

CURRICULUM VITAE

Erte Xiao

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Personal Data

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Carnegie Mellon University
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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

Academic Positions

Fall 2008-present, Assistant Professor, Department of Social and Decision Sciences, Carnegie Mellon University

Fall 2008-present, Affiliated Faculty, Pittsburgh Experimental Economics Laboratory (PEEL), University of Pittsburgh

2006-2008, PPE Postdoctoral Fellow, University of Pennsylvania

2006-2008, Lecturer, Operations and Information Management Department, Wharton School

Research Interests

Psychology and Economics, Design and Analysis of Economics Experiments, Judgment and Decision Making, Social Norms, Emotions.

Journal articles

1. **Erte Xiao** (forthcoming) "Profit seeking punishment corrupts norm obedience" *Games and Economic Behavior*
2. Fangfang Tan and **Erte Xiao** (2012) "Peer punishment with third party approval in a social dilemma game" *Economics Letters*, 117, 589-591

3. **Erte Xiao** and Cristina Bicchieri (2012) “Words or deeds: Choose what to know about others”, *Synthese*, 187:49–63
4. **Erte Xiao** and Daniel Houser (2011) “Punish in Public”, *Journal of Public Economics*. 95, 1006–1017
5. Cristina Bicchieri, **Erte Xiao** and Ryan Muldoon (2011) “Trustworthiness is a social norm, but trusting is not”. *Politics, Philosophy and Economics*, Volume 10 Issue 2.
6. Daniel Houser and **Erte Xiao** (2011) “Classification of Natural Language Messages using a Coordination Game”, *Experimental Economics*. 14(1). 1-14 (Lead article)
7. David Levy, Kail Padgitt, Sandy Peart, Daniel Houser and **Erte Xiao** (2011). “Leadership, cheap talk, real cheap talk”, *Journal of Economic Behavior and Organization*. 77, 40–52
8. Daniel Houser and **Erte Xiao**, (2010) “Inequality Seeking Punishment”. *Economics Letters*, 109(1), 20-23
9. Sarah F. Brosnan, Daniel Houser, Kristi Leimgruber, **Erte Xiao**, Tianwen Chen and Frans B. M. de Waal (2010) “Competing demands of prosociality and equity in monkeys”. *Evolution and Human Behavior*, 31(4), 279-288.
10. **Erte Xiao** and Cristina Bicchieri (2010) "When Equality Trumps Reciprocity: Evidence from a Laboratory Experiment", *Journal of Economic Psychology*. 31, 456-470
11. Daniel Houser and **Erte Xiao**, (2010) “Understanding Context Effects”. *Journal of Economic Behavior and Organization*. 73(1), 58-61
12. Jian Li, **Erte Xiao**, Daniel Houser and Read Montague. (2009) “Neurocorrelates of sanction threats in two-party economic exchange,” *Proceedings of the National Academy of Sciences of the United States of America*. September 29, vol. 106 no. 39, 16835-16840
13. Cristina Bicchieri and **Erte Xiao**. (2009). “Do the right thing: But only if others do so”, *Journal of Behavioral Decision Making*. 22(2), 191-208.
14. Daniel Houser, Barbara Sands and **Erte Xiao**. (2009) “Three Parts Natural, Seven Parts Man Made: Bayesian Analysis of China’s Great Leap Forward Demographic Disaster”, *Journal of Economic Behavior and Organization*. 69, 148–159.
15. **Erte Xiao** and Daniel Houser (2009) “Avoiding the sharp tongue: Anticipated written messages promote fair economic exchange” *Journal of Economic Psychology*. 30(3), 393-404
16. Daniel Houser, **Erte Xiao**, Kevin McCabe and Vernon Smith (2008). “When punishment fails: Research on sanctions, intentions and non-cooperation,” *Games and Economic Behavior*. 62(2), 509-532.

17. Daniel Houser, Daniel Schunk and **Erte Xiao** (2007) “Combining Brain and Behavioral Data to Improve Econometric Policy Analysis” with, *Analyse & Kritik* 29, p. 86-96.
18. **Erte Xiao** and Daniel Houser (2005) “Emotion expression in human punishment behavior,” with Daniel Houser. *Proceedings of the National Academy of Sciences of the United States of America*, 102(20), 7398-7401.
 *Reprinted in *Advances in Cognitive Economics*, Boicho Kokinov (Ed.), New Bulgarian University Press, Bulgaria (2006)
 *Reprinted in *The New Behavioral Economics*, Elias Khalil (Ed.), Edward Elgar Press (2009)
19. Zhenhua Hu and **Erte Xiao** (2000) “Institutional Risk in China’s Closed-end Funds”, *Inquiry into Economic Problems*, 2000, vol2 (*In Chinese*)

Book Chapters

20. **Erte Xiao** (forthcoming) “Punishment, Social Norms and Cooperation”, *Research Handbook on Behavioral Law and Economics*, ed. Joshua C. Teitelbaum and Kathryn Zeiler, Edward Elgar.
21. Daniel Houser, Robert Kurzban **Erte Xiao** (2011) “Social and Biological Evidence on Motives for Punishment”. *Neuroscience of Decision Making*, ed. Oshin Vartanian and David R. Mandel, Psychology Press.
22. **Erte Xiao** (2008) “Emotion expression, decision making and well-being”. In *Advances in Health Economics and Health Services Research*, Vol. 20: *Neuroeconomics*, Daniel Houser and Kevin McCabe(Eds), Elsevier. p161-178.

Working Papers

- Daniel Houser, Daniel Schunk, Joachim Winter and **Erte Xiao** “Temptation, Commitment and Self-control in the Laboratory”. (Revision requested by *Games and Economic Behavior*)
- Lingfang(Ivy) Li and **Erte Xiao** "Money Talks? An Experimental Study of Rebate in Reputation System Design" (Revised and resubmitted to *Management Science*, 2nd round)
- Erte Xiao** “Justification and Cooperation” (*under review*)
- Erte Xiao** and Howard Kunreuther. "Punishment and Cooperation in Stochastic Prisoner’s Dilemma Game" NBER Working Paper w28458. (*under review*)
- Daniel Houser, David M. Levy, Kail Padgitt, Sandra J. Peart, **Erte Xiao**. “Doing and Saying: An Experimental Analysis of Transparent Leadership” (*under review*)
- Daniel Houser and **Erte Xiao** “Trust and House Money”.

Professional service

Lecturer, Penn-UNICEF Summer Program on Advances in Social Norms and Social Change, University of Pennsylvania. 2010 & 2012

Program committee, Behavioral Decision Research in Management Conference, June 2010, Pittsburgh.

Recruit Committee, Department of Social and Decision Sciences, 2011 & 2012

Program reviewer, Society for Judgment and Decision Making, 2012

Member of the Carnegie Mellon University Institutional Review Board (IRB), 2011-present

Referee for *American Economic Review*, *Canadian Journal of Experimental Psychology*, *Economic Inquiry*, *Economics & Philosophy*, *European Economic Review*, *Experimental Economics*, *Games and Economic Behavior*, *Journal of Behavioral Decision Making*, *Journal of Economic Methodology*, *Journal of Economic Behavior and Organization*, *Journal of Economic Psychology*, *Journal of European Economic Association*, *Journal of Public Economics*, *Journal of Socio-Economics*, *Judgment and Decision Making*, *Management Science*, *Organizational Behavior and Human Decision Processes*, *PLoS ONE*, *NSF proposal*, *Rationality and Society*, *Review of Economic Studies*, *Social Justice Research*, *Southern Economic Journal*, *Theory and Decision*

Grants

National Science Foundation, SES 0961341 “Communication Value of Monetary Incentives in Enforcing Cooperation”, \$59, 840, 2010-2011

Role: PI

National Institutes of Aging, Penn CMU Roybal Center on Behavioral Economics and Health, (PIs. George Loewenstein and Kevin Volpp), \$390,206. 2010-2011.

Role: PI for project: “Helping People to Exercise Regularly” (with Elif Hafalir and Jeremy Tobacman)

Berkman Faculty Development Grant, “Punishment and Social Norms”, \$4,170, 2009

Role: PI

Russell Sage Small Grants Program in Behavioral Economics, “Punish in Public and Praise in Private?” \$3,698, 2006

Role: PI

Fellowship and Awards

Meritorious Service Award, *Management Science*, 2011

Searle Fellowship, 2007-2008

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
Department of Social and Decision Sciences, Carnegie Mellon University
Behavioral Economics; Social Norms and Economics; Organizations

Philosophy, Politics and Economics, University of Pennsylvania
Capstone Seminar

Operations and Information Management Department, Wharton School
Decision Processes

Department of Economics, George Mason University
Introduction to Econometrics

Teaching Assistant
Department of Economics, George Mason University
*Intermediate Microeconomics; Macroeconomics Principles; Design and Analysis of Experiments
Econometrics II.*

Graduate Student Advising

Maria P. Recalde (Dissertation committee member, University of Pittsburgh, Department of Economics)
Steven Bosworth (Dissertation committee member, University of Pittsburgh, Department of Economics)
Sudeep Bhatia (Second year paper, 2010)
Shereen Chaudhry (Second year paper, 2012)

Invited Presentations and Conferences

“Profit-seeking punishment corrupts norm obedience” (Invited) , Penn State University, (scheduled)
“Justification and Cooperation”, International Meetings of the Economic Science Association, New York University. 2012.
“Turning a Blind Eye, but Not the Other Cheek: How Robust is Costly Punishment Behavior?”, International Meetings of the Economic Science Association, New York University. 2012.

“Justification and Cooperation” (Invited), UCSD, 2012
 “Justification and Cooperation” (Invited), Department of Economics, University of Arkansas, 2012
 “Money Talks? An Experimental Study of Rebate in Reputation System Design”, (Invited), Department of Economics, University of Maryland, 2011
 “Justification and Cooperation” Department of Economics, University of Pittsburgh, 2011
 “Profit-seeking punishment corrupts norm obedience”, (Invited), Decision Making for a Social World webconference. 2011
 “Punishment and Cooperation in Social Dilemmas”, Department of Social and Decision Sciences. CMU, 2011
 “Profit-seeking punishment corrupts norm obedience”, Econometric Society World Congress, 2010, Shanghai
 “Profit-seeking punishment corrupts norm obedience”, Behavioral Decision Research in Management Conference, 2010, Pittsburgh
 “Profit-seeking punishment corrupts norm obedience”, American Law & Economics Association conference, 2010, Princeton University
 “Profit-seeking punishment corrupts norm obedience”, ESA North American Regional Meeting, Tucson, AZ. 2009
 “Punishment and Cooperation in Stochastic Social Dilemmas”, ESA North American Regional Meeting, Tucson, AZ. 2009
 “Communication function of monetary incentives”, Center for Behavioral Decision Research Seminar, Carnegie Mellon University 2009
 “Punishment and Cooperation in Stochastic Social Dilemmas”, Center for Research on Environmental Decisions, Columbia University, 2009
 “Money Talks? An Experimental Study of Rebates in Online Reputation Systems”, International Meetings of the Economic Science Association, Washington D.C. 2009.
 “Profit-seeking punishment corrupts norm obedience”, International Meetings of the Economic Science Association, Washington DC 2009.
 “Communicating norms: the role of punishment”, (Invited), University of Texas A&M, 2009
 “Inequality and Social Preference”, (Invited), University of Pittsburgh, Pittsburgh, 2009
 “Do the right thing: But only if others do so”, ASSA annual meeting, San Francisco, 2009
 “Inequality seeking punishment”, ESA North American Regional Meeting, Tucson, AZ, 2008
 “Words or deeds: Choose what to know about others”, ESA North American Regional Meeting, Tucson, AZ, 2008
 “When Equality Trumps Reciprocity: Evidence from a Laboratory Experiment”, XI Summer School on Economics and Philosophy, Spain, 2008
 “Emotion Expression and Social Norms in Decision Making”, (Invited), vHong Kong University of Science & Technology, Hong Kong, 2008
 “Emotion Expression and Social Norms in Decision Making”, Max Planck Institute, Berlin, 2008
 “Expressive role of punishment”, Carnegie Mellon University, 2008
 “Social norms and decision making”, (Invited), Decision Processes Seminar, Wharton School, University of Pennsylvania, December, 2007
 “Do the right thing: But only if others do so”, SEA annual meeting, New Orleans, 2007
 “Do the right thing: But only if others do so”, ESA Asia-Pacific Meeting Shanghai, 2007
 “Social norms and Economic Behavior”, (Invited), Shanghai University of Finance & Economics, 2007
 “Do the right thing: But only if others do so”, SABE annual conference, NYU, 2007
 “Punish in public”, (Invited), Princeton University, March, 2007
 “Do the right thing: But only if others do so”, (Invited), Conference on the evolution of punishment, University of California, Irvine, February, 2007
 “Emotion Expression and Fairness in Economic Exchange”, (Invited), Rationality Seminar, Wharton School, University of Pennsylvania, October, 2006
 “Emotion Expression in Human Punishment Behavior”, (Invited), International Society for Research on Emotions Annual Conference, Atlanta, August, 2006

“Emotion Expression in Human Punishment Behavior”, IAREP-SABE Conference on Behavioral Economics and Economic Psychology, Paris, 2006

“Emotion Expression in Human Punishment Behavior”, ESA International Meeting, Atlanta, Georgia, 2006

“Punish in public”, ESA International Meeting, Atlanta, Georgia, 2006

“Emotion Expression in Human Punishment Behavior”, Fifth Annual Conference in Philosophy and Biology, Duke University, 2006

“Emotion Expression in Human Punishment Behavior”, SEA annual meeting, Washington, D.C. 2005

“Emotion Expression and Fairness in Economic Exchange”, SEA annual meeting, Washington, D.C. 2005

“Emotion expression, punishment and fairness in economic exchange”, Invited, Human Neuroimaging Lab, Baylor College of Medicine, 2005

“Emotion Expression in Human Punishment Behavior”, ESA North American Regional Meeting, Tucson, AZ, 2005

“Punish in public”, ESA North American Regional Meeting, Tucson, AZ, 2005

“Emotion Expression in Human Punishment Behavior”, Graduate student workshop, Interdisciplinary Center for Economic Science, GMU, 2005

“Emotion Expression in Human Punishment Behavior”, Budapest Workshops on Behavioral Economics, Hungary, 2005

“Emotion Expression in Human Punishment Behavior”, Invited, Summer Institute for the Preservation of the Study of the History of Economics, GMU, 2005

“Emotion Expression in Human Punishment Behavior”, Graduate student workshop, Department of Economics, GMU, 2005

“When punishment fails: Research on sanctions, intentions and non-cooperation”, SEA annual meeting, 2004

“When punishment fails: Research on sanctions, intentions and non-cooperation”, NIDA workshop poster session, Drug Abuse: A Workshop on Behavioral and Economic, Washington, D.C., 2004

“When punishment fails: Research on sanctions, intentions and non-cooperation”, Graduate student workshop, Department of Economics, GMU, 2004

“When punishment fails: Research on sanctions, intentions and non-cooperation”, Graduate student workshop, Interdisciplinary Center for Economic Science, GMU, 2004