

CURRICULUM VITAE

Erte Xiao
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Personal Data

Office Address
Department of Psychology
University of Pennsylvania
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Education

2001- 2006 Interdisciplinary Center for Economic Science and Department of Economics
 George Mason University, USA
 Degree: Ph.D
 Major: Economics
1998-2001 School of Business and Management, Central South University of China
 Degree: Masters of Management Science
 Major: Management Science & Engineering
1994-1998 School of Business and Management, Central South University of China
 Degree: Bachelor of Engineering
 Major: Industrial Foreign Trade

Employment

2006-present, PPE Postdoctoral Fellow, University of Pennsylvania
2006-present, Lecturer, Operations and Information Management Department, Wharton School

Research Interests

Behavioral Economics, Experimental Economics, Emotion, Social Norms.

Publications

“Emotion expression in human punishment behavior,” with Daniel Houser. *Proceedings of the National Academy of Sciences of the United States of America*, 2005, 102(20), 7398-7401
Reprinted in *Advances in Cognitive Economics*, Boicho Kokinov (Ed.), New Bulgarian University Press, Bulgaria.

“Institutional Risk in China’s Closed-end Funds” with Zhenghua Hu, *Inquiry into Economic Problems*, 2000, vol2 (*In Chinese*)

Working Papers

“When punishment fails: Research on sanctions, intentions and non-cooperation”, with Daniel Houser, Kevin McCabe and Vernon Smith (Revise and Resubmit, *Games and Economic Behavior*).

“Emotion Expression and Fairness in Economic Exchange”, with Daniel Houser (under review)

“Punish in Public”, with Daniel Houser (under review)

“Do the right thing: But only if others do so”, with Cristina Bicchieri.

“Three Parts Natural, Seven Parts Man-Made: Bayesian Analysis of China's Great Leap Forward Demographic Disaster”, with Daniel Houser and Barbara Sands

“Social and Biological Influences on Trust and Cooperation”, with Daniel Houser, Robert Kurzban, *Neuroscience of Decision Making*, ed. Oshin Vartanian and David R. Mandel, Psychology Press (invited contribution).

Research in Progress

Experimental Study of Leadership
Temptation and Self-Control
Neural Foundations of Sanction Effects
Working for Self and Working for Others

Referee for

American Economic Review, Southern Economic Journal

Grant, Fellowship and Awards

Russell Sage Small Grants Program in Behavioral Economics, 2006
Pre-doctoral scholar, International Foundation for Research in Experimental Economics, 2004-2006
Hayek Fund for Scholars, summer 2005
College of Arts and Sciences Fellowship, George Mason University, 2001-2004
Prize for Academic Work (for Masters Thesis), Central South University of China, 2000
Outstanding Graduate Award, Central South University of China, 1998
Outstanding Undergraduate Thesis, Central South University of China, 1998
Torch Fellowship, Central South University of China, 1997
Shenzhen Metal Exchange Scholarship, China, 1995-1996
First-class Fellowship, Central South University of China, 1994-1998
Outstanding Student Award, Central South University of China, 1994-1998

Research Experience

2003- 2006 Research Assistant, Interdisciplinary Center for Economic Science, George Mason University.
2001-2002 Research Assistant, Department of Economics, George Mason University.
1998-2001 Research Assistant, School of Business and Management, Central South University of China.

Teaching Experience

Instructor

Spring, 2007 Philosophy, Politics and Economics, University of Pennsylvania
 Capstone Seminar,
Spring, 2007 Operations and Information Management Department, Wharton School
 Decision Processes,
Spring 2004 Department of Economics, George Mason University
 Introduction to Econometrics

Teaching Assistant

2001-2005 Department of Economics, George Mason University
 Intermediate Microeconomics
 Macroeconomics Principles
 Design and Analysis of Experiments
 Econometrics II

Presentations

Conference on the evolution of punishment, University of California, Irvine, 2007
Rationality Seminar, Wharton School, University of Pennsylvania, 2006
International Society for Research on Emotions Annual Conference, Atlanta, 2006
IAREP-SABE Conference on Behavioral Economics and Economic Psychology, Paris, 2006
ESA International Meeting, Atlanta, Georgia, 2006
Fifth Annual Conference in Philosophy and Biology, Duke University, 2006
SEA annual meeting, Washington, D.C. 2005
“Emotion expression, punishment and fairness in economic exchange”, Human Neuroimaging Lab, Baylor College of Medicine, 2005
ESA North American Regional Meeting, Tucson, AZ, 2005
Graduate student workshop, Interdisciplinary Center for Economic Science, GMU, 2005
Budapest Workshops on Behavioral Economics, Hungary, 2005
Summer Institute for the Preservation of the Study of the History of Economics, GMU, 2005
Graduate student workshop, Department of Economics, GMU, 2005
SEA annual meeting, 2004
NIDA workshop poster session, Drug Abuse: A Workshop on Behavioral and Economic,

Washington, D.C., 2004

Graduate student workshop, Department of Economics, GMU, 2004

Graduate student workshop, Interdisciplinary Center for Economic Science, GMU, 2004

Summer Schools

Stanford Summer School in Neuroeconomics, 2006

Toulouse Summer Institute on Economics and Psychology, France, 2005

Mannheim Empirical Research Summer School, Germany, 2005

Budapest Workshops on Behavioral Economics, Hungary, 2005

Languages

Fluent in English and native in Chinese