

**YUTING GAO**

<https://sites.google.com/view/yutinggao>

yutgao@iu.edu

## **INDIANA UNIVERSITY**

Placement Director: Volodymyr Lugovskyy

VLUGOVSK@IU.EDU (812) 856-4594

Placement Coordinator: Elizabeth Bolyard

ECONGRAD@IU.EDU (812) 855-8453

### **Office Contact Information**

100 S Woodlawn Ave, WY105

Bloomington, IN 47405

(213)509-3451

### **Education**

Ph.D., Economics, Indiana University Bloomington, 2022 (expected)

Dissertation: *Essays on Trade Policy and Rent-Seeking*

M.A., Economics, University of Southern California, 2016

B.A., Finance, Fudan University, China, 2014

### **Research and Teaching Fields**

Primary field: International Trade

Secondary fields: Political Economy, Industrial Organization

### **Research Papers**

“Lobbying for Trade Liberalization and its Policy Influence” (Job Market Paper)

Abstract: Lobbying activities are important to the promotion of Free Trade Agreements (FTAs). I quantify the influence of lobbying on ratification probability of FTA by constructing a novel dataset containing all lobbying activities about FTAs in the United States. I develop a contest model of lobbying where heterogeneous players choose lobbying expenditures to affect the ratification probability of FTAs. I use structural gravity estimation to predict the trade profit gains from FTAs and use Maximum Likelihood estimation to back out the ratification probabilities. Results show that lobbying expenditures in manufacturing sector increase ratification probability by 21 percentage points on average, and the expected gains from lobbying are five times of the lobbying expenditures on average. Additionally, free riding lowers lobbying expenditures by 40%. These findings highlight the effects of lobbying on the formation of international agreements.

“Optimal Export Policy in General Equilibrium for Exporters with Market Power”

(Jordan River Conference Graduate Students Paper Award)

Abstract: Countries would increase export tax when import tariff is lower, according to Lerner Symmetry. However, with the historically low level of import barriers, export tax is still not popular among countries. One explanation is that the market power of exporters leaves little room for restrictive export policies. In this article, I explore optimal export policies when exporters have different levels of market power. I develop a multi-country-multi-sector general equilibrium gravity model, where sectors interact with each other through both labor market and substitution in demand. I derive a general form of optimal export policy and show analytically that export restriction decreases with exporters' market power and increases with cross-price elasticity of demand.

## **Research Papers in Progress**

“International Agreements and Lobbying for Domestic Taxation Rates”

“Financial Stability and Low-carbon Taxonomy in the EU” (with Sheran Deng)

## **Teaching Experience**

### **Full Teaching Responsibility**

Econ 370	Statistical Analysis for Business and Economics
Econ 303	Survey of International Economics
Econ 202	Introduction to Macroeconomics

### **Teaching Assistant**

Econ 370	Statistical Analysis for Business and Economics
Econ 351	Intermediate Microeconomics
Econ 251	Fundamental of Economics for Business
Econ 201	Introduction to Microeconomics

## **Honors, Scholarships, and Fellowships**

Taulman A. Miller Award for Best International Student in Economics, 2020

Jordan River Conference Graduate Students Paper Award, 2019

## **Professional Certificate**

Chartered Financial Analyst (CFA) Level I

Machine Learning (Stanford University - Coursera)

## **Skills**

Languages: English (fluent), Mandarin (native)

Programming: Matlab, Stata, Python, R, Fortran

## **References**

Mostafa Beshkar (Chair)  
Associate Professor  
Department of Economics, Indiana University  
100 S Woodlawn Ave, Bloomington  
mbeshkar@iu.edu

Stefan Weiergraeber  
Assistant Professor  
Department of Economics, Indiana University  
100 S Woodlawn Ave, Bloomington  
sweiergr@iu.edu

Lee J. Alston  
Professor  
Department of Economics, Indiana University  
100 S Woodlawn Ave, Bloomington  
ljalston@iu.edu

Volodymyr Lugovskyy  
Associate Professor  
Department of Economics, Indiana University  
100 S Woodlawn Ave, Bloomington  
vlugovsk@iu.edu

Paul Graf (Teaching reference)  
Teaching Professor  
Department of Economics, Indiana University  
100 S Woodlawn Ave, Bloomington  
paulgraf@iu.edu