

Zhen “Chris” Chen

Ph.D. Candidate
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Education

Ph.D. in Economics, University of Southern California (USC) 2016 – 2022 (expected)

Research Fields: Industrial Organization, Applied Microeconomics, Microeconomic Theory

M.A. in Economics, University of Southern California 2018

M.S. in Economics, University of Wisconsin, Madison 2014 – 2016

B.A. in Economics, Southwestern University of Finance and Economics (SWUFE) 2010 – 2014

Internship Experience

Summer Associate Intern | Economic Consulting

Analysis Group, Los Angeles

Summer, 2021

- Assisted in three cases involving price fixing, futures market manipulation, and abuse of market power
- Reviewed hundreds of case files and performed lost profits and reasonable royalty estimations for a patent infringement mock case; Presented my mock expert report to vice presidents and a managing principal
- Analyzed transaction data of over 15 firms using STATA and SAS and performed damages estimations using various econometric methods, including structural break models and counterfactual analyses
- Brainstormed ideas for responses to rebuttal reports and produced more than 15 pages of literature review
- Delivered memos and exhibits to case managers 3-4 times a week and created deliverables to attorneys

Research Experience

Research Assistant of Professor Guofu Tan | Antitrust Economics

Department of Economics, University of Southern California

2018 – Present

- Collected related literature and developed economic analyses on several antitrust cases involving exclusive contracts, exclusive copyright and sublicensing, relevant market definition
- Applied qualitative and quantitative methods, including mathematical modeling, behavioral questionnaire design, time-series econometric models

Research Assistant of Professor Feng Zhu | Platform Competition

Technology & Operations Management, Harvard Business School

Summer, 2018 & 2019

- Developed a theoretical model and derived testable hypotheses in Professor Zhu’s paper on deal searching offered by two competing E-Commerce platforms, Groupon and LivingSocial
- Built a theoretical model in Professor Zhu’s paper to analyze the effect of multi-homing consumers on the U.S. newspaper market

Fellowships & Awards

Outstanding Third-Year Paper Award, USC 2019

Econ Summer research funding, USC 2018 & 2019

Dornsife College Graduate Merit Fellowship, USC 2015 – 2021

Dean’s list, USC 2016 – 2018

Outstanding Graduation Thesis, SWUFE 2014

Teaching Assistant

Econometrics: Probability and Statistics for Economists; Practice of Econometrics (twice); Time series analysis; Introduction to Econometrics

Microeconomics: Microeconomic Theory I; Time series analysis; Game Theory with Economic and Financial Applications (twice); Principles of Microeconomics; Neuroeconomics (twice)

Presentations

China Meeting of the Econometric Society	2021
Western Economic Association International Virtual 95th Annual Conference	2020

Refereeing

Management Science

Skills

Languages: English (fluent), Chinese (native)

Programming: Professional in Stata, Python, R, MATLAB, Mathematica, SAS

Job Market Paper

“Information Asymmetry in English Auctions: the Winner's Curse and the Winner's Blessing”

- Studied the equilibrium bidding strategies of experts and individual bidders in an open auction
- Built a theoretical model to prove that the participation of experts has two opposite effects (which we refer to as the winner's curse and the winner's blessing) on individual bidders' willingness to bid
- Demonstrated that the number of experts has two positive and two negative effects on auction revenues
- Collected and scrubbed the data of Chinese government used car auctions and identified experts and individual bidders from their intended purchasing quantities
- Verified that the identified experts and individual bidders have distinctive bidding behaviors
- Performed OLS and instrumental variable regressions to analyze how the proportion of experts affects individual bidders' final bids and auction revenues, and the results verified the theory prediction

Working Papers

“Quality Competition among Free Digital Platforms,” with Guofu Tan and Yejia Xu

- Developed a theoretical model to understand markets where zero-pricing platforms provide free basic service and compete by offering a better quality of services
- Analyzed “zero-pricing” business models including charitable lottery, all-pay auctions, and advertisements

“Frenemies in the Music Streaming Market: Exclusive Contract and Sublicensing”

- Established a theoretical model to explore the effects of sub-licensing contracts and exclusive contracts in boosting investments in public goods and increasing the payment to upstream firms (e.g., content providers)
- Discussed how sublicensing and exclusive contracts affect subscription prices, profits, and social welfare

“Revenue, Profit and Leverage of State-owned Enterprises: Evidence from Chinese Industrial Data”

- Evaluated the impact of privatization of Chinese state-owned enterprises on their profitability and leverage ability using Chinese Annual Survey of Industrial Firms (ASIF) data
- Performed threshold regressions to show that the effect of privatization depends on market concentration
- Assessed the impact using the difference-in-differences design and dynamic panel data approach

References:

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