

# Zeyi Qian

PhD Candidate · Economics · Urban and Trade · GE Models

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## Education

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

## References

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<b>Junfu Zhang</b> (primary)	<b>Kensuke Suzuki</b>
Professor of Economics	Assistant Professor of Economics
PhD Advisor	Co-Advisor
Clark University	Clark University
<a href="mailto:JuZhang@clarku.edu">JuZhang@clarku.edu</a>	<a href="mailto:KSuzuki@clarku.edu">KSuzuki@clarku.edu</a>

## Working Papers

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**Trade Costs, Entry Costs, and the Spatial Distribution of Chinese Manufacturing Firms (Job Market Paper)** 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** 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** 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.

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

This paper argues that provincial borders in China significantly inflate domestic trade costs, hindering the formation of a national unified market. While regional integration initiatives, such as the Yangtze River Delta, generate substantial trade gains (estimated at up to 21%), we contend these efforts may be insufficient to overcome deep-seated inter-provincial divisions. Using a structural gravity model to analyze China's domestic trade flows, we quantitatively assess this policy paradox. Our counterfactual analysis reveals a critical trade-off: eliminating provincial boundaries fosters national market unification by reducing price dispersion, whereas policies solely focused on regional integration risk creating “club effects” that can heighten trade costs with outside regions. This research quantifies the steep trade costs resulting from internal fragmentation and argues that without directly addressing provincial barriers, regional integration alone may fail to achieve a truly unified national market.

#### **Venture Capital Network and Innovation of New Scientific and Technological Enterprises: An Information Broker's Perspective** with Qiangyuan Chen, Huirong Li, and Yihua Yu (in Chinese)

#### **Government Procurement and Firm Development: Selection, Promotion, and Its Macroeconomic Effects**, with Xiaoping Li, Haoyun Zhao, and Feitao Jiang (in Chinese)

### **Publications**

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Zhao, H., \*Qian, Z., Guo, Y., and Ye, Y. 2025. **How City Size Affects Firm Survival: Evidence from Chinese Enterprise Registration Data.** *Applied Economics Letters*, 1–5.

\*Qian, Z., Zhang, J., and Chen, Q., 2024. **Estimating Round-Tripping FDI from Firm-Level Data in China.** *International Studies of Economics*, 1–24.

Ye, Y., Xu, J., Huang, Z., and Qian, Z. 2025. **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.** *Studies in Science of Science*, 1–18. (in Chinese)

Chen, Q., Yang, J., and Qian, Z. 2022. **International Twin Cities and Chinese Export Activities.** *Economic Theory and Business Management*, (3), 137-155.(in Chinese)

Chen, Q., \*Qian, Z., Chen, Y., and Shi, Z. 2021. **Promotion Effect of FDI on Enterprise Survival in Host Country—A Discussion on Industry Safety and Market Access of Foreign Investment.** *China Industrial Economics*, (7), 137-155. (in Chinese)

Qian, Z., Chen, Q., Shi, Z., and Li, X. 2021. **The Man-Bear Race: A New Explanation of Regional Competition for China's High-Speed Rail Stations.** *South China Journal of Economics*, 40(2), 66-83. (in Chinese)

### **Presentations**

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- 2025 Annual Meetings of the MEA , **Midwest Economics Association**; 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**  
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**

## Professional

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### Teaching Assistant

- Spring 2025 ECON 265: Econometrics, supervised by Dr. Moshi Alam (**Clark University**)
- Fall 2024 ECON 160: Intro to Statistical Analysis, supervised by Dr. Moshi Alam (**Clark University**)

### Research Assistant

- 2021-2024 Supervised by Dr. Junfu Zhang, Dr. David Cuberes, Dr. Jon Denton-Schneider, and Dr. Kensuke Suzuki (**Clark University**)
- 2018-2021 Supervised by Dr. Qiangyuan Chen (**Shanghai University/Renmin University of China**), and Dr. Yao Luo (**University of Toronto**)

## Referee Services

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*International Studies of Economics*

## Selected Awards, Fellowships, & Grants

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|-----------|---|-----------------|
| 2025-2026 | IER Project Research Grant (IERPK2527, PI: Motoaki Takahashi), <b>Hitotsubashi University, Japan</b>                                    | <i>JPY 500k</i> |
| 2024      | E. C. H. Veendorp Award, <b>Clark University</b>  | <i>USD 0.5k</i> |
| 2023/2025 | Sheftel Travel Award, <b>Clark University</b>   | <i>USD 1k</i>   |
| 2021-2024 | NSFC Grant (72073093, PI: Qiangyuan Chen) , <b>National Natural Science Foundation of China</b>   |                 |
| 2020      | Joint Program Grant for Graduate Students Studying Abroad, <b>Shanghai University</b>   | <i>CNY 10k</i>  |
| 2018      | Shanghai Municipal Government Consulting Project Grant (2018-Z-D02, PI: Qiangyuan Chen),<br><b>Pudong New Area Government, Shanghai</b> |                 |
| 2019      | National Scholarship, <b>Ministry of Education of China</b>   | <i>CNY 20k</i>  |
| 2017      | Shanghai Municipal Scholarship, <b>Shanghai Municipal Education Commission</b>  | <i>CNY 8k</i>   |

## Language & Skills

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**Language:** Chinese (native), English (fluent)

**Computer:** Matlab, Stata, R, ArcGIS, Julia, Python (web crawling)