

# Wen Tian

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## Research Fields

Industrial Organization, Applied Microeconomics, Environmental Economics

## Education

**2019-present** Ph.D. Candidate in Economics, The Pennsylvania State University

*Advisors:* Paul Grieco (chair), Mark Roberts, Conor Ryan

**2017-2019** M.Phil. in Economics, The Chinese University of Hong Kong, Hong Kong

**2012-2016** B.A. in Economics, Fudan University, China

## Research

### ■ “The Role of Subsidy and Green License Policy in the Electric Vehicles Market”

*Job Market Paper.*

*Abstract:* I evaluate the impacts of two demand-side interventions - EV subsidies and the green license plate policy (which exempts EVs from stringent vehicle license quota restrictions) on the EV market in Beijing. I develop a two-stage discrete choice model incorporating consumers' preferences for license plate types and vehicle models and estimate the demand model using product-level data with consumer-level microdata. I find that the green license plate policy is as effective as EV subsidies in promoting EV sales, and it is equivalent to approximately \$7,839 subsidies in deploying EVs in Beijing, in 2015. The results also show that the green license plate policy led to increased market power of EV producers implying the critical role of government in designing the EV promotion policies.

### ■ “Heterogeneous Impacts of Vertical Restraints Antitrust Event? ”

*Working Paper.*

*Abstract:* I examine the impacts of vertical restraints antitrust practices on consumer and producer behaviors in the auto market exploiting China's first antitrust case in the auto market (the 2014 Audi case) as an exogenous shock and investigate the duration of the event impacts. Using a combination of difference-in-differences and demand estimation methods, I find that the 2014 antitrust event led to the prices set by both Audi automakers and dealers decreasing by 4% and an % unexpected consumers' utility evaluation of Audi increasing by 84%. However, the relationship between transaction prices set by dealers and manufacturers' suggested retail prices (MSRP) set by manufacturers remained unchanged after the antitrust case, suggesting that the Audi antitrust event was a one-time market shock.

## Working Experience

- 2023, Summer** Amazon  
*Economist Intern*  
Consumer In-stock Value (CIV) Team, Supply Chain Optimization Technology
- Investigated heterogeneous impact of delivery speed on regional customer demand.
  - Developed automated statistical models using machine learning algorithms to elucidate fundamental business dynamics.
- Technologies:** Python, SQL, Stata; Random Forest(machine learning algorithms)
- 2022, Summer** The Pennsylvania State University, Department of Economics  
*Instructor*  
**Courses:** Intermediate Macroeconomics Analysis
- 2019-2022** The Pennsylvania State University, Department of Economics  
*Teaching Assistant*  
**Courses:** Industrial Organization; Environmental Economics; Intermediate Microeconomics.
- 2017-2019** The Chinese University of Hong Kong, Department of Economics  
*Research Assistant*
- 2015-2016** Deloitte Consulting, Shanghai  
*Intern*  
Management & Strategy Group

## Honors and Awards

- Best Teaching Assistant Award, The Chinese University of Hong Kong, 2018
- Admission Scholarship for Excellent Students, The Chinese University of Hong Kong, 2017
- China National Scholarship (Top 0.2%), Fudan University, 2015

## Languages and Skills

<b>Languages</b>	Chinese(native) English(fluent)	<b>Computer Skills</b> Python, R, Matlab, Stata, SQL
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