

**Lixin Ye**

Department of Economics  
The Ohio State University  
1945 North High Street  
Columbus, OH 43210

Office: 614-292-6883  
Fax: 614-292-3906  
E-mail: [lixinye@econ.ohio-state.edu](mailto:lixinye@econ.ohio-state.edu)  
<http://www.econ.ohio-state.edu/lixinye>

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**Employment**

Associate Professor, The Ohio State University, October 2008 – Present.  
Assistant Professor, The Ohio State University, October 2001 – September 2008.

**Education**

Ph.D. in Economics, Stanford University, June 2001 (Main advisor: Paul Milgrom)

**Research Interests**

Auctions, Industrial Organization, Contract Theory, Experimental Economics.

**Published and Forthcoming Papers**

“Quality Disclosure and Competition,” with Dan Levin and James Peck, *Journal of Industrial Economics* 57 (1): 167-196, March 2009.

“Search with Learning: Understanding Asymmetric Price Adjustments,” with Huanxing Yang, *The RAND Journal of Economics* 39 (2008): 547-564.

“Nonlinear Pricing, Market Coverage, and Competition,” with Huanxing Yang, *Theoretical Economics* 3 (2008): 123-153.

“Hybrid Auctions Revisited,” with Dan Levin, *Economics Letters* 99 (2008): 591-594.

“Trademark Sales, Entry, and the Value of Reputation,” with Howard Marvel, *International Economic Review* 49 (2008): 547-576.

“Indicative Bidding: An Experimental Analysis,” with John Kagel and Svetlana Pevnitskaya, *Games and Economic Behavior* 62 (2008): 697-721.

“Survival Auctions,” with John Kagel and Svetlana Pevnitskaya, *Economic Theory*, 2007, 33: 103-119.

“Reserve Price Signaling,” with Hongbin Cai and John Riley, *Journal of Economic Theory*, July 2007, 135 (1): 253-268.

“Bad News Can Be Good News: Early Dropouts in an English Auction with Multi-dimensional Signals,” with Dan Levin and James Peck, *Economic Letters*, 2007, 95: 462-467.

“Indicative Bidding and A Theory of Two-Stage Auctions,” *Games and Economic Behavior*, January 2007, 58 (1): 181-207.

“On the Use of Customized vs. Standardized Performance Measures,” with Anil Arya, Jonathan Glover, and Brian Mitterdorf, *Journal of Management Accounting Research*, 2005, 17: 7-21.

“Optimal Auctions with Endogenous Entry,” *Contributions to Theoretical Economics*, 2004, 4(1): Article 8, 1-27.

“Deciding Between Competition and Collusion,” (with Patrick Bajari), *Review of Economics and Statistics*, November 2003, 85 (4): 971-989.

### **Working Papers**

“Competitive Nonlinear Taxation and Constitutional Choice,” with Massimo Morelli and Huanxing Yang, September 2009.

“Auctions with Synergy and Resale,” with Xiaoshu Xu and Dan Levin, August 2009.

“Auctions with Entry and Resale,” with Xiaoshu Xu and Dan Levin, July 2009.

“Refinements in Discrete and Continuous Type Models: Local Credibility Test,” with Hongbin Cai and John Riley, under revision.

“Competitive Nonlinear Pricing and Contract Variety,” with Huanxing Yang, in progress.

### **Teaching**

Graduate level: Econ 804 (Microeconomics I); Econ 815 (Game Theory); Econ 818 (Information Economics); Econ 818 (Topics in Applied Game Theory).

Undergraduate level: Econ 501.01 Intermediate Microeconomics (Non-calculus based); Econ 501.02 Intermediate Microeconomics (Calculus based).

### **Other Academic Experiences**

Research Assistant to Professors Michael Boskin and Lawrence Lau, Stanford University and Hoover Institute, 1997-2001.

Teaching Assistant, Department of Economics, Stanford University, 1996-1997.

Research Assistant to Professor Mark McClellan, NBER, Summer 1996.

### **Fellowships and Awards**

Seed Grant Award, The Ohio State University, 2002.

Kapnick Dissertation Fellowship, SIEPR, Stanford University, 2000.

Graduate Fellowship, Department of Economics, Stanford University, 1995-1996.

### **Referee Services**

*American Economic Review, B.E. Journals in Theoretical Economics, China Economic Review, Econometrica, Economic Inquiry, Economic Journal, Economic Letters, European Economic Review, Games and Economic Behavior, International Economic Review, International Journal of Game Theory, International Journal of Industrial Organization, Japanese Economic Review, Journal of Business and Economic Statistics, Journal of Economic Dynamics and Control, Journal of Economics and Management Strategy, Journal of Economic Theory, Journal of Industrial Economics, Journal of Mathematical Economics, Journal of Political Economy, Journal of Public Economics, Journal of Regional Science, Management Science, Operations Research, RAND Journal of Economics, Review of Economic Studies, Theoretical Economics; National Science Foundation, Social Sciences and Humanities Research Council of Canada, Research Grants Council of Hong Kong.*

### **Student Advising (with initial placements)**

Susan Rose (Institute of Defense Analysis); Xiaodong Liu (University of Colorado, Boulder); Bin Yu (Ameriprise Financial); Ching-Jen Sun (Deakin University, Australia); Jun Nakabayashi (University of Tsukuba, Japan); Lexian Liu (Fannie Mae); Youxin Hu\* (Southwestern U. of Finance and Economics, China); Current: Xiaoshu Xu, Hongwei Zheng, Darren Weng. (\*Serving as main advisor or co-advisor)

### **Invited Seminars**

University of California Los Angeles, Carnegie Mellon University, University of North Carolina at Chapel Hill, University of Rochester Simon Business School, State University of New York at Albany, University of Pennsylvania, Northwestern University MEDS, University of Washington Olin School, University of California Santa Barbara, Case Western Reserve University, Peking University, Research Institute of Economy, Trade and Industry (RIETI, Japan), Indiana University, Hong Kong University of Science and Technology.

## Invited Conferences

- 2002: Econometric Society Summer Meetings (June, UCLA). Presented: “Optimal Auctions with Endogenous Entry.”
- 2003: Illinois Economic Theory Conference (May, Champaign-Urbana). Presented: “Reserve Price Signaling”; Midwest Theory Conference (October, Bloomington, Indiana). Presented: “Reserve Price Signaling.”
- 2004: Econometric Society Winter Meetings (January, San Diego). Presented: “Indicative Bidding: An Experimental Analysis”; Conference on Public Economic Theory (August, Beijing). Presented: “Trademark Sales, Entry, and the Value of Reputation”; Midwest Theory Conference (October, St. Louis). Presented: “Quality Disclosure and Competition.”
- 2005: NSF/NBER Decentralization Conference (April, Champaign-Urbana). Presented: “Trademark Sales, Entry, and the Value of Reputation”; The 9<sup>th</sup> World Congress of Econometric Society (August, London). Presented: “Trademark Sales, Entry, and the Value of Reputation.”
- 2006: Econometric Society Winter Meetings (January, Boston). Discussant on “Refund and Collusion”; NSF/NBER Decentralization Conference (April, Universite Paris 1, Pantheon Sorbonne). Session chair; Econometric Society Summer Meetings (June, University of Minnesota). Presented: “Indicative Bidding and A Theory of Two-Stage Auctions” in the invited session on “Endogenous Information in Auctions”; The Third Workshop on Industrial Organization and Management Strategy (July, Beijing). Presented: “Search with Learning: Understanding Asymmetric Price Adjustments”; Far Eastern Meeting of The Econometric Society (July, Tsinghua University). Presented: “Nonlinear Pricing with Competition”; Midwest Economic Theory Conference (October, Purdue). Presented: “Search with Learning: Understanding Asymmetric Price Adjustments.”
- 2007: The 5<sup>th</sup> Annual International Industrial Organization Conference (April, Savannah). Presented: “Nonlinear Pricing, Contract Variety, and Competition.” Discussant on “The Impact of Bargaining on Markets with Price Takers.” Public Economic Theory Conference (July, Vanderbilt). Presented: “Nonlinear Pricing, Contract Variety, and Competition” in the invited session “Common Agency Games”.
- 2008: Econometric Society Winter Meetings (January, New Orleans). Presented: “Search with Learning: Understanding Asymmetric Price Adjustments” in the invited session “Foundations of Price Formation”. Summer Conference on Microeconomic Theory (July, U. of Hong Kong). Presented: “Competitive Nonlinear Taxation and Constitutional Choice”.

2009: Econometric Society Winter Meetings (January, San Francisco). Presented: “Competitive Nonlinear Taxation and Constitutional Choice”. The Sixth Workshop on Industrial Organization and Management Strategy (June, Beijing). Presented: “Competitive Nonlinear Taxation and Constitutional Choice”.