

JIE ZHENG (郑捷)

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Room 561, Weilun Building
Department of Economics
School of Economics and Management
Tsinghua University
Beijing, China 100084

Tel: 86-10-6278-9819
Fax: 86-10-6278-5562
E-mail: zhengjie@sem.tsinghua.edu.cn
jie.academic@gmail.com
Web Page: www.sem.tsinghua.edu.cn/en/zhengjie
jzheng.weebly.com/

EMPLOYMENT

12-2017 to present: Associate Professor of Economics, School of Economics and Management (SEM), Tsinghua University

03-2017 to present: Executive Associate Director, Tsinghua Economic Science and Policy Experimental Laboratory (ESPEL), Tsinghua University

07-2011 to 12-2017: Assistant Professor of Economics, SEM, Tsinghua University

VISITING POSITIONS

02-2018 to 04-2018: Fernand Braudel Senior Fellow, Department of Economics, European University Institute

09-2015 to 03-2016: Visiting Scholar, Department of Economics, The Chinese University of Hong Kong (CUHK)

EDITORIAL SERVICE

01-2017 to present: Associate Editor, *Journal of Economic Behavior and Organization*

04-2018 to present: Associate Editor, *Research in Economics*

12-2018 to present: Guest Editor, *Journal of Asian Economics*, Special Issue on "Application of Behavioral Economics in Asia"

EDUCATION

Ph.D. in Economics, Washington University in St. Louis, May 2011

Dissertation: Essays on Microeconomics with Incomplete Information (Advisor: David K. Levine)

M.A. in Economics, Washington University in St. Louis, May 2007

M.A. in Economics, *with distinction*, Tsinghua University, July 2005

B.A. in Economics, *with distinction*, Tsinghua University, July 2003

RESEARCH AREAS

Economic Theory, Information Economics, Experimental Economics, Behavioral Economics

Matching Theory, Financial Economics, Industrial Organization, Chinese Economy

PLENARY AND KEYNOTE TALKS

10-2017: 2nd Behavioral and Experimental Economics Workshop, Dalian, China, "The Value of the Knowledge of Others" (Chinese Title "他山之石, 可否攻玉?")

11-2018: 2018 Annual Conference of China Information Economics Society, Guangzhou, China, "Hierarchical Bayesian Persuasion"

SELECTED PUBLICATIONS

- [1] "One Step at a Time: Does Gradualism Build Coordination?," with Sam Asher, Plamen Nikolov, and Maoliang Ye, *Management Science*, forthcoming
- [2] "Are Work Intensity and Healthy Eating Substitutes? Field Evidence on Food Choices under Varying Workloads," with Jaimie Lien, *Journal of Economic Behavior and Organization*, January 2018, 145: 370-401
- [3] "A Robust Reference-Dependent Model for Speculative Bubbles," with Mu Zhang, *Journal of Economic Behavior and Organization*, May 2017, 137: 232-258
- [4] "Ex-ante Fairness in the Boston and Serial Dictatorship Mechanisms under Pre-exam and Post-exam Preference Submission," with Jaimie Lien and Xiaohan Zhong, *Games and Economic Behavior, Special Issue in honor of John. O. Ledyard*, January 2017, 101: 98-120
- [5] "Extortion can Outperform Generosity in the Iterated Prisoners' Dilemma," with Jaimie Lien, Zhijian Wang, Bin Xu and Yanran Zhou, *Nature Communications*, 2016, 7: 11125
- [6] "Preference Submission Timing in School Choice Matching: Testing Fairness and Efficiency in the Laboratory," with Jaimie Lien and Xiaohan Zhong, *Experimental Economics*, 2016, 19(1): 116-150
- [7] "Deciding When to Quit: Reference-Dependence over Slot Machine Outcomes," with Jaimie Lien, *American Economic Review: Papers & Proceedings*, 2015, 105(5): 366-370
- [8] "The Relationship between Economic Theory and Experiments," with David K. Levine, *Handbook of Experimental Economic Methodology*, ed. Guillaume Frechette and Andrew Schotter, Oxford University Press, Ch.2, pp.43-57, February 2015

SELECTED WORKING PAPERS

- [1] Representativeness Biases and Lucky Store Effects, with Jaimie Lien and Jia Yuan, revision requested by *International Economic Review*
- [2] Multi-period Matching with Commitment, with Mu Zhang, revision requested by *Games and Economic Behavior*
- [3] International Trade with Social Comparisons, with Zeng Lian, Jaimie Lien and Lin Lu, conditionally accepted by *Review of International Economics*
- [4] Serial and Parallel Duopoly Competition in Two-Part Transportation Routes, with Zhonghong Kuang, Zeng Lian, and Jaimie Lien, revision requested by *Transportation Research Part E: Logistics and Transportation Review*
- [5] Optimal Subsidies in the Competition between Private and State-Owned Enterprises, with Mingzhi Li and Jaimie Lien, conditionally accepted by *International Review of Economics and Finance*
- [6] Political Style, Individual Preference and Consumption Pattern: A Behavioral Approach, with Rong He, Heqing Li, Zeng Lian, revision requested by *Journal of Asian Economics*
- [7] Hierarchical Bayesian Persuasion, with Zhonghong Kuang and Jaimie Lien
- [8] Double Directional Persuasion, with Fan Wu

CURRENT TEACHING ASSIGNMENTS

- 2018-present (Fall semesters): *Behavioral Economics* (undergraduate), Tsinghua University

- 2016-present (Fall semesters): *Intermediate Microeconomics* (undergraduate core), co-teaching with Prof. David Daokui Li, Tsinghua University
- 2016-present (Fall semesters): *Advanced Microeconomics III: Information, Contracts and Organizational Economics* (Ph. D.), Tsinghua University

RECENT CONFERENCE PRESENTATIONS

2019: 2nd Wuhan Cherry Blossom Workshop in Experimental Economics, Wuhan, China (March); 5th HenU / INFER Workshop on Applied Macroeconomics, Kaifeng, China (March); 中国心理学会经济心理学专业委员会第一届学术年会(1st Annual Meeting of Economic Psychology division of Chinese Psychological Association), Beijing, China (May); 2019 Beijing International Workshop on Microeconomics: Empirics, Experiments and Theory (MEET 2019), Beijing, China (June, scheduled); 2019 Asia Meeting of the Econometric Society (AMES 2019), Xiamen, China (June, scheduled); 2019 SHUFE Workshop of Behavioral and Experimental Economics, Shanghai, China (June, scheduled); ISDG12-GTM2019 International Meeting on Game Theory (joint meeting of “12th International ISDG Workshop” and “13th International Conference on Game Theory and Management”), St. Petersburg, Russia (July, scheduled); 2019 SWUFE Economic Theory Workshop, Chengdu, China (July, scheduled); The 30th International Conference on Game Theory, Stony Brook, NY (July, scheduled); 8th Singapore Economic Review Conference (SERC 2019), Singapore (August, scheduled); Experimental Finance 2019 Asia Pacific Regional Conference, Singapore (August, scheduled); 2019年中国信息经济学会学术年会 (2019 Annual Conference of China Information Economics Society), Shanghai, China (October, scheduled)

RECENT SEMINAR TALKS

2019: Beijing Foreign Studies University (BFSU) (March); Renmin University of China (March); Beijing Jiaotong University (April); The Chinese University of Hong Kong (May); Southwest University of Finance and Economics (SWUFE) (May, scheduled)

RESEARCH GRANTS

- National Natural Science Foundation of China (NSFC) General Program Research Grant (P.I.), RMB 490,000, 2019/01-2022/12
- Hong Kong Research Grants Council, General Research Fund (co-Investigator, with Jaimie W. Lien), HKD 414,600, 2017/01 – 2019/12
- National Natural Science Foundation of China (NSFC) Joint China-Russia Research Grant (co-P.I., with Mingzhi Li), RMB 1,500,000, 2016/01-2018/12

MAIN HONORS AND AWARDS

- Finalist representing SEM, Tsinghua University “My Favorite Teachers” Competition (清华大学“清韵烛光·我最喜爱的教师”评选, 经管学院代表教师), 2018
- China Information Economics Society 2018 Annual Conference Best Referee Award (2018年中国信息经济学会学术年会最佳审稿人奖), 2018
- Young Scholar’s Innovations Award on Information Economics in China for 2016、2017、2018 (连续三年获中国信息经济学2016、2017、2018青年创新奖), China Information Economics Society, 2016-2018
- Conference Best Paper Award, the 6th International Conference on Transportation and Space-time Economics (第六届“运输与时空经济论坛”国际会议最佳论文奖), 2018

- “Distinguished Excellence (特优)” Evaluation of the National Natural Science Foundation of China (NSFC) Young Scholar Research Project, 2018
- Fernand Braudel Senior Fellowship, European University Institute, 2018
- Outstanding Faculty Award (先进工作者), SEM, Tsinghua University, 2017
- Conference Best Paper Award, the 2017 Annual Conference of China Information Economics Society (2017中国信息经济学会年会最佳论文奖), 2017
- Intermediate Microeconomics course, co-taught with Prof. David Daokui Li, elected as one of Signature Courses taught in English by Ministry of Education (教育部“第二期来华留学英语授课品牌课程”), 2016
- Theoretical Contributions Award on Information Economics in China from 2011 to 2015 (中国信息经济学2011-2015理论贡献奖), China Information Economics Society, 2016
- Excellent Class Advisor Award (优秀班主任), Tsinghua University, 2013, 2015
- Excellent Class Advisor Award (优秀班主任), SEM, Tsinghua University, 2012, 2013, 2014
- Excellent Teaching Award (教学优秀奖), SEM, Tsinghua University, 2013

SCIENTIFIC COMMITTEE

中国组织经济学研讨会 (China Conference on Organizational Economics), 2015-present; Tsinghua International Conference on Behavioral, Experimental, and Theoretical Economics (Tsinghua BEAT), 2017-present; Beijing International Workshop on Microeconomics: Empirics, Experiments and Theory (Beijing MEET), 2018-present; 中国行为与实验经济学论坛 (China Behavioral and Experimental Economics Forum; China BEEF), 2018-present; 中国微观经济理论论坛 (China Microeconomic Theory Forum), 2019-present; 中国信息经济学会理事 (China Information Economics Society), 2019-present

CONFERENCE ORGANIZATION

- 2019 Beijing International Workshop on Microeconomics: Empirics, Experiments and Theory (MEET 2019), Beijing Foreign Studies University, June 7-9, 2019
- 2018 Beijing International Workshop on Microeconomics: Empirics, Experiments and Theory (MEET 2018), Beijing Foreign Studies University, June 9-10, 2018
- 2015 Tsinghua Conference on Theoretical and Behavioral Economics, Tsinghua University, June 20-21, 2015
- 2014 Tsinghua Conference on Theoretical and Behavioral Economics, Tsinghua University, June 24-25, 2014
- 2013 Tsinghua Conference on Theoretical and Behavioral Economics, Tsinghua University, June 17-18, 2013

REFEREE SERVICE

Games and Economic Behavior, Economic Theory, Experimental Economics, Journal of Economic Behavior and Organization, Journal of Economic Dynamics and Control, Journal of Institutional and Theoretical Economics, Pacific Economic Review, China Economic Review, Health Economics, Economics Bulletin, Contemporary Economic Policy, Singapore Economic Review, International Review of Economics and Finance, Journal of Asian Economics, Scientific Reports, Review of Behavioral Economics, Applied Economics, International Review of Administrative Sciences, Journal of Systems Science and Systems Engineering, Frontiers of Economics in China, Mathematical Reviews, 世界经济 (The Journal of World Economy), 经济学报 (China Journal of Economics), 管理科学学报 (Journal of Management Sciences in China), 系统工程理论与实践 (Systems Engineering – Theory & Practice),

信息系统学报 (China Journal of Information Systems); 国家自然科学基金青年项目、面上项目评审专家 (National Natural Science Foundation of China Grant Applications)