

## **Jin Li**

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### **ACADEMIC POSITIONS**

2018-Present: Professor of Management & Strategy and Economics

*Faculty of Business and Economics, University of Hong Kong*

2017-2018: Associate Professor of Management (with tenure)

*Department of Management, London School of Economics*

2008-2017: Assistant Professor of Strategy

*Kellogg School of Management, Northwestern University*

2007-2008: Donald P. Jacobs Scholar in Management and Strategy Department,

*Kellogg School of Management, Northwestern University*

### **OTHER POSITIONS**

Sep 2018-Present: Affiliate, Center for Economic Performance

*London School of Economics*

Sep 2007-Present: Affiliate, Center for the Study of Industrial Organization

*Northwestern University*

Oct 2010-Mar 2011: Visiting Scholar in Department of Economics

*Stern School of Business, New York University*

Sep 2011-Dec 2011: Visiting Scholar in Department of Applied Economics

*Guanghua School of Management, Peking University*

Jan 2004-Feb 2004: Visiting Scholar in Institute for Economies in Transition

*Bank of Finland*

### **EDUCATION**

Ph.D. Economics, M.I.T. 2007

B.S. Applied Math (with Honor), Caltech 2002

B.A. Economics and Math (with High Honor), Wesleyan University 2002

## SELECTED AWARDS

LSE Departmental Teaching Prize 2018

MIT Presidential Fellowship 2002-2004

Phi Beta Kappa 2001

Tau Beta Pi 2001

Gordon Moore Fellowship, Caltech 2000-2002

Freeman Asian Scholarship, Wesleyan University 1997-2001

## PUBLICATIONS AND ACCEPTED PAPERS

- (1) “Tacit Collusion in Auctions and Conditions for Its Facilitation and Prevention: Equilibrium Selection in Laboratory Experimental Markets,” joint with Charles Plott, *Economic Inquiry*, Vol 47, No.3, (July 2009) pp. 425-448.
- (2) “Job Mobility, Wage Dispersion, and Technological Change: An Asymmetric Information Perspective,” *European Economic Review* Vol 60, (May, 2013) pp.105-126.
- (3) “Managing Conflicts in Relational Contracts,” joint with Niko Matouschek, *American Economic Review*, Vol 103, No.6 (October, 2013) pp. 2328-51.
- (4) “Relational Contracts with Subjective Peer Evaluations” joint with Joyee Deb and Arijit Mukherjee *Rand Journal of Economics*, Vol 47, No.1 (Spring, 2016) pp. 3-28 (Lead Article).
- (5) “When Does Aftermarket Monopolization Soften Foremarket Competition?” joint with Yuk-Fai Fong and Ke Liu, *Journal of Economics & Management Strategy*, Vol 25, No.4 (Winter, 2016) pp. 852-879.
- (6) “Information Revelation in Relational Contracts” joint with Yuk-Fai Fong, *Review of Economic Studies*, Vol 84, No.1 (Jan 2017) pp. 277-299.
- (7) “A Theory of Turnover and Wage Dynamics,” joint with Jun Yu, *Economic Inquiry*, Vol 55, No.1 (Jan, 2017) pp. 223-236.
- (8) “Power Dynamics in Organizations,” joint with Niko Matouschek and Mike Powell, *AJ Micro*, Vol 9, No.1 (Feb, 2017) pp. 217-241.
- (9) “Relational Contracts, Limited Liability, and Employment Dynamics” joint with Yuk-Fai Fong, *Journal of Economic Theory*, Vol 169 (May, 2017) pp. 270-293.

- (10) “Managing Careers in Organizations” joint with Rongzhu Ke and Mike Powell, *Journal of Labor Economics*, Vol 36, No.1 (Jan, 2018) pp. 197-252.
- (11) “Multilateral Interactions Improve Cooperation under Random Fluctuation” joint with Mike Powell, *Games and Economic Behavior*. Vol 119 (Jan, 2020) pp. 358-382.
- (12) “Reputation Turnaround through Voluntary Ownership and Management Turnover” joint with Pak Hung Au and Yuk-Fai Fong, *International Economic Review*, Vol 61, No.2 (May, 2020) pp.901-939.
- (13) “Learning to Game the System” joint with Arijit Mukherjee and Luis Vasconcelos (Sept, 2020). *Accepted, Review of Economic Studies*.

## **WORKING PAPERS**

- (14) “Marketplace Scalability and Strategic Use of Platform Investment” joint with Gary Pisano and Feng Zhu (Dec, 2018). *Reject and Resubmit, Management Science*.
- (15) “Morale and Debt Dynamics” joint with Dan Barron and Michal Zator (Sept, 2019). *Revise and Resubmit, Management Science*.
- (16) “Corporate Capture of Blockchain Governance” joint with Daniel Ferreira and Radoslaw Nikolowa (March, 2020). *Revise and Resubmit, Review of Financial Studies*.
- (17) “Career Spillovers in Internal Labor Markets” joint with Nicola Bianchi, Giulia Bovini, Matteo Paradisi, and Michael Powell (April, 2020). *Revise and Resubmit, Review of Economic Studies*.
- (18) “A Theory of Wage Distribution and Dynamics with Assignment and Pareto Learning” (January, 2013) *Revise and Resubmit, International Economic Review*.
- (19) “Promotion Opportunities and Firm Growth” joint with Rongzhu Ke and Mike Powell (Sept, 2018).
- (20) “Rulebooks in Relational Contracts” joint with Arijit Mukherjee and Luis Vasconcelos (June, 2020).

## **TEACHING**

Strategy and Organization (MBA)

Personnel Strategy (MBA)

Strategic Management (MBA)  
Capstone Project (MBA)  
Capstone Project (EMBA)  
Incentives and Governance in Organizations (MS)  
Economics of Organization and Strategy (MEcon)  
Organizational Economics (PhD)

## **SEMINARS**

2019-2020: PKU-HSBC

2018-2019: University of Naples Federico II CSEF, Korea University, Peking University.

2017-2018: London School of Economics, Norwegian School of Economics

2016-2017: University of British Columbia (Sauder), SUNY Stony Brook, Chinese University of Hong Kong (Shenzhen), University of Warwick, University of Bristol, Ohio State University.

2015-2016: Indiana University Kelly School of Business, University of Southern California Marshall School of Business, University of Essex, London School of Economics.

2014-2015: Chinese University of Hong Kong, Fudan University, Hitotsubashi University, Kyoto University, Nagoya University, National University of Singapore, Peking University Guanghua School of Management, Shanghai University of Finance and Economics, Tsinghua University.

2013-2014: Purdue University, Hong Kong University of Science and Technology, University of Hong Kong (lunch talk), Queens University, University of Southern California, Marshall School of Management, University of Toronto (CEPA Brown Bag), UCLA, M.I.T.

2012-2013: Illinois Institute of Technology, University of Hong Kong

2011-2012: National University of Singapore, Chinese University of Hong Kong, Peking University Guanghua School of Management, Shanghai University of Finance and Economics

2010-2011: University of Iowa, New York University Stern School of Business (lunch talk)

2009-2010: Michigan State University, University of Hong Kong

2008-2009: University of Southern California, Marshall School of Management, University of Illinois at Urbana-Champaign, Northwestern University, University of Delaware, Lerner School of Business, Toulouse School of Economics, GREMAQ

2007-2008: Penn State University, Federal Reserve Bank of Chicago, University of Chicago, Graduate School of Business

2006-2007: M.I.T, Northwestern University Kellogg School of Management, Case Western Reserve University Weather School of Management, Cornell University School of Industrial and Labor Relations, Boston University, London School of Economics.

### **CONFERENCE PRESENTATIONS AND DISCUSSIONS**

Lingnan-Wuhan University IO Workshop, 2020

Inaugural Conference on Industrial Economics, 2019

SAET Conference, 2019

15<sup>th</sup> Csef-Igier Symposium on Economics and Institutions, 2019

East Asian Contract Theory Conference, 2018

NBER Workshop on Organizational Economics, 2017 (Discussant)

Finance, Organizations and Markets (FOM) Conference, 2015

UBC-HKU Summer Microeconomics Seminars, 2015

NBER Workshop on Organizational Economics, 2014

Fifth Workshop on Industrial Organization (TOI 5), 2012

Fudan Workshop on Economic Dynamics, 2012

Econometric Society North American Summer Meeting, 2012

NBER Workshop on Organizational Economics, 2012 (Discussant)

The 11<sup>th</sup> Annual Meeting of CSIO-IDEI, 2012

Book Preview Roundtable for “The Innovative Entrepreneur”, 2012 (Discussant)

The 10<sup>th</sup> International Industrial Organization Conference, 2012

The 8<sup>th</sup> Workshop on Industrial Organization and Management Strategy, 2011

Economics of Organization Workshop, Queen’s University, 2011

Econometric Society North American Winter Meeting, 2011 (2 Discussions)

Econometric Society North American Winter Meeting, 2010

NBER Workshop on Organizational Economics, 2009

International Symposium on Contemporary Labor Economics, 2009

The 8<sup>th</sup> International Industrial Organization Conference, 2009

The 14<sup>th</sup> Annual Meeting of Society of Labor Economists, 2009

The 8<sup>th</sup> Annual Meeting of CSIO-IDEI, 2009

Duke-Northwestern-Texas IO Theory Conference, 2008 (Discussant)

## **PROFESSIONAL ACTIVITIES**

**Reviewer:** *Accounting Review, American Economic Journal: Microeconomics, American Economic Review, Berkeley Electronic Journal of Economic Analysis and Policy, Berkeley Electronic Journal of Economic Theory, British Journal Industrial Relation, Economic Journal, Economic of Education Review, Economics of Transition, Econometrica, Games and Economic Behavior, Industrial and Labor Relations Review, International Economic Review, International Journal of Industrial Organization, Journal of Economic Behavior and Organization, Journal of Economics and Management Strategy, Journal of Economic Theory, Journal of European Economic Association, Journal of Finance, Journal of Human Capital, Journal of Institutional and Theoretical Economics, Journal of Labor Economics, Journal of Law Economic and Organization, Journal of Political Economy, Labour Economics, Management Science, National Science Foundation, Quarterly Journal of Economics, Rand Journal of Economics, Review of Economic Studies, Scandinavian Journal of Economics, Theoretical Economics, SSHRC.*

**Dissertation Committee:** *Jie Gong (National University of Singapore), Dan Li (Goldman Sachs), Pak Hung Au (HKUST), Oscar Contreras (CUNEF), Jun Yu (Shanghai University of Finance and Economics), Chen Cheng (Johns Hopkins Carey).*