NANYIN YANG

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EDUCATION

Texas A&M University, College Station, U.S.	*Aug 2018 - May 2024 (Expected)*
Ph.D. in Economics	
University of Wisconsin, Madison, U.S.	*Aug 2016 - Dec 2017*
M.S. in Economics	
University of California, Berkeley, U.S.	*Aug 2014 - Dec 2014*
Exchange student	
Sun Yat-sen University, Zhuhai, China	*Aug 2012 - June 2016*
B.A. in Economics	

WORKING PAPERS

The Unintended Consequences of Patients' Active Participation: Theory and Experiment (Job Market Paper)

Abstract: Empirical evidence shows that patients' noncompliance with doctors' recommendations is a prevalent issue in the patient-doctor relationship, yet the impact of such noncompliance on doctors' performance remains unclear. In this paper, I develop a model using a framework of client-expert interaction to address this question. This model predicts that giving clients an option to go against experts can reduce experts' investment in improving the accuracy of their diagnosis, particularly among experts who prioritize clients' well-being. A laboratory experiment validates the theoretical predictions and investigates the effectiveness of two interventions, namely communication and reputation, in improving clients' welfare. This study illustrates the complexity of the dynamics of patient-doctor interactions and highlights the unintended adverse consequence of patients' active participation in treatment selection on doctors' performance which further reduces patients' welfare. Furthermore, this study proposes potential interventions to improve patient-doctor relationships and promote patient welfare.

How Does Humanizing Virtual Assistants Affect the Propensity to Follow Their Advice? (with Andreas Drichoutis and Marco Palma)

"Hot" and "Cold" Punishments in Public Goods Provision (with Andy Cao, Catherine Eckel, Jinliang Liu, Phatchaya Piriyathanasak, Samuel Lockhart Priestley, and Sora Youn)

Becoming Friends or Foes? How Social Proximity and Competitive Environment Shape Social Preferences (with Andy Cao, Eugen Dimant and Kyle Hyndman)

WORK IN PROGRESS

The Evolution of Risk Attitudes: A Panel Study of the University Years (with Catherine Eckel and Rick Wilson) *Draft Coming Soon.*

Altruistic Lies (with Paul Feldman, Connor Magnuson and Marco Palma) *In Progress.*

TEACHING EXPERIENCE

Experimental Economics (Instructor)	*Fall 2022*
Personnel Economics (Teaching Assistant)	*Spring 2020, Spring 2021, Spring 2022*
Econometrics (Teaching Assistant)	*Fall 2019, Spring 2020*

GRANTS, HONORS AND AWARDS

IFREE Research Fund ($2,000)	*2023*
NSF Doctoral Dissertation Improvement Award ($25,000)	*2022*
College Graduate Summer Research Grant ($1,480)	*2022*

CONFERENCE PRESENTATION

ASSA 2024 Annual Meeting*	*San Antonio, TX, Jan 2024*
SEA Southern Economic Association Conference*	*New Orleans, LA, Nov 2023*
ESA North American Annual Conference	*Charlotte, NC, Oct 2022*
SEA Southern Economic Association Conference	*Fort Lauderdale, FL, Nov 2022*
ESA North American Annual Conference	*Santa Barbara, CA, Nov 2022*
Science Philanthropy Initiative Conference (Poster Session)	*Indianapolis, IN, Sept 2022*
Eighth Biennial Meeting of the Social Dilemmas Working Group	*Boston, MA, June 2022*
ESA Global Annual Conference	*Boston, MA, June 2022*
SEA Southern Economic Association Conference	*Houston, TX, Nov 2021*
ESA North American Annual Conference	*Tuscon, AZ, Oct 2021*

WORKSHOP PARTICIPATION

Innsbruck Spring School on Credence Goods, Incentives and Behavior	*May 2023*
IFREE Workshop: Complementing Lab Experiments with Survey Data	*Feb 2023*
CSWEP Mentoring Workshop	*Nov 2021*
Health Econ/Health Policy Mentoring Workshop, American Economic Association	*Sept 2021*
Graduate Workshop in Experimental Economics, Chapman University	*Jan 2021*

INVITED TALK

Experimental/Behavioral Workshop, University of Ottawa: "Patient Trust and Doctor Performance: A Theoretical and Experimental Study of Patient-Doctor Relationship" *Virtual, Nov 2022*

REFEREE

Journal of Behavioral Public Administration

International Journal of Information Technology & Decision Making

TECHNICAL STRENGTHS

Computational/Coding Skills: Python; Stata; R; SQL; MATLAB; HTML.

Experimental Tools: Qualtrics; o-Tree; Eye-Trackers; Skin Conductance Response.

REFERENCES

Dr. Catherine Eckel
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Dr. Marco Palma
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