

Curriculum Vita

Mo XIAO

Department of Economics
Eller College of Management
The University of Arizona, Tucson, AZ 85721
Office Phone: 520-6212192
Email: mxiao@email.arizona.edu

CURRENT POSITION

Professor, Department of Economics, the University of Arizona (from Aug 2022 to present)

EMPLOYMENT HISTORY

Visiting Economist, the Federal Trade Commission (August 2020 – December 2020)
Visiting Professor, Guanghua School of Management, Peking University, China (July 2013 – December 2013)
Associate Professor (with tenure), Department of Economics, the University of Arizona (Aug 2012 to Aug 2022)
Assistant Professor, Department of Economics, the University of Arizona (Aug 2006 – July 2012)
Assistant Professor, Department of Economics, University of Rochester (Aug 2004 – July 2006)
Assistant Professor, Department of Economics, Iowa State University (Aug 2003 – July 2005)

DEGREES

Ph.D. Economics, UCLA, May 2003
M.A., Economics, UCLA, March 2000
B.A., Economics, Peking University, P.R. China, July, 1997

FIELDS Industrial Organization, Applied Microeconomics

PUBLICATIONS

1. “License Complementarity and Package Bidding: U.S. Spectrum Auctions,” with Zhe Yuan, *American Economic Journal: Microeconomics*, 2022, 14(4): 420-464.
2. “Privatization and Productivity in China,” with Yuyu Chen, Mitsuru Igami, and Masayuki Sawada, *the RAND Journal of Economics*, 2021, 52(4), 884-916.
3. “Network Size and Content Generation on Social Media Platforms,” with Zaiyan Wei and Rong Rong, *Production and Operations Management*, 2021, 30(5), 1406-1426.
4. “Entry Threat, Entry Delay, and Internet Speed: The Timing of U.S. Broadband Rollout,” with Kyle Wilson and Peter F. Orazem, *Journal of Economics and Management Strategy*, 2021, 30(1), 3-44 (lead and [featured article](#)).
5. “Platform Mispricing and Lender Learning in Peer-to-Peer Lending,” with Xinyuan Liu and Zaiyan Wei, *Review of Industrial Organization*, 2020, 56:281-314.
6. “Reputation Premium and Reputation Management: Evidence from the Largest e-Commerce Platform in China,” with Ying Fan and Jiandong Ju, *International Journal of Industrial Organization*, 2016, 46: 63-76.

7. "Competition and Subsidies in the Deregulated U.S. Local Telephone Industry," with Ying Fan, *the RAND Journal of Economics*, 2015, 46(4), 751-776.
8. "Strategic Information Disclosure: The Case of Multi-Attribute Products with Heterogeneous Consumers," with V. Joseph Hotz, *Economic Inquiry*, 2013, 51(1), 865-881.
9. "Behavioral Models of Managerial Decision Making," with Avi Goldfarb, Teck-Hua Ho, Wilfred Amaldoss, Alexander Brown, Yan Chen, Tony Haitao Cui, Alberto Galasso, Tanjim Hossain, Min Hsu, Noah Lim, Botao Yang, *Marketing Letters*, 2012, 23(2), 405-421.
10. "Who Thinks about the Competition: Managerial Ability and Strategic Entry in US Local Telephone Markets," with Avi Goldfarb, *American Economic Review*, 2011, 101(7), 3130-3161.
11. "The Impact of Regulation on Supply and Quality of Care in the Childcare Market," with V. Joseph Hotz, *American Economic Review*, 2011, 101(5): 1775-1805.
12. "Does the Fourth Entrant Make Any Difference? Entry and Competition in the Early U.S. Broadband Market," with Peter F. Orazem, *International Journal of Industrial Organization*, 2011, 29: 547-561.
13. "Is Quality Certification Effective? Evidence from the Childcare Market," *International Journal of Industrial Organization*, 2010, 28: 708 - 721.

WORKING PAPERS

- "Transitory Shocks, Limited Attention, and a Firm's Decision to Exit," with Avi Goldfarb.
- "Exploitation and Exploration: Improving Search Precision on E-commerce Platforms," with Wei Zhou, Mingfeng Lin and Lu Fang, revise and resubmit, *Management Science*.
- "Endogeneity in Discrete Bayesian Games: U.S. Cellphone Service Deployment," with Zhongjian Lin and Xun Tang, under review.
- "Policy Deterrence: Strategic Investment in U.S. Broadband," with Karam Kang.

WORK IN PROGRESS

- "The Cost of Knowledge," with Yonghong An and Michael Williams.
- "Anatomy of Opioid Diversion: Examining Supply-Side Curtailment," with Lance Gui and Chuan Qin

OTHER WRITING

- "Policy-Driven Innovation: The Case of China," with Han Yuan, forthcoming, *Quarterly Journal of Economics and Management* (printed in Chinese, published online in English, peer reviewed), 2023
- "Introduction: Firms with Behavioral Biases," with Victor Tremblay, *Review of Industrial Organization*, 2020, 56:199-202
- "Privatization and Productivity in China," with Yuyu Chen, Mitsuru Igami, and Masayuki Sawada, *VoxChina*, Jan 31, 2018.
- "Racing for Diamonds on Taobao.com," with Yuk-Fai Fong and Kenny Yiu, 2013, Hong Kong University of Science and Technology Case.

GRANTS AND AWARDS

- The Net Institute Summer Grant (with Zhe Yuan), \$3,000, 2018.

- Eller College Small Research Grant: \$3,000, 2021; with Kyle Wilson, \$2,000, 2016; with Han Yuan, \$2,500, 2018.
- Entrepreneurship Research Small Grant, McGuire Center for Entrepreneurship, the University of Arizona, \$4,500, 2013; \$5,000, 2011.
- The Net Institute Summer Grant (with Ying Fan), \$4,500, 2010.
- The Net Institute Summer Grant (with Avi Goldfarb), \$7,500, 2008.
- The Net Institute Summer Grant, \$4,500, 2007.
- W. Allen Wallis Program in Empirical Policy Research Grant, University of Rochester, \$3,000, 2004; \$3,000, 2005.
- University Research Grant, Iowa State University, \$14,000, 2004.
- Annual Department Fellowship, UCLA, 1997-2001
- China Society of Southern California Scholarship, 2000
- Graduation with Honors, Beijing University, P.R. China, 1997
- China Center for Economic Research Scholarship, Beijing University, P.R. China, 1996

TEACHING EXPERIENCE

- Arizona: Industrial Organization (undergraduate level), Theory and Empirics in Industrial Organization (Master level), Empirical Methods in Industry Organization (Ph.D. level), Mathematics for Economists (Ph.D. level)
- Rochester: Principles of Economics, Empirical Methods in Industry Organization (Ph.D. level)
- Iowa State: Principles of Microeconomics, Graduate Microeconomics (Master-level)

PROFESSIONAL SERVICES AND ACTIVITIES

Editorial Board

- Co-Editor, *International Journal of Industrial Organization*, 2022 – current
- Co-Editor, *Journal of Economics and Management Strategy*, 2022 – current
- Associate Editor, *Journal of Economic Behavior and Organization*, 2015 - 2023
- Associate Editor, *International Journal of Industrial Organization*, 2021
- Co-editor: Special issue on “Firms with Behavioral Biases” for the Review of Industrial Organization, 2017- 2019

Conference Organization, Services and Activities

- Board Member, Industrial Organization Society, 2022 - current
- Co-organizer: IO summer school and conference at Shanghai University of Finance and Economics (2015 – 2019); Jinan-SHUFU joint VIOS (2020-2022)
- Program Committee:
 - European Association for Research on Industrial Economics, 2018-2023
 - International Industrial Organization Conference, 2013 – 2016, 2019-2021, 2022 -2024 (Program Chair)
- Mentor: CeMent Mentoring Workshop, sponsored by the Committee of the Status of Women in the Economics Profession, 2016, San Francisco, CA; 2020, San Diego, CA.
- External Examiner: University of British Columbia, 2023

- Member: the American Economic Association, the Econometric Society
- Referee Services: the American Economic Journal: Applied, the American Economic Journal: Microeconomics, the American Economic Review, the B.E. Journals in Theoretical Economics, British Journal of Industrial Relations, Econometrica, Economic Inquiry, eJournal Economics, International Economic Review, International Journal of Industrial Organization, Journal of Development Economics, Journal of Economics and Management Strategy, Journal of European Economic Association, Journal of Industrial Economics, Journal of Law, Economics, and Organization, Journal of Political Economy, Journal of Urban Economics, Marketing Science, Management Science, the RAND Journal of Economics, Review of Economic Studies, Review of Economics and Statistics, Review of Industrial Organization
- Ad Hoc Reviewer: National Science Foundation, Social Sciences and Humanities Research Council of Canada

UNIVERSITY SERVICES

At the University of Arizona:

- Faculty Recruiting Committee, Department of Economics, 2021- 2023
- Taskforce for the Doctor of Business Administration program, Eller College of Management, 2020
- University Fellows Award Review Committee, 2019
- Taskforce for the Master of Science degree in Business Analytics, Eller College of Management, 2017-2018
- Lecturer Recruiting Committee, Department of Economics, 2015- present
- Faculty Advisor to McGuire Center for Entrepreneurship, Eller College of Management, 2012-2018, 2020-present
- Academic Program Committee, Department of Economics, 2012-2013
- Mentoring Committee for Junior Colleagues, Department of Economics, 2012-present
- Graduate Students Admission Committee, Department of Economics, 2011-present
- Global Business Program, Eller College of Management, 2007- 2012

At Iowa State University

- Computer Committee, Department of Economics, 2003-2004

INVITED LECTURES

2019: European Association for Research in Industrial Economics Annual Conferences, Barcelona, Spain

2018: European Association for Research in Industrial Economics Annual Conferences, Athens, Greece

2015: IO summer school at Shanghai University of Finance and Economics

CONFERENCE PRESENTATIONS AND INVITED SEMINARS

2023: ASSA Annual Meetings, New Orleans, LA (discussant), The Chinese Economists Society Annual Conference (Norman, OK)

2022: Indiana; Zhejiang University (virtual), UBC Sauder, Vanderbilt

- 2021: NBER China Meeting (discussant); International Industrial Organization Conference (presenter + discussant); China Economic Society Annual Conference (discussant); Economics Editors China Conference (discussant); Texas IO day; Drexel
- 2020: ASSA Annual Meetings, San Diego, CA (discussant); NBER Industrial Organization Winter Meeting; FTC-Maryland joint seminar (virtual); NSF broadband workshop; Columbia CITI webinar
- 2019: ASSA Annual Meetings, Atlanta, GA (presenter + session organizer); Indiana Kelley; Stanford GSB; BRIQ Conference on Structural Behavioral Economics, Bonn, Germany; Competition Bureau Canada; University of Toronto; UCLA; Virginia Tech
- 2018: International Industrial Organization Conference, Indianapolis, IN (presenter + discussant); Montreal IO conference; Toulouse School of Economics; Colombian Workshop on Structural Industrial Organization; the Federal Trade Commission; the NET institute annual conference
- 2017: NBER Industrial Organization Winter Meeting; Chinese Economists Society Annual Conference; International Industrial Organization Conference, Boston (presenter + discussant); Bates White; Econometric Society Asian Meeting, Hong Kong; Econometric Society China Meeting, Wuhan; International Conference on Industrial Economics, Hangzhou, China; University of Arizona (MIS department); University of Massachusetts, Amherst
- 2016: ASSA Annual Meetings, San Francisco, CA (presenter + discussant); International Industrial Organization Conference, Philadelphia, PA (discussant); Harvard University; the Choice Symposium; Chinese University of Hong Kong; International Conference on Industrial Economics, Hangzhou, China; NBER digitization summer institute (discussant); University of Georgia; the Federal Trade Commission Microeconomics Conference (discussant)
- 2015: University of Texas at Austin; International Industrial Organization Conference, Boston, MA (presenter + discussant); Cornell University; University of California, Davis; International Conference on Industrial Economics, Hangzhou, China; Econometric Society World Congress, Montreal, Canada; Penn State; SUNY Stony Brook
- 2014: University of Missouri; International Industrial Organization Conference, Chicago, IL (presenter + discussant); University of Arizona (AREC); International Conference on Industrial Economics, Hangzhou, China; University of Alberta
- 2013: ASSA Annual Meetings, San Diego, CA (discussant); UCLA Economics Alumni Conference, Los Angeles, CA; International Industrial Organization Conference, Boston, MA (presenter + discussant); International Conference on Industrial Economics, Hangzhou, China; Economic Society China Meeting, Beijing China; Society for Economic Dynamics Annual Meeting, Seoul, Korea; Beijing University; Tsinghua University; Southwestern University of Finance and Economics; Shanghai Jiaotong University; Shanghai University of Finance and Economics; Hongkong University of Science and Technology; Academia Sinica, Taiwan; National Taiwan University; Industrial Organization and Management Strategy conference, Tsinghua University, China.
- 2012: The Federal Trade Commission Microeconomics Conference (discussant), Washington DC; University of Arizona (MIS department)

2011: The Federal Trade Commission; Caltech; International Industrial Organization Conference, Boston, MA (presenter + discussant); ASSA Annual Meetings, Denver, CO (discussant)

2010: Econometric Society World Congress, Shanghai, China; Stanford SITE; the Choice Symposium, University of Miami, Miami, FL; UC-Davis; University of Michigan; ASSA Annual Meetings, Atlanta, GA (presenter + session organizer)

2009: Syracuse; UC-Berkeley; UCLA; International Industrial Organization Conference, Boston, MA (presenter + discussant)

2008: West Economic Society Annual Conference, Honolulu, HI; Econometric Society North American Summer Meeting, Pittsburgh, PA; the NET Institute Conference, New York University, New York, NY (discussant); Econometric Society North American Winter Meeting, New Orleans, LA (presenter + session chair); ASSA Annual Meetings, New Orleans, LA

2006: Clarence Tow Conference on Industrial Organization, University of Iowa, Iowa City, IA; University of Michigan (Ross); International Industrial Organization Conference, Boston, MA (presenter + discussant); Washington University; ASSA Annual Meetings, Boston, MA

≤ 2005: Census Research Data Center Conference, Cornell, NY; Brock University; the University of Arizona; Econometric Society World Congress, London, UK; University of Iowa; Iowa State University; International Industrial Organization Conference, Atlanta, GA (2 papers + discussant); University of Rochester; Brown University; Iowa State University; Southern Methodist University; University of Southern California; North American Econometric Society Summer Meeting, Evanston, IL, 2003; UCLA; North American Econometric Society Summer Meeting, Los Angeles, CA; 2002; the 29th Annual Conference of European Association for Research on Industrial Economics, Madrid, Spain

COMMITTEE MEMBER OF DOCTORATE STUDENTS

(student name, graduating year, and initial placement)

As main advisor or co-advisor:

- Lance Gui (in progress)
- Jakub Tecza (2021, postdoc, University of Florida)
- Wei Zhou (2021, Amazon)
- Xinyuan Liu (2021, Facebook)
- Han Yuan (2021, Sun Yat-Sen University)
- Erin McGuire (2018, NBER post-doc, co-advisor with Price Fishback)
- Kyle Wilson (2017, Pomona College)
- Juan Sebastian Velez (2017, The Central Bank of Colombia)
- Nedko Yordanov (2016, Econ One, co-advisor with Gautam Gowrisankaran)
- Zaiyan Wei (2015, Purdue University, co-advisor with Kei Hirano)
- Stefanie Ramirez (2014, University of Idaho)

As committee member:

- Michael Schemenaur (in progress)
- Wint Thu (in progress)

- Katherine Hauck (in progress)
- Jeong Yeol Kim (2023, Korean Development Institute)
- Austin Drukker (2023, the Federal Trade Commission)
- Laura Davidoff Taylor (2022, post-doc, CalTech)
- Yujia Peng (2022, Facebook)
- Tim Roberson (2020, postdoc, University of Tennessee)
- Miao Guo (2020, Hunan University)
- Zhen Tang (2019, marketing, Loyola Marymount University)
- Sebastian Fleitas (2017, KU Leuven)
- Cong Liu (2016, Shanghai University of Finance and Economics)
- Shan Yu (2016, marketing, Rensselaer Polytechnic Institute)
- Alex Hollingsworth (2015, Indiana University)
- Jianjing Lin (2015, Tulane post-doc)
- Taylor Jaworski (2014, Queen's University)
- Liang Zhao (2013, marketing, St. Ambrose University)
- Kathleen Nosal (2012, University of Mannheim, Germany)
- Mario Samano-Sanchez (2012, HEC Montreal, Canada)
- Brendan Livingston (2011, Rowan University)
- Dong-Hyuk Kim (2010, CenSoc post-doc, University Technology Sydney, Australia)
- Ivan Maryanchyk (2009, Bates White)
- Oleksandr Shcherbakov (2008, Yale post-doc)