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**Updated July 2021**

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## **EMPLOYMENT**

12-2017 to present: Associate Professor of Economics, School of Economics and Management (SEM), Tsinghua University  
03-2017 to present: Executive Associate Director, Tsinghua Economic Science and Policy Experimental Laboratory (ESPEL), Tsinghua University  
07-2011 to 12-2017: Assistant Professor of Economics, SEM, Tsinghua University

## **VISITING AND HONORARY POSITIONS**

01-2021 to present: Industrial Scholar, Institute of Internet Industry, Tsinghua University  
03-2019 to present: Visiting Professor, School of Economics and Management, Beijing Jiaotong University  
11-2018 to present: Visiting Professor, Academy of Regional and Global Governance, Beijing Foreign Studies University  
02-2018 to 04-2018: Fernand Braudel Senior Fellow, Department of Economics, European University Institute  
09-2015 to 03-2016: Visiting Scholar, Department of Economics, The Chinese University of Hong Kong (CUHK)

## **EDITORIAL SERVICE**

04-2021 to present: Committee Member, *China Economics Annual Conference* (中国经济学年会)  
01-2017 to present: Associate Editor, *Journal of Economic Behavior and Organization*  
04-2018 to present: Associate Editor, *Research in Economics*  
08-2019 to 06-2020: Executive Editor, *Journal of Asian Economics*  
06-2019 to present: Guest Editor, *North American Journal of Economics and Finance*, Special Issue on "Behavioral Finance and Policy"  
12-2018 to 04-2020: Guest Editor, *Journal of Asian Economics*, Special Issue on "Application of Behavioral Economics in Asia"

## **SCIENTIFIC COMMITTEE AND BOARD SERVICE**

12-2020 to present: Board Member, *Society for the Advancement of Behavioral Economics*  
12-2019 to present: Founding Scientific Committee Member, *China Microeconomic Theory Forum* (中国微观经济理论论坛)  
10-2019 to present: Executive Board Member, *China Information Economics Society* (中国信息经济学会)  
08-2019 to present: Executive Board Member, *American Committee on Asian Economic Studies*  
04-2019 to present: Founding Scientific Committee Member, *Behavioral and Experimental Economics Forum* (China BEEF, 中国行为与实验经济学论坛)

## **EDUCATION**

Ph.D. in Economics, Washington University in St. Louis, May 2011  
*Dissertation: Essays on Microeconomics with Incomplete Information* (Advisor: David K. Levine)  
M.A. in Economics, Washington University in St. Louis, May 2007  
M.A. in Economics, *with distinction*, Tsinghua University, July 2005

B.A. in Economics, *with distinction*, Tsinghua University, July 2003

## **RESEARCH AREAS**

Economic Theory, Information Economics, Experimental Economics, Behavioral Economics

Matching Theory, Financial Economics, Industrial Organization, Chinese Economy

## **PLENARY AND KEYNOTE TALKS**

10-2017: 2<sup>nd</sup> Behavioral and Experimental Economics Workshop, Dalian, China, “The Value of the Knowledge of Others” (Chinese Title “他山之石，可否攻玉?”)

11-2018: 2018 Annual Conference of China Information Economics Society, Guangzhou, China, “Hierarchical Bayesian Persuasion” (Chinese Title “多层级的贝叶斯劝服”)

06-2019: Inaugural International Symposium on Brain-like Economics, Jinan, China, “Self-commitment for Cooperation” (Chinese Title “自我承诺与合作”)

08-2020: 2<sup>nd</sup> China Behavioral and Experimental Economics Forum, Beijing, China, “Stuck in the Wisdom of Crowds: Knowledge, Information, and Heuristics” (Chinese Title “群众智慧如何影响个体决策：知识、信息、与经验法则”)

10-2020: Operations Research Society of China National Conference (ORSC2020), Hefei, China, “How does Goal Setting Affect Individual Performance: Theory and Experiment” (Chinese Title “目标设定方式如何影响个体绩效：理论与实验”)

## **SELECTED PUBLICATIONS**

- [1] “International Trade with Social Comparisons,” with Zeng Lian, Jaimie Lien and Lin Lu, ***Review of International Economics***, August 2021, 29(3): 533-556
- [2] “One Step at a Time: Does Gradualism Build Coordination?,” with Sam Asher, Plamen Nikolov, and Maoliang Ye, ***Management Science***, January 2020, 66(1): 113-129
- [3] “Are Work Intensity and Healthy Eating Substitutes? Field Evidence on Food Choices under Varying Workloads,” with Jaimie Lien, ***Journal of Economic Behavior and Organization***, January 2018, 145: 370-401
- [4] “A Robust Reference-Dependent Model for Speculative Bubbles,” with Mu Zhang, ***Journal of Economic Behavior and Organization***, May 2017, 137: 232-258
- [5] “Ex-ante Fairness in the Boston and Serial Dictatorship Mechanisms under Pre-exam and Post-exam Preference Submission,” with Jaimie Lien and Xiaohan Zhong, ***Games and Economic Behavior, Special Issue in honor of John. O. Ledyard***, January 2017, 101: 98-120
- [6] “Extortion can Outperform Generosity in the Iterated Prisoners’ Dilemma,” with Jaimie Lien, Zhijian Wang, Bin Xu and Yanran Zhou, ***Nature Communications***, 2016, 7: 11125
- [7] “Preference Submission Timing in School Choice Matching: Testing Fairness and Efficiency in the Laboratory,” with Jaimie Lien and Xiaohan Zhong, ***Experimental Economics***, 2016, 19(1): 116-150
- [8] “Deciding When to Quit: Reference-Dependence over Slot Machine Outcomes,” with Jaimie Lien, ***American Economic Review: Papers & Proceedings***, 2015, 105(5): 366-370
- [9] “The Relationship between Economic Theory and Experiments,” with David K. Levine, ***Handbook of Experimental Economic Methodology***, ed. Guillaume Frechette and Andrew Schotter, Oxford University

Press, Ch.2, pp.43-57, February 2015

### **SELECTED WORKING PAPERS**

- [1] Discretionary Red Tape, with Michael Jung, Chul-In Lee, and Jaimie Lien, rejected with resubmit invitation from *American Economic Review*
- [2] Representativeness Biases and Lucky Store Effects, with Jaimie Lien and Jia Yuan, revision requested by *International Economic Review*
- [3] Multi-period Matching with Commitment, with Mu Zhang, revision requested by *Games and Economic Behavior*
- [4] Pump-faking the effort? Evidence from NBA players' contracts, with Qingliang Fan, Jaimie Lien, and Lin Meng, revision requested by *Journal of Economic Behavior and Organization*
- [5] Endogenous Crackdowns, Information Disclosure and Tax Compliance: An Experimental Investigation, with Zhixin Dai, revision requested by *Experimental Economics*

### **CURRENT TEACHING ASSIGNMENTS**

- 2018-present (Fall semesters): *Behavioral Economics* (undergraduate), Tsinghua University
- 2016-present (Fall semesters): *Intermediate Microeconomics* (undergraduate core), co-teaching with Prof. David Daokui Li, Tsinghua University
- 2016-present (Fall semesters): *Advanced Microeconomics III: Information, Contracts and Organizational Economics* (Ph. D.), Tsinghua University

### **RECENT CONFERENCE PRESENTATIONS**

**2021:** NAU Behavioral and Experimental Economics Workshop, Nanjing, China (April); 第3届中国行为与实验经济学论坛 (3<sup>rd</sup> China Behavioral and Experimental Economics Forum (China BEEF)), Shanghai, China (May); 2021 Conference of Society for the Advancement of Economic Theory (SAET), Seoul, Korea (June); 6<sup>th</sup> World Congress of the Game Theory Society (GAMES 2020/2021), Budapest, Hungary (July)

**2020:** Contests: Theory and Evidence 2020 Conference, Norwich, UK (June); 第2届中国行为与实验经济学论坛(2<sup>nd</sup> China Behavioral and Experimental Economics Forum (China BEEF)), Beijing, China (August); 2020 ESA Global Online Meetings, Online (September); 数字经济与发展转型学术研讨会 (Workshop on Digital Economy and Transition of Development), Beijing, China (September); 中国运筹学会第15次学术交流会 (Operations Research Society of China 15<sup>th</sup> Academic Meeting (ORSC, 2020)), Hefei, China (October); 微观经济与金融研讨会 (Workshop on Microeconomics and Finance), Beijing, China (October); 7<sup>th</sup> International Conference on The Chinese Economy: Past, Present and Future, Beijing, China (December)

### **RECENT SEMINAR TALKS**

**2021:** Zhejiang University (January); Shanghai University of Finance and Economics (March); ShanghaiTech University (March); Zhejiang University (March); Zhejiang University of Finance and Economics (March); Zhejiang Gongshang University (March); Nanjing University (March); Operations Research Society of China (April); Shandong University (April); Chinese Academy of Sciences (April); Concordia University (April); Xiamen University (April); Harbin Institute of Technology, Shenzhen (May); Shanghai International Studies University (May); Fudan University (May); NYU Shanghai (May); Shanghai Jiao Tong University (May); Virtual East Asia Experimental and

Behavioral Economics Seminar Series (VEAEBES) (May); Chinese Academy of Sciences (July); Global Seminar on Contests and Conflict (July); University of Macao (October, scheduled)

**2020:** Shanghai Jiao Tong University (October); Central University of Finance and Economics (November); Fuzhou University (November); Hong Kong University of Science and Technology (Guangzhou) (November) Shandong University (December)

### **RESEARCH GRANTS**

- National Social Science Foundation of China Major Program Research Grant (P.I. for sub-project), RMB 600,000, 2021/01-2025/12
- National Natural Science Foundation of China (NSFC) General Program Research Grant (P.I.), RMB 490,000, 2021/01-2024/12
- Hong Kong Research Grants Council, General Research Fund (co-Investigator, with Jaimie W. Lien), HKD 367,360, 2020/01 – 2021/12
- National Natural Science Foundation of China (NSFC) General Program Research Grant (P.I.), RMB 490,000, 2019/01-2022/12
- Hong Kong Research Grants Council, General Research Fund (co-Investigator, with Jaimie W. Lien), HKD 414,600, 2017/01 – 2019/12
- National Natural Science Foundation of China (NSFC) Joint China-Russia Research Grant (co-P.I., with Mingzhi Li), RMB 1,500,000, 2016/01-2018/12

### **MAIN HONORS AND AWARDS**

- Excellent Class Advisor Award (优秀班主任), SEM, Tsinghua University, 2012-2013, 2013-2014, 2014-2015, 2018-2019, 2019-2020, 2020-2021
- Candidate representing SEM, Tsinghua University “My Favorite Teachers” Competition (清华大学“清韵烛光·我最喜爱的教师”评选, 经管学院参选教师), 2020
- Excellent Class Advisor Award (优秀班主任), Tsinghua University, 2013, 2015, 2019
- Outstanding Paper Award, the 6<sup>th</sup>&7<sup>th</sup> International Conference on Transportation and Space-time Economics (第六届与第七届“运输与时空经济论坛”国际会议最佳论文奖), 2018, 2019
- Excellent Teaching Award (教学优秀奖), SEM, Tsinghua University, 2013, 2019
- Finalist representing SEM, Tsinghua University “My Favorite Teachers” Competition (清华大学“清韵烛光·我最喜爱的教师”评选, 经管学院代表教师), 2018
- China Information Economics Society 2018 Annual Conference Best Referee Award (2018年中国信息经济学会学术年会最佳审稿人奖), 2018
- Young Scholar’s Innovations Award on Information Economics in China for 2016、2017、2018 (连续三年获中国信息经济学2016、2017、2018青年创新奖), China Information Economics Society, 2016-2018
- “Distinguished Excellence (特优)” Evaluation of the National Natural Science Foundation of China (NSFC) Young Scholar Research Project, 2018
- Fernand Braudel Senior Fellowship, European University Institute, 2018
- Outstanding Faculty Award (先进工作者), SEM, Tsinghua University, 2017

- Conference Best Paper Award, the 2017 Annual Conference of China Information Economics Society (2017 中国信息经济学会年会最佳论文奖), 2017
- Intermediate Microeconomics course, co-taught with Prof. David Daokui Li, elected as one of Signature Courses taught in English by Ministry of Education (教育部“第二期来华留学英语授课品牌课程”), 2016
- Theoretical Contributions Award on Information Economics in China from 2011 to 2015 (中国信息经济学 2011-2015 理论贡献奖), China Information Economics Society, 2016

### **CONFERENCE COMMITTEE**

中国组织经济学研讨会 (China Conference on Organizational Economics), 2015-present; Tsinghua International Conference on Behavioral, Experimental, and Theoretical Economics (Tsinghua BEAT), 2017-present; Beijing International Workshop on Microeconomics: Empirics, Experiments and Theory (Beijing MEET), 2018-present; 中国行为与实验经济学论坛 (China Behavioral and Experimental Economics Forum; China BEEF), 2018-present; 中国微观经济理论论坛 (China Microeconomic Theory Forum), 2019-present; Conference on Mechanism and Institution Design, 2021-present

### **CONFERENCE ORGANIZATION**

- 2021 Beijing International Workshop on Microeconomics: Empirics, Experiments and Theory (MEET 2021)
- 2019 Beijing International Workshop on Microeconomics: Empirics, Experiments and Theory (MEET 2019)
- 2018 Beijing International Workshop on Microeconomics: Empirics, Experiments and Theory (MEET 2018)
- 2015 Tsinghua Conference on Theoretical and Behavioral Economics
- 2014 Tsinghua Conference on Theoretical and Behavioral Economics
- 2013 Tsinghua Conference on Theoretical and Behavioral Economics

### **SESSION ORGANIZATION**

**2023:** 2023 ESA Asia-Pacific Meeting, Beijing, China (scheduled)

**2022:** 2021 Conference on Mechanism and Institution Design, Singapore (scheduled)

**2021:** 2021 Tsinghua International Conference on Behavioral, Experimental and Theoretical Economics (BEAT), Beijing, China (June)

**2019:** 2019 Asian Meeting of the Econometric Society (AMES), Xiamen, China (June); The 30th Stony Brook International Conference on Game Theory, Stony Brook, NY (July)

**2018:** 2018 International Conference on Economic Theory and Applications, Chengdu, China (July)

**Ethics Review Service:** Centre for Experimental Social Sciences, Nuffield College, University of Oxford; Economic Science and Policy Experimental Laboratory, School of Economics and Management, Tsinghua University

**Tenure and Promotion External Review Service:** Nanyang Technological University, Shanghai University of Finance and Economics, Shandong University

**Dissertation Examination Service:** Tsinghua University, Renmin University of China, Shanghai University of Finance and Economics

### **REFeree SERVICE**

*Management Science, American Economic Journal: Microeconomics, Games and Economic Behavior, Economic Theory, Experimental Economics, Journal of Economic Behavior and Organization, Journal of Economic Dynamics and Control, Journal of Institutional and Theoretical Economics, Health Economics, Review of Economic Design,*

*Transportation Research Part A, Contemporary Economic Policy, Pacific Economic Review, China Economic Review, Singapore Economic Review, International Review of Economics and Finance, Journal of Asian Economics, Scientific Reports, Marine Policy, Research in Transportation Business & Management, Review of Behavioral Economics, Economics Bulletin, Applied Economics, International Review of Administrative Sciences, Journal of Systems Science and Systems Engineering, Frontiers of Economics in China, Mathematical Reviews, SAGE Open, 经济学(季刊) (China Economic Quarterly), 世界经济 (The Journal of World Economy), 经济学报 (China Journal of Economics), 资源科学 (Resources Science), 管理科学学报 (Journal of Management Sciences in China), 系统工程理论与实践 (Systems Engineering – Theory & Practice), 信息系统学报 (China Journal of Information Systems), 心理学报 (Acta Psychologica Sinica); 国家自然科学基金青年项目、面上项目评审专家 (National Natural Science Foundation of China Grant Applications)*

### **SUPERVISION OF STUDENTS ON ACADEMIC TRACK**

*Ph. D. students:* **Zhonghong Kuang**, Ph.D. Management, 2020 (Co-supervising with Prof. Jian Chen; First placement: Renmin University of China); **Yunwen He**, Ph.D. Economics, in progress; **Haochen Xie**, Ph.D. Economics, in progress; **Xutang Sun**, Ph.D. Economics, in progress

*Master's students:* **Guangying Chen**, M.A. Economics, 2017 (PhD program in Marketing, WUSTL); **Jinglan Zhang**, M.A. Economics, 2019 (PhD program in Economics, UC Santa Barbara); **Fan Wu**, M.A. Economics, 2019 (PhD program in Economics, Cal Tech); **Gaoyang Cai**, M.A. Economics, 2020 (PhD program in MECS, Northwestern); **Lei Huang**, M.A. Economics, 2020 (PhD program in Marketing, MIT)

*Undergraduate students:* **Dong Wei**, B.A., 2014 (PhD in Economics, UC Berkeley); **Mu Zhang**, B.A., 2016 (PhD program in Economics, Princeton); **Xiaoyu Cheng**, B.S., 2016 (PhD program in MECS, Northwestern); **Xinhan Zhang**, B.S., 2018 (PhD program in Economics, NUS); **Hangcheng Zhao**, B.A., 2018 (PhD program in Marketing, U Penn); **Haipeng Han**, B.A., 2019 (Master program in Finance, Tsinghua); **Xutang Sun**, B.A., 2020 (PhD program in Economics, Tsinghua SEM); **Zhiming Feng**, B.A., in progress; **Yongchun Peng**, B.A., in progress; **Linzhang Zheng**, B.A., in progress