

## CONTACT INFORMATION

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## ACADEMIC APPOINTMENTS

### Princeton University

Assistant Professor of Politics and Public Affairs (July 2020 - present)  
Postdoctoral Research Associate (July 2019 - June 2020)

## EDUCATION

### Stanford University Graduate School of Business

Ph.D. in Business Administration (Political Economics) (September 2014 - June 2019)

### University of Rochester

B.A. *magna cum laude* in Economics, Political Science, and Russian Studies with minor in Mathematics (September 2010 - May 2014)

## RESEARCH INTERESTS

Non-Market Strategy, Stakeholder Management, Corporate Social Responsibility, Interest Groups and Social Movements, Money in Politics, American Politics, Political Economy

## PEER-REVIEWED PUBLICATION

Li, Zhao. 2018. "[How Internal Constraints Shape Interest Group Activities: Evidence from Access-Seeking PACs.](#)" *American Political Science Review* 112(4): 792–808.

- Co-winner of the 2020 Jack Walker Award for “an article published in the last two calendar years that makes an outstanding contribution to research and scholarship on political organizations and parties” from the American Political Science Association.

## INVITED CONTRIBUTIONS

Li, Zhao. 2019. "[Looking Inside the Black Box of Firms: A Proposal for A Research Agenda.](#)" *The Political Economist* 15(2): 17–19.

Li, Zhao. 2021. “Analyzing the Evidence: Who’s Funding Google’s PAC?” in *American Politics: Power and Purpose*, 16th edition, Theodore J. Lowi, Benjamin Ginsburg, Ken Shepsle, and Stephen Ansolabehere. New York: W.W. Norton.

Li, Zhao. 2021. [Review of Game Changer: How Dark Money and Super PACs Are Transforming U.S. Campaigns](#), Henrik M. Schatzinger and Steven E. Martin, *Political Science Quarterly* 1136(3): 580–581.

## WORK PAPERS

Can Stakeholders Mobilize Businesses for the Protection of Democracy? Evidence from the U.S. Capitol Insurrection (with Richard DiSalvo; conditionally accepted at the *American Political Science Review*)

When Do Campaign Donors Reject Extremists? Evidence from the U.S. Foreclosure Crisis (revise & resubmit at the *Journal of Politics*)

Economic Geography and Special Interest Entrenchment: Evidence from the Shale Boom and State Campaign Finance (with Richard DiSalvo)

Inferring Issue-Specific Candidate Positions from Itemized Campaign Contributions Using Supervised Machine Learning (with Adam Bonica)

## SELECTED WORK IN PROGRESS

Lemons in the Political Marketplace: A Big-Data Approach to Detect ‘Scam PACs’

Media and Ideological Movements: How Fox News Built the Tea Party (with Greg Martin)

Keep Winning with WinRed? Digital Fundraising Platform as the Party’s Public Good (with Seo-young Silvia Kim)

## TEACHING

Business Influence in U.S. Politics (Self-designed undergraduate lecture)

Money and Influence in Policymaking (Self-designed undergraduate seminar)

Money in American Politics (Self-designed undergraduate seminar)

Lobbying and Interest Group Politics (PhD-Level independent reading course)

## INVITED PRESENTATIONS

2022

University of Chicago American Politics Conference

Southern Political Science Association Pre-conference on Interest Groups and Polarization

Stennis Congressional Staff Fellows Program

Quebec Political Economics Webinar Series (scheduled)

**INVITED  
PRESENTATIONS  
(CONT'D)**

2021

Columbia University Political Economy Seminar  
Essex University Government Department Speaker Series  
New York University American Politics and Political Economy Workshop  
New York University Colloquium on Law, Economics, and Politics  
Roundtable Panelist on “The American Political Economy: Politics, Markets, and Power” at the Annual Meeting of the American Political Science Association  
University of California, Berkeley Political Economics Seminar  
University of Southern California Political Institutions and Political Economy Workshop

2020

Institute for Humane Studies “Corporate Welfare: Who Comes Out on Top” Seminar  
University of California, Los Angeles American Politics Workshop  
University of Southern California Annual Conference on Political Institutions and Political Economy (canceled due to COVID-19)

2019

California Institute of Technology, Bray Social Science Seminar  
The Ohio State University Institute for Democratic Engagement and Accountability (IDEA)

**INVITED  
DISCUSSANTS**

Annual Research Conference on Strategy and the Business Environment (2019, 2022)  
National Bureau of Economic Research Political Economy Summer Institute (2021)  
Princeton University Workshop on Interest Groups, Policy Outcomes, and Representation in U.S. Politics (2020)  
Virtual Workshop on Interest Groups (2021)

**CONFERENCE  
PRESENTATIONS**

American Political Science Association Annual Meeting (2018-2021)  
American Political Science Association Pre-conference on Frontiers on Money in Politics Research (2020)  
American Political Science Association Women’s Mentoring Workshop (2021)  
Annual Research Conference on Strategy and the Business Environment (2020)

<b>CONFERENCE PRESENTATIONS (CONT'D)</b>	Annual Summer School on American Political Economy in Comparative Perspective (2020)
	Climate Pipeline Project Conference (2022)
	Midwest Political Science Association Annual Meeting (2018-2022)
	Northeast Workshop in Empirical Political Science (2022)
	Society for Political Methodology Annual Meeting (2017-2019, 2021-2022)
	Southern Political Science Association Annual Meeting (2022)
	Strategy Science Annual Conference (2021-2022)
	Yale University Center for the Study of American Politics Summer Conference (2017)
<b>MEDIA APPEARANCES</b>	<a href="#">Marketplace Public Radio (2020)</a> , <a href="#">Vox (2021)</a> , <a href="#">Facts about PACs Podcast (2021)</a> , <a href="#">P.S. You're Interesting Podcast (2021)</a> , <a href="#">U.S. News (2022)</a>
<b>SELECT AWARDS, FELLOWSHIPS, AND GRANTS</b>	<u>Princeton University</u> Data-Driven Social Science Initiative (DDSS) Innovation Funding (2022) <u>American Political Science Association</u> Jack Walker Award (2020) <u>National Science Foundation</u> Travel Grant for the Annual Meeting of the Society for Political Methodology (2017-2018) <u>Stanford University</u> Stanford Interdisciplinary Graduate Fellowship (2017-2019)
<b>PROFESSIONAL ASSOCIATIONS</b>	Academy of Management, American Political Science Association, Midwest Political Science Association, Society for Political Methodology
<b>PROFESSIONAL SERVICE</b>	<u>Co-founder:</u> American Political Science Association Pre-conference on Frontiers on Money in Politics Research (2020-2022) <u>Editorial Board:</u> <i>Economics of Governance</i> (2021-2024) <u>Award Selection Committee:</u> Jack Walker Award for the American Political Science Association (2021) <u>Referee:</u> <i>American Journal of Political Science</i> , <i>American Political Science Review</i> , <i>Business and Politics</i> , <i>Economics of Governance</i> , <i>Journal of Experimental Political Science</i> , <i>Journal of Politics</i> , National Science Foundation, Oxford University Press, <i>Party Politics</i> , <i>Political Research Quarterly</i> , <i>Quarterly Journal of Economics</i> , <i>Science Advances</i> , <i>Strategic Management Journal</i>

<b>PROFESSIONAL SERVICE (CONT'D)</b>	<p><u>Panel chair</u>: annual meetings of the American Political Science Association (2020) and the Midwest Political Science Association (2021)</p> <p><u>Discussant</u>: annual meetings of the American Political Science Association (2020-2021), the Midwest Political Science Association (2021), and Society for Political Methodology (2019-2020, 2022)</p>
<b>UNIVERSITY SERVICE</b>	<p><u>Co-organizer</u>: Center for the Study of Democratic Politics Speaker Series (2021-2022) and Political Economy Workshop (2020-2021)</p> <p><u>Faculty Coordinator</u>: American Politics Graduate Research Seminar (2021, 2023)</p> <p><u>Faculty Grader</u>: American Politics Graduate General Exam (2021)</p> <p><u>Senior Thesis Research Funding Committee</u>: Department of Politics (2020-2021)</p> <p><u>Senior Thesis Second Reader</u>: Department of Politics (2021)</p> <p><u>Undergraduate Academic Advising Committee</u>: School of Public and International Affairs (2020-2021, 2022-2023)</p>
<b>REFERENCES</b>	<p><b>David P. Baron</b></p> <p>The David S. and Ann M. Barlow Professor of Political Economy and Strategy, Emeritus Stanford University Graduate School of Business (650) 723-3757 <a href="mailto:dbaron@stanford.edu">dbaron@stanford.edu</a></p> <p><b>Kenneth W. Shotts</b></p> <p>The David S. and Ann M. Barlow Professor of Political Economy Stanford University Graduate School of Business (650) 725-4510 <a href="mailto:kshotts@stanford.edu">kshotts@stanford.edu</a></p> <p><b>David M. Primo</b></p> <p>The Ani and Mark Gabrellian Professor of Political Science and Business Administration University of Rochester Department of Political Science and Simon Business School (585) 273-4779 <a href="mailto:david.primo@rochester.edu">david.primo@rochester.edu</a></p>