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## **Jin Li**

London School of Economics, NAB 5.30, Houghton Street, London WC2A 2AE, UK

Phone: +44(0) 20 7106-1243      Email: j.li94@lse.ac.uk

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### **ACADEMIC POSITIONS**

2017-Present: 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 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

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, *AEJ 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 (Forthcoming), *Journal of Labor Economics*.

## **WORKING PAPERS**

- (11) “A Theory of Wage Distribution and Dynamics with Assignment and Pareto Learning” (January, 2013) *R&R International Economic Review*.
- (12) “Reputation Turnaround through Voluntary Ownership and Management Turnover” joint with Pak Hung Au and Yuk-Fai Fong (April, 2017). *R&R International Economic Review*.
- (13) “Multilateral Cooperation Under Uncertainty” joint with Mike Powell (January, 2017). *R&R Games and Economic Behavior*.
- (14) “Relational Contracts, Financing Constraints, and Productivity Dynamics” joint with Dan Barron (August, 2017).
- (15) “Learning-by-Shirking in Relational Contracts” joint with Arijit Mukherjee and Luis Vasconcelos (July, 2017).

## **WORK IN PROGRESS**

- (16) “Implementing Change in Organizations” joint with Niko Matouschek, Mike Powell, and Xi Weng.
- (17) “Strategic Transparency and Organizational Rigidity” joint with Arijit Mukherjee and Luis Vasconcelos.
- (18) “Managing Firm Growth” joint with Rongzhu Ke and Mike Powell.
- (19) “Labor-Market Regulation and Workers’ Careers in Organizations” joint with Rongzhu Ke and Mike Powell.
- (20) “Organizational Demography and Turnover: Evidence from a Pension Reform” joint with Nicola Bianchi, Giulia Bovini, Matteo Paradisi, and Michael Powell

## **TEACHING**

Strategy and Organization (MBA)

Personnel Strategy (MBA)

Incentives and Governance in Organizations (MS)

Organizational Economics (PhD)

## **SEMINARS**

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**

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:** *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, SSHRC.*

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