Z. Eddie Ning

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Current Position	Assistant Professor of Marketing **Cheung Kong Graduate School of Business**
Education	**University of California Berkeley** Ph.D., Business Administration (Marketing), 2014-2019 (expected) B.A., Applied Mathematics, Economics, 2008-2012
Research Interests	Information Acquisition, Consumer Search, Pricing, Bargaining, Continuous-time Game Theory, Economics of AI
Working Papers	**"List Price and Discount in A Stochastic Selling Process,"** Invited for revision, Marketing Science. Previously titled "How to Make an Offer? A Stochastic Model of the Sales Process." **"Bargaining Between Collaborators of a Stochastic Project,"** **"Label Informativeness and Price Sensitivity in the Cigarettes Market,"**
Work In Progress	**"The Value of Learning and Acting Upon Customer Information,"** with H. Henry Cao, Liye Ma, and Baohong Sun. **"Evolving Preferences, Repeated Purchase, and Returns,"** with J. Miguel Villas-Boas. **"Dynamic Re-positioning with Competition"** with J. Miguel Villas-Boas.
Selected Talks	Marketing Science Conference, Jun. 2019 University of Cambridge, May 2019 Imperial College London, May 2019 Yale University, Dec. 2018 National University of Singapore, Oct. 2018 Rice University, Oct. 2018 Chinese University of Hong Kong, Oct. 2018 Cheung Kong Graduate School of Business, Sep. 2018 University of California Berkeley, Sep. 2018 University of California Berkeley (Economics), Apr. 2018 European Winter Meeting of the Econometric Society, Dec. 2017

Selected Talks (continued)	IO Theory Conference, Nov. 2017
	University of California Berkeley (Marketing), Oct. 2017
	Marketing Science Conference, Jun. 2017
Awards and Fellowships	Sheth-AMA Doctoral Consortium Fellow, 2017
	Journal of Industrial Economics Fellow, 2017
	Department Fellowship, UC Berkeley, 2014-2019
	Graduate Division Summer Grant, UC Berkeley, 2017
	URAP Summer Award, UC Berkeley, 2010
Teaching	**Cheung Kong Graduate School of Business**
	Business Simulation (MBA), 2019
	University of California Berkeley
	Marketing (Undergraduate), Graduate Student Instructor, 2016, 2018
	Marketing Strategy (MBA), Graduate Student Instructor, 2017
	Economic Analysis (Undergraduate), Graduate Student Instructor, 2016
	Pricing (Undergraduate), Reader, 2018
	Mathematical Tools for Economists (PhD), Tutor, 2015
	Microeconomic Analysis for Business Decisions (Undergraduate), Tutor, 2018
	Berkeley Business Academy for Youth (B-BAY)
	Marketing, Instructor, 2017
Industry Experience	Antitrust Associate, **Charles River Associates**, 2012-2013
	Data and Policy Analyst, **Federal Reserve Bank of San Francisco**, 2013-2014
Professional Services	Session Chair, Marketing Science Conference, 2017
	Reviewer, Marketing Science
Languages	English, Mandarin

References

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