

## JINGNAN (CECILIA) CHEN

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### EDUCATION

Ph.D.	Economics	George Mason University	2014
M.A	Economics	George Mason University	2011
B.S	Finance	Shanghai Jiao Tong University	2008

### EMPLOYMENT

2019 -	Senior Lecturer, Economics Department, University of Exeter
2014 - 2019	Lecturer, Economics Department, University of Exeter

### RESEARCH FIELDS

Behavioral Game Theory, Applied Microeconomics, Experimental Economics, Behavioral Economics, Field Experiment

### JOURNAL PUBLICATIONS

2019	"When are women willing to lead? The effect of team gender composition and gendered tasks", With Daniel Houser. <i>The Leadership Quarterly</i> , 30(6), p101340
2019	"Broken Contracts and Hidden Partnerships: Theory and Experiment", With Daniel Houser. <i>Journal of Economic Behavior and Organization</i> , v 157, 2019, 754 - 774.
2017	"Promises and Lies: Can Observer Detect Deception in Written Messages", with Daniel Houser. <i>Experimental Economics</i> , 20:2, 398-419
2016	"Beward of Popular Kids Bearing Gifts: A Framed Field Experiment", with Daniel Houser, Natalia Montinari and Marco Piovesan. <i>Journal of Economic Behavior and Organization</i> , v 132, Part A, Dec. 2016: 104-120
2012	"Non-Human Primate Studies Inform the Foundation of Fair and Just Human Institutions", with Daniel Houser. <i>Social Justice Research</i> , 25:3, 277-297.

### BOOK CHAPTERS

2017	"Testing and Implementing Digital Tax Administration", with Gareth Myles and Shaun Grimshaw, <i>Digital Revolution in Public Finance</i> , The International Monetary Fund (IMF).
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- 2015 "Ethics and Advances in Economic Science: The Role of Two Norms", with Angelina Christie and Daniel Houser, in George DeMartino and Deirdre McCloskey (Eds), *Handbook on Professional Economic Ethics: Views from the Economics Profession and Beyond*, Oxford University Press.

## WORKING PAPERS

"When a Nudge Is (Not) Enough: Experiments on Social Information and Incentives", with Miguel A. Fonseca and Shaun Grimshaw. Revise and resubmit at *European Economic Review*

"When do men shy away from competition? An Experiment on Unethical Conduct and Competitive (dis)Advantages", with Daniel Houser.

"Outdoor heat and productivity in a high-tech setting: evidence from the precision manufacture of silicon wafers", with Miguel A. Fonseca, Anthony Heyes, Jie Yang and Xiaohui Zhang.

## WORK IN PROGRESS

"Stealth Wealth: Income Inequality, Peer Punishment and the Behavioural Roots of Financial Secrecy", with John D'Attoma and Miguel Fonseca. (Data collected)

"The effect of team incentives on productivity: evidence from a large manufacturing company", with Miguel Fonseca, Sebastian Kripfganz and Jerry Yang. (Data analysis in progress)

"The Michael Jordan effect on team productivity: Evidence from a large manufacturing company", with Miguel Fonseca, Sebastian Kripfganz and Jerry Yang (Data analysis in progress)

## TEACHING

Year	Course Title	Evaluation	Location
Fall 2018	Experimental Methods	4.3/5	UoE
	Behavioural Insights for Business and Management	3.8/5	UoE
Fall 2017	Experimental Methods	4/5	UoE
	Economics of Management Strategy	3.8/5	
Fall 2016	Experimental Methods	5/5	UoE
	Introduction to Statistics	3.5/5	
Fall 2015	Experimental Methods	5/5	UoE
	Statistics and Econometrics	3.3/5	
Fall 2014	Statistics and Econometrics	3/5	UoE
	Economics for Management	2.7/5	

## GRANTS, HONORS AND AWARDS

- 2017 - 2018 C.I., Open Innovation Award for £16,096 with M. Fonseca & B. Grosskopf  
 2017 - 2018 C.I., HMRC & Tax Administration Research Centre (TARC) on The Effect of Emotion on Compliance for £10,000 with Miguel Fonseca & Brit Grosskopf

2016 - 2017	P.I., Behavior, Identity & Decision (BID) research cluster for £3,000
2016 - 2017	C.I., Behavior, Institutions & Policy (BIP) research cluster for £5,000
2015 - 2016	P.I., National Audit Office (NAO) Research Grant on Quality of Customer Service on Tax Return Accuracy for £20,532 with Shaun Grimshaw
2014 - 2015	P.I., Behavior, Decision and Market center research award for £3,240
2008 - 2014	Pre-doctoral Scholar, International Foundation for Research in Experimental Economics (IFREE)
2013	Osher Lifelong Learning Institute Scholarship
2013	Southern Economic Association (SEA) Graduate Student Award
2012	The Association of Private Enterprise Education (APEE) Young Scholar Award

## CONFERENCE AND SEMINAR PRESENTATIONS

### *2017*

- North American Economic Science Association conference (Scheduled)
- Brown bag seminar, ICES, George Mason University (Scheduled)
- Departmental seminar, Tsinghua University
- Tsinghua BEAT conference in Beijing, Tsinghua University
- M-BEE and M-BEPS conference at the University of Maastricht
- Southern Economic Association conference in Washington D.C.

### *2016*

- Economic Science Association European Conference.
- Psychological game theory conference and workshop, University of Gothenburg.

### *2015*

- Departmental seminar, Durham University
- 2015 Annual Conference of the Royal Economic Society, Manchester, UK
- M-BEE conference, University of Maastricht
- NIBS conference, the University of Nottingham

### *2014*

- Brownbag seminar & internal seminar, University of Exeter
- University of Southern California
- California State University, San Marcos

### *2013*

- Southern Economic Association Conference, Tampa, USA.
- North American Economic Science Association Conference, Santa Cruz, USA.
- ICES End of Year Conference, Arlington, USA.

### *2012*

- Deception, Incentives and Behavior Conference, UCSD, San Diego, USA.

- North American Economic Science Association Conference, Tucson, USA.
- Research Workshop: Mainz Workshop in Behavioral Economics, Mainz, Germany.
- International Economic Science Association Conference, New York, USA.

2011

- Association of Private Enterprise Education (APEE) Conference, Las Vegas, USA

## PROFESSIONAL ACTIVITIES

Referee for: Journal of European Economic Association, Review of Economic Studies, JEBO, Journal of Experimental Psychology, Experimental Economics, European Economic Review, Management Science, Southern Economic Journal, Journal of Neuroscience, Psychology and Economics, Journal of Behavioral and Experimental Economics

## LANGUAGE

English (Fluent), Mandarin Chinese (Native)

## COMPUTER SKILLS

STATA, Z-Tree, LaTeX, Matlab

## OTHER ACTIVITIES

Accomplished Hulusi player and performer ([Hulusi](#) is a traditional free reed Chinese instrument with a clarinet-like sound, popular in Yunnan Province where I am from).

## REFERENCES

### **Daniel Houser**

Interdisciplinary Center  
for Economic Science (ICES)  
& Department of Economics  
*George Mason University*  
(703)993-4856  
[dhouser@gmu.edu](mailto:dhouser@gmu.edu)

### **Gareth Myles**

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### **Miguel Fonseca**

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