

Wei Zhou

Science Leader | Economist at Amazon

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Employment and Professional Affiliations

Economist WW Selling Partner Serves org at Amazon	July 2021 - present Seattle, WA
Research Fellow University of Wollongong in Dubai	May 2023 – present Dubai, UAE
Consulting Economist Mechanism Design and Platform Growth org at Alibaba	Jan 2019 – May 2021 Hangzhou, China

Education

University of Arizona Eller College of Management Ph.D. in Economics Dissertation Title: Economics of Search Design on E-commerce Platforms	Aug 2021 Tucson, AZ
Renmin University of China M.S. in Economics	June 2016 Beijing, China
Huazhong University of Science and Technology B.E. in Electronic and Information Engineering	June 2014 Wuhan, China

Research Interests

- **Topics:** Economics of Digitalization, Platform Economics, Empirical Industrial Organization, Behavioral Economics, E-commerce, FinTech
- **Methodology:** Applied Econometrics, Structural Modeling, Field Experiments, Machine Learning

Working Papers

- **“Exploitation and Exploration: Improving Search Precision on E-commerce Platforms”**
Wei Zhou, Mingfeng Lin, Mo Xiao, and Lu Fang.
 - Revising for third-round review at *Management Science*
 - Best Student Paper Award Nomination at *CIST 2020*

- **“Competing for Search Traffic in Query Markets: Entry Strategy, Platform Design, and Entrepreneurship”**
Wei Zhou and Zidong Wang. (NET Institute Working Paper No. 20-12)
- **“Herding in the U.S. Spectrum Auctions”**
Tanjim Hossain, Mo Xiao, Zhe Yuan, and Wei Zhou
- **“Asymmetric Competition Effect: A Study of Movie Theaters in China”**
Wei Zhou

Peer-reviewed Conference Proceedings

- **“Beyond the Search Bar: The Value of Search Quality on E-commerce Platforms”**
Wei Zhou, Mingfeng Lin, Mo Xiao, and Zidong Wang. In the *Proceedings of the 41st International Conference on Information Systems*.
-Best Paper Award in Digital Commerce and the Digitally Connected Enterprise Track

Working in Progress

- **“Small Enough to Jail? A Structural Analysis of Arbitration in Online Labor Markets”**
Mingfeng Lin and Wei Zhou
- **“Too Much of a Good Thing? Reputation Management in Online Labor Markets”**
Mingfeng Lin and Wei Zhou
- **“Internet of Things, Social Media, and Productivity Growth: Evidence from a Field Experiment”**
Yiyang Bian, Mingfeng Lin, Leon Zhao, and Wei Zhou
- **“Did Going Public Impair the Credit Ratings of the Online Crowdfunding Platform?”**
Mingfeng Lin, Alex Zhou, and Wei Zhou

Invited Talks

- **University of Wollongong in Dubai** (Dubai, UAE). May 23, 2023. *The Application of Big Data and Machine Learning models in the Tech Industry*
- **University of Bremen** (Bremen, Germany). Nov 23, 2022. *Exploitation and Exploration: Improving Search Precision on E-commerce Platforms*
- **Haskayne School of Business, University of Calgary** (Calgary, CA). Feb 19, 2021. *Exploitation and Exploration: Improving Search Precision on E-commerce Platforms*

- **Católica Lisbon School of Business & Economics** (Lisbon, Portugal). Dec 14, 2020.
Exploitation and Exploration: Improving Search Precision on E-commerce Platforms

Conferences and Workshop Presentations

- **“Exploitation and Exploration: The Value of Improving Search Precision on E-commerce Platforms”**, The Chinese Economists Society 2022 Annual Conference (CES 2022)
- **“Beyond the Search Bar: The Value of Search Quality on E-commerce Platforms”**, International Conference on Information Systems, (ICIS 2020), Virtual
- **“Exploitation and Exploration: The Value of Improving Search Precision on E-commerce Platforms”**, Conference on Information Systems and Technology, (CIST 2020), Virtual
- **“Exploitation and Exploration: The Value of Improving Search Precision on E-commerce Platforms”**, Conference on Digital Experimentation, (CODE 2020), Virtual
- **“Beyond the Search Bar: The Value of Improving Search Quality on E-commerce Platforms”**, INFORMS Annual Meeting (INFORMS 2020), Virtual
- **“Beyond the Search Bar: The Value of Improving Search Quality on E-commerce Platforms”**, Symposium on Statistical Challenges in Electronic Commerce Research (SCECR 2020), Virtual
- **“Beyond the Search Bar: The Value of Improving Search Quality on E-commerce Platforms”**, ISMS Marketing Science Conference (ISMS 2020), Virtual
- **“Asymmetric Competition Effect: A Study of Movie Theaters in China”**, China Meeting of Econometric Society (CMES 2019), Guangzhou, China
- **“Too Much of a Good Thing? Reputation Management in Online Labor Markets”**, INFORMS Annual Meeting (INFORMS 2018), Phoenix, AZ

Teaching

- UA Eller College of Management, Instructor of Record
 - **Microeconomic Analysis for Business Decisions**, Summer 2018
 - **Global and Financial Economics and Strategies (Online)**, Winter 2018, Summer 2019, Winter 2019, Summer 2020
- UA Eller College of Management, Online Course Co-developer
 - **Basic Economic Issues (Online)**, Fall 2019/ Spring 2020

- UA Eller College of Management, Teaching Assistant
 - **Data Analytics and Modeling**, Fall 2016, Spring 2017, Spring 2021

Business Analytics/Data Science Skills

- Data Infrastructure: Hadoop, Spark
- Analytics: SQL, Tableau, Google Analytics
- Statistic Software: R, SAS, Stata
- Programming & Scientific Computing: Python/C++/Matlab

Grants, Awards, and Services

- Fellow, NBER Economics of Digitalization Tutorial, 2021
- Best Paper Award in Digital Commerce and the Digitally Connected Enterprise Track, International Conference on Information Systems (ICIS),2020
- Best Student Paper Award Nomination, Conference on Information Systems and Technology(CIST), 2020
- NET Institute Summer Research Grant, 2020
- Fellow, OCIS Doctoral Consortium at Academy of Management, 2020
- Graduate & Professional Student Council Travel Grant, University of Arizona, 2020
- Steve Manos Prize (Best Second-Year Paper), University of Arizona, 2018
- Meritorious Winner, Mathematical Contest in Modeling, U.S., 2013
- Served as anonymous referee for
 - Information System Research
 - International Conference on Information Systems
 - Annual Meeting of the Academy of Management
 - UA Graduate & Professional Student Council Research/Travel Grant

References

Mo Xiao, Ph.D. (Dissertation Chair and Co-author)

Associate Professor of Economics

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Mingfeng Lin, Ph.D. (Dissertation Committee Member and Co-author)

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Ashley Langer, Ph.D. (Dissertation Committee Member)
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