

ZHUORAN LU

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POSITIONS

2018- Assistant Professor, School of Management, Fudan University
2019 Visiting Scholar, MIT Sloan School of Management

EDUCATION

2018 Ph.D. in Economics, UCLA
- Advisors: Simon Board and Moritz Meyer-ter-Vehn
2012 B.A. in Economics, Tsinghua University
B.A. in Law (double major), Tsinghua University

RESEARCH INTERESTS

Contract Theory, Industrial Organization, Information Economics, Organizational Economics

WORKING PAPERS

“Selling Signals”, revised and resubmitted at *Journal of Economic Theory*.
“Incentive Design under Network-Based Peer Monitoring” (with Yangbo Song), revise and resubmit at *Journal of Economic Theory*.
“Leveraging Network Effects for Connected Products: Strategies and Implications for the Value Chain” (with Yifan Dou, D.J. Wu and Jian Chen), revised and resubmitted at *MIS Quarterly*.
“Competitive Nonlinear Pricing for Signals”.
“Relational Contracts in Usage-Based Insurance” (with Jiajia Cong).
“Online Relational Contract and Offline Investment” (with Limei Chen).

WORK IN PROGRESS

“ESG Signaling in Supplier-Customer Relationships” (with Huaxi Zhang).

GRANTS

2023.01—2025.12, Principal Investigator, Optimal Pricing for Signaling Goods: Information Structure and Market Structure, National Natural Science Foundation of China.
2022.01—2026.12, Member, “Research on Scientific Antitrust Regulation in the Digital Economy”, The Key Project of National Natural Science Foundation of China.

TEACHING

- The Theory of the Firm (graduate)
Evaluations: 2021 (100; 85.09)¹, 2022 (95; 86.73)
- Contract Theory (graduate)
Evaluations: 2021 (99.33; 96.65), 2022 (99.71; 98.81)
- Intermediate Microeconomics (undergraduate)
Evaluations: 2021 (92.86; 85.09), 2022 (92.64; 86.73), 2023 (92.23; 87.59)
- Intermediate Macroeconomics (undergraduate)
Evaluation: 2018 (96.27; 92.53)

SEMINAR AND CONFERENCE PRESENTATIONS

- 2023 Tsinghua, WHICEB, Jinan, AMES, Tsinghua BEAT, ECUST, LNU, HUST, Fudan, Tongji, HKEA Biennial Conference (scheduled), APIOC (scheduled)
- 2022 AMES, CMES, SAET, CES
- 2021 CMES, UIBE, XMU
- 2020 PKU, SUFE, ECNU
- 2019 MIT Sloan, CUHK-SZ, ECUST, SUFE, UIBE, Nankai, AMES, SAET
- 2018 Tsinghua, Cornell Johnson, Fudan, Nanjing International Conference on Game Theory
- 2017 NASME
- 2016 15th Annual Columbia/Duke/MIT/Northwestern IO Theory Conference

FELLOWSHIPS, HONORS AND AWARDS

- Marcia and Herbert Howard Graduate Fellowship (Research Award), UCLA (2017)
- Dissertation Year Fellowship, UCLA (2017)
- Journal of Industrial Economics Fellowship (2016)
- Teaching Assistant Fellowship, UCLA (2013-2017)
- Best Paper Award, 3rd National Conference for Undergrad Research in Economics (2011)
- First Prize Academic Achievement Scholarship, Tsinghua University (2011)
- Excellent Student Leader, Tsinghua University (2011)

PROFESSIONAL ACTIVITY

- Referee for *Journal of Mathematical Economics*, *Management Science*, *Review of Economic Design*, *Economic Modelling*, *China Economic Studies*

LANGUAGES AND SKILLS

- Languages: Chinese (native), English (fluent)
- Computer Skills: C/C++, MATLAB, MATHEMATICA, STATA

¹ The first number inside the parentheses is my teaching evaluation, and the second number is the school's average score.

References

Prof. Simon Board
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Prof. Jianpei Li
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Prof. Moritz Meyer-ter-Vehn
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Prof. Lingfang Li
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