

# RUI GUAN

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## EDUCATION

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Ph.D.,	Economics, Universitat Pompeu Fabra	2017- 2022 (expected)
	Visiting Student, Zhejiang University	June-September 2021
M.Res.,	Economics, Finance and Business, Universitat Pompeu Fabra	2017
M.Sc.,	Economics and Finance, Barcelona Graduate School of Economics	2016
M.Sc.,	Economics, London School of Economics	2013
B.A.,	Economics, Sun Yat-sen University	2012

## REFERENCES

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**Prof. Jose Apesteguia**  
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**Prof. Rosemarie Nagel**  
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## TEACHING AND RESEARCH FIELDS

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Microeconomics, Behavioral Economics, Experimental Economics

## TEACHING EXPERIENCE

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Barcelona Graduate School of Economics (Graduate, TA):  
Microeconomics II (2017, 2018), Microeconomics I (2017), Advanced Macroeconomics III (2017)

Universitat Pompeu Fabra (Undergraduate, TA):  
Microeconomics I (2019), Markets and Derivatives (2017, 2018), Econometrics I (2017), International Marketing (2017), Economics and International Finance (2017)

## RESEARCH EXPERIENCE AND OTHER EMPLOYMENT

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K2 Partnering Solutions  
*Associate Consultant*

2014 – 2015

## PRESENTATIONS

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Zhejiang University (2021), UPF management breakfast seminar (2020), Barcelona GSE PhD Jamboree (2020)

## HONORS, SCHOLARSHIPS, AND FELLOWSHIPS

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FPI Fellowship: PRE2018-083522, Ministry of Science and Innovation, Spain	2019-2021
Teaching fellowship, Universitat Pompeu Fabra	2016-2019
Merit based full tuition waiver and scholarship, Barcelona GSE	2015 - 2016

## SKILLS

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<b>Technical Skills</b>	MATLAB, STATA, Python, R, Git, LaTeX, Qualtrics
<b>Languages</b>	Mandarin (native), Cantonese (native), English (fluent), Japanese (fluent)

## RESEARCH PAPERS

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*Individual Rationality under Cognitive Limitations: The Effect of Sequential Elimination*  
([Job Market Paper](#))

I study individual consistency with preference maximization by examining two choice procedures: namely, the direct procedure, where people choose directly from the menu, and the sequential elimination procedure, where they sequentially eliminate alternatives until only one survives. In a limited attention framework, I show that, in sequential elimination, the choices made by a decision maker faced with at least two available alternatives are consistent with preference maximization, whereas this is not necessarily the case in the direct procedure. To test empirically whether sequential elimination facilitates consistency, I implement an experiment in which subjects are randomly assigned to a risky decision-making task involving one of the two procedures. I find evidence that sequential elimination leads to an economically meaningful improvement in the consistency of subjects with low cognitive ability. Next, I explore the factors that influence individual preference for sequential elimination. Finally, I investigate the impacts of sequential elimination on risk preferences and individual satisfaction.

*Making Decisions by Seeing or Hearing? The Role of Basic Senses on Economic Rationality* (with Fadong Chen)

Human choice behavior primarily depends on two basic senses: seeing and hearing. However, there is little research on whether the economic consequences of making decisions with these two senses differ. This paper examines this question with respect to economic rationality. We design and implement a controlled laboratory experiment where subjects are randomly assigned to make decisions by hearing or by seeing. We find that making decisions by hearing, compared to seeing, leads to severe impairment in economic rationality. We also find that subjects spend more time making decisions when hearing

the options than when seeing the options. Furthermore, subjects, especially females, reveal lower risk aversion when making decisions by hearing than by seeing. Our results highlight the importance of basic senses in economic decision-making.

## WORK IN PROGRESS

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### *Dynamic Stochastic Consideration*

I study stochastic consideration in the context of dynamic choice problems. I introduce new axioms to the framework of Manzini and Mariotti (2014). The decision maker chooses the best alternative from a subset of all feasible alternatives, i.e., consideration set. The decision maker considers each feasible alternative with a probability, which increases if the alternative was chosen in history. I show that the decision maker's preference relation and the dynamic stochastic consideration are uniquely identified with sufficient conditions on a dynamic stochastic choice data set. I propose an experimental design to test the implications of the model.

### *A Simple Procedure to Facilitate The Prioritization of Important Tasks*

It is commonly observed that individuals face multiple tasks yet fail to prioritize tasks with important economic consequences. I study how to facilitate the prioritization of important tasks by a simple framework of dynamic decision-making. I show that a decision maker prioritizes important tasks by the task decomposition procedure. To test the implications, I design an experiment in which the task decomposition procedure is either provided or not.