

CONTACT INFORMATION

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ACADEMIC APPOINTMENTS

New York University, Leonard N. Stern School of Business
Assistant Professor of Management and Organizations (July 2023 - Present)

Princeton University
Assistant Professor of Politics and Public Affairs (July 2020 - June 2023)
Postdoctoral Research Associate (July 2019 - June 2020)

EDUCATION

Stanford University, Graduate School of Business
Ph.D. in Business Administration (September 2014 - June 2019)

University of Rochester
B.A. *magna cum laude* in Economics, Political Science, and Russian Studies
with minor in Mathematics (September 2010 - May 2014)

RESEARCH INTERESTS

Non-Market Strategy, Corporate Political Activities (CPA), Corporate Social Responsibility (CSR), Stakeholder Management, Private Politics and Social Movements

PEER-REVIEWED PUBLICATIONS

Li, Zhao. 2018. "How Internal Constraints Shape Interest Group Activities: Evidence from Access-Seeking PACs." *American Political Science Review* 112(4): 792–808.

- Co-winner of the 2020 Jack Walker Award from the American Political Science Association's Political Organizations and Parties Section.

Li, Zhao and Richard W. DiSalvo. "Can Stakeholders Mobilize Businesses for the Protection of Democracy? Evidence from the U.S. Capitol Insurrection" Forthcoming in the *American Political Science Review*.

- Co-winner of the 2023 Evan Ringquist Award from the Midwest Political Science Association.
- Featured in the [LSE USAPP United States Politics and Policy Blog](#) and the [UC Institute of Global Conflict & Cooperation's Political Violence at a Glance Magazine](#).

Li, Zhao. "When Do Campaign Donors Reject Extremists? Evidence from the U.S. Foreclosure Crisis." Forthcoming in the *Journal of Politics*.

WORKING PAPERS

Economic Geography and Special Interest Entrenchment: Evidence from the Shale Boom and State Campaign Finance (with Richard DiSalvo)

Media and Ideological Movements: How Fox News Built the Tea Party (with Greg Martin)

Inferring Issue-Specific Candidate Positions from Itemized Campaign Contributions Using Supervised Machine Learning (with Adam Bonica)

Keep Winning with WinRed? Online Fundraising Platform as the Party's Public Good (with Seo-young Silvia Kim)

Lemons in the Political Marketplace: A Big-Data Approach to Detect 'Scam PACs'

INVITED CONTRIBUTIONS, BOOK REVIEWS, AND PUBLIC SCHOLARSHIP

Li, Zhao. 2019. "Looking Inside the Black Box of Firms: A Proposal for A Research Agenda." *The Political Economist* 15(2): 17–19.

Li, Zhao. 2021. "Analyzing the Evidence: Who's Funding Google's PAC?" in *American Politics: Power and Purpose*, 16th edition, Theodore J. Lowi, Benjamin Ginsburg, Ken Shepsle, and Stephen Ansolabehere. New York: W.W. Norton.

Li, Zhao. 2021. *Game Changer: How Dark Money and Super PACs Are Transforming U.S. Campaigns*, Henrik M. Schatzinger and Steven E. Martin, *Political Science Quarterly* 136(3): 580–581.

Li, Zhao and Richard W. DiSalvo. 2022. "Will Big Business Protect Democracy?" UC Institute of Global Conflict & Cooperation's Political Violence at a Glance Magazine, Nov 9.

Li, Zhao and Richard W. DiSalvo. 2022. "Stakeholder Activism Can Have a Big Influence on Corporate Political Donations." LSE USAPP United States Politics and Policy Blog, Dec 2.

Li, Zhao. 2023. *The Cost of Doing Politics: How Partisanship and Public Opinion Shape Corporate Influence* by Jane L. Sumner, *Political Science Quarterly* 138(2): 321–323.

TEACHING

Princeton University

POL 337: Business Influence in American Politics

WWS/SPI 403/404: Money and Influence in Policymaking

POL 420: Money in American Politics

POL 727: Lobbying and Interest Group Politics

**INVITED
PRESENTATIONS**

2023

Non-Market Strategy Research Community Retreat
OpenSecrets Data and Democracy Conference
University of Houston Conference on Parties in American Legislatures

2022

Non-Market Strategy Research Community Brown Bag Seminar
Pennsylvania State University Program in Empirical International Relations Workshop
Princeton University Symposium on Bringing Transparency to Digital Political Campaigns
Quebec Political Economics Webinar Series
Southern Political Science Association Pre-conference on Interest Groups and Polarization
Stanford Graduate School of Business PhD Alumni Conference
Stennis Congressional Staff Fellows Program
University of Chicago Center for Effective Governance American Politics Conference
Washington University in St. Louis Olin School of Business Strategy Seminar Series
Wharton Nonmarket Strategy Workshop

2021

Columbia University Political Economy Seminar
Essex University Government Department Speaker Series
New York University American Politics and Political Economy Workshop
New York University Colloquium on Law, Economics, and Politics
Roundtable Panelist on “The American Political Economy: Politics, Markets, and Power” at the Annual Meeting of the American Political Science Association
University of California, Berkeley Political Economics Seminar
University of Southern California Political Institutions and Political Economy Workshop

2020

Institute for Humane Studies “Corporate Welfare: Who Comes Out on Top” Seminar
University of California, Los Angeles American Politics Workshop
University of Southern California Annual Conference on Political Institutions and Political Economy (canceled due to COVID-19)

INVITED PRESENTATIONS (CONT'D)	<p><u>2019</u></p> <p>California Institute of Technology, Bray Social Science Seminar</p> <p>The Ohio State University Institute for Democratic Engagement and Accountability (IDEA)</p>
INVITED DISCUSSANTS	<p>Annual Research Conference on Strategy and the Business Environment (2019, 2022, 2023)</p> <p>California Institute of Technology Empirical Models of Political Economy Conference (2023)</p> <p>Columbia Business School Non-Market Effects of Market Power Conference (2023)</p> <p>National Bureau of Economic Research Political Economy Summer Institute (2021)</p> <p>Princeton University Workshop on Interest Groups, Policy Outcomes, and Representation in U.S. Politics (2020)</p> <p>Virtual Workshop on Interest Groups (2021)</p> <p>Wharton Nonmarket Strategy Workshop (2022)</p>
CONFERENCE PRESENTATIONS	<p>Academy of Management Annual Conference (2023)</p> <p>Alliance for Research on Corporate Sustainability Annual Conference (2023)</p> <p>American Political Science Association Annual Meeting (2018-2021)</p> <p>American Political Science Association Pre-conference on Frontiers on Money in Politics Research (2020)</p> <p>American Political Science Association Women's Mentoring Workshop (2021)</p> <p>Annual Research Conference on Strategy and the Business Environment (2020)</p> <p>Annual Summer School on American Political Economy in Comparative Perspective (2020)</p> <p>Climate Pipeline Project Conference (2022)</p> <p>Conference on Field Experiments in Strategy (2023)</p> <p>Midwest Political Science Association Annual Meeting (2018-2022)</p> <p>Northeast Workshop in Empirical Political Science (2022)</p> <p>Society for Political Methodology Annual Meeting (2017-2019, 2021-2022)</p> <p>Southern Political Science Association Annual Meeting (2022)</p> <p>Strategic Management Society Annual Conference (2023)</p>

CONFERENCE PRESENTATIONS (CONT'D)	Strategy Science Annual Conference (2021-2022) Yale University Center for the Study of American Politics Summer Conference (2017)
MEDIA APPEARANCES	Marketplace Public Radio (2020), Vox (2021), Facts about PACs Podcast (2021), P.S. You're Interesting Podcast (2021), U.S. News (2022).
SELECT AWARDS, FELLOWSHIPS, AND GRANTS	<u>Midwest Political Science Association</u> Evan Ringquist Award (2023) <u>Princeton University</u> Data-Driven Social Science Initiative (DDSS) Innovation Funding (2022) <u>American Political Science Association</u> Jack Walker Award (2023) <u>National Science Foundation</u> Travel Grant for the Annual Meeting of the Society for Political Methodology (2017-2018) <u>Stanford University</u> Stanford Interdisciplinary Graduate Fellowship (2017-2019)
PROFESSIONAL SERVICES	<u>Co-founder</u> : American Political Science Association Pre-conference on Frontiers on Money in Politics Research (2020-2023) <u>Editorial Board</u> : <i>Economics of Governance</i> (2021-2024), <i>Journal of Political Institutions and Political Economy</i> (2023-2025) <u>Award Selection Committee</u> : Jack Walker Award for the Political Organizations and Parties Section of the American Political Science Association (2021) <u>Referee</u> : <i>American Economic Journal: Applied Economics</i> , <i>American Journal of Political Science</i> , <i>American Political Science Review</i> , <i>Business and Politics</i> , <i>Economics of Governance</i> , <i>Journal of Experimental Political Science</i> , <i>Journal of Politics</i> , <i>Management Science</i> , National Science Foundation, Oxford University Press, <i>Party Politics</i> , <i>Political Research Quarterly</i> , <i>Proceedings of the National Academy of Sciences</i> , <i>Research and Politics</i> , <i>Review of Economic Studies</i> , <i>Quarterly Journal of Economics</i> , <i>Science Advances</i> , <i>Strategic Management Journal</i> <u>Panel chair</u> : annual meetings of the American Political Science Association (2020) and the Midwest Political Science Association (2021)

**PROFESSIONAL
SERVICES (CONT'D)**

Discussant: annual meetings of the Academy of Management (2023), American Political Science Association (2020-2021), the Midwest Political Science Association (2021), and Society for Political Methodology (2019-2020, 2022)

**UNIVERSITY
SERVICES**

Princeton University

Faculty Coordinator: Center for the Study of Democratic Politics Speaker Series (2021-2022) and Political Economy Workshop (2020-2021)

Doctoral Dissertation Fourth Reader: Eric Manning (2023)

Faculty Coordinator: American Politics Graduate Research Seminar (2021, 2023)

Faculty Grader: American Politics Graduate General Exam (2021)

Junior Paper Advisor: Department of Politics (2023)

Senior Thesis Research Funding Committee: Department of Politics (2020-2021)

Senior Thesis Second Reader: Department of Politics (2021, 2023) and the School of Public and International Affairs (2023)

Undergraduate Academic Advising Committee: School of Public and International Affairs (2020-2021, 2022-2023)