

DONGSOO SHIN

DEPARTMENT OF ECONOMICS
LEAVEY SCHOOL OF BUSINESS
SANTA CLARA UNIVERSITY
SANTA CLARA, CA 95053, USA

ACADEMIC RANK & EDUCATION

- Full Professor (2022–), Associate Professor (2008–22), Assistant Professor (2002–08)
- PhD in Economics (University of Washington, 2001)

PUBLICATION IN PEER-REVIEWED JOURNALS

- Aggregate Information and Organizational Structures (with G. Celik and R. Strausz), *Journal of Industrial Economics*, forthcoming (2022)
- Overachieving and Obsessive Behavior as Signaling Devices under Career Concern (with A. Rodivilov and X. Zhao), *Journal of Institutional and Theoretical Economics*, forthcoming (2022)
- Public Good Overprovision by a Manipulative Provider (with G. Celik and R. Strausz), *RAND Journal of Economics*, 52, 314–333 (2021)
- Supervisory Information and Loss Aversion (with S. Yun), *Economics Letters*, 204, Article 109908 (2021)
- Obstructive Monitoring (with A. Finkle), *Journal of Economics & Management Strategy*, 29, 873–891 (2020)
- Distorted Input Ratios in Vertical Relationships (with M. Peitz), *Scandinavian Journal of Economics*, 122, 1480–1509 (2020)
- Managing R&D in Vertical Relationships (with C. Dai), *Economic Inquiry*, 57, 1510–1525 (2019)
- Optimal Loyalty-Based Management, *Journal of Economics & Management Strategy*, 26, 429–453 (2017)

- Limited Communication and Responsibility Budgeting (with S. Yun), *Journal of Institutional and Theoretical Economics*, 173, 548–564 (2017)
- Price Discrimination with Demarketing (with J. Kim), *Journal of Industrial Economics*, 64, 773–807 (2016)
- Incentives and Management Styles, *International Journal of Industrial Organization*, 40, 22–31 (2015)
- Information Provision before a Contract is Offered (with J. Kim), *Economics Letters*, 124, 490–493 (2014)
- Delegation and Dynamic Incentives (with R. Strausz), *RAND Journal of Economics*, 45, 495–520 (2014)
- Upfront Financing vs. Staged Financing: The Role of Verifiability (with S. Yun), *Quantitative Finance*, 14, 1069–1078 (2014)
- Innovation and Waste in Supply Chain Management (with M. Peitz), *Journal of Economic Behavior and Organization*, 86, 191–199 (2013)
- Upstream Market Power and Wasteful Retailers (with M. Peitz), *Scandinavian Journal of Economics*, 115, 234–253 (2013)
- Underwriter Syndication and Corporate Governance (with H. Jo and Y. Kim), *Review of Quantitative Finance and Accounting*, 38, 61–86 (2012)
- Voluntary Quality Disclosure under Price-Signaling Competition (with F. Caldieraro and A. Stivers), *Managerial and Decision Economics*, 32, 493–504 (2011)
- Granting an Exit Option to Conduct an Audit (with S. Yun), *Bulletin of Economic Research*, 63, 438–463 (2011)
- Disregarding the Attorney’s Advice: An Agency Perspective (with A. Finkle), *Review of Law and Economics*, 6, 197–217 (2010)
- Risk Taking as Self Discipline in Contractual Relationships (with S. Starbird), *International Journal of the Economics of Business*, 16, 289–304, (2009)
- Informed Principal and Information Gathering Agent (with S. Yun), *Review of Economic Design*, 12, 229–244 (2008)

- Collusion and Outcome Equivalency, *Journal of Institutional and Theoretical Economics*, 164, 449–459 (2008)
- Information Acquisition and Optimal Project Management, *International Journal of Industrial Organization*, 26, 1032–1043 (2008)
- Warranties as a Device to Extract Rent from Low-risk Users of a Product (with D. Hakes), *Managerial and Decision Economics*, 29, 1–7 (2008)
- Contracts under Wage Compression: A Case of Beneficial Collusion, *Southern Economic Journal*, 74, 143–157 (2007)
- Conducting Inaccurate Audits to Commit to the Audit Policy (with A. Finkle), *International Journal of Industrial Organization*, 25, 379–389 (2007)
- Gathering Information by a Partially Informed Agent (with S. Yun), *International Game Theory Review*, 8, 675–694 (2006)
- Optimal Task Design: To Integrate or Separate Planning and Implementation? (with F. Khalil and D. Kim), *Journal of Economics & Management Strategy*, 15, 457–478 (2006)
- Organizational Flexibility and Co-operative Task Allocation among Agents (with J. Lawarrée), *Journal of Institutional and Theoretical Economics*, 161, 621–635 (2005)
- Exit Option in Hierarchical Agency (with D. Kim and J. Lawarrée), *International Journal of Industrial Organization*, 22, 1265–1287 (2004)
- Choice of Technology in Outsourcing: An Endogenous Information Structure (with S. Yun), *Information Economics and Policy*, 16, 165–178 (2004)

MISCELLANEOUS PUBLICATION (PEER-REVIEWED)

- An Economic Theory of Alcoholics and Workaholics (with A. Finkle), *Economic Inquiry: Miscellany Section*, 52, 896–899 (2014)
- Optimal Contracting Policy for E-Mall Services (with M. Parameswaran), *Proceedings of IEEE E-Commerce Technology* (2008)

WORKING PAPERS (MANUSCRIPTS)

- Motivating Loyal Bureaucrats in Sequential Agency (with A. Rodivilov)
- Delegation and the Value of Shirking Incentive (with J. Kim and A. Rodivilov)
- Information Acquisition and Countervailing Incentives (with S. Yun)

ONGOING RESEARCH (AT VARIOUS STAGES)

- Assigning Easy Tasks as an Incentive Device
- Information Process and Sourcing Strategy (with R. Strausz)
- Innovation by a Common Agent (with R. Lima and H. Moreira)
- Competition as a Device for Price Discrimination (with M. Peitz)
- Handicapping the Manager (with S. Yun)
- Competition Policy and Brain Drain (with Y. Kurokawa)

EDITORIAL/REFEREE SERVICES

- Editorial Board: Theoretical Economics Letters (2020–)
- Referee: AEJ-Microeconomics, RAND Journal of Economics, Journal of Economic Theory, Games and Economic Behavior, International Economic Review, Journal of Industrial Economics, Journal of Economics and Management Strategy, International Journal of Industrial Organization, Journal of Public Economic Theory, Scandinavian Journal of Economics, Canadian Journal of Economics, Journal of Institutional and Theoretical Economics, Managerial and Decision Economics, International Journal of the Economics of Business, Southern Economic Journal, Journal of Economic Behavior and Organization, International Economic Journal, Journal of Economics, Modern Economy, Industrial Relations, Journal of Economic Insight, Quantitative Finance, Review of Industrial Organization, The Manchester School, Theory and Decision, Economic Inquiry, Economics Letters, Economics Research International, Theoretical Economics Letters, International Transactions in Operational Research, Review of Economic Design, Administrative Issues Journal, Applied Economics Letters

COURSES TAUGHT

- U: Microeconomics, Industrial Organization, Mathematical Economics, Game Theory
- G (MBA): Managerial Economics, Game Theory and Strategic Behavior

LONG-TERM VISITING POSITIONS

- University of Mannheim, Germany (Aug 2008–Aug 2009, Jan–Apr 2010)
- Humboldt University of Berlin, Germany (Sep–Oct 2011)
- FGV, Rio de Janeiro, Brazil (Sep–Dec 2015)
- ESSEC and THEMA, Cergy, France (Sep–Dec 2016)

PROFESSIONAL AFFILIATIONS

- American Economic Association
- Econometric Society
- Industrial Organization Society