

# JUNJI XIAO

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## EMPLOYMENT

- **Associate Professor**, Faculty of Business Administration, The Chinese University of Hong Kong  
Hong Kong 2014-present
- **Associate Professor**, School of Management, Fudan University  
Shanghai, China 2010-2014
- **Associate Professor**, School of Economics, Shanghai University of Finance and Economics  
Shanghai, China 2008-2010
- **Assistant Professor**, School of Economics, Shanghai University of Finance and Economics  
Shanghai, China 2006-2008

## EDUCATION

- **University of Toronto**, Canada  
Ph.D. in Economics, 2006
- **Nankai University**, China  
M.A. in International Economics and Trade, 2001  
B.A. in International Economics, 1998

## RESEARCH INTERESTS

- Empirical Industrial Organization, Environmental Economics, China Economy, Behavioral Economics.

## PROFESSIONAL AFFILIATIONS

- Canadian Economics Association
- Chinese Economist Society

## VISITING POSITIONS

- Research Fellow, Department of Marketing, City University of Hong Kong, September - November 2008
- Research Fellow, Department of Marketing, City University of Hong Kong, November 2009

## GRANTS & HONORS

- General Research Fund from Research Grant Council of Hong Kong (HK\$ 390,000), 2017-2018
- Grant from National Natural Science Foundation of China (US\$30K), 2011-2013
- Grant from Shanghai Automotive Trade Association (US\$9K), 2010.6-2010.12

- Research Grant for Returning Scholars from Oversea (by Ministry of Education of the Peoples Republic of China, US\$4k), 2009 2010
- Pujiang Project Award (by Shanghai Government, US\$15k), 2008 2009
- German DFG fellowship, 2001

## PUBLICATIONS

### Referred Journals

1. “The Determinants of Dealership Structure: Empirical Analysis of the Chinese Auto Market”, with Heng Ju, *Journal of Comparative Economics*, accepted for publication.
2. “Welfare Analysis of the Vehicle Quota System in China”, with Xiaolan Zhou and Wei-Min Hu, *International Economic Review*, accepted for publication.
3. “The Price Evolution in China’s Automobile Market”, with Shanjun Li and Yimin Liu, *Journal of Economics & Management Strategy* (Featured article), 24(4)(2015): 786-810.
4. “Are Points like Money? An Empirical Investigation of Reward Promotion Effectiveness for Multi-category Retailers”, with Liyuan Wei, *Marketing Letters*, 26(1)(2015): 99-114.
5. “Market Equilibrium and the Environmental Effect of Tax Adjustments in Chinas Automobile Industry”, with Heng Ju, *Review of Economics and Statistics*, 96(2)(2014):306-317.
6. “Collusion or Competition? Interfirm Relationships in the Chinese Auto Industry”, with Wei-Min Hu and Xiaolan Zhou, *Journal of Industrial Economics*, 62(1)(2014):1-40.
7. “Factors affecting the take-off of innovative technologies: Evidence from digital cameras”, with Liyuan Wei, *Applied Economics*, 44(32)(2012): 4143-4152.
8. “Technical Advances in Digital Cameras: Welfare Analysis on Easy-to-Use Characteristics”, *Marketing Letters*, 19(2)(2008): 171-181.
9. “Markov Perfect Equilibrium in the US Digital Camera Market”, *International Journal of Industrial Organization*, 26(5)(2008): 1233-1249.
10. “A Method for Analyzing Strategic Product Launch”, *Frontiers of Economics in China*, 2(3)(2007): 458464.

## WORKING PAPERS

1. “Effects of Distributor and Market Characteristics on Distribution Intensity: An Analytical Model and Empirical Investigation”, with Xubing Zhang and Namwoon Kim, *Journal of Marketing Research*, under review
2. “Philanthropy Flow Signals and Corporate Disaster Donations”, with Xueming Luo and Rong Huang, *Journal of Management Studies*, under review.
3. “Predicting Customer Retention based on the Selection of Payment Plan”, with Liyin Jin and Liyuan Wei, *International Journal of Research in Marketing*, under revision.
4. “Dealer Size Distribution in the Chinese Automobile Market”, with Frank Mathewson, CUHK and University of Toronto working paper.
5. “Prediction and Learning about Credit Card Spending”, with Jaimie Lien and Liyin Jin, CUHK working paper.
6. “Incumbent or Entrant? The Mutual Choices of Car Manufacturers and Dealers”, with Mantian Hu, CUHK working paper.
7. “Market Equilibrium and Welfare Effects of Fuel Tax in China: the Impact of Consumers Response in Driving Patterns”, with Xiaolan Zhou and Jijun Tan, CUHK working paper.
8. “The Cross-Category Effects of Reward Point Promotions: An Empirical Analysis”, with Steven Lu and Tingting Fan CUHK working paper.

9. “Foreign Direct Investment in China’s Auto Market: A Welfare Analysis”, with Liyuan Wei, CUHK working paper.
10. “Regulation versus Monitoring: Effects and Welfare Implications in e-Marketplaces”, with Liyuan Wei, CUHK working paper.

### **WORK IN PROGRESS**

1. “Welfare Analysis of the Corporate Average Fuel Consumption in the Chinese Automobile Industry”, with Shanjun Li.
2. “Collusive Behavior in the Chinese Auto Industry”, with Mian Dai.
3. “Luck Celebration? How License Plate Lotteries Affect Car Purchase Decisions: Evidence from China’s Automobile Market and the Lab”, with Luxi Shen and Mandy Hu.
4. “Market Equilibrium and Welfare Impact of Contractual Mechanism”, with Mandy Hu.
5. “Matching between Car Manufacturers and Dealers”, with Yupin Yang.

### **TEACHING EXPERIENCE**

- Managerial Economics (EMBA Course, The Chinese University of Hong Kong)
- Macroeconomics (First Year MBA Course, The Chinese University of Hong Kong)
- Economics for Business Studies I (First Year Undergraduate Course, The Chinese University of Hong Kong)
- Advanced Microeconomics I (First Year Master Program of Accounting Course, Fudan University, 2010-2012)
- Advanced Microeconomics II (First Year Ph.D. Course, Fudan University, 2010-2012)
- Empirical Industrial Organization (Second Year Ph.D. Topics Course, Fudan University, Shanghai University of Finance and Economics, 2006-2012)
- Econometrics I (First Year Master Program Course, Shanghai University of Finance and Economics, 2006-2010)
- Theory of Industrial Organization (Second Year Master/Ph.D. Course, Shanghai University of Finance and Economics, Fall 2007)