

## **CURRICULUM VITAE**

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### **CONTACT INFORMATION**

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### **POST-SECONDARY DEGREES**

- Ph.D., Economics, University of Western Ontario, London, Ontario, Canada, 1991.  
Ph.D. Dissertation: "Essays on Negotiation and Renegotiation."  
Dissertation Committee: Phil Reny (Chair), I. Horsteman, and A. Segupta.
- M.A., Economics, University of Western Ontario, London, Ontario, Canada, 1988.
- B.Sc. (Honours), Mathematics, Jilin University, Changchun, Jilin, China, 1985.

### **WORKING EXPERIENCE**

- Professor, Department of Economics, Vanderbilt University, 2005.1-present.
- Visiting Professor, Department of Econometrie en Operationele Research, Vrije Universiteit Amsterdam, and Tinbergen Institute, 2011.3, 2006.2.26-2006.5.1.
- Associate Professor, Department of Economics, Vanderbilt University, 2001.9-2004.12.
- Associate Professor, Department of Economics, University of Windsor, 1995.7-2001.6.
- Assistant Professor, Department of Economics, University of Windsor, 1991.7-1995.6.

### **HONOURS AND AWARDS**

- T. Merritt Brown Ph.D. Thesis Prize, University of Western Ontario, 1991.
- Bursary, University of Western Ontario and Government of Ontario, 1988-1991.
- Graduate Teaching Assistantship, University of Western Ontario, 1986-1991.
- Special University Scholarship, University of Western Ontario, 1986-1991.

## ARTICLES IN REFEREED JOURNALS

- “The ‘Folk Theorem’ for Repeated Games with Complete Information,” *Econometrica*, Vol. 62, No. 4 (July 1994), 949-954.
- “Perfect Equilibria in a Negotiation Model” (with Lutz-Alexander Busch), *Econometrica*, Vol. 63, No. 3 (May 1995), 545-565.
- “On Renegotiation-Proof Equilibria in Finitely Repeated Games,” *Games and Economic Behavior*, Vol. 13, No. 2 (April 1996), 286-300.
- “Labor Market Search and Capital Accumulation: Some Analytical Results” (with Shouyong Shi), *Journal of Economic Dynamics and Control*, Vol. 21, No. 10 (August 1997), 1747-1776.
- “Price Regulation of Pharmaceuticals in Canada” (with Aslam H. Anis), *Journal of Health Economics*, Vol. 17, No. 1 (January 1998), 21-38.
- “Bargaining with Surplus Destruction” (with Lutz-Alexander Busch and Shouyong Shi), *Canadian Journal of Economics*, Vol. 31, No. 4 (October, 1998), 915-932.
- “Strategic Invasion in Markets with Switching Costs” (with Ruqu Wang), *Journal of Economics and Management Strategy*, Vol. 7, No. 4 (Winter 1998), 521-549.
- “Labor Market Search and the Dynamic Effects of Taxes and Subsidies” (with Shouyong Shi), *Journal of Monetary Economics*, Vol. 43, No 2 (April 1999), 457-495.
- “Outsiders’ Threat and Consecutive Offers” (with Ling Qiu), *Economic Theory*, Vol. 15, No. 3 (May 2000), 663-676.
- “Finite Horizon Negotiation Games” (with Lutz-Alexander Busch), *Annals of Economics and Finance*, Vol. 2, No. 2 (November 2001), 415-435.
- “Negotiation Games with Unobservable Mixed Disagreement Actions” (with Lutz-Alexander Busch), *Journal of Mathematical Economics*, Vol. 35, No. 4 (July 2001), 563-579.
- “Flexibility of Disagreement Actions in Negotiations” (with Taiji Furusawa), *International Journal of Game Theory*, Vol. 30, No. 1 (September 2001), 19-39.
- “Persistent Protection in an International Exit Game” (with Aslam H. Anis and Michael Benarroch), *Journal of International Economics*, Vol. 56, No. 2 (March 2002), 465-487.
- “Disagreement Points in Trade Negotiations” (with Taiji Furusawa), *Journal of International Economics*, Vol. 57, No. 1 (June 2002), 133-150.
- “A Folk Theorem for Repeated Sequential Games,” *Review of Economic Studies*, Vol. 69, No. 2 (April 2002), 493-512.
- “On Asynchronously Repeated Games” (with Satoru Takahashi), *Economics Letters*, Vol. 79, No. 2 (May 2003), 239-245.
- “Bargaining with Stochastic Disagreement Payoffs” (with Taiji Furusawa), *International Journal of Game Theory*, Vol. 31, No. 4 (October 2003), 571-591.
- “On the Power to Hurt: Costly Conflict with Complete Informed States” (with Harold Houba), *Economic Bulletin*, Vol. 3, No. 3 (January 2006), 1-6.

- “Multi-Agent Bilateral Bargaining and the Nash Bargaining Solution” (with Sang-Chul Suh), *Journal of Mathematical Economics*, Vol. 42, No. 1 (February 2006), 61-73.
- “Different Time Preferences and Non-Stationary Contracts in Negotiations” (with Harold Houba), *Economics Letters*, Vol. 91 (March 2006) 273-279.
- “Wage Bargaining under the National Labor Relations Act” (with Jesse Schwartz), *Journal of Economics and Management Strategy*, Vol. 15, No. 4 (Winter 2006), 1017-1039.
- “Wage Negotiation under Good Faith Bargaining” (with Jesse Schwartz), *International Game Theory Review*, Vol. 9. No. 3 (2007), 551-564.
- “Subgame Perfect Implementation of Stable Matchings in Marriage Problems (with Sang-Chul Suh), *Social Choice and Welfares*, Vol. 31 (2008), 163-174 (published online: September 22, 2007, DOI 10.1007/s00355-007-0272-x).
- “Forgiving Proof Equilibrium in Repeated Games” (with Miguel Aramandia and Luis Ruiz), *the B.E. Journal of Theoretical Economics*, Vol. 8 (2008): Issue 1 (Contributions), Article 5.
- “On Striking for a Bargain between Two Completely Informed Agents” (with Harold Houba), *Economic Theory* 37 (2008), 509-519.
- “A Multi-Agent Bilateral Bargaining with Endogenous Protocol” (with Sang-Chul Suh), *Economic Theory*, Vol. 40 (2009), 203-226.
- “Antitrust Enforcement with Price-Dependent Fines and Detection Probability” (with Harold Houba and Evgenia Motchenkova), *Economic Bulletin*, Vol. 30, No. 3 (2010), 2017-2207.
- “Extreme Equilibria in the Negotiation Model with Different Time Preferences” (with Harold Houba), *Games and Economic Behavior*, Vol. 73 (2011), 507-516.
- “Competitive Prices as Optimal Cartel Prices” (with Harold Houba and Evgenia Motchenkova), *Economics Letters*, Vol. 114, No. 1 (2012), 39-42.
- “Dominant Strategy Implementation with a Convex Product Space of Valuations” (with Katherine Cuff, Sunghoon Hong, Jesse A. Schwartz, and John A. Weymark), forthcoming, *Social Choice and Welfares* (2012).

## OTHER PUBLICATIONS

- “The ‘Folk Theorem’ for Repeated Games with Complete Information,” *Zentralblatt fur Mathematik-Mathematics Abstracts* (October 1994), DE006219314.
- “Economics of Strategies” in Rhona C. Free, ed., *21<sup>st</sup> Century Economics: A Reference Handbook*. Sage Publication, 2010 (the winner of “Outstanding Reference Source” by the American Library Association).
- “On the Effectiveness of Leniency Program in Cartel Enforcement” (with Houba and Motchenkova), *Medium Econometrische Toepassingen-Media for Econometric Applications*, Volume 17, Issue 4 (2010), 18-23.

- “A Bargaining Model of Nuclear Weapons Development and Disarmament” (with Brett Benson), in the *Causes and Consequences of Nuclear Proliferation: A Quantitative-Analysis Approach*, ed. by Robert Rauchhaus, Mathew Kroenig, and Erik Gartzke, Routledge Press, April 2011.

## WORKING PAPERS

- “A Subsidized Vickrey Auction for Cost Sharing” (with Jesse Schwartz)
- “Justifiable Punishment in Repeated Games” (with Miguel Aramendia)
- “Repeated Games with Asynchronous Moves.”
- “Backward Induction and Unacceptable Offers” (with Harold Houba)
- “Competing Offers and Endogenous Bargaining Protocol” (with Harold Houba)
- “A Revelation Principle for Dominant Strategies” (with Jesse Schwartz)
- “Subgame Perfect Implementation of the Nash Rationing Solution” (with Maroc Maritti)
- “Long-run Forgiving Proof Equilibria in Infinitely Repeated Games” (with Miguel Aramendia)
- “Effective Leniency Program in Anti-trust Regulation with Endogenous Detection Probability” (with Harold Houba and Evgenia Motchenkova)

## EDITORIAL BOARDS

- *Economics Bulletin*, Associate Editor, 2004-present.
- *Annals of Economics and Finance*, Member of the Editorial Board, 2000-present.
- *Economics Research International*, Member of the Editorial Board, 2010-present.
- *Frontiers of Economics in China*, Member of the Editorial Board, 2011-present.

## MANUSCRIPT REVIEWER

American Economic Review; Applied Mathematics Letters; B.E. Journal of Economic Analysis and Policy; Bulletin of Economics Research; Canadian Journal of Economics; Econometrica; European Economic Review; Games and Economic Behavior; International Economic Review; International Journal of Game Theory; Japanese Economic Review; Journal of Economics and Management Strategy; Journal of Economic Theory; Mathematical Social Sciences; National Science Foundation; Politics, Philosophy & Economics; Rand Journal of Economics; Scottish Journal of Political Economy; Social Science and Humanities Research Council of Canada; Theory and Decision.