

Xiaonan Sun

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Asian Growth Research Institute (AGI)
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WORK EXPERIENCE

- 2017-now Research Assistant Professor, Asian Growth Research Institute
2019-now Visiting Associate Professor, Graduate School of Economics, Kyushu University

EDUCATION

- 2011-2017 **University of British Columbia, Sauder School of Business**
Ph.D. in Strategy and Business Economics
2009-2011 **University of International Business and Economics**
M.A. in Economics
2005-2009 **University of International Business and Economics**
B.A. in Economics

RESEARCH INTERESTS

International Trade, Multinational Enterprises, Industrial Organization

PUBLICATIONS

Demand shocks, financial costs, and export margins: Evidence from China

Review of International Economics, forthcoming, with Bo Chen, Junjie Hong, and Ran Jing

Exchange rate risk and trade mode choice in processing trade: Evidence from Chinese data

Review of International Economics, 28(2) 2020, 537-564, with Zhe Chen and Junjie Hong

Local institutions, Foreign Direct Investment and Productivity of Domestic Firms

Review of Development Economics, 20(1), 2016, 25-38, with Junjie Hong, and Wei Huang

The Legacy of Nineteenth Century Treaties on the Current Trade of Chinese Cities

Asia-Pacific Journal of Accounting & Economics, 22(3), 2015, 251-270, with Keith Head, John Ries, and Junjie Hong

Exports, Ownership and Firm Productivity: Evidence from China

The World Economy, 34(7), 2011, 1199-1215, with Junjie Hong

WORKING PAPERS

China's export registration in the automobile industry: Effects on manufacturer-intermediary match efficiency

In 2007, China implemented a policy requiring automobile producers to distribute through at most three trade intermediaries and list their intermediaries on a registry. Motivated by the registration requirements and granularity in the order sizes handled by most intermediaries, this paper develops a model to describe the matches among automakers and intermediaries. The model shows market division arises endogenously due to the regulation. It creates inefficiencies in matching and double marginalization. The model

predictions coincide with a number of stylized facts: a strong decline in the number of auto intermediaries, assortative matching, export price increases for intermediaries, and substantial churning in the sets of intermediaries registered by the automakers. Welfare analysis in terms of total profit shows that this regulation benefits relatively less efficient automakers. The lowest cost automaker as well as intermediaries are worse off.

Productivity, Market Penetration and Allocation of Sales, with Zhe Chen

This paper examines the sales allocation of Chinese exporters. We demonstrate that highly productive firms are less export oriented compared with less productive ones. This negative correlation between firm productivity and export intensity (defined as export-total sales ratio) remains robust when we control firm ownership, factor intensity, and rule out impacts of processing trade.

Managerial foreign experience and outward FDI: Evidence from China, with Wen Wen and Yun Ke

This paper examines whether and how the foreign experience of managers affects its outward foreign direct investment (OFDI) decisions.

TEACHING

2019 – now	Multinational Corporations in Asia (Graduate Program), Instructor, Kyushu University
2017 – 2018	International Business (Vancouver Summer Program), Instructor, UBC
2015	COEC126 Data: Description, Display and Inference, Instructor, UBC
2012 – 2016	Teaching Assistant for COMM498: International Business Management; COMM394: Government and Business; COMM306: Urban Land Economics, UBC

HONORS AND AWARDS

2017	Masahiko Aoki Best Paper Nomination Award
2017	Chinese National Scholarship for Outstanding Self-Funded Students Abroad
2011 – 2015	Four Year Fellowships, UBC
2011 – 2015	Dean Earle D. MacPhee Memorial Fellowship, UBC
2012 – 2015	International Tuition Award, UBC
2014	Sauder School of Business Graduate Award, UBC
2011	C.K Choi Fellowship in Business Administration, UBC
2011	International Partial Tuition Scholarship, UBC
2011	Excellent Graduate Thesis Award, UIBE
2009 & 2011	Outstanding Graduates Award (top 3%), UIBE
2006 – 2008	First-class Scholarship & Outstanding Student of the University, UIBE
2007	Sumitomo Mitsui Banking Corporation Scholarship, UIBE

SKILLS

Stata, R, Python, MATLAB, ArcGIS, Latex

LANGUAGES AND CITIZENSHIP

Chinese(native), English(proficient), Canadian Citizen