

# Jaimie W. Lien 连晓虹

Center for Economic Research  
Shandong University  
27 Shanda Nan Road  
Jinan, P.R. China 250100  
<https://jaimielien.weebly.com/>  
[jaimie.academic@gmail.com](mailto:jaimie.academic@gmail.com)

February 24<sup>th</sup>, 2024

## CURRENT APPOINTMENT:

University Distinguished Professor (特聘教授) – Center for Economic Research, Shandong University, February 2023 to present

## VISITING AND PREVIOUS APPOINTMENTS:

Assistant Professor of Business Economics – Department of Decision Sciences and Managerial Economics, The Chinese University of Hong Kong, August 2015 to August 2023

Guest Professor (Honorary) – School of Economics and Management, Beijing Jiaotong University, 2019 to 2022

Fernand Braudel Senior Fellow – Department of Economics, European University Institute, March 2018 to April 2018

Visiting Scholar (Honorary) – Department of Decision Sciences and Managerial Economics, The Chinese University of Hong Kong, March 2015 to July 2015

Visiting Experimental Research Scholar – Centre for Experimental Social Sciences, Nuffield College, University of Oxford, February 2015

Assistant Professor - Department of Economics, School of Economics and Management, Tsinghua University: July 2010 – July 2016 (*on leave Spring 2015 to Spring 2016*)

Associate Economist - Federal Reserve Bank of Chicago, July 2001 to July 2003 (*Graduate Summer Intern - June to September 2004, June to September 2005*)

## EDUCATION:

Ph.D., Economics, University of California, San Diego - June 2010

*Dissertation: Essays in Applied Behavioral Economics: Evidence from the Field*

*Advisors: Vincent P. Crawford and Julie Berry Cullen*

M.A., Economics, University of California, San Diego - June 2005

B.A., Economics, Mathematics, Wellesley College - June 2001

RESEARCH AREAS: Microeconomics, Behavioral Economics, Experimental Economics

## PUBLICATIONS:

[25] “How Alliances Form and Conflict Ensues”, with Lu Dong, Lingbo Huang and Jie Zheng – *conditionally accepted, Games and Economic Behavior*

[24] “Lump-sum Tax or Flat Income Tax? Welfare Implications of Taxation Policy in the Presence of Social Comparison”, with Shaoan Huang, Siqun Yang, and Jie Zheng, *International Review of Economics and Finance*, Vol. 92 (April 2024), p. 20-33.

[23] “Revisiting the Asymmetric Matching Pennies Contradiction in China”, with Ailin Leng, Zeng Lian, and Jie Zheng, *Behavioral Sciences*, Vol. 13 (September 2023), Issue 9, 757.

[22] “To Acquire or Compete? Government Intervention in Transportation under Different Route Structures”, with Naqun Huang and Jie Zheng, *Transportation Research Part E: Logistics and Transportation Review*, Vol. 172 (April 2023), 103033.

[21] “Online or Face-to-Face? Competition among MOOC and Regular Education Providers”, with Haipeng Han, Donald Lien and Jie Zheng, *International Review of Economics and Finance*, Vol. 80 (July 2022), p. 857 – 881.

[20] “Optimal Subsidies in the Competition between Private and State-Owned Enterprises”, with Mingzhi Li and Jie Zheng, *International Review of Economics and Finance*, Vol. 76 (November 2021), p. 1235 – 1244.

[19] “International Trade with Social Comparisons”, with Zeng Lian, Lin Lu and Jie Zheng, *Review of International Economics*, Vol. 29 (August 2021), p. 533 – 556.

[18] “Pricing Equilibrium of Transportation Systems with Behavioral Commuters”, with Vladimir V. Mazalov and Jie Zheng, *Journal of Dynamics and Games*, Vol. 7 (October 2020), No. 4, p. 335 – 350.

[17] “Flexible or Mandatory Retirement? Welfare Implications of Retirement Policies for a Population with

Heterogeneous Health Conditions”, with Zhenhua Feng and Jie Zheng, *International Review of Economics and Finance*, Vol. 69 (September 2020), p. 1032 – 1055.

[16] “Information Sharing in a Contest Game with Group Identity”, with Weixing Ford, Zeng Lian and Jie Zheng, *Economics Letters*, Vol. 189 (April 2020), 109000.

[15] “Serial and Parallel Duopoly Competition in Two-part Transportation Routes”, with Zhonghong Kuang, Zeng Lian and Jie Zheng, *Transportation Research Part E: Logistics and Transportation Review*, Vol. 133 (January 2020), 101821.

[14] “Riding to Wall Street: Determinants of Commute Time using Citibike”, with Weixing Ford, Vladimir V. Mazalov and Jie Zheng, *International Journal of Logistics: Research and Applications*, Vol. 22, No. 5 (September 2019), p. 473 – 490.

[13] “Endogenous Rewards Promote Cooperation”, with Chun-lei Yang, Boyu Zhang, Gary Charness and Cong Li, *Proceedings of the National Academy of Sciences*, Vol. 115, No. 40 (October 2018), p. 9968 – 9973.

[12] “Keeping up with the Neighbors: Social Interaction in a Production Economy”, with Zhenhua Feng and Jie Zheng, *Mathematics*, Vol. 6, No. 9 (September 2018): 162.

[11] “Competition between Virtual Operators in a Two-sided Telecommunication Market”, with Vladimir V. Mazalov, Yulia V. Chirkova and Jie Zheng, *Automation and Remote Control*, Vol. 79 (April 2018), p. 737-756.

[10] “Are Work Intensity and Healthy Eating Substitutes? Field Evidence on Food Choices under Varying Workloads”, with Jie Zheng, *Journal of Economic Behavior and Organization*, Vol. 145 (January 2018), p. 370 – 401.

[9] “Ex-Ante Fairness in the Boston and Serial Dictatorship Mechanisms under Pre-exam and Post-exam Preference Submission”, with Jie Zheng and Xiaohan Zhong, *Games and Economic Behavior, Special Issue in Honor of John O. Ledyard*, Vol. 101 (January 2017), p. 98 – 120.

[8] “Wardrop Equilibrium for Networks with the BPR Latency Function”, with Vladimir V. Mazalov, Anna V. Melnik and Jie Zheng, *Lecture Notes in Computer Science*, Vol. 9869: Discrete Optimization and Operations Research (Proceedings of the 9<sup>th</sup> International Conference, DOOR 2016), (2016) p. 37 – 49.

[7] “A Model of Capital Allocation, Education and Job Choice in China”, with Wei Wang and Jie Zheng, *The Chinese Economy, Special Issue: Some Challenges to Economic Growth and Stability in China*, Vol. 29, No. 5 (September 2016), p. 307 – 326.

[6] “Extortion Can Outperform Generosity in the Iterated Prisoners’ Dilemma”, with Zhijian Wang, Yanran Zhou, Jie Zheng and Bin Xu, *Nature Communications*, Vol. 7, No. 11125 (April 2016).

[5] “Preference Submission Timing in School Choice Matching: Testing Fairness and Efficiency in the Laboratory”, with Jie Zheng and Xiaohan Zhong, *Experimental Economics*, Vol. 19 (March 2016), Issue 1, p. 116 – 150.

[4] “Selling to Biased Believers: Strategies of Online Lottery Ticket Vendors”, with Jia Yuan, *Economic Inquiry*, Vol. 53 (July 2015), p. 1506 – 1521.

[3] “Deciding When to Quit: Reference-Dependence over Slot Machine Outcomes”, with Jie Zheng, *American Economic Review: Papers and Proceedings*, Vol. 105 (May 2015), p. 366 – 370.

[2] “The Cross-sectional ‘Gambler’s Fallacy’: Set Representativeness in Lottery Number Choices”, with Jia Yuan, *Journal of Economic Behavior and Organization*, Vol. 109 (January 2015), p. 163 – 172.

[1] “Staying Ahead and Getting Even: Risk Attitudes of Experienced Poker Players”, with David Eil, *Games and Economic Behavior*, Vol. 87 (September 2014), p. 50 – 69.

#### **WORKING PAPERS:**

[1] “Representativeness Biases and Lucky Store Effects”, with Jia Yuan and Jie Zheng – revision requested by *International Economic Review*

[2] “Discretionary Red Tape”, with Hanjoon Michael Jung, Chul-In Lee, and Jie Zheng – reject and resubmit, *American Economic Review*

[3] “‘They Never Had a Chance’: Unequal Opportunities and Fair Redistributions”, with Lu Dong and Lingbo Huang – revise and resubmit, *Economic Journal*

[4] “Major Earthquake Experience and Presently-Gratifying Expenditures”, with Qingqing Peng and Jie Zheng – revise and resubmit, *Economic Development and Cultural Change*

[5] “Endogenous Crackdowns, Information Disclosure and Tax Compliance: An Experimental Investigation”, with Zhixin Dai, Yizi Wang and Jie Zheng, revise and resubmit, *Experimental Economics*

[6] “Friends, Colleagues or Neighbors? Influential Peers in Microloan Defaults”, with Naqun Huang and Jie Zheng

[7] “Confident in the Majority while the Majority Underutilize Confidence: The Practice of the Wisdom of Crowds”, with Yunwen He and Jie Zheng

- [8] "A Deduction Mechanism for Public Goods Provision: Theory and Experiment" – with Fuhai Hong and Jie Zheng
- [9] "Promoting Considerate Parking Behavior with Social Norm Information: A Field Experimental Study" – with Duan Su, Yacan Wang, Jiaping Wang and Tingting Fu
- [10] "Pump-faking the Effort? Evidence from NBA players' Contracts", with Qingliang Fan, Lin Meng, and Jie Zheng
- [11] "Exaggerating to Break-Even: Reference-Dependent Moral Hazard in Automobile Insurance Claims", with Feng Gao and Jie Zheng
- [12] "Lying for Efficiency or Fairness?", with Jinglan Zhang and Jie Zheng
- [13] "Pollution Motivates Hope-Seeking Behavior: Sources of the Pollution-Gambling Link", with Shaoshuai Li and Jia Yuan
- [14] "What Brings Consumers Back for More? Evidence from Quantifiable Gain and Loss Experiences in Penny Auctions", with Minbo Xu and Jie Zheng
- [15] "Where You Stand Affects the Risks You Take: Socially Reference-Dependent Risk Attitudes", with Jie Zheng
- [16] "Male, Female, or No Comment? Gender Information Disclosure in Trusting and Reciprocating", with Yunwen He and Jie Zheng
- [17] "Hierarchical Bayesian Persuasion", with Zhonghong Kuang and Jie Zheng
- [18] "Multiple Reference Points and Length of Ownership in the Housing Market", with Naqun Huang and Jie Zheng
- [19] "Prediction and Learning about Credit Card Spending", with Liyin Jin and Junji Xiao
- [20] "The Cooperative Consequences of Contests", with Jie Zheng and Yilin Zhuo
- [21] "A Reminder in the Air: Attention to Pollution and the Purchase of Critical Illness Insurance" – with Feng Gao, Jun Wang, Qian Wang and Jie Zheng
- [22] "Does Urbanization Erode Trust? Empirical Evidence from Rural-Urban Migrants in China" – with Hongyi Li, Hans Westlund, and Ailun Xiong
- [23] "Reference Effects in Worker Motivation" – with Jie Zheng
- [24] "Swagger and Bragging" – with Shaoan Huang and Jie Zheng
- [25] "Perception Bias in Tullock Contests", with Hangcheng Zhao and Jie Zheng
- [26] "Buy, Hold or Sell? Air Quality and Financial Analyst Reports", with Feng Gao, Qian Wang and Jie Zheng
- [27] "Managing Competitions Using Information: Optimal Information Disclosure Policy in Contests with Heterogeneous Players", with Qian Jiao and Jie Zheng
- [28] "A Fairness Condition for Unfair Contests: Multi-dimensional Favoritism with Asymmetric Players", with Xiaoyu Cheng and Jie Zheng
- [29] "Welfare Implications of a Flexible Retirement Policy", with Zhenhua Feng and Jie Zheng
- [30] "Discouraged or Motivated at University? Goals and Reference Points in Academic Performance", with Jie Zheng
- [31] "Limited Attention and the Deadline Effect: Simple Spending Rules in the Field"
- [32] "Bad Bonuses: Incentive Incompatibility in China's Income Tax Code", with Jie Zheng and Xiaohan Zhong
- [33] "Street-Smart or Sheltered? Trust Types, Behavior, and Choices of China's Youth", with Hongbin Li and Qingqing Peng
- [34] "Trust by Region: Attitudes of China's Millennial Generation", with Hongbin Li and Qingqing Peng

**SELECTED MANUSCRIPTS IN PREPARATION:**

- [1] "Battle of the Sexes with Subjective Priors" – with Yongchao Zhang and Jie Zheng
- [2] "Why is Layaway Attractive? Hypotheses and Empirical Facts"
- [3] "The Utility Representation of Interdependent Preferences" – with Jie Zheng
- [4] "First Mover versus Cost Advantage: Network Effects in the Competition between Proprietary and Open Source Platforms" – with Mingzhi Li and Jie Zheng
- [5] "Status-quo and Expectations-based Reference Dependence: Evidence from Slot Machines" – with Jie Zheng
- [6] "A New Solution to Nash's Bargaining Problem" – with Jie Zheng
- [7] "Believing and Not Seeing" – with Jia Yuan

- [8] "Information Structure, Bubble Frequency and Bubble Size" – with Mu Zhang and Jie Zheng
- [9] "Multi-dimensional Tullock Contests" – with Hangcheng Zhao and Jie Zheng
- [10] "Beijing's Environmental Factors and Transportation Choices" – with Waisum Chook and Jie Zheng
- [11] "The Effects of Smoke-Free Policies on Cigarette Demand: Empirical Evidence from China's Cigarette Industry" – with Yao Wang and Junji Xiao
- [12] "Income Concentration at the Poverty Line in Rural China" – with Feng Gao and Jie Zheng
- [13] "Self-Commitment for Cooperation" – with Shaoan Huang and Jie Zheng
- [14] "Getting Benched When You Give the Least" – with Jie Zheng
- [15] "Dynamic Set Representativeness" – with Jia Yuan
- [17] "Club Dynamics and Non-Rival Resources" – with Anning Xie and Jie Zheng
- [18] "A Goose Feather from a Thousand Miles Away: A Theory and Experiment on Reciprocity" – with Yunwen He, Yang Yang and Jie Zheng
- [19] "Co-Evolution of Reward Mechanism and Cooperation" – with Yali Dong, Cong Li, Chun-lei Yang, Boyu Zhang, and Jie Zheng

#### **SELECTED WORK IN PROGRESS:**

- [1] "Savings, Layaway or Credit?" - with Hanming Fang and Jie Zheng
- [2] "Bargaining for the Future through Dynamic Coordination Failure" - with Jie Zheng
- [3] "Naively Diversifying" – with Jie Zheng
- [4] "Skill and Luck in Sports Betting" – with Brad Humphreys and Jia Yuan
- [5] "The Moving Store Phenomenon" – with Zeng Lian and Jie Zheng
- [6] "Information, Competition and Spatial Price Discrimination" – with Yongchao Zhang and Jie Zheng
- [7] "Timing in Bricks versus Clicks: Real and Virtual Competition with Sequential Entrants" – with Mingzhi Li and Jie Zheng
- [8] "Social News Sentiment and Equity Trading Indicators" – with Siqi Pei
- [9] "Patron Networks and Project Partners" – with Fei Shi, Hangcheng Zhao and Jie Zheng
- [10] "Pairwise Moral Balance: Theory and Experiment" – with Zhigang Cao and Jie Zheng
- [11] "Strategic Post-exam Preference Submission in the School Choice Game" – with Vladimir Mazalov, Artem Sedakov and Jie Zheng
- [12] "Truth-Telling, Lying and Guessing" – with Wenjing Huang and Jie Zheng

#### **RESEARCH GRANTS (SERVING AS P.I. OR CO-APPLICANT):**

National Natural Science Foundation of China, General Project, (P.I.) 2024 - 2027

Hong Kong Research Grants Council, General Research Fund, (P.I.) 2023 – 2024 (co-I. Jie Zheng and Chiu Yu Ko)  
 "Community Building to Manage Common Pool Resources under Heterogeneous Population Norms"

Hong Kong Research Grants Council, General Research Fund, (P.I.) 2020 – 2022 (co-I. Hongyi Li and Jie Zheng)  
 "The Behavioral Economics of Living Small: Adaptive Lifestyles under Limited Residence Spaces"

Hong Kong Research Grants Council, General Research Fund, (P.I.) 2017 – 2020 (co-I. Jie Zheng)  
 "Reference Points as Motivators for Self-Control in the Workplace: Theory and Evidence"

Chinese University of Hong Kong Direct Grants, (P.I.) 2015 – 2023

National Natural Science Foundation of China, Joint China-Russia Research Project Grant on Transportation Systems, (co-applicant with Jie Zheng; P.I. Mingzhi Li, Tsinghua University; Russia P.I. Vladimir V. Mazalov, Russian Academy of Sciences) 2016 – 2018

Independent Research Project Grant, Tsinghua University, (P.I.) 2016 – 2018

Ministry of Education Grant for Ph.D. Researchers, (P.I.) 2014 – 2015

National Natural Science Foundation of China, Young Faculty Grant, (P.I.) 2014 – 2016

Nourishing the Future: Improving Infant Nutrition in Rural China, 3ie: International Initiative for Impact Evaluation (co-P.I. with Hongbin Li and Jianhua Cai), 2013 – 2016

Independent Research Project Grant, Tsinghua University, (P.I.) 2012 – 2015

Annual Fund for Humanities and Social Science, Tsinghua University, (P.I.) 2011-2012

Junior Faculty Start-up Research Fund, Tsinghua University, 2010

UCSD Institute for Applied Economics Grant (with David Eil), 2009

Graduate Student Research Grant, UCSD Department of Economics, 2009

#### **INVITED PRESENTATIONS:**

**2023 – 2024:** Southwestern University of Finance and Economics (planned); The 5th Brain-like Economics Seminar and Brain-like Economics Discipline Construction Forum; Department of Economics, School of Economics and Management, Tsinghua University; University of Nottingham, Ningbo; Shanghai University of Finance and Economics; Beijing Foreign Studies University; SDU BESS Golden Autumn Cooperation Workshop; Nanjing University, Suzhou Campus

**2022 – 2023:** Zhongnan University of Economics and Law; Asia-Pacific Economic Science Association Meeting, Seoul (online); Department of Economics, School of Economics and Management, Tsinghua University; Wuhan University Spring Workshop on Behavioral and Experimental Economics; Department of Economics, Lingnan College, Sun Yat-Sen University; Shandong University Applied Micro Workshop Series: Charitable Giving and Voluntary Public Goods Provision; Central University of Finance and Economics; The 1<sup>st</sup> IAER Behavioral and Experimental Economics Workshop – DUFE Institute for Advanced Economics Research (online)

**2021 – 2022:** 2022 Conference on Mechanism and Institution Design (online); International Conference on Game Theory and Applications (online); Lingnan University

**2020 – 2021:** 2021 Environmental Economics Workshop, Xiamen University (online); 2021 Workshop on Industrial Organization, Hong Kong University of Science and Technology; School of Economics, Shandong University; School of Economics and Management, Tsinghua University (online); Economic Science Association Global Meeting (online)

**2019 – 2020:** Econometric Society World Congress (online); 2019 Beijing Normal University Conference on Experimental Economics; 4<sup>th</sup> Resource, Environmental and Industrial Policy Workshop – Tianjin University; Stanford Institute for Theoretical Economics, Psychology and Economics; Experimental Finance 2019, Asia Pacific Regional Conference, Singapore; Singapore Economic Review Conference

**2018 – 2019:** 30<sup>th</sup> International Conference on Game Theory, Stony Brook University; 2019 SWUFE Economic Theory Workshop – Southwestern University of Finance and Economics; 2019 SHUFE Workshop of Behavioral and Experimental Economics – Shanghai University of Finance and Economics; Asia Meeting of the Econometric Society – Xiamen University; 2019 Beijing International Workshop on Microeconomics: Empirics, Experiments and Theory (MEET) – Beijing Foreign Studies University; China Center for Behavioral Economics and Finance, School of Economics, Southwestern University of Finance and Economics; Department of Economics, School of Economics and Management, Tsinghua University; Beijing Jiaotong University – School of Economics and Management; 5<sup>th</sup> Henan University/INFER Workshop on Applied Macroeconomics; Second Wuhan Cherry Blossom Workshop in Experimental Economics – Wuhan University; Beijing Foreign Studies University – International Business School\*; The Fifth International Conference on the Chinese Economy: Past, Present, and Future, Tsinghua University; Winter Workshop on Microeconomic Theory and Experimental Economics – Wuhan University, Economics and Management School; Sun Yat-Sen University, Lingnan College – Department of Finance; The 6<sup>th</sup> International Conference on Transportation and Space-time Economics, Beijing Jiaotong University; Inter-departmental Research Workshop – Chinese University of Hong Kong Business School

**2017 – 2018:** The 2018 International Conference on Economic Theory and Applications – Southwestern University of Finance and Economics; East China University of Science and Technology, School of Business – Department of Economics; Hong Kong Society of Behavioral Health\*; China Greater Bay Area Experimental Economics Workshop 2018 – City University of Hong Kong; 2018 Beijing International Workshop on Microeconomics: Empirics, Experiments and Theory (MEET) – Beijing Foreign Studies University; University of International Business and Economics – School of International Trade and Economics; Tax Day Workshop – Max Planck Institute for Tax Law and Public Finance, Munich; Asia Pacific Economic Science Association Conference – Queensland University of Technology; Lingnan University – Department of Economics; Henan University – School of Economics; NYU Shanghai; 2017 Nanjing International Conference on Game Theory & Fourth Microeconomics Workshop – Nanjing Audit University; Resource, Environmental and Industrial Policy Workshop – Tianjin University; Hong Kong University of Science and Technology – Department of Economics; Inter-departmental Research Workshop – Chinese University of Hong Kong Business School; International Society of Dynamic Games, China Chapter Conference on Dynamic Games and Game Theoretic Analysis – University of Nottingham, Ningbo; Singapore Economic Review Conference, Singapore; East Asia Game Theory Conference – National University of Singapore

**2016 – 2017:** Chengdu Theory Workshop – Southwestern University of Finance and Economics; Workshop on Behavioral and Experimental Economics at Southwestern University of Finance and Economics; Economic Science Association World Meeting – University of California, San Diego; Shanghai University of Finance and Economics – School of Economics; Beijing Foreign Studies University – International Business School; Zhejiang University – School of Economics; Workshop on Disasters and Recovery, Sawada Laboratory – University of Tokyo; The Third Microeconomics Workshop, Nanjing Audit University; Brookings-Tsinghua Center Conference on U.S. and China

**2015 - 2016:** Asia Meeting of the Econometric Society, Kyoto; GAMES, 5<sup>th</sup> World Congress of the Game Theory Society, Maastricht; Southwest University of Finance and Economics - Research Institute of Economics and Management; 1<sup>st</sup> Chengdu Symposium on Economic Studies; Academia Sinica - Institute of Economics; Culture Lab - Department of Marketing, The Chinese University of Hong Kong; Econometric Society World Congress 2015, Montreal; Stanford Institute for Theoretical Economics, Psychology and Economics

**2014 - 2015:** 3<sup>rd</sup> Tsinghua Conference on Theoretical and Behavioral Economics, Beijing; 14<sup>th</sup> Louis-Andre Gerard-Varet Conference in Public Economics, Aix-en-Provence; Guanghua School of Management, Peking University; Southwest University of Finance and Economics - School of Economics, Chengdu; University of York; Durham University Business School; Centre for Experimental Social Sciences, Nuffield College - University of Oxford; Chinese University of Hong Kong - Decision Sciences and Managerial Economics; Zhejiang University - School of Economics; Fudan University - School of Economics; American Economic Association Annual Meeting, Boston; Shanghai University of Finance and Economics - School of Economics; Hong Kong Economics Association Meeting, Jinan; Chinese University of Hong Kong - Department of Economics; Shanghai Jiao Tong University - Antai College; Singapore Management University; Nanyang Technological University; Liaoning University Junior Scholar Forum on World Economy, Dandong

**2013 - 2014:** Conference on Rural Issues and Development Economics, Beijing; Western Economic Association Meeting, Denver; 2<sup>nd</sup> Tsinghua Conference in Theoretical and Behavioral Economics, Beijing; Fudan University Economic Dynamics Conference, Shanghai; Chinese Economists Society Conference, Guangzhou; Central University of Finance and Economics - Center for Human Capital and Labor Market Research; Zhejiang University - Experimental Social Science Laboratory; University of Macau - Faculty of Business Administration

**2012 - 2013:** Singapore Economic Review Conference, Singapore; Asia Meeting of the Econometric Society, Singapore; Society for the Advancement of Behavioral Economics Conference, Atlanta; George Mason University - Interdisciplinary Center for Economic Science; Economic Science Association World Meetings, Zurich, Switzerland; China Meeting of the Econometric Society, Beijing, China; 1<sup>st</sup> Tsinghua Conference in Theoretical and Behavioral Economics, Beijing, China; Chinese Economists Society Conference, Chengdu, China

**2011 - 2012:** Workshop on Gambling Economics: New Directions - University of Alberta, Edmonton; Central University of Finance and Economics - Center for Human Capital and Labor Market Research; Workshop in Behavioral and Decision Sciences - Nanyang Technological University, Singapore; Psychology and Economics 9.0 workshop - Stanford Institute for Theoretical Economics

**2010 - 2011:** Asia Meeting of the Econometric Society - Seoul, South Korea; Tsinghua University and National Tsinghua University Joint Economics Conference - Xinzhu, Taiwan; Stanford Rural Education Action Project & Center for Chinese Agricultural Policy, Beijing\*; Tsinghua University - School of Economics and Management

**2009 - 2010:** Tsinghua University - School of Economics and Management; Shanghai University of Finance and Economics - School of Economics; Xiamen University - Wang Yanan Institute for the Study of Economics; US Department of the Treasury - Office of Tax Analysis; Federal Housing Finance Agency; US Food and Drug Administration - Center for Food Safety and Applied Nutrition; Federal Deposit Insurance Corporation - Division of Risk and Insurance; Federal Trade Commission; University of California, San Diego

*\*indicates overview lecture on Behavioral Economics*

#### **AWARDS AND FELLOWSHIPS:**

Outstanding Paper Award, 7<sup>th</sup> International Conference on Transportation and Space-time Economics, 2019 - awarded to "*Pricing Equilibrium of Transportation Systems with Behavioral Commuters*"

Young Scholar's Innovations Award on Information Economics in China for Year 2018 - awarded to "*Are Work Intensity and Healthy Eating Substitutes? Field Evidence on Food Choices under Varying Workloads*"

Best Paper Award, 6<sup>th</sup> International Conference on Transportation and Space-time Economics, 2018 - awarded to "*Riding to Wall Street: Determinants of Commute Time using Citibike*"

Fernand Braudel Senior Fellowship, European University Institute, 2018

Outstanding Reviewer Award, *Journal of Economic Behavior and Organization*, 2017

Outstanding Reviewer Award, *Games and Economic Behavior*, 2017

Young Scholar's Innovations Award on Information Economics in China for Year 2016 - awarded to "*Extortion Can Outperform Generosity in the Iterated Prisoners' Dilemma*"

Theoretical Contributions Award on Information Economics in China for Years 2011 to 2015 - awarded to "*Deciding When to Quit: Reference-Dependence over Slot Machine Outcomes*"

Outstanding Reviewer Award, *Journal of Economic Psychology*, 2015

Econometric Society World Congress Travel Grant Award, 2015

Tsinghua SEM Excellent Class Advisor Award, 2012  
Graduate Student Stipend and Tuition Waiver, UCSD Department of Economics, 2003-2010  
Peggy Howard Fellowship in Economics, Wellesley College, 2003  
Living the Vision Award, Federal Reserve Bank of Chicago, 2002  
Joint Program in Survey Methodology Junior Fellowship, 1999

#### **TEACHING:**

*At Shandong University, Center for Economic Research:*

Behavioral Economics (Ph.D. elective, co-taught with Jie Zheng) – Fall 2023  
Academic Research in English (Ph.D. core, co-taught with Jie Zheng) – Fall 2023  
Information Economics (Ph.D. elective, co-taught with Jie Zheng) – Fall 2023

*Summer School on Public Economics (co-taught), Shandong University, School of Economics – July 2023*

*At Chinese University of Hong Kong:*

*Economics for Business Studies I* (undergraduate core) - Fall 2015, Fall 2016, Fall 2017, Fall 2018, Fall 2019, Fall 2020, Fall 2021, Fall 2022 (2 sections)

*Basic Economics for the Hospitality and Tourism Industry* (undergraduate core) – Fall 2015 (2 sections), Fall 2016 (2 sections), Fall 2017 (2 sections), Fall 2018 (2 sections), Fall 2019 (2 sections), Fall 2020 (2 sections), Fall 2021 (2 sections), Fall 2022

*College, University and Community* (general education, Chung Chi College) – Fall 2020, Fall 2022

*Mini-course on Behavioral Economics (co-taught online), Southwestern University of Finance and Economics – February 2022*

*Mini-course on Behavioral Economics and Insurance, 2019 China International Conference on Insurance and Risk Management, Southwestern University of Finance and Economics (co-taught with Jie Zheng, Tsinghua University)*

*Summer School on Behavioral Economics and Experimental Economics at Southwestern University of Finance and Economics (co-taught with Huan Xie, Concordia University and Jie Zheng, Tsinghua University) – July 2017*

*At Tsinghua University:*

*Behavioral Economics* (undergraduate elective) – Fall 2010, Fall 2011, Fall 2012, Spring 2014

*Advanced Microeconomics II* (Ph.D. core) – Spring 2011, Spring 2012, Spring 2013, Spring 2014

*Behavioral Economics* (Ph.D. elective) – Fall 2012, Spring 2014

#### **SUPERVISION/RECOMMENDATION OF GRADUATE STUDENTS:**

##### ***Postgraduate Supervision:***

Wenhao Zhang, Ph.D. student, Center for Economic Research, Shandong University

Yuetong Lu, M.A. student, Center for Economic Research, Shandong University

Yilin Lv, M.A. student, Center for Economic Research, Shandong University

Lingru Zeng, M.A. student, Center for Economic Research, Shandong University

Hao Zhang, M.A. student, Center for Economic Research, Shandong University

Yao Wang, M.Phil., Decision Sciences and Managerial Economics, The Chinese University of Hong Kong, July 2018 (Ph.D. program in Accounting, Carnegie Mellon University)

##### ***Recommendation to Ph.D. programs in Economics:***

Yihan Xiao, B.A., Tsinghua University, 2022 (M.A. program in Counseling Psychology, New York University)

Jingzhuo Wu, B.A., Tsinghua University, 2021 (Ph.D. program in Economics, University of Tokyo)

Hangcheng Zhao, B.A., Tsinghua University, M.A., University of Chicago, 2019 (Ph.D. program in Marketing, The Wharton School, University of Pennsylvania)

Jinglan Zhang, M.A., Tsinghua University, 2019 (Ph.D. program in Economics, University of California, Santa Barbara)

Yilin Zhuo, B.A., Central University of Finance and Economics, 2018 (Ph.D. program in Behavioral Decision Making, Anderson School of Management, University of California, Los Angeles)

Guangying Chen, M.A., Tsinghua University, 2017 (Ph.D. program in Economics, Washington University in St. Louis; currently Ph.D. program in Marketing, Washington University in St. Louis)

Mu Zhang, B.A., Tsinghua University, 2016 (Ph.D. program in Economics, Princeton University; currently Assistant Professor, Department of Economics, University of Michigan)

Yatang Lin, B.A., Tsinghua University, 2012 (Ph.D. in Economics, London School of Economics; currently Assistant Professor, Department of Economics, Hong Kong University of Science and Technology)

#### **PROFESSIONAL SERVICE:**

**Referee service:**

Journals: American Economic Review, Asian Journal of Business Ethics, Canadian Journal of Economics, China Agricultural Economic Review, China Economic Review, Econometrica, Education Economics, Emerging Markets Finance and Trade, Experimental Economics, European Economic Review, Frontiers of Economics in China, Games and Economic Behavior, IEEE Access, International Gambling Studies, International Journal of Computer Systems Science and Engineering, International Journal of Logistics: Research and Applications, International Review of Economics and Finance, Journal of Asian Economics, Journal of Comparative Economics, Journal of Economic Behavior and Organization, Journal of Economic Dynamics and Control, Journal of Economic Psychology, Journal of Mechanism and Institution Design, Judgment and Decision Making, Nature Human Behavior, North American Journal of Economics and Finance, Review of Economics and Statistics, Review of Economic Studies, Singapore Economic Review, Theory and Decision

Books: Sage Open (article editor), Routledge Books, Cambridge University Press

**Editorial service:**

Editorial Board, *North American Journal of Economics and Finance*

Editorial Board, *Journal of Mechanism and Institution Design*

Guest Editor, Special Issue on "Experimental and Behavioral Game Theory", *GAMES*

Guest Editor, Special Issue on "Behavioral Finance and Policy", *North American Journal of Economics and Finance*

**External Review:**

External Reviewer, Hong Kong Research Grants Council

External Reviewer, National Natural Science Foundation of China

External Reviewer, Ministry of Education, Singapore

External Reviewer (senior promotion), Fudan University

External Reviewer (recruiting), Academia Sinica

Ethics Reviewer, Centre for Experimental Social Sciences, Nuffield College, University of Oxford

**External advisory and conference organizing/committees:**

Session Co-organizer (Beliefs and Attitudes), *Asia-Pacific Economic Science Association Meeting (2023)*, Seoul National University

Program Committee, Session Organizer (Public Goods Mechanisms), *Conference on Mechanism and Institution Design (2022)*, National University of Singapore

Session Organizer (Matching), *30<sup>th</sup> International Conference on Game Theory (2019)*, Stony Brook University

Session Organizer (Pollution and Behavior), *2019 Asia Meeting of the Econometric Society*, Xiamen University

Program Committee, *2018 International Conference on Economic Theory and Applications*, Southwestern University of Finance and Economics

Organizing Committee, *Beijing International Workshop on Microeconomics: Empirics, Experiments and Theory (MEET)*, Beijing Foreign Studies University, 2018 to present, with Zeng Lian and Jie Zheng

Scientific Committee, *Asia Pacific Economic Science Association Conference 2018*, Queensland University of Technology

Establishing Committee and Faculty Affiliate, Economic Science and Policy Experimental Laboratory (ESPEL), Tsinghua University, 2016 to present

Academic advisory and field work in Shaanxi and Sichuan provinces with Rural Education Action Project (REAP), Stanford University, 2011 to 2012

Organizing Committee, *Asia Pacific Regional Meeting of the Economic Science Association 2011*, Xiamen University

**Internal school and university services:**

At Shandong University, Center for Economic Research:

Academic Committee, 2023 to present

Guest Lecturer, Summer Camp for prospective Ph.D. students – July 2023

At Chinese University of Hong Kong:

Faculty IBBA Committee, 2020 to 2023

Faculty Sub-committee Member, Survey and Behavioral Research Ethics, 2020 to 2023

Library Committee, Department of Decision Sciences and Managerial Economics, and Faculty Representative, Faculty of Business Administration, Library Users Group, 2019 to 2021



Committee Member, Ph.D. student Yu Wang (supervised by Hongyi Li and Wei Huang), Spring 2020

Supervisor of M.Phil student Yao Wang, Fall 2017 to Spring 2018

Co-Supervisor of Ph.D. student Siqi Pei, Fall 2016 to Fall 2018 (transfer to Information Systems Ph.D.)

Academic advisory for Division of Behavioral Health and Health Promotion, Jockey Club School of Public Health and Primary Care Faculty of Medicine, Chinese University of Hong Kong – Fall 2017 to Fall 2018

Organizer and Host, Distinguished Visitor Scheme, Maya Bar-Hillel (Hebrew University of Jerusalem), February/March 2017

Ph.D. Qualifying/Field Exam Committee, Department of Decision Sciences and Managerial Economics, Chinese University of Hong Kong, 2016 (Microeconomics), 2018 (Behavioral Economics)

Benchmarking Exercise, Business Economics Group, Department of Decision Sciences and Managerial Economics, Chinese University of Hong Kong, 2016

Social Committee, Department of Decision Sciences and Managerial Economics, Chinese University of Hong Kong, 2015 to 2017

At Tsinghua University:

Establishing Committee and Faculty Affiliate - Tsinghua SEM Economic Science and Policy Experimental Laboratory (ESPEL), with Xiaohan Zhong and Jie Zheng, 2011 – 2016

Co-Organizer, *Tsinghua Distinguished Lecture on Theoretical and Behavioral Economics 2016* by Vincent P. Crawford (University of Oxford and University of California, San Diego), with Jie Zheng

Co-Organizer, *Tsinghua Conference on Theoretical and Behavioral Economics 2015*, with Jie Zheng and Xiaohan Zhong

Co-Organizer, *Tsinghua Conference on Theoretical and Behavioral Economics 2013 and 2014*, with Ruqu Wang and Jie Zheng

Seminar Coordinator, Department of Economics, Tsinghua SEM, Fall 2014 and Spring 2015

Economics Department Faculty Recruiting Committee, Tsinghua SEM, 2011 - 2015

Microeconomics Ph.D. Qualifying Exam Committee, Tsinghua SEM, 2011 - 2014

Class 15 Academic Advisor, Tsinghua SEM, 2011 - 2012

Graduate Student Recruiting Summer Camp, Tsinghua SEM, 2011 - 2012

Supervisor of 18 undergraduate theses, Tsinghua SEM, 2010 - 2016

**MEMBERSHIP:** Econometric Society, American Economic Association, Economic Science Association, Game Theory Society, Society for Advancement of Behavioral Economics, Chinese Economists Society

**LANGUAGES:** English (native), Mandarin Chinese (intermediate), Cantonese (basic daily), Spanish (elementary)

**CITIZENSHIP:** USA, Hong Kong Permanent Resident