

# AU Pak Hung (歐栢雄)

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## WORKING EXPERIENCE

- 2019- 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, Shanghai University of Finance and Economics

## ACADEMIC QUALIFICATIONS

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

## RESEARCH INTERESTS

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

## PUBLICATIONS

- "Negotiated Block Trade and Rebuilding of Trust" (with Yuk-fai Fong and Jin Li) forthcoming at *International Economic Review*.
- "Competitive Disclosure of Correlated Information" (with Keiichi Kawai) forthcoming at *Economic Theory*.
- "Competitive Information Disclosure by Multiple Senders" (with Keiichi Kawai), *Games and Economic Behavior*, vol. 119, 2020, pp. 56-78.
- "Pay to Quit and Team Incentives" *Journal of European Economic Association*, vol. 18(2), 2020, pp. 964-1008.
- "The Loser's Curse in the Search for Advice" *Theoretical Economics*, vol 14(3), 2019, pp. 1015-1061.
- "Objective and Subjective Indicators in Long-term Contracting" (with Bin R. Chen) *Journal of Economic Behavior and Organization*, vol. 166, 2019, pp. 309-331.
- "Price Reaction and Disagreement over Public Signal" *Journal of Economic Behavior and Organization*, vol. 30, 2016, pp. 81-106.
- "Deal or no Deal? The Effect of Alcohol Drinking on Bargaining" (with Jipeng Zhang) *Journal of Economic Behavior and Organization*, vol. 127, 2016, pp. 70-86.
- "Effect of Weather Conditions and Weather Forecast on Cycling Travel Behavior in Singapore" (with Meng Meng, Jie Zhang, and Yiik Diew Wong) *International Journal of Sustainable Transportation*, vol. 10(9), 2016, pp. 773-780.
- "Dynamic Information Disclosure" *RAND Journal of Economics*, vol 46(4), 2015, pp. 791-823.
- "Media Capture and Information Monopolization in Japan" (with Keiichi Kawai) *Japanese Economic Review*, vol. 63(1), 2012, pp. 131-147.
- "Sequentially Rationalizable Choice with Transitive Rationales" (with Keiichi Kawai) *Games and Economic Behavior*, vol. 73(2), 2011, pp. 608-614.

## WORKING PAPERS

- "Matching under Peer Monitoring" (with Bin Chen) R&R at *Journal of Economic Theory*
- "The Optimality of Quota Contract" (with Keiichi Kawai) R&R at *Journal of Law, Economics, and Organization*
- "A Model of Trade with Endogenous Product Design" (with Xiaoping Chen)

- “In Vino Veritas? Communication Under Influence - An Experimental Study” (with Wooyoung Lim and Jipeng Zhang)
- “Selective Disclosure and Overinvestment”
- “Competition in Designing Pandora’s Boxes”
- “Bayesian Persuasion and Reciprocity: Theory and Experiment” (with King King Li)
- “Effects of Students' Health Condition on Academic Performance” (with Yohannes Eko Riyanto)

## **RESEARCH GRANTS**

- 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, CoHASS Incentive Scheme (2014-2016), PI.

## **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

## **WORKSHOPS AND SEMINARS**

- 2019: Workshop on Microeconomic Theory at City University of Hong Kong
- 2018: NTU Behavioral and Experimental Economics Workshop, Workshop on Dynamic Models in Economics at National University of Singapore
- 2017: Hong Kong University of Science and Technology, Nanyang Business School
- 2016: Workshop on Industrial Organization and Management Strategy (Hong Kong University of Science and Technology), 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, 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

## **PROFESSIONAL ACTIVITIES**

### Editorial Board

Guest Editor of Games (published by mdpi)

### Referee for Journal Articles

American Economic Journal: Microeconomics, Economic Theory, International Economic Review, Journal of Economic Behavior & Organization, Journal of Economic Theory, Journal of Mathematical Economics, Mathematics of Operation Research, Pacific Economic Review, RAND Journal of Economics, Singapore Economic Review, Theoretical Economics

## **TEACHING**

Theory of Industrial Organization (HKUST) 2020

Microeconomic Theory I (HKUST) 2020

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 (NTU) 2012