

Curriculum Vita

Mo XIAO

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Eller College of Management
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CURRENT POSITION

Associate Professor (with tenure), Department of Economics, the University of Arizona (from Aug 2012 to present)

EMPLOYMENT HISTORY

Visiting Professor, Guanghua School of Management, Beijing University, China (July 2013 – December 2013)

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, Beijing University, P.R. China, July, 1997

FIELDS Industrial Organization, Applied Microeconomics

PUBLICATIONS

1. "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.
2. "Competition and Subsidies in the Deregulated U.S. Local Telephone Industry," with Ying Fan, *the RAND Journal of Economics*, 2015, 46(4), 751-776.
3. "Strategic Information Disclosure: The Case of Multi-Attribute Products with Heterogeneous Consumers," with V. Joseph Hotz, *Economic Inquiry*, 2013, 51(1), 865-881.
4. "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.
5. "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.
6. "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.

7. “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.
8. “Is Quality Certification Effective? Evidence from the Childcare Market,” *International Journal of Industrial Organization*, 2010, 28: 708 – 721.

WORKING PAPERS

- “For Whom to Tweet? Evidence from a Large-Scale Social Media Platform,” with Zaiyan Wei, submitted.
- “Privatization and Productivity in China,” with Yuyu Chen, Mitsuru Igami, and Masayuki Sawada.

WORK IN PROGRESS

- “Transitory Shocks, Limited Attention, and a Firm’s Decision to Exit,” with Avi Goldfarb.
- “Entry Threat, Entry Delay, and Internet Speed: The Timing of U.S. Broadband Rollout,” with Kyle Wilson and Peter F. Orazem.
- “License Complementarity and Package Bidding: The U.S. Spectrum Auctions,” with Zhe Yuan.

OTHER WRITING

- “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

- Eller College Small Research Grant (with Kyle Wilson), \$2000, 2016
- 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: Undergraduate IO, Graduate Empirical Industry Organization (Ph.D. level), Mathematics for Economists (Ph.D. level)
- Rochester: Principles of Economics, Graduate Empirical Industry Organization (Ph.D. level)
- Iowa State: Principles of Microeconomics, Graduate Microeconomics (Master-level)

PROFESSIONAL SERVICES AND ACTIVITIES

- Associate Editor, *Journal of Economic Behavior and Organization*, 2015 - now
- Co-organizer: IO summer school at Shanghai University of Finance and Economics (2015 – now)
- Mentor: CeMent Mentoring Workshop, sponsored by the Committee of the Status of Women in the Economics Profession, January 2016, San Francisco, CA
- Program Committee, International Industrial Organization Conference, 2013 – 2016
- Services:
 - At the University of Arizona:
 - Taskforce for the Master of Science degree in Business Analytics, Eller College of Management, 2017
 - Lecturer Recruiting Committee Department of Economics, 2015- 2016
 - Faculty Advisor to McGuire Center for Entrepreneurship, Eller College of Management, 2012-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
- Member: the American Economic Association, the Econometric Society
- Referee Services: : the American Economic Journal: Applied, the American Economic Journal: Microeconomics, the B.E. Journals in Theoretical Economics, British Journal of Industrial Relations, 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
- Ad Hoc Reviewer: National Science Foundation, Social Sciences and Humanities Research Council of Canada

CONFERENCE PRESENTATIONS AND INVITED SEMINARS

- 2017: NBER Industrial Organization Winter Meeting; Chinese Economists Society Annual Conference; International Industrial Organization Conference (presenter + discussant); Philadelphia (presenter + discussant); Bates White; Econometric Society Asian Meeting, Hong Kong; Econometric Society China Meeting, Wuhan; International Conference on Industrial Economics, Hangzhou
- 2016: the ASSA Annual Meetings, San Francisco, CA (presenter + discussant); International Industrial Organization Conference, Philadelphia (discussant); Harvard University; the Choice Symposium; Chinese University of Hong Kong; International Conference on Industrial Economics, Hangzhou, 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; IO summer school at Shanghai University of Finance and Economics (invited speaker); International

Conference on Industrial Economics, Hangzhou; 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: the 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; the University of Arizona (MIS department)

2011: the Federal Trade Commission; Caltech; International Industrial Organization Conference, Boston, MA (presenter + discussant); the 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; the 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); the 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; the 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

As main advisor or co-advisor:

- Xinyuan Liu (in progress)
- Erin McGuire (in progress, 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:

- 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)