

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

Committee: Johannes Hörner, Dirk Bergemann, Larry Samuelson

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

Aug 2007 - Dec 2007, Visiting student, HKUST

Awards, Honors and Fellowships

AT&T Research Fellow, 2023 - 2025

Fellow, Society for the Advancement of Economic Theory, 2023 - present

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

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

Anderson Fellowships, Yale University, 2013

National Scholarship, Tsinghua University, 2008

National Scholarship, Tsinghua University, 2007

Comprehensive First Prize Scholarship, Tsinghua University, 2006

Employment

2024 - 2025 Visiting Associate Professor of Economics, Duke University

2023 - Associate Professor of Economics (with tenure), Northwestern University

2015 - 2023 Assistant Professor of Economics, Northwestern University
(Parental Leave: Spring 2019 and Fall 2019)

Sep 2017 - Dec 2017 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 from 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, **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, 2024. *Forthcoming in American Economic Review*.

Working Papers

10. “Early-Career Discrimination: Spiraling or Self-Correcting?” with Arjada Bardhi and Bruno Strulovici, 2024. *Revise and Resubmit*, **Review of Economic Studies**.
11. “Optimal Discriminatory Disclosure,” with Li, Hao and Xianwen Shi, 2024. *Revise and Resubmit*, **Journal of Economic Theory**.
12. “The Value of Multistage Persuasion,” with Eran Shmaya, 2018.
13. “Dynamic Allocation without Money,” with Johannes Hörner, 2018.
14. “Private Learning and Exit Decisions in Collaboration,” with Anne-Katrin Roesler, 2017.

Professional Activities

Editorial position

Associate Editor at *Theoretical Economics*, July 2021 -

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

Conference organization/Committee activity

Organizing Committee, Stanford Institute for Theoretical Economics (SITE) - Dynamic Games and Contracts Session (2019)

Program Committee, 2021 China Meeting of the Econometric Society

Program Committee, Economics and Computation 2023

2024 TE Best Paper Prize Committee

2024 IO Theory Conference Program Committee

Grant review

National Science Foundation, US-Israel Binational Science Foundation

Professional Talks

2022-2023 Seminars: University of Tokyo CIRJE Micro Workshop, University of Pennsylvania Wharton/Econ Theory Seminar, Brown University, Harvard-MIT Theory Seminar, [Scheduled Seminars:] Collegio Carlo Alberto, UPF, The Autonomous University of Barcelona, New York University Stern/Econ IO seminar, Cornell University, Rice University, Princeton University Political Economy seminar, University of Chicago

2021-2022 Seminars: MIT IO Workshop, Australasian Microeconomic Theory Seminars, Georgetown University

Conferences: TE session at the Econometric Society Winter Meetings

2020-2021 Seminars: University of Arizona, Chicago Booth, Virtual Market Design Seminar Series, University of Michigan, University College London, University of Warwick, Princeton University, Bocconi University, Queen Mary University of London, New York University, LSE, University of Oxford, CUHK-HKU-HKUST, Northwestern Theory Lunch Seminar, Duke University, CEPR Virtual IO Seminars, PUC-Chile, Stanford University, Peking University, Aalto University, University of Cambridge

Conferences: NBER Organizational Economics Working Group, NAWM of Econometric Society, Tsinghua 110th Anniversary Conference by SEM, Tsinghua BEAT Keynote, Strategic Communication and Learning workshop at Stony Brook

2019-2020 Seminars: Northwestern IO reading group, CMU/Pitt Theory Seminar, Boston University, University of Bonn, Northwestern Lunch Seminar, Seminar Series on Communication and Persuasion, Virtual Seminars in Economic Theory

Conferences: Theory@PennState – Information in Markets, Notre Dame Mini-Conference on Information Economics and Theory

2018-2019 Conferences: Stanford University SITE 2019, 3rd Columbia Conference on Economic Theory

- 2017-2018 Seminars: Boston College, Indiana Kelley, Georgetown University, Ohio State University
 Conferences: Transatlantic Theory Workshop 2017, 2018 NAWM of Econometric Society,
 2018 Canadian Theory Conference, 2018 Cowles Conference on Economic Theory, BFI Theory Conference
- 2016-2017 Seminars: Columbia University, Northwestern lunch seminar, University of Miami, ROY
 Seminar at PSE, Toulouse School of Economics, Renmin University
 Conferences: UBC Summer Theory Conference, Transatlantic Theory Workshop 2016,
 2017 Canadian Theory Conference, Social Networks and Information Conference at Johns Hopkins Uni-
 versity, POLECONUK Group First Annual Workshop at LSE, 2017 NASM of Econometric Society, SAET
 2017, Theory Conference at Zhejiang University
- 2015 - 2016 Seminars: UW-Milwaukee, Harvard/MIT, Western Ontario, University of Toronto, Iowa,
 UCLA, Rochester, Caltech, Northwestern lunch seminar, University of Chicago
 Conferences: Stanford University SITE Conference, SAET 2015, World Congress of Econo-
 metric Society at Montreal, CSIO-IDEI Conference at Toulouse, Caltech NDAM Conference, University
 of Bonn Theory Conference, ASU Theory Conference
- 2014-2015 Seminars: Stanford University GSB/Econ, UNC-Duke Theory Workshop, Northwestern
 lunch seminar, UC Berkeley, UC Davis, University of Pennsylvania, National University of Singapore
 Conferences: 2015 NAWM of the Econometric Society, BFI Theory Conference
- 2013-2014 Seminars: Yale University, Penn State University, New York University Econ/Stern, UT
 Austin, Michigan, UW-Madison, Chicago Booth, Northwestern, Caltech, Columbia Econ/CBS, MIT
 Sloan
 Conferences: Stony Brook International Conference on Game Theory, Stanford University
 SITE Conference
- 2012-2013 Seminars: Yale University
 Conferences: Stony Brook International Conference on Game Theory, 2013 NASM of the
 Econometric Society
- 2011-2012 Seminars: Yale University
 Conferences: Stony Brook International Conference on Game Theory

Teaching

- 2022 Spring: Econ 414-2 (Ph.D. level, lecture) Economics of Information – Mechanisms without Transfers and Robust Mechanism Design
- 2021 Winter: Econ 310-2 (undergraduate level, lecture) Microeconomics II; Econ 414-3 (Ph.D. level, lecture) Economics of Information – Mechanisms without Transfers and Robust Mechanism Design
- 2020 Winter: Econ 310-2 (undergraduate level, lecture) Microeconomics II; Econ 414-2 (Ph.D. level, lecture) Economics of Information – Mechanisms without Transfers
- 2019 Winter: Econ 310-2 (undergraduate level, lecture) Microeconomics II
- 2018 Winter: Econ 310-2 (undergraduate level, lecture) Microeconomics II; Econ 414-2 (Ph.D. level, lecture) Economics of Information – Mechanisms without Transfers
- 2017 Winter: Econ 310-2 (undergraduate level, lecture) Microeconomics II; Econ 414-2 (Ph.D. level, lecture) Economics of Information – Mechanisms without Transfers

2016 Winter: Econ 310-2 (undergraduate level, lecture) Microeconomics II; Econ 414-2(Ph.D. level, lecture) Economics of Information – Mechanisms without Transfers

2015 Winter: Econ 310-2 (undergraduate level, lecture) Microeconomics II

2014 Fall: Econ 310-2 (undergraduate level, lecture) Microeconomics II

Curriculum development: I developed the curriculum for Econ 414-2/Econ 414-3, with a focus on mechanisms without transfers and robust mechanism design.

Advising

Ph.D Advising:

Omar Farooque: Ph.D. in Economics, graduated in 2016, now a senior research economist at Spotify, I was a committee member

Arjada Bardhi: Ph.D. in Economics, graduated in 2018, now an Assistant Professor at Duke University, I was a committee member

Egor Starkov: Ph.D. in Economics, graduated in 2019, now an Assistant Professor at the University of Copenhagen, I was a committee member

Yiding Feng: Ph.D. in Computer Science, graduated in 2021, now a postdoctoral researcher at Microsoft Research New England, I was a committee member

Current students: Yijun Liu (4th year, I am a committee member), Tomer Yehoshua-Sandak (4th year, I am a committee member), Jinwook Han (4th year, I am a committee member)

MMSS Thesis advising: Daniel Luo (expected to graduate in 2023, I was the thesis advisor)

Department Service

Theory Seminar Organizer (AY 2015 - 2016, 2017 - 2018)

Theory Bag Lunch Organizer (AY 2014 - 2015, 2015 - 2016, 2017 - 2018)

Student-Invited Seminar Organizer at the Center for Economic Theory (2016 -)

Student Support at the Center for Economic Theory (AY 2021 - 2022)

Undergraduate advising (AY 2014 - 2020)

Director of PhD admissions (AY 2023 - 2024)