

# DONGSOO SHIN

DEPARTMENT OF ECONOMICS  
LEAVEY SCHOOL OF BUSINESS  
SANTA CLARA UNIVERSITY,  
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## ACADEMIC POSITION AND EDUCATION

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- Associate Professor (2008 ~), Assistant Professor (2002 ~ 2008)  
Department of Economics, Leavey School of Business, Santa Clara University
- Visiting Professor and Researcher (2008 ~ 2009)  
Department of Economics, University of Mannheim, Germany
- PhD, Economics, University of Washington (2001)

## PUBLICATION (IN PEER-REVIEWED JOURNALS)

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- Granting an Exit Option to Conduct an Audit (with S. Yun), *Bulletin of Economic Research*, forthcoming (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)

## **WORKING PAPERS**

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- Disregarding the Attorney’s Advice: A Principal-Agent Perspective (with A. Finkle)
- Underwriter Syndication and Corporate Governance (with H. Jo and Y. Kim)
- Restricting Industrial Competition to Prevent Emigration (with S. Yun and H. Zarghamee)
- Voluntary Quality Disclosure under Price-Signaling Competition (with F. Caldieraro and A. Stivers)
- Hierarchical Structures and Dynamic Incentives (with R. Strausz)
- Optimal Purchasing Strategy: Burning What You Buy (with M. Peitz)
- Choice of Monitoring Technology in Supply-Chain Management with R&D (with C. Dai)

## **ON-GOING RESEARCH**

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- In-house R&D and Production Outsourcing (with A. Finkle and S. Yun)
- Project Evaluation in Financial Contracts (with S. Yun)
- Threat of Entry and Competition Policy (with M. Peitz)
- Skill Transfer within an Organization (with F. Caldieraro)
- Correlations in Product Qualities and Consumer Preference (with F. Caldieraro)
- Part-time or Full Time: When Does Leadership Work?
- Spreading Information as an Incentive Device (with S. Yun)
- Bottom-up vs. Top-down: A Dynamic Perspective

## **AWARDS & GRANTS**

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- Leavey Grant (2009), Leavey School of Business, Santa Clara University
- Excellent Teaching Award (2008), Leavey School of Business, Santa Clara University
- Dean’s Research Fellow (2008 ~ 2009), Leavey School of Business, Santa Clara University
- Leavey Grant (2008), Leavey School of Business, Santa Clara University
- University Research Grant (2008), Santa Clara University

- Extraordinary Performance Award (2007), Leavey School of Business, Santa Clara University
- Breetwor Fellow (2007 ~ 2009), Leavey School of Business, Santa Clara University
- Finocchio Research Fellow (2007 ~ 2008), Department of Economics, Santa Clara University
- Excellent Teaching Award (2006), Leavey School of Business, Santa Clara University
- Extraordinary Performance Award (2005), Leavey School of Business, Santa Clara University
- Finocchio Grant (2007), Economics Department, Santa Clara University
- Leavey Grant (2007), Leavey School of Business, Santa Clara University
- University Research Grant (2007), Santa Clara University
- Leavey Grant (2006), Leavey School of Business, Santa Clara University
- University Research Grant (2006), Santa Clara University
- Paul Locatelli, S. J. Junior Faculty Grant (2005), Santa Clara University
- Leavey Grant (2005), Leavey School of Business, Santa Clara University
- University Research Grant (2005), Santa Clara University
- University Research Grant (2003), Santa Clara University
- Finocchio Grant (2003), Economics Department, Santa Clara University
- University Research Grant (2002), Santa Clara University

## **CONFERENCE PRESENTATION**

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- Southern Economic Association Meeting, Optimal Purchasing Strategy: Burning What You Buy (with M. Peitz), November 2009
- International Industrial Organization Conference, Optimal Purchasing Strategy: Burning What You Buy (with M. Peitz), April 2009
- International Industrial Organization Conference, Granting an Exit Option to Conduct an Audit (with S. Yun), May 2008
- Midwest Economic Association Annual Conference, Granting an Exit Option to Conduct an Audit (with S. Yun), March 2008
- Southern Economic Association Meeting, Risk Taking as a Device for Self Discipline in Principal-Agent Relationships (with S. Starbird), November 2007
- International Industrial Organization Conference, Monitoring an Information Gathering Agent: Hidden Action vs. hidden Information (with C. Dai), April 2007
- Midwest Economic Association Annual Meeting, Voluntary Quality Disclosure under Price-Signaling Competition (with F. Caldieraro and A. Stievers), March 2007

- International Industrial Organization Conference, Information Acquisition and Optimal Project Management, April 2006
- Midwest Economic Theory Conference (Spring), Contracts under Wage Compression: A Case of Beneficial Collusion, April 2006
- Midwest Economic Theory Conference (Fall), Conducting Inaccurate Audits to Commit to the Audit Policy (with A. Finkle), October 2005
- Southern Economic Association Meeting, Conducting Inaccurate Audits to Commit to the Audit Policy (with A. Finkle), October 2005
- Western Economics Association Annual Conference, Warranties as a to Extract Rent from Low-Risk Users of a Product (with D. Hakes), July 2005
- International Industrial Organization Conference, Voluntary Quality Disclosure under Price-Signaling Competition (with F. Caldieraro and A. Stievers), April 2005
- Midwest Economic Association Annual Meeting, Warranties as a to Extract Rent from Low-Risk Users of a Product (with D. Hakes), March 2005
- Midwest Economic Theory Conference (Fall), Monitoring an Information Gathering Agent (with C. Dai), October 2004
- Western Economics Association Annual Conference, Monitoring an Information Gathering Agent (with C. Dai), July 2004
- Canadian Economic Theory Conference, Optimal Task Design: To Integrate or To Separate Planning and Implementation? (with F. Khalil and D. Kim), May 2004
- Midwest Economic Theory Conference (Spring), Gathering Information by a Partially Informed Agent (with S. Yun), April 2004
- Midwest Economic Association Annual Meeting, Gathering Information by a Partially Informed Agent (with S. Yun), March 2004
- Southern Economic Association Meeting, Gathering Information by a Partially Informed Agent (with S. Yun), October 2003
- Canadian Economic Theory Conference, Contracts under Wage Compression: A Case of Beneficial Collusion, May 2003
- Midwest Economic Association Annual Meeting, Organizational Flexibility and Cooperative Task Allocation among Agents (with J. Lawarrée), March 2003
- Western Economics Association Annual Conference, Exit Option in Hierarchical Agency (with D. Kim and J. Lawarrée), July 2002
- Midwest Economic Association Annual Meeting, Choice of Technology in Outsourcing: An Endogenous Information Structure (with S. Yun), March 2002

## MISCELLANEOUS PUBLICATION

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- Optimal Contracting Policy for E-Mall Services (with M. Parameswaran), in *Proceedings of IEEE E-Commerce Technology* (2008)

## **COURSES TAUGHT**

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- Undergraduate Courses:  
Game Theory, Industrial Organization, Intermediate Microeconomics, Principles of Microeconomics, Mathematical Economics
- Graduate Courses:  
Agency Theory (PhD), Managerial Economics (MBA, Executive MBA)

## **REFeree SERVICE**

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- Canadian Journal of Economics, Economic Inquiry, International Economic Journal, International Journal of Industrial Organization, Journal of Economic Behavior and Organization, Journal of Economics and Management Strategy, Journal of Economics, Southern Economic Journal, Quantitative Finance