

# Sung-Ju Wu

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## CONTACT INFORMATION

Department of Economics, Duke University  
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## RESEARCH FIELDS

International Trade; Development; Political Economy

## EDUCATION

### Duke University

Ph.D. Economics

2024 (Expected)

M.A. Economics

2021

### National Taiwan University

M.A. Economics

2018

B.A. Economics (Major) & Political Science (Minor)

2015

### University of Mannheim

Exchange Program

2013-2014

## WORKING PAPERS

### Foreign Ownership and Firm Response to Foreign Demand Shocks Job Market Paper

This paper studies firm response and welfare implication of foreign demand shocks in a developing country when foreign capital repatriates their gains. Using the enterprise surveys in Vietnam, I first show that trade activities in Vietnam are predominantly conducted by foreign-owned manufacturers rather than domestic ones, even conditional on firm size. Exploiting the US-China trade war episode in 2018-2019 as a positive foreign demand shock to Vietnamese manufacturers, I then provide evidence that the strong responses in input sourcing, product export, and employment are mainly driven by foreign-owned manufacturers, in particular those from China. Motivated by these facts, I develop and estimate a quantitative model of trade participation with firm ownership, where domestic and foreign-owned firms differ in their productivity, fixed costs of sourcing and exporting, as well as whether they retain net profits in Vietnam. A counterfactual exercise demonstrates that differences in productivity and fixed costs are both crucial in explaining firm responses to a simulated foreign demand shock of a similar magnitude to the trade war. Specifically, the differences in fixed costs can explain 45-46 percent of the trade participation gap between domestic and foreign-owned firms. Real consumption in Vietnam will increase by 11 percent if foreign-owned manufacturers retain all their net profits in the host country.

### Firm and Labor Adjustments to FDI Liberalization, February 2023

with Ming-Jen Lin and Yi-Ting Wang

Revise and Resubmit, *Journal of International Economics*

This paper studies how liberalizing outward foreign direct investments (FDI) affects manufacturers' engagement in global production and their domestic workers' labor market outcomes. Focusing on a liberalization policy in 2001 by the government of Taiwan that allowed 122 electronic products to be produced in China, we estimate its effect on Taiwanese electronic manufacturers and their domestic workers. Employing a matched difference-in-differences strategy, we find that the manufacturers targeted by the policy were on average 16% more likely to invest in China relative to the non-targeted ones. Correspondingly, the domestic workers initially employed by the targeted manufacturers were on average more likely to change their jobs, stay employed for fewer years, and have lower wages in

subsequent years relative to those employed by the non-targeted ones. The worker-level effects of the policy exhibited substantial heterogeneity across the initial wage distribution, with the top-decile workers benefiting and the other workers losing on average.

## WORK IN PROGRESS

### **The Dynamics of Global Production**

### **The Regional Effect of FDI Composition Change in Vietnam**

## CONFERENCE PRESENTATION

Fall Meeting of the Midwest International Trade Conference, Atlanta. (November 2023, scheduled)

Economics Graduate Student Conference, St. Louis. (October 2023, scheduled)

Taiwan Economics Research Workshop, Taipei. (August 2023)

Spring Meeting of the Midwest International Trade Conference, Knoxville. (April 2023)

Asian Meeting (East and South-East Asia) of the Econometric Society, Tokyo. (August 2022)

Annual Conference of the North American Taiwan Studies Association (NATSA), Washington D.C. (July 2022)

Annual Conference of the International Association for Applied Econometrics (IAAE), London. (June 2022)

## RESEARCH EXPERIENCE

Research Assistant to Jason Baron, Department of Economics, Duke University. (2021-2023)

Research Assistant to Hans Hanpu Tung, Department of Political Science, National Taiwan University. (2016-2017)

Research Assistant to Fengyu Lee, Department of Political Science, National Taiwan University. (2014-2015)

## TEACHING EXPERIENCE

Instructor, *Statistical Foundations of Econometrics and Data Science*, Department of Economics, Duke University. (Summer 2022)

Teaching Assistant, *Intermediate Microeconomics II*, Department of Economics, Duke University. (Fall 2023)

Teaching Assistant, *Intermediate Microeconomics I*, Department of Economics, Duke University. (Fall 2019, Spring 2020)

Teaching Assistant, *Game Theory in Everyday Life*, Department of Economics, National Taiwan University. (Fall 2017)

Teaching Assistant, *Principle of Economics I & II*, Department of Economics, National Taiwan University. (Fall 2016, Spring 2017)

## DEPARTMENT SERVICE

Co-Director, Graduate Mentorship Program, Department of Economics, Duke University. (2022-2023)

Co-Chair, Economics Graduate House Committee, Department of Economics, Duke University. (2022-2023)

HONORS AND  
AWARDS

*PhD Fellow*, Institute of Economics, Academia Sinica. (2022-)  
*Government Scholarships for Study Abroad (GSSA)*, Ministry of Education, Taiwan. (2021)  
*Graduate Fellowship and Tuition Scholarship*, Duke University. (2018-2024)  
*E.SUN Outstanding Management Talent Scholarship*, E.SUN Commercial Bank. (Fall 2017)  
*I-Sian Scholarship for College of Social Science*, National Taiwan University. (Fall 2016)  
*MOE Scholarship for Excellent Students with Economic Disadvantage to Study Overseas*, Ministry of Education, Taiwan. (2013)  
*NTU Alumni Association Outstanding Student Scholarship*, NTU Alumni Association. (Fall 2011)  
*Presidential Award* (Top 5% in the Department), National Taiwan University. (Spring 2011)

LANGUAGES

Mandarin (native), English (fluent), German (beginner), Spanish (beginner)

REFERENCES

**Daniel Yi Xu**

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Department of Economics  
Duke University  
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**Luca David Opromolla**

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North Carolina State University  
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