

# Zeyi Qian

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## Education

Clark University, PhD in Economics	2026 (Expected)
Clark University, MA in Economics	2023
Shanghai University, MA in Economics	2021
University of Toronto, International Visiting Graduate Student	2020
Shanghai Ocean University, BA in Economics	2018

## References

Junfu Zhang Professor of Economics PhD Advisor (Co-Chair) Clark University <a href="mailto:juzhang@clarku.edu">juzhang@clarku.edu</a>	Kensuke Suzuki Assistant Professor of Economics PhD Advisor (Co-Chair) Clark University <a href="mailto:ksuzuki@clarku.edu">ksuzuki@clarku.edu</a>	Shihe Fu Professor of Economics PhD Advisor (External) Wuhan University <a href="mailto:fushihe@whu.edu.cn">fushihe@whu.edu.cn</a>
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## Working Papers & Works in Progress

### Trade Costs, Entry Costs, and Regional Economic Growth in China (Job Market Paper)

Joint with Kensuke Suzuki and Junfu Zhang

This paper examines sectoral growth patterns across Chinese provinces during the country's economic takeoff in the early 2000s, following key policy reforms including trade liberalization, infrastructure expansion, business climate improvements, and relaxed rural-to-urban migration restrictions. We develop a multi-sector, multi-region spatial general equilibrium model based on the **Melitz-Chaney** framework to analyze how these factors interact to influence the geographic distribution of manufacturing activities. We calibrate the model and conduct counterfactual simulations to identify the key mechanisms driving regional development. We find that reductions in trade costs intensify competition and deter firm entry, whereas lowered entry barriers foster firm creation. Together, these factors shape China's overall economic growth and regional specialization. Our decomposition exercises reveal that lowered business entry costs played a larger role than the reduction in trade costs in promoting welfare and that the growth of real wages, especially in inland regions, is primarily driven by the reallocation of resources towards more productive firms and the exit of less productive ones.

### Scale Effects and Spatial Distribution of Firms: A Quantitative Analysis of Japanese Manufacturing

Joint with Kensuke Suzuki and Junfu Zhang

This study quantifies the role of firm-level scale economies in shaping Japan's firm spatial distribution and aggregate economic outcomes, utilizing a spatial general equilibrium model based on **Krugman** framework calibrated to 2011 data. We assume immobile elderly workers and mobile young workers across Japanese regions. Our findings indicate that a rise in the elderly population, compared to the young, promotes firm entry. Furthermore, we show that an increasing share of elderly workers positively impacts aggregate productivity and GDP growth, aligning with Japan's policies promoting active senior employment. This is because their fixed regional presence and contributions to labor supply and consumption support local industry scale, sustain industrial agglomeration and associated economies of scale, and help balance excessive concentration. By comparing our results with an Eaton-Kortum model (which lacks increasing returns to scale), we find that scale economies in the Krugman model significantly amplify the effects of demographic shifts on Japan's overall economic performance.

### Trade Shock and Dynamic Labor Allocation

Joint with Kensuke Suzuki and Junfu Zhang

This paper examines how the U.S. economy adapted to the "China shock" in the early 21st century. While this trade shock initially disrupted U.S. manufacturing and led to job losses, it surprisingly accelerated the growth of the service sector. We argue that a key factor in this transformation was the reduction in labor relocation costs,

which allowed workers, especially those with lower education levels, to move into the service industry. This not only helped offset the negative effects of the trade shock but also improved labor market efficiency. To understand this dynamic, we developed a dynamic **Eaton-Kortum** model that incorporates declining labor relocation costs and worker heterogeneity. Our simulations demonstrate that these reduced costs enabled more low-educated workers to transition into the service sector, highlighting their crucial role in mitigating trade shock impacts and optimizing labor allocation.

### **Trade and Spatial Distribution of Firms: Quantitative Analysis of Chinese Steel Manufacturing**

Joint with Kensuke Suzuki and Junfu Zhang

### **Breaking Barriers: Regional Economic Integration and National Market Unification**

Joint with Haoyun Zhao

### **Venture Capital Network and Innovation of New Scientific and Technological Enterprises: An Information Broker's Perspective (in Chinese)**

Joint with Qiangyuan Chen, Huirong Li, and Yihua Yu

### **Government Procurement and Firm Development: Selection, Promotion, and Its Macroeconomic Effects (in Chinese)**

Joint with Xiaoping Li, Haoyun Zhao, and Feitao Jiang

## **Publications**

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### **How City Size Affects Firm Survival: Evidence from Chinese Enterprise Registration Data**

*Applied Economics Letters*, 2025, 1-5.

Joint with Haoyun Zhao, Yameng Guo, and Yang Ye

### **Estimating Round-Tripping FDI from Firm-Level Data in China**

*International Studies of Economics*, 2025, 20(2): 138-152.

Joint with Junfu Zhang, and Qiangyuan Chen

### **The Spatiotemporal Evolution of Talent Policies and Their Impact on New Quality Productive Forces in Chinese Prefecture-Level Cities: Based on Quantitative Analysis of 3308 Policy Texts from 2002 to 2021 (in Chinese)**

*Studies in Science of Science*, 2025, 1-18.

Joint with Yang Ye, Jie Xu, and Zhanglong Huang

### **International Twin Cities and Chinese Export Activities (in Chinese)**

*Economic Theory and Business Management*, 2022, 42(3), 100-112.

Joint with Jingyu Yang, and Qiangyuan Chen

### **Promotion Effect of FDI on Enterprise Survival in Host Country—A Discussion on Industry Safety and Market Access of Foreign Investment (in Chinese)**

*China Industrial Economics*, 2021, (7), 137-155.

Joint with Qiangyuan Chen, Yu Chen, and Zhenhuai Shi

### **The Man-Bear Race: A New Explanation of Regional Competition for China's High-Speed Rail Stations (in Chinese)**

*South China Journal of Economics*, 2021, 40(2), 66-83.

Joint with Qiangyuan Chen, Zhenhuai Shi, and Xiaoping Li

## **Presentations**

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### **2025**

Annual Meetings of the Midwest Economics Association (Kansas City, MO), Graduate Student Seminar (Clark University)

### **2024**

Graduate Student Seminar (Clark University)

## 2023

Chinese Economist Society North American Conference (University of Oklahoma), Graduate Student Seminar (Clark University)

## 2022

Graduate Student Seminar (Clark University)

## 2020

Camphor Economic Circle Seminar (University of Chinese Academy of Social Sciences)

## 2019

Academic Forum on Regional Science and Urban Economics (Shanghai University of Finance and Economics), Shanghai Postgraduate Academic Forum (University of Shanghai for Science and Technology), Forum on Frontier of International Trade Theory and Demonstration (Southwestern University of Finance and Economics), Urban Development Forum (Renmin University of China), Innovation Forum (Shandong University of Finance and Economics), National Development Youth Forum (Peking University)

## Teaching

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### *Teaching Assistant*

Econometrics (Undergraduate), supervised by Moshi Alam (Clark University)	Fall 2025 & Spring 2025
Introduction to Statistical Analysis (Undergraduate), supervised by Moshi Alam (Clark University)	Fall 2024

### *Research Assistant*

Research assistant to Junfu Zhang, David Cuberes, Jon Denton-Schneider (Clark University)	2021-2024
Research assistant to Qiangyuan Chen (Shanghai University/Renmin University of China) and Yao Luo (University of Toronto)	2018-2021

## Referee Services

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*International Studies of Economics*

## Selected Awards & Grants

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IER Project Research Grant (IERPK2527, PI: Motoaki Takahashi), Hitotsubashi University, Japan	2025-2026
E. C. H. Veendorp Award, Clark University	2024
Sheftel Travel Award, Clark University	2023 & 2025
NSFC Grant (72073093, PI: Qiangyuan Chen), National Natural Science Foundation of China	2021-2024
National Scholarship, Ministry of Education of China	2019
Shanghai Municipal Government Consulting Project Grant (2018-Z-D02, PI: Qiangyuan Chen), Pudong New Area Government, Shanghai	2018
Shanghai Municipal Scholarship, Shanghai Municipal Education Commission	2017

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