

# JIHUI (SUSAN) CHEN

---

## MAILING ADDRESS

Department of Economics  
Campus Box 4200  
Illinois State University  
Normal, IL 61790-4200

Office: (309) 438-3616

Fax: (309) 438-5228

Email: [jchen4@ilstu.edu](mailto:jchen4@ilstu.edu)

Web: <https://about.illinoisstate.edu/jchen4>

## EDUCATION

Ph.D., Kelley School of Business, Indiana University  
Concentration Major/Minor: Business Economics/Strategic Management  
M.A., Business, Kelley School of Business, Indiana University  
B.S., MIS, Zhejiang Gongshang University, China

## DISSERTATION

“Three Essays on the Economics of E-Commerce” (Supervised by Michael R. Baye)

## ACADEMIC POSITIONS

AUGUST 2014 – PRESENT, ASSOCIATE PROFESSOR (WITH TENURE), ILLINOIS STATE UNIVERSITY  
AUGUST 2008 – AUG 2014, ASSISTANT PROFESSOR, ILLINOIS STATE UNIVERSITY  
AUGUST 2005 – MAY 2008, ASSISTANT PROFESSOR, UNIVERSITY OF NORTH DAKOTA  
AUGUST 2004 – MAY 2005, ADJUNCT INSTRUCTOR, INDIANA UNIVERSITY  
AUGUST 2000 – MAY 2004, ASSOCIATE INSTRUCTOR, INDIANA UNIVERSITY

## FIELDS OF RESEARCH

Industrial Organization, Applied Microeconomics, Applied Econometrics, Applied Game Theory, and E-Commerce

## PUBLICATIONS & ACADEMIC RESEARCH

### PUBLISHED AND ACCEPTED ARTICLES

1. “Do Exclusivity Arrangements Benefit Consumers?” (with Qiang Fu). *Journal of Regulatory Economics*. Forthcoming.
2. “Retail Prices and E-Commerce,” *Encyclopedia of Information Science and Technology*, 4th edition (Mehdi Khosrow-Pour, Ed.), IGI Publishing, 2016, forthcoming.
3. “Firm Efficiency, Advertising and Profitability: Theory and Evidence” (with George Waters) *Quarterly Journal of Economics and Finance*. 2017, 62, 240-248
4. “Internet Prices and Price Dispersion,” *Encyclopedia of E-Commerce Development, Implementation, and Management* (In Lee, Ed.), IGI Publishing, 2016, Chapter 164, 2288-2299.
5. “Consumer Search, Market Characteristics, and Price Dispersion: New Evidence from the Prescription Drug Retail Markets.” *Managerial and Decision Economics*. 2015, 36(8), 545-558.
6. “Bidder Asymmetries and Revenue in Second-Price Auctions” (with Maochao Xu). *Journal of Economics and Finance*. 2015, 39 (3), 625-640.

7. "Price Volatility and Contract Maturity: Evidence from an Online Futures Market for Sports Tickets" (with Xiaoyong Zheng). *Eastern Economic Journal*. 2014, 40(1), 56-70.
8. "Pricing Strategies in the Electronic Marketplace," in *e-business Strategic Management* (Francisco J. Martínez-López Ed.), New York, Springer Publisher, 2014, 489-522.
9. "Where Do New Economics Ph.D.s Go? Evidence from Recent Initial Labor Market" (with Qihong Liu and Sherrilyn Billger). *Journal of Labor Research*, 2013, 34(3), 312-338.
10. "Information Gatekeepers, Product Markets, and Vertical Merger" (with Qihong Liu), *Journal of Economics and Finance*, 2013, January, 37(1), 33-61.
11. "The Effect of Most-Favored Customer Clauses on Prices" (with Qihong Liu), *Journal of Industrial Economics*, 2011, 59(3), 343-371 (Lead Article).
12. "Prices on the Internet," *Encyclopedia of E-Business Development and Management in the Digital Economy* (In Lee, Ed.), IGI Publishing, 2010, 36-45.
13. "Do Countercyclical-Weekend Effects Persist in Online Retail Markets?" (with Jeffery A. Livingston and Patrick A. Scholten), *Electronic Commerce Research and Applications*, 2009, 8(4), 174-181 (Lead Article).
14. "Backward Integrated Information Gatekeepers and Independent Divisions in the Product Market," *The B.E. Journal of Theoretical Economics*, 2008, 8(1), Article 7.
15. "Differences in Average Prices on the Internet: Evidence from the Online Market for Air Travel," *Economic Inquiry*, 2006, 44(4), 656-670.
16. "Price Dispersion, Product Characteristics, and Firms' Behaviors: Stylized Facts from Shopper.com" (with Patrick A. Scholten) in *Advances in Applied Microeconomics* (M.R. Baye, Ed.), JAI Press, 2003, 12, 143-164.

#### **WORKING PAPERS AND WORK-IN-PROGRESS**

1. "Demand Shocks, Airline Pricing, and High-Speed Rail Substitution: Evidence from the Chinese Market" (with Feng Wei and Lan Zhang). *Invited Revise & Resubmit*.
2. "Maternal Smoking Intensity, Pregnancy Complications, and Postnatal Smoking Decisions." (with Dimitris Nikolaou). *Under Review*.
3. "Competition, Bargaining Power, and Prices in Retail Pharmacy Markets."
4. "Testing the Maturity Effect in the Chinese Commodity Futures Market" (with Jing Ao)
5. "Foreign Entry and Competition in the Banking Sector: Evidence from Emerging Market Economies" (with Lili Zhu)
6. "Do Female Professors Survive the 19th-century Tenure System?: Evidence from the Economics Ph.D. Class of 2008." (with Myongjin Kim, and Qihong Liu).
7. "Language Attainment among Second-Generation Americans: A Comparison Study" (with Hyun-Sook Kang)
8. "Dual-Career Programs as a Remedy to Gender Imbalance in STEM Fields" (with Hyun-Sook Kang)
9. "Price Levels, Price Dynamics, and Low-Price Guarantees" (with Qihong Liu)
10. "How Do Ambiguous Online Ads Impact Consumers' Brand Attitudes and Click Intentions: Investigating the Influence of Website Image Transfer" (with Xiaojing Yang and Kai-Yu Wang).
11. "Intertemporal Bundling Under Demand Uncertainty" (with Sue H. Mialon)

#### **PROFESSIONAL EXPERIENCE**

##### **TEACHING INTERESTS**

Managerial Economics, Game Theory, Microeconomics Theory, Business Statistics, Industrial Organization, Econometrics.

#### **TEACHING EXPERIENCE**

- Associate Professor, Department of Economics, Illinois State University, *Fall 2014 – Present*.  
Survey of Economic Principles (MBA and CMBA).  
Competition and Managerial Strategies.  
Industrial Organization.  
Managerial Economics.  
Using Regression and Econometric Methods.
- Assistant Professor, Department of Economics, Illinois State University, *Fall 2008 – Summer 2014*.  
Survey of Economic Principles (MBA and CMBA).  
Competition and Managerial Strategies.  
Managerial Economics.  
Using Regression and Econometric Methods.
- Assistant Professor, Department of Economics, College of Business and Public Administration, University of North Dakota, *Fall 2005 – Spring 2008*.  
Advanced Price Theory (graduate-level).  
Business Statistics.  
Game Theory.  
Managerial Economics.
- Adjunct Instructor, Department of Business Economics and Public Policy, Kelley School of Business, Indiana University, *Fall 2004 – Spring 2005*.  
Managerial Economics.
- Associate Instructor, Department of Business Economics and Public Policy, Kelley School of Business, Indiana University, *Fall 2000 – Spring 2004*.  
Managerial Economics.  
Business and Economic Strategy in the Public Arena.  
Economics for Managers (Kelley Direct).

#### **CONFERENCE PRESENTATIONS AND INVITED SEMINARS**

Midwest Economics Association Meeting, Cincinnati, April 2017 (scheduled); American Economics Association Meetings, Chicago, January 2017; Southern Economic Association Conference, Washington DC, November 2016; Midwest Economics Association Meeting, Chicago, April 2016; Zhejiang Gongshang University, Hangzhou China, June 2015; Southwest University of Finance and Economics, Chengdu China, June 2015; Ningbo Institute of Technology, Ningbo China, May 2015; International Industrial Organization Conference, Chicago, April 2014; Shanghai-Hong Kong Development Institute Conference, Hong Kong, December 2013; Southern Economic Association Conference, Tampa, November 2013; Chinese Economists Society Annual Conference, Chengdu, China, June 2013; Southern Economic Association Conference, New Orleans, November 2012; Illinois Wesleyan University, November 2012; International Industrial Organization Conference, Washington DC, March 2012; Southern Economic Association Conference, Washington DC, November 2011; University of Illinois, Agricultural and Consumer Economics, October 2011; Chinese Economists Society Annual Conference, Beijing, China, June 2011; International Industrial Organization Conference, Boston, April 2011; Southern Economic Association

Conference, Washington DC, November 2008; Illinois State University, January, 2008; University of Hartford, Barney School of Business, January, 2008; Southern Illinois University, February, 2008; Missouri Technology and Science University, February 2008; Southern Economic Association Conference, New Orleans, November 2007; International Industrial Organization Conference, Georgia, April 2007; Southern Economic Association Conference, South Carolina, November 2006; Southern Economic Association Conference, Washington DC, November 2005; Fordham Pricing Conference, New York, November 2005; University of North Dakota, College of Business and Public Administration, March 2005; University of Akron, College of Business, January 2005; Southern Economic Association Conference, New Orleans, November 2004; University of Toledo, College of Business Administration, October 2004; International Industrial Organization Conference, Chicago, April 2004; Southern Economic Association Conference, San Antonio, November 2003.

## **ACADEMIC AWARDS AND HONORS**

- \$6,000 CAS Interdisciplinary Initiative Grant, ISU, 2017.
- \$750 Scott M. Elliot Faculty Excellent Award, ISU, 2016.
- \$500 College Art & Science Faculty International Travel Grant, ISU, 2016.
- \$1,500 James V. Koch-Economics Advisory Board Faculty Development Award, ISU, 2015.
- \$750 College Art & Science Faculty International Travel Grant, ISU, 2014.
- \$750 College Art & Science Faculty International Travel Grant, ISU, 2013.
- \$500 Scott M. Elliot Faculty Excellent Award, ISU, 2013.
- \$4,000 Institute for Regulatory Policy Studies Research Grant, ISU, 2012.
- \$500 James V. Koch-Economics Advisory Board Faculty Development Award, ISU, 2011.
- \$3,500 Illinois State University Pre-Tenure Faculty Initiative Grant, ISU, 2010.
- \$3,500 Illinois State University New Faculty Initiative Grant, ISU, 2009.
- \$6,000 Grant-Writing Mentorship Program Awards, ISU, 2008.

## **PROFESSIONAL ACTIVITIES**

### **ADVISORY BOARD**

Advances in E-Business Research (2016-present)

### **EDITORIAL BOARD**

Industrial Journal of Business Environment (2013-present)

### **REFEREING**

Alfred P. Sloan Foundation, Applied Economics, Asian Journal of Law & Economics, Eastern Economic Journal, Economic Research International, Frontiers of Economics in China, Journal of Air Transport Management, Journal of Economics and Finance, Journal of Economics and Management Strategy, Journal of Industrial Economics, National Science Foundations, Southern Economic Journal

### **ADMINISTRATIVE ACTIVITIES**

Undergraduate program director, 2016-present

### **COMMITTEE**

College URG Review Committee, 2016-present  
DFSC member, 2015-present  
Department URG Review Committee, 2015-present  
Department Curriculum Committee, co-chair, 2013-present  
Undergraduate Women in Economics Challenge Task Force, 2015-present  
Department Seminar Coordinator, 2010-2014  
Undergraduate Program Review Committee, 2013-2014  
Economics New Faculty Recruiting Committee, 2012-2013  
Department URG Review Committee, 2010-2012  
DFSC member, 2011-2012  
Department Lab Coordinator, 2010-2011  
Economics New Faculty Recruiting Committee, 2008-2009

**GRADUATE/UNDERGRADUATE STUDENTS SUPERVISED**

Yi Wang, *Graduate Capstone*, ISU Spring 2017 – present  
Bret Farrell, *University Research Symposium Mentor*, ISU Spring 2017  
Jing Ao, *Graduate Capstone*, ISU Spring 2016  
Collin Phillips, *IRPS Research Grant Project*, ISU Fall 2012 – Spring 2013  
Joshua Graham, *Honors Research Mentor*, ISU Summer 2011 – Fall 2011  
Megan Homan, *Independent Study Advisor*, ISU Fall 2009 – Spring 2010  
Kim Sabo, *Independent Study Advisor*, ISU Fall 2009 – Spring 2010

**REFERENCES** (Available upon request)