

Nan Xu

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EDUCATION **University of Colorado at Boulder**

Ph.D. in Economics, expected May 2017.

- Dissertation: “Product Quality, Exports, and Trade Policy”
- Dissertation Committee: James R. Markusen (Chair), Keith E. Maskus, and Jeronimo Carballo

M.A. in Economics, May 2013

Nankai University

B.A. in Economics, June 2011

RESEARCH INTERESTS **Primary fields:** International Trade, Economic Development
Secondary fields: Industrial Organization

JOB MARKET PAPER “Per-capita Income, Taste for Quality, and Exports across Countries.”

Abstract This paper studies how per-capita income affects trade patterns of quality-differentiated goods across countries. A product’s perceived quality depends on intrinsic characteristics of the product as well as consumers’ tastes for quality. In addition to aggregate income, this paper features a taste for quality channel through which a destination’s income per capita causes the variety-quality tradeoff in product exports. I build a model combining non-homothetic preferences and product quality heterogeneity in which rich consumers demand more high-quality varieties than poor consumers. In equilibrium, holding market size constant, the elasticity of consumer taste for quality with respect to income per capita determines the differences between rich and poor countries in productivity thresholds, firm market shares, and number of varieties produced. To assess the evidence, I construct a quality index and examine cross-country variation in prices and export sales at the firm-product level with Chinese disaggregate trade data from the Household Audio and Video Equipment industry. In line with the model’s predictions, the results show that firms charge higher prices in richer countries, and the effects of GDP per capita on export sales differ by product quality. Conditional on entry, low-quality export sales are decreasing in the destination country’s GDP per capita, controlling for other country characteristics. The relationship between high-quality export sales and income

per capita exhibits an inverted-U shape, which reflects the varying preferences for quality versus variety across consumers at different income levels.

- WORKING PAPERS “ Effects of Rules of Origin on FTA Utilization Rates and Country Welfare ” (2015)
“ Import Tariff Reductions, Processing Trade, and Quality Upgrading ” (2015)
- CONFERENCE AND SEMINAR PRESENTATIONS Fall 2016 Midwest International Trade Conference, West Lafayette, December 2016 (scheduled)
Trade Group Brown Bag Seminar, CU boulder, May 2016
- HONORS AND AWARDS Morris E. Garnsey Fellowship, University of Colorado Boulder, 2015
Yordon Prize in Microeconomics, University of Colorado Boulder, 2013
Prize in Econometrics, University of Colorado Boulder, 2013
Department of Economics Fellowship, University of Colorado Boulder, 2011
First Class Scholarship, Nankai University, 2010
Merit Student Award, Nankai University, 2010
- TEACHING EXPERIENCE University of Colorado at Boulder
Instructor
Intermediate Macroeconomic Theory: Fall 2013 - Spring 2016
Teaching Assistant
Principles of Microeconomics: Fall 2011, Fall 2012
Principles of Macroeconomics: Spring 2012, Spring 2013, Summer 2013
- OTHER SKILLS Computer Skills: STATA, GAMS, Eviews, Mathematica, MATLAB and LaTeX
Language: English (fluent), Mandarin (native)
- REFERENCES James R. Markusen
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- Keith E. Maskus
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