**Contact Information**

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**Description of the Course of Study**

I am a fourth-year Ph.D. student in economics at the Ohio State University. My primary field is industrial organization and my secondary field is econometrics. I have passed both field exams and the candidacy exam. I will be on the job market in the next academic year.

**Description of Research Interests and Projects Pursued**

My research interest lies in digitization, empirical industrial organization, and international trade. I have two working papers that use proprietary data from eBay. Please find below the titles and short descriptions of my projects.

1. *Reputation & Regulations: Evidence from eBay* (with Maryam Saeedi, Jack Shen, and Neel Sundaresan)

This paper shows that the introduction of a buyer warranty to an existing reputation system increases the welfare on eBay by 4.7%. This efficiency gain is achieved by a reduction in moral hazard through an increase in sellers' quality, and by a reduction in adverse selection through higher exit rate for low-quality sellers.

1. *Cross-Border Trade and SMEs: A Study of a Large-Scale Online Experiment* (with Neel Sundaresan)

Conventional tariff-reduction policies have not been particularly effective in promoting export from Small and Medium-Sized Enterprises (SMEs). This project shows that an export-facilitating policy that aims at reducing fixed exporting cost increases export from U.S. sellers; in particular, this positive effect is larger for smaller sellers, since fixed exporting costs have disproportionately affected them. Foreign sellers face more competition from U.S. sellers and consequently lower their prices. Foreign buyers gain welfare from lower price, more variety, and less uncertainty associated with logistics.