

YONGKI HONG

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Citizenship: South Korea (F1 Visa)

Education

2016–2022 UNIVERSITY OF CALIFORNIA, LOS ANGELES

- *Ph.D. Candidate in Economics. (Expected Graduation: June 2022)*
Committee: Jonathan Vogel, Pablo Fajgelbaum, Simon Board, Martin Hackmann
- *M.A. in Economics (2017).*

2014–2016 SEOUL NATIONAL UNIVERSITY

- *M.A. Candidate in Economics*

2007–2014 SEOUL NATIONAL UNIVERSITY

- *B.A. in Economics, cum laude.*
- *Compulsory military service (2010-2012).*

Research Interests

International trade, industrial organization, vertical integration, intra-firm transactions

Working Papers

“[Related-Party Trades in Vertical Integration](#)” (*Job Market Paper*)

“Trade Credit as a Contract Enforcement Device: Evidence from Related-Party Trades”

Fellowships and Awards

2016–2021 Samsung Scholarship, Samsung Foundation

2016–2021 University Fellowship, UCLA Graduate Division

2020 Graduate Summer Research Mentorship, UCLA

2019 Best Teaching Assistant Award, UCLA

2014–2016 Brain Korea 21 Research Assistant Scholarship, Ministry of Education, South Korea

Professional Activities

Teaching Assistant, UCLA (*Average student evaluation: 8.1/9.0*)

Econ 121 (International Trade Theory): *Winter '19, Fall '19*

Econ 102 (Macroeconomic Theory): *Fall '17, Winter '20, Spring '21*

Econ 101 (Microeconomic Theory): *Fall '20, Winter '21*

Econ 2 (Principles of Macroeconomics): *Winter, Spring, Fall '18, Spring '19*

Econ 1 (Principles of Microeconomics): *Spring '20*

Teaching Assistant, Seoul National University
Monetary and Financial Economics: *Spring '16*
Economic Growth Theory: *Fall '15*

Research Assistant, Seoul National University
Research Assistant to Prof. Se-Jik Kim, '14-'16

Skills and Languages

Proficient in: R, Stata, MATLAB, Excel, and L^AT_EX.

Language: English (fluent), Korean (native), Japanese (advanced), Chinese (basic)

References

Jonathan E. Vogel (primary advisor)
Professor of Economics
University of California, Los Angeles
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Pablo D. Fajgelbaum
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Simon Board
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Abstracts

Related-Party Trades in Vertical Integration (Job Market Paper)

Despite the importance of vertical trade in theories of the firm, an empirical literature using proxy-measures has documented little such trade. I revisit this conclusion using economy-wide firm-level data from South Korea, where related-party trades are directly observable. I show that the true prevalence and volume of intra-party trade is much higher than previous measures indicate. Past proxies, which rely heavily on economy-wide input-output tables, dramatically underestimate related-party trade, capturing only 17.6% of related parties that trade and 32.6% of their sales volume. Using supervised machine learning, I propose alternatives to relying solely on input-output tables to infer trade.

Trade Credit as a Contract Enforcement Device: Evidence from Related-Party Trades

An extensive literature has documented a seeming inefficiency in trade credit practices: smaller firms provide credit to their larger trade partners with lower external financing costs. This paper presents empirical evidence supporting the hypothesis that larger firms utilize trade credit as a contract enforcement device. By utilizing novel firm-level data on related-party trades in Korea, I show that financing cost prevails as the determinant of trade credit provision in trades where one side of the buyer-supplier relationship completely controls the other. As the degree of ownership decreases, contract enforcement concerns become stronger: smaller firms and firms in countries with weaker enforcement or more relationship-specific industries provide trade credit, at the expense of higher financing costs.