

Shan Gui

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Academic Employment

Assistant Professor, School of Economics, Shanghai University of Finance and Economics	2024-present
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Education

Ph.D., Economics, George Mason University	2019 to 2024
M.S., Finance, Fudan University	2017-2019
B.A., Economics, Shanghai University of Finance and Economics	2013-2017
B.S., Mathematics (minor), Shanghai University of Finance and Economics	2014-2017

Research

Publication

1. Trust, Lies, and Inequality (with Ninghua Du and Daniel Houser), *American Journal of Economics and Sociology*, 2024, 83(1):249–262 [[Link](#)]
2. Hui Xu, Jie Liang, Shan Gui. The Impacts of the Origins of Social Status on Deception: Evidence from a Lab Experiment, *South China Journal of Economics*, 2019, 28(2):86-107 [[Link](#)]

Working Paper

1. Learning in Matching (with Simin He and Gaoji Hu) [[SSRN](#)]
2. Allegiance Games (with Daniel Houser and Dongyang Li) [[SSRN](#)]
3. Evaluating Non-Clairvoyant Mechanisms: Theory and Experiment (with Daniel Houser, R&R at *Games and Economic Behavior*) [[SSRN](#)]
4. How Sellers Decide on Dynamic Mechanism: Information Matters (with Daniel Houser) [[SSRN](#)]

Work in Progress

1. Using (merit-based) default to reduce gender gaps in contribution of ideas: Evidence from an online experiment (with Jingnan Chen, Daniel Houser and Erte Xiao)
2. Incompetence trap (with Cesar Martinelli)

Teaching Experience

Instructor

Intermediate Microeconomics	SHUFE, Spring 2025, Fall 2025
Econ 103: Microeconomics Principles (<u>Evaluation</u> : 4.85/5)	GMU, Summer 2022

Co-instructor

Econ 838: Econometrics II (with Daniel Houser)	GMU, Fall 2021, 2022, 2023
Econ 445: Design and Analysis of Experiment (with Daniel Houser)	GMU, Fall 2021, 2022, 2023
Econ 445 (Online): Design and Analysis of Experiment (with Daniel Houser)	GMU, Summer 2023

Teaching Assistant

Econ 612 (Online): Microeconomics II	GMU, Spring 2021, Summer 2021
Econ 611 (Online): Microeconomics	GMU, Fall 2021
Stochastic Calculus for Finance	Fudan University, Fall 2018
Game Theory	Fudan University, Fall 2017

Academic Presentations

2025: ESA Osaka
2024: APEE, AMBER
2023: ASSA, AMES, APEE
2022: ESA Global, APEE, ICES Brownbag
2021: APEE, ICES Brownbag

Grants and Fellowships

NSFC (No. 72503130)	2026-2028
ICES Ph.D. Fellow, GMU	2019-2024
Asian Meeting of the Econometric Society (AMES) Young Scholar Award	2023
Osher Lifelong Learning Institute (OLLI) scholarship	2023
Outstanding Graduates Awards of Shanghai	2017
National Scholarship, First Prize of the People's scholarship	2016

Language

Native Chinese (Mandarin), Fluent English

January 19, 2026