

U.S. Job Market for Non- Native Speakers of English

Wendong Zhang

Iowa State University, 09-24-2018

What Signals Are You Sending to Employers?

(Why Should They Hire You?)

1. Publications or R&R in top field journals or above?
2. Co-PI for grants or research funding for grad students?
3. Award for your research, papers, teaching?
4. Teaching experience as a sole instructor? (this could be especially important for non-native speakers to showcase your English)
5. Selected national or regional conference presentations?
6. Presentations or publications for non-technical audience?
7. Intern experience?
8. Preparing Future Faculty?

In this increasingly competitive market, it is your responsibility to convince others to hire you!

For non-native speakers, unfortunately, the first step or block is to convince people that you could also speak good English

Expect more judgment and skepticism especially for non-native speakers, especially from Asia

1. Good teaching evaluations as sole instructors
2. Already fearlessly network with others in your field in conferences
3. Invited conference presentations and successfully answer questions
4. Papers with coauthors who are not your major professor
5. Publications or R&R
6. Invited reviews for journals in your field
7. Good conversations
8. Ask questions at seminars – at first, all questions are stupid
9. Meet the seminar speakers
10. Be engaged (do you know who the Iowa State coach is?)

International Students Who Want a US Academic Position

- Expect more judgment and skepticism especially for non-native speakers, especially from Asia
- While at graduate schools, try your best to improve your oral and written English
 - Take a writing class
 - Get a professional editor for your dissertation
 - Watch CNN, not sitcoms
- Network at conferences, break the introvert stereotype
- Ask questions at seminars – at first, all questions are stupid
- Get a good teaching evaluation
- It is your responsibility to convince people to hire you!

AAEA – Another Booming Market for Ag-Related Students



- Fields: Agribusiness, food, ag-environ, extension, postdoc
- More and more postings
- Format:
 - More informal – 1-2 interviewers
 - Typically 30 minutes
 - You only need to submit CV on AAEA Job Board
 - Some schools have a set of questions that they ask everyone
 - You may even get another interview through meeting w someone at the reception
- Flyouts: Nov, schools try to scoup the good candidates before they go to ASSA

Supplementary Materials from 09/07/2016 Job Market Seminar

Interview Outline

- Interview Questions Wendong 
- Mock Interview Questions 
- Potential Interview Questions 
- Potential Questions to Ask to Interviewers 
- Rudik Interview Spiel Outline 
- Some Thoughts on AEA Interviews Industry 
- UCLA Job Interview Tips 
- UCSD Job Interview Tips 

Interview Sheet

- Information for Interview Form 
- Interview Schedule 

Job Market General Tips

- Cochrane 2005 - Writing Tips for PhD Students 
- Don Fullerton's Very Good Guidelines for Writing Research Papers 
- Holmes and Colander 2005 - The Hiring of an Economist 
- Iliev 2008 - Stanford - Job Market Advice 
- Job Market Guide and Advice - 2014-15 9-3-14 
- Shapiro How to Give an Applied Micro Talk 
- Shievy 2009 - Purdue - Strategy and Etiquette for Ag Econ Job Market Candidates 
- The Six Ways You're Acting Like a Grad Student (and how that's killing you on the job market) The Professor Is In 

Job Sheet

- Example Job List 
- Job Market Letters 

International Students & Students Interested in the International Academia – HK, China etc.

- Your interviewers may still suffer jet lag so it is your responsibility to light them up
- Don't feel bad if you did not do well, Chinese schools like to judge based on resumes and advisor names
- Rising standards of recruiting and tenure for Chinese market
- Occasionally the interviewers speak Chinese
- Be sure to apply to your alma mater
- You may not have to do flyouts to get an offer

Lessons Learnt from the job market - Wendong

- Enjoy the spotlight on you and your research
 - Very rare
- Relax, network – you will find lifelong colleagues, friends from other candidates, and the interviewers
- Have some role model (mine was JunJie Wu)
- Practice, practice, and practice
 - Job talks
 - I did five times: fellow candidates, 2nd year with fresh econometric knowledge, advisor, committee, your family etc.
 - Anticipate every question and try to come up w a good answer
- Mock interviews!

My signals when I was on the market

- R&R at Land Economics with a coauthor who is not my advisor
- Intern at USDA ERS
- Book Chapter in the Oxford Handbook of Land Economics
- RA for a NSF grant; co-PI for Ohio Sea Grant
- Several best graduate student best paper awards from conferences
- Sole instructor for an undergrad course – the Chinese economy (SEI 4.9 out of 5)
- Good network (I attended most AAEA and AERE conferences, and knew most environmental economists at least at ag econ departments & land value datasets)
- One extension presentation and publication

<http://rongli.weebly.com/>

Academic Position

Associate Professor, School of Finance, Renmin University of China, August 2017 –
Visiting Scholar, Federal Reserve Bank of St. Louis, January 2018
Assistant Professor, School of Finance, Renmin University of China, August 2014-July 2017
PhD Intern, Research Department, Federal Reserve Bank of St. Louis, July-August 2013

Education

Ph.D., Economics, The Ohio State University, August 2014
M.A., Economics, The Ohio State University, August 2010
B.S., Mathematics, Zhejiang University, China, June 2009

Publications

“The Expected Inflation Channel of Government Spending in the Postwar U.S.,” (with Bill Dupor),
European Economic Review, 2015, 74:36-56

“Time-to-build, Consumption Complementarity, and Government Spending Multipliers,” (with Jingchao Li), *Economics Letters*, 2018, 163: 121-125

“Spending Reversals and Fiscal Multipliers under an Interest Rate Peg,” (with Xiaohui Tian), *Journal of Money, Credit, and Banking*, forthcoming

Shanghai Jiaotong University, Shanghai China, October 2014

NBER EF&G Research Meeting, New York NY, February 2014

The Royal Economic Society Conference, Manchester UK, April 2014

Midwest Macroeconomics Fall Meeting, Minneapolis MN, November 2013

Midwest Macroeconomics Spring Meeting, Champaign IL, May 2013,

Georgetown Center for Economic Research Biennial Conference, Washington DC, May 2013

Midwest Economic Association Annual Meeting, Columbus OH, March 2013

Macroeconomics workshop, The Ohio State University, February 2013, October 2013

<https://sites.lafayette.edu/liuho/>

Hongxing Liu

Assistant Professor of Economics, Lafayette College

AEDE 4310: Environmental and Resource Economics

Summer 2016

Monday/Wednesday

Scott

Instructor: Hongxing Liu
Office: Room 342 Agricultural Administration
Email: liu.2386@osu.edu
Office Hours: Monday 1:00pm to 3:00pm and
If you cannot make it during office hours,
meet with you. Email is the best way to

Week	Date	Topic	Assignment
Week #1	Wed. (6/8)	Introduction, Logistics, and Overview	Carmen quiz 1
	Fri. (6/10)	Markets, Efficiency, and the Environment	
Week #2	Mon. (6/13)	Market Failure: Externalities	Carmen quiz 2
	Wed. (6/15)	Property Right and the Coase Theorem	
	Fri. (6/17)	Market Failure: Public Goods	
Week #3	Mon. (6/20)	Environmental Valuation	Carmen quiz 4
	Wed. (6/22)	Cost Benefit Analysis and Water Valuation	
	Fri. (6/24)	Economics of Pollution Control	
Week #4	Mon. (6/27)	Instruments for Environmental Policy	Homework #1
	Wed. (6/29)	Discounting and Dynamic Efficiency	
	Fri. (7/1)	Dynamic Efficiency and User Cost	
Week #5	Mon. (7/4)	Independence Day Break, no class	Carmen quiz 6
	Wed. (7/6)	Review	
	Fri. (7/8)	In-class Exam 1	
Week #6	Mon. (7/11)	Introduction to Natural Resources	Carmen quiz 7
	Wed. (7/13)	Economics of Renewable Resources: Fisheries	
	Fri. (7/15)	Economics of Renewable Resources: Forests	
Week #7	Mon. (7/18)	Cities and Land Use Issues	Carmen quiz 8
	Wed. (7/20)	Climate Change	
	Fri. (7/22)	Sustainability	
Week #8	Mon. (7/25)	Economics of Biodiversity	Carmen quiz 10
	Wed. (7/27)	In-class Debate	
	Fri. (7/29)	Review	
Exam 2: Wednesday (8/3)		8:00am – 9:45am	

ACADEMIC EXPERIENCE

Assistant Professor and Extension Economist, Department of Agricultural and Applied Economics, University of Georgia, Tifton, Georgia, 1/2018 – Present.

Assistant Professor, Department of Agriculture, Eastern Kentucky University, Richmond, Kentucky, 6/2017 – 12/2017.

Lecturer, Department of Agriculture, Eastern Kentucky University, Richmond, Kentucky, 8/2016 – 6/2017.

Graduate Research and Teaching Assistant, Department of Agricultural Economics, Purdue University, West Lafayette, Indiana, 8/2012 – 8/2016.

Undergraduate Research Assistant, Department of Economics, University of Macau, Macao, China, 1/2007 – 6/2007.

Second place, International Food and Agribusiness Management Association Case Study Competition, 2015.

Cultivator, Farm Foundation Round Table, Farm Foundation, NFP, 2015.

Third Place, Purdue Snyder Memorial Lecture Graduate Student Poster Competition, 2015.

Honorable Mention, Most Outstanding Interdisciplinary Project, Purdue University, 2015.

Finalist, Agricultural and Applied Economics Association Graduate Student Extension Competition, 2015.

Conference Scholarship, International Food and Agribusiness Management Association, 2015.

“A Risk Analysis of Precision Farming for Tomato Production.” Eastern Kentucky University Faculty Mini-Grants, \$1,957.82, April 2017 – December 2017 (Principal Investigator).

“Reducing Losses to Potato and Tomato Late Blight by Monitoring Pathogen Populations, Improved Resistant Plants, Education, and Extension.” USDA-NIFA, AFRI Competitive Grant, March 2011 – February 2016 (Funding for Graduate Study).

Liu, Y., Robinson, J. R. C., & Shurley, W. D. (2018). [China's Potential Cotton Tariffs and U.S. Cotton Exports: Lessons from History](#). *Choices*. Quarter 2.

Danyi Qi

Department of Agricultural, Environmental and Development Economics
The Ohio State University
2120 Fyffe Road, Columbus, OH, 43210

Phone: 614-364-3989

Email: qi.163@osu.edu

<https://aede.osu.edu/our-people/danyi-qi>

EDUCATION

The Ohio State University

Columbus, OH

Ph.D. in Agricultural, Environmental and Development Economics

May 2018 (Expected)

Committee: Dr. Brian E. Roe (Chair), Dr. Elena Irwin, Dr. H. Allen Klaiber,
and Dr. Jill Clark

AWARDS & HONORS

Guest co-editor, *Journal of Food Products Marketing*, [Special Edition on Food Waste](#), 2017-2018.

[Bernie Erven Outstanding Graduate Teacher Award, Department of Agricultural, Environmental and Development Economics, Ohio State University, May 2017.](#)

2. **Qi, D.** and Roe, B. E., 2017. "Foodservice Composting Crowds Out Consumer Food Waste Reduction Behavior in a Dining Experiment," *American Journal of Agricultural Economics*, 99(5), 1159-1171.
3. **Qi, D.** and Roe, B. E., 2016. "Household Food Waste: Multivariate Regression and Principal Components Analyses of Awareness and Attitudes among US Consumers," *PLOS ONE*, 11(7), p.e0159250 (**Among the top 1% most downloaded PLOS ONE articles in 2016**).

RESEARCH GRANTS

1. **Qi, D.**, B. E. Roe, **\$3,000**, "Estimating Impacts of Food Waste Policy on Consumer Ordering, Intake, and Waste of Food", Decision Sciences Collaborative Pilot Grant. **FUNDED**, 2017-18
2. Roe, B. E., A. Specht, E. Buck, A. S. Arroyo-Rodriguez, A. Dial and M. Long, and **D. Qi**, **\$62,750**, "OSU Collaborative to Reduce & Redirect Consumer Food Waste," InFACT Discovery Theme and OSU Sustainability Fund. **FUNDED**, 2016-17

PHD DISSERTATION: “The Impact of Food Geography on Consumer and Producer Welfare”

Expected Date of Completion: May 2018

WORKING PAPERS

1. “Access to Fruits and Vegetables and Consumer Welfare in Urban Food Deserts” (**Job Market Paper**)
2. “Agricultural Market Liberalization and Household Food Security in Rural China” with Kathy Baylis and Lia Nogueira, *Revise and Resubmit, American Journal of Agricultural Economics*
3. “Something Fishy in Seafood Trade? The Relation between Tariff and Non-Tariff Barriers” with Kathy Baylis, Lia Nogueira, and Kathryn Pace, *Revise and Resubmit, American Journal of Agricultural Economics*
4. “Does a Nutritious Diet Cost More in Food Deserts?” with Kathy Baylis, Craig Gundersen and Michele Ver Ploeg, *Revise and Resubmit, Agricultural Economics*

HONORS AND AWARDS

- | | |
|-----------|---|
| 2017 | Best Paper Award of Parenteral and Enteral Nutrition Society of Asia (PENSA) Annual Meeting |
| 2012/2015 | Henry Fellowship for PhD Students, University of Illinois |
| 2014 | Most Outstanding Second Year Paper Award, Dept. of ACE, University of Illinois |
| 2013 | Pass Ph.D. Core Examination with Distinction, Dept. of ACE, University of Illinois |

GRANTS

- USDA, Economic Research Services. “FoodAPS Geography Study.” 2012. PI-C. Gundersen. Research Assistant – L. Fan. \$654,632
- University of Illinois, Campus Research Board. “The Effects of Agricultural Commercialization on Household Food Security in Rural China.” PIs – K. Baylis, L. Fan and L. Nogueira. 2012. \$13,620.

WORK EXPERIENCE

Health Economics and Outcomes Research (HEOR) Intern, Abbott Nutrition

ACE-592 Tutorial Economics Statistics (Ph.D. level)

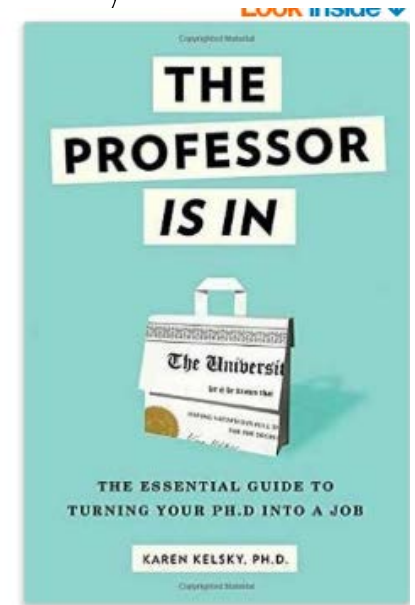
University-wide “List of Teachers Ranked as Excellent by Their Students”, U. of Illinois.

Recap from the 2016 talk Ivan and I offered

- JMP
 - Read advice from Goldin and Katz
- Interviews
 - 2 and 5-10 minute summaries
 - Other current and future research
- Job market talk
 - Read advice from Shapiro
- Be organized, pay attention to details
- Be friendly/enthusiastic, show you can be a good colleague
- The process can be (sort of) fun if you're prepared

Some additional resources (Dept Intranet)

- Sample interview questions
- General econ job market tips and discussions on the process
- Writing tips for papers and dissertations
- Sample spreadsheet for you organize job applications and reference letters
- All these are in the folder that will be shared with everyone



Activate NCFDD institutional sub account

<http://www.facultydiversity.org/default.asp?page=JobMarketVideo>

Some other writing resources for papers and presentations

The introduction formula by Keith Head

<http://blogs.ubc.ca/khead/research/research-advice/formula>

The Middle Bits formula for applied papers

<http://marcfbellemare.com/wordpress/12797>

The Conclusion formula

<http://marcfbellemare.com/wordpress/12060>

22 Tips for Conference and Seminar

Presentations

<http://marcfbellemare.com/wordpress/10053>