Xueying Zhao

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EDUCATION

Ph.D. in Economics, *University of Warwick*, UK   2025 (expected)

M.Res. in Economics, *University of Warwick*, UK   2020

M.A. in Economics, *Shanghai University of Finance and Economics*, China 2017

B.A. in Economics, *Shandong University*, China   2015

RESEARCH FIELDS

Microeconomic Theory, Information Economics, Mechanism Design

JOB MARKET PAPER

"Tailoring Data for Profit"

A data buyer, uncertain about a payoff-relevant state, has private information—a signal modeled as a finite partition of an expanded state space—that is only partially informative. A data seller, capable of generating arbitrarily correlated signals, aims to maximize revenue by selling an optimal menu of signals. We characterize the properties of this revenue-maximizing mechanism and demonstrate that, despite information asymmetry, first-best outcomes can still be achieved. Specifically, the seller can offer a supplemental signal tailored to each buyer type, priced at the buyer's willingness to pay, ensuring socially efficient full surplus extraction.

WORKING PAPERS

"Contracting with Heterogeneous Beliefs"

We analyze the optimal design of incentive contracts in the context of belief heterogeneity between a principal and an agent.

"When to Go Negative in Political Campaigns?" (with Sinem Hidir)

We explore whether and when it is optimal for a privately informed incumbent politician to engage in negative campaigning by disclosing a scandal about the challenger's corruption in order to persuade voters.

WORK IN PROGRESS

"Think Different but Not Too Different"

"Signaling in Information Design"

Teaching Experience

University of Warwick

Statistical Techniques B (UG)	Spring 2021, Spring 2022
Mathematical Techniques B (UG)	Fall 2020, Fall 2021

Shanghai University of Finance and Economics

Advanced Microeconomics I (MA)	Fall 2017
Advanced Microeconomics II (MA)	Spring 2017

Shandong University

Intermediate Microeconomics: Game Theory (UG)	Fall 2014

Presentations

2024: 35th Stony Brook International Conference on Game Theory

2023: 34th Stony Brook International Conference on Game Theory, 12th Annual Conference of the Israeli Chapter of the Game Theory Society (Tel Aviv), RES and SES Annual Conference 2023 (Glasgow), Lisbon Meetings in Game Theory and Applications, 9th Annual Conference "Contests: Theory and Evidence" (Reading)

Workshops and Summer Schools

33rd Advanced School in Economic Theory: Imperfect Cognition and Economic Behaviour (IIAs, 2023), Workshop on Learning and Bounded Rationality (Stony Brook, 2023), 5th Reading Experimental and Behavioural Economics Workshop (2023), Warwick Economics Theory Workshop (2022, 2023), CAGE Summer School (Warwick, 2022), Warwick-SUFE Workshop (2021)

Awards and Grants

Micro Theory Group Research Grant £1,000, *University of Warwick*	2024
Departmental Discretionary Research Grant £4,000, *University of Warwick*	2023
Department of Economics Scholarship, *University of Warwick*	2018-2024
Kwang-Hua Scholarship, *Shanghai University of Finance and Economics*	2016
Academic Excellence Scholarship, *Shanghai University of Finance and Economics*	2015-2017
Meritorious Winners of the Mathematical Contest in Modeling (MCM), *COMAP*	2014
Academic Excellence Scholarship, *Shandong University*	2011-2014

Service

Referee for Warwick Economics PhD Conference (2022, 2023), M.Sc. Dissertation Helpdesk (2022)

References

Daniel Sgroi
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