# Lance Gui

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*Last Update:* Jun 2025

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EDUCATION

**University of Arizona**, Tucson, Arizona USA

Ph.D. in Economics, 2020-2026 (expected)

M.A. in Economics, 2021

**Pepperdine University**, Malibu, California USA

B.S. in Mathematics and B.A. in 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

FELLOWSHIP AND AWARDS

Moshe Dror Research Excellence Award 2025
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 2016 Comprehensive Addiction and Recovery Act (CARA) enabled Nurse Practitioners (NPs) to prescribe buprenorphine, a safe treatment for opioid withdrawal. Leveraging pre-existing state-level NP prescribing authority and comparing pre- and post-CARA periods, I find that allowing NPs to prescribe buprenorphine independently expands the pool of active buprenorphine prescribers, increases buprenorphine dispensation, and reduces opioid-related mortality by over 20%, without replacing specialized treatment. Gains were concentrated in underserved counties, with limited effects elsewhere. Finally, there is suggestive evidence of increased diversion into the secondary market.

**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. The 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 previous access toward the black market.

**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.

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| 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

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| 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

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| 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++ (*in order of usage*)