

Jun Xiao

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EDUCATION

- Ph.D. Economics, Pennsylvania State University, 2012.
Advisors: Vijay Krishna (main), Kalyan Chatterjee and Ed Green
- M.Phil. Economics, Hong Kong University of Science and Technology, 2007.
- B.A. Finance, B.S. Mathematics, Wuhan University, 2004.

FIELDS

Primary: Microeconomic Theory. Secondary: Industrial Organization.

EMPLOYMENT

- Senior Lecturer, Department of Economics, University of Melbourne, 2018-Present.
- Lecturer, Department of Economics, University of Melbourne, 2012-2018.

RESEARCH PAPERS

- “Whether to Hire A(nother) Superstar,” 2020.
- “Idea Scarcity and Optimal Awards in Innovation Contests,” with Nisvan Erkal, 2019.
- “Ability Grouping in Contests,” updated 2019.
- “Equilibrium Analysis of the All-Pay Contest with Two Nonidentical Prizes: Complete Results,” *Journal of Mathematical Economics* 2018, 74, pp. 21-34.
- “Bargaining Orders in a Multi-Person Bargaining Game,” *Games and Economic Behavior* 2018, 107, pp. 364-379.
- “All-Pay Contests with Performance Spillovers,” *Mathematical Social Sciences* 2018, 92, pp. 35-39.
- “Asymmetric All-Pay Contests with Heterogeneous Prizes,” *Journal of Economic Theory* 2016, 163, pp. 178-221.

WORK IN PROGRESS

- “Optimal Intervention in Multilateral Conflict,” with Massimo Morelli.

ONLINE PUBLICATION

- *Solution Manual for Vijay Krishna’s ‘Auction Theory’ (2nd ed.)* with Alexey Kushnir, Elsevier, 2009.

TEACHING

- Industrial Economics ECON30003 (3rd year), 2014-present.
- Competition and Strategy ECON20005 (2nd year), 2016-present.
- Organization, Economics and Incentives ECON30017 (3rd year), 2013-2015.

REFERING

Econometrica, American Economic Journal: Microeconomics, European Journal of Political Economy, Economic Journal, Economic Theory, Games and Economic Behavior, Journal of European Economic Association, Journal of Economic Theory, International Economic Review, Management Science, Mathematical Social Sciences, National Science Foundation, Rand Journal of Economics, Social Choice and Welfare, Theoretical Economics

GRANTS

- ARC Discovery Project grant with Nisvan Erkal, \$155,000 in 2017
- University Early Career Researcher Grant: \$18807 in 2014
- Faculty Research Grants: \$7203 in 2013, \$8688 in 2016

PRESENTATIONS

- 2019 Penn State University, University Technology Sydney, Monash University
- 2018 Queensland University of Technology, University of Queensland, 18th Annual Conference of Society for the Advancement of Economic Theory (Taipei), Econometric Society Australasian Meeting (New Zealand)
- 2017 Contests: Theory and Evidence' Conference in Norwich, Australian National University, Deakin University
- 2016 Australia Economic Theory Workshop, Melbourne IO and Theory Workshop, Society of Advanced Economic Theory, Monash University, University of New South Wales
- 2015 International Conference of Game Theory, 11th World Congress of Econometric Society, National University of Singapore
- 2014 Australia Economic Theory Workshop, University of Technology Sydney, Zhejiang University, Conference on Market Design at Monash University
- 2013 Australia Economic Theory Workshop, University of Queensland, University of New South Wales, Asia-Pacific Innovation Conference, Society of Advanced Economic Theory, Pan-Pacific Conference on Game Theory
- 2012 Cheung Kong Graduate School of Business, Monash University, University of Melbourne, Beijing Normal University, Columbia University, Society of Advanced Economic Theory, European Association for Research in Industrial Economics, Australian National University, Australian Meetings of Econometric Society
- 10th World Congress of Econometric Society

THESIS SUPERVISION

- Ph.D.: David Delacrétaz (committee member)

- Masters: Jessica Yang, Jonathan Lim
- Honours: Elizabeth Crick, Haoqi Zhang, Fengtian Xu, Yiliang Li, Alan Weiss, Hyung Gyu Rho (Winner of 2015 Kinsman Award), Ben Ditchfield, Benjamine Sourivong, Laura Waring, Daniel Brennan, Effie Tan

ENGAGEMENT

Coordinator for Specialist Certificate of Economic Design, 2014, 2016, 2017

UNIVERSITY SERVICE

Coordinator (2012/2013) and joint coordinator (2013/2014) for the Economic Theory and Experimental Seminars, Junior hiring committee in 2015/2016, Department Executive Committee in 2015.