

# Xing ZHANG

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CONTACT INFORMATION	<p>Singapore-ETH Center Future Resilient System 1 CREATE Way, #06-01 CREATE Tower Singapore, 138602</p>	<p>Phone: (+65) 8346-5835 E-mail: zhangxingis@gmail.com Fax: (+65) 6779 5941 Website: <a href="http://xingzhangsite.netlify.com">http://xingzhangsite.netlify.com</a></p>
CURRENT POSITION	<p>Postdoctoral Researcher <b>Swiss Federal Institute of Technology (ETH) in Zürich</b></p>	<p>2015 – now</p>
RESEARCH INTERESTS	<p><b>Substantive:</b> Judgment and Decision-Making, Learning, and Choice Architecture Design <b>Methodological:</b> Field/Laboratory Experiment, Quantitative Modeling, Neuroscience</p>	
EDUCATION	<p>Ph.D in Marketing <b>National University of Singapore</b>, Singapore  Visiting Student <b>Haas School of Business, UC Berkeley</b>, U.S.A.  B.A. in Economics <b>Jinan University</b>, Guangzhou, China</p>	<p>2015   2013 Fall  2007</p>
PUBLICATIONS	<ul style="list-style-type: none"><li>• Onn Siong Yim*, <b>Xing Zhang*</b>, Idan Shalev, Mikhail Monakhov, Songfa Zhong, Ming Hsu, Soo Hong Chew, Poh San Lai, and Richard P. Ebstein (2016), “<a href="#">Delay Discounting, Genetic Sensitivity, and Leukocyte Telomere Length</a>”, <i>Proceedings of the National Academy of Sciences, USA</i> (*Co-first Authorship). <u>Media coverage:</u> <i>the Times, the Telegraph, the Daily Mail, Huffington Post, Xinhua News Agency, People.com.cn, Asian Scientists.</i></li><li>• Maurice Schweitzer, Teck-Hua Ho, and <b>Xing Zhang</b> (2016), “<a href="#">How Monitoring Influences Trust: A Tale of Two Faces</a>”, <i>Management Science</i>.</li></ul>	
PAPERS UNDER REVISION	<ul style="list-style-type: none"><li>• <b>Xing Zhang</b>, 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>.</li><li>• “BMI is Negatively Associated with Telomere Length – A Collaborative Cross-sectional Meta-analysis of 87 Observational Studies”, <i>under the 2nd round revision at American Journal of Clinical Nutrition</i> (Impact Factor = 6.77) with Gielen Marij et al..</li></ul>	
WORKING PAPERS	<ul style="list-style-type: none"><li>• Teck-Hua Ho, Hang Wu, and <b>Xing Zhang</b> “Rebate Schemes and the Sunk Cost Fallacy: A Field Experiment” <i>in preparation for submission to Journal of Marketing Research</i></li><li>• <b>Xing Zhang</b>, Juin Kuan Chong, Ganesh Iyer, and Xiaoyan Xu, “Paying Enough to Go to the Gym – Sunk Cost Fallacy, Self-control, and Price Contract Design” <i>in preparation for submission</i></li></ul>	

*to Marketing Science*

- **Xing Zhang** and Jeeva Somasundaram “Consumer Learning in Response to Cyber-Fraud – A Field Experiment”.
- **Xing Zhang** and Songfa Zhong “Using Coin Flipping to Resolve Choice Conflict – Evidence from Field and Lab Experiments”
- Teck-Hua Ho, Ming Hsu, **Xing Zhang**, and Songfa Zhong, “Understanding Other-regarding Mechanisms in Heterogeneous Populations.”

WORK-IN-PROGRESS • “Phishing for Phools: Image Concern and Response to Cyber-Fraud” joint with Teck-Hua Ho  
(*Data collection in progress*)

BOOK CHAPTER Richard P. Ebstein, Yushi Jiang, **Xing Zhang**, and Soo Hong Chew “Genetics, Personality and Health Behaviors” in *Behavioral Genetics of Temperament and Personality* 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, Economics Letters

TEACHING Tutor for **Principles of Marketing**, 2015.  
EXPERIENCE (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

REFERENCES

**Juin Kuan Chong**

Vice Dean of Business School  
 Associate Professor of Marketing  
 National University of Singapore  
 Phone: (+65) 6516 6154  
 Email: bizcjk@nus.edu.sg

**Richard P. Ebstein**

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 Emeritus Professor at Hebrew University  
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**Teck Hua Ho**

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 Professor of Marketing  
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**Renate Schubert**

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 ETH Zurich  
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SELECTED  
 COURSEWORK IN  
 PHD PROGRAM

**Empirical Modeling**

Econometric Modeling I  
 Econometric Modeling II\*  
 Marketing Seminar (Choice Models and Applications I)  
 Marketing Seminar (Choice Models and Applications II)  
 Marketing Seminar (Topics in Empirical Choice Models)\*  
 Dynamic Structural Models in Marketing and Economics  
 Microeconomic Models of Consumer Demand\*  
 Labor Economics (at Berkeley)

Heejoon Han  
 Tong Li (Vanderbilt U) & Tatsushi Oka  
 Surendra Rajiv  
 Junhong Chu  
 Hai Che (Indiana U)  
 Nan Yang  
 Jean-Pierre Dubé (Chicago)  
 David Card

**Analytical Modeling**

Microeconomics I  
 Microeconomics II  
 Mathematical Economics  
 Game Theory  
 Marketing Seminar (Marketing Strategy and IO)\*  
 Special Topics in Marketing II\*

Soo Hong Chew  
 Tanjim Hossein  
 Susheng Wang  
 Weishi Lim  
 Ganesh Iyer (UC Berkeley)  
 Kannan Srinivasan (Carnegie Mellon)

**Other Related Coursework**

Neuroeconomics \*  
 Marketing Seminar (Consumer Decision Processes)  
 Special Topics in Marketing (Field Experiment)\*  
 Behavioral and Experimental Economics  
*(Courses with \* were offered by visiting professors)*

Ming Hsu (UC Berkeley)  
 Catherine Yeung  
 Noah Lim (Wisconsin U)  
 Soo Hong Chew