

# Xuhang Fan

Email: xuhang.fan@duke.edu  
Mobile: 1-984-312-9454

Github: <https://github.com/Fanisting>

## EDUCATION

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### Duke University

United States

*Master of Arts in Economics*; GPA: 4.0/4.0

Aug 2022 - Present

- **Course:** Probabilistic Machine Learning, Bayesian Statistics, Advanced Economic Analysis, Microeconomics, Introduction to Econometrics
- **Award:** M.A. Merit Scholar (15% tuition fee reduction)

### Zhejiang University

China

*Bachelor of Economics*; GPA: 3.9/4.0 (graduation with honor)

Sept 2018 - Jun 2022

- **Course:** Microeconomics (I&II), Macroeconomics (I&II), Econometrics (I&II), Game Theory, Behavioral Economics, Experimental Economics, Python Programming Design, Calculus (III), Linear Algebra, Probability and Mathematics Statistics, Social Psychology, Behavioral Decision-making and Nudging

## ACADEMIC EXPERIENCE

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### New York University

United States

*Research Assistant* - Prof. Runshan Fu and Anindya Ghose

Mar 2023 - Present

- **Survey Design:** design and deploy the survey about gain/loss information seeking in opaque products; produce summary statistics using R
- **Literature Review:** review the literature about loss neutrality and reversed loss aversion
- **Code Review:** check MATLAB code about structural model estimation

### National University of Singapore

United States

*Research Assistant* - Prof. Songfa Zhong

Feb 2023 - Present

- **Literature review:** review the literature about superstition and faith in karma

### New York University - Shanghai

United States

*Research Assistant at Goals, Incentives, and Meritocracy Lab* - Prof. Julia Hur

Jun 2022 - Present

- **Green Marketing:** literature review about willingness to pay and perceived cost for green products and sustainable behavior
- **Diversity in Major League Baseball:** experiment construction with Qualtrics; data crawling from baseball reference websites; data searching from consultancy reports; data checking with Python pandas; data analysis based on crawled data
- **Sustainability and CSR:** literature review about environmental attitudes and emotions; financial budget for sustainability;

### Courses of Behavioral Economics and Experimental Economics

China

*Undergrad Teaching Assistant* - Prof. Yefeng Chen

Sept 2020 - Jun 2021

- **Slides:** collated literature reviews for Behavioral Economics and incorporated articles into slides
- **Lab:** organized labs for students enrolled in Experimental Economics, prepared programming in z-Tree, answered inquiries from students

## ACADEMIC PROJECTS

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### Parents Select friends for me? A Field Experiment in the Classroom

advised by Prof. Yefeng Chen, with Wenyuan Yang

Ongoing  
Feb 2023 - Present

- **Experiment:** assist with experimental design

### Fixing Moral Blindspots: The Role of Computer-based Regulation

advised by Prof. Pellumb Reshidi, with Sichang Chen and Sherry Xie

Ongoing  
Feb 2023 - Present

- **IRB request and Pre-registration:** submit the IRB request and pre-register the experiment
- **Literature Review:** summarize the papers about unsupervised deception under uncertainty
- **Experiment:** design the full experiment and complete the experimental coding independently

### White as a Curse: Diversity Change after Moneyball Shock

advised by Prof. Julia Hur

Aug 2022 - Present

- **Literature Reviews:** researched papers about sabermetrics in Major League Baseball
- **Data Analysis:** compiled yearly team-level datasets; constructed fixed effect model about changes in diversity ratio and average salaries
- **Data Collection:** web-scraped the player-level headshots and salaries

### Uncertainty as Incentives: a Theory of Karma

*Solo-authored working paper*

Sept 2022 - Present

- **Uncertainty Puzzle:** identified the two-sided effect of uncertainty on moral behaviors
- **Karma Effect:** defined the karma effect and its boundary condition to explain the puzzle
- **Mechanism Design:** proposed a new mechanism to regulate immorality

### Uncertainty, Moral Cost and Transition to Honesty: An Experiment

*Solo-authored working paper*

Apr 2020 - Present

- **Literature Review:** summarize the papers about deception decision theory, moral cost and uncertainty motivates honesty
- **Experiment:** led the experimental design, experiment coding, and experiment implementation
- **Data Analysis:** conducted GLM regression analysis and non-parametric tests in Stata

### Deception and Self-Deception Strategy

advised by Prof. Yefeng Chen

China  
Apr 2020 - Dec 2021

- an essay about how self-deception occurred under uncertainty and promote deception; presented the experiment design in group meeting

### Social Investigation on Minority Recruitment Program

*Undergrad Researcher* - Prof. Yan Zhen

China  
Apr 2019 - Dec 2019

- **Policy study:** did preliminary research on college admission policy for minority group in remote and poor region; understood the admission strategies of each university
- **Data Analysis:** utilized the questionnaire and interview method to collect data and opinions on the topic, analyzed the data

## PROFESSIONAL EXPERIENCE

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### Ningbo Bank

*Foreign Exchange Researcher*

China  
Aug 2021 - Sept 2021

- **Reports:** accomplished reports on impact of Biden's agenda to infrastructure bill on macro market

- **Calculation:** Utilized Bloomberg to calculate forward and spot (T+1) option premium
- **CRM Data Analysis:** used SAS macro program to deal with customer data, streamlined and improved the performance evaluation model, realized automatic rating and finally determined the best-achieving sub-branch this year

## Run Ning Venture Capital Management Co., Ltd.

China

*Investment Manager Assistant*

Jul 2021 - Aug 2021

- **Business Proposal Draft:** Drafted for a pre-IPO company, collected the industry data in Intelligent geophysical drone
- **Due Diligence Report:** carried out due diligence reporting for government about 11 entrepreneurial and innovational talent teams

## SKILLS SUMMARY

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- **Data Analysis:** Matlab, Python, Stata, R, SAS
- **Symbolic Operation:** Maple
- **Web and Survey:** o-Tree, Qualtrics
- **Other:** Latex, Beamer, MS Office, Audition

## HONORS AND AWARDS

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### Duke University

- M.A. Merit Scholar Award

### Zhejiang University

- University Scholarship - Second Prize (top 8%)
- University Scholarship - Third Prize (top 20%)
- Student Leadership Award, Academic Excellence Award
- Outstanding Graduate at Zhejiang University