

JIAYIN ZHAI

CONTACT INFORMATION

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EDUCATION

University of California, Los Angeles (UCLA) 2019 - 2026(expected)
Ph.D. in Economics.

Toulouse School of Economics (TSE) 2017 - 2019
MSc.in Economics.

University of Melbourne 2016
Exchange Student

Peking University 2013 - 2017
B.A. in Economics; Minor in Mathematics

RESEARCH INTERESTS

Information Economics, Social Learning, Network Economics, Industrial Organization

REFERENCES

Moritz Meyer-ter-Vehn (Advisor)
UCLA Department of Economics
mtv@econ.ucla.edu

Jay Lu
UCLA Department of Economics
jay@econ.ucla.edu

Ichiro Obara
UCLA Department of Economics
iobara@econ.ucla.edu

WORKING PAPERS

The Optimal Level of Consultation (Job Market Paper)

This paper studies how an information seller optimally manages information quality to maximize revenue from a client who purchases costly consultation before making an irreversible decision. I analyze this problem using a continuous time principal-agent model where the agent learns about a binary state through a drift-diffusion process whose precision is chosen by the principal. I find that in order to maximize revenue, the principal provides the worst information to the agent who's the most uncertain about which action to take, i.e. when the prior is near indifference between actions. By offering worse signals, the principal prolongs engagement and increases revenue. This prediction can be tested in many empirical settings where experts or digital platforms supply tailored information to users who hold heterogeneous priors.

WORK IN PROGRESS

Learning from the Leader
Evolving Social Norms on Networks

RESEARCH EXPERIENCE

Research Assistant - Supervisor: Manisha Shah	UCLA
<i>Sex, Power, and Adolescence: Intimate Partner Violence and Sexual Behaviors</i>	2023
Research Assistant - Supervisor: Jay Lu	UCLA
<i>Mixed Logit and Pure Characteristics Models</i>	2021

TEACHING EXPERIENCE

Microeconomics Theory - Course Instructor	UCLA, 2024
Game Theory - First-year Ph.D. Core	UCLA, 2023
Organizational Economics	UCLA, 2024
Introduction to Game Theory	UCLA, 2024
Microeconomics Theory	UCLA, 2022
Introduction to Econometrics	UCLA, 2022 - 2025
Statistics for Economists	UCLA, 2021 - 2023
Principles of Economics	Peking University, 2017

WORKSHOP, SEMINARS & CONFERENCE

UCLA Theory Proseminar(2021-2025)
LA Theory Conference (2021-2024)
Caltech Student Theory Conference (2024)

HONORS & AWARDS

UCLA Excellence in Teaching Award	2022
UCLA Graduate Fellowship	2019 - 2025
Peking University Student Overseas Study Program Scholarship	2016
Peking University May Fourth Scholarship	2013 - 2015

PROGRAMING LANGUAGES

R, Stata, Python, Matlab, L^AT_EX

SERVICE

UCLA Mathias Botanical Garden - Volunteer	2023 - 2024
Peking University Hall Journalist Volunteer Society - President	2014 - 2016
Peking University History Museum - Volunteer Docent	2014 - 2017

LANGUAGES

English (fluent), Mandarin (native), French (basic).