

DONGSOO SHIN

DEPARTMENT OF ECONOMICS
LEAVEY SCHOOL OF BUSINESS
SANTA CLARA UNIVERSITY
EMAIL: DSHIN@SCU.EDU

ACADEMIC RANK & EDUCATION

- Full Professor (2022–), Associate Professor (2008–22), Assistant Professor (2002–08)
- PhD in Economics (Univ of Washington, 2001), BS in Engineering (Yonsei Univ, 1993)

RESEARCH AREA

- Agency Theory, Applied Game Theory, Economics of Information, Organizational Economics, Industrial Organization

PUBLICATION IN PEER-REVIEWED JOURNALS

- Motivating Loyal Bureaucrats in Sequential Agency (with A. Rodivilov), *The B.E. Journal of Theoretical Economics*, 24, 519–553 (2024)
- Insourcing versus Outsourcing in Vertical Structure (with R. Strausz), *Journal of Economics & Management Strategy*, 33, 509–538 (2024)
- Vertical Relationships with Hidden Interactions (with J. Kim), *Games*, 14, Article 69, special issue on Industrial Organization and Organizational Economics (2023)
- Information Acquisition and Countervailing Incentives (with S. Yun), *Journal of Mathematical Economics*, 107, Article 102848 (2023)
- Aggregate Information and Organizational Structures (with G. Celik and R. Strausz), *Journal of Industrial Economics*, 71, 256–290 (2023)
- Overachieving and Obsessive Behavior as Signaling Devices under Career Concern (with A. Rodivilov and X. Zhao), *Journal of Institutional and Theoretical Economics*, 178, 311–331 (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)

- Gaining Control by Losing Control (with J. Kim and A. Rodivilov)
- Limits on Discretion and Agent Selection (with S. Yun)
- Information Alliance in Common Agency (with R. Lima, H. Moreira and A. Rodivilov)
- Inviting Competition to Discriminate Prices (with G. Celik)
- Hybrid Contracting in Repeated Interactions (B. Ganglmair and J. Klix)

ONGOING RESEARCH (AT VARIOUS STAGES)

- Demand and Incentives in Distribution Channels (with R. Strausz)
- Innovation under Common Agency (with R. Lima, H. Moreira and A. Rodivilov)
- Innovation in Hierarchical Agency
- Perceived Ease as an Incentive Device (with G. Celik)
- Competition Policy and Brain Drain (with Y. Kurokawa)

COURSES TAUGHT

- Microeconomics, Game Theory, Industrial Organization, Mathematical Economics, Managerial Economics

LONG-TERM VISITING POSITIONS

- University of Mannheim, Germany (Aug 2008–Aug 2009, Jan–Apr 2010)
- Humboldt University of Berlin, Germany (Sep–Nov 2011, Aug–Oct 2022, Oct–Nov 2025)
- Fundação Getulio Vargas (FGV), Brazil (Sep–Dec 2015)
- ESSEC/THEMA, France (Sep–Dec 2016, Sep–Dec 2023, Nov–Dec 2024, Sep–Oct 2025)

CONFERENCE PRESENTATIONS

- 2025: IIOC, Philadelphia PA; EARIE, Valencia Spain; Jornadas de Economía Industrial, Santander Spain
- 2024: IIOC, Boston MA; Midwest Economic Theory Conference, Indianapolis IN; Korean Economic Review International Conference, Pyeongchang South Korea; EARIE, Amsterdam Netherlands; Asia-Pacific IO Conference, Seoul Korea
- 2023: IIOC, Washington DC; Midwest Economic Theory Conference, Knoxville TN; EARIE, Rome Italy
- 2022: Society of Institutional and Organizational Economics, Toronto Canada; Econometric Society Asian Meeting, Tokyo Japan (on-line); EARIE, Vienna Austria
- 2021: EARIE, Bergen Norway (on-line)
- 2020: World Congress of Econometric Society, Milan Italy (on-line)
- 2019: Econometric Society North American Meeting, Seattle WA; EARIE, Barcelona Spain; Midwest Economic Theory Conference, Bloomington IN
- 2018: Econometric Society European Meeting, Cologne Germany; IIOC, Indianapolis IN; EARIE, Athens Greece; Midwest Economic Theory Conference, Philadelphia PA
- 2017: Midwest Economic Theory Conference, Dallas TX
- 2016: IIOC, Philadelphia PA
- 2015: IIOC, Boston MA; Jornadas de Economía Industrial, Alicante Spain; EARIE, Munich Germany; Western Economics Association Conference, Honolulu HI

- 2014: IIOC, Chicago IL; Midwest Economic Theory Conference, Lawrence KS; Jornadas de Economia Industrial, Barcelona Spain; Western Economics Association Conference, Denver CO; Midwest Economic Theory Conference, Indianapolis IN
- 2013: Midwest Economic Theory Conference, Lansing MI
- 2012: IIOC, Arlington VA; Western Economics Association Conference, San Francisco CA; Midwest Economic Theory Conference, Bloomington IN
- 2011: Econometric Society Far Eastern Meeting, Seoul Korea; IIOC, Boston MA; EARIE, Stockholm Sweden; International Society for New Institutional Economics Annual Conference, Stanford CA; Midwest Economic Theory Conference, Notre Dame IN; Midwest Economic Association Conference, St. Louis MO
- 2010: EARIE, Istanbul Turkey
- 2009: IIOC, Boston MA; Southern Economic Association Meeting, San Antonio TX
- 2008: IIOC, Arlington VA; Midwest Economic Association Conference, Chicago IL; ZEW Conference on Investment and Innovation Incentives, Mannheim Germany
- 2007: IIOC, Savannah GA; Southern Economic Association Meeting, New Orleans LA; Midwest Economic Association Meeting, Minneapolis MN
- 2006: IIOC, Boston MA; Midwest Economic Theory Conference, Lansing MI
- 2005: IIOC, Atlanta GA; Midwest Economic Theory Meeting, Lawrence KS; Southern Economic Association Meeting, Washington DC; Western Economics Association Meeting, San Francisco CA; Midwest Economic Association Meeting, Milwaukee WI
- 2004: Econometric Society North American Meeting, San Diego CA; Canadian Economic Theory Conference, Montreal Canada; Midwest Economic Theory Meeting, Indianapolis IN; Midwest Economic Association Meeting, Chicago IL; Midwest Economic Theory Meeting, St. Louis MO; Western Economics Association Meeting, Vancouver Canada
- 2003: Econometric Society North American Meeting, Washington D.C.; Canadian Economic Theory Conference, Vancouver Canada; Southern Economic Association Meeting, San Antonio TX; Midwest Economic Association Meeting, St. Louis MO

- 2002: Western Economics Association Conference, Seattle WA; Midwest Economic Association Meeting, Chicago IL

INVITED TALKS (SEMINARS AND WORKSHOPS)*

- 2025: Berlin Micro Theory Seminar; ESSEC Business School
- 2024: UC–Santa Cruz; ESSEC Business School
- 2023: CY Cergy Paris University and THEMA; CY Advanced Studies Institute
- 2022: UC–Irvine; Berlin IO Day Workshop
- 2020: University of Colorado–Boulder (on-line)
- 2019: University of Mannheim; Auburn University; Wayne State University
- 2018: Athens School of Economics and Business
- 2017: UC–Irvine
- 2016: University of Cergy-Pontoise and THEMA Research Center
- 2015: University of Oklahoma; FGV–EBEPE; FGV–EPGE
- 2014: Indiana University–Bloomington (Kelly School of Business, BEPP)
- 2012: Indiana University Purdue University–Indianapolis (IUPUI)
- 2011: UC–Irvine; University of British Columbia; University of Washington
- 2010: University of Mannheim; California Polytechnic Institute
- 2009: University of Heidelberg; University of Munich; CERGE–EI
- 2008: University of Mannheim; Humboldt University of Berlin
- 2007: Hitotsubashi University; University of Washington
- 2006: UC–Santa Cruz
- 2005: Oregon State University
- 2004: UC–Davis; San Francisco State University

*Presentations at the home institution are excluded.

EDITORIAL/REFeree SERVICES

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

PROFESSIONAL AFFILIATIONS

- American Economic Association
- Econometric Society
- Industrial Organization Society