

Wonjin Seo

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EDUCATION

Yonsei University

M.A. in Economics (in progress)

- GPA: 4.30 / 4.30

Seoul, Korea

September 2025 - Present

Yonsei University

B.A. in Economics and Applied Statistics (Double Major)

- GPA: 4.20 / 4.30, GPA (Statistics and Mathematics): 4.24 / 4.30

- Selected Coursework:

Graduate (taken as an undergraduate): Microeconomics (A+), Econometrics (A+)

Mathematics: Analysis I (A+), Probability and Random Processes (A+)

Seoul, Korea

March 2019 - August 2025

University of Birmingham

Exchange Student

Birmingham, United Kingdom

September 2023 - December 2023

Leave of Absence: Military Service

Republic of Korea Air Force

Osan Air Base (U.S.-ROK)

July 2021 - April 2023

FIELDS OF INTEREST

Industrial Organization, International Trade, Econometrics

WORKING PAPERS

- [1] How Does Trade Competition with a Technological Leader Reshape Domestic Innovation?

Sole author

South Korea's abolition of Japan-specific import restrictions produced an import surge and cut patenting in exposed technologies, most sharply where Japan was further ahead. Broadly diversified incumbents reallocated invention away from those fields largely without contracting, while narrower incumbents shrank overall. Reallocation ran toward technologically related fields offering greater opportunity: import competition changes the *direction* of innovation, not only its level.

- [2] Premium or Penalty? Consumer Inference from the Sponsored Label

Sole author

The "Sponsored" label can repel consumers in one market and attract them in another. Paying for placement signals quality but also buys visibility for sellers the organic algorithm passed over, so consumers discount sponsored listings when organic ranking is precise and favor them when it is noisy. When the platform itself chooses that precision, mandatory disclosure can backfire: it sharpens inference from the label while strengthening the incentive to degrade organic search.

WORK IN PROGRESS

- [1] **Identification and Estimation of Discrete Choice Models with a Fixed Latent Information Structure**
with Paul S. Koh
Studies identification and estimation in single-agent and multi-agent discrete choice models when the information structure is unknown but fixed across markets. Using a linked-game approach, the project characterizes sharp identified sets for structural parameters and counterfactual outcomes and develops computationally tractable procedures for estimation and inference.
- [2] **The Production of Artificial Intelligence: Evidence from Korean AI Firms**
with Paul S. Koh and Devesh Raval
Uses linked firm-level microdata from the Korean Artificial Intelligence Industry Survey to study how labor, R&D, knowledge stock, computing resources, and cloud use shape AI production and productivity. The project documents substantial productivity dispersion and examines the roles of specialized talent, intangible assets, and computing infrastructure in the production of AI.

PRESENTATIONS AND DISCUSSIONS

Midwest International Trade & Theory Conference Presenter	Toronto, Canada October 2026 (scheduled)
The 21st Meeting of the Asia Pacific Trade Seminars (APTS) Presenter	HKUST, Hong Kong July 2026
Korea International Economic Association Summer Conference Presenter	Gangneung, Korea August 2026
Korean Econometric Society Summer Conference Presenter	KAIST, Korea August 2026
Korea's Allied Economic Associations Annual Meeting Discussant	Chung-Ang University, Korea February 2026
Yonsei-Keio Economics Graduate Workshop Presenter	Yonsei University, Korea August 2025

AWARDS AND HONORS

2025 DB Insurance and Finance Contest Honorable Mention, Economics Division	DB Insurance
Highest Honors Awarded to the highest 1%	Yonsei University Spring 2021
High Honors Awarded to the highest 3%	Yonsei University Fall 2020
Honors Awarded to the highest 10%	Yonsei University Spring 2019; Spring 2024

FELLOWSHIPS AND SCHOLARSHIPS

Brain Korea-21 Plus Program Graduate Research Fellowship	National Research Foundation of Korea September 2025 - Present
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Merit-Based Scholarship

Yonsei University
Spring 2021; Fall 2023

RESEARCH GRANTS

Institute for AI and Social Innovation

Generative AI and the Restructuring of Digital Competition

- Participating Researcher; funding **KRW 30,000,000 (approx. US\$21,000)**

Yonsei University
September 2026

RESEARCH ASSISTANT AND TEACHING EXPERIENCE

Research Assistant for Prof. Jong-Hee Hahn

AI-Generated Synthetic Data: Economic and Social Impacts and Applications

Yonsei University
September 2025 - Present

Research Assistant for Prof. Younghoon Kim

Historical event research and data collection

National University of Singapore
August 2026

Teaching Assistant for Prof. Paul S. Koh

- Econometrics I (Fall 2025, Spring 2026, Fall 2026)
- Applied Microeconomic Analysis (Spring 2026)

Yonsei University
September 2025 - Present

Teaching Assistant for Prof. Jong-Hee Hahn

- Industrial Organization (Fall 2025, Spring 2026)
- Economics of Industrial Strategy (Fall 2025)
- Economics of Platforms and Networks (Fall 2026)

Yonsei University
September 2025 - Present

Econometrics Tutor

Merit-Based Peer Tutoring Program

⇒ Selected on the basis of academic performance to provide undergraduate tutoring in Econometrics.

Yonsei University
Fall, 2024

RESEARCH ACTIVITIES AND SERVICE

Yonsei Structural Econometrics Reading Group (YSERG)

Organizer and Participant

Yonsei University
January 2026 - Present

Yonsei Microeconomics Reading Group

Participant

Yonsei University
Summer 2024 - Present

Yonsei Applied Microeconomics Reading Group

Participant

Yonsei University
2025

Junior Scholar Club (JSC), Economics Chapter

Academic Affairs Director (2025); Participant

Yonsei University
Spring 2024 - Spring 2026

STANDARDIZED TESTS

GRE General Test

Verbal 160; Quantitative 170; Analytical Writing 4.0

TOEFL iBT (1–6 scale)

Overall 5.5; Reading 6; Listening 6; Writing 5; Speaking 5

Japanese-Language Proficiency Test

N1 (highest level), 178 / 180

SKILLS AND LANGUAGES

- **Computer Skills:** R, Python, Julia, $\text{\LaTeX}$
- **Languages:** Korean (Native), English (Fluent), Japanese (Fluent)