

# Lance Gui

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[gui@arizona.edu](mailto:gui@arizona.edu)  
Cell: 801-897-7578  
[lancegui.github.io](https://lancegui.github.io)  
Last Update: Jun 2025

McClelland Hall, 401  
Department of Economics  
Eller College of Management  
Tucson, AZ 85721

Placement Director: Price Fishback  
[fishback@arizona.edu](mailto:fishback@arizona.edu) 520-621-4421  
Administrative Director: Liz Jenkins  
[ejenkins@arizona.edu](mailto:ejenkins@arizona.edu) 520-626-7743

## 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 <a href="mailto:mxiao@arizona.edu">mxiao@arizona.edu</a>	Professor Matthijs Wildenbeest <a href="mailto:wildenbeest@arizona.edu">wildenbeest@arizona.edu</a>	Professor Hidehiko Ichimura <a href="mailto:ichimura@arizona.edu">ichimura@arizona.edu</a>
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## 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](#)

Buprenorphine, like nicotine gum for smoking cessation, offers a safe treatment for opioid withdrawal, but access remains limited. The 2016 CARA allowed Nurse Practitioners to prescribe it, but state laws determine whether they may do so independently. Exploiting variation in both federal and state policy, I find that independent NP prescribing significantly increased the number of active prescribers, boosted dispensation, and reduced opioid mortality by over 20%, particularly in underserved areas. These gains did not crowd out specialist care, though some diversion to the secondary market is evident.

**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++ (*in order of usage*)