

YONG CHAO

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ACADEMIA APPOINTMENT

2010 ~ Present Assistant Professor of Economics, College of Business, University of Louisville

EDUCATION

Ph.D. (Economics) University of Southern California, 2010
Advisors: Guofu Tan (Chair), Juan Carrillo, Harrison Cheng, Anthony Dukes, Simon Wilkie

M.A. (Economics) University of British Columbia, 2004

B.Sc., Mathematics,
B.A., Economics, Huazhong University of Science & Technology, China, 2003

FIELDS

Applied Microeconomic Theory, Industrial Organization, Behavioral Economics, Antitrust and Regulatory Policies

Current Research Topics: Nonlinear Pricing Contracts, Two-Sided Markets, Behavior-Based Pricing

PUBLICATIONS

“Strategic Effects of Three-Part Tariffs under Oligopoly.” *International Economic Review* (2013).

“Mixed Bundling in Two-Sided Markets in the Presence of Installed Base Effects.” *Management Science* (2013) (with Timothy Derdenger).

“Pay-What-You-Want Pricing: Can It Be Profitable?” *Journal of Behavioral and Experimental Economics* (forthcoming) (with Jose Fernandez, and Babu Nahata)

WORKING PAPERS

“All-Units Discounts as a Partial Foreclosure Device” with Guofu Tan (Revise and Resubmit at *the RAND Journal of Economics*)

“Tick Size Constraints, Two-Sided Markets, and Competition between Stock Exchanges” with Chen Yao, and Mao Ye (Under Review at *the Journal of Finance*)

“Allocations under Second-Degree Price Discrimination without Spence-Mirrlees Condition” with Babu Nahata (Under Review at *the International Journal of Industrial Organization*)

“Pay-What-You-Want Pricing and Competition: Breaking the Bertrand Trap” with Jose Fernandez, and Babu Nahata

“Vertical Probabilistic Selling Through an Intermediary: The Role of Consumer Anticipated Regret” with Lin Liu, and Dongyuan Zhan

“Nonlinear Pricing with Asymmetric Competition” with Guofu Tan, and Adam Chi Leung Wong

“All-Units Discounts, Captive Demand, Foreclosure, and Inefficiency” with Guofu Tan

“Bundled Loyalty Discount with Differentiated Products under Oligopoly”

“Three-Part Tariffs under Two-Dimensional Demand Uncertainties”

“Endogenous Entry Effects on Competition: Empirical Evidence from California Procurement Auctions” (Winner of Best Second-Year Paper Award at USC)

HONORS AND AWARDS

Summer Research Grant, U of L, USA, 2011 ~ 2015

Faculty Favorite Awards (*An Outstanding Professor Nominated by Students*), U of L, USA, 2010 ~ 2011

Professional Development Grant, U of L, USA, 2010 ~ 2012

Faculty Travel Grant, U of L, USA, 2011

Summer Institute in Competitive Strategy Travel Grant, UC Berkeley, USA, 2010

Academic Achievement Award, USC, USA, 2010

Summer Dissertation Fellowship, USC, USA, 2009

Microsoft Corporation Research Grant, USA, 2008 (with Guofu Tan)

NET Institute Research Grant, USA, 2008 (with Timothy Derdenger)

NET Institute Research Grant, USA, 2008 (with Guofu Tan)

Best Second-Year Paper Award, USC, USA, 2007

Graduate Merit Award Fellowship, USC, USA, 2004 ~ 2010

University Entrance Scholarship, UBC, Canada, 2003 ~ 2004

International Partial Tuition Scholarship, UBC, Canada, 2003 ~ 2004

Full-Time Teaching Assistantship, UBC, Canada, 2003 ~ 2004

Privilege to Enter the Graduate Program at HUST without Mandatory Exam, HUST, China, 2002

University 1st-Class Fellowship, HUST, China, 1999 ~ 2003

Outstanding Student Award, HUST, China, 1999 ~ 2000 (given to 20 out of more than 20,000 students annually)

TEACHING EXPERIENCE

Instructor, U of L, USA

- Econ 780—Special Topics: Economic Theory of the Firm (1st-year Ph.D. core course)
- Econ 442—Public Policy and Industrial Organization
- Econ 301—Intermediate Microeconomics
- Econ 201—Principles of Microeconomics

Teaching Assistant, USC, USA

- Econ 603—Microeconomic Theory (1st-year Ph.D. core course)
- Econ 514—Probability and Statistics for Economists (1st-year Ph.D. core course)
- Econ 500—Microeconomic Analysis and Policy (Econ M.A. core course)
- Econ 205—Principles of Macroeconomics
- Econ 203—Principles of Microeconomics

Teaching Assistant, UBC, Canada

- Econ 311—Principles of Macroeconomics
- Econ 310—Principles of Microeconomics

REFEREE

RAND Journal of Economics, Management Science, International Journal of Industrial Organization, Review of Industrial Organization, Decision Sciences, B.E. Journal of Theoretical Economics, Information Economics and Policy, Economics Bulletin, Economic Modelling, ACM Transactions on Internet Technology, Journal of Systems Science and System Engineering

EXTERNAL ASSESSOR

Social Science and Humanities Research Council of Canada (SSHRC)

UNIVERSITY SERVICE

Faculty Recruitment Committee, Department of Economics, U of L 2015

Department Representative Speaker, University-wide “Majors Day”, U of L 2013

Member, Ph.D. Program Committee of the College of Business, U of L 2010 ~ Present

Member, Ph.D. Qualifying Examination Grader of the College of Business, U of L 2010 ~ Present

STUDENT ADVISING

Dalong Ma, Ph.D. Dissertation Committee, U of L (1st Placement: Missouri Western State University)

CONFERENCES AND INVITED SEMINAR PRESENTATIONS

2015

42nd Annual Conference of European Association for Research in Industrial Economics (EARIE), Munich, Germany (Scheduled)

26th International Conference on Game Theory, Stony Brook, NY, USA (Scheduled)

5th Annual International Conference on Industrial Economics, Zhejiang University, China 2015 (Scheduled)

School of Economics and Management Seminar, Tsinghua University, China (Scheduled)

6th Shanghai Microeconomics Workshop, Shanghai University of Finance & Economics, China 2015 (Scheduled)

School of International Business Administration Seminar, Shanghai University of Finance & Economics, China (Scheduled)

13th Annual International Industrial Organization Conference, Boston, MA, USA

2015 American Economic Association Annual Meeting, Boston, MA, USA

2014

Finance Seminar, University of Illinois at Urbana-Champaign, Champaign, IL, USA

Fall 2014 Midwest Economic Theory Conference, Lawrence, KS, USA

25th International Conference on Game Theory, Stony Brook, NY, USA

INFORMS Marketing Science Society Conference 2014, Atlanta, GA, USA

Next Generation of Antitrust Scholars Conference, New York, NY, USA

Economics Seminar, University of California, Merced, USA

2013

6th Annual Searle Center Conference on Antitrust Economics and Competition Policy, Chicago, IL, USA

The Econometric Society North American Summer Meeting, Los Angeles, CA, USA

11th Annual International Industrial Organization Conference, Boston, MA, USA

Annual Conference of Mannheim Centre for Competition and Innovation (MaCCI), Mannheim, Germany
(*Invited Speaker*)

2013 American Economic Association Annual Meeting, San Diego, CA, USA

2012

Economic Theory Seminar, University of Southern California, USA

5th Annual Searle Center Conference on Antitrust Economics and Competition Policy, Chicago, IL, USA

39th Annual Conference of European Association for Research in Industrial Economics (EARIE), Rome, Italy

10th ZEW Conference on the Economics of Information and Communication Technologies, Mannheim, Germany (*Invited Speaker*)

Experimental Economics Conference, LABEL, University of Southern California, CA, USA

10th Annual International Industrial Organization Conference, Arlington, VA, USA

2012 American Economic Association Annual Meeting, Chicago, IL, USA

2011

81st Southern Economic Association Annual Meeting, Washington, D.C., USA

38th Annual Conference of European Association for Research in Industrial Economics (EARIE), Stockholm, Sweden

The Econometric Society Australasian Meeting in 2011, Adelaide, Australia

2011 Chinese Economists Society China Conference, Beijing, China

2011 Summer Workshop on Industrial Organization and Competition Policy, Shanghai, China

School of International Business Administration Seminar, Shanghai University of Finance & Economics, China

College of Business 1st Semiannual In-House Conference, University of Louisville, USA

9th Annual International Industrial Organization Conference, Boston, MA, USA

2011 Midwest Economic Association Annual Meeting, St. Louis, MO, USA

2010

80th Southern Economic Association Annual Meeting, Atlanta, GA, USA

Kentucky Economic Association Annual Conference, Frankfort, KY, USA

10th World Congress of the Econometric Society, Shanghai, China

Summer Institute in Competitive Strategy, Berkeley, CA, USA

Symposium on Law and Innovation, Los Angeles, CA, USA

12th Southwest Economic Theory Conference, Lake Arrowhead, CA, USA

College of Business Seminar, University of Louisville, USA

Research School of Economics Seminar, Australian National University, Australia

2010 American Economic Association Annual Meeting, Atlanta, GA, USA

2009

Economic Theory Seminar, University of Southern California, USA

11th Southwest Economic Theory Conference, Pasadena, CA, USA

2008

2nd Annual Tech Policy Summit, Los Angeles, CA, USA

10th Southwest Economic Theory Conference, Santa Barbara, CA, USA

2008 American Economic Association Annual Meeting, New Orleans, LA, USA

2007

9th Southwest Economic Theory Conference, Los Angeles, CA, USA

2006

2nd Summer IT Economics Doctoral Workshop at the NYU Stern School of Business, New York, NY, USA
(44 participants selected from more than 140 applicants)

2004

18th Summer Conference in Industrial Organization, Whistler, BC, Canada