

# AU Pak Hung (歐栢雄)

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## ACADEMIC APPOINTMENTS

2019- present	Assistant Professor	Department of Economics, Hong Kong University of Science and Technology
2013-2019	Assistant Professor	Division of Economics, Nanyang Technological University
2012-2013	Assistant Professor	School of Economics, Shanghai University of Finance and Economics

## ACADEMIC QUALIFICATIONS

2012	Ph.D. in Economics	Northwestern University, Evanston, IL, USA.
2007	M.A. in Economics	Northwestern University, Evanston, IL, USA.
2006	B.A. in Mathematics and Economics (Double Honors)	University of British Columbia, Vancouver, Canada.

## RESEARCH AREAS

Information Economics, Contract Theory, Industrial Organization, Behavioral Economics and Experimental Economics

## PUBLICATION OF JOURNAL ARTICLES

- [A1] Au, Pak Hung and Chen, Bin, 2021. “**Matching under Peer Monitoring.**” Journal of Economic Theory, 192, p.105172.
- [A2] Au, Pak Hung, Fong, Yuk-fai and Li, Jin, 2020. “**Negotiated Block Trade and Rebuilding of Trust.**” International Economic Review, 61(2), pp. 901-939.
- [A3] Au, Pak Hung and Kawai, Keiichi, 2020. “**Competitive Information Disclosure by Multiple Senders.**” Games and Economic Behavior, 119, pp. 56-78.
- [A4] Au, Pak Hung, 2020. “**Pay to Quit and Team Incentives.**” Journal of European Economic Association, 18(2), pp. 964-1008.
- [A5] Au, Pak Hung, 2019. “**The Loser's Curse in the Search for Advice.**” Theoretical Economics, 14(3), pp. 1015-1061.
- [A6] Au, Pak Hung and Kawai, Keiichi, 2019. “**Competitive Disclosure of Correlated Information.**” Economic Theory, doi.org/10.1007/s00199-018-01171-7.
- [A7] Au, Pak Hung and Chen, Bin, 2019. “**Objective and Subjective Indicators in Long-term Contracting.**” Journal of Economic Behavior and Organization, 166, pp. 309-331.
- [A8] Au, Pak Hung, 2016. “**Price Reaction and Disagreement over Public Signal.**” Journal of Economic Behavior and Organization, 30, pp. 81-106.

- [A9] Au, Pak Hung and Zhang, Jipeng, 2016. “**Deal or no Deal? The Effect of Alcohol Drinking on Bargaining.**” Journal of Economic Behavior and Organization, 127, pp. 70-86.
- [A10] Meng, Meng, Zhang, Jie, Wong, Yiik Diew and Au, Pak Hung, 2016. “**Effect of Weather Conditions and Weather Forecast on Cycling Travel Behavior in Singapore.**” International Journal of Sustainable Transportation, 10(9), pp. 773-780.
- [A11] Au, Pak Hung, 2015. “**Dynamic Information Disclosure.**” The RAND Journal of Economics, 46(4), pp. 791–823.
- [A12] Au, Pak Hung and Kawai, Keiichi, 2012. “**Media Capture and Information Monopolization in Japan.**” Japanese Economic Review, 63(1), pp. 131-147.
- [A13] Au, Pak Hung and Kawai, Keiichi, 2011. “**Sequentially Rationalizable Choice with Transitive Rationales.**” Games and Economic Behavior, 73(2), pp. 608-614.

## WORKING PAPERS

- [B1] Au, Pak Hung and Whitmeyer, Mark, “**Attraction vs Persuasion**” 2<sup>nd</sup> round revision requested by Journal of Political Economy
- [B2] Au, Pak Hung, Lim, Wooyoung, and Zhang, Jipeng, “**In Vino Veritas? Communication Under Influence - An Experimental Study**” revision requested by Journal of Economic Behavior and Organization
- [B3] Au, Pak Hung and Kawai, Keiichi, “**The Optimality of Quota Contract**” revision requested by Journal of Law, Economics, and Organization
- [B4] Au, Pak Hung and Chen, Xiaoping, “**A Model of Trade with Endogenous Product Design**”
- [B5] Au, Pak Hung, “**Selective Disclosure and Overinvestment**”
- [B6] Au, Pak Hung and Li, King King, “**Bayesian Persuasion and Reciprocity: Theory and Experiment**”

## RESEARCH GRANTS

- HKD 487,600 General Research Fund (2021-2024), PI
- HKD 150,000 HKUST Startup Grant, PI.
- CNY 600,000 National Science Foundation, China (2018-2021), Co-PI.
- SGD 49,770, Sustainable Earth Office Award (2014-2015), Co-PI.
- SGD 29,250, Start Up Grant, Nanyang Technological University (2013-2016), PI.
- SGD 5,000, College of HASS Incentive Scheme (2014-2016), PI.
- CNY 30,000 Start Up Grant, Shanghai University of Finance and Economics (2012-2013), PI

## AWARDS AND FELLOWSHIPS

- Dean’s Fellowship, HKUST Business School, 2020-2021.
- Dean’s Recognition of Excellent Teaching, HKUST Business School, 2020-2021.
- University Fellow of the Graduate School, Northwestern University, 2006.
- Governor General’s Silver Medal, University of British Columbia, 2006.

## RESEARCH CONFERENCE PRESENTATION

- 2018 Society for the Advancement of Economic Theory (SAET) Conference at Academia Sinica, China Meeting of the Econometric Society at Fudan University, International Conference on Economic Theory and Applications at Southwestern University of Finance and Economics, East Asian Contract Theory Conference at Korea University
- 2017 Singapore Economic Review Conference
- 2016 China Meeting of Econometric Society at Southwestern University of Finance and Economics, Asian Meeting of Econometric Society at Kyoto University
- 2015 11th World Congress of Econometric Society, Singapore Economic Review Conference
- 2013 Asian Meeting of the Econometric Society at National University of Singapore, Singapore Economic Review Conference

### **INVITED SEMINARS AND WORKSHOPS**

- 2021 Peking University HSBC Business School, 2021 HKUST Workshop on Industrial Organization, Singapore Management University (scheduled)
- 2019 Workshop on Microeconomic Theory at City University of Hong Kong
- 2018 Nanyang Technological University Behavioral and Experimental Economics Workshop, Workshop on Dynamic Models in Economics at National University of Singapore
- 2017 HKUST, Nanyang Business School
- 2016 Workshop on Industrial Organization and Management Strategy (HKUST), City University of Hong Kong, Workshop on Game Theory and Its Applications (Chinese University of Hong Kong)
- 2015 Sun Yat-Sen University, Singapore Joint Economic Theory Workshop (Singapore Management University), Shanghai Microeconomics Workshop, University of New South Wales, University of Technology Sydney, NTU-Hiroshima Joint Economic Workshop, Nanyang Technological University, National University of Singapore, Southwestern University of Finance and Economics
- 2014 Nanyang Business School
- 2013 Nanyang Technological University, National University of Singapore, Australasian Economic Theory Workshop

### **TEACHING**

#### Courses Taught

- Economics of Uncertainty and Information (HKUST), 2021
- Industrial Organization and Competitive Strategy (HKUST) 2020
- Theory of Industrial Organization (HKUST) 2020
- Microeconomic Theory I (HKUST) 2020-2021
- Law and Economics (HKUST) 2020
- Intermediate Microeconomics (NTU) 2015, 2017-2019
- Industrial Organization (NTU) 2013-2019
- Information Economics (NTU) 2013-2015
- Game Theory and Information Economics (SHUFE) 2012

### Student Supervision

Hsu Ke-cheng MPhil thesis supervisor, HKUST, ongoing

Weixuan Zhou MPhil thesis committee, HKUST, ongoing

Li Run PhD dissertation committee, HKUST, graduated in 2021

Initial placement: Southern University of Science and Technology, Shenzhen, China

### **REFEREE ACTIVITIES**

#### Journals

American Economic Review, American Economic Journal: Microeconomics, Economic Theory, Games and Economic Behaviors, International Economic Review, Journal of Economic Behavior and Organization, Journal of Economic Theory, Journal of Mathematical Economics, Management Science, Mathematics of Operation Research, Pacific Economic Review, The RAND Journal of Economics, Singapore Economic Review, Theoretical Economics

#### PhD Dissertations

National University of Singapore, University of Hong Kong

### **SERVICES**

- Member of Diploma of Secondary Education (HKDSE) Economics Subject Committee of Hong Kong Examinations and Assessment Authority, 2021-2024
- Member of PG (Research) Committee of the Department of Economics, 2019- present
- Member of Organizing Committee, HKUST Workshop on Industrial Organization, 2021
- Research Affiliate, Center of Economic Policy, HKUST, 2021-present
- Member of UG Committee of the Department of Economics, 2019- 2020

### **PERSONAL**

Hong Kong Permanent Resident

Married, two daughters

Native in Cantonese, Fluent in English and Mandarin