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Education

Ph.D., Economics, The Pennsylvania State University 2010–2016 (expected)
• Thesis: *Essays on Geography and Firm Decision on Exports and Investment*
M.A., Economics, Peking University, China 2007–2010
B.A., Economics (With Distinction), Sichuan University, China 2003–2007

Research

Primary Fields: Industrial Organization; International Trade

Secondary Fields: Applied Microeconomics; Applied Econometrics

Working Papers

- *A Structural Model of Export Destination Dynamics, 2016*
- *Agglomeration and Temporary Export, 2016*
- *Selling Ability and Carry-Along-Trade Exporter, 2016*
- *The Role of Investment Determinants: Profit Shock vs. Adjustment Cost, 2013*

Works in Progress

- *Internal Geography, Firm Export and Domestic Trade Cost, with Zi Wang, 2015*
- *Infer the Environmental Concerns: Public Firms vs. Private Firms, 2014*

Research Experience

Research Assistant, Peking University 2009-2010

Teaching Experience

Instructor, The Pennsylvania State University Summer 2014

- Received 5.36/7 in student rating

Teaching Assistant, The Pennsylvania State University Fall 2010 - Spring 2015

- Courses: Introductory Microeconomics, Introductory Macroeconomics, Industrial Organization, International Economics, International Finance

Teaching Assistant, Peking University Fall 2008 - Fall 2009

- Courses: Intermediate Microeconomics, Intermediate Macroeconomics, Managerial Economics (MBA)

Presentation

"A Structural Model of Export Destination Dynamics", Midwest Trade Conference, PA, Oct. 2015

Awards and Scholarships

- Glaxosmithkline Scholarship, Peking University, 2009
- Second Prize Scholarship, Peking University, 2008
- Outstanding graduate student (1/1500), Sichuan Province, 2007
- First Prize Scholarship, Sichuan University, 2004-2007

Languages & Skills

- Chinese (Native), English (Fluent)
- Matlab, Stata, L^AT_EX

References

Mark Roberts, Professor of Economics, *Penn State University*, mroberts@psu.edu (Primary Advisor)

John Riew, Professor of Economics, *Penn State University*, jriew@psu.edu

James Tybout, Professor of Economics, *Penn State University*, jxt32@psu.edu

Kala Krishna, Professor of Economics, *Penn State University*, kmk4@psu.edu

Mark McLoed, Senior Lecturer, *Penn State University*, mam63@psu.edu (Teaching Reference)

Research Paper

A Structural Model of Export Destination Dynamics, 2016

• Abstract: While previous research on export dynamics addresses a firm's tradeoff between generating a profit now or in the future, it overlooks the importance of a firm's export decisions across markets. In this paper, I study a firm's dynamic export destination choice over two markets (the North and South) using a structural model in which I account for both the selection effect and the learning-by-exporting effect. Using data from the Chinese plastic industry, I distinguish between and model two types of determinants as they impact a firm's sales: a general component that affects the firm's (entry) sales in all markets, productivity, and a market-specific component that influences sales only in that market to which the firm is exporting, demand. I find that a firm's decision to export to the North promotes entry (sales) in other markets through productivity. In contrast, a firm's decision to export to the South merely increases the sales in the South through market-specific demand. Counterfactual analysis shows that omitting the benefits of exporting to the South deters 11% of all exporting firms that may have exported to the North; yet eliminating the benefits of exporting to the North deters 90% of all exporting firms that may have exported to the South.

Agglomeration and Temporary Export, 2016

• Abstract: I study a firm's choice of export regime and explain the positive correlation between agglomeration and export entry into as well as exit from export market. Resting on the wisdom of Bekes and Murakozy (2012), I set up a two-period model with two export regimes: temporary trade and ordinary trade. Because agglomeration of firms introduces frequent random arrival of foreign demand, exporting through temporary trade regime becomes appealing in the agglomerated area. However, exporting through temporary trade regime also leads to frequent exit from export market, as opposed to ordinary trade. I also find supportive evidence using Chinese custom data that are consistent with three implications derived from the model.

Selling Ability and Carry-Along-Trade Exporter, 2016

• Abstract: Motivated by the matched data on Chinese manufacturing firm and customs, I study a firm's choice of export modes and explain two observations from data: (1) the carry-along-trade exporters and indirect exporters have the similar productivity distribution. (2) the direct exporters that only export their own products has the highest average productivity. In order to explain them together, I expand Melitz(2003) into two dimensional heterogeneities: production ability(productivity) and selling ability. While a firm with low selling ability chooses to become one of the following: non-exporter, indirect exporter and direct exporter, a firm with high selling ability can either becomes trade intermediary and carry-along exporter. I also apply the model to test the effect of China's joining WTO on fixed cost reduction and find the effect induced by fixed cost reduction of indirect export dominates the effect by fixed cost reduction of direct export.