Adoption of Foreign Products, Peer Effects, and Domestic Firm Networks

Faculty Member: Diana Van Patten

This Research Assistantship position is being offered in association with the Yale Economic Growth Center’s (EGC) pilot Data Science for Development Initiative.

Proposal Description:

We study the process of acquiring foreign products using data on imports by individuals. We analyze how engagement with e-commerce diffuses across peers, and identify peer effects by focusing on specific imported products. A new foreign product purchased by a friend, relative, co-worker, or close neighbor significantly increases an individual’s own demand of the same product. This increase in demand can also trigger a response from the firms that are most exposed to clients who conduct online purchases abroad, in the form of businesses importing and selling the same product themselves. We also document heterogeneous responses depending on the peer’s gender.

Requisite Skills and Qualifications:

Domain of Python (required).
Experience with Stata is a strong plus.

Award: Rohit Gupta
Tobin Application Link: Tobin Application
Project Type: Tobin RA
Project Year: 2022
Term: Fall 2022

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