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# Harry Pei

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## Research Interests

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Game Theory, Implementation Theory, Political Economy, Law and Economics

## Appointments

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| 2018–Present | Assistant Professor, Department of Economics, Northwestern University |
| 2023–2024    | Visiting Faculty, Cowles Foundation, Yale University                  |
| 2024, 2026   | Visiting Faculty, Einaudi Institute for Economics and Finance         |
| 2026         | Visiting Faculty, Massachusetts Institute of Technology               |
| 2026–2027    | Visiting Faculty, Bravo Center, Brown University                      |

## Education

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| 2013–2018 | Ph.D. in Economics, Massachusetts Institute of Technology<br>Thesis Committee: Daron Acemoglu, Drew Fudenberg, Juuso Toikka, and Alexander Wolitzky. |
| 2011–2013 | M.A. in Economics, Toulouse School of Economics  |
| 2007–2011 | B.A. in Mathematics, Tsinghua University   |

## Honors and Awards

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| 2026–2027 | Bravo Center Fellowship, Brown University                       |
| 2024–2029 | NSF CAREER Award: Reputation with Limited Information           |
| 2023–2024 | Northwestern University Career Development Grant                |
| 2023      | <i>AER: Insights</i> Excellence in Refereeing Award             |
| 2020–2024 | NSF Grant SES-1947021: Monotone Methods in Reputations          |
| 2018      | <i>Review of Economic Studies</i> European Tour                 |
| 2018      | Robert Solow Prize for Excellence in Research and Teaching, MIT |
| 2017      | Best TA of the Year Award, MIT                                  |
| 2016      | Ho-Ching and Han-Ching Scholarship, MIT                         |
| 2013–2015 | Department of Economics Fellowship, MIT                         |
| 2011–2013 | Jean-Jacques Laffont Fellowship, Toulouse School of Economics   |

## Publications

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1. Reputation Effects with Endogenous Records, *American Economic Journal: Microeconomics*, conditionally accepted (abstract in Proceedings of EC'25).
2. Community Enforcement with Endogenous Records, *Review of Economic Studies*, forthcoming (abstract in Proceedings of EC'24).
3. Robust Implementation with Costly Information (with Bruno Strulovici), *Review of Economic Studies*, 92(1): 476–505, 2025.
4. Reputation Effects under Short Memories, *Journal of Political Economy*, 132(10): 3421–3460, 2024 (abstract in Proceedings of EC'23).
5. Repeated Communication with Private Lying Costs, *Journal of Economic Theory*, 210: 105668, 2023.

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6. Reputation Building under Observational Learning, *Review of Economic Studies*, 90(3): 1441–1469, 2023.
  7. A Reputation for Honesty (with Drew Fudenberg and Ying Gao), *Journal of Economic Theory*, 204: 105508, 2022.
  8. Reputations for Playing Mixed Actions: A Characterization Theorem, *Journal of Economic Theory*, 201: 105438, 2022.
  9. Trust and Betrayals: Reputational Payoffs and Behaviors without Commitment, *Theoretical Economics*, 16(2): 449–475, 2021.
  10. Equilibrium Behaviors in Repeated Games (with Yingkai Li), *Journal of Economic Theory*, 193: 105222, 2021.
  11. Reputation Effects under Interdependent Values, *Econometrica*, 88(5): 2175–2202, 2020.
  12. Monotone Equilibria in Signaling Games (with Shuo Liu), *European Economic Review*, 124: 103408, 2020.
  13. When Does Restricting Your Opponent’s Freedom Hurt You?, *Games and Economic Behavior*, 100: 234–239, 2016.
  14. Communication with Endogenous Information Acquisition, *Journal of Economic Theory*, 160: 132–149, 2015.

## Working Papers

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1. Replacement and Reputation (with Navin Kartik and Elliot Lipnowski).
2. When to Convict Defendants Facing Multiple Accusations? (with Bruno Strulovici), *Revise and Resubmit, RAND Journal of Economics*.
3. Selective Disclosure in Overlapping Generations (with Nemanja Antić).
4. Bayesian Persuasion with Selective Disclosure (with Yifan Dai and Drew Fudenberg).
5. Commitment and Agreement in Repeated Bargaining.
6. Reputational Bargaining and Inefficient Technology Adoption (with Maren Vairo).
7. Building Trust in Government: The Opportunities and Challenges of Adverse Shocks (with Avidit Acharya and Edoardo Grillo).
8. Misspecified Beliefs about Time Lags (with Yingkai Li).
9. Reputation with Strategic Information Disclosure.

## Professional Activities

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- **Grant Reviewer:** National Science Foundation; Israel Science Foundation; Social Sciences and Humanities Research Council of Canada.
- **Journal Referee:** *Econometrica*, *Review of Economic Studies*, *Journal of Political Economy*, *Quarterly Journal of Economics*, *American Economic Review*, *AER Insights*, *AEJ: Applied Economics*, *AEJ: Economic Policy*, *AEJ: Microeconomics*, *Journal of Finance*, *Journal of Economic Theory*, *Theoretical Economics*, *Review of Economics and Statistics*, *Journal of Public Economics*, *Games and Economic Behavior*, *RAND Journal of Economics*, *Journal of the European*

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*Economic Association, International Economic Review, Journal of Mathematical Economics, Journal of Law, Economics, and Organization, Journal of Economic Behavior and Organization, Journal of Law and Economics, Journal of Public Economic Theory, Economics Letters, Scandinavian Journal of Economics, Journal of Legal Studies, Mathematics of Operations Research, Management Science.*

- **Program Committees:** Berkeley-Columbia-Duke-MIT-Northwestern IO Theory Conference (2025); SITE Dynamic Game Session (2025); European Winter Meeting of the Econometric Society (2024); EC (2024, 2023); WINE (2023, 2022).

## Seminars and Invited Talks

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- **Seminars: 2025-2026** Princeton University, LSE, University of Washington, LUISS, Universitat Autònoma de Barcelona, NYU Abu Dhabi, **2024-2025** Boston College, Emory University, HKU, HKUST, University of Bergamo. **2023-2024** Harvard-MIT, Brown University, Boston University, University of Pittsburgh, University of Miami, Yale University, Toulouse School of Economics, University of Oxford, University College London, University of Manchester, University of Warwick, University of Edinburgh, Royal Holloway University of London, European University Institute, University of Tokyo, Hitotsubashi University, National University of Singapore, **2022-2023** University of Pennsylvania, New York University, University of Bonn, Bocconi University, Aalto University, University of New South Wales, FGV-EPGE. **2021-2022** Columbia University, Stanford GSB, CMU-University of Pittsburgh, HKU-HKUST-CUHK joint theory seminar, UC Riverside, Ecole Polytechnique, Paris Game Theory Seminar, IAE-CSIC and Autonomous University of Barcelona, **2020-2021** University of Michigan, UCLA, Aalto University, Bilkent University, Peking University, Seminar in Economic Theory (SET), Virtual Formal Theory Workshop, One World Mathematical Game Theory Seminar. **2019-2020** Paris School of Economics, Toulouse School of Economics, Ohio State University, Michigan State University, University of Wisconsin Milwaukee, Ecole Polytechnique, University of Warwick, Singapore Management University, Nanyang Technological University, McMaster University. **2018-2019** University of Pennsylvania, Duke University-UNC Chapel Hill, University of Chicago, University of Texas Austin, University of Rochester, University of Carlos III Madrid, CEMFI, MIT Sloan, Shanghai University of Finance and Economics, Tsinghua University, Peking University, Paris Game Theory Seminar, HEC Paris, University College London, Pennsylvania State University, Western University, University of Toronto, ITAM. **2017-2018** Princeton University, Harvard University, Northwestern University, UC Berkeley, Kellogg MEDS, University of Southern California, Queen Mary University of London, CERGE-EI Prague, University of Copenhagen, ITAM, Durham Business School, University of Warwick.
- **Conference Talks:** AEA-ASSA (2026, 2024, 2022, 2021, 2020, 2015, 2013), 14th Law and Economics Theory Conference (2025), Workshop on Reputation and Information at EUI (2025), European Economic Theory Conference (2025), Stanford Institute of Theoretical Economics, Dynamic Game Session (2025, 2023, 2018, 2016), Bargaining: Experiments, Empirics, and Theory Workshop (2025, 2022), Economics of Computation Conference (2025, 2024, 2023), Canadian Economic Theory Conference (2025, 2024, 2023, 2022, 2020), SAET Conference (2025, 2019), CSIO-IDEI IO Conference (2024, 2022), Relational Contract Workshop (2024, 2022), Transatlantic Theory Workshop (2024, 2022, 2021, 2019, 2018), Great Lakes Political Economy Theory Conference (2024), Digital Economics Conference in Toulouse (2024), Contract Theory Workshop in Osaka (2024), Becker-Friedman Institute Theory Conference (2023), Workshop in Honour of David Levine (2023), UChicago-Northwestern Theory Conference (2023), ANU Organizational Economics Workshop (2023), Markets, Contracts, and Organizations Workshop (2023), CEPR

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Workshop on Contracts, Incentives and Information (2022), Southern Economic Association Conference (2022), Conference for Drew Fudenberg's 65th birthday (2022), KIT-Paris-ZEW Market Design Workshop (2022), Cowles Theory Conference (2021), Theory Conference at Collegio Carlo Alberto (2021), Conference on Network Science (2021), Tsinghua University Alumni Conference (2021), Midwest Theory Conference (2021), Stanford Institute of Theoretical Economics, Political Economy Session (2020), UC Riverside Theory Workshop (2020), Midwest Economic Theory Conference (2021), Stony Brooks Game Theory Conference (2019), Arizona State University Theory Conference (2018), Minnesota-Chicago Accounting Theory Conference (2018), Workshop on Communication in Montréal (2018), Kansas Theory Workshop (2018), Tsinghua BEAT Workshop (2018), Norms, Actions, and Games Workshop in Toulouse (2016).

- **Scheduled:** University of Southern California, SHUFE Theory Conference, 2nd Paris Game Theory Workshop, University of Zurich, Virtual Seminar in Economic Theory.

## Teaching

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- Northwestern University: Intermediate Microeconomics (310-2); Economic Theory and Methods (412-3); Information Economics (414-1, 414-2, 414-3).
- Yale University: Advanced Microeconomic Theory (Econ 520).
- Guest lectures and minicourses on Repeated Games, Reputations, and Learning at University of Oxford (2024), University of Pennsylvania (2023), Columbia University (2021), and Pennsylvania State University (2019).

## Personal

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US Permanent Resident.