

Dear Committee,

My name is Liwei Guo, and I am writing to express my sincere interest in applying for admission to PhD in Economics at Yale University.

At 15, I transformed Chennai's Koyambedu Market into my first economics lab. Tracking price disparities for my grandmother's groceries, I mapped how vendors near bus stops charged 12% more than alley stalls—a pattern I later tied to foot traffic and monsoon supply shocks. This curiosity propelled me: interning at a Mumbai NGO, I analyzed inflation's impact on 150 low-income households, revealing how parents prioritized calorie density over nutrition during price spikes. My behavioral economics-inspired subsidy model, adopted in two districts, proved policy must adapt to irrationality.

Your program's focus on nudge theory and development economics aligns with my belief that data should humanize, not just quantify. I'd bring this lens to my future work, dissecting why the chaiwallah outside your campus prices chai at 10 rupees—never 9 or 11.

Sincerely,
Liwei Guo