

# Xianwen Shi

March 2025

## CONTACT INFORMATION

St. George Campus: 150 St. George Street, Toronto, ON M5S3G7, Canada  
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## EDUCATION

2002-2007	Ph.D. in Economics, Yale University, USA Advisor: Dirk Bergemann
1996-1999	M.A. in Economics, Peking University, China
1992-1996	B.S. in Civil Engineering, Beijing Jiaotong University, China

## ACADEMIC POSITION

2018-	Professor of Economics, University of Toronto
2013-2018	Associate Professor of Economics, University of Toronto
2007-2013	Assistant Professor of Economics, University of Toronto

## PUBLISHED AND FORTHCOMING ARTICLES

1. “Optimal Discriminatory Disclosure,” with Yingni Guo and Hao Li, *Journal of Economic Theory*, forthcoming.
2. “Order Independence in Sequential, Issue-by-Issue Voting,” with Alex Gershkov and Benny Moldovanu, *Mathematics of Operations Research*, forthcoming.
3. “Voting on the Flag of the Weimar Republic,” with Alex Gershkov, Andreas Kleiner and Benny Moldovanu, *European Economic Review*, forthcoming.
4. “Coasian Equilibria in Sequential Auctions,” with Qingmin Liu and Konrad Mierendorff, *European Economic Review*, forthcoming.
5. “Voting with Interdependent Values and the Condorcet Winner,” with Alex Gershkov, Andreas Kliner and Benny Moldovanu, *Games and Economic Behavior* 142, November 2023, 193-208.
6. “Monotonic Norms and Orthogonal Issues in Multi-Dimensional Voting,” with Alex Gershkov and Benny Moldovanu, *Journal of Economic Theory* 189, September 2020, 105103.
7. “Voting on Multiple Issues: What to Put on the Ballot?” with Alex Gershkov and Benny Moldovanu, *Theoretical Economics* 14(2), May 2019, 555–596.
8. “Auctions with Limited Commitment,” with Qingmin Liu, Konrad Mierendorff and Weijie Zhong, *American Economic Review* 109(3), March 2019, 876-910.
9. “Discriminatory Information Disclosure,” with Hao Li, *American Economic Review* 107(11), November 2017, 3363-3385.
10. “Optimal Voting Rules,” with Alex Gershkov and Benny Moldovanu, *Review of Economic Studies* 84(2), April 2017, 688-717.
11. “Academic Wages and Pyramid Schemes: A Mathematical Model,” with Alice Erlinger, Robert

- J. McCann, Aloysius Siow and Ronald Wolthoff, *Journal of Functional Analysis* 269 (9), November 2015, 2709-2746.
12. "Becker Meets Ricardo: Multisector Matching with Communication and Cognitive Skills," with Robert J. McCann, Aloysius Siow and Ronald Wolthoff, *Journal of Law, Economics and Organization* 31(4), November 2015, 690-720.
  13. "Level-k Reasoning in a Generalized Beauty Contest Game," with Dmitry Shapiro and Artie Zillante, *Games and Economic Behavior*, 86, July 2014, 308-329.
  14. "Information Externalities and Intermediaries in Frictional Search Markets," with Aloysius Siow, *Canadian Journal of Economics* 47(4), November 2014, 1131-1152.
  15. "Specialization and Partisanship in Committee Search," with Benny Moldovanu, *Theoretical Economics*, 8(3), September 2013, 751-774.
  16. "On the Equivalence of Bayesian and Dominant Strategy Implementation," with Alex Gershkov, Jacob Goeree, Alexey Kushnir and Benny Moldovanu, *Econometrica*, 81(1), January 2013, 197-220.
  17. "Optimal Auctions with Information Acquisition," *Games and Economic Behavior* 74(2), March 2012, 666-686.
  18. "Carrots or Sticks: Prizes and Punishment in Contests," with Benny Moldovanu and Aner Sela, *Economic Inquiry*, 50(2), April 2012, 453-462.
  19. "Information Acquisition in Interdependent Value Auctions," with Dirk Bergemann and Juuso Valimäki, *Journal of the European Economic Association* 7(1), March 2009, 61-89.
  20. "Market Segmentation: The Role of Opaque Travel Agencies," with Dmitry Shapiro, *Journal of Economics and Management Strategy* 14(4), Winter 2008, 803-837.
  21. "Competing Auctions with Endogenous Quantities," with Benny Moldovanu and Aner Sela, *Journal of Economic Theory* 141(1), July 2008, 1-27.
  22. "Contests for Status," with Benny Moldovanu and Aner Sela, *Journal of Political Economy* 115(2), April 2007, 338-363.
  23. "Liquidity Pools, Risk Sharing, and Financial Contagion," with Lawrence Saez, *Journal of Financial Services Research* 25(1), February 2004, 5-23.

## WORKING PAPERS AND WORK IN PROGRESS

1. "Strategic Sampling from Manipulable Data," with Florian Brandl, March 2025.
2. "Disinformation in the Wald Model," with Florian Brandl, July 2024.
3. "Persuading while Learning," with Itai Arieli, Yakov Babichenko, Dima Shaiderman, revised December 2024.
4. "Advertising Platforms and Privacy," with Ruizhi Zhu and Sridhar Moorthy, Revise & Resubmit at *Marketing Science*, March 2025.
5. "Welfare of Price Discrimination and Market Segmentation in Duopoly," with Yanlin Chen and Jun Zhang, Revise & Resubmit at *AEJ: Microeconomics*, January 2025.
6. "Stochastic Sequential Screening," with Hao Li, revised, April 2024.
7. "Sequential Innovation and Optimal Patent Design," with Christian Riis, revised August 2012.

## FELLOWSHIPS AND HONORS

AER: Insights Excellence in Refereeing Award, 2021, 2023, 2024

AEJ: Micro Excellence in Refereeing Award, 2021

Dean's Merits Award, University of Toronto, 2010/2011, 2016/2017, 2017/2018, 2023/2024

Alexander von Humboldt Foundation Research Fellowship, 2009-2010

Yale University Dissertation Fellowship, 2007

Carl Arvid Anderson Prize Fellowship, Cowles Foundation, 2006  
University Fellowship, Yale University, 2002-2006

## RESEARCH GRANTS

Social Sciences and Humanities Research Council, Canada

- Insight Grant, “Information Structures and Market Performance,” April 1, 2020-March 31, 2024, \$65,320.
- Insight Grant, “Topics in Mechanism Design: Beyond the Classical Theory,” April 1, 2013 – March 31, 2018, extended to March 31, 2020, \$92,150.
- Standard Research Grant, “Bargaining, Experimentation, and Selection by Committee,” April 1, 2011 – March 31, 2014, \$28,900.
- Institutional Grant, “Equilibrium Use of Information: An Experimental Study,” April 1, 2011 – March 31, 2013.
- Standard Research Grant, “Contest Design with Punishment and Entry,” April 1, 2008 – March 31, 2012, \$29,900.

Connaught Fund, University of Toronto

- Start-Up Grant, “Contest Design with Costly Punishment and Entry,” July 1, 2007 – June 30, 2010, \$20,000.

## PHD SUPERVISION

Ruizhi Zhu: May 2023, thesis supervisor, placement: postdoc at Northeastern University

Qianjun Lyu: HKU, May 2022, committee member, placement: postdoc at Bonn University

Huilan Xu: June 2019, thesis supervisor, placement: Zhejiang University

Young Wu: August 2018, committee member, placement: CS PhD at Wisconsin

Shuangjian Zhang: Math PhD, August 2018, committee member, placement: postdoc at ENS

Tomy Lee: June 2018, thesis supervisor, placement: Central European University.

Xin Zhao: May 2016, committee member, placement: University of Technology Sydney.

## TEACHING EXPERIENCE

Instructor, Microeconomic Theory (U), 2019/2020, 2021/2022, 2023/24, 2024/25

Instructor, Competitive Strategy (U), Fall 2007-2013, Fall 2015-2018, Fall 2021, 2023

Instructor, Personnel Economics (U), Spring 2014, Fall 2015-2019

Instructor, Economics of Information (U), Fall 2008-2013, Fall 2016-2019

Instructor, Economic Theory (MA), Fall 2024

Instructor, Advanced Microeconomic Theory (PhD), Spring 2023, 2024

Instructor, Contract Theory (PhD), Fall 2007, 2008, 2011, 2015, 2017, 2021

Instructor, Microeconomic Theory (PhD), Spring 2010, 2011, 2014, 2017, 2019

Organizer, Micro Theory Reading Course (PhD), Spring 2008, Fall 2014

## CONFERENCE AND SEMINAR PRESENTATIONS

2025     University of International Business and Economics, Peking University, National Taiwan

University (scheduled), University of Tokyo (scheduled), National University of Singapore (scheduled), Singapore Management University (scheduled), Hong Kong Baptist University (scheduled), SAET conference (scheduled)

2024 UTD Marketing Conference, Chinese University of Hong Kong, Peking University, Econometric Society China Meeting at Hangzhou, University of South California, York University

2023: Econometric Society Winter Meeting (New Orleans), Econometric Society Asian Meeting (Beijing), Zhejiang University, 2023 International Conference on Industrial Economics (Hangzhou), Hong Kong Baptist University, Texas A&M University

2022: Canadian Economic Theory Meeting

2021: HKU-CUHK-HKUST, PUC-Chile, Zhejiang University Microeconomic Theory Conference, Econometric Society China Meeting at Shanghai

2020: Yale University

2019: AEA Winter Meeting (Atlanta, Discussant), Collegio Carlo Alberto, University of South Wales, University of Technology at Sydney, Conference on Robust Mechanism Design (Stony Brook, NY), Econometric Society Asian Meeting, Queen's University, Arizona State University, University of Chicago, Penn State University

2018: Chinese University of Hong Kong, The University of Hong Kong, Hong Kong Baptist University, University of Bonn, 2018 Summer Program on "Dynamic Models in Economics" at NUS, University of Calgary

2017: University of California at Berkeley, Ohio State University, Canadian Economic Theory Conference at Vancouver, the 8<sup>th</sup> Shanghai Microeconomics Workshop, CIREQ Montréal Microeconomic Theory Conference, Carnegie Mellon University

2016: The 1<sup>st</sup> Triangular Microeconomics Conference (UNC at Chapel Hill), Peking University International Microeconomics Conference, Conference on Financial Economics & Accounting (Discussant), University of Rochester (Simon Business School)

2015: Concordia University, Peking University, Zhejiang University Conference on Industrial Economics, European Summer Symposium in Economic Theory (ESSET, Gerzensee), University of Texas at Austin, Workshop on Dynamic Incentive Problems (Bonn)

2014: Canadian Economic Theory Meeting, The 5<sup>th</sup> Shanghai Microeconomics Workshop, Shanghai University of Finance and Economics, Stanford University SITE conference, Rice University, University of British Columbia

2013: Rice University, Washington University in St. Louis, McMaster University, University of Toronto, Texas A&M University, Canadian Economic Theory Conference (Montreal), Conference on Private Information, Interdependent Preferences and Robustness (Bonn), Cowles Summer Conference on Economic Theory (Yale), Econometric Society China Meeting (Beijing)

2012: University of Western Ontario, International Industrial Organization Conference 2012 (Washington D.C.), Ryerson University, University of Zurich, Chicago Conference on "Matching Problems: Economics meets Mathematics", Hangzhou Conference on Economic Theory and

Chinese Economy, Tsinghua Macroeconomic Workshop, NYU Stern, University of Montreal, Queen's University

2011: Econometric Society European Meeting (Oslo), Canadian Economic Theory Conference (Vancouver), University of Michigan

2010: Econometric Society World Congress (Shanghai), Zhejiang University, University of Pennsylvania, Ohio State University

2009: AEA Winter Meeting 2009 (discussant), Bonn University, Peking University, Queens' University, University of Toronto, Mechanism Design Conference at Bonn (discussant)

2008: Washington University in St. Louis

2007: North American Summer Meeting of Econometric Society (Duke), IESE/CESifo Conference on Information and Complementarity (Spain), Carnegie Mellon University, Oxford, Texas A&M University, University of British Columbia, University of Colorado at Boulder, University of Iowa, University of Minnesota, University of Pennsylvania, University of Toronto, University of Western Ontario, Yale University

2006: North American Summer Meeting of Econometric Society (Minneapolis), Yale University

2005: Bonn University, Yale University

## PROFESSIONAL SERVICES

- **Hong Kong Research Grant Council**, Business Panel Member, 2023-2026.
- **Program Committee**, 26th ACM Conference on Electronic Commerce, July 2025, Stanford University.
- **Program Committee**, Econometric Society Asian Meeting, June 28-30, 2024.
- **Co-organizer**, Conference in Economic Theory in Honor of Benny Moldovanu, Bonn, Germany, Dec 16-17, 2022.
- **Program Committee**, Econometric Society China Meeting (virtual), Jul 1-3, 2021.
- **Program Committee**, Conference on Markets and Economies with Information Frictions (virtual), Aug 30-31, 2021.
- **Program Committee**, the Econometric Society Virtual World Congress at Bocconi University (virtual), Aug 17-21, 2020.
- **Co-organizer**, "Economics Meets the Mathematical Sciences," Fields Institute, Toronto, April 10-12, 2019.
- **Co-organizer**, "Economic Theory Conference" at the University of Toronto Mississauga, April 5-6, 2019.
- **Co-organizer**, Conference on Optimization, Transportation and Equilibrium in Economics, Fields Institute, Toronto, September 15-19, 2014.
- **Co-organizer**, Minischool on Variational Problems in Economics, Fields Institute, Toronto, September 11-12, 2014.
- **Co-organizer**, Canadian Economic Theory Conference 2012, May 4-6, 2012, Toronto, Canada
- **Program Committee**, 13th ACM Conference on Electronic Commerce, June 4-8, 2012, Valencia, Spain

- **External Reviewer for Teure Promotion and Full Professorship:** City University of Hong Kong, National University of Singapore, Peking University, Shanghai University of Economics and Finance, Toronto Metropolitan University, University of British Columbia, Yale University, Zhejiang University
- **Referee for AEJ:** Microeconomics, AER: Insights, American Economic Review, Canadian Journal of Economics, Econometrica, Economic Bulletin, Economic Inquiry, Economic Journal, Economic Theory, European Economic Review, Games and Economic Behavior, International Economic Review, International Journal of Game Theory, International Journal of Industrial Organization, Journal of Economics & Management Strategy, Journal of Economic Theory, Journal of Finance, Journal of Industrial Economics, Journal of Institutional and Theoretical Economics, Journal of the European Economic Association, Journal of Financial Services Research, Journal of Mathematical Economics, Journal of Political Economy, Journal of Public Economics, Operations Research, Rand Journal of Economics, Review of Economic Studies, Theoretical Economics, SSHRC, NSF, Israel Science Foundation, Hong Kong RGC.

## UNIVERSITY AND DEPARTMENT SERVICE

UTM Economics Department Associate Chair, Spring 2022, Spring 2024  
 UTM Management Tenure Promotion Committee, 2021/2022  
 Departmental Full Professor Promotion Committee, 2021/2022  
 Departmental Workload Review Committee, 2021/2022, 2022/2023  
 Department Tenure Promotion Committee, 2016/2017, 2019/2020, 2022/2023  
 Department Full Professor Reading Committee, 2019/2020/2021/2022, 2022/2023  
 Department Third-Year Review Committee, 2013/2014, 2017/2018, 2022/2023  
 Micro Theory Field Exam Committee, 2009, 2012, 2015, 2016, 2019, 2020  
 PhD Micro Comprehensive Exam Committee, 2010, 2011, 2014, 2017, 2019, 2020  
 Department Junior Recruiting Committee, 2009/2010, 2010/2011  
 Department Senior Recruiting Committee, 2019/2020  
 Graduate Admission Committee, 2009-2013, 2016/2017, 2018/2019, 2019/2020  
 Economic Theory Seminar Co-organizer, 2018-2019, 2019/2020  
 Economic Theory Lunch Workshop Organizer, 2016-2020  
 UTM Management Full Professor Promotion Committee, 2019/2020  
 UTM Management Third-Year Review Committee, 2013/2014  
 UTM Research Council, 2014-2020  
 UTM Dean's Representative, 2014/2015, 2016/2017, 2018/2019  
 UTM North Building Senior Research Associate Search Committee, 2018/2019  
 UTM Academic Affair Committee, 2010-2013  
 University Connaught Social Science Review Panel, 2017/2018, 2018/2019, 2019/2020 (chair)