

## Steven Y. Wu

---

Purdue University

May 2011

Department of Agricultural Economics

403 West State Street

West Lafayette

Office: (765) 494-4299

Fax: (765) 494-4333

Email: [sywu@purdue.edu](mailto:sywu@purdue.edu)

<http://www.agecon.purdue.edu/directory/details.asp?username=sywu>

---

### RESEARCH AND TEACHING INTERESTS

Applied Contract Theory and Incentive Systems, Applied Microeconomics, Experimental Economics, Industrial Organization, Regulation and Public Policy Related to Contracting.

### EDUCATION

Ph.D. University of California Berkeley, Agricultural and Resource Economics, December 2001.

M.S. University of Arizona, Agricultural and Resource Economics, August 1995.

B.A. San Diego State University, Economics, May 1990.

### PROFESSIONAL EMPLOYMENT AND AFFILIATIONS

Associate Professor, Agricultural Economics, Purdue University, West Lafayette, Indiana, 2008-present.

Adjunct Professor, Agricultural, Environmental, and Development Economics, The Ohio State University, Columbus, Ohio, 2008-present.

Associate Professor, Agricultural, Environmental, and Development Economics, The Ohio State University, Columbus, Ohio, 2007-2008.

Assistant Professor, Agricultural, Environmental, and Development Economics, The Ohio State University, Columbus, Ohio, 2001-2007.

Research Fellow, Institute for the Study of Labor (IZA), Bonn, Germany, 2007-present.

Member, Economic Design Network, Department of Economics, University of Melbourne, 2007-present.

Research Faculty, Vernon Smith Experimental Economics Laboratory, Department of Economics, Purdue University, 2009 to present.

Affiliated Faculty Member, John Glenn School of Public Affairs, The Ohio State University, Columbus, Ohio, 2006-2008.

Visiting Scholar, Agricultural and Resource Economics, North Carolina State University, Raleigh, North Carolina, 2000-2001.

Graduate Student Researcher, Agricultural and Resource Economics, University of California Berkeley, Berkeley, California, 1997-2000.

Analyst, California Tomato Growers Association, Stockton, California, 1998-1999.

Research Assistant, Agricultural and Resource Economics, University of Arizona, Tucson, Arizona, 1993-1995.

## **HONORS AND AWARDS**

Dept. of Agricultural Economics Nominee for University Faculty Scholar, Purdue University, 2011.  
Pomerene Teaching Award, College of Food, Agriculture, and Environmental Sciences, The Ohio State University, 2005.  
University of California Hewlett Fellowship, 1996-1999.  
Outstanding Graduate Thesis Award, Western Agricultural Economics Association, 1996.  
Cowden Scholarship, University of Arizona, 1994.  
Graduate Academic Scholarship, University of Arizona, 1994.

## **TEACHING EXPERIENCE**

### *Purdue University:*

AGEC 333 – Food Distribution: A Retailing Perspective, 2010-2011.  
AGEC 690E – Economics of Agribusiness Strategy and Marketing, 2009 & 2011.

### *The Ohio State University:*

AEDE 205 – Data Analysis, 2002, 2004, 2005, 2006, 2007.  
AEDE 500 – Managerial Economics, Spring 2003.  
AEDE 713 – Microeconomics of Public Policy and Market Regulation, 2003, 2004, 2005, 2007, 2008.  
AEDE 806 – Economics of the Firm 2008.

### *University of California Berkeley:*

Teaching Assistant for Graduate Level Econometrics, Spring 1999.

### *University of Arizona:*

Teaching Assistant for Undergraduate Agribusiness, Fall 1993.

## **GRADUATE STUDENT ADVISING (MAJOR PROFESSOR)**

### *Purdue University:*

Sharon Raszap (Ph.D. program, in progress)  
Stephanie Rosch (Ph.D. program, in progress)  
Yangxuan Liu (M.S. program, progress)  
Bo Zheng (M.S. program, in progress)  
Joshua Yoder (M.S. program, completed and employed at Mendel Biotechnology)

### *Ohio State University:*

Michael Brady, Ph.D. (Currently Research Assistant Professor, Washington State University)  
Myoungki Lee, Ph.D. (Currently an Economist at the Korea Rural Economic Institute)  
John (Jack) Schieffer, Ph.D. (Currently Assistant Professor, University of Kentucky)  
Maoyong Fan, M.S. (subsequently entered the Ph.D. program in Agricultural and Resource Economics at the University of California, Berkeley; Currently Assistant Professor, Ball State University)

## **REFEREED PUBLICATIONS**

Brady, Michael P. and Steven Y. Wu. “The Aggregation of Preferences in Groups: Identity, Responsibility, and Polarization.” *Journal of Economic Psychology*, 31(2010): 950-963.  
Wu, Steven Y. “Contract Producer Protection Legislation and Termination Damages in the Presence of Contracting Frictions.” *American Journal of Agricultural Economics*, 92(2010):28-41.

- Lee, Myoungki, Steven Y. Wu, and Maoyong Fan. "Balancing Grower Protection against Agency Concerns: An Economic Analysis of Contract Termination Damages." *Journal of Agricultural and Resource Economics*, 33(2008):154-168.
- Wu, Steven Y. and Brian Roe. "Contract Enforcement, Social Efficiency, and Distribution: Some Experimental Evidence." *American Journal of Agricultural Economics*, 89(2007):243-258.
- Wu, Steven Y. "Contract Theory and Agricultural Policy Analysis: A Discussion and Survey of Recent Developments." *Australian Journal of Agricultural and Resource Economics*, 50(2006): 490-509.
- Wu, Steven and Brian Roe. "Tournaments, Fairness, and Risk." *American Journal of Agricultural Economics*, 88(2006):561-573.
- Wu, Steven and Brian Roe. "Behavioral and Welfare Effects of Tournaments and Fixed Performance Contracts: Some Experimental Evidence." *American Journal of Agricultural Economics*, 87(2005):130-146.
- Wu, Steven. "Regulating Agricultural Contracts: What are the Tradeoffs?" *Choices*, First Quarter, 2003.
- Just, David, Steven A. Wolf, Steve Wu, and David Zilberman. "Consumption of Economic Information in Agriculture." *American Journal of Agricultural Economics*, 84(2002):39-52.
- Hueth, Brent, Ethan Ligon, Steven Wolf and Steven Wu. "Incentive Instruments in Fruit and Vegetable Contracts: Input Control, Monitoring, Measuring, and Price Risk." *Review of Agricultural Economics*, 21(1999): 374-389.

#### **INVITED PUBLICATIONS (NON-REFEREED)**

- Just, David and Steven Y. Wu. "Experimental Economics and the Economics of Contracts." *American Journal of Agricultural Economics*, 91(2009):1382-1388 (Invited Proceedings Paper).
- Schieffer, John and Steven Y. Wu. "Private Mechanisms, Informal Incentives and Policy Intervention in Agricultural Contracts." *American Journal of Agricultural Economics*, 88(2006): 1251-1257 (Invited Proceedings Paper).
- Sporleder, Thomas L. and Steven Y. Wu. "Social Capital and Vertical Ties in Agrifood Supply Chains." *Journal of Chain and Network Science*, 6(2006):1-9 (Invited Paper).

#### **OTHER PAPERS – Papers in progress, working papers, or papers in review**

- Alexander, Corinne, Rasto Ivanic, Stephanie Rosch, Wallace Tyner, Steven Y. Wu, and Joshua R. Yoder. "Contract Theory and Implications for Perennial Energy Crop Contracting." (Revise and resubmit *Energy Economics*).
- Wu, Steven Y. and Brian Roe. "Discretionary Contracts and the Optimal Degree of Incompleteness." Revised 2011.
- MacDonald, James, and Steven Y. Wu. "Market Competition and Contracting." Revised 2010.
- Roe, Brian and Steven Y. Wu. "Do the Selfish Mimic Cooperators? Experimental Evidence from Finitely-Repeated Labor Markets." Discussion Paper 4084, Institute for the Study of Labor (IZA), Bonn, Germany, March 2009.
- Brady, Michael P. and Steven Y. Wu. "The Effect of Intragroup Communication on Preference Shifts in Groups." Discussion Paper 3429, Institute for the Study of Labor (IZA), Bonn, Germany, April 2008.
- Wu, Steven Y. and Brian Roe. "Discretionary Latitude and Relational Contracting."

- Discussion Paper 2879, Institute for the Study of Labor (IZA), Bonn, Germany, June 2007.
- Wu, Steven Y., Brian Roe, and Thomas Sporleder. "Mixed Tournaments, Common Shocks, and Disincentives: An Experimental Study." MPRA Paper 21, University Library of Munich, Germany, 2006.
- Just, David and Steven Wu. "Loss Aversion and Reference Points in Contracts." Working Paper 2005-04, Dept. of Applied Economics and Management, Cornell University, March 2005.
- LaFrance, Jeffrey, Jay Shimshack, and Steven Wu. "Subsidized Crop Insurance and the Extensive Margin." CUDARE Working Paper 912, University of California Berkeley, 2000.

### **INVITED SEMINARS**

- 2010: Kansas State University; Ball State University; Iowa State University; University of Guelph.
- 2009: University of Wisconsin, Madison; Purdue University.
- 2008: Purdue University; Washington State University (presented by co-author).
- 2007: University of California, Davis; USDA-Economic Research Service; Purdue University; The Ohio State University.
- 2006: North Carolina State University.
- 2002: USDA-Economic Research Service.
- 2000: The Ohio State University.

### **CONFERENCE PRESENTATIONS**

- 2010: AAEA in Denver (2 papers and 2 posters); USDA/NIFA Markets and Trade Project Director's Meeting in Denver (poster).
- 2009: BioConference at Purdue University; ESA in Tucson (2 papers); ESE Conference on Experiments in Organizations at Erasmus University, The Netherlands; AAEA in Milwaukee (2 papers).
- 2008: ASSA (AEA Session) in New Orleans; USDA/CSREES/NRI Project Director's Meeting in New Orleans (poster).
- 2007: ASSA (AEA Session) in Chicago; AAEA in Long Beach (3 papers).
- 2006: USDA/CSREES/NRI Project Director's Meeting in Washington, D.C. (1 paper and 1 poster); SCC-76 Meeting on Economics and Management of Risk in Agriculture and Natural Resources in Myrtle Beach; ASSA (AEA Session) in Boston.
- 2005: AAEA in Providence (2 papers); ASSA (AEA Session) in Philadelphia (poster).
- 2004: AAEA in Denver (3 papers).
- 2003: AAEA in Montreal (2 papers).
- 2002: World Congress of Environmental and Resource Economists in Monterey.
- 2000: AAEA in Tampa.
- 1999: AAEA in Nashville.

### **BOOK CHAPTER**

- Wolf, Steve, David Zilberman, Steven Wu and David Just. "Institutional Relations in Agricultural Information Systems." In Knowledge Generation and Technical Change: Institutional Innovation in Agriculture. Wolf, Steve and David Zilberman eds., Norwell, MA: Kluwer Academic Press, pages 233-266, 2001.

## GRANTS

- “Agricultural Market Structure and Conduct, and Robust Market and Contract Design.” USDA/NIFA, AFRI, \$291,332, January 2010-January 2013 (Principal Investigator with Barry Wittman).
- “Bargaining, Competition, and Efficiency in Production Contracts: An Experimental Analysis.” Cooperative Agreement, USDA Economic Research Service, \$101,914, October 2008-September 2011 (Principal Investigator).
- “Purdue Research Foundation Research Grant.” Purdue University, One-Year Research Assistant Support, 2011-2012.
- “Building a Joint Team in Food Economics with Integrated Research and Teaching Activities.” IPIA and IP Joint Seed Grant Program for Purdue University-China Agricultural University Strategic Partnership, \$3500, January 2011-August 2012 (Collaborator with Holly Wang, Ken Foster, and Nicole Olynk).
- “Contracting Issues Related to Perennial Crops for Lignocellulosci Bioenergy.” Mendel Biotechnology, \$51,525, June 2009-June 2010 (Co-Principal Investigator with Corinne Alexander and Wallace Tyner).
- “An Experimental Investigation of Contractual Arrangements and Incentive Systems.” Grant funded by USDA/CSREES, National Research Initiative, September 2005-September 2008. \$237,161.00 (Principal investigator with Brian Roe and David Just).
- “An Experimental Investigation of Contractual Arrangements and Incentive Systems.” OARDC Seed Grant, March 2005-June 2008, \$49,555 (Principal investigator).
- “Analytical and Experimental Analysis of Regulatory & Legal Restrictions on Agricultural Contracts.” Grant funded by USDA/CSREES, National Research Initiative, December 2002-December 2005. \$53,000 (Principal investigator with Brian Roe).
- “USDA Market Assistance Program for Armenia.” Grant funded by USDA, August 2002-August 2004. \$30,084 (Collaborator with Brian Roe and Thomas Sporleder).

## SERVICE

- Associate Editor: *American Journal of Agricultural Economics* 2008-2011.
- Refereeing for Professional Journals: *Agricultural Economics*; *Agricultural and Resource Economics Review*; *American Journal of Agricultural Economics*; *Applied Economics Perspectives and Policy*; *Canadian Journal of Economics*; *European Review of Agricultural Economics*; *Journal of Agricultural and Resource Economics*; *Journal of Economic Education*; *Journal of Economics, Management, and Strategy*; *Journal of Public Economic Theory*; *Marketing Science*; *Southern Economic Journal*;
- Additional Reviews: American Agricultural Economics Association Outstanding Doctoral Dissertation Award; Selected Papers for the 2008, 2009, 2010 Agricultural and Applied Economics Association Annual Meetings.
- Member, Selected Presentations Committee, Agricultural and Applied Economics Association. Presided or Moderated paper sessions at the ASSA Annual Meetings (2007 and 2011) and AAEA Annual Meetings (2003 and 2004).
- Served as a judge for the Edward F. Hayes Graduate Research Forum, The Ohio State University; and the Snyder Poster Competition, Purdue University.
- University Departmental Level Service:  
*Purdue University (Agricultural Economics)*: Chair of Committee for Best Ph.D. Thesis; Faculty Search Committee; Graduate Program Math Assessment Counselor; Ph.D. Program

Preliminary Exam Chair; Seminar Committee.

*The Ohio State University (Ag., Env., and Dev. Economics):* Faculty Council, Graduate Studies Committee; Ph.D. Curriculum Review Committee; Academic Affairs Committee; Faculty Search Committee; Best Thesis and Dissertation Selection Committee; Ph.D. Field Writing Group for Agricultural Economics & Agribusiness; Strategic Planning Task Force for Teaching.

*University of California Berkeley (Agricultural and Resource Economics):* Graduate Admissions Committee.

## **PROFESSIONAL MEMBERSHIPS**

Agricultural and Applied Economics Association (AAEA)

American Economics Association (AEA)

Econometric Society (ES)

Economic Science Association (ESA)