

Qihong Liu

Curriculum Vitae, May 2016

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Citizenship: China	U.S. Permanent Resident

Education

Ph.D. Economics, State University of New York (SUNY) at Stony Brook, 2003.

M.A. Economics, State University of New York at Stony Brook, 2000.

M.S. Management, China University of Mining and Technology, Beijing, China, 1997

B.S. Management, Anhui University of Technology and Science, Wuhu, China, 1994.

Appointments Held

Associate Professor (with tenure), Department of Economics, University of Oklahoma, July 2013 - Present

Assistant Professor, Department of Economics, University of Oklahoma, August 2005 - June 2013.

Postdoctoral Research Associate, Department of Resource Economics, University of Massachusetts Amherst, August 2003-May 2005.

Instructor, SUNY Stony Brook, Summer 2002.

Teaching Assistant, SUNY Stony Brook, August 1998- May 2003.

Visiting Positions

Visiting Scholar, Department of Economics, University of Virginia, Spring 2014.

Northwestern University (Management and Strategy, Kellogg), April 10-14, 2008.

Research Interests

Airlines, Platforms and Two-Sided Markets, Pricing.

List of Courses Taught

University of Oklahoma:

- Intermediate Microeconomic Theory, various semesters Spring 2006-present.
- Industrial Organization (undergraduate), Fall 2010, Spring 2011, Fall 2011, Fall 2012, Fall 2014, Spring 2015.
- Mathematical Economics (Ph.D. core course), Fall 2005-Fall 2014.
- Microeconomics II (Ph.D. core course), Spring 2008, Spring 2015-present
- Industrial Organization (Ph.D.), Fall 2013, Fall 2015.

University Massachusetts Amherst:

- Economics of Information Technology, Spring 2004.
- Industrial Organization in Resource Economics II (graduate course, co-taught with J. Caswell & N. Lavoie), Fall 2003.

SUNY Stony Brook:

- Intermediate Microeconomics, Summer 2002.

Publications in Refereed Journals (in reverse chronological order):

23. “Optimal product differentiation in a circular model,” (with Qiang Gong and Yi Zhang), forthcoming, *Journal of Economics*.
22. “Customer poaching and coupon trading,” (with Georgia Kosmopoulou and Jie Shuai), forthcoming, *Journal of Economics*.
21. “Price discrimination with varying qualities of information,” (with Jie Shuai), forthcoming, *B.E. Journal of Economic Analysis and Policy* (Topics).
20. “Market structure, competition intensity and market foreclosure,” *Economics Bulletin* 36(1), 337-348 (2016).
19. “Reverse pricing and revenue sharing in a vertical market,” (with Jie Shuai), *Managerial and Decision Economics* 36(5), 299-313 (2015).
18. “Private and Social Incentives for Vertical Contract Disclosure,” (with X. Henry Wang), *Managerial and Decision Economics* 35(8), 567-573 (2014).
17. “Is the effect of competition on price dispersion non-monotonic? Evidence from the U.S. airline industry,” (with Mian Dai and Konstantinos Serfes), *Review of Economics and Statistics* 96(1), 161-170 (2014).

16. "Multi-dimensional price discrimination," (with Jie Shuai), *International Journal of Industrial Organization* 31, 417-428 (2013).
15. "Price discrimination in two-sided markets" (with Konstantinos Serfes), *Journal of Economics & Management Strategy*, v22, 768-786 (2013).
14. "Tacit collusion with low-price guarantees," *Manchester School* 81(5), 828-854 (2013).
13. "Where do new economics Ph.D.s go? Evidence from recent initial job placements," (with Sherrilyn Billger and Jihui Chen), *Journal of Labor Research* 34(3), 312-338 (2013).
12. "Information markets, product markets, and vertical merger," (with Jihui Chen), *Journal of Economics and Finance*, v37, 33-61 (2013).
11. "The effect of most-favored customer clauses on prices," (with Jihui Chen), *Journal of Industrial Economics*, v59, 343-371 (**lead article**), 2011.
10. "Loyalty rewards facilitate tacit collusion," (with Yuk-fai Fong), *Journal of Economics & Management Strategy*, v20, 739-775 (2011).

Featured in "Membership Has Its Punishments," *Kellogg Insight*, January 2010, and reprinted in *Morningstar*, January 4, 2010.
9. "Consumer sorting of vertically differentiated goods" (with Peyton Ferrier), *Economics Letters* 109, 11-13 (2010).
8. "Third-degree price discrimination," (with Konstantinos Serfes), *Journal of Industrial Organization Education*, Vol. 5: Iss. 1, Article 5 (2010).
7. "Pricing-to-market: Price discrimination or product differentiation?" (with Nathalie Lavoie), *American Journal of Agricultural Economics* 89, 571-581 (2007).
6. "Product customization" (with Dan Bernhardt and Konstantinos Serfes), *European Economic Review* 51, 1396-1422 (2007).
5. "Market segmentation and collusive behavior" (with Konstantinos Serfes), *International Journal of Industrial Organization* 25, 355-378 (2007).
4. "Customer information sharing among rival firms" (with Konstantinos Serfes), *European Economic Review* 50, 1571-1600 (2006).
3. "Imperfect price discrimination, market structure and efficiency" (with Konstantinos Serfes), *Canadian Journal of Economics* 38, 1191-1203 (2005).
2. "Imperfect price discrimination in a vertical differentiation model" (with Konstantinos Serfes), *International Journal of Industrial Organization* 23, 341-354 (2005).

1. “Quality of information and oligopolistic price discrimination” (with Konstantinos Serfes), *Journal of Economics & Management Strategy* 13, 671-702 (2004).

Working Papers:

9. Strategic agents and vertical relationship in two-sided markets,” (with Ji Gu and Daniel Nedelescu), May 2016.
8. “Behavior-Based Price Discrimination in a Multi-Dimensional Preferences Market,” (with Rosa-Branca Esteves and Jie Shuai), March 2016.
7. “Competing with Complementors: An Empirical Look at Amazon.com,” (with Feng Zhu), December 2014.

Featured in “When Platforms Attack,” *Harvard Business Review*, October 2015.

6. “Trueview ads,” (with Jie Shuai), June 2014.
5. “Multi-dimensional product differentiation,” (with Jie Shuai).
4. “‘Showrooming’ and price-matching guarantee,” 2013.
3. “How (not) to price discriminate,” with (Jie Shuai), 2012.
2. “Price levels, price dynamics, and low-price guarantees” (with Jihui Chen), 2009.
1. “Efficiency, welfare and ownership of private information,” (with Konstantinos Serfes), 2009.

Grants and Awards

University of Oklahoma

- College of Arts & Sciences Classroom IT Grant, University of Oklahoma (with Gary Hoover), Spring 2015.
- College of Arts & Sciences IT Grant Award, University of Oklahoma (with Alexander Holmes), Fall 2008.
- Faculty Enrichment Grant, University of Oklahoma, Fall 2007, Fall 2008.
- Summer grant, Networks, Electronic Commerce, and Telecommunications (NET) Institute, New York University, 2007 (with Konstantinos Serfes, equal share).

- Research Council Funds - Small Grant, University of Oklahoma, Spring 2008.
- Outstanding Reviewer, *International Journal of Industrial Organization*, 2015.
- Excellence in Reviewing Award, *International Journal of Industrial Organization*, 2013.
- Presidential International Travel Fellowship, University of Oklahoma, Summer 2007, Summer 2011.
- College of Arts & Sciences Junior Faculty Research Fellowship, Summer 2006, 2008.

University of Massachusetts Amherst

- Department of Resource Economics Travel Grant, 2004, 2005.

SUNY Stony Brook

- Distinction in Ph.D. Qualifying Exam (Macroeconomics, 1999) and Field Exam (Industrial Organization, 2000).

Conference and Seminar Presentations (P=presenter, PC=presentation by a co-author, D=discussant, O=session organizer, C=session chair, A=attender)

- 2016: China Meeting of the Econometric Society, Chengdu, China (P, scheduled)
 Seventh Annual Searle Center Conference on Internet Commerce and Innovation, Chicago (D, scheduled)
 International Industrial Organization Conference, Boston (D)
 AEA Annual Meeting, San Francisco (PC)
- 2015: WEAI Annual Conference, Honolulu (P, D)
 Sixth Annual Searle Center Conference on Internet Search and Innovation, Chicago (PC, A)
 International Industrial Organization Conference, Boston (P, PC, D)
 Second Annual TOM Alumni Research Workshop, HBS (PC)
 Wharton Technology and Innovation Conference (PC)
- 2014: International Industrial Organization Conference, Chicago (P, D, C)
 Southwestern University of Finance and Economics, China
 Industrial Organization and Public Policy Biennial Conference, Chengdu, China (P, C)
 HeFei University of Technology, China
 Western Economic Association International Conference, Denver (P,D)
 Southern Economic Association Meeting, Atlanta (D)
 Shanghai Economic Theory Workshop (PC)

- 2013: Industrial Organization Theory Workshop, China (P, C)
Indiana University-Purdue University Indianapolis
The 8th Conference on Industrial Economics and Economic Theory, China (PC)
China Meeting of the Econometric Society, Beijing, China (PC)
Chinese Economists Society (CES) Annual Conference, Chengdu, China (PC)
International Industrial Organization Conference, Boston (P, D)
- 2012: Southern Economic Association Meeting, New Orleans (P, D)
The Fourth IEFS China Conference 2012, Tianjin China (PC)
Midwest Economic Theory Meeting, Indiana University (P, C)
Five Star Economics Forum (PC)
International Industrial Organization Conference, George Mason University (P, D)
- 2011: Industrial Organization Theory Workshop, China (PC)
Drexel University
International Economic Association World Congress, Beijing, China (P)
Chinese Economists Society Meeting, Beijing, China (PC)
International Industrial Organization Conference, Boston (P, D, PC)
University of Missouri
- 2010: Five Star Economics Forum (PC)
International Industrial Organization Conference, Vancouver (P, D)
Chinese Economists Society (CES) Meeting, Xiamen, China (PC)
Southern Economic Association Meeting, Atlanta (P, D)
Industrial Organization Theory Workshop, China (PC)
Hong Kong Economic Association Biennial Conference, Tianjin, China (PC)
- 2009: Conference on Research in Economic Theory and Econometrics, Tinos, Greece (PC)
International Industrial Organization Conference, Boston (P, D)
Texas Tech University
- 2008: Hong Kong Economic Association Biennial Conference, Chengdu, China (O, PC)
Southern Economic Association Meeting, Washington DC (P, D, PC).
University of Oklahoma
Midwest Mathematical Economics and Theory Meeting, Ohio State University (P)
University of South Carolina
International Industrial Organization Conference, Washington DC (P, D, PC)
NET Institute Conference, New York University (P)

- 2007: Southern Economic Association Meeting, New Orleans (P)
Economic Science Association Asia-Pacific Meeting, Shanghai, China (A)
European Meeting of the Econometric Society, Budapest, Hungary (PC)
Far Eastern Meeting of the Econometric Society, Taipei (P)
Chinese Economists Society Meeting, Changsha, China (P, D)
Conference on Research in Economic Theory and Econometrics, Greece (PC)
Society for the Advancement of Economic Theory, Kos, Greece (PC)
University of North Dakota
International Industrial Organization Conference, Savannah (PC, A)
Eastern Economic Association Meeting (PC)
- 2006: Southern Economic Association Meeting, Charleston (PC)
Far Eastern Meeting of the Econometric Society, Tsinghua University, Beijing, China (P, C)
Chinese Economists Society Meeting, Shanghai, China (P)
International Industrial Organization Conference, Northeastern University (P, D)
Spring Midwest Economic Theory Meeting, Michigan State University (P, PC)
- 2005: Conference on Research in Economic Theory and Econometrics, Syros, Greece (PC)
Food System Research Group Biennial Conference, University of Wisconsin Madison (PC, A)
International Industrial Organization Conference, Atlanta (P, D)
University of Massachusetts Amherst (Resource Economics)
- 2004: Fall Midwest Economic Theory Meeting, Washington University (PC)
Industrial Organization (IO) Day, NYU (A)
American Agricultural Economics Association Annual Meeting, Denver (PC, A)
International Industrial Organization Conference, Northwestern University (P, D)
- 2003: International Conference on Game Theory at Stony Brook (P)
International Industrial Organization Conference, Northeastern University (P, D, PC)
Eastern Economic Association, New York (P, D, C)
Queens College (CUNY)
SUNY Stony Brook
- 2002: North American Summer Meeting of the Econometric Society, UCLA (P)
SUNY Stony Brook
- 2001: International Conference on Game Theory at Stony Brook (PC)
Western Economics Association Meeting, San Francisco (P)

Student Advising

Ph.D.:

Ji Gu (Chair, in progress)

Long Shi (Co-chair, in progress)
Zexuan Liu (Chair, 2016 (expected), Tianjin University of Finance and Economics, China)
Yunsung Hwang (Outside member, Meteorology, 2014-2015)
Lingxiao Zhao (Member, 2015, Southwestern University of Finance and Economics, China)
Jia Wang (Member, 2015, Sewanee University of the South, visiting)
Chengrui Xiao (Member, 2014, Southwestern University of Finance and Economics, China)
Hojin Jung (Member, 2014, Illinois State University, visiting)
Michael Walker (Member, 2013, United States Military Academy at West Point)
Chenhao Hu (Member, 2012-2013)
Li Su (Member, 2013, Capital University of Economics and Business, China)
Chintamani Jog (Member, 2012, University of Central Oklahoma)
Xueqi Zhou (Member, 2011, Langston University)
Jie Shuai (Co-Chair, 2009, Nankai University, China)

Undergraduate:

Alex Frazier, Directed Readings, Spring 2016
Rayce Coyne, Honors Research, Spring 2015, "Mexico Airline Industry".
Dong Chen, Directed Readings, Spring 2014, "Evolution and Strategies of Sony".
Kiley Foster, Honors Research Assistant Program (HRAP), Spring 2014.
Michael Pilcher, Honors Research, Fall 2012, "Economic Crisis in Spain".
Cullen Munger, Honors Research, Fall 2011, "Shale Natural Gas".
Aubrey Gamble, Presentation at Undergraduate Research Day, Spring 2011.
Project was funded by Undergraduate Research Opportunity Program (UROP).
Aubrey Gamble, Honors Research Assistant Program (HRAP), Spring 2011.
Ally La Rocque, Directed Readings, Spring 2011, "NBA Salary Cap".
Lyubomira Popov, Directed Readings, Spring 2011, "Eastern European Countries after Joining the European Union".
Aubrey Gamble, Honors Research, Fall 2010, "Increasing Student Participation in the Performing Arts".
Tim Buckman, Directed Readings, Summer 2010, "Fiscal Policy, Financial Regulation and Financial Crisis".
Stephanie Holliman, Honors Research Assistant Program (HRAP), Fall 2009.
William Bowersox, Honors Research, Summer 2009, "Mergers and Acquisitions".
Meredith Willinger, Honors Research Assistant Program (HRAP), Fall 2007.

Referee Service

B.E. Journal of Economic Analysis & Policy (2012-2013, 2015), Canadian Journal of Economics (2012-2014), China Economic Review (2005), Economic Inquiry (2006), Economic Theory (2008), Economica (2011), Economics Bulletin (2011 (x3), 2012), European Economic Review (2005, 2008-2009, 2012), Games and Economic Behavior (2014), International Economic Review (2015), International Journal of Industrial Organization (2008-2012, 2013 (x3), 2015 (x4)), Journal of Economic Behavior & Organization (2013, 2015), Journal of Economic Policy Reform (2012), Journal of Economics (2011, 2016), Journal of Economics & Management Strategy (2004, 2007 (x2), 2009, 2010 (x2), 2012, 2013 (x2), 2014 (x2), 2016), Journal of Industrial Economics (2016), Journal of Industrial Organization Education (2011, 2012), Journal of Industry, Competition and Trade (2010 (x2)), Journal of Institutional and Theoretical Economics (2012), Journal of Labor Research (2015), Journal of Mathematical Economics (2014), Journal of Money, Credit, and Banking (2012), Manchester School (2012, 2013, 2015), Management Science (2007, 2010, 2014), Managerial and Decision Economics (2010, 2016), Mathematical Social Sciences (2013), Rand Journal of Economics (2008, 2016), Research in Economics (2009, 2011), Review of Industrial Organization (2015), Review of Network Economics (2012), Scandinavian Journal of Economics (2011), Southern Economic Journal (2013). National Science Foundation (2013, 2014, panelist (2015)).

External faculty evaluation for promotion/tenure: 2.

Department Service

Member of the Core Exam Committee:

Microeconomics (Ph.D.): 2008-2009; Spring 2015 - present.

Mathematical Economics/Econometrics (Ph.D. and M.A.): Spring 2006 - Spring 2016.

Industrial Organization: 2014.

Faculty recruiting committee: 2005-2006 (Any Field), 2006-2007 (Industrial Organization), 2013-2014 (Micro-econometrics), 2014-2015 (Visiting position).

Ph.D. Admission Committee: 2007-2008, 2012-present.

Undergraduate Econ students Mentoring, Spring 2016.

Liaison for graduate student English certification: July 2013 - December 2015.

Business Continuity Plans ad hoc committee (2015),

Review applications for Chong Liew Summer Research Awards (2011-2013).

University Service

Faculty Advisory Council (Office of Undergraduate Research), Fall 2015 - present

Faculty Senate, 2014-2015.

Faculty recruiting committee: 2015-2016 (RRT, Finance).

Conduct Study Abroad Interviews as faculty interviewer: Spring 2007, Fall 2007.

Other Activities

Affiliated Faculty, The Institute for US-China Issues and the Confucius Institute, University of Oklahoma, 2006-present.

References furnished upon request