

## Huanxing Yang

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Citizenship: USA  
Date of Birth: October, 1972

### **Education**

Ph.D. in Economics, University of Pennsylvania, 2004  
(Main advisor: Steven Matthews)  
M.A. in Economics, Fudan University, Shanghai, China, 1996  
B.S. in MIS, Renmin University of China, Beijing, China, 1993

### **Employment**

- Professor, Ohio State University, 2020 - Present
- Associate Professor (with tenure), Ohio State University, 2010 - 2020
- Assistant Professor, Ohio State University, 2004 – 2010
- Analyst, The People's Bank of China, Shanghai Branch, 1996 – 1999

### **Research Interests**

Industrial Organization, Information Economics, Contract Theory

### **Publications**

1. "Collusion, Fluctuating Demand, and Price Rigidity," with Makoto Hanazono, *International Economic Review*, 48(2), 2007, 483-515.
2. "Efficiency Wages and Subjective Performance Pay," *Economic Inquiry*, 46(2), 2008, 179-196.
3. "Search with Learning: Understanding Asymmetric Price Adjustments," with Lixin Ye, *Rand Journal of Economics*, 2008, 39(2), 547-564.
4. "Nonlinear Pricing, Market Coverage, and Competition," with Lixin Ye, *Theoretical Economics*, 3(1), 2008, 123-153.
5. "Group Purchasing, Nonlinear Tariffs, and Oligopoly," with Howard P. Marvel, *International Journal of Industrial Organization*, 26(5), 2008, 1090-1105.

6. “Dynamic Entry and Exit with Uncertain Cost Positions,” with Makoto Hanazono, *International Journal of Industrial Organization*, 27(3), 2009, 474-487.
7. “Long-Term Relationship as Safeguards,” with Rafael Rob, *Economic Theory*, 43(2), 2010, 143-166.
8. “Information Aggregation and Investment Cycles with Strategic Complementarity,” *Economic Theory*, 43(2), 2010, 281-311.
9. “Investment Cycles, Strategic Delay, and Self-Reversing Cascades,” with Jim Peck, *International Economic Review*, 52(1), 2011, 259-280.
10. “Competitive Nonlinear Taxation and Constitutional Choices,” with Massimo Morelli and Lixin Ye, *American Economic Journal: Microeconomics*, 4(1), 2012, 142–175.
11. “Non-stationary Relational Contracts with Adverse Selection,” *International Economic Review*, 54(2), 2013, 525-547.
12. “Cheap Talk with Two Senders and Complementary Information,” with Andrew McGee, *Games and Economic Behavior*, 79, 2013, 181-191.
13. “Targeted Search and the Long Tail Effect,” *Rand Journal of Economics*, 44(4), 2013, 733-756.
14. “Competitive Nonlinear Pricing and Contract Variety,” with Jian Shen and Lixin Ye, *Journal of Industrial Economics*, 2016, 64(1), 64-108.
15. “Competitive Cheap Talk,” with Zhuozheng Li and Heikki Rantakari, *Games and Economic Behavior*, 96, 2016, 65-89.
16. “Balance of Opinions in Expert Panels,” with Qiang Gong, *Economics Letters*, 2018, 170, 151-154.
17. “Targeted Advertising on Competing Platforms,” with Qiang Gong and Siqi Pan, *B.E. Journal of Theoretical Economics*, 2019, 19(1).
18. “Communication and the Optimality of Hierarchies in Organizations,” with Lan Zhang, *Journal of Law, Economics, & Organization*, 2019, 35(1), 154-191.
19. “Cheap Talk in a Coordination Game with Incomplete Information,” with Zhuozheng Li and Lan Zhang, *International Journal of Game Theory*, 2019, 48(1), 109-141.
20. “Targeted Search with Horizontal Differentiation in the Marriage Market,” with Yujing Xu, *Journal of Economic Behavior & Organization*, 2019, 164, 31-62.
21. “Targeted Search, Endogenous Market Segmentation, and Wage Inequality,” *Economic Theory*, 2020, 69(2), 367-414.
22. “Collaborative Networks in Oligopoly with Asymmetric Firms,” with Qiang Gong, *Review of Industrial Organization*, 2020, 56(2), 357-380.
23. “The Effects of Pre-Play Communication in a Coordination Game with Private Information,” with Youxin Hu, John H. Kagel, and Lan Zhang, *Journal of Economic Behavior & Organization*, 2020, 176, 403-415.
24. “Cheap Talk about the Relevance of Multiple Aspects,” with Qiang Gong, forthcoming, *Economics Letters*, 2021, 207, 110018.

25. “Expert Panels with Selective Investigation,” with Qiang Gong, forthcoming, *B.E. Journal of Theoretical Economics*
26. “Dominant Firm and Competitive Bundling in Oligopoly Markets,” with Jie Shuai and Lan Zhang, forthcoming, *Games and Economic Behavior*

### **Working Papers**

- “Long-term Competition for Product Awareness with Learning from Friends,” with Qiang Gong and Yujing Xu, July 2021
- “Informational Correlation and Selective Disclosure,” with Qiang Gong and Jie Shuai, March 2020
- “Firm Size, Strategic Communication, and Organization,” Dec. 2012
- “An Economic Theory of Grade Inflation,” with Chun Seng Yip, Nov. 2002.

### **Teaching**

- Instructor, Game Theory, OSU, Spring 2008, 2009, 2010, 2012, 2014; Winter 2010, 2012, Fall 2013, 2014, 2015, 2016, 2017, 2018, 2019, 2020, 2021
- Instructor, Intermediate Microeconomics, OSU, Winter 2008, 2009, Spring 2009, 2010
- Instructor, Microeconomics (II, Graduate), OSU, Winter 2005, 2006, 2007
- Instructor, Math Camp for Econ PhD, OSU, Summer 2015, 2016, 2017
- Instructor, Microeconomics (IV, Graduate), OSU, Spring 2015, 2016, 2017, 2018, 2019, 2020
- Instructor, Economics of Information (Graduate), OSU, Fall 2004, 2005, 2006, 2012; Winter 2008, 2009, 2010, 2011, 2012; Spring 2014
- Instructor, Industrial Organization (Graduate), Fall 2010, 2011, 2012, 2014, 2015, 2016, 2017, 2019, 2020, 2021
- Instructor, Topics in Economic Theory (Graduate), Spring 2011

### **Fellowships and Honors**

- The excellent referee award, *International Journal of Industrial Organization*, 2014
- The Hiram C. Haney Fellowship Award in Economics, University of Pennsylvania, 2003 (For the best third-year paper)
- Graduate Fellowship, University of Pennsylvania, 1999-2000, 2003
- Guanghua Scholarship, Fudan University, China, 1995

### **Academic Activities**

### Seminars

- National University of Singapore, November 2021 (zoom)
- University of Miami, March 2019
- University of Rochester, March 2018
- University of North Carolina, September 2017
- Jinan University, China, July 2017
- Hong Kong University of Science and Technology, December 2015
- University of Hong Kong, December 2015
- Michigan State University, October 2015
- Stony Brook University, March 2015
- Zhejiang University, China, May 2014
- Indiana University-Purdue University-Indianapolis, November 2013
- Hong Kong University of Science and Technology, December 2009
- University of Western Ontario, March 2009
- Department of Justice, October 2007.
- The Ohio State University, January 2004, April 2005.
- University of Iowa, January 2004.
- London School of Economics, Management Department, February 2004.
- Singapore Management University, February 2004.
- University of Pennsylvania, March 2003, September 2003

### Conference Presentations

- Midwest Economic Theory Meetings, Michigan State University, October 2021
- Asian Meeting of Econometric Society, Xiamen University, China, June 2019
- Mannheim Annual Conference on Competition and Innovation (MaCCI), University of Mannheim, Germany, March, 2019
- The IO workshop, Hong Kong University of Science and Technology, June, 2018
- Midwest Economic Theory Meetings, Southern Methodist University, November 2017
- CES North America Conference, University of Alabama, March 2017
- Midwest Economic Theory Meetings, University of Rochester, April 2016
- International IO Conference, Chicago, April 2014
- Columbia/Duke/MIT/Northwestern IO Theory Conference, Duke University, Nov. 2013 (invited)
- Midwest Economic Theory Meetings, University of Michigan, Oct. 2013.
- Canadian Economic Theory Conference, Montreal, Canada, May 2013.
- Midwest Economic Theory Meetings, Washington University at St. Louis, Oct. 2012.
- 3<sup>rd</sup> Annual Conference on Internet Search and Innovation, Northwestern University, Jun. 2012.

- International IO Conference, Washington, D.C., Mar. 2012
- Far East and Southeast Asia Econometric Society Meetings, Seoul, Aug. 2011.
- Econometric Society World Congress, Shanghai, Aug. 2010.
- The 7<sup>th</sup> Workshop on IO and MS, Shanghai, Aug. 2010.
- International IO Conference, Vancouver, Canada, May 2010.
- Mid-west Economic Theory Meetings, Penn State University, Nov. 2009.
- Far East and Southeast Asia Econometric Society Meetings, Tokyo, Aug. 2009.
- Econometric Society Summer Meetings, Boston, Jun. 2009.
- International IO Conference, Washington, May 2008.
- Econometric Society Winter Meetings, New Orleans, Jan. 2008 (invited session).
- Mid-west Economic Theory Meetings, University of Michigan, Nov. 2007.
- Cornell/Penn State Macro Workshop, Cornell University, Sept. 2007 (invited).
- Public Economic Theory Conference, Nashville, Tennessee, Jul. 2007 (invited session).
- International IO Conference, Savannah, Georgia, Apr. 2007.
- Mid-West Economic Theory Meetings, Purdue University, Oct. 2006.
- Duke/Northwestern/Texas IO Theory Conference, Northwestern University, Sept. 2006 (invited).
- Mid-West Economic Theory Meetings, University of Kansas, Oct. 2005.
- Mid-West Economic Theory Meetings, Indiana University at Bloomington, October, 2003.
- NBER Decentralization Conference, Purdue University, May 2003 (invited).

### Services

- Placement Director, Dept. of Economics, OSU, 2013-2014, 2014-2015, 2015-16, 2016-17, 2017-18
- Organizer for the Theory Seminars at OSU, Spring 2007, Fall 2007, 2008, Spring 2011, 2015, Fall 2019
- NSF/CEME Decentralization Conference, Member of the Organization Committee, April 2011.
- Midwest Economic Theory Meetings, Member of the Organization Committee, Fall 2008, Spring 2015
- Member of Search Committee, Dept. of Economics, OSU, 2007-2008, 2010-2011, 2011-2012, 2016-2017
- Main advisor: Ross Brater (2014), Zhuozheng Li (2016), Ben Casner (2020).
- Member of dissertation Committee: Ching-Jen Sun (2008), Tun-Ying Hsu (2010), Hongwei Zheng (2010), Kerry Tan (2012), Yoonhae Oh (2012), Hanfu Li (2013), Jian Shen (2014), Chiranjit Kandu (2014), Jingchao Li (2015), Daeyoung Jeong (2016), Xiang Hui (2016), Yeochang Yoon (2016), Siqi Pan (2017), Lin Lin (2019), Sangjun Yea (2019), Jianyu Xu (2021), Shuo Xu (2021)

### Referee

*American Economic Review, Econometrica, Economic Inquiry, Economic Theory, Energy Journal, European Economic Review, Games and Economic Behavior, Health Economics, Industrial & Labor Relations Review, International Economic Review, International Journal of Game Theory, International Journal of Industrial Organization; Japanese Economic Review, Journal of Economic Behavior & Organization, Journal of Economic Theory, Journal of Economics & Management Strategy, Journal of European Economic Association, Journal of Industrial Economics, Journal of Law, Economics & Organization, Journal of Mathematical Economics, Journal of Political Economy, Journal of Public Economics, Journal of Public Economic Theory, Rand Journal of Economics, Review of Economic Studies, Scandinavian Journal of Economics, Social Choice and Welfare, Southern Economic Journal, Theoretical Economics, US-Israel BSF, B.E. Journal of Theoretical Economics*