

VITA
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May, 2014

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Education

Degree	Field	Institution	Year
Ph.D.	Economics	University of Minnesota	1998
B.A.	Economics, Mathematics	University of Wisconsin at Madison	1989

Employment

2009 - Chairman, Department of Economics, George Mason University
2008 - Director, Interdisciplinary Center for Economic Science, George Mason University
2006 - Professor of Economics, George Mason University
2003 - 2004 Special Volunteer, National Institute of Neurological Disorder and Stroke, National Institutes of Health
2002 - 2006 Associate Professor of Economics (with tenure), George Mason University
Fall, 2002 Associate Professor of Economics (with tenure), University of Arizona
1998 - 2002 Assistant Professor of Economics, University of Arizona

Current Faculty Appointments

Interdisciplinary Center for Economic Science (http://ices.gmu.edu/people_index.php)
Department of Economics (<http://www.gmu.edu/departments/economics/faculty.html>)
Neuroscience Program (<http://neuroscience.gmu.edu/people#H>)
Center for Study of Neuroeconomics (<http://www.neuroeconomics.net/category.php/57.html>)
School of Computational Sciences (http://scs.gmu.edu/Members_new.html)

Honorary Faculty Appointments

2012-present Professor of Experimental Theory and Methods, Central South University, Hunan, China
2012-present Chinese Academy of Social Sciences
2008 - present Beijing University of Science and Technology

Research Interests

Experimental Theory and Methods, Behavioral/Neuro Economics, Econometrics, Political Economy

Editorial Service

2013-present Academic Editor, PLoS ONE
2012-present Associate Editor, Management Science
2014-present Associate Editor, Journal of Behavioral and Experimental Economics
2012-2014 Associate Editor, Journal of Socio-Economics
2012-present Associate Editor, Frontiers in Neuroscience
2011-present Co-Editor in chief, Journal of Neuroscience, Psychology and Economics
2010- present Review Editor, Frontiers in Neuroscience

2009-present Editor, Neuroeconomics NEP working paper archive
2005-2012 Associate Editor, Journal of Economic Behavior and Organization
2001-present Editor, Experimental Economics NEP working paper archive

Other Service

2012-13 Member, President's Committee on Visioning, George Mason University
2011-12 Member, George Mason University Presidential Search Committee
2011 Member, Doctoral Program Review Committee, George Mason University
2010 Chaired two faculty searches, Economics, George Mason University
2010-present Member, Board of Directors, Society for Neuroeconomics
2010 NIH Review Panel
2010 Program Committee, Econometric Society World Meetings, Shanghai, China
2010 Committee of Visitors, National Science Foundation
2009 Organizer, ESA International Meetings, Washington, DC.
2009-present Member, Dean's Senior Leadership Committee, George Mason University
2008-09 Chairman, Senior Economics Faculty Recruiting Committee
2008 Chairman, Economics Faculty Evaluation Committee, George Mason University
2006 Member, NSF Grant Review Panel
2006 Member, NIH Grant Review Panel
2006 -2007 Executive Committee, International Foundation for Research in Experimental Economics
2005-2006 Economics Faculty Recruiting Committee, George Mason University
2004-2006 Economics Faculty Evaluation Committee, George Mason University
2002-2008 Chair, Vernon Smith Award committee, George Mason University
2002-present Director, ICES faculty workshops, George Mason University
2002-present Director, IFREE Lecture Series at ICES, George Mason University

NSF Support

2012-13 Dissertation Improvement Award (with Rong Rong)
2010-2011 Dissertation Improvement Award (with Xiaofei Pan)
2009-2010 Dissertation Improvement Award (with Jason Aimone)
2004-2006: SES-0339181 (Enhancing human economic performance, with K. McCabe, V. Smith)
2003: REU-0127944 (Research experience for undergraduates, with K. McCabe, V. Smith)
2003: TESS-118 (Phone surveys on trust, with J. Leland, J. Shachat)
2002- 2006: SES-0129744 (Brain function and economic decision making, with K.McCabe,V.Smith)

Other Recent Research Support

2012 World Bank Economic Development grant
2012 Complex dynamic systems, MITRE
2012 EIRB research, ARI
2011 Pollution Permit Research for EPA
2011 Consortium Research Fellow, ARI
2011 Consumer decision research, FTC
2010 Consumer decision research, FTC
2009 Consumer decision research, FTC
2009 Auction design research, MITRE
2009 Market-based sailor/ship matching algorithms, NPRST (Battelle)
2009 Dual Tracking FDA Drug Approval, IFREE

Media coverage of research findings includes

Financial Times (2011), *New York Times* (2006), *The Economist* (Jan 20, 2005, 75-76), *New Scientist* (2005), *The Guardian* (2005), WTOP radio (2005)

Refereed Publications

- Forthcoming. "Dissociable Contribution Of Prefrontal And Striatal Dopaminergic Genes To Learning In Economic Games", with Ming Hsu, Eric Set, et al. *Proceedings of the National Academy of Sciences of the United States of America*.
- Forthcoming. "Raising the price of cheap talk: An experimental analysis of transparency," with David Levy, Kail Padgitt, Sandra Peart and Erte Xiao. *Journal of Economic Behavior and Organization*.
- Forthcoming. "House money effects on trust and reciprocity", with Erte Xiao. *Public Choice*.
- Forthcoming. "Adaptive Procedures for Wilcoxon-Mann-Whitney Tests: Seven Decades of Advances", with Li Hao. *Communications in Statistics: Theory and Methods*
- Forthcoming. "Ethics and advances in economic science: The role of two norms", with Jingnan Chen and Angelina Christie. In George DeMartino and Deirdre McCloskey (Eds), *Handbook on Professional Economic Ethics: Views from the Economics Profession and Beyond*. Oxford University Press.
2014. "Neural Signatures of Betrayal Aversion: An fMRI Study of Trust", with Jason Aimone and Bernd Weber. *Proceedings of the Royal Society B*, 7 May, vol. 281 no. 178220132127
2014. "The Costs of Conflict", with Adam Smith, Peter Leeson and Ramin Ostad. *Journal of Economic Behavior and Organization*, 97, 61-71.
- 2014 "Experimental Economics and Experimental Game Theory", with Kevin McCabe. In Paul Glimcher & Ernst Fehr (eds.), *Neuroeconomics: Decision Making and the Brain*. 2nd edition. Academic Press. 19-34.
- 2013 "Analysis of nonstationary dynamics in the financial system", with Samar K. Guharay, Gaurav S. Thakur, Fred J. Goodman and Scott L. Rosen. *Economics Letters*, 454-457.
- 2013 "High stakes behavior with low payoffs: Inducing preferences with Holt-Laury gambles", with John Dickhaut, Jason Aimone, Dorina Tila and Cathleen Johnson. *Journal of Economic Behavior and Organization*, 94, 183-189.
- 2013 "Cooperation during cultural group formation promotes trust towards members of out-groups", with Xiaofei (Sophia) Pan. *Proceedings of the Royal Society B*, 07 July, vol 280, no. 1762, doi:10.1098/rspb.2013.0606
- 2013 "Harnessing the benefits of betrayal aversion", with Jason Aimone. *Journal of Economic Behavior and Organization*, 89: 1-8. (Lead volume article)
- 2013 "The causal effect of market priming on trust: An experimental investigation using randomized control", with Omar Al-Ubaydli, John Nye, Maria Pia Paganelli, Xiaofei (Sophia) Pan. *PLoS*

ONE 8(3): e55968. doi:10.1371/journal.pone.0055968.

- 2013 “Temptation at Work,” with Alessandro Bucciol and Marco Piovesan. *PLoS ONE*, 8(1): e53713. doi:10.1371/journal.pone.0053713
- 2012 “What you don’t know won’t hurt you: A laboratory analysis of betrayal aversion”, with Jason Aimone. *Experimental Economics*, 15:4, 571-588.
- 2012 “Fairness and Cheating”, with Stefan Vetter and Joachim Winter. *European Economic Review*, 56:8, 1645-1655.
- 2012 “Non-human primate studies inform the foundation of fair and just human institutions”, with Jingnan Chen, *Social Justice Research*, 25:3, 277-297.
- 2012 “Private and Public Decisions in Social Dilemmas: Evidence from Children's Behavior”, with Natalia Montinari and Marco Piovesan. *PLoS ONE* 7(8):e41568.doi:10.1371/journal.pone.0041568.
- 2012 “The life and times of Gordon Tullock,” with Charles Rowley. *Public Choice*, 152: 3-27
- 2012 “Gordon Tullock and Experimental Economics”, with Thomas Stratmann. *Public Choice*, 152
- 2012 “Belief elicitation in the presence of naive participants: An experimental study,” with Li Hao, *Journal of Risk and Uncertainty*, 44:2, 161-180.
- 2011 “Turned off or turned out? Campaign advertising, information and voting”, with Becky Morton and Thomas Stratmann, *European Journal of Political Economy*, 27:4, 708-727.
- 2011 “Evolution of Gender Differences in Prosociality: Theory and Evidence”, with Xiaofei Pan, *CESifo Economic Studies*. doi: 10.1093/cesifo/IFR020
- 2011 “Punish in Public”, with Erte Xiao. *Journal of Public Economics*, 95, 1006–1017
- 2011 “Temptation and Productivity: A Field Experiment with Children,” with Alessandro Bucciol and Marco Piovesan. *Journal of Economic Behavior and Organization*, 78: 126-136.
- 2011 “Social and Biological Evidence on Motives for Punishment,” with Robert Kurzban and Erte Xiao, in O. Vartanian and D. Mandel (Eds.), Neuroscience of Decision Making. Psychology Press, 243-256.
- 2011 “Competition for Trophies Triggers Male Generosity”, with Xiaofei Pan, *PLoS ONE*, 6(4): e18050. doi:10.1371/journal.pone.0018050
- 2011 “Beneficial Betrayal Aversion,” with Jason Aimone. *PLoS ONE*, 6(3): e17725. doi:10.1371/journal.pone.0017725
- 2011 “Classification of Natural Language Messages using a Coordination Game”, with Erte Xiao, *Experimental Economics*. 14:1, 1-14. (Lead volume article).
- 2011 “Leadership, Cheap Talk and Really Cheap Talk”, with David Levy, Kail Padgitt, Sandy Peart

- and Erte Xiao. *Journal of Economic Behavior and Organization*, 77, 40–52
- 2010 “Inequality Seeking Punishment,” with Erte Xiao, *Economics Letters*, 109:1, 20-23
- 2010 "Willpower in Children and Adults: A Survey of Results and Economic Implications," with Alessandro Bucciol and Marco Piovesan. *International Review of Economics*, 57:3, 259-267
- 2010 “Emotion regulation and decision making under risk and uncertainty,” with Renata Heilman, Liviu G. Crişan, Mircea Miclea and Andrei C. Miu. *Emotion*, 10:2, 257-265
- 2010 “Competing Demands of Prosociality and Equity in Monkeys,” with Sarah Brosnan, Kristin Leimgruber, Erte Xiao, Tianwen Chen and Frans de Waal *Evolution and Human Behavior*, 31:4, 279-288
- 2010 “Distinguishing trust from risk: An anatomy of the investment game,” with Daniel Schunk and Joachim Winter, *Journal of Economic Behavior and Organization*, 74:1, 72-81
- 2010 “Understanding context effects,” with Erte Xiao. *Journal of Economic Behavior and Organization*. 73, 58-61
- 2009 “Neural responses to sanction threats in two-party economic exchange,” with Jian Li, Erte Xiao and Read Montague. *Proceedings of the National Academy of Sciences*. 106(39), 16835-16840.
- 2009 “Fairness, competition and gender: Evidence from German schoolchildren,” with Daniel Schunk, *Journal of Economic Psychology*, 30, 634-641
- 2009 “Avoiding the sharp tongue: Anticipated written messages promote fair economic exchange,” with Erte Xiao. *Journal of Economic Psychology*, 30, 393-404.
- 2009 “Three Parts Natural, Seven Parts Man Made: Bayesian Analysis of China’s Great Leap Forward Demographic Disaster”, with Barbara Sands and Erte Xiao. *Journal of Economic Behavior and Organization*, 69:2, 148-159.
- 2008 “Expectations mediate objective physiological placebo effects,” with Anup Malani. In D. Houser and K. McCabe (eds.), Advances in Health Economics and Health Services Research Volume 20, Neuroeconomics. Emerald Insight, London, 311-327.
- 2008 “Anxiety and decision making: Towards a Neuroeconomic perspective,” with Andrei Miu and Mircea Miclea. In D. Houser and K. McCabe (eds.), Advances in Health Economics and Health Services Research Volume 20, Neuroeconomics. Emerald Insight, London, 55-84.
- 2008 “Experimental Neuroeconomics and Non-Cooperative Games,” with Kevin McCabe. In Paul Glimcher, Colin Camerer, Ernst Fehr and Russell Poldrack (eds.), Neuroeconomics: Decision Making and the Brain. Academic Press. 47-62.
- 2008 “Selling favors in the lab: Experiments on campaign finance reform,” with Thomas Stratmann. *Public Choice*, 136: 215-239.
- 2008 “When punishment fails: Research on sanctions, intentions and non-cooperation,” with Erte Xiao, Kevin McCabe and Vernon Smith. *Games and Economic Behavior*. 62(2), 509-532.

- 2008 “Experiments and Econometrics.” In Durlauf, S. and Blume L. (Eds.), *New Palgrave Dictionary of Economics*, 2nd edition. Palgrave-MacMillan.
- 2008 “Anxiety impairs decision making: Psychophysiological evidence from an Iowa Gambling Task”, with Andrei Miu and Renata Heilman. *Biological Psychology*. 77:3, 353-358.
- 2008 “A note on norms in experimental economics.” *Eastern Economic Journal*, 34:1, 126-128.
- 2007 “Combining Brain and Behavioral Data to Improve Econometric Policy Analysis,” with Daniel Schunk and Erte Xiao. *Analyse and Kritik*, 29, 86-96.
- 2007 “Disposition, History and Contributions in a Public Goods Experiment,” with Anna Gunnthorsdottir and Kevin McCabe. *Journal of Economic Behavior and Organization*, 62(2), 304-315.
- 2006 “Reputation in auctions: Theory, and evidence from eBay,” with John Wooders. *Journal of Economics and Management Strategy*, 15(2), 353-370.
- 2005 “Identifying individual differences: An algorithm with application to Phineas Gage,” with Antoine Bechara, Michael Keane, Kevin McCabe and Vernon Smith. *Games and Economic Behavior*, 52, 373-355.
- 2005 “Emotion expression in human punishment behavior,” with Erte Xiao. *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 Elias Khalil (Ed.), The New Behavioral Economics, Vol 1, Ch. 16, Edward Elgar Press, Cheltenham, UK. (2009).
- 2005 “Experiments investigating cooperative types in human groups: A complement to evolutionary theory and simulations,” with Robert Kurzban. *Proceedings of the National Academy of Sciences of the United States of America*, 102(5), 1803-1807. (Featured in *The Economist*, Jan. 22, 2005, 75-76.)
- * Reprinted in Elias Khalil (Ed.), The New Behavioral Economics, Vol 1, Ch. 15, Edward Elgar Press, Cheltenham, UK. (2009).
- 2005 “Measuring Trust and Trustworthiness,” with Jonathan Leland and Jason Schachat. In Hans-Hermann Höhmann and Friederike Welter (eds.) Trust and Entrepreneurship: A West-East Perspective. Edward Elgar, 87-96.
- 2005 “Hard and soft closes: A field experiment on auction closing rules,” with John Wooders. In R. Zwick and A. Rapoport (eds.) Experimental Business Research, Vol. II. Kluwer Academic Publishers, 279-287.
- 2004 “Behavior in a dynamic decision problem: An analysis of experimental evidence using a Bayesian type classification algorithm,” with Michael Keane and Kevin McCabe.

Econometrica, **72**:3 (May), 781-822.

- 2004 "How do behavioral assumptions affect structural inference? Evidence from the laboratory," with Joachim Winter. *Journal of Business and Economic Statistics*, **22**:1, 64-79.
- 2004 "Discussion: Cultural group selection, coevolutionary processes and large-scale cooperation (by Joseph Henrich)" with Kevin McCabe and Vernon Smith. *Journal of Economic Behavior and Organization*. January, **53**, 85-88.
- 2003 "Simulation based inference for dynamic multinomial choice models," with John Geweke and Michael Keane, in B. Baltagi (ed.), Companion to Theoretical Econometrics, Blackwell Publishers Limited. (Paperback.) 466-493.
- 2003 "Classification of Types of Dynamic Decision Makers," in Nadel, L. (ed.), Encyclopedia of Cognitive Science, Vol. 1, Nature Publishing Group, London. 1020-1026.
- 2003 "Bayesian Analysis of a Dynamic Stochastic Model of Labor Supply and Saving." *Journal of Econometrics*. April, **113**:2, 289-335.
- 2002 "Revisiting Kindness and Confusion in Public Goods Experiments," with Robert Kurzban. *American Economic Review*. September, **92**:4, 1062-1069.
- * Reprinted in Elias Khalil (Ed.), The New Behavioral Economics, Vol 1, Ch. 18, Edward Elgar Press, Cheltenham, UK. (2009).
- 2001 "Economic Consequences of Political Approval Management in Comparative Perspective," with John Freeman. *Journal of Comparative Economics*. **29**:4, December, 692-721.
- 2001 "A functional imaging study of cooperation in two-person reciprocal exchange," with Kevin McCabe, Lee Ryan, Vernon Smith and Theodore Trouard. *Proceedings of the National Academy of Science*. **98**:20, September. 11832-11835.
- 2001 "Simulation based inference for dynamic multinomial choice models," with John Geweke and Michael Keane, in B. Baltagi (ed.), Companion to Theoretical Econometrics, Blackwell Publishers Limited. 466-493.
- 2001 "Individual Differences in Cooperation in a Circular Public Goods Game," with Robert Kurzban. *European Journal of Personality*. **15**, 37-52.
- 1998 "Long-memoried processes, unit roots and causal inference," with John Freeman, Paul Kellstedt and John Williams. *American Journal of Political Science*, **42**:4. 1289-1320.
- 1998 "A Computable General Equilibrium Model for the Study of Political Economy," with John Freeman. *American Journal of Political Science*. **42**:2 628-660.

Book

- 2008 Advances in Health Economics and Health Services Research, Volume 20: Neuroeconomics, D.

Houser and K. McCabe, (eds.), Emerald-Insight. London.

Book Reviews and Other Articles

2013 “Why there is no new Milton Friedman”. *Econ Journal Watch*, May, 195-6.

2005 Decisions, Uncertainty and the Brain: The Science of Neuroeconomics, by Paul W. Glimcher. *Journal of Economic Behavior and Organization*, **56**:3, 444-447.

Ad-Hoc Reviewing: Regular reviewer for all leading journals in general science, economics, psychology and political science.

Major Advisor for (year, placement): Murat Aslan (2004, Osmangazi University), Erte Xiao (2006, University of Pennsylvania), Kail Padgitt (2008), Will McBride (2010), Will Christie (2010), Jason Aimone (2011, Virginia Tech), Li Hao (2011, University of Arkansas), Tianwen Chen (2011, Stanford University), Xiaofei Pan (2012, Harvard University), Brian Hollar (2012, Marymount University), Rong Rong (2013, Weber State University), Luigi Butera (2014, University of Chicago), Jingnan Chen (2014, University of Exeter), Siyu Wang (2014, PhD Candidate)