

Xing ZHANG

CONTACT INFORMATION	Singapore-ETH Center Future Resilient System 1 CREATE Way, #06-01 CREATE Tower Singapore, 138602	Phone: (+65) 8346-5835 E-mail: zhangxingis@gmail.com Fax: (+65) 6779 5941 Website: zhangxing.weebly.com
CURRENT POSITION	Postdoctoral Researcher Swiss Federal Institute of Technology (ETH) in Zürich	2015 – now
RESEARCH INTERESTS	Substantive: Self-control, Learning, Pricing and Choice Architecture Design Methodological: Field/Laboratory Experiment, Quantitative Modeling	
EDUCATION	Ph.D in Marketing National University of Singapore , Singapore Visiting Student Haas School of Business, UC Berkeley , U.S.A. B.A. in Economics Jinan University , Guangzhou, China	2015 2013 Fall 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). <u>Media coverage:</u> <i>the Times, the Telegraph, the Daily Mail, Huffington Post, Xinhua News Agency, People.com.cn, Asian Scientists.</i>• 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>.• “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..	
WORKING PAPERS	<ul style="list-style-type: none">• Teck-Hua Ho, Hang Wu, and Xing Zhang “Rebate Schemes and the Sunk Cost Fallacy: A Field Experiment” <i>in preparation for submission to Journal of Marketing Research</i>• Xing Zhang, Juin Kuan Chong, and Ganesh Iyer, “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”.
- **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**, Spring 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.

LANGUAGES **To Human:** Chinese (native), English (fluent).
To Computer: R, Python, Stata

REFERENCES

Juin Kuan Chong

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 Associate Professor of Marketing
 National University of Singapore
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Richard P. Ebstein

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 Emeritus Professor at Hebrew University
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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