

Junjie Zhou

Curriculum Vitae (2026.08)

CONTACT INFORMATION

School of Economics and Management
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EMPLOYMENT

Tsinghua University, School of Economics and Management, Department of Economics

- Professor (January 2022 - present);

National University of Singapore, Department of Economics

- Associate Professor (July 2019 - January 2022);
- Assistant Professor (July 2016 - June 2019);

Shanghai University of Finance and Economics, School of International Business Administration

- Associate Professor (without tenure), August 2015 - June 2016;
- Assistant Professor, June 2012 - July 2015;

EDUCATION

- Ph.D. Mathematics, University of California-Berkeley, May 2012
 - DISSERTATION: Essays on Microeconomics
 - COMMITTEE: Chris Shannon (Chair), Benjamin Hermalin, Robert Anderson, Suzanne Scotchmer, Thomas Marschak
- B.S. Mathematics, University of Science and Technology of China, July 2007

RESEARCH INTERESTS

Social and Economic Network, Industrial Organization, Game Theory.

PUBLICATIONS

1. “Games on Multiplex Networks” (with Yves Zenou), 2026, *American Economic Review*, 116 (4): 1415–58.
2. “Sequential network formation” (with Yang Sun, Wei Zhao), March 2026, *Journal of Economic Theory*, 232, 106145.
3. “How natural disasters spread conflict” (with Ashani Amarasinghe, Paul A. Raschky, and Yves Zenou), *European Economic Review*, Volume 181, January 2026, 105194
4. “Welfare and Distributional Effects of Joint Intervention in Networks” (with Ryan Kor, Yi Liu, and Yves Zenou), December 2025, *Journal of Economic Theory*, 230, 106109.

5. "Consumer Heterogeneity and Inefficiency in Oligopoly Markets" (with Guofu Tan), September 2024, *Journal of Economic Theory*, 220, 105882.
6. "Multihoming and oligopolistic platform competition" (with Tat-How Teh, Chunchun Liu, Julian Wright), November 2023, *American Economic Journal: Microeconomics*, 15(4): 68-113.
7. "Structural Interventions in Networks" (with Yang Sun, Wei Zhao), November 2023, *International Economic Review*, 64(4), 1533-1563.
8. "Effort discrimination and curvature of contest technology in conflict networks" (with Xiang Sun, Jin Xu), November 2023, *Games and Economic Behavior*, 142, 978-991
9. "Optimal selling scheme in social networks: hierarchical signaling, sequential selling, and chain structure" (with Chen-Nan Liao, Ying-Ju Chen), 2023, *Production and Operations Management*, 32(7), 2138-2153.
10. "Multi-activity Influence and Intervention" (with Ryan Kor), 2023, *Games and Economic Behavior*, 137, 91-115.
11. "Equilibrium Characterization and Shock Propagation in Conflict Networks" (with Jin Xu, Yves Zenou), 2022, *Journal of Economic Theory*, 206, 105571.
12. "The Impact of Network Topology and Market Structure on Pricing" (with Ying-Ju Chen, Yves Zenou), 2022, *Journal of Economic Theory*, 204, 105491.
13. "The Limit of Targeting in Networks" (with Jian Li, Ying-Ju Chen), 2022, *Journal of Economic Theory*, 201, 105418.
14. "Social Connectedness and Local Contagion" (with Matthew Leister, Yves Zenou), 2022, *Review of Economic Studies*, 89(1), 372-410.
15. "The Effects of Competition and Entry in Multi-sided Markets" (with Guofu Tan), 2021, *Review of Economic Studies*, 88(2), 1002-1030.
16. "Information Provision and Farmer Welfare in Developing Economies" (with Xiaoshuai Fan, Ying-Ju Chen, Christopher S. Tang), 2021, *Manufacturing & Service Operations Management*, 23(1), 230-245.
17. "Information order in monotone decision problems under uncertainty" (with Jian Li), 2020, *Journal of Economic Theory*, 187, 105012.
18. "Competitive pricing strategies in social networks" (with Ying-Ju Chen, Yves Zenou), 2018, *The RAND Journal of Economics*, 49(3): 672-705
19. "Multiple activities in networks" (with Ying-Ju Chen, Yves Zenou), 2018, *American Economic Journal: Microeconomics*, 10(3): 34-85
20. "Optimal pricing with sequential consumption in networks " (with Ying-Ju Chen), 2018, *Operations Research*, 66(5), 1218-1226.
21. "Does More Information-gathering Effort Raise or Lower the Average Quantity Produced?" (with Thomas Marschak, J. George Shanthikumar), *Journal of Mathematical Economics* , 69C (2017), 104-117.
22. "Blackwell's Informativeness Ranking with Uncertainty-averse Preferences," (with Jian Li), *Games and Economic Behavior*, 96 (2016), 18-29.
23. "Economics of Leadership and Hierarchy", *Games and Economic Behavior*, 95 (2016), 88-106.

24. "Targeted information release in social networks" (with Ying-Ju Chen), 2016, *Operations Research*, 64(3), 721-735.
25. "Information Disclosure in Contests: A Bayesian Persuasion Approach" (with Jun Zhang), 2016, *Economic Journal*, 126:2197-2217.
26. "A Newsvendor Who Chooses Informational Effort" (with Thomas Marschak, J. George Shanthikumar), 2015, *Production and Operations Management*, 24(1), 110-133.
27. "Key leaders in social networks" (with Ying-Ju Chen) *Journal of Economic Theory*, 157 (2015), 212-235.

WORKING PAPERS

1. "SET " (2026) (with Yves Zenou) Reject and resubmit, *American Economic Review*
2. "Digital Ecosystems and Data Regulation"(2026) (with Andrew Rhodes, Jidong Zhou)
3. "A network approach to interoperability" (2026) (With Jinglei Huang, Guofu Tan, Tat-How Teh)
4. "Interconnected Contests" (2025) (with Marcin Dziubinski and Sanjeev Goyal)
5. "Demand Spillovers and Price Constraints in the Ramsey Problem" (2026) (With Chengqing Li)
6. "When Do Markets Work? Multiplex Networks and Efficiency" (with Chengqing Li, Yves Zenou)
7. "Competitive Centrality: Equilibrium and Comparative Statics in Networks " (with Jian Li, Yves Zenou)

AWARDS & GRANTS

- ◇ Start-up Grant, Tsinghua University, 2022-2025
- ◇ Start-up Grant, National University of Singapore, 2016 - 2019
- ◇ NET Institute Summer Research Support, 2013, 2014
- ◇ Guo Moruo Scholarship, University of Science and Technology of China, 2007

PROFESSIONAL SERVICE

• Editorial Position

- 2026 - present: **Associate Editor**, Journal of Economic Theory
- 2023 - present: **Associate Editor**, RAND Journal of Economics
- 2022 - 2026: **Associate Editor**, Journal of Industrial Economics
- 2021 - 2026: **Associate Editor**, International Journal of Industrial Organization
- 2021 - 2023: **Associate Editor**, Mathematical Social Sciences
- 2020 - 2023: **Associate Editor**, Journal of Mathematical Economics

- **Referee for:**

American Economic Journal: Microeconomics, American Economic Review, American Economic Review: Insights, Canadian Journal of Economics, Econometrica, Economic Theory, Games and Economic Behavior, International Economic Review, International Journal of Game Theory, Japanese Economic Review, Journal of Economic Behavior and Organization, Journal of Economic Dynamics and Control, Journal of Economic Theory, Journal of Economics & Management Strategy, Journal of Industrial Economics, Journal of Law, Economics, and Organization, Journal of Mathematical Economics, Journal of Public Economic Theory, Journal of the European Economic Association, RAND Journal of Economics, Review of Economic Studies, Scandinavian Journal of Economics, Social Choice and Welfare, Theoretical Economics.

Management Science, Operations Research, Manufacturing & Service Operations Management, Production and Operations Management.

INVITED SEMINARS & CONFERENCE PRESENTATIONS

- **2026**

Workshop on network information economics (Tsinghua); APIOC (invited speaker, scheduled)
HKUST-GZ; Jinan University; CUEB; HKU (scheduled); CUHK(scheduled); SJTU (scheduled);

- **2025**

Tenth Annual Conference on Network Science in Economics (Stanford University); 2nd CRESSE-SDU International Conference on Competition Policy; Econometric Society World Congress 2025 (Seoul); Symposium on Social and Economic Networks (Melbourne); Advances in Economic Theory and Beyond (Tsinghua); 2025 NCER-CCER;

CUHK (SZ); Sun Yat-sen University; CUFU; Nanjing University; Wuhan University; Huazhong University of Science and Technology; Peking University HSBC Business School; Mannheim; Bonn; University of Cambridge;

- **2024**

Fudan School of Management; SUFE Econ; University of Cambridge; USC; Fudan RIDE;
9th European Networks Conference; Games24; UIBE Workshop on Industrial Organization and Competition Policy; Janeway Institute Networks Workshop;

- **2023**

math+econ+code (virtual); Renmin University; HKU; HKUST; UIBE; SUFE; SJTU; SDU;Toulouse School of Economics; UC Berkeley; Yale Econ;

NYUAD Networks conference; RUC Mini Workshop on Theoretical Economics; PKU CCER Summer Institute; Duke Kunshan University workshop on social networks in economics (keynote); European Summer Symposium in Economic Theory (Gerzensee); 2023 International Conference on Digital Economics and Micro-Theory (ZJU);

- **2022**

UIBE; Nanjing University (online); Xi'an University of Finance and Economics (online); VU Amsterdam Tinbergen Institute (online); Peking University; Zhejiang University (online);

AMES China 2022 (online); SAET (online);

- **2021**

McGill University (online); University of Antwerp (online); Monash University (online); University of Tokyo (online); Shandong University (online);

6th Annual Conference on Network Science in Economics (online); EAGT 2021 (online); OLIGO Workshop 2021 (online); 2021 International Conference on Industrial Economics (Zhejiang University, online); CMES 2021 (online); APIOC 2021 (online);

- **2020**

Canadian Economic Theory Conference (UBC, online); Contests: Theory and Evidence (University of East Anglia, online); National University of Singapore (Institute of Operations Research and Analytics, online); Cambridge INET Networks Webinar; ShanghaiTech University (online);

- **2019**

Cambridge; Peking University; City University of Hong Kong; Shandong University; Hitotsubashi University; Shanghai University of Finance and Economics (RIIS);

UIBE IO and Competition Policy Workshop; 24th Coalition Theory Network Workshop (AMSE);

- **2018**

The Chinese University of Hong Kong (DSME); Wuhan University; Monash University; HKU;

Fourth Annual Conference on Network Science and Economics (Nashville); Workshop on Game Theory (NUS); Symposium on Social and Economic Networks (Melbourne); WISE₁₈: Workshop on Information and Social Economics (Caltech);

- **2017**

The University of Melbourne (Econ); Shanghai University of Finance and Economics (Econ); City University of Hong Kong (Dept. of Management Sciences); The Chinese University of Hong Kong (Marketing);

Asian Meeting of the Econometric Society (Hong Kong); China Meeting of the Econometric Society (Wuhan); Singapore Joint Economic Theory Workshop 2017 (SMU); APIOC (Auckland);

- **2016**

Singapore Management University; The Johns Hopkins Carey Business School; National University of Singapore (Econ); Monash University; National University of Singapore (Decision Science); The Chinese University of Hong Kong (Econ);

The 6th Annual International Conference on Industrial Economics (Zhejiang University);

- **2015**

Stockholm University; Wuhan University; Shanghai Jiaotong University (Antai); University of Southern California (INET); University of Hong Kong; Hong Kong University of Science and Technology; 2015 Shanghai Microeconomics Workshop (SUFE);

- **2014**

Shanghai University of Finance and Economics (Econ); McGill University (Econ); University of International Business and Economics; The Chinese University of Hong Kong (Dept of Decision Sciences and Managerial Economics); University of Technology Sydney (Economics Discipline Group);

The 12th annual International Industrial Organization Conference (Chicago); 2014 Shanghai Economic Theory Workshop (SUFE); 2014 Workshop on Industrial Organization and Management Strategy (The University of Hong Kong); 2014 Eighth Biennial Conference of Hong Kong Economic Association (Jinan);

- **2013**

Paris School of Economics; National University of Singapore (Econ); Southwestern University of Finance and Economics (RIEM); Nanjing University (School of Business);
China Meeting of the Econometric Society (Beijing);

- **2012**

Shanghai Microeconomics Workshop (SUFE); Shanghai Workshop on Industrial Organization and Competition Policy (SUFE); Fifth Annual Conference on Entrepreneurship and Innovation–Northwestern Searle Center (discussant); Econometric Society North American Summer Meeting (Northwestern); The 9th Workshop on Industrial Organization and Management Strategy (SJTU);

- **2011**

UC Berkeley;