

Lehigh University
 College of Business
 621 Taylor Street
 Bethlehem, PA 18015

Tel: 610-758-5726
 Fax: 610-758-4677
 Email: kw1409@lehigh.edu
 Web: sites.google.com/site/ernestklai/home

EDUCATION

- 2004 – 2009 Ph.D. in Economics, University of Pittsburgh
 • Dissertation: Essays on Strategic Information Transmission
 • Advisor: Andreas Blume
- 1999 – 2000 Master of Economics, The University of Hong Kong
- 1994 – 1997 Bachelor of Business Administration in Economics,
 The Hong Kong University of Science and Technology

ACADEMIC APPOINTMENTS

- 2024 – Present Professor of Economics, College of Business, Lehigh University
- 2023 – 2024 Visiting Associate Professor, Department of Economics,
 The Hong Kong University of Science and Technology
- 2017 – 2024 Associate Professor of Economics, College of Business, Lehigh University
- 2009 – 2017 Assistant Professor of Economics, College of Business, Lehigh University

PEER-REVIEWED PUBLICATIONS

- [1] “Shuffling as a Sales Tactic: An Experimental Study of Selling Expert Advice,” *Management Science*, forthcoming. [with Qichao Shi (former student as first author) and James Dearden]
- [2] “Mediated Talk: An Experiment,” *Journal of Economic Theory*, 2023, 208: 105593. (with Andreas Blume and Wooyoung Lim)
- [3] “Preferences vs. Strategic Thinking: An Investigation of the Causes of Overcommunication,” *Games and Economic Behavior*, 2022, 136: 92–116. (with Jonathan Lafky and Wooyoung Lim)
- [4] “Strategic Information Transmission: A Survey of Experiments and Theoretical Foundations,” Forthcoming in C. Monica Capra, Rachel Croson, Mary Rigdon, and Tanya Rosenblat (eds), *Handbook of Experimental Game Theory*, Cheltenham, UK/Northampton, MA, USA: Edward Elgar Publishing, 2020. (with Andreas Blume and Wooyoung Lim)
- [5] “Confirmatory Bias in Health Decisions: Evidence from the MMR-Autism Controversy,” *Journal of Health Economics*, 2020, 70: 102284. [with Mengcen Qian (former student as first author) and Shin-Yi Chou]
- [6] “Eliciting Private Information with Noise: The Case of Randomized Response,” *Games and Economic Behavior*, 2019, 113: 356–380. (with Andreas Blume and Wooyoung Lim)

- [7] “The Informational Theory of Legislative Committees: An Experimental Analysis,” *American Political Science Review*, 2019, 113: 55–76. (with Marco Battaglini, Wooyoung Lim, and Joseph Tao-yi Wang)
- [8] “Meaning and Credibility in Experimental Cheap-Talk Games,” *Quantitative Economics*, 2018, 9: 1453–1487. (with Wooyoung Lim)
- [9] “Coordination via Correlation: An Experimental Study,” *Economic Theory*, 2017, 64: 265–304. (with John Duffy and Wooyoung Lim)
- [10] “An Experimental Analysis of Multidimensional Cheap Talk,” *Games and Economic Behavior*, 2015, 91: 114–144. (with Wooyoung Lim and Joseph Tao-yi Wang)
- [11] “Expert Advice for Amateurs,” *Journal of Economic Behavior & Organization*, 2014, 103: 1–16.
- [12] “Authority and Communication in the Laboratory,” *Games and Economic Behavior*, 2012, 74: 541–560. (with Wooyoung Lim)

WORKING PAPERS

- [1] “Mediated Talk” (with Andreas Blume and Wooyoung Lim) [prepared for an entry at the *Encyclopedia of Experimental Social Science*, edited by Bereket Kebede]
- [2] “Competitive Disclosure of Multiple Product Attributes” (with James Dearden, David Goldbaum, and Qichao Shi) [reject and submit at *Marketing Science*]

SELECTED WORK IN PROGRESS

- [1] “Gullible Yet Vigilant: Communication with a Dual-Process Receiver” (with Hitoshi Sadakane)
- [2] “Transparency and Verifiability in Organizational Communication: Theory and Experiment” (with Wooyoung Lim and Yichuan Lou)
- [3] “Label Uncertainty and Socially Responsible Market Behavior: An Experiment” (with Felipe Araujo and James Dearden)

CONFERENCES AND SEMINARS

- “Transparency and Verifiability in Communication with Endogenous Information Acquisition”
 - ◊ The 7th World Congress of the Game Theory Society, Beijing, August, 2024
- “Competitive Disclosure of Multiple Product Attributes”
 - ◊ NYU Shanghai, October, 2023; Shenzhen University, November, 2023; Hong Kong Baptist University, November, 2023; The 2023 Hong Kong Workshop on Economic Theory, December, 2023; Kyoto University, April, 2024; Waseda University, May, 2024
- “Acquisition and Utilization of Information in Social Networks”
 - ◊ The 2023 Asia-Pacific Economic Science Association Meeting, Seoul, June, 2023
- “A Glance at Experimental Economics with a Lens on Strategic Communication Experiments”
 - ◊ Invited Lecture, Communication and Persuasion Workshop, Waseda University, March, 2023

- “Mediated Talk: An Experiment”
(Alternative Presentation Title: “Communication Design: An Experiment”)
 - ◇ Waseda University, March, 2023; University of Central Florida, November, 2018; The 2017 European Meeting of the Economic Science Association, Vienna, September, 2017
- “Preferences vs. Strategic Thinking: An Investigation of the Causes of Overcommunication”
 - ◇ Online Seminar Co-Organized by Hong Kong Baptist University and National Taiwan University, May, 2020
- “Meaning and Credibility in Experimental Cheap-Talk Games”
(Alternative Presentation Title: “Meaning, Its Evolution, and Credibility in Experimental Cheap-Talk Games”)
 - ◇ The 2017 Asian Meeting of the Econometric Society, Hong Kong, June, 2017; The 2016 Asian Meeting of the Econometric Society, Kyoto, August, 2016; The 2016 China Meeting of the Econometric Society, Chengdu, June, 2016; The 26th International Conference on Game Theory, NY, July, 2015; The 2nd Haverford Meeting on Behavioral and Experimental Economics, PA, June, 2014
- “Coordination via Correlation: An Experimental Study”
 - ◇ The Hong Kong University of Science and Technology, January, 2016.
- “The Informational Theory of Legislative Committees: An Experimental Analysis”
 - ◇ The 12th International Conference of the Western Economic Association, Singapore, January, 2016; The 3rd Haverford Meeting on Behavioral and Experimental Economics, PA, October, 2015
- “Eliciting Private Information with Noise: The Case of Randomized Response”
(Alternative Presentation Title: “A Game Theoretic Approach to Randomized Response: Theory and Experiments”)
 - ◇ The 2014 China Meeting of the Econometric Society, Xiamen, June, 2014; Manhattan College, April, 2014; The 1st Haverford Meeting on Behavioral and Experimental Economics, PA, August, 2013; The 24th International Conference on Game Theory, NY, July, 2013; The 2013 Annual Conference of the Canadian Economics Association, Montreal, May, 2013; Indiana University–Purdue University Indianapolis, February, 2013; Midwest Economic Theory Conference, MO, October, 2012; The 2012 International Economic Science Association Conference, NY, June, 2012; Lehigh University (Psychology), March, 2012; Rutgers University, March, 2012
- “An Experimental Analysis of Multidimensional Cheap Talk”
(Alternative Presentation Title: “Experimental Implementations and Robustness of Fully Revealing Equilibria in Multidimensional Cheap Talk”)
 - ◇ Midwest Economic Theory Conference, TN, November, 2011; Rutgers University, October 2011; The 22nd International Conference on Game Theory, NY, July, 2011
- “Authority and Communication in the Laboratory”
 - ◇ Virginia Tech, April, 2011; The 2010 North American Economic Science Association Conference, AZ, November, 2010; The 21st International Conference on Game Theory, NY, July, 2010

- “Expert Advice for Amateurs”
(Alternative Presentation Title: “Expert Advice and Amateur Interpretations”)
 - ◊ Midwest Economic Theory Conference, OH, October, 2008; The 3rd World Congress of the Game Theory Society, IL, July, 2008
- “Contest Architecture with Performance Revelation”
 - ◊ The 17th International Conference on Game Theory, NY, July, 2006

PH.D. ADVISING

- Bingjin Xue, Committee Member, Graduation: 2023, First Position: Assistant Professor (Tenure Track), University of New Hampshire
- Yizhao Wang, Committee Member, Graduation: 2023, First Position: Visiting Assistant Professor, St. Lawrence University
- Qichao Shi, Committee Member, Graduation: 2019, First Position: Assistant Professor (Tenure Track), Southwestern University of Finance and Economics
- Xuan Li, Committee Member, Graduation: 2019, First Position: Principal Quantitative Associate, Capital One

COURSES TAUGHT

- Microeconomic Theory I (Ph.D.)
- Microeconomic Theory II (Ph.D.)
- Managerial Economics (M.B.A. and M.S. in Management)
- Game Theory
- Experimental and Behavioral Economics
- Writing as an Economist
- Intermediate Microeconomics
- Intermediate Macroeconomics
- Introduction to Microeconomics
- Introduction to Macroeconomics

SELECTED UNIVERSITY SERVICE

2017 – 19, 2025 – Present	Director, Undergraduate Program (Department)
2019 – 20, 2024 – 25	Committee Member, Search Committee (Department)
2019 – 2023	Director, Ph.D. Program (College)
2015 – 18	Committee Member, Library Users Committee (University)
2014 – 18	Organizer, Research Seminars (Department)
2012 – 16	Committee Member, Graduate and Research Committee (University)

PROFESSIONAL SERVICE

Associate Editor *International Journal of Economic Theory* (Since 2021)

Referee for *American Economic Journal: Microeconomics, Econometrica, Economic Theory Bulletin, Economics Letters, Experimental Economics, Games and Economic Behavior, International Economic Review, International Journal of Game Theory, Journal of Behavioral and Experimental Economics, Journal of Economic Behavior & Organization, Journal of Economic Theory, Journal of Economics & Management Strategy, Journal of Industrial Organization Education, Journal of the European Economic Association, Management Science, Mathematical Social Sciences, Pacific Economic Review, Quantitative Economics, Review of Economic Design, Southern Economic Journal, Taiwan Economic Review*

Reviewer for Research Grant Council of Hong Kong
Research Council of Canada