

CURRICULUM VITAE

Erte Xiao

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Personal Data

Office Address
Carnegie Mellon University
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Pittsburgh, PA, 15213

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Email: exiao@andrew.cmu.edu
Homepage: <http://www.andrew.cmu.edu/user/exiao/>

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)
Economics Letters, 117, 589-591

3. **Erte Xiao** and Cristina Bicchieri (2012) ,
Synthese, 187:49-63
4. **Erte Xiao** and Daniel Houser (2011) *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)
Experimental Economics. 14(1). 1-14 (Lead article)
7. David Levy, Kail Padgitt, Sandy Peart, Daniel Houser and **Erte Xiao** (2011)
Journal of Economic Behavior and Organization. 77, 40-52
8. Daniel Houser and **Erte Xiao** *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)
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** *Journal of Economic Behavior and Organization*. 73(1), 58-61
12. Jian Li, **Erte Xiao**
in two- *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). *Journal of Behavioral Decision Making*. 22(2), 191-208.
14. Daniel Houser, Barbara Sands and **Erte Xiao**. (2009)
Journal of Economic Behavior and Organization. 69, 148-159.
15. **Erte Xiao** and Daniel Houser (2009) en messages
Journal of Economic Psychology. 30(3), 393-404
16. Daniel Houser, **Erte Xiao**, Kevin McCabe and Vernon Smith (2008).
Research on sanctions, intentions and non- *Games and Economic Behavior*. 62(2), 509-532.

17. Daniel Houser, Daniel Schunk and **Erte Xiao** (2007)
 Improve with, *Analyse & Kritik* 29, p. 86-96.
18. **Erte Xiao** and Daniel Houser (2005)
 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) - *Inquiry into
 Economic Problems*, 2000, vol2 (*In Chinese*)

Book Chapters

20. **Erte Xiao** (forthcoming) *Research Handbook on
 Behavioral Law and Economics*, ed. Joshua C. Teitelbaum and Kathryn Zeiler, Edward Elgar.
21. Daniel Houser, Robert Kurzban **Erte Xiao** (2011)
Neuroscience of Decision Making, ed. Oshin Vartanian and David R. Mandel,
 Psychology Press.
- 22.

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, y Incentives in
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.

Helping People to Exercise Regularly and Jeremy Tobacman)

Berkman Faculty Development Grant, \$4,170, 2009
Role: PI

Russell Sage Small Grants Program in Behavioral Economics,
\$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 Penn State University, (scheduled)
University. 2012.

Meetings of the Economic Science Association, New York University. 2012.

, Department of Economics, University of Arkansas, 2012
 (Invited), Department of
 Economics, University of Maryland, 2011
 Department of Economics, University of Pittsburgh, 2011
 -s (Invited), Decision Making for a Social World
 webconference. 2011
 CMU, 2011
 -seeking punishment corrupts norm ob
 -
 2010, Pittsburgh
 -
 2010, Princeton University
 Profit-seeking punishment corrupts norm obedience
 2009

Economic Psychology, Paris, 2006

-SABE Conference on Behavioral Economics and

Biology, Duke University, 2006

2005

SEA annual meeting, Washington, D.C.

Baylor College of Medicine, 2005

Meeting,