

## Steven Y. Wu

---

CONTACT INFORMATION	Agricultural Economics Purdue University 403 West State Street West Lafayette, IN 47906, USA	<i>P:</i> (765) 494-4299 <i>F:</i> (765) 494-4333 sywu@purdue.edu
RESEARCH INTERESTS	Health Economics and Food, Applied Contract Theory, Incentive Design, Nonlinear Pricing, Experimental Economics, Regulation and Public Policy Related to Contracting.	
EDUCATION	<b>University of California, Berkeley</b> , Berkeley, CA, USA Ph.D., Agricultural and Resource Economics, December 2001 <b>University of Arizona</b> , Tucson, AZ, USA M.S., Agricultural and Resource Economics, August 1995 <b>San Diego State University</b> , San Diego, CA, USA B.A., Economics, May 1990	
ACADEMIC EXPERIENCE AND AFFILIATIONS	<b>Purdue University</b> , West Lafayette, IN, USA Associate Professor, Agricultural Economics 2008-present Research Faculty, Vernon Smith Experimental Economics Laboratory 2008-present <b>The Ohio State University</b> , Columbus, OH, USA Adjunct Professor, Ag, Environmental, and Development Economics 2008-present Associate Professor, Ag, Environmental, and Development Economics 2007-2008 Affiliated Faculty Member, John Glenn School of Public Affairs 2006-2008 Assistant Professor, Ag, Environmental, and Development Economics 2001-2007 <b>Institute for the Study of Labor (IZA)</b> , Bonn, Germany Research Fellow 2007-present <b>University of Sydney</b> , Sydney, NSW, Australia Visiting Scholar 2014 <b>Monash University</b> , Clayton, VIC, Australia Visiting Scholar 2012 <b>University of Melbourne</b> , Melbourne, VIC, Australia Honorary Fellow, Faculty of Business and Economics 2012 <b>North Carolina State University</b> , Raleigh, NC, USA Visiting Scholar, Agricultural and Resource Economics 2000-2001 <b>University of California, Berkeley</b> , Berkeley, CA, USA Graduate Student Researcher, Agricultural and Resource Economics 1997-2000 <b>University of Arizona</b> , Tucson, AZ, USA Research Assistant, Agricultural and Resource Economics 1993-1995	
REFEREED JOURNAL PUBLICATIONS	<ul style="list-style-type: none"><li>• Bourquard, Brian, and Steven Y. Wu. “An Economic Analysis of Beverage Size Restrictions.” Conditionally accepted at <i>American Journal of Agricultural Economics</i>. (2019)</li><li>• Cason, Timothy N. and Steven Y. Wu. “Subject Pools and Deception in Agricultural and Resource Economics Experiments.” <i>Environmental and Resource Economics</i>, (forthcoming). First online (2018): <a href="https://doi.org/10.1007/s10640-018-0289-x">https://doi.org/10.1007/s10640-018-0289-x</a>.</li></ul>	

- Wu, Steven Y. and James MacDonald. “Economics of Agricultural Contract Grower Protection Legislation.” *Choices*, Third Quarter, 2015.
- Yoder, Joshua R., Corinne Alexander, Rastislav Ivanic, Stephanie Rosch, Wallace Tyner, and Steven Y. Wu. “Risk vs Reward, a Financial Analysis of Alternative Contract Specifications for the Miscanthus Lignocellulosic Supply Chain.” *BioEnergy Research*, 8(2015):644-656.
- Wu, Steven Y. “Adapting Contract Theory to Fit Contract Farming.” *American Journal of Agricultural Economics* 96(2014):1241-1256.
- Alexander, Corinne, Rasto Ivanic, Stephanie Rosch, Wallace Tyner, Steven Y. Wu, and Joshua R. Yoder. “Contract Theory and Implications for Perennial Energy Crop Contracting.” *Energy Economics*, 34(2012):970-979.
- 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.
- Michler, Jeffrey D. and Steven Y. Wu. “Relational Contracts in Agriculture: Theory and Evidence.” *Annual Review of Resource Economics*. Forthcoming.
- 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).

INVITED  
PUBLICATIONS  
(NON-REFEREED)

- 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).

PAPERS IN  
PROGRESS,  
WORKING PAPERS,  
OR PAPERS IN  
REVIEW

- Michler, Jeffrey D., and Steven Y. Wu. “The Effects of Governance on Relational and Formal Contracts: Evidence from Groundwater Irrigation Markets.” (In review at *Journal of Economic Behavior and Organization*)
- Erkal, Nisvan, Steven Y. Wu. and Brian E. Roe. “Foundations of Relational Contracting: Experimental Evidence.” (In review at *Games and Economic Behavior*)
- Balagtas, Joseph V., Nuno-Ledesma, Jose G., and Steven Y. Wu. “Taxes vs Portion Cap Rules for Soda Regulation.” Working Paper 2017.
- Brindley, Jacob and Steven Y. Wu. “Relational Contracting and Market Power: Experimental Evidence.” Working Paper 2017.
- Sheremeta, Roman M. and Steven Y. Wu. “Testing Canonical Tournament Theory: On the Impact of Risk, Social Preferences, and Utility Structure.” Discussion Paper 6304, Institute for the Study of Labor (IZA), Bonn, Germany, January 2012
- 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.
- Wu, Steven Y., Brian Roe, and Thomas Sporleder. “Mixed Tournaments, Common Shocks, and Disincentives: An Experimental Study.” MPRA Paper No. 21, November 2007.
- 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.

BOOK CHAPTER

- Wu, Steven Y. “Tipping the Scales on Health.” In *How to Feed the World*. Eise, Jessica and Ken Foster eds., Washington, D.C: Island Press, 2018.
- 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, 2001.

HONORS AND  
AWARDS

- Student Choice Spotlight Educator Award, College of Agriculture, Purdue University, 2019.
- Department of Agricultural Economics Nominee for University Faculty Scholar, Purdue University, 2011 and 2012.

- 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.

CONFERENCE  
PAPERS

- 2018:** World Congress of Environmental and Resource Economists, Gothenburg, Sweden (Parallel Session); AAEA Annual Meetings, Washington, D.C.
- 2017:** Conference on Behavioral & Experimental Agri-environmental Research: Methodological Advancements & Applications to Policy, West Virginia; 3rd Annual Workshop on Relational Contracts, Evanston, IL.; AAEA Annual Meetings, Chicago, IL.
- 2016:** AAEA Annual Meetings, Boston, MA (Invited and Selected Papers)
- 2015:** International Society for New Institutional Economics Annual Conference, Harvard Law School; International Conference of Agricultural Economists, Milan, Italy.
- 2014:** ASSA Meetings, Philadelphia; 11th Midwest International Development Conference, Minneapolis.
- 2013:** AAEA Annual Meetings, Washington, D.C.; North American ESA Conference, Santa Cruz.
- 2011:** International ESA Conference, Chicago; North American ESA Conference, Tucson.
- 2010:** AAEA, Denver (2 papers and 2 posters); USDA/NIFA Markets and Trade Project Directors Meeting, Denver (poster).
- 2009:** BioConference, Purdue University; ESA, Tucson (2 papers); ESE Conference on Experiments in Organizations, Erasmus University, The Netherlands; AAEA, Milwaukee (2 papers).
- 2008:** ASSA (AEA Session), New Orleans; USDA/CSREES/NRI Project Directors Meeting, New Orleans (poster).
- 2007:** ASSA (AEA Session), Chicago; AAEA, Long Beach (3 papers).
- 2006:** USDA/CSREES/NRI Project Directors Meeting, Washington, D.C. (1 paper and 1 poster); SCC-76 Meeting on Economics and Management of Risk in Agriculture and Natural Resources, Myrtle Beach; ASSA (AEA Session), Boston.
- 2005:** AAEA, Providence (2 papers); ASSA (AEA Session), Philadelphia (poster).
- 2004:** AAEA, Denver (3 papers).
- 2003:** AAEA, Montreal (2 papers).
- 2002:** World Congress of Environmental and Resource Economists, Monterey.
- 2000:** AAEA, Tampa.
- 1999:** AAEA, Nashville.

INVITED SEMINARS  
AND  
PRESENTATIONS

- 2018:** Cal Poly San Luis Obispo.
- 2017:** SCC-76 Risk Meetings (Keynote); USDA-ERS.
- 2016:** USDA-NIFA Project Directors Meeting, Boston, MA.
- 2015:** Iowa State University.
- 2014:** University of Sydney; Monash University.
- 2013:** USDA-NIFA.
- 2012:** University of Melbourne; Deakin University; Monash University; University of Sydney; University of Alabama, University of Illinois.
- 2011:** University of Arizona.
- 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.

TEACHING  
EXPERIENCE

**Purdue University**

- AGEC 333 Food Distribution: A Retailing Perspective, 2010, 2011, 2013, 2014, 2015, 2016, 2017, 2018, 2019.
- AGEC 429 - Agribusiness Marketing Workshop, 2019.
- AGEC 690 Applied Contract Theory and Nonlinear Pricing, 2009, 2011, 2014, 2016, 2018.

**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**

- William McClain (Ph.D. in progress)
- Jose Nuno-Ledesma (Ph.D. Assistant Professor, University of Guelph)
- Jacob Brindley (Ph.D. Economics, Assistant Professor, Miami University, joint with Tim Cason)
- Jeff Michler (Ph.D. Assistant Professor, University of Saskatchewan, now at University of Arizona)
- Sharon Raszap Ph.D. (Economist, USDA-ERS)
- Stephanie Rosch Ph.D. (Economist, USDA-ERS)
- Brian Bourquard, M.S.
- Yiyuan Xie, M.S.
- Yangxuan Liu, M.S.
- Bo Zheng, M.S.
- Joshua Yoder, M.S.

## The Ohio State University

- Michael Brady, Ph.D. (Assistant Professor, Washington State University)
- Myoungki Lee, Ph.D. (Economist, Korea Rural Economic Institute)
- John (Jack) Schieffer, Ph.D. (Assistant Professor, University of Kentucky)
- Maoyong Fan, M.S.

## GRANTS AND FUNDING

- “Integrating Theory, Experiments, and Econometrics to Advance the Economics of Competition in Agricultural and Food Markets.” USDA/NIFA, AFRI Foundational Program - Economics, Markets and Trade, \$483,495, March 2017-March 2020 (with Juan Sesmero and Joseph Balagtas)
- “Economic Analysis of Policies that Combat Obesity Through Restrictions on Food Retailing: A Mechanism Design and Experimental Economics Approach.” USDA/NIFA, AFRI Foundational Program Economics, Markets and Trade, \$450,581, April 2014-March 2018 (Principal Investigator with Joseph Balagtas)
- “Smallholder Participation in Kenyan Export Markets.” U.S. Borlaug Fellows in Global Food Security, U.S. AID/Purdue University, \$15,000, March 2013-August 2013.
- “Visiting Scholar Research Award.” Department of Economics, University of Melbourne, \$8100AUD, February 2012-April 2012 (with Nisvan Erkal).
- “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

**Reviews/Editorial Boards**

- **Associate Editor/Editorial Council:** American Journal of Agricultural Economics 2008-2011; Applied Economic Perspectives and Policy 2011-2013; Journal of Agricultural and Resource Economics 2015-2018.
- **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; Food Policy; Games and Economic Behavior; International Journal of Industrial Organization; Journal of Agricultural and Resource Economics; Journal of Economic Behavior and Organization, Journal of Economic Education; Journal of Economics, Management, and Strategy; Journal of Public Economic Theory; Marketing Science; Southern Economic Journal; World Development.
- **Additional Service:** Reviewer for American Agricultural Economics Association Outstanding Doctoral Dissertation Award; Reviewer for Selected Papers for the 2008, 2009, 2010 Agricultural and Applied Economics Association Annual Meetings; Selected Presentations Committee, Agricultural and Applied Economics Association; T.W. Schultz Memorial Lecture Selection Committee, Agricultural and Applied Economics Association; Reviewer for Purdue New Horizons Proposal; Reviewer for USDA-Economic Research Service Book Chapter.

**University Departmental Level Service:**

- **Purdue University (Agricultural Economics):** Member, Graduate Committee; Chair of Committee for Best Ph.D. Thesis; Chaired Ph.D. prospectus exams; Faculty Search Committees; Graduate Program Math Assessment Counselor; Ph.D. Program Preliminary Exam Chair; Seminar Committee; Ph.D. Job Placement Officer; Chair of Computer Committee; Chair of Best M.S. Thesis Selection Committee; Common Good Utility College of Agriculture Representative.
- **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.