

# Qihong Liu

Curriculum Vitae, April 2012

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## Education

Ph.D. in Economics, State University of New York (SUNY) at Stony Brook, 2003.  
M.S. in Management, China University of Mining and Technology, Beijing, China, 1997  
B.S. in Management, Anhui University of Technology and Science, Wuhu, China, 1994.

## Appointments Held

2005-present: Assistant Professor, Department of Economics, University of Oklahoma.  
2003-2005: Postdoctoral Research Associate, Department of Resource Economics, University of Massachusetts Amherst.  
1998-2003: Teaching Assistant, Department of Economics, SUNY Stony Brook.

## Short-term Visits

Northwestern University (Management and Strategy, Kellogg), April 10-14, 2008.

**Fields of Specialization:** Industrial Organization, Microeconomics, Game Theory.

**Current Research:** Pricing strategies, Product differentiation, Low-price guarantees,  
Tacit collusion.

## Publications in Refereed Journals (in reverse chronological order):

14. "Is the Effect of Competition on Price Dispersion Non-Monotonic? Evidence from the U.S. Airline Industry," (with Mian Dai and Konstantinos Serfes), conditionally accepted, *Review of Economics and Statistics*.
13. "Tacit collusion with low-price guarantees," forthcoming, *Manchester School*.
12. "Information Markets, Product Markets, and Vertical Merger," (with Jihui Chen), forthcoming, *Journal of Economics and Finance*.

11. "The Effect of Most-Favored Customer Clauses on Prices," (with Jihui Chen), *Journal of Industrial Economics*, v59, 343-371 (**lead article**), 2011.
10. "Loyalty Rewards Facilitate Tacit Collusion," (with Yuk-fai Fong), *Journal of Economics & Management Strategy*, v20, 739-775 (2011).
9. "Consumer sorting of vertically differentiated goods" (with Peyton Ferrier), *Economics Letters* 109, 11-13 (2010).
8. "Third-degree price discrimination," (with Konstantinos Serfes), *Journal of Industrial Organization Education*, Vol. 5: Iss. 1, Article 5 (2010).
7. "Pricing-to-market: Price discrimination or product differentiation?" (with Nathalie Lavoie), *American Journal of Agricultural Economics* 89, 571-581 (2007).
6. "Product customization" (with Dan Bernhardt and Konstantinos Serfes), *European Economic Review* 51, 1396-1422 (2007).
5. "Market segmentation and collusive behavior" (with Konstantinos Serfes), *International Journal of Industrial Organization* 25, 355-378 (2007).
4. "Customer information sharing among rival firms" (with Konstantinos Serfes), *European Economic Review* 50, 1571-1600 (2006).
3. "Imperfect price discrimination, market structure and efficiency" (with Konstantinos Serfes), *Canadian Journal of Economics* 38, 1191-1203 (2005).
2. "Imperfect price discrimination in a vertical differentiation model" (with Konstantinos Serfes), *International Journal of Industrial Organization* 23, 341-354 (2005).
1. "Quality of information and oligopolistic price discrimination" (with Konstantinos Serfes), *Journal of Economics & Management Strategy* 13, 671-702 (2004).

### Working Papers:

- "Price discrimination in two-sided markets" (with Konstantinos Serfes), revise and resubmit, *Journal of Economics & Management Strategy*.
- "Price-Matching, Quality Free-Riding and Predation"
- "Strategic market foreclosure"
- "Endogenous Multi-dimensional price discrimination," with Jie Shuai.
- "Multi-dimensional product differentiation," with Jie Shuai.
- "How (not) to price discriminate," with Jie Shuai.

- “Optimal product differentiation in a circular model,” (with Qiang Gong and Yi Zhang).
- “Customer poaching and coupon trading,” (with Georgia Kosmopoulou and Jie Shuai).
- “Price Levels, Price Dynamics, and Low-Price Guarantees” (with Jihui Chen).
- “Efficiency, Welfare and Ownership of Private Information,” (with Konstantinos Serfes).

### **Awards and Grants**

- Summer grant, Networks, Electronic Commerce, and Telecommunications (NET) Institute, New York University, 2007 (with Konstantinos Serfes, equal share).
- Research grant from the Food System Research Group, University of Wisconsin Madison (PI: Nathalie Lavoie), 10/01/2004 - 9/30/2005.
- Distinction in Ph.D. Qualifying Exam (Macroeconomics, 1999) and Field Exam (Industrial Organization, 2000).

### **Internal Grants**

- University of Oklahoma, College of Arts & Sciences Junior Faculty Research Fellowship, Summer 2006, 2008.
- Faculty Enrichment Grant, University of Oklahoma, Fall 2007 (\$1000), Fall 2008 (\$380).
- College of Arts & Sciences IT Grant Award, University of Oklahoma (\$1600, with Alexander Holmes), Fall 2008.
- University of Oklahoma, Presidential International Travel Fellowship, Summer 2007, Summer 2011.
- University of Oklahoma, Research Council Funds - Small Grant (\$300), Spring 2008.

**Conference and Seminar Presentations** (P=presenter, PC=presentation by a co-author, D=discussant, O=organizer, C=chair, A=attender)

2012:

Midwest Economic Theory Meeting, Indiana University (P, scheduled)

Five Star Economics Forum (PC)

International Industrial Organization Conference, George Mason University (P,D)

2011:

Theory Workshop on Industrial Organization, China (PC)  
Drexel University  
International Economic Association World Congress, Beijing, China (P)  
Chinese Economists Society Meeting, Beijing, China (PC)  
International Industrial Organization Conference, Boston (P,D,PC)  
University of Missouri

2010:

International Industrial Organization Conference, Vancouver (P,D)  
Chinese Economists Society (CES) Meeting, Xiamen, China (PC)  
Southern Economic Association Meeting, Atlanta (P, D).  
Theory Workshop on Industrial Organization, China (PC)  
Hong Kong Economic Association Biennial Conference, Tianjin, China (PC)

2009:

Conference on Research in Economic Theory and Econometrics, Tinos, Greece (PC)  
International Industrial Organization Conference, Boston (P, D)  
Texas Tech University

2008:

Hong Kong Economic Association Biennial Conference, Chengdu, China (O,PC)  
Southern Economic Association Meeting, Washington DC (P, D, PC).  
University of Oklahoma  
Midwest Mathematical Economics and Theory Meeting, Ohio State University (P)  
University of South Carolina  
International Industrial Organization Conference, Washington DC (P,D, PC)  
NET Institute Conference, New York University (P)

2007:

Southern Economic Association, New Orleans (P)  
Economic Science Association Asia-Pacific Meeting, Shanghai, China (A)  
European Meeting of the Econometric Society, Budapest, Hungary (PC)  
Far Eastern Meeting of the Econometric Society, Taipei (P)  
Chinese Economists Society Meeting, Changsha, China (P,D)  
Conference on Research in Economic Theory and Econometrics, Greece (PC)  
Society for the Advancement of Economic Theory, Kos, Greece (PC)  
University of North Dakota  
International Industrial Organization Conference, Savannah (PC,A)  
Eastern Economic Association Meeting (PC)

2006:

Southern Economic Association Meeting, Charleston (PC)  
Far Eastern Meeting of the Econometric Society, Tsinghua University, Beijing, China (P)  
Chinese Economists Society Meeting, Shanghai, China (P)  
International Industrial Organization Conference, Northeastern University (P,D)  
Spring Midwest Economic Theory Meeting, Michigan State University (P,PC)

## **Teaching Activity**

### Courses taught at the University of Oklahoma (2005-present)

Intermediate Microeconomic Theory (ECON3113), undergraduate course, various semesters  
Spring 2006-present.

Industrial Organization (ECON4313), undergraduate course, Fall 2010, Spring 2011, Fall 2011.

Mathematical Economics (ECON5153), Ph.D. course, various semesters Fall 2005-present.

Microeconomics II (ECON6213), Ph.D. course, Spring 2008.

### Courses taught at University Massachusetts Amherst (2003-2005)

Economics of Information Technology (ResEc390A), undergraduate course, Spring 2004.

Industrial Organization in Resource Economics II (ResEc797M, co-taught with J. Caswell & N. Lavoie), graduate course, Fall 2003.

### SUNY Stony Brook:

Intermediate Microeconomics (ECO303), undergraduate course, Summer 2002.

## **Student Advising**

### Ph.D.:

Jie Shuai (Co-Chair, 2009, Nankai University, China).

Xueqi Zhou (Member, 2011)

Chintamani Jog (Member, in progress)

Hojin Jung (Member, in progress)

Li Su (Member, in progress)

Chenhao Hu (Member, in progress)

### Undergraduate:

Cullen Munger, Honors Research, Fall 2011.

Aubrey Gamble, Presentation at Undergraduate Research Day, Spring 2011.

Project was funded by Undergraduate Research Opportunity Program (UROP).

Aubrey Gamble, Honors Research Assistant Program (HRAP), Spring 2011.

Ally La Rocque, Directed Readings, Spring 2011.

Lyubomira Popov, Directed Readings, Spring 2011.

Aubrey Gamble, Honors Research, Fall 2010.

Tim Buckman, Directed Readings, Summer 2010.

Stephanie Holliman, Honors Research Assistant Program (HRAP), Fall 2009.

William Bowersox, Honors Research, Summer 2009.

Meredith Willinger, Honors Research Assistant Program (HRAP), Fall 2007.

### **Referee Service**

*Canadian Journal of Economics (2012), China Economic Review (2005), Economic Inquiry (2006), Economic Theory (2008), Economica (2011), Economics Bulletin (2011 (x3)), European Economic Review (2005, 2008-2009), International Journal of Industrial Organization (2008-2012), Journal of Economics (2011), Journal of Economics & Management Strategy (2004, 2007 (x2), 2009, 2010 (x2)), Journal of Industrial Organization Education (2011, 2012), Journal of Industry, Competition and Trade (2010 (x2)), Journal of Institutional and Theoretical Economics (2012), Journal of Money, Credit, and Banking (2012), Manchester School (2012), Management Science (2007, 2010), Managerial and Decision Economics (2010), Rand Journal of Economics (2008), Research in Economics (2009, 2011), Review of Network Economics (2012), Scandinavian Journal of Economics (2011).*

### **Department Service**

Faculty recruiting committee: 2005-2006 (Any Field), 2006-2007 (Industrial Organization).

Involved in Admission Committee: 2007-2008.

Member of the Comprehensive Exam Committee:

Mathematical Economics/Econometrics (Ph.D. and M.A.): 2006-present.

Microeconomics (Ph.D.): 2008-2009.

### **Other Activities**

Affiliated Faculty, The Institute for US-China Issues and the Confucius Institute, University of Oklahoma, 2006-present.