

Approved by the
Regents
May 21, 2015

PROMOTION RECOMMENDATION
The University of Michigan
Gerald R. Ford School of Public Policy

Dean C. Yang, associate professor of public policy, with tenure, Gerald R. Ford School of Public Policy, and associate professor of economics, with tenure, College of Literature, Science, and the Arts, is recommended for promotion to professor of public policy, with tenure, Gerald R. Ford School of Public Policy, and professor of economics, with tenure, College of Literature, Science, and the Arts [also being promoted to research professor, Population Studies Center, Institute for Social Research].

Academic Degrees:

Ph.D.	2003	Harvard University, Economics, Cambridge, MA
B.A.	1995	Harvard University, Economics, Cambridge, MA

Professional Record:

2013-present	Research Associate Professor, Population Studies Center, Institute for Social Research, University of Michigan
2012-present	Associate Professor (with tenure), Department of Economics, College of Literature, Science, and the Arts, University of Michigan
2009-present	Associate Professor (with tenure), Gerald R. Ford School of Public Policy, University of Michigan
2009-2012	Associate Professor (without tenure), Department of Economics, College of Literature, Science, and the Arts
2006-2007	Visiting Assistant Professor and Visiting Research Scholar, Woodrow Wilson School of Public and International Affairs, Princeton University
2003-2009	Assistant Professor, Gerald R. Ford School of Public Policy and (non-tenure track) Department of Economics, College of Literature, Science, and the Arts, University of Michigan
1995-1998	Senior Associate Consultant, Bain and Company, Boston, Singapore and Hong Kong

Summary of Evaluation:

Teaching: Professor Yang is an accomplished teacher and highly valued mentor. Most of his teaching is in applied development economics, his field of expertise. These course offerings are rigorous, and well-received. They do an excellent job preparing students for work in the field. This is an area of consistent interest to students in both the Ford School and the Department of Economics, and his courses are important components of our teaching portfolios.

In the Ford School, Professor Yang has also stepped in to cover an important core course in microeconomics for our Master's students. His persistence has enabled him to develop a very effective version of this difficult-to-teach-course. He makes a major contribution to the teaching

mission of the school. In addition to his success in the classroom, Professor Yang is a dedicated and effective mentor. He has advised a growing number of doctoral students in both of our programs. These have gone on to excellent placements, many in strong academic institutions. He has also helped numerous Ford School master's students secure internships that further their career interests.

Research: Professor Yang is an applied development economist who creatively and compellingly leverages different empirical methodologies in his research. His research agenda is intentional and focused. He works on important topics, and consequently, his work has been highly influential. Much of his work since promotion to associate professor, with tenure, uses field experiments (randomized controlled trials) to explore how changing incentives influence the behavior of individuals or households. He is particularly well known for his work on migrant remittances, and has also had a major impact on micro-finance and rural credit markets. He and co-authors have done work in an expanding list of countries, including El Salvador, Kenya, Malawi, the Philippines and Qatar. Students are often actively involved in his research, including as co-authors. Professor Yang's work is highly policy relevant, and we are also pleased to see his increasing engagement with policy leaders in international institutions, the U.S. and other countries. These projects can be quite expensive and Professor Yang has also had growing success as a fund-raiser. He now consistently is able to secure major grants from external sources. At the Ford School, he helps to model the type of entrepreneurial spirit we encourage of our faculty.

Recent and Significant Publications:

Ganesh Seshan and Dean Yang, "Motivating Migrants: A Field Experiment on Financial Decision-Making in Transnational Households," *Journal of Development Economics*, Vol. 108, May 2014, pp. 119-127.

David McKenzie, Caroline Theoharides, and Dean Yang, "Distortions in the International Migrant Labor Market: Evidence from Filipino Migration and Wage Responses to Destination Country Economic Shocks," *American Economic Journal: Applied Economics*, Vol. 6, No. 2, April 2014, pp. 49-75.

Michael R. Carter, Rachid Laajaj, and Dean Yang, "The Impact of Voucher Coupons on the Uptake of Fertilizer and Improved Seeds: Evidence from a Randomized Trial in Mozambique," *American Journal of Agricultural Economics*, Vol. 95, No. 5, October 2013, pp. 1345-1351.

Xavier Gine, Jessica Goldberg, and Dean Yang, "Credit Market Consequences of Improved Personal Identification: Field Experimental Evidence from Malawi," *American Economic Review*, Vol. 102, No. 6, October 2012, pp. 2923-2954.

Dean Yang, "Migrant Remittances," *Journal of Economic Perspectives*, Vol. 25, No. 3, Summer 2011, pp. 129-152.

Albert Park, Dean Yang, Xinzheng Shi and Yuan Jiang, "Exporting and Firm Performance: Chinese Exporters and the Asian Financial Crisis," *Review of Economics and Statistics*, Vol. 92, No. 4, November 2010, pp. 822-842.

Service: Professor Yang is a good citizen who contributes to his academic homes, the university and his field in a variety of ways. At the Ford School, he has served on a variety of committees and willingly takes on activities that are requested of him. He has been very actively engaged with scholarly groups in his discipline. These activities benefit faculty and students on campus, and raise our visibility.

External Reviewers:

Reviewer A: "The quality of his articles is very good, with focus on important topics and with systematic approaches that utilize a range of appropriate empirical strategies and some insights form [sic] economic modeling. The scholarly impact is considerable, as reflected in part in the venue of his publications within economics...Yang is developing into a major applied development economist and public policy analyst with interesting ideas, research strategies and resulting publications related to a range of important topics."

Reviewer B: "I find Dean's work elegant and impressive. Each of his papers asks an important research question using a methodology that is original while remaining mainstream and up-to-date...His work on micro-finance and farming is particularly novel and far reaching. The body of work...is ahead of its time and the profession needs to catch up with him."

Reviewer C: "I think it is also worth pointing out that since tenure there has been a measurable uptick in the quality of Dean's work...His more recent work, touches on more complex and nuanced phenomena, and has required significant more organizational and entrepreneurial skill to execute."

Reviewer D: "Yang has proven to be a consistent, productive and insightful scholar...He is strikingly more focused than many development economists, and this has worked to his advantage, as he has built a strong reputation particularly on issues both in economics and policy on remittances."

Reviewer E: "... Dean is doing very exciting work that speaks directly to important policy issues in international development...Dean's work on migration and economic shocks constitutes the research frontier. Rarely do [junior] scholars bore down on a problem with as much determination as Dean has done in studying migrant remittances in less developed countries, and it has paid dividends in terms of our understanding of the underlying economics and the public policy implications."

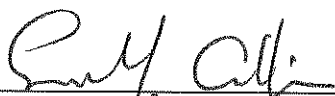
Reviewer F: "I cannot emphasize enough the uniqueness of much of the data that Dean has assembled over the years. The unifying threads of the resulting analysis are clear care in design, amazing data and meticulous statistical analysis of the results. These strengths in his written work have been clearly reinforced through personal interaction."

Reviewer G: "...I think Dean's work as a whole on migrants and credit markets is important, careful, and innovative, focuses on fundamental questions...Dean's portfolio of articles is relatively large and distributed among top field and rigorous journals. Most importantly, as I have noted, it has a clear and important set of research agendas, which are also linked."

Reviewer H: "His work on migration from developing countries is in the top group of papers is in the top group of papers in that field...Dean's work on migration and remittances is pioneering in that it much more credibly accounts for endogenous migration than the previous literature in the analysis of remittance behavior."

Summary of Recommendation:

Professor Yang's impressive record of research, teaching, policy engagement and service clearly warrant an appointment at this level. We are pleased to recommend Dean C. Yang for promotion to professor of public policy, with tenure, Gerald R. Ford School of Public Policy, and professor of economics, with tenure, College of Literature, Science, and the Arts.



Susan M. Collins
Joan and Sanford Weill Dean of Public Policy
Gerald R. Ford School of Public Policy



Andrew D. Martin
Dean, and Professor of Political Science
College of Literature, Science, and the Arts

May 2015