

Xueying Zhao

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Department of Economics
University of Warwick
CV4 7AL, Coventry, UK

Phone: +44 (0)74 225 05098
Website: xueyingzhao8.github.io
Email: xueying.zhao@warwick.ac.uk

EDUCATION

Ph.D. in Economics, <i>University of Warwick, UK</i>	2025 (expected)
M.Res. in Economics, <i>University of Warwick, UK</i>	2020
M.A. in Economics, <i>Shanghai University of Finance and Economics, China</i>	2017
B.A. in Economics, <i>Shandong University, China</i>	2015

RESEARCH FIELDS

Information Economics, Mechanism Design, Industrial Organization

JOB MARKET PAPER

"Tailoring Data for Profit"

I develop a theoretical framework to analyze the optimal sale of information products in the digital economy. A data buyer initially has access to a private information structure that provides partial information about a payoff-relevant state. The buyer's initial information determines their willingness to pay for additional data, creating information asymmetry that poses challenges for a monopolist data seller aiming to maximize revenue. My main findings show that the seller can extract the first-best surplus and achieve social efficiency by offering customized supplemental information products tailored to different buyer types. Specifically, the seller can implement first-degree price discrimination by strategically leveraging data correlations. Compared to Bergemann, Bonatti, and Smolin (2018), the novelty of my work lies in two key aspects: (i) the type space consists of various information structures, and (ii) correlations are allowed between the data buyer's initial information structure and the additional information offered by the seller.

WORKING PAPERS

"Contracting with Heterogeneous Beliefs"

I analyze the optimal design of incentive contracts in the context of belief heterogeneity between a principal and an agent.

"When to Go Negative in Political Campaigns?" (with Sinem Hidir)

We explore whether and when it is optimal for a privately informed incumbent politician to engage in negative campaigning by disclosing a scandal about the challenger's corruption to persuade voters.

WORK IN PROGRESS

"Think Different but Not Too Different"

"Signaling in Information Design"

TEACHING EXPERIENCE

University of Warwick

Statistical Techniques B (UG)

Spring 2021, Spring 2022

Mathematical Techniques B (UG)

Fall 2020, Fall 2021

Shanghai University of Finance and Economics

Advanced Microeconomics I (MA)

Fall 2017

Advanced Microeconomics II (MA)

Spring 2017

Shandong University

Intermediate Microeconomics: Game Theory (UG)

Fall 2014

PRESENTATIONS

2025: Helsinki GSE

2024: 35th Stony Brook International Conference on Game Theory

2023: 34th Stony Brook International Conference on Game Theory, 12th Annual Conference of the Israeli Chapter of the Game Theory Society (Tel Aviv), RES and SES Annual Conference 2023 (Glasgow), Lisbon Meetings in Game Theory and Applications, 9th Annual Conference "Contests: Theory and Evidence" (Reading)

WORKSHOPS AND SUMMER SCHOOLS

33rd Advanced School in Economic Theory: Imperfect Cognition and Economic Behaviour (IIAs, 2023), Workshop on Learning and Bounded Rationality (Stony Brook, 2023), 5th Reading Experimental and Behavioural Economics Workshop (2023), Warwick Economics Theory Workshop (2022, 2023), CAGE Summer School (Warwick, 2022), Warwick-SUFE Workshop (2021)

AWARDS AND GRANTS

Micro Theory Group Research Grant £1,000, *University of Warwick* 2024

Departmental Discretionary Research Grant £4,000, *University of Warwick* 2023

Department of Economics Scholarship, *University of Warwick* 2018-2024

Kwang-Hua Scholarship, *Shanghai University of Finance and Economics* 2016

Academic Excellence Scholarship, *Shanghai University of Finance and Economics* 2015-2017

Meritorious Winners of the Mathematical Contest in Modeling (MCM), COMAP 2014

Academic Excellence Scholarship, *Shandong University* 2011-2014

SERVICE

Referee for Warwick Economics PhD Conference (2022, 2023), M.Sc. Dissertation Helpdesk (2022)

REFERENCES

Daniel Sgroi

Professor,
Department of Economics,
University of Warwick
Daniel.Sgroi@warwick.ac.uk

Sinem Hidir

Associate Professor,
Department of Economics,
University of Warwick
S.Hidir@warwick.ac.uk

Herakles Polemarchakis

Professor,
Department of Economics,
University of Warwick
H.Polemarchakis@warwick.ac.uk