

JUNJI XIAO

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Department of Economics, Lingnan University
RM 216, 2/F, Dorothy Y. L. Wong Building

EDUCATION

University of Toronto, Canada Ph.D. in Economics	<i>July 2001 - June 2006</i>
Nankai University, China M.A. in International Economics and Trade, 2001 B.A. in International Economics, 1998	<i>September 1994 - June 2001</i>

EXPERIENCE

Full Time Positions

Associate Professor (with substantiation) , Department of Economics Lingnan University, Hong Kong	<i>2022.7 - present</i>
Associate Professor , Department of Economics Lingnan University, Hong Kong	<i>2021.1 - 2022.6</i>
Associate Professor (Continuum contract), The Economics Discipline Group The University of Technology Sydney, Australia	<i>2017.8- 2020.12</i>
Associate Professor (Renewable contract until August 2019), Faculty of Business Administration The Chinese University of Hong Kong, Hong Kong	<i>2014-2017</i>
Associate Professor (Tenured), School of Management Fudan University, Shanghai, China	<i>2010-2014</i>
Associate Professor (Renewable contract until August 2012), Department Head, Assistant to Dean , School of Economics, Shanghai University of Finance and Economics, Shanghai, China	<i>2008-2010</i>
Assistant Professor (Renewable contract until August 2012), School of Economics Shanghai University of Finance and Economics, Shanghai, China	<i>2006-2008</i>

Concurrent Employment

Associate Dean (Taught Postgraduate Studies), Faculty of Social Sciences Lingnan University, Hong Kong	<i>2025.12 - 2027.08</i>
Director , Master of Science in International Development Economics Programme (joint with SWUFE), Lingnan University, Hong Kong	<i>2025.06 - 2027.08</i>
Head , UTS-Shanghai Division University of Technology Sydney, Australia,	<i>2020.6- 2020.12</i>

Visiting Positions

Research Fellow , Department of Marketing City University of Hong Kong,	<i>09 - 11/2008</i>
Research Fellow , Department of Marketing City University of Hong Kong,	<i>11/2009</i>

RESEARCH INTERESTS

Empirical Industrial Organization, Environmental Economics, China Economy, Behavioral Economics.

REFERRED JOURNAL PUBLICATIONS

1. “Anti-corruption and luxury goods consumption: Evidence from the Chinese cigarette market”, with Wei Liu, Xiaoling Zhan, & Bingyong Zheng, *Oxford Bulletin of Economics and Statistics* (2026), Advance online publication. <https://doi.org/10.1111/obes.70105>
2. “Does Pollution Affect Exports? Evidence from China”, with Jie Bai and Larry Qiu, *Journal of Comparative Economics*, 54(2)(2026): 598-620.
3. “Technology Spillovers from Sino-Foreign Auto Joint Ventures to Indigenous Brands”, with Jing Liang and Larry Qiu, *International Journal of Industrial Organization*, 104 (2026): 103232.
4. “Is Pollution Reduced or Redistributed? The Impact of Electric Vehicle Subsidies in China”, with Lisha Meng and Mengxin Liu, *Journal of Economics & Management Strategy* (2025), <https://doi.org/10.1111/jems.12634>.
5. “Environmental and Regional Economic Development Policy: Evidence from the Rise of Central China Program”, *Journal of the Association of Environmental and Resource Economists*, with Chunbo Ma, Jianxin Wu, and Xiaoling Zhan, 11 (5)(2024):1229 -1273.
6. “Screening Through Investment: Evidence from the Chinese Automobile Industry”, with Wei Lin and Frank Mathewson, *Review of Industrial Organization*, 64(4)(2024): 471-513.
7. “How lending experience and borrower credit influence rational herding behavior in peer-to-peer microloan platform markets”, with Paul Benjamin Lowry and Jia Yuan, *Journal of Management Information Systems*, 40(3)(2023): 914-952.
8. “The Selection Effect of Quota Rationing Mechanisms on Sales Distribution: the Convergence of Auction and Lottery”, with Mandy Hu and Bingyong Zheng, *Journal of Economic and Behavioral Organization*, 200(2022): 803-819.
9. “Welfare analysis of the subsidies in the Chinese electric vehicle industry”, with Xiaodan Guo, *Journal of Industrial Economics*, 71 (2023): 675-727.
10. “An Assessment of the Unintended Environmental Impact of Location-based Policy”, with Maoyong Fan, Qu Tang, and Jianxin Wu, *American Journal of Agricultural Economics*, 1(2022): 1–25.
11. “Comparison between uniform tariff and progressive consumption tax in the Chinese automobile industry”, with Xiaolan Zhou, Caixia Shen and Yanfei Wang, *Journal of Industrial Economics*, 69(1)(2021): 169-213.
12. “Corruption and Investment: Theory and Evidence from China”, with Bingyong Zheng, *Journal of Economic Behavior & Organization*, 175(2020): 40 - 54.
13. “Market Equilibrium and Welfare Effects of Fuel Tax in China: the Impact of Consumers’ Response in Driving Patterns”, with Xiaolan Zhou and Jijun Tan, *Journal of Environmental Economics and Management*, 9(2019): 20-43.
14. “Socio-economic development and electricity access in developing economies: A long-run model averaging approach”, with Tong Zhang, Xunpeng Shi, and Dayong Zhang, *Energy Policy*, 132(2019): 223-231.
15. “Cross-national variation in consumers’ retail channel selection in a multichannel environment: Evidence from Asia-Pacific countries”, with Qiang (Steven) Lu, Chinmay Pattnaik and Ranjit Voola, *Journal of Business Research*, 86(C)(2018):321-332.
16. “The Determinants of Dealership Structure: Empirical Analysis of the Chinese Auto Market”, with Heng Ju, *Journal of Comparative Economics*, 44(4)(2016):961 - 981.

17. “Welfare Analysis of the Vehicle Quota System in China”, with Xiaolan Zhou and Wei-Min Hu, *International Economic Review*, 58(2)(2017): 617-650.
18. “The Price Evolution in China’s Automobile Market”, with Shanjun Li and Yimin Liu, *Journal of Economics & Management Strategy* (Featured article), 24(4)(2015): 786-810.
19. “Are Points like Money? An Empirical Investigation of Reward Promotion Effectiveness for Multi-category Retailers”, with Liyuan Wei, *Marketing Letters*, 26(1)(2015): 99-114.
20. “Market Equilibrium and the Environmental Effect of Tax Adjustments in China’s Automobile Industry”, with Heng Ju, *Review of Economics and Statistics*, 96(2)(2014):306-317.
21. “Collusion or Competition? Interfirm Relationships in the Chinese Auto Industry”, with Wei-Min Hu and Xiaolan Zhou, *Journal of Industrial Economics*, 62(1)(2014):1-40.
22. “Factors affecting the take-off of innovative technologies: Evidence from digital cameras”, with Liyuan Wei, *Applied Economics*, 44(32)(2012): 4143-4152.
23. “Technical Advances in Digital Cameras: Welfare Analysis on Easy-to-Use Characteristics”, *Marketing Letters*, 19(2)(2008): 171-181.
24. “Markov Perfect Equilibrium in the US Digital Camera Market”, *International Journal of Industrial Organization*, 26(5)(2008): 1233-1249.
25. “A Method for Analyzing Strategic Product Launch”, *Frontiers of Economics in China*, 2(3)(2007): 458-464.

WORKING PAPERS

1. “The Competitive Effects of Vertical Integration and Foreclosure”, with Yunyi Hu, *Economic Journal*, under review
2. “Industrial Policy and Human Capital: Evidence from China’s 156 Projects”, with Jianxin Wu, Han Ye, Xiaoling Zhan and Chaokai Zhang
3. “Black Market Performance: Illegal Trade in Beijing License Plates”, with Øystein Daljord, Mandy Hu, and Guillaume Pouliot, *Journal of Public Economics*, under revision
4. “Anti-corruption and Luxury Goods Consumption: Evidence from the Chinese Cigarette Market”, with Wei Liu, Xiaoling Zhan and Bingyong Zheng, *Oxford Bulletin of Economics and Statistics*, under revision
5. “The Incidence and Distributional Effects of Electric Vehicle Subsidies in China”, with Jing Liang and Chao Wang, *Journal of Economic Behavior & Organization*, under revision
6. “Heterogeneity of Indirect Network Effects: Empirical Analysis of the Chinese Electric Vehicle Market”, with Jianwei Xing, Xiaodan Guo, and Jiming Wang, Working Paper
7. “Effects of Distributor and Market Characteristics on Distribution Intensity: An Analytical Model and Empirical Investigation”, with Xubing Zhang and Namwoon Kim, Working Paper
8. “Prediction and Learning about Credit Card Spending”, with Jaimie Lien and Liyin Jin, Working Paper
9. “Heterogeneity of Indirect Network Effects: Empirical Analysis of the Chinese Electric Vehicle Market”, with Jianwei Xing, Xiaodan Guo, and Jiming Wang.

GRANTS

General Research Fund from Research Grant Council of Hong Kong (Principal Investigator, PN: 13500925, HK\$ 438,000), *2026-2028*

General Research Fund from Research Grant Council of Hong Kong (Principal Investigator, PN: 13601823, HK\$ 420,327), *2025-2026.6*

General Research Fund from Research Grant Council of Hong Kong (Principal Investigator, PN: 13600522, HK\$ 499,104), *2023-2026.6*

Public Policy Research (PPR) Funding Scheme of Hong Kong Government (CO-Investigator, HK \$ 982,560), *2020.11 -2022.8*

General Research Fund from Research Grant Council of Hong Kong (Principal Investigator, HK\$ 390,000), *2017-2018*

Grant from National Natural Science Foundation of China (Principal Investigator, US\$30K), *2011 2013*

Grant from Shanghai Automotive Trade Association (Principal Investigator, US\$9K), *2010.6-2010.12*

Research Grant for Returning Scholars from Oversea (by Ministry of Education of the People's Republic of China, Principal Investigator, US\$4k), *2009 2010*

Pujiang Project Award (by Shanghai Government, Principal Investigator, US\$15k), *2008 2009*

German DFG fellowship, *2001*

INVITED PRESENTATIONS/ LECTURES

Conference Presentation

- “Black Market Performance: Illegal Trade in Beijing License Plates”
 - The Forum of the Chinese Scholars in Industrial Economics, Renmin University, China, November 2021
 - The Fifth CCER Summer Institute, Beijing University, China, July 2021.
- “An Assessment of the Unintended Environmental Impact of Location-based Policy”
 - American Economic Association 2021 Annual Meeting, January 2021.
 - Agriculture & Applied Economics Association Annual Meeting, Atlanta, July 2019
- “Consumption tax and its non-tariff protective effect on the Chinese automotive industry”, The Eighth International Forum of Investment, Tianjin, September 2019.
- “Tariff Protection, Product Differentiation and Market Conduct”, The 7th Conference on Trade and Development, Nankai University, Tianjin, June 2019.
- “Dealer Size Distribution in the Chinese Automobile Market,” International Conference “Protecting the Weak – Concepts and East Asian Evidence at Lingnan University in Hong Kong, October 2016.
- “Market Equilibrium and Welfare Effects of Fuel Tax in China: the Impact of Consumers’ Response in Driving Patterns,” Conference on Energy, Environmental and Industrial Economics and Policy at Tianjin University, December 2016.
- “Luck Celebration? How License Plate Lotteries Affect Car Purchase Decisions: Evidence from China’s Automobile Market and the Lab,” Academic Symposium on Big Data Driven Management and Decision Research 2016 at the Chinese University of Hong Kong, September 2016.

- “Are Points like Money? An Empirical Investigation of Reward Promotion Effectiveness for Multi-category Retailers,” The 2013 Annual Conference of China Marketing Science, August 2013.
- “Market Equilibrium and the Environmental Effects of Tax Adjustments in China’s Automobile Industry,”
 - AEA meeting Chicago, January 2012.
 - Workshops on Asian Competition Policy and on Industrial Organization and Management Strategy, May 2007

Seminar Presentation

- “Black Market Performance: Illegal Trade in Beijing License Plates,”
 - LeBow College of Business, Drexel University, April 2021
 - School of International Trade and Economics, University of International Business and Economics, April 2021
 - Renmin University of China, September 2019.
 - Jinan University, December 2019
 - University of Hong Kong, December 2019
 - Hainan University, December 2019
- “The Role of Experience in Agency Choice in Australian Housing Market” Virtual Workshops on Topics in Regional and Urban Economics: China, Asia, and Beyond, Jinan University, April 2021.
- “Market Equilibrium and Welfare Effects of Fuel Tax in China: the Impact of Consumers’ Response in Driving Patterns,”
 - Guanghua School of Management, Beijing University, September 2016.
 - College of Management and Economics, Tianjin University, December 2016.
 - University of Macau, 2016
 - Shanghai University of Electric Power, 2015.
- “The Determinants of Dealership Structure: Empirical Analysis of the Chinese Auto Market,” Faculty of Business, Hong Kong Polytechnic University, 2015.
- “Are Points like Money? An Empirical Investigation of Reward Promotion Effectiveness for Multi-category Retailers,” University of Macau, 2011
- “Factors affecting the take-off of innovative technologies: Evidence from digital cameras,” South-western University of Finance and Economics, 2008

PROFESSIONAL SERVICES

Academic Affiliation

- Canadian Economics Association
- Chinese Economist Society

Referee Services

China Economic Quarterly, Contemporary Economic Policy, Energy Economics, Energy Policy, Environmental & Resource Economics, International Journal of Industrial Organization, Journal of Economic Behavior and Organization, Journal of International Economics, Journal of Politics, Journal of Public Economics, Journal of the European Economic Association, Pacific Economic Review, Rand Journal of Economics, Resource and Energy Economics.

Graduate Committee

- Current PhD students
 - Mengxin Liu
 - Huanxi Feng
- Graduated Postgraduate students (Total: 5)
 - Wei Liu (Lingnan University)
 - Jing Liang (Lingnan University)
 - Ling Liu (Shanghai University of Electric Power)
 - Guodong Li (Shanghai Maritime University)
 - Yao Wang (Chinese University of Hong Kong)

Internal Services

- The Chinese University of Hong Kong
 - Director of Librarian Committee, 08/2014 – 08/2016.
 - Member of MScBA Programme Committee, 08/2016 – 07/2017.
 - Member of Recruiting Committee of Business Economics, 2014-2015.
- University of Technology Sydney
 - EDG Director of International Working Group

TEACHING

Introduction of Economics (First Year Undergraduate Course, Lingnan University)

Intermediate Microeconomics (Second Year Undergraduate Course, Lingnan University)

Economics of Antitrust and Regulation (Fourth Year Undergraduate Course, Lingnan University)

Econometrics Theory (Ph.D. Course, University of Technology Sydney)

Empirical Industrial Organization (Ph.D. Course, University of Technology Sydney)

Introduction of Econometrics (Third Year Undergraduate Course, University of Technology Sydney)

Macroeconomics (Second Year Undergraduate Course, University of Technology Sydney)

Studio I (eMBA Course, University of Technology Sydney)

Market Design and Government Policy (Capstone Course for Honors Degree Program, University of Technology Sydney)

Managerial Economics (EMBA Course, The Chinese University of Hong Kong)

Macroeconomics (First Year MBA Course, The Chinese University of Hong Kong)

Economics for Business Studies I (First Year Undergraduate Course, The Chinese University of Hong Kong)

Advanced Microeconomics I (First Year Master Program of Accounting Course, Fudan University, 2010-2012)

Advanced Microeconomics II (First Year Ph.D. Course, Fudan University, 2010-2012)

Empirical Industrial Organization (Second Year Ph.D. Topics Course, Fudan University, Shanghai University of Finance and Economics, 2006-2012)

Econometrics I (First Year Master Program Course, Shanghai University of Finance and Economics, 2006-2010)

Theory of Industrial Organization (Second Year Master/Ph.D. Course, Shanghai University of Finance and Economics, Fall 2007)