

DONGSOO SHIN

DEPARTMENT OF ECONOMICS
LEAVEY SCHOOL OF BUSINESS
SANTA CLARA UNIVERSITY
EMAIL: DSHIN@SCU.EDU

ACADEMIC RANK & EDUCATION

- Full Professor (2022–), Associate Professor (2008–22), Assistant Professor (2002–08)
- PhD in Economics (Univ of Washington, 2001), BS in Engineering (Yonsei Univ, 1993)

RESEARCH AREA

- Agency Theory, Applied Game Theory, Economics of Information, Organizational Economics, Industrial Organization

PUBLICATION IN PEER-REVIEWED JOURNALS

- Insourcing Vs Outsourcing in Vertical Structure (with R. Strausz), *Journal of Economics & Management Strategy*, forthcoming (2024)
- Vertical Relationships with Hidden Interactions (with J. Kim), *Games*, 14, Article 69, special issue on Industrial Organization and Organizational Economics (2023)
- Information Acquisition and Countervailing Incentives (with S. Yun), *Journal of Mathematical Economics*, 107, Article 102848 (2023)
- Aggregate Information and Organizational Structures (with G. Celik and R. Strausz), *Journal of Industrial Economics*, 71, 256–290 (2023)
- Overachieving and Obsessive Behavior as Signaling Devices under Career Concern (with A. Rodivilov and X. Zhao), *Journal of Institutional and Theoretical Economics*, 178, 311–331 (2022)
- Public Good Overprovision by a Manipulative Provider (with G. Celik and R. Strausz), *RAND Journal of Economics*, 52, 314–333 (2021)
- Supervisory Information and Loss Aversion (with S. Yun), *Economics Letters*, 204, Article 109908 (2021)

- Obstructive Monitoring (with A. Finkle), *Journal of Economics & Management Strategy*, 29, 873–891 (2020)
- Distorted Input Ratios in Vertical Relationships (with M. Peitz), *Scandinavian Journal of Economics*, 122, 1480–1509 (2020)
- Managing R&D in Vertical Relationships (with C. Dai), *Economic Inquiry*, 57, 1510–1525 (2019)
- Optimal Loyalty-Based Management, *Journal of Economics & Management Strategy*, 26, 429–453 (2017)
- Limited Communication and Responsibility Budgeting (with S. Yun), *Journal of Institutional and Theoretical Economics*, 173, 548–564 (2017)
- Price Discrimination with Demarketing (with J. Kim), *Journal of Industrial Economics*, 64, 773–807 (2016)
- Incentives and Management Styles, *International Journal of Industrial Organization*, 40, 22–31 (2015)
- Information Provision before a Contract is Offered (with J. Kim), *Economics Letters*, 124, 490–493 (2014)
- Delegation and Dynamic Incentives (with R. Strausz), *RAND Journal of Economics*, 45, 495–520 (2014)
- Upfront Financing vs. Staged Financing: The Role of Verifiability (with S. Yun), *Quantitative Finance*, 14, 1069–1078 (2014)
- Innovation and Waste in Supply Chain Management (with M. Peitz), *Journal of Economic Behavior and Organization*, 86, 191–199 (2013)
- Upstream Market Power and Wasteful Retailers (with M. Peitz), *Scandinavian Journal of Economics*, 115, 234–253 (2013)
- Underwriter Syndication and Corporate Governance (with H. Jo and Y. Kim), *Review of Quantitative Finance and Accounting*, 38, 61–86 (2012)
- Voluntary Quality Disclosure under Price-Signaling Competition (with F. Caldieraro and A. Stivers), *Managerial and Decision Economics*, 32, 493–504 (2011)

- Granting an Exit Option to Conduct an Audit (with S. Yun), *Bulletin of Economic Research*, 63, 438–463 (2011)
- Disregarding the Attorney’s Advice: An Agency Perspective (with A. Finkle), *Review of Law and Economics*, 6, 197–217 (2010)
- Risk Taking as Self Discipline in Contractual Relationships (with S. Starbird), *International Journal of the Economics of Business*, 16, 289–304, (2009)
- Informed Principal and Information Gathering Agent (with S. Yun), *Review of Economic Design*, 12, 229–244 (2008)
- Collusion and Outcome Equivalency, *Journal of Institutional and Theoretical Economics*, 164, 449–459 (2008)
- Information Acquisition and Optimal Project Management, *International Journal of Industrial Organization*, 26, 1032–1043 (2008)
- Warranties as a Device to Extract Rent from Low-risk Users of a Product (with D. Hakes), *Managerial and Decision Economics*, 29, 1–7 (2008)
- Contracts under Wage Compression: A Case of Beneficial Collusion, *Southern Economic Journal*, 74, 143–157 (2007)
- Conducting Inaccurate Audits to Commit to the Audit Policy (with A. Finkle), *International Journal of Industrial Organization*, 25, 379–389 (2007)
- Gathering Information by a Partially Informed Agent (with S. Yun), *International Game Theory Review*, 8, 675–694 (2006)
- Optimal Task Design: To Integrate or Separate Planning and Implementation? (with F. Khalil and D. Kim), *Journal of Economics & Management Strategy*, 15, 457–478 (2006)
- Organizational Flexibility and Co-operative Task Allocation among Agents (with J. Lawarrée), *Journal of Institutional and Theoretical Economics*, 161, 621–635 (2005)
- Exit Option in Hierarchical Agency (with D. Kim and J. Lawarrée), *International Journal of Industrial Organization*, 22, 1265–1287 (2004)
- Choice of Technology in Outsourcing: An Endogenous Information Structure (with S. Yun), *Information Economics and Policy*, 16, 165–178 (2004)

MISCELLANEOUS PUBLICATION (PEER-REVIEWED)

- An Economic Theory of Alcoholics and Workaholics (with A. Finkle), *Economic Inquiry*: Miscellany Section, 52, 896–899 (2014)
- Optimal Contracting Policy for E-Mall Services (with M. Parameswaran), *Proceedings of IEEE E-Commerce Technology* (2008)

WORKING PAPERS (MANUSCRIPTS)

- Motivating Loyal Bureaucrats in Sequential Agency (with A. Rodivilov)
- Gaining Control by Losing Control (with J. Kim and A. Rodivilov)
- Restricting Managerial Decisions: Insider Vs Outsider (with S. Yun)

ONGOING RESEARCH (AT VARIOUS STAGES)

- Distribution Channel and Product Quality (with R. Strausz)
- Inviting Competition to Discriminate Prices (with G. Celik)
- Task Design as an Incentive Device (with A. Dosis)
- Common Agency and Limited Liability (with R. Lima, H. Moreira and A. Rodivilov)
- Innovation and Organizational Structures
- Competition Policy and Brain Drain (with Y. Kurokawa)

COURSES TAUGHT

- Microeconomics, Game Theory, Industrial Organization, Mathematical Economics, Managerial Economics

LONG-TERM VISITING POSITIONS

- University of Mannheim, Germany (Aug 2008–Aug 2009, Jan–Apr 2010)
- Humboldt University of Berlin, Germany (Sep–Nov 2011, Aug–Oct 2022)
- FGV, Rio de Janeiro, Brazil (Sep–Dec 2015)
- ESSEC and THEMA, Cergy, France (Sep–Dec 2016, Sep–Dec 2023)

EDITORIAL/REFEREE SERVICES

- Editorial Board: Theoretical Economics Letters (2020–)
- Referee: American Economic Journal-Microeconomics; RAND Journal of Economics; Journal of Economic Theory; Games and Economic Behavior; International Economic Review; Journal of the European Economic Association; Journal of Economics and Management Strategy; Journal of Industrial Economics; Journal of Law, Economics and Organization; International Journal of Industrial Organization; Scandinavian Journal of Economics; Journal of Economic Behavior and Organization; Journal of Public Economic Theory; Canadian Journal of Economics; Journal of Institutional and Theoretical Economics; Review of Industrial Organization; Managerial and Decision Economics; Economics Letters; Southern Economic Journal; The Manchester School; International Journal of the Economics of Business; International Economic Journal; Journal of Economics; Modern Economy; Industrial Relations; Journal of Economic Insight; Quantitative Finance; Economic Inquiry; Theory and Decision; Economics Research International; Theoretical Economics Letters; Review of Economic Design; International Transactions in Operational Research; Administrative Issues Journal; Applied Economics Letters; National Science Foundation

PROFESSIONAL AFFILIATIONS

- American Economic Association
- Econometric Society
- Industrial Organization Society