

# JUNJI XIAO

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Department of Economics, Lingnan University  
RM 216, 2/F, Dorothy Y. L. Wong Building

## EDUCATION

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<b>University of Toronto, Canada</b> Ph.D. in Economics	<i>July 2001 - June 2006</i>
<b>Nankai University, China</b> M.A. in International Economics and Trade, 2001 B.A. in International Economics, 1998	<i>September 1994 - June 2001</i>

## EXPERIENCE

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### *Full Time Positions*

<b>Associate Professor</b> , Department of Economics Lingnan University, Hong Kong	<i>2021.1- present</i>
<b>Head</b> , UTS-Shanghai Division University of Technology Sydney, Australia,	<i>2020.6- 2020.12</i>
<b>Associate Professor</b> (Continuum contract), The Economics Discipline Group The University of Technology Sydney, Australia	<i>2017.8- 2020.12</i>
<b>Associate Professor</b> (Renewable contract until August 2019), Faculty of Business Administration The Chinese University of Hong Kong, Hong Kong	<i>2014-2017</i>
<b>Associate Professor</b> (Tenured), School of Management Fudan University, Shanghai, China	<i>2010-2014</i>
<b>Associate Professor</b> (Renewable contract until August 2012), <b>Department Head, Assistant to Dean</b> , School of Economics, Shanghai University of Finance and Economics, Shanghai, China	<i>2008-2010</i>
<b>Assistant Professor</b> (Renewable contract until August 2012), School of Economics Shanghai University of Finance and Economics, Shanghai, China	<i>2006-2008</i>

### *Visiting Positions*

<b>Research Fellow</b> , Department of Marketing City University of Hong Kong,	<i>09 - 11/2008</i>
<b>Research Fellow</b> , Department of Marketing City University of Hong Kong,	<i>11/2009</i>

## PROFESSIONAL SERVICES

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### Academic Affiliation

- Canadian Economics Association
- Chinese Economist Society

### Referee Services

*China Economic Quarterly, Contemporary Economic Policy, Energy Economics, Energy Policy, Environmental & Resource Economics, International Journal of Industrial Organization, Journal of Economic Behavior and Organization, Journal of International Economics, Journal of Politics, Journal*

*of Public Economics, Pacific Economic Review, Rand Journal of Economics, Resource and Energy Economics*

Graduate Committee

- Current PhD students
  - Wei Liu (Lingnan University)
  - Jing Liang (Lingnan University)
- Graduated PhD students (Total: 3)
  - Ling Liu (Shanghai University of Electric Power)
  - Guodong Li (Shanghai Maritime University)
  - Yao Wang (Chinese University of Hong Kong)

Internal Services

- The Chinese University of Hong Kong
  - Director of Librarian Committee, 08/2014 – 08/2016.
  - Member of MScBA Programme Committee, 08/2016 – 07/2017.
  - Member of Recruiting Committee of Business Economics, 2014-2015.
- University of Technology Sydney
  - EDG Director of International Working Group

External Services

External Examiner, Hong Kong Polytechnic University, 08/2014 - Present

**RESEARCH INTERESTS**

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

**REFERRED JOURNAL PUBLICATIONS**

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1. “Comparison between uniform tariff and progressive consumption tax in the Chinese automobile industry”, with Xiaolan Zhou, Caixia Shen and Yanfei Wang, *Journal of Industrial Economics*, 69(1)(2021): 169-213.
2. “Corruption and Investment: Theory and Evidence from China”, with Bingyong Zheng, *Journal of Economic Behavior & Organization*, 175(2020): 40 - 54.
3. “Market Equilibrium and Welfare Effects of Fuel Tax in China: the Impact of Consumers’ Response in Driving Patterns”, with Xiaolan Zhou and Jijun Tan, *Journal of Environmental Economics and Management*, 9(2019): 20-43.
4. “Socio-economic development and electricity access in developing economies: A long-run model averaging approach”, with Tong Zhang, Xunpeng Shi, and Dayong Zhang, *Energy Policy*, 132(2019): 223-231.
5. “Cross-national variation in consumers’ retail channel selection in a multichannel environment: Evidence from Asia-Pacific countries”, with Qiang (Steven) Lu, Chinmay Pattnaik and Ranjit Voola, *Journal of Business Research*, 86(C)(2018):321-332.

6. “The Determinants of Dealership Structure: Empirical Analysis of the Chinese Auto Market”, with Heng Ju, *Journal of Comparative Economics*, 44(4)(2016):961 - 981.
7. “Welfare Analysis of the Vehicle Quota System in China”, with Xiaolan Zhou and Wei-Min Hu, *International Economic Review*, 58(2)(2017): 617-650.
8. “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.
9. “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.
10. “Market Equilibrium and the Environmental Effect of Tax Adjustments in China’s Automobile Industry”, with Heng Ju, *Review of Economics and Statistics*, 96(2)(2014):306-317.
11. “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.
12. “Factors affecting the take-off of innovative technologies: Evidence from digital cameras”, with Liyuan Wei, *Applied Economics*, 44(32)(2012): 4143-4152.
13. “Technical Advances in Digital Cameras: Welfare Analysis on Easy-to-Use Characteristics”, *Marketing Letters*, 19(2)(2008): 171-181.
14. “Markov Perfect Equilibrium in the US Digital Camera Market”, *International Journal of Industrial Organization*, 26(5)(2008): 1233-1249.
15. “A Method for Analyzing Strategic Product Launch”, *Frontiers of Economics in China*, 2(3)(2007): 458-464.

## WORKING PAPERS

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1. “An Assessment of the Unintended Environmental Impact of Location-based Policy”, with Maoyong Fan, Qu Tang, and Jianxin Wu, revised & resubmitted to *American Journal of Agricultural Economics*.
2. “Dealer Size Distribution in the Chinese Automobile Market”, with Frank Mathewson, under 3<sup>rd</sup> round revision at *Review of Industrial Organization*.
3. “The Selection Effect of Quota Rationing Mechanisms on Sales Distribution: the Convergence of Auction and Lottery”, with Mandy Hu and Bingyong Zheng, under revision at *Journal of Economic and Behavioral Organization*.
4. “Welfare analysis of the subsidies in the Chinese electric vehicle industry”, with Xiaodan Guo, 3<sup>rd</sup> round revision at *Journal of Industrial Economics*.
5. “Indirect network effects and policy implications: empirical analysis of the Chinese electric vehicle market”, with Jianwei Xing, Xiaodan Guo and Jiming Wang, under review at *Review of Economics and Statistics*.
6. “Neighborhood Characteristics and Perceived Earthquake Risk”, with Song Shi, under review at *Journal of Housing and the Built Environment*.
7. “Black Market Performance: Illegal Trade in Beijing License Plates”, with Øystein Daljord, Mandy Hu, and Guillaume Pouliot, Chicago University working paper.
8. “Philanthropy Flow Signals and Corporate Disaster Donations”, with Xueming Luo and Rong Huang, under review at .
9. “Predicting Customer Retention based on the Selection of Payment Plan”, with Liyin Jin and Liyuan Wei, Lingnan University Working Paper.

10. “Incumbent or Entrant? The Effects of Competition and Uncertainty on Partner Choice in Vertical Relationships”, with Mantian Hu, Chinese University of Hong Kong working paper.
11. “Effects of Distributor and Market Characteristics on Distribution Intensity: An Analytical Model and Empirical Investigation”, with Xubing Zhang and Namwoon Kim, University of Technology Sydney working paper
12. “Prediction and Learning about Credit Card Spending”, with Jaimie Lien and Liyin Jin, University of Technology Sydney Working Paper.
13. “The Cross-Category Effects of Reward Point Promotions: An Empirical Analysis”, with Steven Lu and Tingting Fan, *International Journal of Research in Marketing*, under revision.
14. “Foreign Direct Investment in China’s Auto Market: A Welfare Analysis”, with Liyuan Wei, University of Technology Sydney Working Paper.
15. “Regulation versus Monitoring: Effects and Welfare Implications in e-Marketplaces”, with Liyuan Wei, University of Technology Sydney Working Paper.

## WORK IN PROGRESS

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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. “Matching between Car Manufacturers and Dealers”, with Yupin Yang.

## GRANTS

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Public Policy Research (PPR) Funding Scheme of Hong Kong Government (CO-Investigator, HK \$ 982,560), 2020.11 -2022.8

General Research Fund from Research Grant Council of Hong Kong (Principal Investigator, HK\$ 390,000), 2017-2018

Grant from National Natural Science Foundation of China (Principal Investigator, US\$30K), 2011 2013

Grant from Shanghai Automotive Trade Association (Principal Investigator, US\$9K), 2010.6-2010.12

Research Grant for Returning Scholars from Oversea (by Ministry of Education of the People’s Republic of China, Principal Investigator, US\$4k), 2009 2010

Pujiang Project Award (by Shanghai Government, Principal Investigator, US\$15k), 2008 2009

German DFG fellowship, 2001

## INVITED PRESENTATIONS/ LECTURES

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### Conference Presentation

- “Indirect network effects and policy implications: empirical analysis of the Chinese electric vehicle market”
  - American Social Science Association 2022 Virtual Annual Meeting, Poster Session, January 2022.

- The 13<sup>th</sup> Symposium on Industrial Economics and Economic Theory, Shandong University, December 2021
- 2021 Asia Impact Evaluation Conference, The Korea Development Institute School of Public Policy and Management, Virtual, December 2021.
- European Economic Association Annual Meeting, Virtual, August 2021.
- Econometric Society European Meeting 2021, Virtual, August 2021.
- The 48th Annual Conference of the European Association for Research in Industrial Economics (EARIE), Virtual, August 2021.
- “Black Market Performance: Illegal Trade in Beijing License Plates”
  - The Forum of the Chinese Scholars in Industrial Economics, Renmin University, China, November 2021
  - The Fifth CCER Summer Institute, Beijing University, China, July 2021.
- “An Assessment of the Unintended Environmental Impact of Location-based Policy”
  - American Economic Association 2021 Annual Meeting, January 2021.
  - Agriculture & Applied Economics Association Annual Meeting, Atlanta, July 2019
- “Consumption tax and its non-tariff protective effect on the Chinese automotive industry”, The Eighth International Forum of Investment, Tianjin, September 2019.
- “Tariff Protection, Product Differentiation and Market Conduct”, The 7th Conference on Trade and Development, Nankai University, Tianjin, June 2019.
- “Dealer Size Distribution in the Chinese Automobile Market,” International Conference “Protecting the Weak – Concepts and East Asian Evidence at Lingnan University in Hong Kong, October 2016.
- “Market Equilibrium and Welfare Effects of Fuel Tax in China: the Impact of Consumers’ Response in Driving Patterns,” Conference on Energy, Environmental and Industrial Economics and Policy at Tianjin University, December 2016.
- “Luck Celebration? How License Plate Lotteries Affect Car Purchase Decisions: Evidence from China’s Automobile Market and the Lab,” Academic Symposium on Big Data Driven Management and Decision Research 2016 at the Chinese University of Hong Kong, September 2016.
- “Are Points like Money? An Empirical Investigation of Reward Promotion Effectiveness for Multi-category Retailers,” The 2013 Annual Conference of China Marketing Science, August 2013.
- “Market Equilibrium and the Environmental Effects of Tax Adjustments in China’s Automobile Industry,”
  - AEA meeting Chicago, January 2012.
  - Workshops on Asian Competition Policy and on Industrial Organization and Management Strategy, May 2007

#### Seminar Presentation

- “Indirect network effects and policy implications: empirical analysis of the Chinese electric vehicle market,”
  - School of Economics, Jinan University, August 2021.
- “Black Market Performance: Illegal Trade in Beijing License Plates,”

- LeBow College of Business, Drexel University, April 2021
- School of International Trade and Economics, University of International Business and Economics, April 2021
- Renmin University of China, September 2019.
- Jinan University, December 2019
- University of Hong Kong, December 2019
- Hainan University, December 2019
- “The Role of Experience in Agency Choice in Australian Housing Market” Virtual Workshops on Topics in Regional and Urban Economics: China, Asia, and Beyond, Jinan University, April 2021.
- “Market Equilibrium and Welfare Effects of Fuel Tax in China: the Impact of Consumers’ Response in Driving Patterns,”
  - Guanghua School of Management, Beijing University, September 2016.
  - College of Management and Economics, Tianjin University, December 2016.
  - University of Macau, 2016
  - Shanghai University of Electric Power, 2015.
- “The Determinants of Dealership Structure: Empirical Analysis of the Chinese Auto Market,” Faculty of Business, Hong Kong Polytechnic University, 2015.
- “Are Points like Money? An Empirical Investigation of Reward Promotion Effectiveness for Multi-category Retailers,” University of Macau, 2011
- “Factors affecting the take-off of innovative technologies: Evidence from digital cameras,” South-western University of Finance and Economics, 2008

## TEACHING

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Introduction of Economics (First Year Undergraduate Course, Lingnan University)

Intermediate Microeconomics (Second Year Undergraduate Course, Lingnan University)

Economics of Antitrust and Regulation (Fourth Year Undergraduate Course, Lingnan University)

Econometrics Theory (Ph.D. Course, University of Technology Sydney)

Empirical Industrial Organization (Ph.D. Course, University of Technology Sydney)

Introduction of Econometrics (Third Year Undergraduate Course, University of Technology Sydney)

Macroeconomics (Second Year Undergraduate Course, University of Technology Sydney)

Studio I (eMBA Course, University of Technology Sydney)

Market Design and Government Policy (Capstone Course for Honor Degree Program, University of Technology Sydney)

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)