

Lei Xu

Current Contact Information

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PROFESSIONAL EXPERIENCE	Rotman School of Management, University of Toronto Visiting Scholar, Business Economics Unit	2014 - 2015
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	Stern School of Business, New York University Visiting Scholar, Economics Department	2012 - 2014
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DOCTORAL STUDIES	McGill University Ph.D. Candidate in Economics	2010 - Present
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REFERENCES	<u>Professor Fabian Lange</u> Department of Economics McGill University 855 Sherbrooke Street West Montreal, Quebec H3A 2T7 <i>office:</i> 514-653-0020 <i>email:</i> fabian.lange@yale.edu	<u>Professor Licun Xue</u> Department of Economics McGill University 855 Sherbrooke Street West Montreal, Quebec H3A 2T7 <i>office:</i> 514-398-3701 <i>email:</i> licun.xue@mcgill.ca
	<u>Professor Luís Cabral</u> Stern School of Business New York University 44 West Fourth Street New York, NY 10012 <i>office:</i> 212-998-0858 <i>email:</i> lcabral@stern.nyu.edu	<u>Professor Mitchell Hoffman</u> Strategic Management Unit Rotman School of Management University of Toronto 105 St. George St. Toronto, Ontario, M5S 3E6 <i>office:</i> 416-978-1529 <i>email:</i> mitchell.hoffman@rotman.utoronto.ca

PRIOR EDUCATION	McGill University M.A. in Economics B.A. Joint Honours in Economics and Finance	2009 - 2010 2005 - 2009
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PERSONAL INFORMATION	Citizenship: China Permanent Residence: Canada Gender: Male
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RESEARCH FIELDS	Primary Fields: Industrial Organization, Labor Economics Secondary Fields: Economics of Technology, Applied Microeconomics, Game Theory
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WORKS IN PROGRESS	“What Makes Geeks Tick? A Study of Stack Overflow Careers” with Tingting Nian (UC Irvine) and Luis Cabral (NYU Stern) [Job Market Paper] The success of a platform depends crucially on a thorough understanding of the motivations behind participation from all sides. Identifying these motivations can be a
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challenging task for platform designers, especially when platforms require voluntary contribution from individuals. One motivation that those platforms have largely ignored is career incentives. In this paper, we show that career concerns play an important role in user contributions to Stack Overflow, the largest online programmer community. Using a difference-in-differences approach, we show that the event of finding a new job implies a reduction of 25% in reputation-generating activity, but only a reduction of 8% in non-reputation-generating activity. We consider a series of robustness tests to tease out alternative explanations for these variations.

“Platform Competition with Local Network Effects”

This paper Presents a dynamic model of price competition between two networks in which consumers value *local* network effects. Specifically, each consumer’s utility level depends on the number of her *neighbors* in the same network. Consumers in different *neighborhoods* choose their networks, and each network competes for new customers in different *neighborhoods* with a homogeneous entry price. I characterize equilibrium market structure with a combination of analytical and numerical solutions, and compare them to results from network effect models that are *global*, in which a consumer benefits from *all* other consumers in the same network. I provide sufficient conditions such that one firm dominates both *local* markets, as well as sufficient conditions that each firm is the dominant one in each *local* market.

“Multi-Market Contact in Chinese Airlines Industry” with Wenbo Wang (HKUST) and Lai Jiang (UBC)

CONFERENCES	2015 INFORMS Annual Meeting Philadelphia, PA	November 2015
	NBER Summer 2015: Economics of IT and Digitization, Boston, MA	July 2015
	Platform Strategy Research Symposium Boston, MA	July 2015
	Fourth Society of Labor Economists World Conference (SOLE), Montreal	June 2015
	13th International Industrial Organization Conference (IIOC), Boston	April 2015
	12th International Industrial Organization Conference (IIOC), Chicago	April 2014
	40th European Association for Research in Industrial Economics (EARIE), Évora, Portugal	2013
	Ninth CIREQ Ph.D. Students Conference, Montreal	June, 2013
SEMINARS	CIREQ Seminar, McGill University	2016
	CEPA Seminar, McGill University	2015
	CIREQ Seminar, McGill University	2014
	NYU Stern IO Seminar, NYU Stern	2013
	CIREQ Seminar, McGill University	2013
RESEARCH ASSISTANTSHIP	Zhou, Jidong. 2014 “Multiproduct Search and the Joint Search Effect”, <i>American Economic Review</i> , 104(9), 2918-2939.	
SCHOLARSHIPS AND AWARDS	FQRSC Stipend	2015
	FQRSC Stipend	2014
	William Dawson Scholarship	2013
	Grad Excellence Award in Economics	2013
	Internal SSHRC Grant	2012
	FQRSC Stipend	2012
	McCall MacBain Fellowship	2011
	Principals Graduate Fellowship	2010
	Provosts Graduate Fellowship	2009

LANGUAGES	English (fluent), Madarin Chinese (native), French (intermediate)	
TEACHING EXPERIENCE	ECON209 Macroeconomics and Applications (Prof. Paul Dickinson)	2012
	ECON305 Industrial Organization (Prof. Christopher Green)	2011
	ECON336 The Chinese Economy (Prof. Christopher Green)	2011
	ECON209 Macroeconomics and Applications (Prof. Paul Dickinson)	2011
	ECON426 Labour Economics (Prof. Jennifer A. Hunt)	2010
	ECON257 Economic Statistics Honours (Prof. Dhanoos Sutthiphisal)	2010
	ECON250 Introduction to Economic Theory Honours (Prof. Daniel Parent)	2009
RESEARCH INTERESTS	Platform Competition, Crowdsourcing, User-Generated Content, Information Technology, Digital Economy, Online Labor Market	
TEACHING INTERESTS	Microeconomics, Game Theory, Industrial Organization, Economics of Digitization, Empirical Methods and Research Design, Economics of Innovation, Information/Digital Technologies, Entrepreneurship and Technology Strategy, Business Model Design	
MISCELLANEOUS	Programming Languages: Python, SQL, L ^A T _E X, Stata, Matlab, Fortran.	