

Xin Zhang

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Education	University of Bologna, Italy	2020-present
	Ph.D.. Economics, Department of Economics	
	Xiamen University, China	2017-2020
	M.A.. Economics, WISE	
	Xiamen University, China	2013-2017
	B.A.. Economics, WISE	

Research Field	Experimental Economics; Behavioral Economics; Game Theory
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Research in process	<p><i>"Break the Norm: The effect of Opinion Leaders and Homophily"</i></p> <p>Abstract: Social norm evolution is essential to the development of society but can be blocked by norm entrenchment. Opinion leaders, distinguished by their increased media coverage and superior information access, possess the capacity to catalyze norm-breaking through endorsement; however, their actions are contingent upon individual motives. This study explores the influence of opinion leaders, specifically examining how those informed by general social preferences regarding a given norm contribute to steering society toward the socially optimal path—or not—across various circumstances. We adapted the theoretical model based on Gallice and Grillo (2020) and designed a laboratory experiment, to provide valuable feedback to refine existing theoretical frameworks.</p>
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"Random Dictatorship in Two-Person Bargaining with Incomplete Information: An experiment"

Abstract: Failures in threshold public goods bargaining can have substantial implications for social welfare, with incomplete information widely acknowledged as a key contributor to conflicts. This study addresses the research question, "How can the adverse impact of incomplete information in threshold public good bargaining be mitigated?" Specifically focusing on disputes arising from two-sided incomplete information regarding participants' benefits from the public good. By experimentally examining the negative effects of incomplete information and testing the potential efficacy of a mechanism—random dictatorship—in reducing disagreements, our research reveals that, while random dictatorship facilitates improved revelation of private information, its impact on the overall agreement rate proves to be statistically insignificant due to lower-than-prediction willingness to contribute when subjects are not selected as the dictator.

“Do Contract Remedies Affect Efficient Renegotiation? An Experiment”

with Maria Bigoni, Stefania Bortolotti and Francesco Parisi

Abstract: Rational parties enter into a contract if the agreement is mutually beneficial. However, after the contract is formed, changes to the costs and/or benefits of performance may render the original contract undesirable. In this paper, we carry out an incentivized experiment to study the effect of alternative remedies on the parties’ ability to renegotiate their contractual obligations. After entering into a contract, experimental subjects observe symmetrical changes to the original costs and/or benefits, which create a misalignment of their performance vs. breach incentives. Renegotiation of the original contract would allow parties to realign their interests and to capture some additional surplus. Our experimental design allows us to compare the effects of damage and specific performance remedies on the parties’ ability to renegotiate. Our results provide novel insights for the choice of contract remedies in the face of possible market shocks.

Conferences
and Seminars

“Random Dictatorship in Two-Person Bargaining with Incomplete Information: An experiment”

**11th Meeting of the Behavioral and Experimental
Economics Network (BEEN)**

Bologna, 2024

*“The Effect of Stochastic Environment and Harvest Heterogeneity on
the Implementation of Fishery Policies: Evidence from Decision-Making Experiments”*
with Zhi Li and Yuanyuan Yi

2022 European ESA Meeting

Bologna, 2022

2020 ESA Global Online Around-the-Clock Meetings

Online, 2020

“Reallocating water along a river: A multilateral bargaining game with a veto player”
with Zhi Li and Wenchao Xu

Inaugural Wuhan Cherry Blossom Workshop in Experimental Economics

Wuhan, 2018

Teaching
Experience

Teaching Assistant (graduate level)

Advanced Macroeconomics for International Master Program

2017 Autumn

Advanced Microeconomics I

2018 Autumn

Microeconomics I

2023 Autumn

Probability and Statistics

2023 Autumn

Awards and
Grants

Dean’s List, WISE

2013-2014

Excellent student scholarship, second prize, WISE

2014-2015

PhD Fellowship, University of Bologna

2020-2025

Participated
research

“Reallocating water along a river: A multilateral bargaining game with a veto player”
with Zhi Li and Wenchao Xu

“The Effect of Stochastic Environment and Harvest Heterogeneity on

theImplementation of Fishery Policies: Evidence from Decision-Making Experiments"
with Zhi Li and Yuanyuan Yi

Computer
Skills

R, Stata, z-Tree, Python (oTree), Qualtrics, LaTeX

Language

Chinese (Native), English (Fluent), Italian (Beginner)
