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PLACEMENT DIRECTORS

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EDUCATION

Ph.D. Economics, University of Maryland at College Park, expected 2021
M.A. Economics, Renmin University, China, 2015
B.A. Economics, Sun Yat-sen University, China, 2012

FIELDS OF SPECIALIZATION

Primary: Industrial Organization
Secondary: Applied Econometrics and Microeconomic Theory

DISSERTATION

Essays on Industrial Organization

Committee: Prof. Andrew Sweeting (Chair), Prof. Ginger Jin, Prof. Chenyu Yang

JOB MARKET PAPER

“Platform Mergers in Search Markets: An Application to the U.S. Used Heavy Truck Market”

This paper analyzes the welfare effects of lowering the costs to buyers of searching and multihoming in a setting with multiple two-sided platforms. The analysis is motivated by observed changes following the 2017 acquisition of Iron Planet, which is an online auction marketplace for used heavy equipment by Ritchie Brothers Auctioneers, which operates the largest offline auction marketplace. As is quite common after platform mergers, RBA maintained both platforms but made it easier for buyers of equipment to search across the platforms (multihoming), which has the potential to render the allocation of equipment more efficient, benefitting both buyers and sellers. These efficiencies could offset market power created by the merger. This paper uses pre- and post-merger transaction data to estimate a new model of search and auction entry by buyers, and quantify the increase in welfare effects of the observed changes. Depending on the specification, the proportion of multihoming buyers increases substantially (by 50% in the baseline specification), and the total surplus can increase by more than 8%, although heterogeneity exists in the welfare impact on different market participants. This paper also considers several additional counterfactuals involving changes to equipment allocation across the marketplaces and changes in reserve price policies.

OTHER RESEARCH PAPERS

“Applying Benefit-Cost Analysis to Air Pollution Control in the Indian Power Sector,” 2019, *Journal of Benefit-Cost Analysis*, 10(S1): 185-205, with Maureen L. Cropper, Sarath Guttikunda, Puja Jawahar, Zachary Lazri, Kabir Malik, Xiao-Peng Song (received journal’s 2019 Best Article Award)

“Dynamic Oligopoly Pricing with Asymmetric Information: Implications for Horizontal Mergers,” submitted, with Andrew Sweeting and Xuezheng Tao

“The Health Impacts of Coal-Fired Power Plants in India and Co-benefits of GHG Reductions,” forthcoming for the Proceedings of the National Academy of Sciences, with Maureen Cropper, Ryna Cui, Sarath Guttikunda, Nate Hultman, Puja Jawahar, Yongjoon Park and Xiao-Peng Song

“Dynamic Price Competition, Learning-By-Doing and Strategic Buyers,” submitted, with Andrew Sweeting, Calvin Jia and Hui Shen

“Analysis of Dynamic Selling Mechanism Choice: An Application to an Online Ticket Resale Market,” working paper

“Exploiting Customer Awareness: Expedia Listing Strategy,” work in progress, with Santiago Velez

TEACHING EXPERIENCE

Instructor, Game Theory, University of Maryland, Summer and Winter 2018

Teaching Assistant, Principles of Microeconomics, University of Maryland, Fall 2016-Spring 2017

Teaching Assistant, Microeconomic Models with Unobservables, Renmin Univ., Summer 2014

RESEARCH AND RELEVANT WORK EXPERIENCE

Research Assistant, Chenyu Yang, University of Maryland, Spring 2020

Research Assistant, Maureen Cropper, University of Maryland, Spring 2018- Fall 2018

Research Assistant, Andrew Sweeting, University of Maryland, Summer 2016- Fall 2019

Summer Intern, Power Auctions LLC, Washington D.C., Summer 2016

Research Assistant, Yingyao Hu, Johns Hopkins University, Summer 2014

Visiting Student, Economics Department, Stanford University, 2014

GRANTS AND AWARD

National Science Foundation Doctoral Dissertation Improvement Grant, 2020

Vernon E. Jordan Jr. Fellowship Award, Economic Club of Washington D.C., 2020

Dean’s Research Initiative, College of Behavioral and Social Sciences, University of Maryland, 2019

Third Year Paper Award (Second Place), Department of Economics, University of Maryland, 2018

eBay Policy Scholar at the University of Maryland, 2017-2018

CONFERENCE AND SEMINAR PRESENTATIONS

2020: Young Economist Symposium, International Industrial Organization Conference (scheduled), Washington DC IO conference (coauthor presented), Federal Trade Commission (coauthor presented)

2019: Penn State (coauthor presented), Chicago Booth (coauthor presented)

2018: Stanford GSB (coauthor presented), NBER Digitization Workshop & Meeting (participated)

LANGUAGES

Mandarin Chinese (native), English (fluent)

COMPUTATIONAL SKILLS

Matlab, Stata, Python, R, Fortran, Linux

REFERENCES

Prof. Andrew Sweeting	University of Maryland	atsweet@umd.edu	(301) 405-8325
Prof. Maureen Cropper	University of Maryland	mcropper@umd.edu	(301) 405-3483
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