

Curriculum Vita

Mo XIAO

Department of Economics
Eller College of Management
The University of Arizona, Tucson, AZ 85721
Office Phone: 520-6212192
Email: mxiao@eller.arizona.edu

CURRENT POSITION

Associate Professor (with tenure), Department of Economics, the University of Arizona (from Aug 2012)

EMPLOYMENT HISTORY

Assistant Professor, Department of Economics, the University of Arizona (Aug 2006 – July 2012)
Assistant Professor, Department of Economics, University of Rochester (Aug 2004 – July 2006)
Assistant Professor, Department of Economics, Iowa State University (Aug 2003 – July 2005)

DEGREES

Ph.D. Economics, UCLA, May 2003
M.A., Economics, UCLA, March 2000
B.A., Economics, Beijing University, P.R. China, July, 1997

FIELDS Industrial Organization, Applied Microeconomics

PUBLICATIONS

- "Who Thinks about the Competition: Managerial Ability and Strategic Entry in US Local Telephone Markets," with Avi Goldfarb, *American Economic Review*, 2011, 101(7), 3130-3161.
- "Behavioral Models of Managerial Decision Making," with Avi Goldfarb, Teck-Hua Ho, Wilfred Amaldoss, Alexander Brown, Yan Chen, Tony Haitao Cui, Alberto Galasso, Tanjim Hossain, Min Hsu, Noah Lim, Botao Yang, *Marketing Letters*, 2012, 23(2), 405-421.
- "Strategic Information Disclosure: The Case of Multi-Attribute Products with Heterogeneous Consumers," with V. Joseph Hotz, *forthcoming, Economic Inquiry*.
- "The Impact of Regulation on Supply and Quality of Care in the Childcare Market," with V. Joseph Hotz, *American Economic Review*, 2011, 101(5): 1775-1805.
- "Does the Fourth Entrant Make Any Difference? Entry and Competition in the Early U.S. Broadband Market," with Peter F. Orazem, *International Journal of Industrial Organization*, 2011, 29: 547-561.
- "Is Quality Certification Effective? Evidence from the Childcare Market," *International Journal of Industrial Organization*, 2010, 28: 708 – 721.

WORKING PAPERS

- "Losing to Win: Reputation Management of Online Sellers," with Ying Fan and Jiandong Ju.

- “Competition and Subsidies in the Deregulated U.S. Local Telephone Industry,” with Ying Fan, submitted.
- “Is Your Neighbor Your Enemy: Strategic Entry into the US Broadband Market,” with Peter F. Orazem, *Revise and Resubmit, Journal of Economics and Management Strategy*.

WORK IN PROGRESS

- “When to Exit: Limited Rationality in Firm Decisions,” with Avi Goldfarb.

GRANTS AND AWARDS

- Entrepreneurship Research Small Grant, McGuire Center for Entrepreneurship, the University of Arizona, \$4,500, 2013; \$5,000, 2011.
- The Net Institute Summer Grant (with Ying Fan), \$4,500, 2010.
- The Net Institute Summer Grant (with Avi Goldfarb), \$7,500, 2008.
- The Net Institute Summer Grant, \$4,500, 2007.
- W. Allen Wallis Program in Empirical Policy Research Grant, University of Rochester, \$3,000, 2004; \$3,000, 2005.
- University Research Grant, Iowa State University, \$14,000, 2004.
- Annual Department Fellowship, UCLA, 1997-2001
- China Society of Southern California Scholarship, 2000
- Graduation with Honors, Beijing University, P.R. China, 1997
- China Center for Economic Research Scholarship, Beijing University, P.R. China, 1996

TEACHING EXPERIENCE

- Arizona: Undergraduate IO, Graduate Empirical Industry Organization (Ph.D. level), Mathematics for Economists (Ph.D. level)
- Rochester: Principles of Economics, Graduate Empirical Industry Organization (Ph.D. level)
- Iowa State: Principles of Microeconomics, Graduate Microeconomics (Master-level)

CONFERENCE PRESENTATIONS AND INVITED SEMINARS

2013: the ASSA Annual Meetings, San Diego, CA (discussant); International Industrial Organization Conference, Boston, MA (presenter + discussant, scheduled)

2012: the Federal Trade Commission Microeconomics Conference (discussant), Washington DC; the University of Arizona (MIS department)

2011: the Federal Trade Commission; Caltech; International Industrial Organization Conference, Boston, MA (presenter + discussant); the ASSA Annual Meetings, Denver, CO (discussant)

2010: Econometric Society World Congress, Shanghai, China; Stanford SITE; the Choice Symposium, University of Miami, Miami, FL; UC-Davis; University of Michigan; the ASSA Annual Meetings, Atlanta, GA (presenter + session organizer)

2009: Syracuse; UC-Berkeley; UCLA; International Industrial Organization Conference, Boston, MA (presenter + discussant)

- 2008: West Economic Society Annual Conference, Honolulu, HI; Econometric Society North American Summer Meeting, Pittsburgh, PA; the NET Institute Conference, New York University, New York, NY (discussant); Econometric Society North American Winter Meeting, New Orleans, LA (presenter + session chair); the ASSA Annual Meetings, New Orleans, LA
- 2006: Clarence Tow Conference on Industrial Organization, University of Iowa, Iowa City, IA; University of Michigan (Ross); International Industrial Organization Conference, Boston, MA (presenter + discussant); Washington University; the ASSA Annual Meetings, Boston, MA
- 2005: Census Research Data Center Conference, Cornell, NY; Brock University; the University of Arizona; Econometric Society World Congress, London, UK; University of Iowa; Iowa State University; International Industrial Organization Conference, Atlanta, GA (2 papers + discussant)
- 2004: University of Rochester
- 2003: Brown University; Iowa State University; Southern Methodist University; University of Southern California; North American Econometric Society Summer Meeting, Evanston, IL
- 2002: UCLA; North American Econometric Society Summer Meeting, Los Angeles, CA; the 29th Annual Conference of European Association for Research on Industrial Economics, Madrid, Spain

PROFESSIONAL SERVICES AND ACTIVITIES

- Participant: CeMent Mentoring Workshop, sponsored by the Committee of the Status of Women in the Economics Profession and the NSF, January 2004, San Diego, CA
- Services:
 - Faculty Advisor to McGuire Center for Entrepreneurship, 2012-2013.
 - Academic Program Committee, 2012-2013.
 - Graduate Students Committee, the University of Arizona, 2011-2013.
 - Global Business Program, Eller College of Management, the University of Arizona, 2007-present.
 - Computer Committee, Department of Economics, Iowa State University, 2003-2004.
- Member: the American Economic Association, the Econometric Society
- Referee Services: : the American Economic Journal: Applied, the American Economic Journal: Microeconomics, the B.E. Journals in Theoretical Economics, British Journal of Industrial Relations, Economic Inquiry, eJournal Economics, International Journal of Industrial Organization, Journal of Development Economics, Journal of Economics and Management Strategy, Journal of European Economic Association, Journal of Industrial Economics, Journal of Law, Economics, and Organization, Journal of Political Economy, Journal of Urban Economics, Management Science, National Science Foundation, the RAND Journal of Economics, Review of Economic Studies, Social Sciences and Humanities Research Council of Canada

COMMITTEE MEMBER OF DOCTORATE STUDENTS

- Taylor Jaworski (In Progress)
- Rodrigo Parral Duran (In Progress)

- Stefanie Ramirez (In Progress, Main Advisor)
- Liang Zhao (In Progress)
- Zaiyan Wei (In Progress)
- Kathleen Nosal (2012, University of Mannheim, Germany)
- Mario Samano-Sanchez (2012, HEC Montreal, Canada)
- Brendan Livingston(2011, Rowan University)
- Dong-Hyuk Kim (2010, CenSoc post-doc, Australia)
- Ivan Maryanchyk (2009, Bates White)
- Oleksandr Shcherbakov (2008, Yale post-doc)