

Xing ZHANG

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WORK EXPERIENCE	Postdoctoral Researcher Department of Marketing The Chinese University of Hong Kong	2019 Jan –
	Postdoctoral Researcher Singapore-ETH Center Swiss Federal Institute of Technology in Zurich	2015 – 2018
RESEARCH INTERESTS	Substantive: Pricing, Choice Architecture Design, Consumer Learning Methodological: Quantitative Modeling, Field/Laboratory Experiment, Neuromarketing	
EDUCATION	Ph.D in Marketing National University of Singapore , Singapore	2009 – 2015
	Visiting Student Haas School of Business, UC Berkeley , U.S.A.	2013 Fall
	B.A. in Economics Jinan University , Guangzhou, China	2003 – 2007
PUBLICATIONS	<ul style="list-style-type: none">• Onn Siong Yim*, Xing Zhang*, Idan Shalev, Mikhail Monakhov, Songfa Zhong, Ming Hsu, Soo Hong Chew, Poh San Lai, and Richard P. Ebstein (2016), “Delay Discounting, Genetic Sensitivity, and Leukocyte Telomere Length”, <i>Proceedings of the National Academy of Sciences, USA</i> (*Co-first Authorship and Corresponding Author) (Impact Factor = 9.66). <p><u>Media coverage:</u> <i>the Times, the Telegraph, the Daily Mail, Huffington Post, Xinhua News Agency, People.com.cn, Asian Scientists.</i></p> <ul style="list-style-type: none">• Maurice Schweitzer, Teck-Hua Ho, and Xing Zhang (2016), “How Monitoring Influences Trust: A Tale of Two Faces”, <i>Management Science</i>.	
PAPERS UNDER REVISION	<ul style="list-style-type: none">• Xing Zhang, Mikhail Monakhov, Poh San Lai, Soo Hong Chew, and Richard P. Ebstein, “Does Oxytocin Promote Impulsive Buying?”, <i>under the 2nd round revision at Marketing Letters</i>.	
WORKING PAPERS	<ul style="list-style-type: none">• Teck-Hua Ho, Hang Wu, and Xing Zhang, “Incorporating the Sunk Cost Fallacy into Designing Price Discounts – A Field Experiment” <i>in preparation for submission to Journal of Marketing Research</i>	

- **Xing Zhang** and Songfa Zhong “Using Coin Flipping to Resolve Choice Conflict – Evidence from Field and Lab Experiments”
- **Xing Zhang**, Juin Kuan Chong, Ganesh Iyer, and Xiaoyan Xu, “Paying Enough to Go to the Gym – Sunk Cost Fallacy, Self-control, and Price Contract Design” *in preparation for submission to Marketing Science*
- **Xing Zhang** and Jeeva Somasundaram, “Consumer Learning in Response to Cyber-Fraud – A Field Experiment”.
- Yunfeng Lu, Yohanes Eko Riyanto, **Xing Zhang**, and Georgios Christopoulos, “Halo Effect in Human vs. Robot Interaction: How Does Chatbot Influence Economic Decisions”.
– **The Best Paper Award** in *2018 National Annual Conference of Game Theory and Experimental Economics in China*

BOOK CHAPTER	Richard P. Ebstein, Yushi Jiang, Xing Zhang , and Soo Hong Chew “Genetics, Personality and Health Behaviors” in <i>Behavioral Genetics of Temperament and Personality</i> edited by Kimberly J. Saudino and Jody M. Ganiban, Springer, forthcoming.
AWARDS AND FELLOWSHIPS	The First Prize in Poster Presentation, NUS Business School Annual PhD Research Day, 2015 (Consolation Prize in 2013 and 2014). AMA-Sheth Foundation Doctoral Consortium Fellow, Northwestern University, 2014. “High Pass” in Ph.D Qualifying Exam, NUS Business School, 2011. The First-Class Scholarship for Excellent Student, Jinan University, 2005. The Best Supporting Actor in English Drama Competition, Jinan University, 2004.
REFeree SERVICES	Management Science, Annals of Operations Research, Journal of Economic Behavior & Organization, Economics Letters, Theory and Decision
TEACHING EXPERIENCE	Tutor for Principles of Marketing , 2015. (Teaching Evaluation: 4.2/5.0 ; Department Average: 4.0/5.0) TA for Marketing Research and Marketing Management , 2013. Guest lecturer in Behavioral and Experimental Economics , 2010. Part-time guitar tutor, 2006-2007
LANGUAGES	To Human: Chinese (native), English (fluent). To Computer: R, Python, Stata