

Jiayue Zhang

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REFERENCES

Andrew Foster
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EDUCATION

Ph.D. Candidate in Economics, Brown University	2020 - 2026
Visiting student, New York University Abu Dhabi	Spring 2024
Visiting student, Princeton University	Fall 2022 & Fall 2023
M.Sc. Finance, The Chinese University of Hong Kong Business School	2018 - 2020
B.A. Economics and Finance (Hon.), University of Hong Kong	2012 - 2015

JOB MARKET PAPER

“Credit and Demand for Green Energy: Evidence from Small Firms in Kenya”, with Yunyu Shu and Wycliffe Oluoch

Adoption of green technology has been low in low-income countries, despite its crucial role in sustainable development. While providing credit increases demand, it changes the payment structure and adds another dimension of price elasticity. This paper evaluates firm demand for small-scale solar sold on credit by experimentally eliciting discrete choices over different down payments and repayments. We show that price elasticity for credit purchases is mainly driven by upfront cost elasticity rather than repayment elasticity. When offered the flexibility to tailor a subsidy to be applied to the down payment or repayment, adopters almost unanimously choose to reduce the upfront cost. Despite the same de facto subsidy structure, this tailored subsidy scheme positively selects less liquidity-constrained adopters and results in more usage and more operational days by firms.

WORKING PAPERS

“Returns to Capital for Whom? Experimental Evidence from Small Firm Owners and Workers in Ghana”, with Morgan Hardy and Jamie McCasland, *revise and resubmit at American Economic Journal: Applied Economics*

We document capital contributions from workers to their employers in a representative sample of small firms using a two-sided experiment in a sample of small employers, randomizing cash transfers to firm owners or a randomly selected worker.

“Informed Climate Adaptation: Input and Output Subsidies for Shaded Cocoa”, with Yunyu Shu

We study the role of information in shaping adaptation under different subsidy schemes for cocoa farmers in Ghana, and validate that the lab results persist in real life.

WORK IN PROGRESS

“Beyond Informality: The Importance of Residential-Based Businesses”, with Morgan Hardy, Gisella Kaggy and Monica Lambon-Quayefio

We implement an inclusive enterprise listing strategy that targets firms not only in formal and informal non-residential structures but also in residential structures. We find that residential firms are economically significant, show persistence in structure types, and are meaningfully distinct.

“Less is More; Worse is Better”, with Ming Li, Yunyu Shu, and Jia Xiang

We examine whether information framed around private versus social benefits shifts adaptation behaviors, and whether credibility-enhancing caveats alter uptake in the context of agroforestry in cocoa in Ghana.

CONFERENCE PRESENTATIONS AND INVITED TALKS

2025:	MIT-Brown Development Workshop; Association of Environmental and Resource Economists 2025 Summer Conference; LSE Environment Camp; AEA CSQIEP Mentoring Conference; Political Economy of Climate & Environment Conference; Advances with Field Experiments Conference; Haverford College*; University of Rhode Island*; Beijing Normal University Behavioral and Experimental Conference*
2024 :	NBER Development Economics [†] ; IGC/Yale EGC Firms, Trade, and Development Conference; IPA Northwestern Methods & Measurement Conference; Berkeley/Sloan Summer School in Environmental and Energy Economics; Firms, Labor Markets and Development Workshop; Webinar Series in Finance and Development (WEFIDEV); New York University Abu Dhabi
2023:	PEDL Young Scholars Matchmaking Workshop; Nature-based Climate Solutions and Biodiversity Conservation; Princeton Research Program in Development Economics; Pacific Conference for Development Economics (PacDev) [†]
2021:	Oberlin College Danforth-Lewis Speakers Series
2018:	ECB-FRB-FRBNY Conference
2017:	FIW Research Conference; HKMA-BIS Conference; Central Bank of Brazil Annual Seminar

* Scheduled † By co-author

TEACHING

2024:	Lab Instructor at Brown University Honors Tutorial for Economics Majors
2023:	Guest Lecturer at New York University Abu Dhabi on Research Design, Fieldwork, and Data Analysis for Development Economics Guest Lecturer at University of Ghana on Empirical Methods in Applied Economics
2021:	Teaching Assistant at Brown University for Professor David Weil on Inequality of Income, Wealth, and Health in the United States

GRANTS

2025 - 2026:	International Growth Centre (IGC) Small Projects Facility (<i>Cocoa production and trading dynamics</i>) (£19,880) Population Studies and Training Center Summer Research Grant (\$1,200)
2024 - 2025:	IGC Small Research Grant (<i>Green Energy Adoption</i>) (£29,920) Orlando Bravo Center for Economic Research PDBF Research Fund (<i>Green Energy Adoption</i>) (\$10,000)
2023 - 2024:	IGC Small Research Grant (<i>Farmers' Climate Change Adaptation</i>) (£39,622.66) PEDL Exploratory Research Grant (<i>Green Energy Adoption</i>) (£39,989) Population Studies and Training Center Summer Research Grant (\$1,200)
2022 - 2023:	PEDL Exploratory Research Grant (<i>Farmers' Climate Change Adaptation</i>) (£39,777) Orlando Bravo Center for Economic Research PDBF Research Fund (<i>Farmers' Climate Change Adaptation</i>) (\$7,760)
2021 - 2022:	Brown University Travel Grants (\$1,700) Watson Institute Graduate Program in Development Summer Funding (\$1,500)

SCHOLARSHIPS, HONORS AND AWARDS

2025 - 2026:	Merit Dissertation Fellowship, Brown University
2023 - 2024:	Stephen R. Ehrlich Fellowship, Brown University
2022 - 2023:	Stephen Robert Graduate Fellowship, Global Mobility Fellowship, Brown University
2021 - 2022:	Manning Graduate Fellowship, Brown University
2020 - 2021:	Doris I. Eccleston 1925 Fellowship, Brown University
2018 - 2020:	CUHK Distinguished Academic Performance Scholarship for Graduates (1st Place), CUHK Distinguished Academic Performance Scholarship for New Students, CUHK Business School Admission Scholarship

RESEARCH EXPERIENCE AND OTHER EMPLOYMENT

2025:	Research Assistant for Matthew Pecenco and Bobby Pakzad-Hurson, Brown University
2018 - 2020:	Manager (Offshore Renminbi Policy), Hong Kong Monetary Authority
2015 - 2018:	Assistant Economist (Financial Markets), Hong Kong Monetary Authority

JOURNAL REFEREE

The European Journal of Finance, Utilities Policy

SKILLS

Computer: Python, Stata, R, Earth Engine, ArcGIS, QGIS, LaTeX, SurveyCTO

Language: English, Cantonese, Mandarin Chinese (native)