

# MENGWEI LIN

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ml2622@cornell.edu

## EDUCATION

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<b>Cornell University</b> Applied Economics & Management, Ph.D. Candidate	<i>2018-Present</i>
<b>Harvard University</b> Department of Economics, Exchange Student	<i>2022-2023</i>
<b>University of Wisconsin-Madison</b> Department of Economics, Master of Science	<i>2016-2018</i>
<b>Beijing Jiaotong University</b> School of Traffic and Transportation, Bachelor of Engineering	<i>2012-2016</i>

## RESEARCH INTERESTS

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Public Economics, Political Economy, Firm Behavior

## JOB MARKET PAPER

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“Local Policies and Firm Location: The Role of Leaders’ Promotion Motives in China”, 2023

**Abstract:** This paper investigates the impact of local policies on firms’ location decisions and the role of leaders’ promotion motives in intensifying policy competition. Local governments compete by offering city-wide policies, such as lowering tax rates, giving subsidies, providing financial support, or loosening environmental regulations. The gap between de facto and de jure policies is non-negligible, and many of these policies remain unobservable due to limited data accessibility. Even with policy data, current literature models local government competition only on one policy dimension (e.g., taxes or subsidies) and overlooks other policies. To address this, I introduce a novel method to capture the net effect of various policies proposed by local governments. This net effect is estimated from a model of firm location decisions and a spatial border design. The findings indicate a tendency for geographically proximate cities in Jiangsu, China to adopt similar industrial policies. Furthermore, this paper presents an innovative framework for understanding local policy competition driven by leaders’ career-advancement incentive systems. Counterfactual exercises demonstrate that leaders with stronger promotion incentives consistently advocate pro-business policies, resulting in increased firm entry into these cities. This study presents the first examination of the consequences of local government competition on firm entry within a developing country context.

## WORKING PAPERS

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“Peace and Petty Corruption: Evidence from Trucking in Côte d’Ivoire” with Jeremy Foltz and Souleymane Soumahoro, 2023

“Local Governance and Environmental Regulation: Evidence from China’s Urbanization” with Deyu Rao, 2023

“Money, Influence (and Death) in U.S. Politics” with Marco Battaglini, Valerio Leone Sciabolazza, Eleonora Patacchini, 2023

“A Tax-Shaped Retail Landscape” with Feng Chi, Limin Fang, Nathan Yang, 2023

## FELLOWSHIPS AND AWARDS

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Adam Smith Fellowship	2023-2024, Mercatus Center
EAP C.V. Starr Fellowship	2024, Cornell
Adlerbert Graduate Fellowship	2023, Cornell
Graduate School Fellowship	2022-2023, Cornell
Cornell Laidlaw Scholars Graduate Mentor Fellowship	2022, Cornell
Cornell Center for Teaching Innovation (CTI) Graduate Fellowship	2021, Cornell
Dyson "Graduate Teaching Assistant - Outstanding Service" Award	2020, Cornell
First Prize, 13th "Jinshixuan Cup" Innovation Contest	2015, BJTU
Outstanding Student Leader Award	2015, BJTU
First-class Scholarship for Academic Excellence	2014, BJTU

## SEMINARS AND CONFERENCES

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- 2023: Harvard University (Graduate Student Workshop in Political Economy and Rational Choice), Harvard University (Political Economy Tea)
- 2022: AEA, University of Oxford (Center for the Study of African Economics), CEGA (Working Group in African Political Economy), Harvard University (Econ and Social Policy Grad Workshop), Harvard University (Graduate Student Workshop in Environmental Economics)
- 2021: International Growth Centre (the BREAD Conference on the Economics of Africa), SEA, Cornell University (Emerging Markets Research Day)
- 2020: Boston University (Mentoring Workshop), Cornell University (Labor Work in Progress Seminar), Cornell University (Development Microeconomics Graduate Research Seminar)

## TEACHING EXPERIENCE

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<b>TA:</b> NCC5020/NCCY5020 Microeconomics for Management (MBA)	2022 Summer, Cornell
<b>Instructor:</b> CICER Winter Camp - Public Economics Research Group	2022 Winter, Cornell
<b>TA:</b> AEM4120 Computational Methods for Management and Economics	2021 Fall, Cornell
<b>Head TA:</b> AEM2420 Marketing for Dyson Majors	2021, 2022 Spring, Cornell
<b>Head TA:</b> AEM2400 Marketing for Non-majors	2020 Fall, Cornell
<b>TA:</b> AEM7020/ECON6115 Game Theory (PhD)	2020 Spring, Cornell
<b>TA:</b> AEM4110 Introduction to Econometrics	2019 Fall, Cornell
<b>Tutor:</b> MATH217 Calculus with Algebra and Trigonometry II	2017 Fall, UW-Madison

## PROFESSIONAL SERVICE

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**Referee:** Regional Science and Urban Economics, Journal of Economic Geography  
**Ad-hoc Reviewer:** STAARS Fellowship

## EXTRACURRICULAR ACTIVITIES

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<b>President:</b> Community-Based Project Evaluation Group	2022-2023, Cornell
<b>Director of Outreach:</b> Community-Based Project Evaluation Group	2020-2022, Cornell
<b>Treasurer:</b> AEM Graduate Student Association	2021-2022, Cornell
<b>Internship:</b> Tesla, Inc.	2016, Beijing

## OTHERS

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<b>Skills</b>	Stata, R, Matlab, Python, QGIS, C Programming, Latex, 3DS Max, AutoCAD
<b>Interests</b>	Photography, Dancing(Jazz, Latino), Painting, Swimming