

CURRICULUM VITAE

Erte Xiao

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Personal Data

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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

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

Refereed Publications

Daniel Houser and **Erte Xiao**, (forthcoming) "Understanding Context Effects". *Journal of Economic Behavior and Organization*.

Daniel Houser, Robert Kurzban **Erte Xiao** (forthcoming) "Social and Biological Evidence on Motives for Punishment". *Neuroscience of Decision Making*, ed. Oshin Vartanian and David R. Mandel, Psychology Press.

- 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
- 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.
- Daniel Houser and **Erte Xiao**. (2009) “Three Parts Natural, Seven Parts Man Made: Bayesian Analysis of China’s Great Leap Forward Demographic Disaster”, with Daniel Houser and Barbara Sands. *Journal of Economic Behavior and Organization*. 69, 148–159.
- 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
- 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.
- 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.
- 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.
- 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.
- *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. Forthcoming.
- Zhenghua Hu and **Erte Xiao** (2000) “Institutional Risk in China’s Closed-end Funds”, *Inquiry into Economic Problems*, 2000, vol2 (*In Chinese*)

Working Papers

- Daniel Houser and **Erte Xiao** “Classification of Natural Language Messages using a Coordination Game”, (Revision requested by *Experimental Economics*).
- Erte Xiao** and Daniel Houser “Punish in Public”, (Revision requested by *Journal of Public Economics*).

Sarah F. Brosnan, Daniel Houser, Kristi Leimgruber, **Erte Xiao**, Tianwen Chen and Frans B. M. de Waaij "Competing demands of prosociality and equity in monkeys". (Revision requested by *Evolution and Human Behavior*)

Erte Xiao and Cristina Bicchieri "When Equality Trumps Reciprocity: Evidence from a Laboratory Experiment", (Revision requested by *Journal of Economic Psychology*)

David Levy, Kail Padgitt, Sandy Peart, Daniel Houser and **Erte Xiao** "Leadership, cheap talk, real cheap talk", (Revision requested by *Journal of Economic Behavior and Organization*).

Erte Xiao and Cristina Bicchieri "Words or deeds: Choose what to know about others", (under review).

Daniel Houser and **Erte Xiao** "Inequality seeking punishment" (under review)

Erte Xiao "Profit seeking punishment corrupts norm obedience"

Erte Xiao and Howard Kunreuther. "Punishment and Cooperation in Stochastic Prisoner's Dilemma Game"

Lingfang(Ivy) Li and **Erte Xiao** "Money Talks? An Experimental Study of Rebate in Reputation System Design",

Daniel Houser, Daniel Schunk and Joachim Winter. **Erte Xiao** "Temptation, Commitment and Self-control in the Laboratory".

Daniel Houser and **Erte Xiao** "Trust and House Money".

Cristina Bicchieri, **Erte Xiao** and Ryan Muldoon "Trust if you wish, always reciprocate"

Research in Progress

Group Punishment, with Jonathan Baron and Daniel Houser

Norm Obedience in China, with Cristina Bicchieri and Xiangdong Qin

Punishment and Tax, with Daniel Houser and Lewis Kornhauser

Working for Self and Working for Others, with Daniel Houser, Kevin McCabe, Steven Saletta

Referee for

American Economic Review, Canadian Journal of Experimental Psychology, 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, Southern Economic Journal, Judgment and Decision Making, NSF proposal.

Grant, Fellowship and Awards

Berkman Faculty Development Grant, 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”, Hong 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