

Xinyu FAN

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Employment	Assistant professor of economics, Cheung Kong Graduate School of Business	2018-
Interests	Game Theory, Political Economy, Industrial Organization, Economic History	
Education	PhD in Economics <i>University of California, Los Angeles</i>	2018
	M.A. in Economics <i>University of California, Los Angeles</i>	2014
	Bachelor of Economics and Finance <i>The University of Hong Kong, preparatory year at Tsinghua University, Beijing</i>	2012
Publication	Strategic Promotion, Reputation, and Responsiveness in Bureaucratic Hierarchies with Feng Yang, 2019, <i>Journal of Theoretical Politics</i> 31(3), 286-307 How should a mid-tier official promote his subordinates to build up reputation when the big boss is watching you?	
Research	Elite Persistence, Power Struggle and Coalition Dynamics Why do revolutions that aim to install social equality often quickly reproduce the same type of hierarchies that the revolutionaries sought to destroy? The Economic Motives of Foot-binding (with Lingwei Wu) The emergence, diffusion and decadence of a cultural tradition (foot-binding) in response to changes in upward social mobility (<i>Keju</i>). The Promotion Club (with Shuo Chen and Zhitao Zhu) How to recruit preferred agents without distorting average working incentives? The principal commits to include top-performers into a "promotion club", but only promote from within the club based on personal discretion. Warcraft: Legitimacy Building of Usurpers (with Shuo Chen) Usurpers initiated 35.6% more wars than hereditary rulers for more aggressive legitimization, warfare data from Imperial China in two millennia showed. Godfather Politicians and Organized Violence: The Good, The Bad, And The Bloody (with Shuo Chen and Xuanyi Wang)	

A corrupt politician may serve as Godfather to arbitrate local mafia disputes peacefully. When the politician is eradicated, the local power vacuum leads to surges of local violence.

Law vs. Lynching: A History of Vigilantes (with Shuo Chen and Bo Yang)

Lynching sometimes collaborates with law enforcement to realize social "justice", but is always punished by law for social stability. We show how strong state capacity weakens lynching, and why sometimes a lynching state may exist.

Starving and Deceiving? How Disasters Reshape Politicians' Incentives to Lie (with Shuo Chen and Xuanyi Wang)

The victims of lies are more reluctant to lie: childhood exposures to famines restrain local politician's incentives to manipulate local GDP numbers for political benefits.

Monitoring Dynamics in Fighting Corruption (work in progress)

An anti-corruption investigator may deliberately turn a blind eye to early corruption behavior then use the threat of confiscation to enforce future good actions.

Investment with News Arrivals (work in progress)

When launching new products, the best firms sometimes "wait and see": allow others to test the market, and enter the market after the potential is proven.

Peace and War and Peace: Social Order in Costly Struggles (work in progress)

How arming strategies shape war and peace in a non-monotonic way, and why David may out-invest Goliath in arms.

The Clash of Legitimacy (and The Remaking of Organizational Order) (with Shuo Chen, work in progress)

Why do we observe cycling purges in transitional period of organizations? The continued legitimacy fights between charismatic leader and bureaucracy is the key.

Conferences 2020

SIOE 2020 at MIT; USC China Workshop; HKUST summer institute (scheduled)

2019

Econometric Society Asian Meeting; Conference on Political Selection, Peking University NSD;

Chinese Economy stream, ATINER, Athens, Greece (Session Organizer); Fudan University

School of Management; Fudan University School of Economics Workshop

2018 and before

Shantou University; Peking University (18); Conference on Political Selection, Peking University NSD (18); Ronald Coase Institute Workshop of Institutional Analysis (17); The 5th International Workshop on Economic Analysis of Institutions, Xiamen, China (17); Economic History Association Annual Meeting (16); Midwest Political Science Association Annual Conference, Chicago, USA (15)

Teaching

At CKGSB:

Executive MBA

Information Economics and Political Economy 2019

At UCLA

Interim Instructor

Economics of E-commerce and Technology 2015, 2016

Industrial Organization 2014, 2015

Teaching Assistant/Associate/Fellow

Economics of Entrepreneurship 2015-2017

Economics of E-commerce and Technology 2013-2016

Game Theory 2015

Market Design 2016

Intermediate Macroeconomic Theory 2016

Intermediate Microeconomic Theory 2014

Awards

UCLA Dissertation Year Fellowship 2017

UCLA Economic Departmental Teaching Assistantship 2013-2016

UCLA Department of Economics Excellence in Teaching, First Prize 2016

UCLA Teaching Assistant Award 2015

UCLA Economic Departmental Fellowship 2012

UCLA Departmental Travel Grants 2015, 2017

HKU Foundation Scholarship for Outstanding Mainland Students (Full Scholarship) 2009-2012

HKU Dean's Honors List 2009-2012

HKU Worldwide Exchange Scholarship 2011

HKICPA QP Case Analysis Competition Winner and Best Presenter Award 2010

Tsinghua University Challenge Cup Research Competition, Third Prize 2009

Tsinghua University Departmental Freshman Research Competition, First Prize

2009

Services

Organizer, Theory Proseminar, Department of Economics, UCLA

2015-2017

Organizer, Lunch with Theory Workshop Speakers, Department of Economics, UCLA

2015-2017

Founding Chair, Rights and Interests Committee, CSSAUD, HKU

2010-2012