

Lance Gui

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Last Update: Mar 2025

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Department of Economics
Eller College of Management
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Placement Director: Price Fishback
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EDUCATION **University of Arizona**, Tucson, Arizona USA

Ph.D. Candidate, Economics, from 2020

M.A., Economics, 2021

Pepperdine University, Malibu, California USA

B.S., Mathematics and B.A. Economics, Magna Cum Laude, 2020

FIELDS Empirical Industrial Organization, Health Economics

REFERENCES

Professor Mo Xiao mxiao@arizona.edu	Professor Matthijs Wildenbeest wildenbeest@arizona.edu	Professor Hidehiko Ichimura ichimura@arizona.edu
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FELLOWSHIP AND AWARDS

Edward E. Zajac Prize for the Best Third-Year Paper (Honorable Mention) 2023
Steve Manos Prize for the Best Second-Year Paper (Honorable Mention) 2022
University of Arizona Graduate Fellowship, 2020

TEACHING

University of Arizona, *Sole Instructor*
ECON300 Microeconomics Analysis For Business Decisions Online

University of Arizona, *Teaching Assistant*
ECON460 Industrial Organization
ECON551 (MBA) Business Strategy
ECON508 (Ph.D.) Applied Economic Analysis

ECON462 Firms, Markets, and Competition
ECON407 Economics of Strategy

RESEARCH ASSISTANT

Research Assistant to Mo Xiao, University of Arizona 2023 - 2024
Research Assistant to Eric Hamilton, Pepperdine University 2016 - 2020

WORKING PAPERS

**Closing the Opioid Use Disorder Treatment Gap:
Expanding Nurse Practitioners' Prescriptive Authority** [SSRN link](#)

The Comprehensive Addiction and Recovery Act (CARA) of 2016 allows Nurse Practitioners (NPs) to prescribe buprenorphine independently to combat the opioid epidemic. Using a Difference-in-Differences analysis, this study finds that the policy leads to a 27% increase in NPs prescribing buprenorphine, a 16% rise in buprenorphine consumption, and an 11% reduction in opioid-related mortality. However, the policy also reveals potential moral hazards and deviations from standard prescribing practices by entrants.

Anatomy of Opioid Diversion: Examining Supply-Side Curtailment [SSRN link](#)

With Mo Xiao, Chuan Qin

Rogue pharmacies worsen the opioid epidemic by diverting opioids to non-medical users. Using pharmacy-level opioid shipment and hospital diagnosis data, we examine the spatial redistribution of opioid shipments after targeted shutdowns by the Drug Enforcement Administration. A structural model reveals that over half of pharmacy-distributed opioids were diverted to non-medical use. Aggressive pharmacy crackdowns may drive non-medical users who lose access to black markets towards more dangerous narcotics like heroin and fentanyl.

Anatomy of a Scandal: #Batterygate and Consumer Choice

I link over 35,000 individuals' Twitter behaviors to their offline phone purchases to examine the heterogeneous consumer response to Batterygate, where Apple slowed down iPhone processors without acknowledgment in 2017. Using a novel trend-extrapolated Differences-in-Differences technique, I find that Batterygate only negatively impacts potential consumers, not the current user base, highlighting the importance of consumer heterogeneity in determining customer responses to negative media sentiment.

WORKING IN PROGRESS	The Last Mile to First Treatment	
OTHER PUBLICATIONS	Lee, S.B., Gui, X. , Manquen, M. and Hamilton, E.R., 2019, October. "Use of Training, Validation, and Test Sets for Developing Automated Classifiers in Quantitative Ethnography." In International Conference on Quantitative Ethnography (pp. 117-127).	
	Lee, S., Gui, X. , and Hamilton, E. 2020. "Application of AutoML in the Automated Coding of Educational Discourse Data." In Gresalfi, M. and Horn, I. S. (Eds.), The Interdisciplinarity of the Learning Sciences, 14th International Conference of the Learning Sciences (ICLS) 2020, Volume 5 (pp. 2597-2600).	
PRESENTATIONS	International Industrial Organization Conference (IIOC)	2024
	SUFE-Jinan Empirical IO Conference	
	Chinese Economist Society (CES) Annual Conference	2023
	The European Association for Research in Industrial Economics (EARIE) Annual Conference	
	EARIE Inaugural Summer School	
	Chinese Economist Society (CES) Annual Conference	2022
ACADEMIC SERVICE	Referee for International Journal of Industrial Organization (ad-hoc)	
RESEARCH GRANTS	Lundgren Retail Collaborative Grant (\$2000) with Professor Mo Xiao	2024
	Center for Management Innovations in Healthcare (CMIH) Research Grant (\$5000) with Professor Mo Xiao	
	CMIH Data Grant (\$2000) with Professor Mo Xiao	
	Eller Small Grant (\$3000) with Professor Mo Xiao	2023
NON-HUMAN LANGUAGE SKILLS	R, Julia, Python, MATLAB, C++ (<i>in order of usage</i>)	