

Ming LI

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Employment History

June 2021 to present	Professor, Department of Economics, Concordia University.
June 2009 to May 2021	Associate Professor, Department of Economics, Concordia University.
June 2004 to May 2009	Assistant Professor, Department of Economics, Concordia University.

Affiliation with Research Centers

Research Fellow, CIREQ
Research Fellow, CIRANO
Scientific Committee Member, CIREQ (2012-2015)

Education

Ph.D. in Economics, University of Wisconsin-Madison, 2004
M.S. in Economics, University of Wisconsin-Madison, 2001
B. Eng. in MIS, Tsinghua University, Beijing, 1997

Fields of Interest

Game theory, economics of information, political economics

Refereed Publications

“[On the paradox of mediocracy](#),” joint with [Qiang Fu](#) and [Xue Qiao](#), 2022, 31(2), 492-521, *Journal of Economics & Management Strategy*.

“Persuasion with costly precision,” joint with Arianna Degan, 2021, 72(3): 869-908, *Economic Theory*.

“Optimal majority rule in referenda,” joint with Qingqing Cheng, 2019, 10, 25, *Games*, 23 pages.

“Ambiguous persuasion,” with Dorian Beauchêne and Jian Li, January 2019, 179, 312-365, *Journal of Economic Theory*.

[Persuasion of a privately informed receiver](#), joint with [Anton Kolotilin](#), [Tymofiy Mylovanov](#), and [Andriy Zapechelnyuk](#), November 2017, 85(6), 1949-1964, *Econometrica*.

“[Psychologically-based voting with uncertainty](#),” with Arianna Degan, 2015, 40, 242–259, *European Journal of Political Economy*.

“[Reputation-concerned policy makers and institutional status quo bias](#),” with Qiang Fu, 2014, 110, 15-25, *Journal of Public Economics*.

“Advice from multiple experts: A comparison of simultaneous, sequential, and hierarchical communication,” 2010, 10 (1), 22 pages, *The B.E. Journal of Theoretical Economics (Topics)*, Article 18.

“[A psychologically-based model of voter turnout](#),” with Dipjyoti Majumdar, 2010, *Journal of Public Economic Theory*, 12(5), pages 979-1002, October.

“Information collection in bargaining,” 2009, 38(4), 481-498, *International Journal of Game Theory*.

“[When mandatory disclosure hurts: Expert advice and conflicting interests](#),” with Kristof Madarasz, 2008, 139(1), 47-74, *Journal of Economic Theory*.

“Two (talking) heads may not be better than one,” 2008, 3(63), 1-8, *Economics Bulletin*.

Non-Refereed Publications

Book review of “*The Role of the Policy Advisor: An Insider’s Look*,” edited by Nadia Verrelli, McGill-Queen’s University Press (2008), 2009, *Canadian Public Policy*, 35(4), December/décembre, pp. 518-519.

Working Papers

“An experimental investigation of persuasion through selective disclosure of evidence,” joint with [Arianna Degan](#) and [Huan Xie](#), revised and resubmitted to *Canadian Journal of Economics*.

“[Disclosure of conflicts of interest: Theory and empirics](#),” joint with [Ting Liu](#), forthcoming book chapter in *Elgar Companion to Information Economics*.

“[Diversification and decentralization: The role of organizational inertia and diversity](#),” joint with [Hitoshi Sadakane](#).

“Disclosure of conflicts of interest: Good news or bad news?,” joint with Ting Liu.

“Verifiability and effective persuasion,” joint with Noémie Cabau.

“Strategic communication and group formation,” with Sourav Bhattacharya.

“Credibility for sale: The effect of disclosure on information acquisition and transmission,” with Tymofiy Mylovanov.

Work in Progress

“Competing persuaders.”

“Persuasive countersignalling,” with Arianna Degan.

“Middlemen.”

“An economic analysis of selling through influencers,” with Yufeng Shao (former graduate student).

“Market for hipos—job market signalling with an unknown number of applicants,” with Cesia Edith Valenzuela Velazquez-Berg (former graduate student).

Transfer of knowledge/Media coverage:

Interviewed by Don Pittis (CBC) for “Quebec vote shows it's no longer 'the economy, stupid',” 2018-10-03, <https://www.cbc.ca/news/business/economy-election-quebec-1.4846886>

Academic Awards

Wisconsin Alumni Research Foundation Fellowship (1999-2000)
Tsinghua University Outstanding Student Scholarships (1993-1997)

Visiting Positions

March 2014 to May 2014 Visiting Scholar, National Taiwan University, Research
Institute on Humanities and Social Sciences

Research visits

2018 Kyoto University, Institute of Economic Research (February-April)
2016 Paris School of Economics (May-June)
2016 Academia Sinica (May)
2016 University of Arizona (May)
2016 Osaka University, Institute of Social and Economic Research (January-April)
2014 Academia Sinica (February)
2011 University of Pennsylvania (May), University of Pittsburgh (May)
2010 University of Wisconsin-Madison (September-October)
2008 University of Pittsburgh (April), National University of Singapore (July)
2007 University of Bonn (December), Duke University (April)

Conference Organization

2022 Canadian Public Economics Group Annual Conference (joint with Huan Xie)
2022 Canadian Economic Theory Conference (joint with Dipjyoti Majumdar)
2021- Virtual Seminar Series on Information Economics and Experimental Economics
 (joint with Huan Xie)
2019 Canadian Economic Theory Conference (May 6-8), Montreal
 Program Committee Member

- 2018 Workshop on the Economics of Strategic Communication and Persuasion (November 16-17), funded by CIRANO, CIREQ, John Deutsch Institute, and McGill University
Main Organizer
- 2018 Workshop in memory of Artyom Shneyerov (October 12), Montreal
Coorganizer (with Faye Diamantoudi, Dipjyoti Majumdar, Szilvia Pápai, and Huan Xie)
- 2017 Workshop on the Economics of Strategic Communication and Persuasion (October 28), funded by CIRANO, CIREQ, and CIRPEE
Main Organizer
- 2016 Canadian Economic Theory Conference (May 6-8), Montreal
Program Committee Member
- 2014 CIREQ Economic Theory Conference (November 21-22), Montreal
Theme: *Learning in Strategic Situations*
Organizer (co-organized with Nicolas Klein, Université de Montréal and CIREQ)
- 2013 Inaugural CIREQ Economic Theory Conference (October 4-5), Concordia University, Montreal
Theme: *Economics of Communication and Persuasion with Applications to Political Economics*
Organizer (co-organized with Nicolas Klein, Université de Montréal and CIREQ)
- 2013 Canadian Economic Association Meeting (May 31-June 2), HEC, Montreal
Program Committee Member (in charge of microeconomic theory papers)
- 2013 Canadian Economic Theory Conference (May 10-12), Concordia University, Montreal
Organizer (co-organized with Arianna Degan, Université du Québec à Montréal)

Research Grants

- Sept. 2021-
Sept. 2021-Aug. 2023 Concordia VPRGS Aid to Research-Related Events: \$2,000
Horizons Postdoctoral Fellowship, supervisor of recipient: Dr. Shahir Safi.
- Apr. 2020-Mar. 2025 SSHRC Insight Grant: \$155,105, “The economics of strategic communication and persuasion: Theory, applications, and experiments,” co-applicants: Arianna Degan (UQAM), Huan Xie (Concordia and CIREQ)
- Sept. 2019 SSHRC Travel Grant from Faculty of Arts and Science, Concordia University (\$750)
- June 2019-
Research Grant from Luc Beauregard Centre of Excellence in Communications Research: \$8,000 (interdisciplinary), “Strategic communication and group formation.”
- June 2018-
SSHRC Insight Development Grant: \$54,386, “Motivations and mechanisms in voluntary public goods provision with polarized preferences: Theory and experiment,” as co-applicant, Principal Investigator: Huan Xie (Concordia and CIREQ)
- June 2016-May 2019 SSHRC Insight Development Grant: \$54,580, “Scientific research, conflicts of interest, and disclosure policy”; co-applicants: Arianna Degan (UQAM), Huan Xie (Concordia and CIREQ)
- Nov. 2012-Nov. 2013 Concordia VPRGS Aid to Research-Related Events: \$5,000
- Apr. 2011-Mar. 2014 FQRSC team grant in formation, “Analyse économique des comportements politiques,” as co-applicant; principal investigator: Arianna Degan (UQAM), co-applicants: Arnaud Dellis (Laval), Nicolas Sahuguet (HEC Montreal); \$52,800

Apr. 2010-Mar. 2014	SSHRC standard research grant, “Tell the truth or not: causes and consequences of firms’ information sharing with consumers,” as co-applicant; principal investigator: Chun Qiu (McGill), \$75,500.
Apr. 2007-Mar. 2011	FQRSC Nouveaux Checheurs grant, “Strategic Information Transmission: Theory and Applications,” \$40,600
June 2006-June 2007	Concordia internal research grant, \$6,000
Jan. 2005- Dec. 2005	Concordia general research fund, “Pros and cons of transparency – a cheap talk approach,” \$3,800
July 2004- June 2007	Concordia FAS tenure track faculty startup grant, \$15,000

Refereeing

American Economic Review, Econometrica, Review of Economics Studies, Journal of Economic Theory, Theoretical Economics, Journal of Public Economics, RAND Journal of Economics, Games and Economic Behavior, Economic Theory, International Journal of Game Theory, Journal of Public Economic Theory, American Economic Journal-Economic Policy, American Political Science Review, BE Journal of Theoretical Economics, Bulletin of Economics Research, Canadian Journal of Economics, Contemporary Economic Policy, Economic Journal, Economics Bulletin, Economics Letters, European Economic Review, International Economic Review, International Journal of Industrial Organization, Journal of Economics, Journal of Economics and Management Strategy, Journal of Economics Behavior and Organization, Journal of Mathematical Economics, Political Psychology, Public Choice, Quantitative Economics, Quarterly Journal of Political Science, Review of Economic Design, Scandinavian Journal of Economics, Scottish Journal of Political Economy, Taiwan Economic Review, Theory and Decision

National Science Foundation Grant Proposal

Social Science and Humanities Research Council Insight Grant

FWO (Belgium) Postdoctoral Fellowship Application

Conference Presentations and Invited Talks

- 2022 Asian Meeting of Econometric Society—Tokyo (August)
- International Conference of Game Theory—Stony Brook (July)
- Conference for Economic Design—Padua (June, via Zoom)
- Canadian Economics Association Annual Meeting—Ottawa (June)

- 2021 Credence markets and expert markets webinar series (December, via Zoom)
- Midwest Economic Theory Meeting—East Lansing (October, presented by coauthor)
- Hong Kong Economic Theory Workshop (October, via Zoom)
- Japan Communication and Persuasion Workshop (August, via Zoom)
- Games 2020 – Budapest (July, via Zoom)
- Asian Meeting of Econometric Society Meeting – Kuala Lumpur (June, via Zoom)
- Econometric Society China Meeting – Shanghai (July, via Zoom)

- 2020 Hong Kong Baptist University (Joint with National Taiwan University) (May, via Zoom)

- Peking University (January)
University of International Business and Economics (January)
- 2019 Canadian Public Economics Group, Waterloo (October)
Bielefeld University (June)
- 2018 Workshop in memory of Artyom Shneyerov, Paris-Dauphine (December)
Inner Mongolia University (December)
Society for the Advancement of Economic Theory, Academia Sinica (June)
Osaka University (April)
National University of Singapore (February)
Kyoto University (February)
- 2017 Shanghai University of Finance and Economics (December)
Canadian Public Economics Group, Kingston (November)
University of Guelph (October)
Tsinghua Behavioral, Experimental, and Theoretical Economics Conference, Beijing (July)
York Game Theory Symposium (June, invited speaker)
Society for Economics Design, York (June)
Royal Holloway University (May)
Midwest Political Science Association, Chicago (April)
McMaster University (March)
- 2016 Midwest Economic Theory Meeting, West Lafayette (December)
27th Stony Brook Game Theory Conference (July)
Paris School of Economics (June)
Academia Sinica (May)
University of Arizona (May)
Tsinghua University (March)
Southwest University of Finance and Economics (March)
Kyoto University (March)
Osaka University (February)
- 2015 University of Waterloo (December)
Midwest Economic Theory Meeting, State College (October)
11th World Congress of Econometric Society, Montreal (August)
Society for the Advancement of Economic Theory, Cambridge (July)
Midwest Political Science Association, Chicago (May)
- 2014 National University of Singapore (November)
National Sun Yat-Sen University (October)
North American Summer Meeting of the Econometric Society, Minneapolis (June)
Kyoto University (May)
Hitotsubashi University (May)
National Taiwan University (April)
Academia Sinica (February)
- 2013 Queen's University (November), Canadian Economic Association-Montreal (May), University of Alberta (March)

- 2012 Chinese International Conference on Game Theory and Applications – Qingdao (August), National University of Singapore (June), Association of Public Economic Theory – Taipei (June), Canadian Economic Theory Conference-Toronto (May), Carnegie Mellon University (April), Midwest Political Science Association-Chicago (April)
- 2011 Society for Economic Design-Montreal (June), Canadian Economic Theory Conference-Vancouver (May)
- 2010 Midwest Economic Theory Meetings-Madison (September), University of Wisconsin-Madison (September), Inaugural Meeting of the Chinese Game Theory and Experimental Economics Society-Beijing (August), Stony Brook Workshop in Political Economy (July), Canadian Public Economics Group-Québec (June)
- 2009 Canadian Economic Association-Toronto (June), Public Choice Society-Las Vegas (March)
- 2008 Université Laval (November), Far Eastern Meeting of Econometric Society-Singapore (July), University of Hong Kong (June), Social Choice and Welfare-Montreal (June), Canadian Economic Theory Conference-Vancouver (May), Midwest Political Science Association-Chicago (April)
- 2007 University of Bonn (December), Université du Québec à Montréal (November), University of Pittsburgh (October), Far Eastern Meeting of the Econometric Society-Taipei (July), North American Summer Meeting of the Econometric Society-Durham (June), Midwest Economic Theory Meeting-Minneapolis (April), Duke University (April), University of Virginia (April)
- 2006 University of British Columbia (October), Public Economic Theorists-Hanoi (July), Far Eastern Meeting of Econometric Society-Beijing (July), Asian General Equilibrium Workshop- Academia Sinica (June), Canadian Economic Theory Meeting-Toronto (May), Midwest Economic Theory Meeting-East Lansing (April), University of Wisconsin, Madison (April)
- 2005 16th Stony Brook Game Theory Conference (July)
- 2004 McGill University (November), Concordia University (January)
- 2003 Indiana University-Bloomington (October), Western Economic Association Meeting-Taipei (July)

Supervision

- Ph.D., Principal advisor
 - Lévesque, Manuel Michael Lepage (in progress), “Essays in microeconomic theory” (joint with Szilvia Pápai)
 - Pu, Binyan (in progress), “Stability of financial networks and financial regulations”
 - Xie, Siming (in progress), “Friendship networks”
 - Cabau, Noémie (November 2020), “Game theoretical analysis of network formation and drug pricing” (Committee members: Sidartha Gordon (Co-

- supervisor), Szilvia Pápai, Françoise Forges, Francis Bloch, and Nicolas Klein)
- Cheng, Qingqing (November 2017), “Essays in information transmission and institution design” (Committee members: Effrosyni Dimantoudi, Szilvia Pápai, Arianna Degan, and Wei Sun)
 - MA, Principal advisor
 - Chui, Cynthia (June 2022), “Advertising intensity and market concentration.”
 - Du, Tianli (Nov. 2021), “An economic analysis of privacy choice on social media.”
 - Shao, Yufeng (Nov. 2021), “Economic analysis of selling through influencers.”
 - Cai, Jiawei (Nov. 2021), “Analysis of the e-sports live broadcast industry — comparing Metcalfe's Law and Zipf's Law.”
 - Yu, Xinzhao (June 2021), “A review of online and social media advertising on privacy.”
 - Liu, Shang (June 2021), “Essential Role of Intermediary in the Development of E-Commerce.”
 - Kuang, Kaiyi (Nov. 2020), “A study of the ride-hailing industry in China.”
 - Gong, Yiqing (June 2020), “Urbanization and environmental pollution: A case of Guangzhou.”
 - Lei, Yan (June 2020), “The effects of land transfer on credit constraint of rural households in China.”
 - Antoine, Samantha (Nov. 2019), “Protect the Innocent: Individual and Group Behaviour in a Jury.”
 - Alvarez, Julian (June 2019), “Corruption and efficiency.”
 - Wang, Meng (Nov. 2018) “Joint liability contracts in microfinance.”
 - Ayoub, Dimitri (Nov. 2018) “Negative political campaigns.”
 - Wei, Shanshan (Susan) (June 2018) “Environment and happiness.”
 - Saizonou, Chrystelle (June 2018) “Market makers in the government of Canada bond market.”
 - Yao, Lu (Nov. 2017) “How do I love thee? Let me count: The effects of perception and gender differences in mate preferences.”
 - Pan, Boyang (June 2017) “Theory and experiments on voting and information.”
 - Guo, Sibao (Nov. 2016) “Determinants of online contribution to public goods.”
 - Velazquez, Cesia (Nov. 2016) “Signalling in labour markets.”
 - Liu, Wei (Sherry) (June 2016) “Long-term care insurance.”
 - Li, Kai (2015), “Dynamic pricing of network goods with uncertainty.”
 - Xu, Lihui (2015), “Education returns on minorities in the US.”
 - Jiao, Jinyu (2014), “A Game Theoretic Analysis of Student Rating of Teaching Effectiveness.”
 - Wang, Zhicong (Dinah) (2012), “A Study of the Female-Male Income Gap in China.”
 - He, Di (2010), “Bundling of Information Goods.”
 - Wang, Minxuan (2010), “An Economic Analysis of Advertising.”
 - Zheng, Yan (2010), “Economic Analysis of Real Estate Contracts.”
 - Xu, Jue (2010), “Economic Growth and Income Inequality: the Canadian Case.”
 - Chen, Yi (2007), “Determinants of the Development of Private Labels.”
 - Feng, Zhiyu (2007), “An Economic Analysis of the Byrd Amendment.”
 - Jia, Jia (2007), “Further Explorations of Advertising and Entry Deterrence.”

- Li, Yanxin (2007), “An Empirical Application of the Cartel Model and Competitive Model to OPEC and non-OPEC Countries.”
- Niu, Chunlei (2007), “Price Discrimination for Goods with Fixed Delivery Dates.”
- Huang, Li (2005), “Further Analysis about Financial Dependence and International Trade.”
- Ph.D., Dissertation Committee Member
 - Ghouchani, Rouzbeh (2021), “Studies in Mechanism Design.” (Principal Advisors: Majumdar, Dipjyoti and Pápai, Szilvia)
 - Li, Yushen (2021), “Individual Behavior and Strategy in Favor Exchange and Online Content Contribution.” (Principal Advisors: Xie, Huan and Degan, Arianna)
 - Wang, Liang (2021), “Strategy Estimation and Implementation in Experiments.” (Principal Advisor: Xie, Huan)
 - Syedahmed, Dilek (2021), “Refugee Settlement and Other Matching Problems with Priority Classes and Reserves: A Market Design Perspective.” (Principal Advisor: Pápai, Szilvia)
 - Ayoade, Nickesha (2020), “Theoretical Studies On The Design Of School Choice Mechanisms.” (Principal Advisor: Pápai, Szilvia)
 - Sisto, Anika (2020), “Exploring Innovation as a Determinant to Internationalization in Small Knowledge-Intensive Business Services.” (Principal Advisor: Moltz, Rick-JMSB)
 - Liang, Zhixiang (2019), “Three Essays on Business Group in Emerging Markets.” (Principal Advisor: Carney, Michael—JMSB)
 - Stranza, Stefania (2018), “International Environmental Agreements - Heterogeneity, Transfers and Issue Linkage.” (Principal Advisor: Diamantoudi, Effrosyni)
 - Jiang, Feng (2017), “Government Policy, Trade under Oligopolistic Competition and Pollution.” (Principal Advisor: Diamantoudi, Effrosyni)
 - Terekhov, Vitaly (2012), “Three Essays on Investor Protection.” (Principal Advisor: Diamantoudi, Effrosyni)
 - Ma, Li (2011), “Generalized Feynman-Kac Transformation and Fukushima’s Decomposition for Nearly Symmetric Markov Processes.” (Principal Advisor: Sun, Wei--Mathematics)
- Ph.D., External Examiner
 - Lam, Wing Tung (2017), “Essays on Sorting with Financial Securities,” (Principal Advisor: Wei Li, University of British Columbia)
- MA, Second reader
 - Roghani, Fatemeh (2022), “Evaluating the Decentralized Admission System in Canadian Universities.”
 - Shen, Zhengdi (2022), " Efficient Blood Exchange: Multiple-Way Exchange of Pet Blood Transfusion."
 - Sainsbury, Chloe (2021), “Cooperation in International Environmental Agreements and the Role of Trade Sanctions and Transfers - A Game Theoretical Approach.”
 - He, Xun (2021), “Willingness to Pay, Willingness to Accept and the Endowment Effect.”
 - Cao, Jijia (2021), “A Game Theoretic Study of Soccer.”

- Kaur, Harsimran (2020), “The Airplane Manufacturing Duopoly: A Game-Theoretic Perspective.”
- Saad, Benali (2019), “The Environment in the MENA Region.”
- Liu, Tao (2018), “A Mixed-Ownership Top Trading Cycles Algorithm for House Allocation and Exchange with Indifferences.”
- Esmaeilpour Khalili, Elham (2018), “Couples’ Preferences and Stability.”
- Yu, Jie (2018), “Deception and Loss Aversion: A Literature Review.”
- Lin, Ruichuang (2017), “Transition from a Decentralized to a Centralized System in College Admissions in China –Incentives and Stability of the Reforms.”
- Rahman, Tanjina (2017), “An Empirical Analysis of the Validity of Environmental Kuznets Curve Hypothesis for the Developing Countries.”
- Abouelkheir, Hanane (2016), “Improving Matching Outcomes in Child Adoption.”
- Liu, Jie (2015), “Collusion in Auctions.”
- Yu, Cheng (2015), “Economic Incentives in Procurement Auctions.”
- Cheng, You (2015), “The Impact of Public Information on Bidding in Highway Procurement Auctions.”
- Li, Zhenyu (2015), “Affirmative Action in Highway Procurement Auctions.”
- Ogbonna, Jane (2014), “The Impact of Social Media Networks on Transparency and Economic Growth in Developing Countries.”
- Gan, Tian (2013), “Cognitive Limitations and Price Clustering.”
- Haider, Zeeshan (2013), “Structural Econometrics of Financial Auctions.”
- Meyer, Jennifer (2013), “A Review of the Literature on Auctions with Entry Cost.”
- Mantash, Imad (2013), “Bargaining with Bounded Rationality.”
- Kalan, Jiva (2013), “Polarization and Government Effectiveness: A look into European coalitions.”
- Nguyen, Vinh (2012), “Economics and Psychology: Applications of Hyperbolic Discounting.”
- Davaloo, Golnaz (2012), “Public Information Effects in Palm Beach Real Estate Auctions.”
- Mark, Atia (2012), “What causes an individual to become a bully: A possible explanation for youth delinquency from an economist’s viewpoint.”
- Hu, Jing (2007), “The Effect of Negative payoffs in The Prisoner’s Dilemma Game: an Experimental Test.”
- Wang, Xu (2006), “Merger in Oligopoly Markets.”
- Joshua, Mark (2005), “Unforeseen Contingencies and Efficient Contracts.”
- He, Wenliang (2004), “Discussing the Probability of Bubble Economy in China by Japanese Development Model.”
- Liu, Jianqiao (2004), “An Application of the Principal-Agent Model in the Cheating Game.”

Teaching

- ECON 695J-Topics in Microeconomics (Political Economics) (2018F, 2016S, 2015F, 2012S)
- ECON 613-Graduate Microeconomic Theory II (2022W, 2021W, 2019S, 2018S, 2017W, 2014W, 2013W, 2010W, 2009W, 2007W),
- ECON 673-Graduate Industrial Organization (2022F, 2020F, 2008F, 2007F, 2006F, 2005F),
- ECON 501-Advanced Undergraduate/Diploma Microeconomic Theory (2022F, 2022W, 2021W, 2020F, 2017W, 2011F, 2010W)

ECON 525-Mathematics for graduate studies in economics (2019F, 2018F, 2017F, 2016F, 2013W, 2012F, 2012W, 2011F, 2010W, 2009F, 2009W, 2008W, 2007F, 2007W, 2006F, 2006W, 2005F, 2005W),
ECON 461-Advanced Undergraduate/Diploma Industrial Organization (2014F, 2014W)
ECON 301-Intermediate Microeconomic Theory (2017F, 2012W, 2009W, 2006W, 2005W, 2004F), past coordinator of the course.