

# Hongyi Li

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## EMPLOYMENT

UNSW School of Economics, *Senior Lecturer*, since 2017

——— *Lecturer*, 2012–2017

MIT Sloan School of Management, *Postdoctoral Associate*, 2011–2012

National Bureau of Economic Research, *Research Assistant*, 2004–2005

## EDUCATION

Harvard University, *Ph.D. in Business Economics*, 2005–2011

California Institute of Technology, *B.S. in Mathematics with Honor*, 2001–2004

Raffles Institution and Raffles Junior College, 1993–1998

## PUBLICATIONS

“Relational Communication,” with Anton Kolotilin.

*Theoretical Economics*, November 2021

“Birds of a Feather ... Enforce Social Norms? Interactions Among Culture, Norms, and Strategy,”

with Eric Van den Steen.

*Strategy Science*, June 2021

“Political Kludges,” with Keiichi Kawai and Ruitian Lang.

*American Economic Journal: Microeconomics*, November 2018

“Vertical Integration and Firm Productivity,” with Yi Lu and Zhigang Tao.

*Journal of Economics & Management Strategy*, Summer 2017

“Developing Shared Knowledge in Growing Firms.”

*Journal of Law, Economics, & Organization*, May 2017

“The Impact of Competition on Prices with Numerous Firms,”

with Xavier Gabaix, David Laibson, Deyuan Li, Sidney Resnick, and Casper de Vries.

*Journal of Economic Theory*, September 2016

“Who Lives in the C-Suite? Organizational Structure and the Division of Labor in Top Management,”

with Maria Guadalupe and Julie Wulf.

*Management Science*, April 2014

## WORKING PAPERS

“On Monotone Persuasion,” with Anton Kolotilin and Andriy Zapechelnuk.

“Getting the Picture,” with Robert Akerlof and Richard Holden.

“Regulating an Innovative Industry,” with Steve Callander.

“Coordination in the Network Minimum Game,” with Johannes Hoelzemann.

“Ruling the Roost: Vicious Circles and the Emergence of Pecking Order,”

with Robert Akerlof and Jonathan Yeo

“Inconspicuous Conspicuous Consumption,” with Juan Carlos Carbajal and Jonathan Hall.

## **OTHER ARTICLES**

“The Rise of the Functional Manager: Changes Afoot in the C-Suite,” with Maria Guadalupe and Julie Wulf.  
*European Business Review*, May–June 2012

## **GRANTS**

ARC Discovery Project, 2024 – 2028: “The Economics of (Mis)Information in the Age of Social Media.”  
with Gabriele Gratton, Anton Kolotilin, and Lionel Page. (AUD 214,056)