

CONTACT
INFORMATION

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ACADEMIC
APPOINTMENTS

New York University, Leonard N. Stern School of Business

Assistant Professor of Management and Organizations (Starting in July 2023)

Princeton University

Assistant Professor of Politics and Public Affairs (July 2020 - June 2023)

Postdoctoral Research Associate (July 2019 - June 2020)

EDUCATION

Stanford University, Graduate School of Business

Ph.D. in Business Administration (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, Private Politics and Social Movements, Political Economy

PEER-REVIEWED
PUBLICATIONS

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 from the American Political Science Association's Political Organizations and Parties Section.

Li, Zhao and Richard W. DiSalvo. "Can Stakeholders Mobilize Businesses for the Protection of Democracy? Evidence from the U.S. Capitol Insurrection" Forthcoming in the *American Political Science Review*.

- Co-winner of the 2023 Evan Ringquist Award from the Midwest Political Science Association.
- Featured in the [LSE USAPP United States Politics and Policy Blog](#) and the [UC Institute of Global Conflict & Cooperation's Political Violence at a Glance Magazine](#).

Li, Zhao. "When Do Campaign Donors Reject Extremists? Evidence from the U.S. Foreclosure Crisis." Forthcoming in the *Journal of Politics*.

WORKING PAPERS

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

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

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

[Keep Winning with WinRed? Online Fundraising Platform as the Party's Public Good](#) (with Seo-young Silvia Kim)

[Lemons in the Political Marketplace: A Big-Data Approach to Detect 'Scam PACs'](#)

INVITED CONTRIBUTIONS, BOOK REVIEWS, AND PUBLIC SCHOLARSHIP

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.

Li, Zhao and Richard W. DiSalvo. 2022. ["Will Big Business Protect Democracy?"](#) UC Institute of Global Conflict & Cooperation's Political Violence at a Glance Magazine, Nov 9.

Li, Zhao and Richard W. DiSalvo. 2022. ["Stakeholder Activism Can Have a Big Influence on Corporate Political Donations."](#) LSE USAPP United States Politics and Policy Blog, Dec 2.

TEACHING

POL 337: Business Influence in American Politics (Self-designed undergraduate lecture)

WWS/SPI 403/404: Money and Influence in Policymaking (Self-designed undergraduate seminar)

POL 420: Money in American Politics (Self-designed undergraduate seminar)

POL 727: Lobbying and Interest Group Politics (PhD-level independent reading course)

**INVITED
PRESENTATIONS**

2023

OpenSecrets Data and Democracy Conference

University of Houston Conference on Parties in American Legislatures

2022

Non-Market Strategy Research Community Brown Bag Seminar

Pennsylvania State University Program in Empirical International Relations Workshop

Princeton University Symposium on Bringing Transparency to Digital Political Campaigns

Quebec Political Economics Webinar Series

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

Stanford Graduate School of Business PhD Alumni Conference

Stennis Congressional Staff Fellows Program

University of Chicago Center for Effective Governance American Politics Conference

Washington University in St. Louis Olin School of Business Strategy Seminar Series

Wharton Nonmarket Strategy Workshop

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)

INVITED PRESENTATIONS (CONT'D)	<u>2019</u>
	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, 2023)
	California Institute of Technology Empirical Models of Political Economy Conference (2023)
	Columbia Business School Non-Market Effects of Market Power Conference (2023)
	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)
	Wharton Nonmarket Strategy Workshop (2022)
CONFERENCE PRESENTATIONS	Academy of Management Annual Conference (2023)
	Alliance for Research on Corporate Sustainability Annual Conference (2023)
	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)
	Annual Summer School on American Political Economy in Comparative Perspective (2020)
	Climate Pipeline Project Conference (2022)
	Conference on Field Experiments in Strategy (2023)
	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)
	Strategic Management Society Annual Conference (2023)

CONFERENCE PRESENTATIONS (CONT'D)	Strategy Science Annual Conference (2021-2022) Yale University Center for the Study of American Politics Summer Conference (2017)
MEDIA APPEARANCES	Marketplace Public Radio (2020) , Vox (2021) , Facts about PACs Podcast (2021) , P.S. You're Interesting Podcast (2021) , U.S. News (2022) .
SELECT AWARDS, FELLOWSHIPS, AND GRANTS	<u>Midwest Political Science Association</u> Evan Ringquist Award (2023) <u>Princeton University</u> Data-Driven Social Science Initiative (DDSS) Innovation Funding (2022) <u>American Political Science Association</u> Jack Walker Award (2023) <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)
PROFESSIONAL ASSOCIATIONS	Academy of Management, American Political Science Association, Non-Market Strategy Research Community, Strategic Management Society
PROFESSIONAL SERVICES	<u>Co-founder:</u> American Political Science Association Pre-conference on Frontiers on Money in Politics Research (2020-2023) <u>Editorial Board:</u> <i>Economics of Governance</i> (2021-2024), <i>Journal of Political Institutions and Political Economy</i> (2023-2025) <u>Award Selection Committee:</u> Jack Walker Award for the Political Organizations and Parties Section of the American Political Science Association (2021) <u>Referee:</u> <i>American Economic Journal: Applied Economics</i> , <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> , <i>Management Science</i> , National Science Foundation, Oxford University Press, <i>Party Politics</i> , <i>Political Research Quarterly</i> , <i>Proceedings of the National Academy of Sciences</i> , <i>Research and Politics</i> , <i>Review of Economic Studies</i> , <i>Quarterly Journal of Economics</i> , <i>Science Advances</i> , <i>Strategic Management Journal</i>

PROFESSIONAL SERVICES (CONT'D)	<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 Academy of Management (2023), American Political Science Association (2020-2021), the Midwest Political Science Association (2021), and Society for Political Methodology (2019-2020, 2022)</p>
UNIVERSITY SERVICES	<p><u>Faculty Coordinator</u>: Center for the Study of Democratic Politics Speaker Series (2021-2022) and Political Economy Workshop (2020-2021)</p> <p><u>Doctoral Dissertation Fourth Reader</u>: Eric Manning (2023)</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>Junior Paper Advisor</u>: Department of Politics (2023)</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, 2023) and the School of Public and International Affairs (2023)</p> <p><u>Undergraduate Academic Advising Committee</u>: School of Public and International Affairs (2020-2021, 2022-2023)</p>
REFERENCES	<p>David P. Baron</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 dbaron@stanford.edu</p> <p>Kenneth W. Shotts</p> <p>The David S. and Ann M. Barlow Professor of Political Economy Stanford University Graduate School of Business (650) 725-4510 kshotts@stanford.edu</p> <p>David M. Primo</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 david.primo@rochester.edu</p>