Research Papers

### *Working Papers*

“Social Influence in Product Choice and Market Competition: Evidence from a Mobile Communication Network” (Job Market Paper) [[PDF](#)]

“Information, Mobile Communication Patterns and Social Referrals” with Panle Jia Barwick, Yanyan Liu and Eleonora Patacchini, 2019. NBER Working Paper No. 25873. **R&R American Economic Review**. [[SSRN](#); [NBER](#)]

“The Effects of Parental Retirement on Adult Children’s Labor Supply: Evidence From China” with Xin Gao, 2020. Funded by Small Grant in Labor Economics, Cornell University. [[PDF](#)]

### *Works in Progress*

“Direct and Spillover Effects of Bank Lending in Bank-Firm Networks Following Tariff Reductions”, with Yimeng Tang

## Teaching Experience

Fall 2018, Spring 2019      Introductory Macroeconomics, Teaching Assistant for Jennifer Wissink, Cornell University

Spring 2018              Intermediate Microeconomics, Teaching Assistant for Thomas Evans, Cornell University

Spring 2017	Intermediate Microeconomics, Grader for Maxim Troshkin and Douglas McKee, Cornell University
Fall 2016, Fall 2017	Introductory Microeconomics, Teaching Assistant for Nicholas Sanders, Cornell University
Summer 2013	International Trade Theory, Teaching Assistant for Xiaohua Lin, International Summer School, Renmin University of China

## Research Experience and Other Employment

Spring 2020	Research Assistant for Thomas Jungbauer, Cornell University
Summer 2017	Research Assistant for Yanyan Liu, International Food Policy Research Institute
Summer 2017	Research Assistant for Mallika Thomas, Cornell University
Fall 2014, Spring 2015	Research Assistant for Martha Bailey, Institute for Social Research, University of Michigan
Spring 2013	Assistant, J.D. Power Associate (Beijing), Media & Information Research segment

## Awards and Fellowships

2020	Sage Fellowship (Dissertation), Cornell University
2019	C.V. Starr Fellowship in East Asian Studies, Cornell University
2019	Small Grant in Labor Economics, Cornell University
2015, 2016	Sage Fellowship, Cornell University
2013	National Scholarship, Renmin University of China

## Activities and Professional Service

2020	Certificate Holder, Inclusive Teaching and Learning Community Workshop, Cornell Center for Teaching Innovation
2020	Presenter, Cornell IO Workshop, Cornell Labor Workshop
2020	Attendee, CEPR Virtual IO Seminar, Online IO Seminar (Virtual), ASSA Meeting (San Diego)
2018, 2019	Attendee, Penn State-Cornell Econometrics & IO Conference

2017-	Presenter, IO Student Workshop, Cornell University
2017, 2018	Graduate Student Co-organizer, Labor Work in Progress Seminar, Cornell University
2017-	Mentor, Graduate Student Association for Economics Mentorship Program, Cornell University
2016-	Presenter, Labor Work in Progress Seminar, Cornell University

## Professional Associations

American Economic Association

## Skills

*Programming* Proficient in Stata, R, MATLAB, L<sup>A</sup>T<sub>E</sub>X, Microsoft Excel  
Experience with Python, ArcGIS, QGIS, and Unix/Linux

*Languages* Chinese (native), English (fluent)

## References

Panle Jia Barwick (Co-Chair)  
Professor  
Cornell University  
pjb298@cornell.edu  
(607) 255-4867

Eleonora Patacchini (Co-Chair)  
Professor  
Cornell University  
ep454@cornell.edu  
(607) 255-1981

Benjamin Leyden  
Assistant Professor  
Cornell University  
leyden@cornell.edu  
(607) 255-4649

Giulia Brancaccio  
Assistant Professor  
Cornell University  
giulia.brancaccio@cornell.edu  
(617)952-1713

Placement Director: Seth Sanders  
Graduate Field Assistant: Laura Miller

ss3977@cornell.edu  
ljm242@cornell.edu (607) 255-4893

## Working Paper Abstracts

“Social Influence in Product Choice and Market Competition: Evidence from a Mobile Communication Network” (Job Market Paper)

Social influence is an important driver of consumption behavior, but its effect on firm competition and pricing is understudied. While social influence may create an incentive for firms to reduce initial prices to attract a larger customer base, it can also result in firms charging higher prices in the future because of a social differentiation effect. This paper investigates whether and how social influence affects product choices and firm competition, drawing on a novel dataset that consists of large scale de-identified mobile call records from a city in China. I first identify social influence using a new identification strategy that exploits the partially overlapping network of friends and residential neighbors and the intertemporal variation in friend circles. I find that the purchasing probability for a phone model doubles with 10 percent more friends using the same model. Consumers are more likely to conform to wealthier friends and choose visually distinct features, suggesting that status-seeking motivation may be an important driver of social influence. I then evaluate how social influence affects firm competition by building and estimating a structural model that incorporates social influence in consumer demand. I find that social influence favors high-quality products while reducing low-quality products' market share. In addition, a small price drop of a product would lead to larger gains through quantity expansion by peers. Social influence, on average, reduces initial prices by 0.7 percent and increases subsequent prices by 0.05 percent. It also increases the total profits of new products by 3.4 percent and increases consumer surplus by about 1.7 percent.

“Information, Mobile Communication Patterns and Social Referrals” with Panle Jia Barwick, Yanyan Liu and Eleonora Patacchini, 2019. NBER working paper 25873. **R&R American Economic Review.**

We use the universe of de-identified and geocoded cellphone records for over a million individuals from a major Chinese telecommunication provider to examine the role of information exchange in urban labor markets. We find that information flows, as measured by call volume, correlates strongly with worker flows, a pattern that persists at different levels of geographic aggregation. Conditional on information flow, socioeconomic diversity of the social contacts, especially that associated with the working population, helps to predict the worker flows. We supplement the phone records with administrative data on firm attributes and auxiliary data on job postings and residential housing prices. Referred jobs are associated with higher monetary gains, a higher likelihood to transition from part-time to full-time, reduced commuting time, and a higher probability of entering desirable jobs. Referral information is more valuable for young workers, people switching jobs from suburbs to the inner city, and those changing their industrial sectors. Firms receiving referrals are associated with more successful recruits and faster growth.

“The Effects of Parental Retirement on Adult Children’s Labor Supply: Evidence From China” with Xin Gao, 2020. Funded by **Small Grant in Labor Economics**, Cornell University

Aging and an increasing retired population are a global challenge. Previous studies suggest that retirement affects economic behaviors of the retiree and his or her spouse, including consumption, health outcome, and time use. However, little is known about the intergenerational effects of parental retirement on adult children. This paper studies the effects of parental retirement on adult children's labor supply through intergenerational time and monetary transfer. We exploit the mandatory retirement age in China as the cut-off point and apply a regression discontinuity (RD) approach to four waves of the China Family Panel Studies (CFPS) Dataset. Our findings suggest that parental retirement reduces adult children's annual hours of labor supply by 3 to 4 percent. This reduction is especially pronounced for female children. We find that the reduction can be explained by parents' increasing demand for time and care from children due to the significant drop in parents' self-rated health upon retirement. Although both male and female children increased their monetary and time transfers to parents, we find that parents tend to make more transfers to sons compared to daughters. Daughters are also more likely to make transfers to parents after they retire, both in terms of money and in terms of time. We therefore urge policy makers to increase formal eldercare provisions and provide workplace amenities such as flexible working hours, especially for female employees.

## Works in Progress Abstracts

“Direct and Spillover Effects of Bank Lending in Bank-Firm Networks Following Tariff Reductions”, with Yimeng Tang

This paper studies the effects of shocks from industry-level tariff reductions on bank new lending and firms in the unaffected industries through bank-firm network one year after the shocks. Using detailed loan-level information from LPC Dealscan database from 1988 to 2004, we document the direct impacts that high-exposure banks decrease new lending to treated borrowers compared to control borrowers to a greater extent. Using two measures for prior bank-firm lending relationship, we find that banks support relationship borrowers in the treated industries with new lending. Moreover, we find a spillover effect from firms in the affected industries to unaffected industries through the bank-firm network. Existing borrowers in the unaffected industries tend to increase cash holding by 39.4 percent and short-term investments by 10 percent, and decrease R&D expenditure by 6.2 percent as a result of enhanced bank risk monitoring. Our findings suggest that banks, acting as intermediaries, transfer shocks from affected to unaffected firms, resulting in real impacts on unaffected firms.

Last updated: November 23, 2020