

Cate Center One  
Norman, OK 73072

June 2023

## MU-JEUNG YANG

### EMPLOYMENT

University of Oklahoma, Norman	Assistant Professor of Economics	08/2021 – present
David Eccles School of Business, University of Utah	Visiting Assistant Professor of Finance	07/2018 – 06/2021
University of Washington, Seattle	Assistant Professor of Economics	09/2012 – 06/2018

### EDUCATION

University of California, Berkeley	Ph.D.	May 2012	Economics
University of Bonn	Diplom (Master equivalent)	2006	Economics

### PUBLICATIONS

- "Complementarity of Performance Pay and Task Allocation" 2019, *Management Science* with Bryan Hong (Bloch School of Management) and Lorenz Kueng (USI)
- "Financial Dampening", 2019, *Journal of Money, Credit and Banking* with Johannes Wieland (UC San Diego)
- "Accounting for the New Gains from Trade Liberalizations", 2020, *Journal of International Economics* with Chang-Tai Hsieh (Chicago Booth), Nick Li (University of Toronto) and Ralph Ossa (University of Zurich)
- "The Impact of Emerging Market Competition on Innovation and Business Strategy", 2021, *Journal of Economic Behavior and Organization* with Nick Li (University of Toronto) and Lorenz Kueng (USI)
- "The Interdependence Imperative: Business Strategy, Complementarities and Economic Policy" 2021, *Oxford Review of Economic Policy*
- "SARS-CoV-2 Seroprevalence and Detection Fraction in Utah Urban Populations from a Probability-based Sample" 2021, *Emerging Infectious Diseases* with Matthew Samore, Adam Looney, Brian Orleans, Tom Greene, Nathan Seegert, Julio C Delgado, Angela Presson, Chong Zhang, Jian Ying, Yue Zhang, Jincheng Shen, Patricia Slev, Maclean Gaulin, Andrew T. Pavia, Stephen C. Alder (University of Utah)
- "Micro-Level Misallocation and Selection", 2021, *American Economic Journal: Macroeconomics*
- "Corporate Investment and Growth Opportunities: The Role of R&D-Capital Complementarity", 2022, *Journal of Corporate Finance* with Anthony Sanford (Robert Smith School of Business)
- "What is the Active Prevalence of COVID-19?", 2023, *Review of Economics and Statistics* with Marinho Bertanha (University of Notre Dame), Mac Gaulin, Nate Seegert and Adam Looney, Brian Orleans, Andrew Pavia, Kristina Stratford, Matthew Samore, Steven Alder (University of Utah)
- "Gains from Trade with Flexible Extensive Margin Adjustment", 2023, *Journal of International Economics* with Chang-Tai Hsieh (Booth School of Business), Nick Li (University of Toronto) and Ralph Ossa (University of Zurich)
- "The COVID-19 State Sales Tax Windfall", 2023, *International Tax and Public Finance* with Phil Dean, Maclean Gaulin and Nate Seegert (Eccles School of Business)

### WORKING PAPERS

- "A Scientific Approach to Business Strategy", with Nick Bloom (Stanford), Michael Christensen, Raffaella Sadun and Jan Rivkin (HBS) *Major Revision Requested, Management Science*
- "Data in Action: Data-Driven Decision Making in U.S. Manufacturing" with Kristina McElheran (Rotman School of Management) and Erik Brynjofsson (Stanford Digital Econ Lab) *Revise and Resubmit, Management Science*

- "Leadership Vacillation"  
with James Yen (HSBC Business School), Jackson Nickerson (Olin Business School), Todd Zenger (David Eccles School of Business)  
*Revise and Resubmit, Strategic Management Journal*
- "Competitive Differentiation Effects of Board Network Proximity"  
with Yang Fan (Colby College)  
*Revise and Resubmit, Review of Finance*
- "Technological Uniqueness and Competitive Advantage"  
with Yang Fan (Colby College), Lubo Litov (Price College of Business), Todd Zenger (Eccles School of Business)  
*Major Revision Requested, Management Science*
- "Sources of Life-Cycle Firm Dynamics"  
with Bryan Hong (Bloch School of Management) and Lorenz Kueng (USI)  
*Major Revision Requested, Journal of Finance*
- "Why is Entrepreneurial Overconfidence (so) Persistent?"  
with Maclean Gaulin and Nathan Seegert (Eccles School of Business)
- "Managerial Overconfidence and Dynamic Strategy-Structure (Mis-)Fit"
- "Doing Good rather than Doing Well: What Stimulates Personal Data Sharing and Why?" with Jean-Pierre Dube (Booth School of Business), Nathan Seegert, Maclean Gaulin, Adam Looney (Eccles School of Business), Stephen Alder (University of Utah)  
*(under revision)*
- "Data-Driven Performance Pay and Promotion Practices"  
with Erik Brynjofsson (Stanford Digital Econ Lab), Wang Jin (MIT), Kristina McElheran (Rotman School of Management) and Scott Ohlmacher (Census Bureau)
- "Information Revelation of Decentralized Crisis Management: Evidence from Natural Experiments on Mask Mandates",  
with Nathan Seegert, Maclean Gaulin and Francisco Navarro-Sanchez (Eccles School of Business)  
*(under review)*
- "What Drives the Effectiveness of Social Distancing across US States?"  
with Nathan Seegert, Maclean Gaulin and Adam Looney (Eccles School of Business)  
*(under revision)*

## WORK IN PROGRESS

- "Scientific Learning and Causal Mental Models: A field experiment"  
with Nate Seegert and Todd Zenger (Eccles School of Business)
- "Startup Financing and Scientific Learning: A field experiment"  
with Nate Seegert and Todd Zenger (Eccles School of Business)
- "Trumped Innovation: How the Trump Administration Impacted Start-Ups"  
with Yang Fan (Colby College), Lubo Litov (Price College of Business) and Mishita Mehra (University of Richmond)
- "Which Startups benefit most from Global Talent?"  
with Yang Fan (Colby College), Lubo Litov (Price College of Business) and Mishita Mehra (University of Richmond)
- "Startups and Growth Opportunities"  
with Anthony Sanford (HEC Montreal)
- "Data-Driven Performance Pay and Promotion Practices"  
with Erik Brynjofsson (Stanford Digital Econ Lab), Kristina McElheran (Rotman School of Management), Scott Ohlmacher (Federal Reserve Board) and Wang Jin (Stanford Digital Econ Lab)
- "A Contingency Approach to Structured Management in Manufacturing"  
with Kristina McElheran (Rotman School of Management) and Scott Ohlmacher (Federal Reserve Board)
- "Ambidexterity vs Vacillation"  
with Yang Fan (Colby College), Todd Zenger (Eccles School of Business)

## REFEREEING ACTIVITIES

*American Economic Review, American Economic Review: Insights, Management Science, Strategic Management Journal, American Economic Journal: Macroeconomics, Journal of International Economics, Review of Economics and Statistics, RAND Journal of Economics, International Economic Review, Journal of Development Economics, Journal of Public Economic Theory, Review of Economic Dynamics, Review of Industrial Organization, Journal of Industrial Economics, Journal of Comparative Economics, Academy of Management, Strategic Management Society, Nature: Scientific Reports, European Journal of Operational Research*

## PROFESSIONAL MEMBERSHIPS

*American Economic Association, Econometric Society, Academy of Management, Strategic Management Society*

## EXPERIENCE

### TEACHING

#### University of Oklahoma

Econ 4970-001

The Economics of Capital Markets (undergraduate)

Fall 2021, Spring 2022, Fall 2022, Spring 2023

Econ 5243

Econometrics II (graduate, Ph.D. core)

Spring 2022, Spring 2023

#### David Eccles School of Business

#### University of Utah

QAMO 3040

Machine Learning in Python for Business (undergraduate)

Fall 2018, Fall 2019, Fall 2020

Finan 7821

Econometrics I (graduate, Ph.D. core)

Fall 2018, Fall 2019, Fall 2020

BUS 2010

Intro to Business Economics (undergraduate)

Fall 2019

#### University of Washington

Econ 509

Macroeconomic Theory III (graduate, Ph.D. core)

Spring 2018

Econ 422

Finance, Capital and Investment (undergraduate)

Fall 2012, Winter 2013, Winter 2014, Spring 2014, Winter 2015

Spring 2015, Winter 2016, Winter 2017, Spring 2017, Summer 2017

Winter 2018, Spring 2018

Econ 428

Advanced Finance: Venture Capital and Private Equity (undergraduate)

Winter 2015, Winter 2016

Econ 512

Topics in Macroeconomics (graduate, Ph.D. field)

Winter 2013

Econ 528

Heterogeneity in Macroeconomics (graduate, Ph.D. field)

Spring 2014, Spring 2015, Spring 2016

### OTHER EXPERIENCE

Summer 2008 International Monetary Fund, Washington, D.C.

Summer 2003 Handelsblatt News & Editing, Düsseldorf, Germany

## GRANTS, SCHOLARSHIPS, AND FELLOWSHIPS

2021	COVID-19 Economic Impact \$ 455,000	Utah State Legislature Co-Principal Investigator (with Nate Seegert and Mac Gaulin)
2020	Health and Economic Recovery Outreach (Contract #AR3473) \$10,000,000	Utah State Legislature Co-Investigator
2014	Royalty Research Fund \$ 38,000 for "News in Firm Dynamics"	University of Washington
2006-2010	Graduate Fellowship, Department of Economics	UC Berkeley
2006/2007	Shapiro Fellowship, IBER,	UC Berkeley
2006-2008	"European Recovery Program" – Graduate Fellowship	German Ministry of Economy & Technology and German National Academic Foundation
2006	Foreign Fellowship Korea	German National Academic Foundation
2004-2005	Foreign Fellowship USA	DAAD (German Academic Exchange Service)
2003-2006	Scholarship	efellows
2002-2008	Full Scholarship	Studienstiftung des dt. Volkes (German National Academic Foundation)

## OTHER INFORMATION

Languages: German (native), English (fluent), Korean (intermediate)  
 Software:  $\text{\LaTeX}$ , Matlab (including KNITRO, Tomlab), Stata, Python, R, AMPL  
 Citizenship: German, **U.S. permanent resident**