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Management & Strategy Department
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PRIMARY FIELDS OF INTEREST

Industrial Organization, Dynamic/Repeated Game, Applied Microeconomic Theory

EDUCATION

Ph.D., Economics, Boston University, Boston, MA, January 2003.

Dissertation Title: "Credence Goods, Hidden Preferences and Altruism"

Committee Chair: Ching-to Albert Ma

M.Phil., Economics, The Chinese University of Hong Kong, Hong Kong, 1996

B.Soc. Sci., Economics, The Chinese University of Hong Kong, Hong Kong, 1994

ACADEMIC AND TEACHING EXPERIENCE

Assistant Professor, July 2004 – present, Management and Strategy Department, Kellogg School of Management, Northwestern University

Teaching: Strategy and Organization (MBA)

Visiting Scholar, January 2010 – present, Department of Economics, Hong Kong University of Science and Technology

Teaching: Managerial Microeconomics (MBA)

Donald P. Jacobs Scholar, July 2003 – June 2004, Management and Strategy Department, Kellogg School of Management, Northwestern University

Assistant Professor, Economics Department, Hong Kong University of Science and Technology, Hong Kong. July 2002 - June 2003

Teaching: Managerial Microeconomics, Industrial Organization

Instructor (during Ph.D. study), Summer 1999, Spring 2000 - Fall 2001, Boston University

Teaching: Intermediate Macroeconomics; Intermediate Microeconomics; Statistics; International Trade; Money and Banking System

OTHER PROFESSIONAL ACTIVITIES

Associate Editor, *The B.E. Journals of Theoretical Economics*, 2006-

Associate Editor, *International Journal of Industrial Organization*, 2009-

Referee Experience

Hong Kong Research Grants Council, Israel Science Foundation, National Science Foundation.

American Economic Review, American Economic Journal: Microeconomics, B.E. Journals of Theoretical Economics, B.E. Journal of Economic Analysis & Policy, Economic Inquiry, Economic Journal, Economic Theory, European Economic Review, Games and Economic Behavior, Journal of Health Economics, International Economic Review, International Journal of Game Theory, International Journal of Industrial Organization, Journal of Economics and Management Strategy, Journal of European Economic Association, Journal of Industrial Economics, Management

Science, Journal of Political Economy, Journal of Population Economics, RAND Journal of Economic, Review of Economic Studies.

PUBLISHED/ACCEPTED PAPERS

1. “The Identification of Unobservable Independent and Spousal Leisure”, (with Junsen Zhang), *Journal of Political Economy* 109 (1), February 2001, 191-202.
2. “When do Experts Cheat and Whom do They Target?”, *RAND Journal of Economics*, 36 (1), Spring 2005, 113-130.
3. “Compensation for Quality Difference in a Search Model of Money” (with Balázs Szentes), *International Economic Review*, 46 (3), August 2005, 957-971.
4. “On the Optimal Degree of Cooperation in the Repeated Prisoner's Dilemma with Side Payments” (with Jay Surti), *Games and Economic Behavior*, September 2009, 67 (1), 277–291.
5. “Private Information of Nonpaternalistic Altruism: Exaggeration of Generosity and Reciprocal Behavior”, *B.E. Journal of Theoretical Economics (Advances)*, 9(1), 2009, Article 1. (One of two finalists, 2008 Arrow Prize for Junior Economists)
6. “Bidding in a Possibly Common-Value Auction”, (with Daniel F. Garrett), Forthcoming at *Games and Economic Behavior*.
7. “Using Coupons to Intertemporally Price Discriminate and Tacitly Collude”, (with Qihong Liu), Forthcoming at *Journal of Economics and Management Strategy*.
8. “Product Quality, Reputation, and Market Structure” (with Jim Dana), Forthcoming at *International Economic Review*.

WORKING PAPERS BY TOPICS

Tacit Collusion

9. “Long-lived Consumers, Intertemporal Bundling and Tacit Collusion”, (with Jim Dana), February 2009, R&R at *Journal of Industrial Economics*.
10. “When Does Aftermarket Monopolization Soften Foremarket Competition”, January 2009, R&R at *RAND Journal of Economics*.

Dynamic/Repeated Games & Relational Contracts

11. “Wait and See” (with Peter Eso).
12. “Relational Contract, Limited Liability, and Employment Dynamics” (with Jin Li), R&R at *Review of Economic Studies*.
13. “The Use of Information in Relational Contract” (with Jin Li).
14. “A Theory of Player Turnover in Repeated Games” (with Jin Li).
15. “Trading of Bad Reputation and Endogenous Cost of Control” (with Pak Hung (Albert) Au and Jin Li)

Experimental Economics

16. “Guilt Driven Reciprocity in a Psychological Signaling Game”, (with Chen-Ying Huang and Theo Offerman), December 2007

Law and Economics

17. “The Puzzle of Attorney's Fee Structure: a Signaling Explanation” (with Frances Xu)

WORK IN PROGRESS

“Relational Contracts and Replaceability” (with Jin Li and Peter Schnabl)

MEMBER OF PHD DISSERTATION COMMITTEE

Frances Xu (Corner Stone, now at University of Hong Kong)

Joaquin Poblete (London School of Economics)

Pak Au (Albert) Hung (In Progress)

CONFERENCE PRESENTATIONS

International Industrial Organization Conference, Boston, 2006

Midwest Economic Theory Conference, East Lansing, Spring 2006

Canadian Economic Theory Conference, Toronto, 2006

Far Eastern Meeting of the Econometric Society, Beijing, 2006

Summer Workshop on Industrial Organization and Management Strategy, Beijing, 2006

Econometric Society European Meeting, Vienna, 2006

Midwest Economic Theory Conference, Purdue, Fall 2006

North American Winter Meeting of the Econometric Society, Chicago, 2007

Midwest Economic Theory Conference, Minnesota, Spring 2007

Canadian Economic Theory Conference, Montreal, 2007

International Industrial Organization Conference, Savannah, 2007

The 18th Stony Brook Game Theory Festival of the Game Theory Society, 2007

Far Eastern Meeting of the Econometric Society, Taipei, 2007

Summer Workshop on Industrial Organization and Management Strategy, Shanghai, 2007

Midwest Economic Theory Conference, Urbana-Champaign, Spring 2008

International Industrial Organization Conference, Washington DC, 2008

Canadian Economic Theory Conference, Vancouver, 2008

Summer Workshop on Industrial Organization and Management Strategy, Singapore, 2008

Far Eastern Meeting of the Econometric Society, Singapore, 2008

Midwest Economic Theory Conference, Columbus, Fall 2008

Hong Kong Economic Association Biennial Meeting, Chengdu, 2008

CRES 5th Annual Foundation of Business Strategy Conference, May 2009 (Discussant)

North American Summer Meeting of the Econometric Society, Boston, May 2009

CSIO-IDEI conference, Toulouse, June 2009 (Discussant w/ Paper presented by co-author Jin Li)

NBER Conference on Relational Contracts, November 2009 (Attendant w/ Paper presented by co-author Jin Li)

CRES 6th Annual Foundation of Business Strategy Conference, May 2010

International Industrial Organization Conference, Vancouver, 2010

Econometric Society World Congress, Shanghai, 2010

Summer Workshop on Industrial Organization and Management Strategy, Shanghai, 2010

Society for the Advancement of Economic Theory, Singapore, 2010

SEMINARS

2001-2002: Chinese U of Hong Kong, U of Hong Kong, Hong Kong U of Science and Technology

2002-2003: UC-Berkeley (Haas), UC-Davis, U of Chicago, U of Illinois-Urbana Champaign, U of Michigan, Michigan State U, NYU (Stern), Northwestern U (Kellogg), U of Southern Cal., U of Wisconsin-Madison
2003-2004: Academia Sinica, U of Hong Kong, U of Iowa
2004-2005: Queen's U, U of Toronto
2005-2006: City U of Hong Kong
2006-2007: DePaul U, Peking U, U of Illinois-Urbana Champaign, U of Oklahoma
2007-2008: U of Arizona, UBC (Sauder), Drexel U, U of Hong Kong, Department of Justice, Hong Kong U of Science and Technology, SMU
2008-2009: USC (Marshall), Chinese U of Hong Kong
2009-2010: UCL, Chinese U of Hong Kong, U of Hong Kong, McGill
2010-2011: Boston U, U of Miami, Michigan State U, NYU (Stern), Peking U (HSBC)

LANGUAGES: Fluent in English, Cantonese and Mandarin.