

## 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](mailto: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)



- 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)