

QIAN JIAO 焦倩

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EDUCATION

Ph.D. in Economics, National University of Singapore, 2012.
M.S. in Applied Economics, City University of Hong Kong, 2007.
B.A. in Economics, Wuhan University, P. R. China, 2006.
B.S. in Mathematics, Wuhan University, P. R. China, 2006.

CURRENT POSITION

Associate Professor, Lingnan College, Sun Yat-sen University, 2021-present
Assistant Professor, Lingnan College, Sun Yat-sen University, 2012-2021

FIELDS OF SPECIALIZATION

Primary fields: Applied Microeconomic Theory, Contests and Auctions.
Secondary fields: Industrial Organization, Public Economics.

RESEARCH

PUBLICATION

1. Optimal Prize Design in Team Contests with Pairwise Battles, with Xin Feng, Zhonghong Kuang and Jingfeng Lu, *Journal of Economic Theory*, 215, article 105765, 2024.
2. Conflicts in regular networks, with Ying Huang, Bo Shen and Xiang Sun, *Journal of Mathematical Economics*, 106, article 102827, 2023.
3. When to Disclose the Number of Contestants: Theory and Experimental Evidence, with Changxia Ke and Yang Liu, *Journal of Economic Behavior and Organization*, 193, 2022, 146-160.
4. Competition for networked agents in the lottery Blotto game, with Jin Xu, *Economics Letters*, 197, article 109644, 2020.
5. Bipartite Conflict Networks with Returns to Scale Technology, with Bo Shen and Xiang Sun, *Journal of Economic Behavior and Organization*, 163, 2019, 516–531.
6. Contests with Endogenous Entry, with Qiang Fu and Jingfeng Lu, *International Journal of Game Theory*, 44(2), 2015, 387-424.

7. Disclosure policy in a multi-prize all-pay auction with stochastic abilities, with Qiang Fu and Jingfeng Lu, *Economics Letters*, 125(3), 2014, 376-380.
8. On Elimination in Contests: A Perspective of Output Maximization, *Pacific Economic Review*, 18(2), 2013, 164-176.
9. On Disclosure Policy in Contests with Stochastic Entry, with Qiang Fu and Jingfeng Lu, *Public Choice*, 148(3), 2011, 419-434.
10. 李三希、张仲元、焦倩：《竞争会降低企业收集消费者信息并增加隐私保护投资吗？》，《管理世界》，2023年第7期，第1-18页。
11. 沈波、焦倩、孙祥：《平台“二选一”与反垄断》，《系统工程理论与实践》，2024，44（1），第29-51页。

WORKING PAPERS

1. Coupling Information Disclosure with a Quality Standard in R&D Contests, with Gaoyang Cai, Jingfeng Lu and Jie Zheng, 2024, conditionally accepted by *Journal of Industrial Economics*.
2. Optimal Tree Contest Design and Winner-Take-All, with Zhonghong Kuang, Yiran Liu, Yang Yu, 2024

TEACHING EXPERIENCE

Undergraduate	Microeconomics (Principal), Intermediate Microeconomics
Graduate	Microeconomic Analysis, Advanced Microeconomics, Advanced Industrial Organization

PROFESSIONAL ACTIVITIES

Conference Presentations

Asian Meeting of the Econometric Society, NTU, Singapore, July 2023
 Asian Meeting of the Econometric Society, Tsinghua, China, June 2023
 “数字经济的博弈论基础”研讨会，中国人民大学，北京，2022年8月
 8th Annual “Contests: Theory and Evidence” Annual (virtual) Conference, University of Reading, UK, June, 2022
 第三届中国微观经济理论论坛，中央财经大学，北京，2021年10月
 7th Annual “Contests: Theory and Evidence” Annual (virtual) Conference, Munich, Germany, August, 2021
 6th World Congress of the Game Theory Society (virtual), Budapest, Hungary, July, 2021
 20th Annual SAET Conference (virtual), Seoul, South Korea, June, 2021
 Econometric Society World Congress (online virtual), Milan, Italy, August 2020
 6th "Contests: Theory and Evidence" Annual (virtual) Conference, Norwich, UK, June 2020
 4th PKU-NUS Annual International Conference on Quantitative Finance and Economics, Shenzhen, China, May 2019
 China Meeting of the Econometric Society, Shanghai, China, June 2018
 China Meeting of the Econometric Society, Wuhan, China, June 2017
 Asian Meeting of the Econometric Society, Hong Kong, June 2017

Asian Meeting of the Econometric Society, Kyoto University, Japan, August 2016
5th World Congress of Game Theory Society, Maastricht University, Netherlands, July 2016
Econometric Society World Congress, Montreal, Canada, August 2015
China Meeting of Econometric Society, Xiamen, China, June 2014
Asian Meeting of the Econometric Society, Singapore, August 2013
7th Biennial Conference of the Hong Kong Economic Association, Hong Kong, December 2012
China International Conference on Game Theory and Applications, Qingdao, China, August 2012
10th Annual International Industrial Organization Conference (IIOC), Arlington, Virginia, USA, March 2012
American Economic Association Annual Meeting, Chicago, USA, January 2012
Singapore Economic Review Conference (SERC), Singapore, August 2011
Tournaments, Contests and Relative Performance Evaluation, Raleigh, NC, USA, March 2011
Inaugural Conference of Chinese Game Theory and Experimental Economics Association (CGTEEA), Beijing, China, August 2010
10th SAET Conference on Current Trends in Economics, Singapore, August 2010
Multi-disciplinary Decision Science Symposium (MDSS), Singapore, August 2010
Singapore Economic Review Conference (SERC), Singapore, August 2009

Seminar Presentations

School of Economics, Shanghai University of Finance and Economics, Shanghai, China, June 2015
School of Economics and Management, Tsinghua University, Beijing, China, April 2014
School of International Trade and Economics, University of International Business and Economics, Beijing, China, April 2014
School of Economics and Finance, QUT Business School, Queensland University of Technology, Australia, July 2013
School of Economics, Shandong University, Jinan, China, May 2013
RIEM Seminar, Research Institute of Economics and Management, Southwestern University of Finance and Economics, Chengdu, China, Sep 2011

Summer School and Workshop

Lingnan Workshop on Microeconomic Theory and Experiment, Lingnan (University) College, Sun Yat-Sen University, Guangzhou, China, June 2019
"SCNU Workshop on Microeconomic Theory and Experiment" School of Economics and Management & Scientific Laboratory of Economic Behaviors, South China Normal University, Guangzhou, China, Sep 2017
"24th Jerusalem School in Economic Theory, Decision Making" Israel Institute for Advanced Studies, Hebrew University, June 10-19, 2013
"Rational Behavior in Complex Interactions" Reading Group, Department of Economics, National University of Singapore, July 2010 – June 2012
"Banking, Insurance and the Public Sector: Empirical Experience and Policy Advice" Potsdam Summer Academy 2008, University of Potsdam, Germany, June 30 to July 25, 2008

RESEARCH GRANTS, SCHOLARSHIPS, HONORS AND AWARDS

National Natural Science Foundation of China, No.72373171, 2024-2027
Humanities and Social Science Youth Foundation of Ministry of Education of China, No.20YJC790052, 2020-2022

Fundamental Research Funds for the Central Universities, No.19wkpy63, 2019-2021
National Natural Science Foundation of China, No.71401186, 2015-2017
Research Start-up Grant, Sun Yat-sen University, 2012-2015
Research Scholarship, National University of Singapore, 2007-2011
Professor Gregory Chow Distinguished Graduate Student Fellowship, Department of Economics
and Finance, City University of Hong Kong, 2006-2007
China Information Economics Outstanding Achievement Award, 2019