

# Fanghao Chen

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## Education

- 2017–2022 **Ph.D. in Economics (Expected, Supervisor: Xiaobo Zhang).**  
National School of Development, **Peking University**, Beijing, China  
*Dissertation: Overseas Chinese, Lineage Foreign Firms, and Economic Development in China*
- 2019–2020 **Graduate Visiting Student (Co-supervisor: Loren Brandt).**  
Department of Economics, University of Toronto, Toronto ON, Canada
- 2013–2017 **B.A in Economics & Finance.**  
Southwestern University of Finance and Economics, Chengdu, China
- 2015–2016 **Undergraduate Visiting Student.**  
Department of Economics, Texas A&M University, College Station TX, USA

## Research Fields

- Primary **Development Economics, Urban Economics.**  
Secondary **Industrial Organization, International Trade.**

## Job Market Paper

- 2021 **Familiar Strangers: Overseas Chinese, Lineage Connection and Foreign Investments in China.**  
*Coauthors:* Ruichi Xiong (UofT) and Xiaobo Zhang (PKU & IFPRI)  
*Abstract:* This paper studies the importance of international lineage network in facilitating the entry of foreign firms in developing countries where immature market deters foreign investments. We build a unique dataset on the universe of foreign firms in China that are controlled by Huaren (overseas Chinese) whose surnames are used to infer their lineage group. To identify the causal effects of lineage connection, we implement a Difference-in-Difference design exploiting variations from both the staggered timings of opening shocks during the Reform Era (1981-1996) and differential surname distributions across prefectures, which allows us to control for unobserved factors at various levels. We find that, following the local opening shocks, lineage connection facilitates the entry of Huaren foreign firms, through reducing information frictions and strengthening contract enforcement. Such effects are not likely to be driven by selective entry of high quality firms. We also find that the lineage-driven FDI during early development stages functions as industrial seeds and led to more foreign investments in the long run.

## Publications

- 2017 **Does Personal Income Tax Cut Induce Labor Supply? Evidence from a Quasi-experiment.**  
with Jingjing Ye, Yan Wu and Yuqing Wang, *Management World* (管理世界), 12, 20-32 [In Chinese]

## Working Papers

- 2021 **Endowment-Congruent Technical Change.**  
with Zhongchen Fan (PKU), R&R at *Chinese Economic Quarterly* (经济学(季刊)) [In Chinese]
- 2021 **Mobilizing Intra-city Synergies: The Economics of the County-to-District Reform.**  
with Jingjing Ye (SWUFE), R&R at *Chinese Economic Quarterly* (经济学(季刊)) [In Chinese]
- 2021 **Annexation for Agglomeration: From a Neighbor to a Family Member.**  
with Shihe Fu (XMU) and Jingjing Ye (SWUFE)

2020 **Military Service and Entrepreneurship.**  
with Xiaobo Zhang (PKU & IFPRI) and Lixin Colin Xu (World Bank)

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## Working In Progress

- **Industrial Evolution in China.**  
with Loren Brandt (UofT), Gilles Duranton (UPenn & LSE & CEPR)
- **From Kinship to Market: FDI and the Building of Market Institution in China.**  
with Ruichi Xiong (UofT)
- **Seeding the Growth: FDI and Local Entrepreneurship.**  
with Xiaobo Zhang (PKU & IFPRI), Ruichi Xiong (UofT)

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## Programs and Consultancies

- Jul'17- **Enterprise Survey for Innovation and Entrepreneurship in China.**  
Present Center for Enterprise Research, Peking University  
**Objective:** Maintained and updated a random-sampled and national-representative longitude data set of small-and-medium-sized enterprises (SME) and their entrepreneurs in China (project titled "*Enterprise Survey for Innovation and Entrepreneurship in China*", ESIEC) in regard to SMEs' start-ups, operation, performance, and growth.  
**Duty:** Designed and modified questionnaires; Trained and Supervised surveyors in field; Interviewed face-to-face approximately two hundred entrepreneurs across 2 waves and 6 cities in China; Provided consultancies for the public sector combing administrative data with ESIEC.  
**Publication:** *Resource Curse, Government Failure, and the Hollow County* included in *Narratives on Chinese Grassroot Entrepreneurs*, edited by Xiaobo Zhang, Peking University Press
- Dec'18- **Seeking New Economic Impetus for Jining Prefecture, Shandong Province.**  
Apr'19 National Development and Reform Commission of Jining Prefectural Government, Shandong, China  
**Objective:** Provided quantitative and qualitative analysis of and policy guidance on regional industrial development for Jining Prefecture, with special focus on fostering high-tech clusters.  
**Duty:** Designed and improved measurements and index constructions; Programmed for data retrieval, compiling, cleaning, visualizing from multiple administrative data (business registrations, social security records, administrative punishments, patents and trademarks, etc.); Drafted reports and provide empirical insights.

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## Conferences & Workshops (\* denotes invited talks)

- 2021 Workshop for Intra-city Spatial Economics (Shanghai Jiao Tong University), Camphor Economic Circle(Sun Yat-Sen University at Zhuhai), Harbin Institute of Technology at Shenzhen (\*), Zhejiang Conference of Young Economist Society (Jiaxing University), The Chinese Economists Society 2021 Annual Conference, CCER Summer Institute (Peking University), The 7th Camphor Economic Circle English Workshop (Southwestern University of Finance and Economics)
- 2020 China International Law Workshop (\*, University of Toronto), Chinese Economists Society 2020 North America Conference (Harvard University, Virtual), New Structural Economics Frontier Workshop (Xinjiang University of Finance and Economics, Virtual), Institute of National Development of Southeast University (\*), New Structural Economics Discussion Panel (Xi'an Jiaotong University, Virtual), Dongbei University of Finance and Economics (\*), International Annual Conference for China Development Theory (Renmin University of China, Virtual), 2020 Annual Conference of China Economics Society (HSBC Business School of Peking University), 2020 China Young Economist Conference (Sun Yat-Sen University)
- 2019 Beijing Institute of Southwestern University of Finance and Economics (\*), Camphor Economic Circle 2019 Xi'an Workshop (Xi'an University of Architecture and Technology)
- 2018 2018 Annual Conference of China Economics Society (Sun Yat-Sen University)

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## Referee Service

## Honours and Grants

- 2020 **China Research Initiative Grant.** Rotman School of Management, University of Toronto
- 2018 **Academic Excellence Scholarship.** National School of Development, Peking University
- 2017-Present **Graduate Fellowship.** National School of Development, Peking University
- 2016-Present **Tang Lixin Guanghua Elite Fellowship.** Shingsun Group
- 2016 **Undergraduate Visiting Scholarship.** China Scholarship Counsel
- 2015 **Zhejiang Energy Entrepreneurship Fellowship.** Zhejiang Energy Group Company Ltd.

## Teaching Experience

- 2020 **Topics on Chinese Economy (Undergraduate).**  
Teaching Assistant for Dr.Gao Xu (Chief Economist at BOCI Securities)
- 2019 **Managerial Economics (MBA, in English).**  
Teaching Assistant for Prof.Xiaoyan Lei, National School of Development, Peking University
- 2019 **Macroeconomics (Ph.D., in English).**  
Teaching Assistant for Prof.Han Han, Institute of South-South Cooperation and Development, Peking University
- 2018 **Public Policy: Microeconomics (Master, in English).**  
Teaching Assistant for Prof.Xiaoyan Lei, Institute of South-South Cooperation and Development, Peking University

## Skills

- Language English (Fluent); Chinese (Native)
- Programming Stata, MATLAB, Python, SQL, ArcGIS, LaTeX
- Miscellaneous Guitar, Marathon, Certified Answer Provider for Economics @ ZHIHU (知乎经济学优秀答主)