Yingni Guo

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Research Interests

Economic Theory, Dynamic Mechanism Design, Information Design, Robust Mechanism Design

Education

2009–2014, Ph.D. in Economics, Yale University

Dissertation Committee: Johannes Hörner, Dirk Bergemann, Larry Samuelson

2005–2009, B.A. in Economics, Tsinghua University, China

Aug 2007–Dec 2007, Visiting Student, Hong Kong University of Science and Technology (HKUST)

Awards, Honors and Fellowships

AT&T Research Fellow, 2023–2025

Fellow, Society for the Advancement of Economic Theory (SAET), 2023–present

Excellence in Refereeing Award (2019, 2020), *American Economic Journal: Microeconomics*

Excellence in Refereeing Award (2018), *American Economic Review*

Anderson Fellowship, Yale University, 2013

National Scholarship, Tsinghua University, 2007, 2008

Comprehensive First Prize Scholarship, Tsinghua University, 2006

Employment

2025–present	Associate Professor of Economics, Duke University
2024–2025	Visiting Associate Professor of Economics, Duke University
2023–2025	Associate Professor of Economics (with tenure), Northwestern University
2015–2023	Assistant Professor of Economics, Northwestern University
	(Parental Leave: Spring 2019 and Fall 2019)
2017 (Fall)	Visiting Assistant Professor of Economics, MIT
2014–2015	College Fellow, Northwestern University

Research Grants

NSF Grant SES-1530608

Project Title: Dynamic Mechanisms without Transfers

Co-investigator: Johannes Hörner (Yale University)

Award Amount: $258,959 (to Northwestern University)

Dates Active: 2015–2019

Publications

1. "Dynamic Delegation of Experimentation," **American Economic Review**, Volume 106, Issue 8, August 2016, Pages 1969–2008. (**Lead article**)
2. "Modes of Persuasion Toward Unanimous Consent," with Arjada Bardhi, **Theoretical Economics**, Volume 13, Issue 3, September 2018, Pages 1111–1149.
3. "The Interval Structure of Optimal Disclosure," with Eran Shmaya, **Econometrica**, Volume 87, Issue 2, March 2019, Pages 653–675.
4. "The Use and Misuse of Coordinated Punishments," with Daniel Barron, **The Quarterly Journal of Economics**, Volume 136, Issue 1, February 2021, Pages 471–504.
5. "Costly Miscalibration," with Eran Shmaya, **Theoretical Economics**, Volume 16, Issue 2, May 2021, Pages 477–506.
6. "Information Transmission and Voting," **Economic Theory**, Volume 72, Issue 3, October 2021, Pages 835–868.
7. "Wealth Dynamics in Communities," with Daniel Barron and Bryony Reich, **The Review of Economic Studies**, Volume 90, Issue 4, July 2023, Pages 1642–1668.
8. "Regret-Minimizing Project Choice," with Eran Shmaya, **Econometrica**, Volume 91, Issue 5, September 2023, Pages 1567–1593. (**Lead article**)
9. "Robust Monopoly Regulation," with Eran Shmaya, **American Economic Review**, Volume 115, Issue 2, February 2025, Pages 599–634.
10. "Optimal Discriminatory Disclosure," with Hao Li and Xianwen Shi, **Journal of Economic Theory**, Volume 224, March 2025, 105972.
11. "Early-Career Discrimination: Spiraling or Self-Correcting?" with Arjada Bardhi and Bruno Strulovici, 2025. *Conditionally accepted at* **The Review of Economic Studies**.

Working Papers

12. "Formal and Real Organ Allocation," with Xuyang Xia, 2026.
13. "The Value of Multistage Persuasion," with Eran Shmaya, 2018.
14. "Dynamic Allocation without Money," with Johannes Hörner, 2018.
15. "Private Learning and Exit Decisions in Collaboration," with Anne-Katrin Roesler, 2017.

Professional Activities

Editorial Positions

Associate Editor at *Theoretical Economics*, July 2021–present

Associate Editor at *American Economic Journal: Microeconomics*, June 2022–June 2025

Conference Organization / Committee Activity

Organizing Committee, SITE - Dynamic Games and Contracts Session (2019)

Program Committee, 2021 China Meeting of the Econometric Society

Program Committee, Economics and Computation (EC) 2023

2024 TE Best Paper Prize Committee

2024 IO Theory Conference Program Committee

Grant Review

National Science Foundation (NSF), US-Israel Binational Science Foundation

Advising

Ph.D. Advising:

Omar Farooque (2016), First job: Senior Research Economist at Spotify (Committee Member)

Arjada Bardhi (2018), First job: Assistant Professor at Duke University (Committee Member)

Egor Starkov (2019), First job: Assistant Professor at the University of Copenhagen (Committee Member)

Yiding Feng (2021), First job: Postdoctoral Researcher at Microsoft Research New England and Assistant Professor at HKUST (Committee Member)

Yijun Liu (2025), First job: Assistant Professor at Notre Dame (Committee Member)

Luke Zhao (expected 2026), First job: Assistant Professor at UIBE (Committee Member)

MMSS Thesis Advising:

Daniel Luo (2023), First placement: Ph.D. student at MIT (Thesis Advisor)