

## Research Statement

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My research interests are in the field of applied microeconomics with an emphasis on industrial organization and public economics. My dissertation research considers a range of issues in the U.S. yogurt market, with a focus on the empirical analysis of the economic impact of new product introduction and manufacturer's bargaining power with respect to its product variety. I also have a strong interest in analyzing the industrial organization of education markets by using discrete choice models, particularly school choice models. Across fields, my research utilizes discrete choice and reduced-form models. In what follows, I discuss the content of each part of my dissertation in more detail, followed by a discussion of future research plans.

### **“Strawberry or Plain Yogurt? Product Line Expansions and Manufacturer's Bargaining Power with Retailers” with Philip Gayle**

In my job market paper, we empirically investigate how a manufacturer's preexisting number of vertically differentiated product lines and the number of horizontally differentiated products within each line affects its bargaining power with retailers. To answer this question, we first estimated a structural econometric model to recover parameter estimates of relative bargaining power for a sample of manufacturer-retailer pairs. We then use a sequence of linear regression models to study how the estimates of manufacturers' bargaining power with retailers relate to the manufacturers' product line width and depth. Our findings show that a manufacturer's expanded provision of horizontally differentiated products under a given line and the number of vertically differentiated product lines do not change the manufacturer's share of the profit pie with retailers. Our study contributes to the literature on determinants of bargaining power within the manufacturer-retailer vertical channel and provides a policy implication to competition authorities.

### **“Introduction of Greek Yogurt and Its Market Impacts on the U.S. Yogurt Industry” with Philip Gayle**

In the second chapter of my dissertation, our key objective is to empirically examine the market impacts of the introduction of Greek yogurt has had on other types of yogurt. To achieve our goals, first, we estimate a random coefficients logit demand model. We then use the estimated model to perform counterfactual experiments designed to assess the market impact that Greek yogurt has on other yogurt types.

### **“Modeling School Demand using License Suspension for Default Laws” With Philip Gayle and Amanda Gaulke**

Student loan default has become a growing concern. Borrowers who default can face many negative consequences in addition to credit score reductions. The third chapter of my dissertation aims to evaluate the students' enrollment to colleges based on state policies that revoke, deny, or suspend state licenses due to student loan default. Using a difference-in-differences framework, we find a significant reduction in enrollment in schools with high default rates.

### **Future Work**

I am currently working with Dr. Philip G. Gayle and Dr. Amanda P. Gaulke on constructing a structural demand model to estimate the elasticity of school enrollment with respect to student loan default rate. In the immediate future, I intend to analyze the manufacturer's bargaining power when a manufacturer-retailer pair has an option to negotiate over a bundle of products produced by the manufacturer. Also, I would like to broaden my experience in the industrial organization of education economics.