

# Xunjie Zheng

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Rice University  
Department of Economics  
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## RESEARCH FIELDS

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Empirical Industrial Organization, Applied Microeconometrics, Innovation

## EDUCATION

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Ph.D., Economics, Rice University	(Expected) 2022
M.A., Economics, University of Texas at Austin	2015
B.A., Finance, Renmin University of China	2014

## PUBLICATIONS

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“A Generalization of Lemma 1 in Kotlarski (1967)”, with Siran Li, *Statistics & Probability Letters*, 2020, 165, 108814

## WORKING PAPERS

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“Do Pharmaceutical Research Alliances Promote Drug Innovation?” (**Job Market Paper**)

We apply a new methodology to study the effect of research alliances on drug innovation, which controls for the potential endogeneity generated by the sorting of firms in the alliance formation process. We find that biotechnology firms are more likely to collaborate with pharmaceutical firms with higher research abilities despite benefiting more from the pharmaceutical firm’s drug development experience in drug innovation. On average, pharmaceutical firms’ direct influence promotes the passing of Phase I clinical trials by 9%. A policy aiming to lower drug prices may discourage pharmaceutical firms’ participation in collaborative projects, which would decrease the success rate of passing Phase I clinical trials by 4%.

“Identification of Matching Model with Selected Outcomes”, with Jeremy Fox

“Is Incremental Venture Capital Funding Productive? Estimates from a Matching Game”, with Edward Egan, Jeremy Fox, David Hsu, and Chenyu Yang

## WORK IN PROGRESS

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“How Campaign Consultants Match to Candidates and Alter Election Outcomes: A Selection Approach”, with Jeremy Fox and Gregory Martin

## EXPERIENCE

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Teaching Assistant, Rice University

Fall 2015–Present

Game Theory (2016-2021), Principles of Economics (2015)

<b>Research Assistant</b> , Rice University	Summer 2017
Professor Jeremy Fox and Professor Xun Tang, Rice University	
<b>Research Intern</b> , Academy of Mathematics and Systems Science, CAS	Summer 2013
<b>Research Intern</b> , China Construction Bank	Summer 2012

## PROFESSIONAL ACTIVITIES

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**Presentations:** 2021: Southern Economic Association (Houston, scheduled); 2019: Texas Econometrics Camp

**Referee for** Journal of Econometrics

## SCHOLARSHIPS, HONORS, AND AWARDS

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Finalist, Lodieska Stockbridge Vaughn Fellowship, Rice University	2021
Rice Fellowship, Rice University	2015-present

## OTHER

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Languages: Mandarin, English

Programming skills: Julia, Stata, Matlab, R, Python

## REFERENCES

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Professor Jeremy Fox (**Chair**)  
Department of Economics  
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