

## CURRICULUM VITAE

Quan Wen

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### Contact Information

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### Education

- Ph.D., Economics, University of Western Ontario, London, Ontario, Canada, 1991. Ph.D. Dissertation: "Essays on Negotiation and Renegotiation" (awarded with 1991 T. Merritt Brown Ph.D. Thesis Prize)  
Dissertation Committee: Phil Reny (Chair), I. Horsteman, and A. Segupta.
- M.A., Economics, University of Western Ontario, London, Ontario, Canada, 1988.
- B.Sc. (Honours), Mathematics, Jilin University, Changchun, Jilin, China, 1985.

### Academic Positions

- Castor Professor of Economics, University of Washington, 2013.8-present
- Professor of Economics, Vanderbilt University, 2005.1-2013.08.
- Visiting Professor, Department of Econometrie en Operationele Research, Vrije Universiteit Amsterdam, and Tinbergen Institute, 2011.3, 2006.2.26-2006.5.1.
- Associate Professor of Economics, Vanderbilt University, 2001.9-2004.12.
- Associate Professor of Economics, University of Windsor, 1995.7-2001.6.
- Assistant Professor of Economics, University of Windsor, 1991.7-1995.6.

### Publications in Referred Journals

- "The 'Folk Theorem' for Repeated Games with Complete Information," *Econometrica*, Vol. 62, No. 4 (July 1994), 949-954.
- "Perfect Equilibria in a Negotiation Model" (with Lutz-Alexander Busch), *Econometrica*, Vol. 63, No. 3 (May 1995), 545-565.
- "On Renegotiation-Proof Equilibria in Finitely Repeated Games," *Games and Economic Behavior*, Vol. 13, No. 2 (April 1996), 286-300.
- "Labor Market Search and Capital Accumulation: Some Analytical Results" (with Shouyong Shi), *Journal of Economic Dynamics and Control*, Vol. 21, No. 10 (August 1997), 1747-1776.
- "Price Regulation of Pharmaceuticals in Canada" (with Aslam H. Anis), *Journal of Health Economics*, Vol. 17, No. 1 (January 1998), 21-38.

- “Bargaining with Surplus Destruction” (with Lutz-Alexander Busch and Shouyong Shi), *Canadian Journal of Economics*, Vol. 31, No. 4 (October, 1998), 915-932.
- “Strategic Invasion in Markets with Switching Costs” (with Ruqu Wang), *Journal of Economics and Management Strategy*, Vol. 7, No. 4 (Winter 1998), 521-549.
- “Labor Market Search and the Dynamic Effects of Taxes and Subsidies” (with Shouyong Shi), *Journal of Monetary Economics*, Vol. 43, No 2 (April 1999), 457-495.
- “Outsiders’ Threat and Consecutive Offers” (with Ling Qiu), *Economic Theory*, Vol. 15, No. 3 (May 2000), 663-676.
- “Finite Horizon Negotiation Games” (with Lutz-Alexander Busch), *Annals of Economics and Finance*, Vol. 2, No. 2 (November 2001), 415-435.
- “Negotiation Games with Unobservable Mixed Disagreement Actions” (with Lutz-Alexander Busch), *Journal of Mathematical Economics*, Vol. 35, No. 4 (July 2001), 563-579.
- “Flexibility of Disagreement Actions in Negotiations” (with Taiji Furusawa), *International Journal of Game Theory*, Vol. 30, No. 1 (September 2001), 19-39.
- “Persistent Protection in an International Exit Game” (with Aslam H. Anis and Michael Benarroch), *Journal of International Economics*, Vol. 56, No. 2 (March 2002), 465-487.
- “Disagreement Points in Trade Negotiations” (with Taiji Furusawa), *Journal of International Economics*, Vol. 57, No. 1 (June 2002), 133-150.
- “A Folk Theorem for Repeated Sequential Games,” *Review of Economic Studies*, Vol. 69, No. 2 (April 2002), 493-512.
- “On Asynchronously Repeated Games” (with Satoru Takahashi), *Economics Letters*, Vol. 79, No. 2 (May 2003), 239-245.
- “Bargaining with Stochastic Disagreement Payoffs” (with Taiji Furusawa), *International Journal of Game Theory*, Vol. 31, No. 4 (October 2003), 571-591.
- “On the Power to Hurt: Costly Conflict with Complete Informed States” (with Harold Houbra), *Economic Bulletin*, Vol. 3, No. 3 (January 2006), 1-6.
- “Multi-Agent Bilateral Bargaining and the Nash Bargaining Solution” (with Sang-Chul Suh), *Journal of Mathematical Economics*, Vol. 42, No. 1 (February 2006), 61-73.
- “Different Time Preferences and Non-Stationary Contracts in Negotiations” (with Harold Houbra), *Economics Letters*, Vol. 91 (March 2006) 273-279.
- “Wage Bargaining under the National Labor Relations Act” (with Jesse Schwartz), *Journal of Economics and Management Strategy*, Vol. 15, No. 4 (Winter 2006), 1017-1039.
- “Wage Negotiation under Good Faith Bargaining” (with Jesse Schwartz), *International Game Theory Review*, Vol. 9. No. 3 (2007), 551-564.
- “Subgame Perfect Implementation of Stable Matchings in Marriage Problems (with Sang-Chul Suh), *Social Choice and Welfares*, Vol. 31 (2008), 163-174 (published online: September 22, 2007, DOI 10.1007/s00355-007-0272-x).

- “Forgiving Proof Equilibrium in Repeated Games” (with Miguel Aramandia and Luis Ruiz), *the B.E. Journal of Theoretical Economics*, Vol. 8 (2008): Issue 1 (Contributions), Article 5.
- “On Striking for a Bargain between Two Completely Informed Agents” (with Harold Houba), *Economic Theory* 37 (2008), 509-519.
- “A Multi-Agent Bilateral Bargaining with Endogenous Protocol” (with Sang-Chul Suh), *Economic Theory*, Vol. 40 (2009), 203-226.
- “Antitrust Enforcement with Price-Dependent Fines and Detection Probability” (with Harold Houba and Evgenia Motchenkova), *Economic Bulletin*, Vol. 30, No. 3 (2010), 2017-2207.
- “Extreme Equilibria in the Negotiation Model with Different Time Preferences” (with Harold Houba), *Games and Economic Behavior*, Vol. 73 (2011), 507-516.
- “Competitive Prices as Optimal Cartel Prices” (with Harold Houba and Evgenia Motchenkova), *Economics Letters*, Vol. 114, No. 1 (2012), 39-42.
- “Dominant Strategy Implementation with a Convex Product Space of Valuations” (with Katherine Cuff, Sunghoon Hong, Jesse A. Schwartz, and John A. Weymark), *Social Choice and Welfares*, Vol. 39 (2012), 567-597.
- “A Characterization for Dominant Strategy Implementation” (with Jesse Schwartz), *Frontier of Economics in China*, Vol. 8, Issue 1 (2013), 1-18.
- “Forward-Looking Principle in Repeated Games” (with Miguel Aramandia), *International Game Theory Reviews*, Vol. 16, No. 4 (2014), 145001:1-16.
- “Backward Induction and Unacceptable Offers” (with Harold Houba), *Journal of Mathematical Economics*, Vol. 54 (2014), 151-156.
- “Justifiable Punishments in Repeated Games” (with Miguel Aramandia), *Games and Economic Behavior*, Vol. 88 (2014), 16-28.
- “The Effects of Leniency on Cartel Pricing” (with Harold Houba and Evgenia Motchenkova), *B.E. Journal of Theoretical Economics*, forthcoming (2015).

### **Book Chapters and Other Publications**

- “The ‘Folk Theorem’ for Repeated Games with Complete Information,” *Zentralblatt fur Mathematik-Mathematics Abstracts* (October 1994), DE006219314.
- “Economics of Strategies” in Rhona C. Free, ed., *21<sup>st</sup> Century Economics: A Reference Handbook*. Sage Publication, 2010 (the winner of “Outstanding Reference Source” by the American Library Association).
- “On the Effectiveness of Leniency Program in Cartel Enforcement” (with Houba and Motchenkova), *Medium Econometrische Toepassingen-Media for Econometric Applications*, Volume 17, Issue 4 (2010), 18-23.
- “A Bargaining Model of Nuclear Weapons Development and Disarmament” (with Brett Benson), in the *Causes and Consequences of Nuclear Proliferation: A Quantitative-Analysis Approach*, ed. by Robert Rauchhaus, Mathew Kroenig, and Erik Gartzke, Routledge Press, April 2011.

- “The Role of Legal Principles in the Economic Analysis of Competition Policy” (with Harold Houba and Evgenia Motchenkova) in the *Analysis of Competition Policy and Sectoral Regulation*, ed. by Martin Peitz and Yossi Spiegel, April 2014.

### **Working Papers**

- “Repeated Games with Asynchronous Moves.”
- “Nuclear Ambiguity, Bargaining, and Disarmament” (with Brett Benson).
- “Competing Offers in Bargaining” (with Harold Houba).
- “Closed-Form Solution of the Extreme Equilibria in a Class of Negotiation Models” (with Harold Houba).
- “Optimal Fine Schedule” (with Harold Houba and Evgenia Motchenkova).
- “Network Bargaining with Endogenous Matching” (with Duoze Li).
- “Robust Trading Mechanisms with Budget Surplus and Partial Trade” (with Jesse Schwartz).
- “A Subsidized Vickrey Auction for Cost Sharing” (with Jesse Schwartz).
- “Subgame Perfect Implementation of Nash Rationing Solutions” (with Maroc Mariotti).

### **Editorial Services**

- *Economics Bulletin*, Associate Editor, 2004-present.
- *Annals of Economics and Finance*, Editorial Board Member, 2000-present.
- *Economic Research International*, Editorial Board Member, 2010-present.
- *Frontiers of Economics in China*, Editorial Board Member, 2011-present.
- *International Journal of Economics and Statistics*, Associate Editor, 2014-present.
- *World Economics Research*, Editorial Board Member, 2012-2013.
- *Modern Economy*, Editorial Board Member, 2012-2013.

### **Reviewer**

- *Academic Journals:*  
 American Economic Review, Applied Mathematics Letters, Bulletin of Economic Research, BE Journal of Economic Analysis and Policy, Canadian Journal of Economics, Econometrica, Economic Journal, Economic Theory, European Economic Review, Games and Economic Behavior, Game Theory, International Economic Review, International Game Theory Review, International Journal of Game Theory, International Review of Law and Economics, Japanese Economic Review, Journal of Economic Behavior and Organization, Journal of Economics and Management Strategy, Journal of Economic Theory, Journal of Mathematical Economics, Journal of Public Economic Theory, Open Journal of Game Theory, Mathematical Social Sciences, Politics, Philosophy & Economics, Rand Journal of Economics, Review of Industrial Organization, Scottish Journal of Political Economy, Singapore Economic Review, Theoretical Economics, Theory and Decision

- *Books Publishers:*  
Cambridge University Press,  
Toronto University Press
- *Grants and Programs:*  
National Science Foundation (NSF),  
Canadian Research Chairs (CRC) Program,  
Social Science and Humanities Research Council (SSHRC) of Canada,  
Research Center for Humanities and Social Sciences (Taiwan),  
Research Grants Council (RGC) of Hong Kong,  
Netherlands Organisation for Scientific Research (NWO)