

## Lingbo Huang

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### PROFESSIONAL EXPERIENCE

- Shandong University**, China, Center for Economic Research  
*Professor* Jul. 2023 — Present
- Nanjing Audit University**, China, Economics Experimental Laboratory  
*Assistant Professor* Jul. 2018 — Jun. 2023
- Monash University**, Australia, Department of Economics  
*Postdoctoral Research Fellow* Aug. 2016 — Jun. 2018
- Stony Brook University**, NY, U.S.A., Department of Political Science  
*Postdoctoral Research Associate* Sep. 2015 – Jul. 2016

### EDUCATION

- University of Nottingham**, U.K.  
*Ph.D. in Economics* 2016  
*M.Sc. in Behavioural Economics* 2011
- Shanghai Jiaotong University**, China  
*B.A. in Economics* 2010  
*B.S. in Mathematics* 2010

### PEER-REVIEWED PUBLICATIONS

- [19] “Optimal Contests with Negative Prizes: Theory and Experiment” (with Jingjing Zhang and Jun Zhang), *Management Science*, accepted
- [18] “Who Stand up to Persuade? Voluntary Influencers in Public Support for Pigouvian Taxation” (with Silvia Tiezzi and Erte Xiao), *Economic Inquiry*, in press
- [17] “Born to Wait? A Study on Allocation Rules in Booking Systems” (with Tracy Xiao Liu and Jun Zhang), *Production and Operations Management*, 34(8), August 2025, 2348-2362
- [16] “‘They Never Had a Chance’: Unequal Opportunities and Fair Redistributions” (with Lu Dong and Jaimie Lien), *Economic Journal*, 135, April 2025, 914-942
- [15] “How Alliances Form and Conflict Ensues” (with Lu Dong, Jaimie Lien and Jie Zheng), *Games and Economic Behavior*, 146, July 2024, 255-276
- [14] “Preventive Wars” (with Klaus Abbink and Lu Dong), *Games and Economic Behavior*, 142, November 2023, 552-569
- [13] “Persuadable or Dissuadable Altruists? Impact of Recipient Characteristics on Giving” (with Lata Gangadharan, Phil Grossman, Matthew Leister and Erte Xiao), *Economic Journal*, 133, November 2023, 2925-2948 [Featured Article]

- [12] [“Talking Behind Your Back: Communication and Team Cooperation”](#) (with Klaus Abbink and Lu Dong), *Management Science*, 68(7), July 2022, 5187-5200
- [11] [“Tax Liability Side Equivalence and Time Delayed Externalities”](#) (with Silvia Tiezzi and Erte Xiao), *European Journal of Political Economy*, 72, March 2022, 102110
- [10] [“Arms Races and Conflict: Experimental Evidence”](#) (with Klaus Abbink and Lu Dong), *Economic Journal*, 131, July 2021, 1883-1904
- [9] [“Peer Effects in Public Support for Pigouvian Taxation”](#) (with Erte Xiao), *Journal of Economic Behavior and Organization*, 187, July 2021, 192-204
- [8] [“Pulling for the Team: Competition Between Political Partisans”](#) (with Peter DeScioli and Zahra Murad), *Evolutionary Psychological Science*, 7(2), June 2021, 97-105
- [7] [“Fighting Alone versus Fighting for a Team: An Experiment on Multiple Pairwise Contests”](#) (with Zahra Murad), *Journal of Economic Behavior and Organization*, 183, March 2021, 616-631
- [6] [“Feedback Spillover Effect on Competitiveness across Unrelated Tasks”](#) (with Zahra Murad), *Behavioral Research in Accounting: A Journal of the American Accounting Association*, 32(1), March 2020, 69-85
- [5] [“Is There No ‘T’ in Team? Strategic Effects in Multi-Battle Team Competition”](#) (with Lu Dong), *Journal of Economic Psychology*, 75(Part B), December 2019, 102070
- [4] [“Favoritism and Fairness in Teams”](#) (with Lu Dong), *Games*, 9(3), September 2018, Article 65
- [3] [“Disappointment Aversion and Social Comparisons in a Real-Effort Competition”](#) (with Simon Gächter and Martin Sefton), *Economic Inquiry*, 56(3), July 2018, 1512-1525
- [2] [“Combining ‘Real Effort’ with Induced Effort Costs: The Ball-Catching Task”](#) (with Simon Gächter and Martin Sefton), *Experimental Economics*, 19(4), December 2016, 687-712 [Lead Article]
- [1] [“Prize and Incentives in Double Elimination Tournaments”](#), *Economics Letters*, 147, October 2016, 116-120

OTHER  
PUBLICATIONS

[“Reproducibility in Management Science”](#) (Note: As a Member of the Management Science Reproducibility Collaboration), *Management Science*, 70(3), March 2024: 1343-1356

WORKING  
PAPERS

[“It Is Not Just About the Price: Matching Subsidies Fail When the Ask Can Be Avoided”](#) (with Lata Gangadharan, Phil Grossman and Erte Xiao), *R&R Economic Journal*

“Bundled School Choice” (with Jun Zhang)

“Making School Choice Lotteries Transparent” (with Jun Zhang)

“Curtailed Ambition: Endogenous Power Shift and Preventive War” (with Lu Dong)  
*R&R Journal of Economic Behavior and Organization*

“How Do Geopolitical Risk Perceptions Affect Macroeconomic and Personal Expectations” (with Lu Dong)

“Believed Gender Differences in Parenting Attitudes and Labor Supply” (with Lu Dong)

“Communication in Bargaining Under the Shadow of Conflict: An Experiment” (with Lu Dong)

“Assessing Private Solutions to Collective Action Problems in a 34-Nation Study” (with Eugene Malthouse and 71 other coauthors)  
*R&R PNAS*

“Social Cheating in the Classroom: A Field Experiment” (with Lu Dong, Peter DeScioli and Ninghua Du)

GRANTS,  
FELLOWSHIP,  
AWARDS

National Natural Science Foundation of China (NSFC), Excellent Young Scholars Fund, PI, 2025-2027 (RMB 2,000,000)  
National Natural Science Foundation of China (NSFC), Young Scholars Fund, PI, 2023-2025 (RMB 300,000)  
Econometric Society World Congress Travel Grant, 2015 (\$1,500)  
Royal Economic Society Conference Grant, 2014 (£250)  
PGR Conference Funding Grant, University of Nottingham, 2013 (£500), 2014 (£600), 2015 (£750)  
Economic and Social Research Council (ESRC) +3 Studentship, 2011–2014 (tuition fee waiver + £16,500 per annum)  
Universitas 21 Masters Scholarship, University of Nottingham, 2010

ACADEMIC  
VISITS

**NHH Norwegian School of Economics and FAIR, Norway**  
**Sept. 2019**

**Max Planck Institute for Tax Law and Public Finance, Germany**  
**May – Jun. 2014**

PROFESSIONAL  
ACTIVITIES

Referee for Management Science; American Economic Journal: Microeconomics; Games and Economic Behavior; Journal of Public Economics; Experimental Economics; Economic Inquiry; Economic Systems; Frontier in Psychology; Judgment and Decision Making; Journal of Behavioral and Experimental Economics; Journal of Economic Behavior & Organization; Journal of Economic Psychology; Journal of Economic Surveys; Journal of Sports Economics; Southern Economic Journal; Theory and Decision; B.E. Journal of Macroeconomics;