

## **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."  
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-
- 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.

### **Honours and Awards**

- T. Merritt Brown Ph.D. Thesis Prize, University of Western Ontario, 1991.
- Bursary, University of Western Ontario and Government of Ontario, 1988-1991.
- Graduate Teaching Assistantship, University of Western Ontario, 1986-1991.
- Special University Scholarship, University of Western Ontario, 1986-1991.

## ARTICLES IN REFEREED 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 Houba), *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 Houba), *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.

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

- “The ‘Folk Theorem’ for Repeated Games with Complete Information,” *Zentralblatt für 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).
- “Effective Leniency Program in Anti-trust Regulation with Endogenous Detection Probability” (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,
  - 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)