

# Junjie Zhou

## *Curriculum Vitae*

### CONTACT INFORMATION

School of Economics and Management  
Tsinghua University  
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<https://www.sem.tsinghua.edu.cn/info/1206/33307.htm>

### EMPLOYMENT

Tsinghua University, School of Economics and Management, Department of Economics

- Professor (January 2022 - present);

National University of Singapore, Department of Economics

- Associate Professor (July 2019 - January 2022);
- Assistant Professor (July 2016 - June 2019);

Shanghai University of Finance and Economics, School of International Business Administration

- Associate Professor (without tenure), August 2015 - June 2016;
- Assistant Professor, June 2012 - July 2015;

### EDUCATION

- Ph.D. Mathematics, University of California-Berkeley, May 2012
  - DISSERTATION: Essays on Microeconomics
  - COMMITTEE: Chris Shannon (Chair), Benjamin Hermalin, Robert Anderson, Suzanne Scotchmer, Thomas Marschak
- B.S. Mathematics, University of Science and Technology of China, July 2007

### RESEARCH INTERESTS

Digital Economics, Social and Economic Network, Industrial Organization, Game Theory.

### PUBLICATIONS

1. "Social Connectedness and Local Contagion" (with Matthew Leister, Yves Zenou), Accepted at *Review of Economic Studies*.
2. "The Effects of Competition and Entry in Multi-sided Markets" (with Guofu Tan), 2021, *Review of Economic Studies*, 88(2), 1002-1030.
3. "Information Provision and Farmer Welfare in Developing Economies" (with Xiaoshuai Fan, Ying-Ju Chen, Christopher S. Tang), 2021, *Manufacturing & Service Operations Management*, 23(1), 230-245.
4. "Information order in monotone decision problems under uncertainty" (with Jian Li). *Journal of Economic Theory*, 187(2020), 105012.

5. "Competitive pricing strategies in social networks" (with Ying-Ju Chen, Yves Zenou), 2018, *The RAND Journal of Economics*, 49(3): 672-705
6. "Multiple activities in networks" (with Ying-Ju Chen, Yves Zenou), 2018, *American Economic Journal: Microeconomics*, 10(3): 34-85
7. "Optimal pricing with sequential consumption in networks " (with Ying-Ju Chen), 2018, *Operations Research*, 66(5), 1218-1226.
8. "Does More Information-gathering Effort Raise or Lower the Average Quantity Produced?" (with Thomas Marschak, J. George Shanthikumar ) *Journal of Mathematical Economics* , 69C (2017), 104-117.
9. "Blackwell's Informativeness Ranking with Uncertainty-averse Preferences," (with Jian Li), *Games and Economic Behavior* 96 (2016), 18-29.
10. "Economics of Leadership and Hierarchy", *Games and Economic Behavior* 95 (2016), 88-106.
11. "Targeted information release in social networks" (with Ying-Ju Chen), 2016, *Operations Research* 64(3), 721-735.
12. "Information Disclosure in Contests: A Bayesian Persuasion Approach" (with Jun Zhang), 2016, *Economic Journal*, 126:2197-2217.
13. "Key leaders in social networks" (with Ying-Ju Chen) *Journal of Economic Theory*, 157 (2015), 212-235.
14. "A Newsvendor Who Chooses Informational Effort" (with Thomas Marschak, J. George Shanthikumar), 2015, *Production and Operations Management*, 24(1), 110-133.

## WORKING PAPERS

1. "Network Games Made Simple" (2021) (with Yves Zenou)
2. "The Limit of Targeting in Networks" (2021) (with Jian Li, Ying-Ju Chen), *R&R Journal of Economic Theory*
3. "Consumer Heterogeneity and Inefficiency in Oligopoly Markets" (2021) (with Guofu Tan), *R&R Journal of Economic Theory*
4. "Network Topology and Market Structure" (2021) (with Ying-Ju Chen, Yves Zenou), *R&R Journal of Economic Theory*
5. "Structural Interventions in Networks" (2021) (with Yang Sun, Wei Zhao), *R&R International Economic Review*
6. "Multihoming and oligopolistic platform competition" (2021) (with Chunchun Liu, Tat-How Teh, Julian Wright)
7. "Partial Interventions in Networks" (2021) (with Ryan Kor)
8. "Equilibrium Characterization and Shock Propagation in Conflict Networks" (2021) (with Jin Xu, Yves Zenou)
9. "Conflicts in Spatial Networks" (2021) (with Ashani Amarasinghe, Paul A. Raschky, and Yves Zenou)

## AWARDS & GRANTS

- ◇ Start-up Grant, National University of Singapore, 2016 - 2019
- ◇ Shanghai Chenguang Program, 2016
- ◇ National Natural Science Foundation of China, 2015
- ◇ Shanghai Pujiang Program, 2014
- ◇ NET Institute Summer Research Support, 2013, 2014
- ◇ Best paper award, Chinese Scholars Association for Management Science and Engineering (CSAMSE) 2013 (third prize).
- ◇ Guo Moruo Scholarship, University of Science and Technology of China, 2007

## PROFESSIONAL SERVICE

- **Administrative Service at NUS:**  
Department Seminar Committee, Chair of Micro Theory, 2017 – 2019  
Junior Search Committee, 2019/20, 2020/21
- **NUS Internal Ph.D. and Master Thesis Examiner for:**  
Xing Feng, Zhe Wang, Gaoji Hu, Jingyi Liao, Xiangqian Yang, Ting Pei
- **PhD Thesis Committee Member at NUS(\*main advisor):**  
Ryan Kor\* (in progress)  
Soumen Banerjee (in progress)  
Dongri Liu (in progress)  
Chunchun Liu (in progress)  
Zijia Wang (2020, assistant professor at Renmin University of China)  
Tat How Teh (2019, postdoc at NUS; 2021, assistant professor at CUHK-SZ)
- 2020 - present: **Associate Editor**, Journal of Mathematical Economics
- 2021 - present: **Associate Editor**, Mathematical Social Sciences
- 2021 - present: **Associate Editor**, International Journal of Industrial Organization
- **Referee for:**  
*American Economic Journal: Microeconomics, American Economic Review, Econometrica, Economic Theory, Games and Economic Behavior, International Economic Review, International Journal of Game Theory, Japanese Economic Review, Journal of Economic Behavior and Organization, Journal of Economic Dynamics and Control, Journal of Economic Theory, Journal of Economics & Management Strategy, Journal of Law, Economics, and Organization, Journal of Mathematical Economics, Journal of Public Economic Theory, RAND Journal of Economics, Review of Economic Studies, Scandinavian Journal of Economics, Theoretical Economics. Management Science, Operations Research, Manufacturing & Service Operations Management, Production and Operations Management.*
- **Grant Reviewer for:**  
US National Science Foundation, United States-Israel Binational Science Foundation
  - 2018 NUS Dynamic Models in Economics, member of organizing committee

- 2017 China Meeting of the Econometric Society, invited session organizer
- 2017 East Asian Game Theory Conference (EAGT 2017), local organizer

## CONFERENCE PRESENTATIONS & INVITED SEMINARS

- **2021**

McGill University (online); University of Antwerp (online); Monash University (online); University of Tokyo (online); Shandong University (online);

6th Annual Conference on Network Science in Economics (online); EAGT 2021 (online); OLIGO Workshop 2021 (online); 2021 International Conference on Industrial Economics (Zhejiang University, online); CMES 2021 (online); APIOC 2021 (online);

- **2020**

Canadian Economic Theory Conference (UBC, online); Contests: Theory and Evidence (University of East Anglia, online); National University of Singapore (Institute of Operations Research and Analytics, online); Cambridge INET Networks Webinar; ShanghaiTech University (online);

- **2019**

Cambridge; Peking University; City University of Hong Kong; Shandong University; Hitotsubashi University; Shanghai University of Finance and Economics (RIIS);

UIBE IO and Competition Policy Workshop; 24th Coalition Theory Network Workshop (AMSE);

- **2018**

The Chinese University of Hong Kong (DSME); Wuhan University; Monash University; HKU;

Fourth Annual Conference on Network Science and Economics (Nashville); Workshop on Game Theory (NUS); Symposium on Social and Economic Networks (Melbourne); WISE<sub>18</sub>: Workshop on Information and Social Economics (Caltech);

- **2017**

The University of Melbourne (Econ); Shanghai University of Finance and Economics (Econ); City University of Hong Kong (Dept. of Management Sciences); The Chinese University of Hong Kong (Marketing);

Asian Meeting of the Econometric Society (Hong Kong); China Meeting of the Econometric Society (Wuhan); Singapore Joint Economic Theory Workshop 2017 (SMU); APIOC (Auckland);

- **2016**

Singapore Management University; The Johns Hopkins Carey Business School; National University of Singapore (Econ); Monash University; National University of Singapore (Decision Science); The Chinese University of Hong Kong (Econ);

The 6th Annual International Conference on Industrial Economics (Zhejiang University);

- **2015**

Stockholm University; Wuhan University; Shanghai Jiaotong University (Antai); University of Southern California (INET); University of Hong Kong; Hong Kong University of Science and Technology;

2015 Shanghai Microeconomics Workshop (SUFE);

- **2014**

Shanghai University of Finance and Economics (Econ); McGill University (Econ); University of International Business and Economics; The Chinese University of Hong Kong (Dept of Decision Sciences and Managerial Economics); University of Technology Sydney (Economics Discipline Group);

The 12th annual International Industrial Organization Conference (Chicago); 2014 Shanghai Economic Theory Workshop (SUFU); 2014 Workshop on Industrial Organization and Management Strategy (The University of Hong Kong); 2014 Eighth Biennial Conference of Hong Kong Economic Association (Jinan);

- **2013**

Paris School of Economics; National University of Singapore (Econ); Southwestern University of Finance and Economics (RIEM); Nanjing University (School of Business);

China Meeting of the Econometric Society (Beijing);

- **2012**

Shanghai Microeconomics Workshop (SUFU); Shanghai Workshop on Industrial Organization and Competition Policy (SUFU); Fifth Annual Conference on Entrepreneurship and Innovation–Northwestern Searle Center (discussant); Econometric Society North American Summer Meeting (Northwestern); The 9th Workshop on Industrial Organization and Management Strategy (SJTU);

- **2011**

UC Berkeley;

## REFERENCES

Available by request