

November 11, 2020

Dear Member of the Recruiting Committee,

My name is Yu(Jasmine) Hao. I am currently a job market candidate at the Vancouver School of Economics, University of British Columbia. My research interest is in industrial organization and econometrics.

During my Ph.D. studies, I have work experience in teaching and research. My research interests are deeply motivated by my working experience under the supervision of Professor Hiro Kasahara. My research interest lies in industrial organization and econometrics; more specifically, I have a research interest in the dynamic game, especially applications in firms' incentives to collude. Besides, I have an excellent research background in Finite Mixture models to cope with unobserved heterogeneity using panel data and choice data and general research interest in IO topics such as consumer preferences and firms' strategic interactions. My job market paper "Trust in a Dynamic Game: A study on Collusive Price-fixing in the Chilean Pharmaceutical Retail" stems from my research interest in dynamic decision models and the firms' strategic interactions. This paper explores the theory behind the coordination issue among players. Furthermore, this paper provides an easy-to-implement method for accounting firms' nonrational belief in competition.

I have experience in working with programming languages such as Matlab, R, python and Julia and have been dealing with continuous integration in my past jobs and can adapt to teamwork very quickly.

I am confident that my research experience and research plans would greatly complement your highly interdisciplinary department. I believe your department will provide many exciting opportunities for collaborative research, and I am enthusiastic about becoming a part of this community.

Please review my attached application package for additional details regarding my expertise and experience. Do not hesitate to reach out if you have any questions or need further clarification on my experience. I would love to discuss this position in detail.

Thank you for your consideration,

**Yu(Jasmine) Hao**