

Qiang FU

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Contact Information

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Education

- Ph.D. (Economics), Indiana University, April, 2005
- M.A. (Economics), Indiana University, February, 2003
- M.Sc (Management), NUS Business School, National University of Singapore, September, 2000
- B.E. (Management), Guanghua School of Management, Peking University, 1998

Academic and Administrative Positions

- Director, China Business Centre, National University of Singapore, 2018 to present.
- Deputy Director, China Business Centre, National University of Singapore, 2014 to 2017.
- Associate Professor (with tenure), Department of Strategy and Policy, National University of Singapore, 2012 to present.
- Visiting Scholar, Max Planck Institute for Tax and Public Finance, Munich, 2013.
- Visiting Scholar, CIREQ, Montreal, 2012.
- Visiting Scholar, Max Planck Institute for Tax and Public Finance, Munich, 2011.
- Visiting Scholar, CIREQ, Montreal, 2009.
- Assistant Professor, Department of Strategy and Policy, National University of Singapore, 2005 to 2012.

Research Interests

Applied Game Theory, Industrial Organization, Economics of Contests, Tournaments, and Relative Performance Evaluation.

Publications

1. Contests: Theory and Topics, with Zenan Wu, a survey on theoretical studies of contests as an invited contribution to *Oxford Research Encyclopedia of Economics*, forthcoming.
2. Multi-market Value Creation and Competition, with Ganesh Iyer, *Marketing Science*, 2019, 38(1), 129-149.
3. Law, Social Responsibility, and Outsourcing, with Jie Gong and Ivan Png, *International Journal of Industrial Organization*, 2018, 57, 114-146.
4. Do Exclusivity Arrangements Hurt Consumers, with Jihui Chen, *Journal of Regulatory Economics*, 2017, 51(3), 311-319.
5. Optimal Disclosure Policy in Contests with Asymmetric Entry, with Jingfeng Lu and Jun Zhang, the *Canadian Journal of Economics*, 2016, 49(1), 52-75.
6. “Success Breeds Success” or “Pride Goes Before a Fall?”: Teams and Individuals in Team-Production Contests, with Changxia Ke and Fangfang Tan, *Games and Economic Behavior*, 2015, 94, 57-79.
7. Team Contests with Multiple Pairwise Battles, with Jingfeng Lu and Yue Pan, *American Economic Review*, 2015, 105(7), 2120-2140.
8. Contests with Endogenous Entries, with Qian Jiao and Jingfeng Lu, *International Journal of Game Theory*, 2015, 44(2), 2015.
9. Disclosure Policy in Contest with Stochastic Abilities, with Qian Jiao and Jingfeng Lu, *Economics Letters*, 2014, 125(3), 376–380.
10. “Reverse”-Lottery Contest and Contest Elimination Function, with Jingfeng Lu and Zhewei Wang, *Journal of Mathematical Economics*, 2014, 50, 128-140.
11. Reputation-Concerned Policy Makers and Endogenous Institutional Bias, with Ming Li, the *Journal of Public Economics*, 2014, 110, 15-25.
12. Communication and Commitment in Contests, with Oliver Gürtler and Johannes Münster, *Journal of Economic Behavior & Organization*, 2013, 95, 1-19 (lead article).
13. Competitive Effects of Cross-Shareholdings in All-Pay Auctions with Complete Information, with Jingfeng Lu, *International Journal of Industrial Organization*, 2013, 31(3), 267-277.
14. Incentivizing R&D: Prize or Subsidies? with Jingfeng Lu and Yuanzhu Lu, *International Journal of Industrial Organization*, 2012, 30(1), 67-79.
15. Micro Foundation of Generalized Multi-Prize Contests: A Noisy Ranking Perspective, with Jingfeng Lu, *Social Choice and Welfare*, 38(3), 2012, 497-517.
16. The Optimal Multi-Stage Contests, with Jingfeng Lu, *Economic Theory*, 2012, 51(2), 351-382 (lead article; featured at *NAJ Economics*, 14, 2007).
17. On Disclosure Policy in Contests with Stochastic Entry, with Qian Jiao and Jingfeng Lu, *Public Choice*, 2011, 148, 419-434.
18. Optimal Endogenous Entry in Tournaments, with Jingfeng Lu, *Economic Inquiry*, 2010, 48, 80-89.
19. Contests with Pre-Contest Investment, with Jingfeng Lu, *Economics Letters*, 2009, 103, 142-145.

20. The Beauty of “Bigness”: on Optimal Design of Multi-Winner Contests, with Jingfeng Lu, *Games and Economic Behavior*, 2009, 66, 146-161.
21. A Theory of Affirmative Action in College Admissions, *Economic Inquiry*, 2006, 44, 420-429.
22. Endogenous Timing in Contest with Asymmetric Information, *Public Choice*, 2006, 129, 1-23 (lead article).

Working Papers

1. Multi-Prize Contests with Risk-averse Players, with Zenan Wu.
2. Loss Aversion in Contests, with Zenan Wu.
3. Optimal Design of Sequential-Elimination Contests: Favoritism and Interim Feedback, with Zenan Wu, under review.
4. On the Optimization of Lottery Contests, with Zenan Wu, resubmitted to *Theoretical Economics*.
5. Equilibrium Ordering in Sequential Team Contests, with Jingfeng Lu, under revision at *Economic Inquiry*.
6. How to Sell a New Durable Good: A Signaling Rationale for Hunger Marketing and Word of Mouth, with Hong Feng and Lan Zhang, under revision at *International Journal of Industrial Organization*.
7. On the Paradox of Mediocracy, with Ming Li and Xue Qiao, under review.
8. R&D Contests with Imperfect Quality Signal, with Xuyuan Liu.
9. Litigation, Settlement and Legal Presumption.

Work in Progress

1. Loss Aversion in Contests, with Zenan Wu.
2. Prize Allocation in Contests with Risk-averse Players, with Zenan Wu.
3. Information Disclosure and Optimal Biases in Contests, with Hanming Fang and Zenan Wu.
4. The Optimal Allocation of Prizes and Punishments in Contests, with Jingfeng Lu and Aner Sela.
5. Conflicts and Media Transparency, with Oliver Gürtler and Johannes Münster.
6. Favoritism and Organization Design, with Ganesh Iyer and Xing Zhang.

Invited Talks

- 2019: Shanghai University of Finance and Economics, March; Southwest University of Finance and Economics, March; Sun Yat-Sen University, Guangzhou, China, June.
- 2018: University of New South Wales, Sydney, Australia, March; Singapore Management University, Singapore, October; Chinese University of Hong Kong (Shenzhen), December.

- 2017: Vanderbilt University, Nashville, USA, March; University of Cologne; Hong Kong Baptist University, Hong Kong, May; Hong Kong University of Science and Technology, Hong Kong, May; Peking University, Beijing, China, May; Bar-Ilan University, Isreal, January; Annual Meeting of China Information Economics Society (keynote speaker), Kunming, China, December; China Southern Normal University, Guangzhou, China, September.
- 2015: East Anglia University, Norwich City, UK, May.
- 2014: Tsinghua University, Beijing, China, June; Hong Kong University of Science and Technology, Hong Kong, July; Shanghai University of Finance and Economics, Shanghai, December.
- 2013: Max Planck Institute for Tax and Public Finance, Munich, Germany, January; Shandong University, Jinan, China, December.
- 2012: Concordia University, Montreal, Canada, May; University of Dortmund, Germany, November.
- 2011: Technical University of Berlin, Berlin, Germany, December; Free University of Berlin, Berlin, Germany, May.
- 2010: WISE, Xiamen University, December; School of Managment, Shanghai University of Finance and Economics, December.
- 2009: Shenzhen HSBC School of Business, Peking University, December; Hong Kong University of Science and Technology, December; Nanyang Technology University, Singapore, October; Concordia University, April.
- 2008: Singapore Management University, November; Emory University, October; CESIFO Summer Institute, Venice, July; Stockholm School of Economics, Stockholm, Sweden, June; Indiana University Bloomington, February; University of Guelph, March; Concordia University, March;
- 2007: WZB, Berlin, November.

Recent Conference Presentations

- 2018: SAET Meeting, June, Taipei; Workshop on Contests and Tournaments, Norwich, UK.
- 2017: Econometric Society Asian Meetings, Hong Kong; Econometric Society China Meeting, Wuhan, China.
- 2015: SAET Meeting, July, Cambridge, UK; UEA Workshop on Contests and Tournaments, Norwich, UK.
- 2014: Association of Public Economic Theory Annual Meeting, July, Seattle.
- 2013: Econometric Society China Meeting, Beijing, June; The 3rd International Conference of Contests, Tournaments, and Relative Performance Evaluations, March, Fresno.
- 2012: Society for the Advancement of Economic Theory (SAET) Meeting, Queensland, June; Midwest Economic Theory Spring Meeting, Bloomington, May; American Economic Association Annual Meetings, Chicago, 2012 (Session Organizer and Presenter).
- 2011: Midwest Economic Theory Fall Meeting, Nashville, November; Association of Public Economic Theory (APET) Meetings 2011, Bloomington, June; The 2nd International Conference on Tournament, Contest and Relative Performance Evaluation, Raleigh, March.

- 2010: Summer IO/Strategy Workshop, Shanghai, August; Society for the Advancement of Economic Theory (SAET) Meetings, Singapore, August; Workshop on Political Economy, International Game Theory Conference, Stony Brook, July;
- 2009: Econometric Society Far Eastern Meeting 2009, Tokyo, Japan, August; Summer IO/Strategy Workshop, Beijing; American Economic Association Annual Meeting, San Francisco, January.
- 2008: Midwest Economic Theory Fall Meeting, Columbus, October; The 2nd Singapore Economic Theory Workshop, Singapore, August; The 1st International Conference on Tournament, Contest and Relative Performance Evaluation, North Carolina State University, Raleigh, March.

Teaching

- Undergraduate: Managerial Economics
- MBA: Managerial Economics
- Ph.D: Microeconomic Theory, Economic Modelling for Management Research
- Executive MBA: Macro and International Economics for Business Leaders
- Executive Education: Global Economic and Finance Outlook and China Economy, Game Theory from Business Perspectives

Services

- Chair, Department DEC, 2018.
- Member, Joint Academic Committee for MPAM 2018-present.
- Co-Chair, School Executive MBA Curriculum Review Committee, 2017-2018.
- Member, Department DEC, 2015, 2017.
- Member, Department Research Benchmarking Committee, 2014
- Member, School Ph.D Committee (2011-2013).
- Department Recruiting Committee (2009-2010).
- Chair, Department Recruitment Committee (2010-2013, 2014-2015, 2019).
- Chair, Department Ph.D Committee (2011-2013).
- Board of Selection for Executive MBA Admissions (2013-present)

Other Professional Activities

- Session Organizer, 2013 Econometric Society Asian Meeting.
- Session Organizer, American Economic Association Annual Meeting (2009, 2011).
- Local Organizing Committee, The 4th Asia Pacific Economic Science Association Meeting.

Refereeing

- Excellent Reviewer of 2014, *International Journal of Industrial Organization*
- Ad Hoc reviewer for *American Economic Review*, *Journal of Political Economy*, *Theoretical Economics*, *Review of Economic Studies*, *Rand Journal of Economics*, *Games and Economic Behavior*, *Economic Journal*, *International Economic Review*, *European Economic Review*, *Economic Theory*, *Journal of Public Economics*, *American Economic Journal: Microeconomics*, *Journal of Public Economic Theory*, *Canadian Journal of Economics*, *Scandinavian Journal of Economics*, *Loabor Economics*, *Journal of Development Economics*, *Journal of Law, Economics and Organization*, *International Journal of Industrial Organization*, *Journal of Mathematical Economics*, *Public Choice*, *Economic Inquiry*, *Management Science*, *Journal of Economic behavior and Organization*, *Journal of Economics and Management Strategy*, *Review of Economic Design*, *Strategic Management Journal*, *Journal of Management Studies*, *Southern Economic Journal*, *European Journal of Political Economy*, *Managerial and Decision Economics*, *Journal of Economics*, *Economics of Education Review*, *European Journal of Operations Research*, *Mathematics for Operations Research*, *Decision Support System*, Israel and U.S. Binational Science Foundation, Canada Social Sciences and Humanities Research Council, and Hong Kong Research Grant Council.