

## CONTACT INFORMATION

44 West 4th Street  
NYU Stern School of Business  
New York, NY 10012

☎ (212) 998-0100  
✉ [z15471@stern.nyu.edu](mailto:z15471@stern.nyu.edu)  
🌐 <https://zhao-li.net>

## 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)

## PEER-REVIEWED PUBLICATIONS

- Li, Z. 2023. "When Do Campaign Donors Reject Extremists? Evidence from the U.S. Foreclosure Crisis." *Journal of Politics* 85(4): 1548-1561.
- Li, Z., & DiSalvo, R. W. 2023. "Can Stakeholders Mobilize Businesses for the Protection of Democracy? Evidence from the U.S. Capitol Insurrection." *American Political Science Review* 117(3): 1130-1136.
- 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](#), the [UC Institute of Global Conflict & Cooperation's Political Violence at a Glance Magazine](#), and the [November 2023 Newsletter of the Center for Political Accountability](#).
- Li, Z. 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.
  - Featured in the [Facts about PACs Podcast](#).

**ACTIVE WORKING PAPERS**

[Economic Geography, Regulatory Uncertainty, and Integrated Strategy: Evidence from the Fracking Boom and State Campaign Finance](#) (with Richard W. DiSalvo)

- Runner-up for the 2023 Strategy Management Society Best Conference Paper Award.

[Media and Intraparty Ideological Movements: How Fox News Built the Tea Party](#) (with Gregory J. Martin)

- Featured in the [P.S. You're Interesting Podcast](#).

[Keep Winning with WinRed? Online Fundraising Platform as the Party's Public Good](#) (with Silvia Seo-young Kim; conditionally accepted at the *Journal of Politics*)

[Can Employees Shape Corporate Political Responsibility in an Era of Democratic Backsliding? Evidence from the Capitol Insurrection](#)

**INACTIVE WORKING PAPERS**

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

[Lemons in the Political Marketplace: A Big-Data Approach to Detect 'Scam PACs'](#)

- Featured in [The Lever](#) and the [University of Chicago Harris School of Public Policy News](#).

**INVITED CONTRIBUTIONS AND PUBLIC SCHOLARSHIP**

Li, Z. and R. W. DiSalvo. 2022. "[Will Big Business Protect Democracy?](#)" UC Institute of Global Conflict & Cooperation's Political Violence at a Glance Magazine, Nov 9.

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

**BOOK REVIEWS**

Li, Z. 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.

Li, Z. 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.

**TEACHING****New York University, Leonard N. Stern School of Business**

MGMT-UB.1: Management and Organizations

**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**

2024: Columbia University (American Politics Speaker Series), Emory University (Organization & Management Department Brownbag Series), Emory University (Political Science Department Speaker Series), New York University (Economics of Strategy Workshop), Temple University (Global Institute for Artificial Intelligence & Business Analytics Speaker Series)

2023: Center for Political Accountability (Roundtable on “Political Disclosure at 20: Building on Lessons of CPA’s Engagement to Protect Companies, Shareholders and Democracy”), Non-Market Strategy Research Community (Annual 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: American Political Science Association (Roundtable on “The American Political Economy: Politics, Markets, and Power”), 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), University of California, Berkeley (Political Economics Seminar), University of Southern California (Political Institutions and Political Economy Workshop)

**INVITED  
PRESENTATIONS  
(CONT'D)**

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)

2019: California Institute of Technology (Bray Social Science Seminar), The Ohio State University (Institute for Democratic Engagement and Accountability Seminar)

2017: Yale University Center for the Study of American Politics Summer Conference (Poster)

**INVITED  
DISCUSSIONS**

2024: University of Michigan Ross School of Business (Global Business and Comparative Corporate Governance Conference)

2023: Annual Research Conference on Strategy and the Business Environment, California Institute of Technology (Empirical Models of Political Economy Conference), Columbia Business School (Non-Market Effects of Market Power Conference)

2022: Annual Research Conference on Strategy and the Business Environment, Wharton Nonmarket Strategy Workshop

2021: National Bureau of Economic Research Political Economy Summer Institute, Virtual Workshop on Interest Groups

2020: Princeton University (Workshop on Interest Groups, Policy Outcomes, and Representation in U.S. Politics)

2019: Annual Research Conference on Strategy and the Business Environment

**CONFERENCE  
PRESENTATIONS**

Academy of Management (2023-2024)

Alliance for Research on Corporate Sustainability (2023)

American Political Economy in Comparative Perspective (2020)

American Political Science Association (2018-2021)

American Political Science Association Pre-conference on Frontiers on Money in Politics Research (2020)

American Political Science Association Women's Mentoring Workshop (2021)

Bocconi Workshop on Non-Market Strategy (2024)

Climate Pipeline Project (2022)

Copenhagen Money in Politics Conference (2024)

European Group for Organizational Studies (2024)

<b>CONFERENCE PRESENTATIONS (CONT'D)</b>	<p>Field Experiments in Strategy (2023)</p> <p>Midwest Political Science Association (2018-2022)</p> <p>Northeast Workshop in Empirical Political Science (2022)</p> <p>Organizations and Environmental Sustainability Conference (2024)</p> <p>People and Organizations Conference (2024)</p> <p>Polarization Research Lab (2024)</p> <p>Society for Political Methodology (2017-2019, 2021-2022)</p> <p>Southern Political Science Association (2022)</p> <p>Strategy and the Business Environment (2020, 2024)</p> <p>Strategic Management Society (2023)</p> <p>Strategic Management Society Special Conference in Washington, D.C. (2024)</p> <p>Strategy Science (2021-2022, 2024)</p>
<b>MEDIA APPEARANCES</b>	<p>Center for Political Accountability (2023), Facts about PACs Podcast (2021), Marketplace Public Radio (2020), P.S. You're Interesting Podcast (2021), The Lever (2024), University of Chicago Harris School of Public Policy News (2022), U.S. News (2022), Vox (2021, 2023)</p>
<b>SELECT AWARDS, FELLOWSHIPS, AND GRANTS</b>	<p>American Political Science Association: Jack Walker Award (2020)</p> <p>Midwest Political Science Association: Evan Ringquist Award (2023)</p> <p>National Science Foundation: Travel Grant for the Annual Meeting of the Society for Political Methodology (2017-2018)</p> <p>Princeton University: Data-Driven Social Science Initiative (DDSS) Innovation Funding (2022)</p> <p>Stanford University: Stanford Interdisciplinary Graduate Fellowship (2017-2019)</p> <p>Strategic Management Society: Runner-up for Best Conference Paper Award (2023)</p>
<b>PROFESSIONAL SERVICES</b>	<p>Conference Co-founder: American Political Science Association Pre-conference on Frontiers on Money in Politics Research (2020-2023)</p> <p>Conference Co-coordinator: Non-Market Strategy Research Community Doctoral Conference (2024-2025)</p> <p>Editorial Board: <i>Economics of Governance</i> (2021-2024), <i>Journal of Political Institutions and Political Economy</i> (2023-2025)</p>

**PROFESSIONAL  
SERVICES (CONT'D)**

Award Selection Committee: Jack Walker Award for the Political Organizations and Parties Section of the American Political Science Association (2021)

Ad Hoc Referee for Academic Publisher: Oxford University Press

Ad Hoc Referee for Grant Foundation: National Science Foundation

Ad Hoc Referee for Peer-Reviewed Journals: *American Economic Journal*, *Applied Economics*, *American Journal of Political Science*, *American Political Science Review*, *British Journal of Political Science*, *Business and Politics*, *Economics of Governance*, *Journal of Experimental Political Science*, *Journal of Politics*, *Journal of Quantitative Description: Digital Media*, *Management Science*, *Organization Science*, *Party Politics*, *Political Research Quarterly*, *Proceedings of the National Academy of Sciences*, *Research and Politics*, *Review of Economic Studies*, *Quarterly Journal of Economics*, *Science Advances*, *Strategic Management Journal*

Ad Hoc Referee for Conference Submissions: Strategic Management Society Special Conference in Washington, D.C., Strategic Management Society Annual Conference

Panel Chair: annual meetings of the American Political Science Association (2020), the Midwest Political Science Association (2021). and the Strategic Management Society Special Conference in Washington, D.C. (2024)

Discussant: annual meetings of the Academy of Management (2023-2024), American Political Science Association (2020-2021), the Midwest Political Science Association (2021), and Society for Political Methodology (2019-2020, 2022)

**UNIVERSITY  
SERVICES**

**Washington University in St. Louis, Olin School of Business**

External Member of Dissertation Defense Committee: Hyunjoo Oh (2024)

**New York University, Leonard N. Stern School of Business**

Management & Organizations Department Research Committee Member (2024-2025)

Faculty Panelist: Diverse Pathways in Academia (2024)

**UNIVERSITY  
SERVICES (CONT'D)**

**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)