Zeyi Qian

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Education

Clark University, Worcester, Massachusetts, USA
PhD in Economics — 2026 (Expected)

Clark University, Worcester, Massachusetts, USA
MA in Economics — 2023

Shanghai University, Shanghai, China
MA in Economics — 2021

University of Toronto, Toronto, Ontario, Canada
International Visiting Graduate Student — 2020

Shanghai Ocean University, Shanghai, China
BA in Economics — 2018

References

Junfu Zhang
Professor of Economics
PhD Advisor (Co-Chair)
Clark University
juzhang@clarku.edu

Kensuke Suzuki
Assistant Professor of Economics
PhD Advisor (Co-Chair)
Clark University
ksuzuki@clarku.edu

Shihe Fu
Professor of Economics
PhD Advisor (External)
Wuhan University
fushihe@whu.edu.cn

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 major policy reforms including trade liberalization, infrastructure expansion, and business climate improvements. We develop a multi-sector, multi-region spatial general equilibrium model based on the **Melitz-Chaney** framework to analyze how these reforms interacted to shape regional economic growth. The model is calibrated to Chinese data, and counterfactual simulations are conducted to identify the key mechanisms driving regional development. We find that reductions in trade costs and lowered entry barriers facilitate firm entry and intensify competition. Together, these factors shape regional specialization and China's overall economic growth. 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 provinces, is primarily driven by the selection effect through the reallocation of resources towards more productive firms and the exit of less productive ones.

Aging Economy and Comparative Advantage: A Quantitative Analysis of Japan

Joint with Kensuke Suzuki and Junfu Zhang

This paper examines the comparative advantage of the elderly sector in an aging economy, using Japan as an example. We propose that with the advent of an aging economy, sectors that utilize a higher proportion of elderly workers and demand extensive experience will gain a comparative advantage, while labor-intensive young sectors will lose their advantage due to a declining young workforce. This demographic transition will drive a structural transformation in the national economy. We construct a spatial general equilibrium model based on the **Krugman** framework, calibrated with Japanese prefecture-level data. Our counterfactual analysis, which incorporates Japan's demographic and labor policies, demonstrates that introducing young labor can mitigate the declining comparative advantage of the young sector. In contrast, policies that encourage elderly employment accelerate the economy's transition toward a structure dominated by the elderly sector. 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. The scale effect works by channeling additional elderly labor into the elderly sector,

thereby expanding output so that fixed costs are more fully spread, reducing average costs and enhancing competitiveness.

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.

Leisure Demand and Pastime Trade

Joint with Shihe Fu

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

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

2025

Midwest International Trade & Theory Conference (Penn State University, upcoming), Southern Economic Association Annual Meeting (Tampa, FL, upcoming), 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

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, and Kensuke Suzuki (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

International Studies of Economics

Selected Awards & Grants

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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