

Ivan Paak Liang Png

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<https://sites.google.com/site/iplpng/home>

Research interests Economics of innovation and productivity

Employment

- 1996- National University of Singapore
Distinguished Professor, 2014- , Lim Kim San Professor, 2008-14,
Professor, 2001- , Department of Strategy & Policy. Kwan Im Thong
Hood Cho Temple Professor, 2001-2008, Professor, 1996-2014, Visiting
Professor, 1996, Department of Information Systems. Professor, 2006-
Department of Economics.
Chair, Humanities and Social Sciences, Office of Deputy President for
Research and Technology, 2015-2018; Head, Dept of Strategy & Policy,
2009-2011; Vice Provost (Graduate and Undergraduate Education),
2001-03; Dean, 2000-01, Vice Dean, School of Computing, 1998-2000.
- 2005-06 Nominated Member of Parliament (10th Parliament of Singapore, 2nd
session).
- 1984-96 University of California, Los Angeles
Professor, 1995-96, Associate Professor (with tenure), 1990-95, Assistant
Professor, 1984-90, John E. Anderson Graduate School of Management
- 1993-96 Hong Kong University of Science & Technology
Visiting Professor, 1995-96, Visiting Reader, 1993-95, Department of
Economics.
- 1987-88 National University of Singapore
Lecturer, School of Management
- Summer 1982 Government of Singapore Investment Corporation
Special Assistant to the Managing Director
- 1978-80 Singapore Armed Forces
Brigade Deputy Intelligence Officer (1980), Battalion Deputy General Staff
Officer (1978)

Education

- 1980-85 Stanford University
PhD in Business
- 1975-78 University of Cambridge
BA (Honours Class 1) in Economics

Journal Publications

1. I.P.L. Png, "Strategic Behavior in Suit, Settlement and Trial", *Bell Journal of Economics*, Vol. 14 No. 2, Autumn 1983, 539-550.
Reprinted in David K. Levine and Steven A. Lippman, Eds., *The Economics of Information*, Aldershot, England: Edward Elgar, 1995; Reprinted in Eric B. Rasmusen, Ed., *Game Theory and the Law*, Cheltenham, England: Edward Elgar, 2007.

2. I.P.L. Png, "Optimal Subsidies and Damages in the Presence of Judicial Error", *International Review of Law and Economics*, Vol. 6 No. 1, June 1986, 101-105.
3. I.P.L. Png and D. Hirshleifer, "Price Discrimination Through Offers to Match Price", *Journal of Business*, Vol. 60 No. 3, July 1987, 365-384.
4. I.P.L. Png, "Litigation, Liability, and Incentives for Care", *Journal of Public Economics*, Vol. 34 No. 1, October 1987, 61-85.
5. Dilip Mookherjee and Ivan Png, "Optimal Auditing, Insurance and Redistribution", *Quarterly Journal of Economics*, Vol. 104 No. 2, May 1989, 399-415.
6. I.P.L. Png, "Reservations: Customer Insurance in the Marketing of Capacity", *Marketing Science*, Vol. 8 No. 3, Summer 1989, 248-264.
7. I.P.L. Png and Eric Zolt, "Efficient Deterrence and the Tax Treatment of Monetary Sanctions", *International Review of Law and Economics*, Vol. 9 No. 2, December 1989, 209-217.
8. David Hirshleifer and I.P.L. Png, "Facilitation of Competing Bids and the Price of a Takeover Target", *Review of Financial Studies*, Vol. 2 No. 4, October 1989, 587-606.
9. Tom K. Lee and I.P.L. Png, "The Role of Instalment Payments in Contracts for Services", *RAND Journal of Economics*, Vol. 21 No. 1, Spring 1990, 83-99.
10. Dilip Mookherjee and I.P.L. Png, "Enforcement Costs and the Optimal Progressivity of Income Taxes", *Journal of Law, Economics, and Organization*, Vol. 6 No. 2, Fall 1990, 411-431.
11. I.P.L. Png, "Most-Favoured Customer Protection versus Price Discrimination Over Time", *Journal of Political Economy*, Vol. 99 No. 5, October 1991, 1010-1028.
12. K. Sridhar Moorthy and I.P.L. Png, "Market Segmentation, Cannibalization, and the Timing of Product Introductions", *Management Science*, Vol. 38 No. 3, March 1992, 345-359.
13. Dilip Mookherjee and I.P.L. Png, "Monitoring vis-a-vis Investigation in Enforcement of Law", *American Economic Review*, Vol. 82 No. 3, June 1992, 556-565.
14. Hui-Wen Koo and I.P.L. Png, "Private Security: Deterrent or Diversion?" *International Review of Law and Economics*, Vol. 14, March 1994, 87-101.
15. Dilip Mookherjee and I.P.L. Png, "Marginal Deterrence in Enforcement of Law", *Journal of Political Economy*, Vol. 102 No. 5, October 1994, 1039-1066.
16. I.P.L. Png and David Reitman, "Service Time Competition", *RAND Journal of Economics*, Vol. 25 No. 4, Winter 1994, 619-634.
17. Dilip Mookherjee and I.P.L. Png, "Corruptible Law Enforcers: How Should They Be Compensated?" *Economic Journal*, Vol. 105 No. 428, January 1995, 145-159 .
 Reprinted in Gianluca Fiorentini and Stefano Zamagni, Eds., *The Economics of Corruption and Illegal Markets*, Vol. II, Cheltenham, UK; Northampton, MA: Edward Elgar, 1999; Reprinted in Ajit Mishra, Ed., *The Economics of Corruption*, New Delhi, India: Oxford University Press, 2005.

18. I.P.L. Png and David Reitman, "Why Are Some Products Branded And Others Not?" *Journal of Law and Economics*, Vol. 38 No. 1, April 1995, 207-224.
Reprinted in Ruth Towse and Rudi W. Holzhauser, Eds., *The Economics of Intellectual Property*, Vol. III, Cheltenham, England: Edward Elgar, 2002.
19. V. Padmanabhan and I.P.L. Png, "Returns Policies: Make Money by Making Good", *Sloan Management Review*, Vol. 37 No. 1, Fall 1995, 65-72.
20. V. Padmanabhan and I.P.L. Png, "Manufacturers Returns Policies and Retail Competition", *Marketing Science*, Vol. 16 No. 1, February 1997, 81-94.
21. Lucian Arye Bebchuk and I.P.L. Png, "Damage Measures for Inadvertant Breach of Contract", *International Review of Law and Economics*, Vol. 19 No. 3, September 1999, 319-331.
22. Ivan P.L. Png, Bernard C.Y. Tan, and Khai Ling Wee, "National Culture and Corporate Adoption of Information Technology", *IEEE Transactions on Engineering Management*, Vol. 48 No. 1, February 2001, 36-45.
23. Yeh-ning Chen and Ivan Png, "Information Goods Pricing and Copyright Enforcement: Welfare Analysis", *Information Systems Research*, Vol. 14 No. 1, March 2003, 107-123.
24. Chu-chia S. Lin and Ivan Png, "Monitoring Costs and the Mode of International Investment", *Journal of Economic Geography*, Vol. 3 No. 3, July 2003, 261-274.
25. Kai-Lung Hui and Ivan Png, "Piracy and the Legitimate Demand for Recorded Music", *BE Press Contributions to Economic Analysis & Policy*, Vol. 2 No. 1, 2003, Article 11.
26. V. Padmanabhan and I.P.L. Png, "Reply: Do Returns Policies Intensify Retail Competition?" *Marketing Science*, Vol. 23 No. 4, Fall 2004, pp. 614-618.
27. Il-Horn Hann, Kai-Lung Hui, Sang-Yong Tom Lee, and Ivan P.L. Png, "Overcoming Online Information Privacy Concerns: An Information Processing Theory Approach", *Journal of Management Information Systems*, Vol. 24 No. 2, Fall 2007, 13-42.
28. Il-Horn Hann, Kai-Lung Hui, Sang-Yong T. Lee, and Ivan P.L. Png, "Consumer Privacy and Marketing Avoidance: A Static Model", *Management Science*, Vol. 54 No. 6, June 2008, 1094-1103.
29. Ivan P.L. Png, Chen-yu Wang, and Qiu-hong Wang, "The Deterrent and Displacement Effects of Information Security Enforcement: International Evidence", *Journal of Management Information Systems*, Vol. 25 No. 2, Fall 2008, 125-144.
30. Ivan P.L. Png and Qiu-hong Wang, "Information Security: Facilitating User Precautions vis-à-vis Enforcement Against Attackers", *Journal of Management Information Systems*, Vol. 26 No. 2, Fall 2009, 97-122.
31. I.P.L. Png and Hao Wang, "Buyer Uncertainty and Two-Part Pricing: Theory and Applications", *Management Science*, Vol. 56, No. 2, February 2010, 334-342.
32. I.P.L. Png, "On the Reliability of Software Piracy Statistics", *Electronic Commerce Research and Applications*, Vol. 9 No. 5, September 2010, 365-373.
Republished in 10th Anniversary Virtual Special Issue, *Electronic Commerce*

33. Khim-Yong Goh, Kai-Lung Hui, and Ivan P.L. Png, “Newspaper Reports and Consumer Choice: Evidence from the Do Not Call Registry”, *Management Science*, Vol. 57 No. 9 September 2011, 1640-1654.
34. Yi Lu, Ivan P.L. Png, and Zhigang Tao, “Do institutions not matter in China? Evidence from manufacturing enterprises”, *Journal of Comparative Economics*, Vol. 41 No. 1, February 2013, 74-90.
35. Albert G.Z. Hu and I.P.L. Png, “Patent Rights and Economic Growth: Evidence from Cross-Country Panels of Manufacturing Industries”, *Oxford Economic Papers*, Vol. 65 No. 3 July 2013, 675-698.
36. Kai-Lung Hui and I.P.L. Png, “Research Note -- Migration of Service to the Internet: Evidence from a Federal Natural Experiment”, *Information Systems Research*, Vol. 26 No. 3, September 2015, 606-618.
37. Khim Yong Goh, Kai-lung Hui, and I.P.L. Png, “Privacy and Marketing Externalities: Evidence from Do Not Call”, *Management Science*, Vol. 61 No. 12, December 2015, 2982-3000.
38. Chunmian Ge, Ke-wei Huang, and I.P.L. Png, “Engineer/Scientist Careers: Patents, Online Profiles, and Misclassification Bias”, *Strategic Management Journal*, Vol. 37 No. 1, January 2016, 232-253.
39. I.P.L. Png, “Law and Innovation: Evidence from State Trade Secrets Laws”, *Review of Economics and Statistics*, Vol. 99 No. 1, March 2017, 167-179.
40. I.P.L. Png, “Secrecy and Patents: Theory and Evidence from the Uniform Trade Secrets Act”, *Strategy Science*, Vol. 2 No. 3, September 2017, 176-193.
41. Qiang Fu, Jie Gong, and I.P.L. Png, “Law, Social Responsibility, and Outsourcing”, *International Journal of Industrial Organization*, Vol. 57, March 2018, 114-146.
42. Teck-hua Ho, I.P.L. Png, and Sadat Reza, “Sunk Cost Fallacy and Driving the World’s Costliest Cars”, *Management Science*, Vol. 64 No. 4, April 2018, 1761-1778.
43. Junhong Chu, Haoming Liu, and I.P.L. Png, “Non-labor Income and the Age of Marriage: Evidence from China’s Heating Policy”, *Demography*, Vol. 55 No. 6, December 2018, 2345-2370.
44. I.P.L. Png, “U.S. R&D, 1975-1998: A New Dataset”, *Strategic Management Journal*, Vol. 40 No. 5, May 2019, 715-735.
45. I.P.L. Png and Charmaine Tan, “Cost of Cash: Evidence from Cashiers”, *Service Science*, Vol. 13 No. 2, June 2021, 88-108.
46. Junjian Yi, Junhong Chu, and I.P.L. Png, “Early-life exposure to hardship increased risk tolerance and entrepreneurship in adulthood with gender differences”, *Proceedings of the*

National Academy of Sciences, Vol. 119 No. 15, 5 April 2022, e2104033119. Previously entitled, “Entrepreneurship and the School of Hard Knocks: Evidence from China’s Great Famine”.

47. Jie Gong and I.P.L. Png, “Automation Enables Specialization: Field Evidence”, August 2022, Accepted, *Management Science*.
48. Yun Hou, I.P.L. Png, and Xi Xiong, “When stronger patent law reduces patenting: Empirical evidence”, September 2022, Accepted, *Strategic Management Journal*.

Conference Proceedings

1. Yeh-ning Chen and I.P.L. Png, “Software Pricing and Copyright Enforcement: Private Profit vis-a-vis Social Welfare”, *Proceedings of the 20th International Conference on Information Systems*, Charlotte, North Carolina, December 13-15, 1999.
2. Kai-Lung Hui and I.P.L. Png, “On the Supply of Creative Work: Evidence from the Movies”, *American Economic Review*, Papers and Proceedings of the American Economic Association, Vol. 92 No. 2, May 2002, 217-220.
3. Il-Horn Hann, Kai Lung Hui, Tom S. Lee, and I.P.L. Png, “Online Information Privacy: Measuring the Cost-Benefit Trade-off”, *Proceedings of the 23rd International Conference on Information Systems*, 2002.
4. Il-Horn Hann, Kai Lung Hui, Tom S. Lee, and I.P.L. Png, “Analyzing Online Information Privacy Concerns: An Information Processing Theory Approach”, *Proceedings, 40th Hawaii International Conference on System Sciences*, 2007.
5. I.P.L. Png, Chen-yu Wang, and Qiu-hong Wang, “The Deterrent and Displacement Effects of Information Security Enforcement: International Evidence”, *Proceedings, 41st Hawaii International Conference on System Sciences*, 2008.
6. I.P.L. Png and Qiu-hong Wang, “Information Security: User Precautions, Attacker Efforts, and Enforcement”, *Proceedings, 42nd Hawaii International Conference on System Sciences*, 2009.
7. I.P.L. Png, “On the Reliability of Software Piracy Statistics”, *Proceedings, 43rd Hawaii International Conference on System Sciences*, 2010.

Working Papers

1. I.P.L. Png and Sampsa Samila, “Trade Secrets Law and Mobility: Evidence from Inevitable Disclosure”, SSRN Working Paper 1986775, January 2012, revised February 2015.
2. Xiaohong Xu, I.P.L. Png, Junhong Chu, and Yeh-ning Chen, “The Misruling Elites: The State, Local Elites, and the Social Geography of the Chinese Revolution”, March 2022. Previously entitled, “When Things Were Falling Apart: Tocqueville, Fei Xiaotong and the Agrarian Causes of the Chinese Revolution”.
3. Yun Hou and I.P.L. Png, “Government R&D and Private Innovation: Empirical Evidence from the Bayh-Dole Act”, January 2020.
4. Pinchuan Ong and I.P.L. Png, “Automation, Job Quality, and Labor Supply: Empirical Evidence”, November 2020.
5. Yun Hou, I.P.L. Png, and Xi Xiong, “Patent Law, Appropriability, and External R&D: Empirical Evidence”, March 2021.
6. Yun Hou, I.P.L. Png, and Xi Xiong, “Social Value of Patents: Empirical Evidence from the U.S. Court of Appeals for the Federal Circuit”, April 2021.
7. Yun Hou and I.P.L. Png, “Learning to let go: A field experiment on benchmarking and

entrepreneur exit”, March 2022.

Work in Progress

1. Yun Hou and I.P.L. Png, “Benchmarking: Field Evidence”. AEA RCT registration 0003216: <https://www.socialscienceregistry.org/trials/3216>
2. Yun Hou and I.P.L. Png, “@Office: Effect of social interactions”, OSF registration, 30 July 2022, osf.io/4h5rt.
3. Yan Zhang and I. P. L. Png, “Incentives for survey participation”, OSF registration, 19 September 2022, osf.io/muvr7.
4. I.P.L. Png and Song Wang, “Sequence effects in taxi driver decision making.” OSF. 21 September 2022, osf.io/hjqg2.

Books

Ivan Png, *Managerial Economics*, Malden, MA: Blackwell, 571 pp., 1998; Second edition, 569 pp., 2002; Third edition, Dale Lehman, co-author, 477 pp., 2007; Fourth edition, Routledge, 364 pp., 2012; Fifth edition, Routledge, 409 pp., 2015; Sixth edition, Routledge, 340pp., 2022.

Korean edition: Koh Dong Hee, translator, Seoul, Korea: Kyung Mun Sa Publishing, 460 pp., 1999; Third edition, 680 pp., 2008.

Traditional Chinese edition: Lin Chu-Chia, co-author, Taipei, Taiwan: Bestwise Publishing, 699 pp., 1999; Second edition, 739 pp., 2003; Third edition, 594 pp., 2007; Fourth edition, 635 pp., 2013; Fifth edition, 2017.

Asia Pacific edition, Singapore: Pearson Education Asia, 589 pp., 2005.

Simplified Chinese edition: Second edition, Zhang Chu-yu, translator, Beijing, China: Renmin University Press, 535 pp., 2005; Third edition, Wu Changqi and Meng Zhaoli, co-authors, Beijing, China: Peking University Press, 477 pp., 2008; Fourth edition, Meng Zhaoli, co-author, Beijing, China: Renmin University Press, 417 pp., 2013; Fifth edition, Beijing, China: Peking University Press, pp., 2016.

Polish edition, Borys Walczyna, translator, Warsaw, Poland: Wolters Kluwer Polska, 2011.

Ivan Png, Ed., *Financial Crisis 2008*, Institute of Southeast Asian Studies (hard cover, ISBN 978-981-08-2096-1) and NUS Business School (paper cover), 83 pp., 2009.

Other scholarly publications – other journals, book chapters, invited papers

1. David Eaves, I.P.L. Png, and J. Mark Ramseyer, “Gender, Ethnicity, and Grades: Empirical Evidence of Discrimination in Law-Firm Interviews”, *Law and Inequality Journal*, Vol. 7 No. 2 (March 1989), 189-214.
2. I.P.L. Png, “Opportunity Cost”, Chapter 4.5 in Richard C. Dorf, Ed., *The Technology Management Handbook*, Boca Raton, FL: CRC Press and IEEE Press, 1998, 4/17-4/20.
3. Sang-Yong T. Lee and Ivan P.L. Png, “Buyer Shopping Costs and Retail Pricing: An Indirect Empirical Test”, *Review of Marketing Science*, Vol. 2, 2004, Article 6.
4. Kai-lung Hui and I.P.L. Png, “Economics of Privacy”, in Terry Hendershott, Ed., *Handbook of Economics and Information Systems*, Elsevier, 2006.
5. Il-Horn Hann, Kai-Lung Hui, Yee-Lin Lai, S.Y.T. Lee, and I.P.L. Png, “Who Gets Spammed?” *Communications of the ACM*, Vol. 49, No. 10 (October 2006), 83-87.
6. I.P.L. Png, “Copyright: A Plea for Empirical Research”, *Review of Economic Research on Copyright Issues*, Vol. 3 No. 2, 2006, 3-13.

Reprinted in Ruth Towse and Richard Watt, Eds., *Recent Trends in the Economics of*

Copyright, Cheltenham, England: Edward Elgar, 2008.

7. Yeh-ning Chen and I.P.L. Png, "Parallel Imports and Music CD Prices", *Korean Journal of Law and Economics*, Vol. 5 No. 1, June 2008, 197-205.
8. I.P.L. Png and Qihong Wang, "Copyright law and the supply of creative work: Evidence from the movies", Chapter 17 in Theodore Eisenberg and Giovanni B. Ramello, Eds., *Comparative Law and Economics*, Cheltenham, UK: Edward Elgar, 2016.
9. I.P.L. Png and Charmaine H. Tan, "Privacy, Trust in Banks, and Use of Cash", *MAS Macroeconomic Review*, Vol XIX Issue 1, April 2020, 109-116.
10. I.P.L. Png, Yehning Chen, Junhong Chu, Yikang Feng, Elaine Kuan-Hui Lin, and Wan-ling Tseng, "Temperature, Precipitation, and Sunshine Across China, 1912-51: A New Daily Instrumental Dataset", *Geoscience Data Journal*, Vol. 7 No. 2, November 2020, 90-101.
11. C.Y. Maximilian Png, Jingting Wu, Tjun Y. Tang, Ivan P.L. Png, Tay J. Sheng, and Edward Choke, "Editor's Choice -- Decrease in Mortality from Abdominal Aortic Aneurysms (2001 to 2015): Is it Decreasing Even Faster?" *European Journal of Vascular and Endovascular Surgery*, Vol. 61 No. 6, June 2021, 900-907.

Cases

1. I.P.L. Png, Zhigang Tao, and Carola Ramon-Berjano, "BHP: Negotiating Iron Ore Prices With China", Asia Case Research Centre, University of Hong Kong, 06/315C, December 2006, 21 pp.
2. I.P.L. Png, Zhigang Tao, and Carola Ramon-Berjano, "Rio Tinto: Takeover Fears and Price Negotiations with China", Asia Case Research Centre, University of Hong Kong, 09/413C, April 2009, 15 pp.

Research Grants (as Principal Investigator)

1. University of California, Pacific Rim Program, "Causes and Consequences of International Economic Integration: the Case of Taiwan and Mainland China", 1993-94, US\$35,000.
2. Hong Kong Research Grants Council, "Manufacturers Returns Policies and Retail Competition", HKUST 549/95H, 1995-97, HK\$150,000.
3. National University of Singapore, "Software Pricing and Enforcement", RP 960624, 1996-98, S\$26,202.
4. Telecommunication Authority of Singapore and National University of Singapore, "Telecommunications Competitiveness Index", RP 970659, 1997-2000, S\$388,477.
5. IP Academy of Singapore, "An Empirical Study on the Extension of Copyright Duration", 2005-06, S\$18,345.
6. U.S. Air Force, Asian Office of Aerospace R&D, "Information Security: Quantitative Modeling and Empirical Studies", FA4869-07-1-4046, 2007-09, US\$40,000.
7. National University of Singapore, "Information Security: Quantitative Modeling and Empirical Studies", 313-000-076-112, 2007-08, S\$29,000.
8. National University of Singapore, "Research Program in Innovation Strategy and Entrepreneurship (RISE)", 313-000-089-112, 2009-11, S\$62,000.
9. National University of Singapore, "Climate change in China: Database and economic studies", 313-000-104-64, 2013-14, S\$30,000.
10. Ministry of Education, Academic Research Fund, "Climate change in China: Database and economic studies", MOE2013-T2-2-045, 2014-17, S\$216,655.
11. NUS Centre for Law and Business, "Do Not Call Registry: Evaluation", 2013-14, S\$10,648.
12. Social Science Research Council (Singapore), "Service Productivity and Innovation Research Programme", MOE2016-SSRTG-059, 2017-22, S\$4,744,626.
13. National University of Singapore, "BESPr: Behavioural Economics in Service Productivity",

HSS Seed Fund HSSFCR-2201-P01, 2022-24, S\$59,240.

Students and Scholars (Appointment upon completion)

1. Alyssa Lutz, PhD, UCLA, 1992 (Associate, Analysis Group, Los Angeles).
2. Dong-hee Koh, PhD, UCLA, 1992 (Research Fellow, Korea Information Society Development Institute, Korea).
3. Yeh-ning Chen, PhD, UCLA, 1994 (Lecturer, Department of Finance, National Taiwan University, Taipei, Taiwan).
4. Zhao-li Meng, PhD, NUS, 2006 (Assistant Professor, School of Information, Renmin University, Beijing, China).
5. Chen-yu Wang, MSc, NUS, 2007 (Forex trader, BNP Paribas).
6. Qiu-hong Wang, Post-doctoral fellow, NUS, 2007-09 (Lecturer, Huazhong University of Science and Technology, Wuhan, China).
7. Hou Yun, PhD, NUS, 2021 (Assistant Professor, Hong Kong University of Science and Technology, Guangzhou).

Honours and Awards

1. Faculty Career Development Award, UCLA (1987, 1990).
2. Outstanding Teaching Award, MBA Program for Fully Employed Students, Class of 1991, UCLA.
3. Finalist, 1992 John D.C. Little Best Paper Award, College on Marketing, The Institute of Management Sciences, 1994.
4. Teaching Excellence Award, National University of Singapore, 1998.
5. Runner-Up, Best Research Paper, 23rd International Conference on Information Systems 2002.
6. Teaching Excellence Award, School of Computing, 2007/2008.
7. Teaching Excellence Award, NUS-UCLA Executive MBA Program, 2008.
8. Teaching Excellence Award, NUS-UCLA Executive MBA Program, 2011.

Recent conferences and speaking invitations

2018: Darden-Cambridge Judge-HKU Entrepreneurship and Innovation Research Conference; Peking University CCER Summer Institute; 10th Yale China-India Insights Conference.

2019: Innovation and Intellectual Property Conference, Beijing; 7th AIEA-NBER Conference, Singapore; Strategic Management Society, Minneapolis; NBER Productivity Workshop; Boston University Questrom School; Boston University Technology & Policy Research Initiative; National Taiwan University Innovation Symposium.

2020: Hong Kong University of Science and Technology, Seoul National University, Peking University.

2021: Max Planck Institute, University of Hong Kong, Olin School of Business.

2022: University of Hong Kong

Courses Taught

Doctoral Seminar in Innovation and Entrepreneurship; Seminar in Innovation and Productivity; Business Environment in Asia; Information Technology Marketing; Telecommunications; Industrial Organization; International Business Economics; Managerial Economics; Price Policies; Doctoral Seminar in Business Economics.

Executive Teaching

NUS APEX-English Executive MBA (Lecturer), 2009-2013; NUS-UCLA Executive MBA (Lecturer), 2004-2011, 2013-15, 2017; NUS APEX-Chinese Executive MBA (Lecturer), 2002; Kellogg-HKUST Executive MBA Program (Lecturer) 2000; NUS Information and Technology Policy (Lecturer), 1997-1999; UCLA General Management Program, Malaysia (Faculty Director) 1992-94; UCLA Pricing for Profitability (Lecturer), 1992-93.

Professional Service

Journal of Industrial Economics, Associate Editor, 1996-2001; *Information Systems Research*, Associate Editor, 2000-2004; *Management Science*, Associate Editor, 2005-2008; *Management Science*, Associate Editor, 2020- .

MIT Sloan Management Review Strategy Forum, 2021-2022;
Microsoft Corporation, Trustworthy Computing Academic Advisory Board, 2006-2010;
World Intellectual Property Organization, Expert Meeting on Measurement of Copyright Piracy, November 2005.

Institutional Service

Chair, Task Force on Quality Assurance, National University of Singapore, 1997-98;
Deputy Head, Department of Information Systems & Computer Science, National University of Singapore, 1997-98;
Chair, Task Force on Calendar, Time-table and Examinations, National University of Singapore, 1999-2000;
Chair, Re-Make NUS, National University of Singapore, 2002-03;
Chair, Promotion and Tenure Committee, School of Computing, National University of Singapore, 2005-06;
Member, University Committee on Distinguished Appointments, National University of Singapore, 2007-11, 2012-13, 2018-;
Member, Executive Committee, Department of Economics, National University of Singapore, 2008-2011, 2012-19;
Chair, Promotion and Tenure Committee, School of Business, National University of Singapore, 2008;
Chair, Task Force, NUS Submission to the Economic Strategies Committee, 2009;
Member, Nominating Committee for Honorary Degrees and Emeritus Professorships, 2013-19.

Public Service

Member, Entrepreneurship Focus Group and Education Workgroup, Economic Review Committee. Singapore, 2001-02;
Member, Selection Committee, National Technology Award, Singapore, 2002-03;
Resource Person, University Admission Committee, Ministry of Education, Singapore, 2003-04;
Expert Panel, Social Sciences Research Council, Singapore (Member, 2016-18, Chair, 2019-22);
Member, Panel for the Copyright Tribunals, 2018-21.

Visiting Appointments

Marshall Visiting Research Scholar, University of Southern California, June 2003;

Visitor, Nuffield College, Oxford, Michaelmas Term, 2007;
Visiting Professor of Business Administration, Tuck School of Business, Dartmouth College,
2011-12;
Visiting Professor, Dyson School of Applied Economics and Management, Cornell
University, 2016.

Directorships

JIT Holdings Ltd, 1997-2000;
GeoFoto Pte Ltd, 2000-2001;
Universal Gateway International Pte Ltd, 2005-2007;
Hartford Education Corporation Ltd (formerly Hartford Holdings Ltd), 2005-2008;
Hyflux Water Trust Management Pte Ltd, 2007-2011;
Healthway Medical Corporation Ltd, 2008-2011.

Magazine and Newspaper Articles

in English: *Australian Financial Review*, *South China Morning Post*, *Business Times*
(Singapore), *Wall Street Journal*, *Los Angeles Times*, *Straits Times*, *Sunday Times*
(Singapore), *Asian Wall Street Journal*, *Far Eastern Economic Review*, *Shanghai Daily*,
TODAY.

in Chinese: *Central Daily News* (Taipei), *Hong Kong Economic Journal*, *Lianhe Zaobao*.

Languages English, Chinese (Mandarin)