

Steven Y. Wu

CONTACT INFORMATION	Agricultural Economics Purdue University 403 West State Street West Lafayette, IN 47906, USA	<i>Voice:</i> (765) 494-4299 <i>Fax:</i> (765) 494-4333 <i>E-mail:</i> sywu@purdue.edu www.agecon.purdue.edu/directory/details.asp?username=sywu
RESEARCH INTERESTS	Applied Contract Theory, Incentive Design, Nonlinear Pricing, Experimental Economics, Industrial Organization, Regulation and Public Policy Related to Contracting.	
EDUCATION	<p>University of California, Berkeley, CA, USA Ph.D. Agricultural and Resource Economics, December 2001</p> <p>University of Arizona, Tucson, AZ, USA M.S., Agricultural and Resource Economics, August 1995</p> <p>San Diego State University, San Diego, CA, USA B.A., Economics, May, 1990</p>	
ACADEMIC EXPERIENCE AND AFFILIATIONS	<p>Purdue University, West Lafayette, IN, USA <i>Associate Professor, Agricultural Economics</i> <i>Research Faculty, Vernon Smith Experimental Economics Laboratory</i></p> <p>The Ohio State University, Columbus, OH, USA <i>Adjunct Professor, Agricultural, Environmental, and Development Economics</i> <i>Associate Professor, Agricultural, Environmental, and Development Economics</i> <i>Affiliated Faculty Member, John Glenn School of Public Affairs</i> <i>Assistant Professor, Agricultural, Environmental, and Development Economics</i></p> <p>Institute for the Study of Labor (IZA), Bonn, Germany <i>Research Fellow</i></p> <p>University of Sydney, Sydney, NSW, Australia <i>Visiting Scholar</i></p> <p>Monash University, Clayton, VIC, Australia <i>Visiting Scholar</i></p> <p>University of Melbourne, Melbourne, VIC, Australia <i>Honorary Fellow, Faculty of Business and Economics</i></p> <p>North Carolina State University, Raleigh, NC, USA <i>Visiting Scholar, Agricultural and Resource Economics</i></p> <p>University of California, Berkeley, CA, USA <i>Graduate Student Researcher, Agricultural and Resource Economics</i></p> <p>University of Arizona, Tucson, AZ, USA <i>Research Assistant, Agricultural and Resource Economics</i></p>	<p>2008 - present 2008-present</p> <p>2008 - present 2007-2008 2006-2008 2001-2007</p> <p>2007 - present</p> <p>2014</p> <p>2012</p> <p>2012</p> <p>2000-2001</p> <p>1997-2000</p> <p>1993-1995</p>

HONORS AND
AWARDS

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.

PUBLICATIONS

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.

INVITED
PUBLICATIONS
(NON-REFEREED)

Just, David and Steven Y. Wu. "Experimental Economics and the Economics of Contracts." *Amer-*

ican 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).

PAPERS IN
PROGRESS,
WORKING PAPERS,
OR PAPERS IN
REVIEW

Erkal, Nisvan, Steven Y. Wu. and Brian E. Roe. "Strategic Incomplete Contracts: Theory and Experiments." (In submission).

Yoder, Josh.R., Corinne Alexander, Rasto Ivanic, Stephanie Rosch, Wallace Tyner, and Steven Y. Wu. "Risk Versus Reward, a Financial Analysis of Contract Use Implications to the Miscanthus Lignocellulosic Supply Chain," (Revise and resubmit to Bioenergy Research)

Raszap, Sharon and Steven Y. Wu. "Effect of Communication on the Domestic and Foreign Market." Working Paper, 2014.

Michler, Jeffrey D., and Steven Y. Wu. "Contracting for Groundwater Irrigation: A Principal-Agent Based Approach to Determining Contract Choice." Working Paper, 2014.

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

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.

CONFERENCE
PRESENTATIONS

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: BioeConference, 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.

SEMINARS AND
PRESENTATIONS

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.
- AGEC 690E Applied Contract Theory and Nonlinear Pricing, 2009, 2011, 2014.

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

Jacob Brindley (Ph.D. Economics, joint with Tim Cason, in progress)

Jeff Michler (Ph.D., in progress)

Sharon Raszap (Ph.D., in progress)

Stephanie Rosch (Ph.D., in progress)

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. (Currently 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.

GRANTS AND
FUNDING

“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 2017.

“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

Associate Editor/Editorial Council: American Journal of Agricultural Economics 2008-2011; Applied Economic Perspectives and Policy 2011-2013.

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; 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.

Additional Reviews: American Agricultural Economics Association Outstanding Doctoral Dissertation Award; Selected Papers for the 2008, 2009, 2010 Agricultural and Applied Economics Association Annual Meetings.

Selected Presentations Committee: Agricultural and Applied Economics Association.

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.

MEMBERSHIP

Agricultural and Applied Economics Association (AAEA); American Economics Association (AEA); Econometric Society (ES); Economic Science Association (ESA)