

WEI LIN

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Doctoral Studies University of California, Berkeley
 PhD, Agricultural and Resource Economics, 2016 - 2022 (expected)

RESEARCH INTERESTS: Development Economics, Applied Microeconomics, Trade, Environmental Economics

Professor Marco Gonzalez-Navarro

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Professor Benjamin Faber

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Department of Agricultural Resource Economics

Professor Adam Szeidl

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Department of Economics and Business
 Central European University

Prior Education	Remin University of China	M.A., Economics	2014 - 2016
	Xiamen University	B.A., Economics	2010 - 2014

Teaching	Graduate Student Instructor (Teaching Assistant) for:		
	Graduate-level	ARE 213: Applied Econometrics (2 nd year PhD course)	2020
	Undergraduate	Envecon C101: Environmental Economics	2022
		Econ C181: International Economics	2021
		Econ C171: Economic Development	2021
Envecon 143: Economics of Innovation and Intellectual Property		2019	

Grants and Fellowships	Coauthored project funded by PEDL Research Grant (PI: Jing Cai) (£39,500, £35,000)	2019, 2020
	CEGA Development Challenge Funding (\$9,000, PI: Ao Wang)	2020
	Weiss Family Fall Fund for Research (× 2) (\$43,743, PI)	2019, 2020
	The Sacheti Family Fellowship	2020
	UC Berkeley Graduate Division Summer Grant (×2) (\$7,000)	2019 2020
	Weiss Family Spring Fund for Research (\$37,900, PI)	2019
	Humane Studies Fellowship, Institute for Humane Studies (\$3,000)	2018
	Fong Graduate Student Fellowships, UC Berkeley (\$2,000)	2018
	Project funded by CUFE Research Fund (≈\$30,000, PI: Binkai Chen)	2017
	Hayek Fund Award& Humane Studies Research Grant (\$1,700)	2017, 2018
Natural Science Foundation of China (Grant Nos. 71472065) (with Chuanwang Sun, ≈\$32,000)	2015	

Awards	Best Paper Award of the 7 th XMU International Workshop on Experimental Economics	2019
	Sidney Hoos Award for Best Second-Year Econometrics Paper, UC Berkeley ARE	2018
	Best Paper Award, the 7 th Conference for Innovation, Ministry of Education	2015
	National Scholarship, Ministry of Education, China (× 2)	2013, 2015

Research Papers

“Misspecified Learning in Technology Adoption: Experimental Evidence from Fertilizer Use in China” (JMP) (with Binkai Chen and Ao Wang)

This paper investigates agents’ simultaneous learning about multiple interacting technologies in the context of fertilizer application in China. We first present experimental evidence that, relative to the personalized fertilizer recommendations based on plot-level soil analysis, farmers simultaneously overuse nitrogen fertilizers and underuse phosphorus and potassium fertilizers. Our first-phase interventions that provide customized fertilizer recommendations lead to reduced nitrogen application and increased phosphorus/potassium use. Average yields and revenues are 5-7% higher and greenhouse gas (N_2O) emissions are lower, while total fertilizer costs remain unchanged. Survey data suggest that farmers overestimate the return to nitrogen because it produces a salient signal on crops by increasing greenness, but they underestimate the effectiveness of phosphorus and potassium because their effects are barely observable. Motivated by these facts, we then propose a model of misspecified learning in which agents face two technologies. In learning about the effectiveness of both technologies, the overestimation of the return to the first technology causes an undervaluation and underuse of the second technology. To further test the model, we design a second-phase intervention that distributes leaf color charts to farmers to correct their overestimation of the return to greenness. Consistent with the model prediction, the intervention not only reduces farmers’ nitrogen use immediately, but also induces gradual learning of phosphorus and potassium; the proportion of farmers using phosphorus and potassium both increase by 6 percentage points, relative to 4% and 9% at baseline.

“The Causal Impact of Economics Education on Decision-making: Evidence from a Natural Experiment in China” (with Binkai Chen and Ao Wang). *Journal of Economic Behavior & Organization* (2021), 188, pp.1124-1143. (Second Year Paper)

Research in Progress

“Effects of Referring Business Partners on Firm Networks and Performance” (with Jing Cai and Adam Szeidl) (*RCT intervention complete*)

Business partner relationship - suppliers and clients - are central to the efficient functioning of firms. However, two main barriers —1) information frictions and 2) low trust make it difficult for firms to find good partners. We first present survey evidence that, about one third of all transactions take place between suppliers and clients who are related by kin, even though in a random matching of suppliers to clients the share of kinship ties would be only one tenth. To understand the barriers that impede firm growth, we then conduct a field experiment with 800 writing-brush firms in Jiangxi province, China. We refer potential suppliers or clients to the firms in our sample based on rich network data and a new algorithm. This paper answers three questions. (1) What is the impact of access to new partners on firm transaction networks and performance? We look at both direct effects on the firm getting the recommendation, and business stealing effects on other firms from whom the treated firm may substitute to the new partner. (2) What is the underlying mechanism? We experimentally vary whether we only provide information about the partner or also a subsidy, to distinguish between lack of information versus lack of trust as the barrier limiting firm-to-firm matching. (3) How difficult is it to identify good candidate partners? We cross-randomize a screened referral based on supplier-client characteristics, or a random referral, to learn the data requirements necessary to find good partners.

“The Short- and Long Run Impacts of Land Endowment and Market Formation on Labor and Educational Misallocation” (with Qianmiao Chen)

This paper investigates how the land endowment affects short-term household labor allocation and long-term human capital investment in the absence of a perfect market. The village-level and family size-based land redistributions before 2003 in China provide exogenous variations in land endowment. Using a rich rural fixed point survey data tracing roughly 20,000 households during 1986 - 2015, we compare the performance of households that had a population change before- and after the last redistribution, which is barely predictable. The empirical findings suggest that, consistent with the Stone-Geary utility framework, in the short run, households with low land endowment experienced more intense cultivation per unit of land and trapped more labor in the field to maintain consumption at subsistence level. Conversely, households getting more land endowment experienced a non-agricultural salary increase and no other crop production changes. In the long run, we find that more agricultural labor input in households with less land leads to lower educational attainments of younger generations than households with more land, suggesting the existence and persistence of intergenerational inequality. We then examine the impact of land rental market formation on such distortion, and find that the labor misallocation disappears.

"Labor Market Integration, Growth and Inequality: Evidence from China's Hukou Reforms" (with Binkai Chen and Dennis Egger)

Successive reforms to China's local registration system, the Hukou, provide variation in group-specific migration costs across time and space. We compile a novel dataset of the universe of over 8,000 worker-type specific Hukou reforms across between 1995 and 2015. We then use this variation, together with an event-study design and triple-difference identification strategy, to quantify the reforms' contribution to the increase in internal migrant labor over the past 20 years in China. Using policy-induced exogenous by-group bilateral migration flows, we estimate the impact of increased labor market integration on aggregate Chinese productivity growth, as well as inequality across types of workers and different regions between 1995 and 2015. In the process, we develop a new methodology and provide new estimates of the migration elasticity for different types of workers, between-group substitutability of workers, and across-group productivity and amenity spillovers.

"Effects of E-commerce on Suppliers and Clients" (with Jing Cai and Adam Szeidl) (*RCT intervention and data collection complete*)

"Social Learning in the Misuse of Technologies" (*Network data collection complete*)

Policy & Pre-Doctoral Publications:

"Regulatory Protection and the Concentration of Trade: Evidence from Chinese Customs Data" (with Robert Gulotty, Xiaojun Li and Lizhi Liu)

"Does the implementation of reference pricing result in reduced utilization? Evidence from inpatient and outpatient procedures" (with Holly Elser, Ralph A. Catalano, and Timothy Brown). *Medical Care Research and Review* (2020).

"Residential electricity consumption after the reform of tiered pricing for household electricity in China" (with Gang Du, Chuangwang Sun, and Dingzhong Zhang). *Applied Energy* (2015), 157, pp.276-283.

"The Incentive for Firms' Innovation: Evidence from China's Rising Labor Cost". *Management World* (2013), (10), 95-105, 2013.

Prior Employment

Research Assistant for Berkeley Center for Health Technology, Berkeley	2017 - 2019
Research Assistant for Prof. Benjamin Faber, Economics Department, UC-Berkeley	2015 - 2016
Research Assistant for Prof. Richard B. Freeman, Economics Department, Harvard University	2015

Refereeing

Journal of Economic Behavior & Organization, Economic Development and Cultural Change

Talks

2021	Berkeley Development Seminar, Berkeley Trade Workshop, ARE Departmental Seminar, ARE Development Workshop
2020	Berkeley Development Lunch, Berkeley Development Workshop
2019	Berkeley Dev Lunch, ARE Development Workshop, XMU International Workshop

Programming

Stata, R, Matlab, ArcGIS

Languages

English, Chinese

Placement Officers

<u>Professor Sofia Villas-Boas</u> sberto@berkeley.edu +1 (510) 409-4341	<u>Professor Max Auffhammer</u> auffhammer@berkeley.edu +1 (510) 643-5472	<u>Diana Lazo</u> lazo@berkeley.edu +1 (510) 642-3345
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