

## Qichao Shi (石启超)

School of Economics, & CCBEF  
Southwestern University of Finance and Economics

Email: shiqc@swufe.edu.cn  
Web: <https://qichaoshi.github.io>

### ACADEMIC POSITIONS

|   |                 |
|---|-----------------|
| Associate Professor, School of Economics, SWUFE | 2020/3 –        |
| Assistant Professor, School of Economics, SWUFE | 2019/9 – 2020/2 |

### EDUCATION

|  |        |
|--|--------|
| Ph.D. Economics, Lehigh University, U.S.                                   | 2019/8 |
| M.S. Economics, Suffolk University, U.S.                                   | 2013/9 |
| Bachelor of Economics, Wuhan University, China                             | 2010/6 |
| Bachelor of Medicine, Huazhong University of Science and Technology, China | 2010/6 |

### RESEARCH FIELDS

Primary: Industrial Organization, Market Design, Experimental Economics  
Secondary: Applied Econometrics

### PUBLICATIONS

- Qingrong He, Dongwoo Lee, Qichao Shi\*. 2025. “Limited Power of Outside Options: New Evidence from Ultimatum Games,” *Economics Letters*, accepted.
- Qichao Shi\*, James Dearden, Ernest Lai. 2024. “Shuffling as a Sales Tactics: An Experimental Study of Selling Product Rankings.” *Management Science*, 71(5): 3944-3965.
- Inmee Baek, Qichao Shi. 2016. “Impact of Economic Globalization on Income Inequality: Developed Economies vs Emerging Economies.” *Global Economy Journal*, 16.1: 49-61.

### WORKING PAPERS

- “Competitive Disclosure of Multiple Product Attributes,” with James Dearden, David Goldbaum and Ernest Lai, revision requested by *Marketing Science*
- “Targeted Sales and Product Return Policies,” with James Dearden and David Goldbaum, under review at *Journal of Retailing*

- “Accountability Mechanisms and Strategic Behavior in Group Decision-Making: A Laboratory Experiment”, with Zhan Wang and Jingsheng Yu
- “Strength in Weakness: Competition and Strategic Disclosure in Asymmetric Chicken Games,” with Jiaxin Zhou
- “The Equilibrium Model of Heterogeneous Artificial Intelligence Enterprises’ Innovation Games,” with Zhan Wang, Wuqi Zhang and Dazhong Wang
- “Intertemporal Pricing with Reference-Dependent Consumers,” with Qingrong He and Dongwoo Lee
- “Sources of Income Inequality from a Global Perspective: Evidence of Country Heterogeneity”

### **RESEARCH IN PROGRESS**

- “Economic Effects of Digital Consumption Subsidies: Evidence from China’s Appliance Replacement Program,” with Hong Zou, Hujian Li and Jingjing Ye
- “Health Supplements Consumption Improves Mental Health but Not Physical Health,” with Yunqi Gu and Shuangshuang Wang
- “Bargaining Approaches,” with Ernest Lai
- “Ranking and Matching: An Experiment,” with James Dearden, Qinxin Geng and Ernest Lai

### **CONFERENCE PRESENTATIONS**

- 2025. The 3rd Wuhan Cherry Blossom Workshop in Experimental Economics; the 2025 ESA World Meeting.
- 2024. The 7th World Congress of the Game Theory Society; the 2024 Conference on Mechanism and Institution Design; the 6th China Behavioral and Experimental Economic Forum.
- 2023. Asian Meeting of the Econometric Society; The 5th China Behavioral and Experimental Economic Forum.
- 2022. Asian Meeting of the Econometric Society.
- 2019. The 30th International Conference on Game Theory.
- 2018. China Meeting of the Econometric Society; Chinese Economists Society North America Conference.

## **TEACHING EXPERIENCE**

*Instructor*, Southwestern University of Finance & Economics

- Undergraduate level: Microeconomics, Theory of Industrial Organization, Game Theory and Information Economics
- Master level: Intermediate Microeconomics
- PhD level: Theory of Industrial Organization

*Instructor*, Lehigh University

- Principles of Economics, Summer 2018

*Teaching Assistant (Recitation Instructor)*, Lehigh University

- Money, Banking and Financial Markets, Spring 2017 – Spring 2018
- Principles of Economics, Fall 2014 – Fall 2016

## **RESEARCH EXPERIENCE**

*Research Assistant*, Department of Economics, Lehigh University, Fall 2018

*Research Assistant*, Prof. James Dearden, Lehigh University, Summer 2017, 2018

*Research Assistant*, Prof. Thomas Hyclak, Lehigh University, Summer 2016

## **HONORS & AWARDS**

Doctoral Travel Grants, Lehigh University, June 2018 (\$1000, competitive)

Citation for the Academic Achievement, Suffolk University, May 2013

Award for Academic Achievement, Huazhong University of Science and Technology, 2006

## **SKILLS**

Software: Stata, Python, Matlab, Mathematica, R, oTree, LaTeX

Languages: English (Fluent), Chinese (Native)

## **SERVICE ACTIVITIES**

Professional Societies and Affiliations

- American Economic Association, the Econometric Society, Game Theory Society, the Chinese Economist Society

University Service

- Graduate Student Senate Representative, Lehigh University, Fall 2017