

GUO XU

LONDON SCHOOL OF ECONOMICS & POLITICAL SCIENCE

Department of Economics

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GENDER: Male

CITIZENSHIP: German

PRE-DOCTORAL STUDIES:

2012-2013 MRes Economics (Merit), London School of Economics
2011-2012 MSc Economics (Distinction), London School of Economics
2009-2010 MSc Development Studies (ranked 1st), London School of Economics
2007-2009 BSc Economics, Humboldt-Universität zu Berlin

DOCTORAL STUDIES:

PhD Economics, London School of Economics

DATES: 2013 - present

THESIS TITLE: Essays in Development, Labor and Organizations

EXPECTED COMPLETION DATE: June 2017

THESIS ADVISOR AND REFERENCES:

Professor Oriana Bandiera (Advisor)
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Professor Robin Burgess (Advisor)
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Professor Marianne Bertrand
University of Chicago
Booth School of Business
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DESIRED TEACHING AND RESEARCH:

Primary Fields: Development, Labor and Organizational Economics
Secondary Fields: Economic History

TEACHING EXPERIENCE:

2016 – 2017 EC220 Introduction to Econometrics, LSE (Undergraduate)
2013 – 2014 DV431 Development Management, LSE (Graduate)
2012 – 2015 EC206 The Global Economy, LSE-PKU Summer School (Undergraduate)
2012 – 2016 EC307 Development Economics, LSE Summer School (Undergraduate)
2012 – 2013 EC220 Introduction to Econometrics, LSE (Undergraduate)

RELEVANT POSITIONS HELD:

2011 – 2016 Research Assistant for Oriana Bandiera, Robin Burgess,
Dave Donaldson, Eliana La Ferrara, Sandra Sequeira
2013 – 2014 LSE Teaching Fellow in International Development
2012 – 2013 Consultant at Asian Development Bank, Research Division
2010 – 2011 Research Associate at DIW Berlin

LANGUAGES

German Native
English Fluent
Chinese (Mandarin) Fluent spoken, basic written

HONORS, SCHOLARSHIPS AND FELLOWSHIPS:

2017 Royal Economic Society Junior Fellowship
2015 International Growth Centre Grant
2015 STICERD Research Grant
2014 Class Teacher Award
2010 Best Overall Performance and Best Dissertation for MSc
2007 Friedrich-Ebert-Foundation Fellowship

COMPLETED PAPERS:

“The Costs of Patronage: Evidence from the British Empire” (Job Market Paper)

I study how patronage affects the promotion and performance of senior bureaucrats within a global organization: the British Empire. I combine newly digitized personnel and public finance data from the colonial administration 1854-1966 to study the inner workings of a bureaucracy that controlled close to a fifth of the earth's land mass at its peak. Exploiting the ministerial turnover in London as a source of within-governor variation in social connections, I find that governors are more likely to be promoted to higher salaried colonies when connected to their superior during the period of patronage. At the same time, they provide more tax exemptions, generate less revenue, invest less and are less likely to be recognized for their service. The promotion and performance gaps disappear after the abolition of patronage appointments. Exploiting a fixed allocation rule to predict the appointment of connected governors unrelated to colony characteristics, colonies administered for longer periods by connected governors during the period of patronage exhibit lower fiscal capacity today. Exposure to connected governors after the removal of patronage has no long-run impact.

“The Costs of Bureaucratic Rigidity: Evidence from the Indian Administrative Service”, with Marianne Bertrand, Robin Burgess and Arunish Chawla, 2016 (submitted)

Using a stakeholder survey and rich administrative data we study elite civil servants in India. We find that officers that enter state cadres older and in larger cohorts are less effective and more likely to be suspended. We argue that this is due to weaker promotion prospects and career incentives. We demonstrate that states which contain a higher proportion of these officers grow less quickly and that these effects are driven by senior officers and felt most acutely in the organized industrial and service sectors of the economy. Career concerns of bureaucrats therefore affect both their effectiveness and aggregate economic performance.

“How Does Collective Reputation Affect Hiring? Selection and Sorting in an Online Labour Market”, EOPP Paper 54, 2015 (Under revision Journal of the European Economic Association)

Using data from an online labour market where the country of residence is the salient group characteristic, we document a mechanism through which collective reputation perpetuates group inequality. Using an IV strategy, we identify reputational externalities between an employer's first hire and the propensity to contract more workers from the same country. Employers, contingent on their first worker's performance, continue to almost exclusively hire from the same country. This coincides with a positive sorting response: Observing their predecessor's success, workers from the same country disproportionately apply and are of higher quality. Employers, facing better applicants, in turn provide higher ratings.

PUBLICATIONS

“Rewarding Schooling Success and Perceived Returns to Education: Evidence from India”, with Sandra Sequeira and Johannes Spinnewijn (Journal of Economic Behavior & Organization, 2016)

This paper tests two specific mechanisms through which individuals can form expectations about returns to investments in education: recognition for schooling performance, and exposure to successful students through family or social networks. Using a regression discontinuity design, we study the impact of two fellowship programs recognizing educational performance in secondary schools in India. We find that the fellowship award is associated with a significant increase in the perceived value of education, by both increasing the perceived mean of earnings (0.74 standard deviations (SD)) and decreasing the perceived variance in earnings (1.03 SD) associated with additional years of schooling. The effects spill over only selectively to social and family networks. Peers exposed to successful students do not update their beliefs but parents of fellows report higher perceived returns to education. Peers of fellows are however more informed about fellowship opportunities and report a higher intention to apply for the fellowship, thus contributing to the persistence of the potential impact of the fellowship across different cohorts.

WORK IN PROGRESS:

“State Capacity and Long-run Development: Evidence from the British Empire”, with Robin Burgess, (data collection)

“Slums, Cities and Growth in India”, with Robin Burgess, Chang-Tai Hsieh and Enrico Moretti

“D.R. Congo Public Service Reform and Rejuvenation Project – A Randomized Controlled Trial”, with Eric Mvukiyeye, Raul Sanchez de la Sierra and Florian Blum, World Bank i2i DIME (design phase),

CONFERENCE AND SEMINAR PRESENTATIONS

- 2017 Stanford-LSE Conference on Long-run Development (invited)
CSAE Oxford (scheduled)
- 2016 European Winter Meeting of the Econometric Society, Edinburgh
SAEe Bilbao
Warwick, History and Development Workshop (invited)
Paris School of Economics Development Seminar (invited)
EUDN PhD Workshop on Development Economics, ULB
Uppsala University, Applied Micro Seminar (invited)
Development Economics Workshop, Oxford CSAE (invited)
European Doctoral Program Workshop, UPF
Annual Congress EEA-ESEM, Geneva
Evidence Based Economics Summer Meeting, LMU Munich
Verein für Socialpolitik AEL, Heidelberg
International Growth Week, LSE
Trans-Atlantic Doctoral Conference, LBS
Annual Conference of the Royal Economic Society, Sussex
- 2015 Brown Bag Seminar, Humboldt-Universität zu Berlin (invited)
Berlin Colloquium in Economic History, Humboldt-Universität zu Berlin (invited)
- 2014 CESifo Group Seminar, Munich (invited)
DIW Berlin, International Economics Seminar (invited)
Annual Congress EEA-ESEM, Toulouse
Warwick PhD Conference, Warwick
- 2013 NEUDC, Harvard Kennedy School
Asian Development Bank, Manila (invited)
European Doctoral Program Workshop, UC Louvain
- 2012 Annual Congress EEA-ESEM, Malaga
- 2011 Verein für Socialpolitik AEL, DIW Berlin (invited)
Annual Congress EEA-ESEM, Oslo

REFEREE SERVICE

Journal of Labor Economics, Economica, Journal of Development Economics, Journal of Economic History, International Review of Economics and Finance

For the most up-to-date CV and papers, please visit: <http://www.guoxu.org>