

# JIE BAI

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## ACADEMIC POSITIONS

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<b>Harvard Kennedy School</b> Assistant Professor of Public Policy	2017-
<b>Harvard Kennedy School, Evidence for Policy Design at the CID</b> Visiting Scholar	2016-2017
<b>Microsoft Research New England</b> Postdoctoral Research Fellow	2016-2017

## EDUCATION

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<b>Massachusetts Institute of Technology</b> <i>Ph.D.</i> , Economics, Dissertation: Essays on Firms in Developing Countries Committee: Benjamin Olken, Abhijit Banerjee, Robert Townsend, Nikhil Agarwal Research Fields: Development (primary); Industrial Organization (secondary)	2011-2016
<b>Yale University</b> <i>B.A.</i> , Double major in Economics & Mathematics, <i>summa cum laude</i>	2007-2011

## FACULTY AFFILIATIONS

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Faculty Research Fellow, National Bureau of Economic Research (NBER)

Faculty Affiliated with: Bureau for Research and Economic Analysis of Development (BREAD), Abdul Latif Jameel Poverty Action Lab (J-PAL), Center for International Development (CID), Cornell Institute for China Economic Research (CICER), Evidence for Policy Design (EPoD), Ash Center for Democratic Governance and Innovation, Harvard Asia Center Council

## PUBLICATION

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- 1 “Firm Growth and Corruption: Empirical Evidence from Vietnam” (with Seema Jayachandran, Edmund J. Malesky and Benjamin Olken). *Economic Journal*, 2019.
- 2 “Returns to Work and Children’s Schooling: Separating the Endowment Income and Price Effects” (with Yukun Wang). *Journal of Development Economics*, 2020.
- 3 “Collective Reputation in Trade: Evidence from the Chinese Dairy Industry” (with Ludovica GAZZE and Yukun Wang). *The Review of Economics and Statistics*, 2021.
- 4 “Environmental Protection or Environmental Protectionism? Evidence from Tail Pipe Emission Standards in China” (w/ Shanjun Li, Danxia Xie and Hui Zhou). *AEA P&P*, 2021.

## WORKING PAPERS

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- 1 “Melons as Lemons: Asymmetric Information, Consumer learning and Seller Reputation”. (JMP) *2nd Revise and Resubmit, Review of Economic Studies.*
- 2 “Quid Pro Quo, Knowledge Spillovers and Industrial Quality Upgrading”. (with Panle Barwick, Shengmao Cao, Shanjun Li). *Revise and Resubmit, American Economic Review.*
- 3 “Stand Out from the Millions: Market Congestion and Information Friction on Global E-commerce” (with Maggie Chen, Jin Liu, Xiaosheng Mu, and Daniel Xu).
- 4 “The impact of Intranational Trade Barriers on Exports: Evidence from a Nationwide VAT Rebate Reform in China” (with Jiahua Liu).

## SELECTED WORK IN PROGRESS

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- 1 “Quality Upgrading and Competition: Theory and Evidence from Uganda’s Coffee Sector” (w/ Lauren Bergquist, Ameet Morjaria, Russell Morton and Yulu Tang) *Draft coming soon.*
- 2 “Government-led Certification and Quality Complementarity in Developing Country Food Supply Chains” (w/ Jing Cai, Chaikal Nuryakin, Prani Sastiono, Daniel Xu).
- 3 “Financial Constraints to Exporting and Growth among Large Firms: Experimental Evidence from Rwanda’s Export Growth Fund” (w/ Lauren Bergquist, Christian Lippitsch, Ignacio Marra).
- 4 “Information Constraints in Supplier Linkages in Rwanda” (w/ Vittorio Bassi, Lauren Bergquist, Christian Lippitsch, Ignacio Marra).
- 5 “Information Frictions and Network Spillovers in Firm-to-Firm Linkages” (w/ Lauren Bergquist, Federico Huneeus, Yuhei Miyauchi).
- 6 “Raising Retail Productivity through Data Pooling” (w/ Ajay Shenoy and David Sungho Park).
- 7 “Platform-Generated Quality Ratings: Theory, Empirics and Welfare Implications” (w/ Yanyou Chen, Daniel Xu, and Zhe Yuan).

## POLICY ARTICLES

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- 1 “Growing out of corruption” (*with Seema Jayachandran, Edmund J. Malesky and Benjamin Olken*), on *voxDev.org*. July, 2018.
- 2 Contributor to “A beginner’s guide to doing/thinking about doing an RCT or field study in China”, by *David McKenzie*, on *World Bank Blogs*. February, 2020.
- 3 “The impact of intranational trade barriers on exports: Evidence from a nationwide VAT rebate reform in China” (*with Jiahua Liu*), on *voxDev.org* and *voxChina.org*. February, 2020.
- 4 “Returns to work, child labour, and schooling: The income versus price effects” (*with Yukun Wang*), on *voxDev.org*. August, 2020.
- 5 “Search and information frictions on global e-commerce: Evidence from AliExpress” (*with Maggie Chen, Jin Liu, Xiaosheng Mu, and Daniel Xu*), on *voxDev.org* and *voxEU.org*. January, 2021.
- 6 “Collective reputation in trade: Evidence from the Chinese dairy industry” (*with Ludovica Gasse and Yukun Wang*), on *voxDev.org*. February, 2022.
- 7 “Did joint ventures help China’s automobile industry?” (*with Panle Barwick, Shengmao Cao, Shanjun Li*), on *voxDev.org*. February, 2023.

8 “Prices, firm-to-firm trade, and import substitution in Rwanda” (with John Spray and Yuhei Miyauchi), on IGC Blog. October, 2019.

## FELLOWSHIPS, HONORS, AND AWARDS

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### Government-led Certification and Quality Complementarity in Supply Chains

IFII/Gates (~ \$75,000) 2023  
PEDL (~ \$50,000) 2023  
IFII/Gates (~ \$68,000) 2021

### Raising Retail Productivity through Data Pooling

PEDL (~ \$45,000) 2023

### Financial Constraints to Exporting and Growth

IGC (~ \$35,000) 2022

### Information Constraints in Supplier Linkages

IGC (~ \$40,000) 2022

### Quality Upgrading and Competition

PEDL (~ \$225,000) 2021  
ATAI (~ \$415,000); IGC (~ \$175,000); Weiss (~ \$75,000); Milton (~ \$50,000); 2020  
MIT/Gates (~ \$50,000) 2019  
IGC (~ \$50,000); PEDL (~ \$20,000); IGC (~ \$50,000) 2018

### Market Congestion and Information Friction on Global E-commerce

NET Institute Summer Grants (~ \$3,000); Harvard Dean’s Fund (~ \$5,000) 2018

### Asymmetric Information, Consumer learning and Seller Reputation

Weiss Family Fund (\$37,000) 2014  
MIT George and Obie Shultz Fund (\$6,000) 2014  
J-PAL Discretionary Fund (\$20,000) 2014

### Earlier Awards

Jameel Fellowship, Massachusetts Institute of Technology 2013  
Ida Green Fellowship, Massachusetts Institute of Technology 2011  
Berkeley College Triffin Prize in Social Science, Yale University 2011  
William M. Masee Prize for Excellence in Economics, Yale University 2011  
Phi Beta Kappa, Junior year, Yale University 2010  
Wendy E. Blanning Memorial Fellowship, Yale University 2010

## TEACHING EXPERIENCES

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### Harvard Kennedy School, Faculty

Advanced Microeconomic Analysis II (Graduate) Spring 2018, 2019, 2021, 2022, 2023

Firms, Markets and Economic Development Spring 2019

## PROFESSIONAL ACTIVITIES

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Associate editor, *Journal of Development Economics*, 2018-2020

Referee for *American Economic Review*; *American Economic Review: Insights*; *American Economic Journal: Applied*; *American Economic Journal: Micro*; *American Economic Journal: Economic Policy*; *Canadian Journal of Economics*; *China Economic Review*; *Economic Development and Cultural Change*; *European Economic Review*; *Journal of Comparative Economics*; *Journal of Development Economics*; *Journal of Economic Behavior and Organization*; *Journal of European Economic Association*; *Journal of International Economics*; *Journal of Law, Economics and Organization*; *Journal of Public Economics*; *Marketing Science*; *Science*; *Quarterly Journal of Economics*; *Review of Economics and Statistics*; *Review of Economic Studies*; *Review of International Economics*; *World Development*

Grant review for *PEDL ERG and MRG*; *ATAI*; *National Science Foundation*; *National Academies of Sciences, Engineering and Medicine*

## INVITED SEMINARS AND CONFERENCES

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*2023-2024 (including scheduled)*: ASSA 2024 Annual Meeting, Boston IO Conference, EUI-IHEID Winter Workshop on Trade and Development, HKS Faculty Research Seminar, International Economic Association World Congress, Peking University, Renmin University, Stanford Center on China's Economy and Institutions, Tufts University, University of Chicago, UCSD, Zhejiang University

*2022*: Central European University, Dartmouth, Harvard, IGC-Stanford conference on firms, trade and development, NYU, SED (Wisconsin), the Graduate Institute Geneva (IHEID)

*2020-21*: Baruch College, Birmingham University, BREAD, Census, Columbia Economics, DFID, IFPRI, Imperial College London, London School of Economics, Hong Kong universities, Michigan Economics, Microsoft Research, NBER China, NBER Development, NBER IO, NBER IT & Digitization, NBER ITI, Northwestern, Penn State, Stanford, Syracuse, University of Oregon, USITC, Yale

*2019*: ASSA Annual Meeting, Georgetown University, George Washington University, IPA SME Working Group Meeting, Johns Hopkins University (SAIS), Microsoft Economics Team, MIT Economics, NBER Development/BREAD (pre-conference), University of Virginia, World Bank Poverty and Applied Micro Seminar, Yale Economics

*2018*: Beijing International Trade and Investment Symposium, China India Insights Conference (Singapore), Fudan University, Jinan University Workshop on Firms in Emerging Economies, National University of Singapore, University of Toronto, Markets and Organizations in Emerging Economies Conference (Kellogg School of Management), University of Pennsylvania (Center for the Study of Contemporary China), University of Toronto (Economics), University of Zurich (Economics)

*2017*: ASSA Annual Meeting, Columbia Economics, Cornell Economics & CICER, Econometric Society Asian Meeting, Econometric Society China Meeting, HKS Growth Lab Seminar, IGC/CDEP/Chazen Conference on Firms, Trade and Development, Jinan University (IESR), Microsoft Research, NBER China Workshop, NYUAD Institute's EPED in Emerging Economies Workshop; UPenn Economics

*2016*: Advances in Field Experiments Conference (University of Chicago), Annual Conference of the Lieberthal-Rogel Center for Chinese Studies (University of Michigan), Berkeley Economics, Chicago Booth/Economics, CICER China Conference (Cornell University), GWU Economics, Harvard Economics, Harvard Kennedy School, Microsoft Research, MIT Sloan Applied Economics, MIT Sloan Marketing, Northwestern University Economics, NYU Stern, Peking University, Penn State Economics, SITE (Development), Stanford GSB Applied Microeconomics, Yale SOM Marketing

*2015*: North East Universities Development Consortium (NEUDC)