

Jin Li

The University of Hong Kong, K.K. Leung Building, 936, Hong Kong, jli1@hku.hk

CURRENT POSITIONS

Sept 2022-Present: Zhang Yonghong Professor in Economics and Strategy

Sept 2020-Present: Area Head of Management and Strategy

Faculty of Business and Economics

University of Hong Kong

Sept 2023-Present: Professor of HKIHSS (by courtesy)

PREVIOUS AND OTHER POSITIONS

Sep 2007-Jun 2017: Assistant Professor of Strategy

Kellogg School of Management, Northwestern University

Jul 2007-Jul 2018: Associate Professor of Managerial Economics and Strategy (with tenure)

London School of Economics

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 Economics 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

SERVICES

Associate Editor, Management Science, 2024-present

HKU Vice President Selection Committee, 2024

Executive Committee, Hong Kong Institute for the Humanities and Social Sciences, 2024- present

Steering Committee, HKU Research Hub of Population Studies, 2024-present

Expert Panelist, MIT Sloan Management Review, Strategy Forum, 2021-2023

Academic Board, University of Hong Kong, 2019-2023

SELECTED AWARDS

HKU EMBA Outstanding Teaching Award 2021

HKU FBE Faculty Outstanding Teaching Award (Postgraduate Teaching) 2020

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, *Review of Economic Studies*, Vol 88, No.4 (July, 2021) pp.2014-2041.
- (14) “Morale and Debt Dynamics,” joint with Dan Barron and Michal Zator. *Management Science*. Vol 68, No.6 (June, 2022) pp. 4496-4516.
- (15) “Optimal Subjective Contracting with Revision,” joint with Xinhao He and Zhaoneng Yuan. *Management Science*, Vol 68, No.8 (August, 2022) pp. 5557-6354.
- (16) “Corporate Capture of Blockchain Governance,” joint with Daniel Ferreira and Radosława Nikolowa. *Review of Financial Studies*, Vol 36, No.4 (April, 2023) pp.1364-1407.
- (17) “What Make Agility Fragile? A Dynamic Theory of Organizational Rigidity,” joint with Arijit Mukherjee and Luis Vasconcelos. *Management Science*, Vol 69, No.6 (June, 2023) pp. 3578-3601.

- (18) “Career Spillovers in Internal Labor Markets,” joint with Nicola Bianchi, Giulia Bovini, Matteo Paradisi, and Michael Powell. *Review of Economic Studies*. Vol 90, No.4 (July, 2023) pp.1800-1831.
- (19) “Marketplace Scalability and Strategic Use of Platform Investment,” joint with Gary Pisano, Yujia Xu, and Feng Zhu. *Management Science*. Vol 69, No.7 (July, 2023) pp.3958-3975.
- (20) “Making and Breaking Promises: When Their Costs Are Private Information,” joint with Niko Matouschek. *Journal of Institutional and Theoretical Economics* Vol 179, No.3-4 (2023) pp.639-660.

WORKING PAPERS BY TOPICS

AI AND ORGANIZATIONS

- (21) “Causal Reinforcement Learning: An Instrumental Variable Approach,” joint with Ye Luo and Xiaowei Zhang (Sept, 2023).
- (22) “Dynamic Selection in Algorithmic Decision-Making,” joint with Ye Luo and Xiaowei Zhang (Dec, 2023).
- (23) “AI Persuasion, Bayesian Attribution, and the Career Concerns of Doctors,” joint with Hanzhe Li, Ye Luo, and Xiaowei Zhang (June, 2024).

ORGANIZATIONAL ECONOMICS

- (24) “Governance and Management of Autonomous Organizations,” joint with Daniel Ferreira (May, 2024).
- (25) “Promotion Opportunities and Production Dynamics” joint with Rongzhu Ke, Ye Luo, and Mike Powell (March, 2021).

DYNAMICS

- (26) “Leveling up without Breaking down: Strategies for Success under Stress,” joint with Taiqi Li and Zhengli Wang (June, 2024)
- (27) “A Theory of Wage Distribution and Dynamics with Assignment and Pareto Learning” (January, 2013).

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

2023-2024: Hong Kong Baptist University, University of Utah, Goethe University of Frankfurt, National Taiwan University, Peking University, University of Munich (Scheduled)

2022-2023: Chinese University of Hong Kong

2021-2022: Zhejiang University, University of Macao

2020-2021: University of Tokyo, Cornell University, Peking University

2019-2020: PKU-HSBC, National University of Singapore

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

Columbia/Wharton Management, Analytics, and Data Conference 2024

NBER Workshop on Organizational Economics, 2024

Lausanne Economics and Management Workshop, 2024

Area of Excellence, Quantitative History Conference (Discussant), 2023

Competition Strategy and Regulation in Digital Economy Symposium (Keynote), 2023

AI and Economics Workshop, 2023

Tsinghua BEAT Conference (Keynote), 2023

CUHK Workshop on Digital Economy, 2021

Organizational Economics Workshop, UNSW (Keynote), 2021

Lingnan-Wuhan University IO Workshop (Keynote) , 2020

Inaugural Conference on Industrial Economics (Keynote), 2019

SAET Conference, 2019

15th 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 11th Annual Meeting of CSIO-IDEI, 2012
Book Preview Roundtable for “The Innovative Entrepreneur”, 2012 (Discussant)
The 10th International Industrial Organization Conference, 2012
The 8th 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 8th International Industrial Organization Conference, 2009
The 14th Annual Meeting of Society of Labor Economists, 2009
The 8th 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).*