

# Xiaojian Zhao

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## Position

Assistant Professor of Economics, Hong Kong University of Science and Technology, 2010 - present

## Education

Ph.D. in Economics: Center for Doctoral Studies in Economics (CDSE), University of Mannheim, 2010

M.A. in Economics and Politics: University of Freiburg, 2005

B. Mgt. in Information Management and Information System: Jinan University, 2003

## Research

### SELECTED WORKING PAPERS

#### *Behavioral and Experimental Economics:*

Over-Confidence, Stability and Investments, joint with Roberta Dessi (Toulouse School of Economics).

- An earlier version was titled “Self-Esteem, Shame and Personal Motivation”.
- Coverage in:
  - “Behavioural Economics and Human Culture” (*Urbanomics*)
  - “Human Nature and Economic Recovery” (*Stumbling and Mumbling*).

An Economic Investigation of Linguistic Differences, joint with Fuhai Hong (Nanyang Technological University) and Wooyoung Lim (Hong Kong University of Science and Technology).

Sunk Cost as a Self-Disciplining Device, joint with Fuhai Hong (Nanyang Technological University).

Selective Memory and Motivated Delusion, joint with Soo Hong Chew (National University of Singapore) and Wei Huang (Wuhan University).

#### *Contract Theory and Economics of Information:*

Foundations of Supply Chain Contracts, joint with Ying-Ju Chen (Hong Kong University of Science and Technology) and Ernst-Ludwig von Thadden (University of Mannheim).

Strategic Mis-Selling and Pre-Purchase Deliberation.

#### *Bounded Rationality and Industrial Organization:*

Information Disclosure and Consumer Awareness, joint with Sanxi Li (Remin University of China) and Martin Peitz (University of Mannheim).

## REFEREED PUBLICATIONS IN INTERNATIONAL JOURNALS

Hong, F. and X. Zhao (2014). "Information Manipulation and Climate Agreements," *American Journal of Agricultural Economics*, 96(3), 851-861.

- Press Release: "Media Bias and the Climate Issue" (*OUPblog*).
- Coverage in:
  - "How a Study of Biased Reporting on Climate Change Morphed into a Tale of Biased Science" (*ClimateWire*).
  - "Condescending Climate Changers" (*Breitbart*).

Li, S., M. Peitz and X. Zhao (2014). "Vertically Differentiated Duopoly with Unaware Consumers," *Mathematical Social Sciences* (Special Issue on Unawareness), 70, 59-67.

von Thadden, E. and X. Zhao (2014). "Multi-task Agency with Unawareness," *Theory and Decision*, 77(2), 197-222.

Chen, Y. and X. Zhao (2013). "Solution Concepts of Principal-Agent Models with Unawareness of Actions," *Games* (Special Issue on Contract Theory), 4(3), 508-531.

von Thadden, E. and X. Zhao (2012). "Incentives for Unaware Agents," *Review of Economic Studies*, 79(3), 1151-1174.

- Coverage in: A Fine Theorem (*Wordpress.com*).

Zhao, X. (2011). "Framing Contingencies in Contracts," *Mathematical Social Sciences*, 61(1), 31-40.

Zhao, X. (2008). "Moral Hazard with Unawareness," *Rationality and Society*, 20(4), 471-496.

## SELECTED PUBLICATIONS IN EDITED BOOKS AND CONFERENCE PROCEEDINGS

Zhao, X. (2012). "Economics of Contract Interpretation," *Research in Law and Economics*, Zerbe, R.O. and J.B. Kirkwood (ed.), 25, 61-73.

Chen, Y. and X. Zhao (2009). "Contractual Traps," *Proceedings of the 12th conference on Theoretical Aspects of Rationality and Knowledge (TARK 2009)*, Heifetz, A. (ed.), 51-60.

## SELECTED PUBLICATIONS IN CHINESE

Zhao, X. (2014). "2014 Nobel Laureate in Economic Sciences - Jean Tirole," *Journal of Translation from Foreign Literature of Economics*, 4, 76-81.

Zhao, X., J. Yan and W. Hu (2014). "From Rationality, Bounded Rationality to Modern Psychology and Economics," *Scientific Decision Making*, 1, 73-94.

Zhao, X. (2008). "Information Sharing and Cross-Border Lending," *World Economic Papers*, 185(4), 19-32.

Zhao, X. and Q. Chen (2008). "Freiburg School and Constitutional Political Economy," *Chinese Journal of European Studies*, 26(4), 117-130.

## Teaching

### Undergraduate Courses

Instructor, Principles of Microeconomics, HKUST, Spring 2012/2015

Instructor, Microeconomics, HKUST, Fall 2013

Instructor, Engineering Economics and Finance, HKUST, Fall 2011/2012/2013

Instructor, Introductory Microeconomics, HKUST, Spring 2011

### Graduate Courses

Instructor, Microeconomic Theory II (PhD course), HKUST, Spring 2015

Instructor, Psychology and Economics (MSc course), HKUST, Spring 2012/2013/2014/2015

Instructor, Microeconomic Analysis (MSc course), HKUST, Fall 2010

Teaching assistant, Financial Contract Theory (PhD course), Mannheim, Spring 2009

Teaching assistant, Microeconomics I (PhD course), Mannheim, Fall 2007/2009

### Graduate Supervisions

Supervisor of PhD and MPhil Thesis: Wei Huang (Assistant Professor at Wuhan University).

Committee member of PhD Thesis: Fuhai Hong (Assistant Professor at Nanyang Technological University).

Supervisor of MSc Projects: Jingyuan Liu, Chaoxi He, Ke Jian, Vicky Leung, Zhuojun Li, Yiqun Luan, Xuan Zheng.

## Selected Presentations

### CONFERENCES

2014: Annual Congress of the European Economic Association (Toulouse), Asian Meeting of the Econometric Society (Taipei).

2013: Asian Meeting of the Econometric Society (Singapore), China Meeting of the Econometric Society (Beijing).

2012: World Congress of the Game Theory Society (Istanbul), Econometric Society Australasian Meeting (Melbourne), Conference of the Society of the Advancement of Economic Theory (Brisbane), International Conference on Industrial Economics (Hangzhou).

2011: North American Summer Meeting of the Econometric Society (St. Louis), Asian Meeting of the Econometric Society (Seoul), Pan Pacific Conference on Game Theory (Tokyo).

2010: World Congress of Econometric Society (Shanghai), Biennial Conference of Hong Kong Economic Association (Tianjin), Conference of Chinese Game Theory and Experimental Economics Association (Beijing), Maastricht Behavioral and Experimental Economics Symposium.

2009: International Conference on Game Theory (Stony Brook), IAREP and SABE joint conference on Behavioral Economics and Economic Psychology (Halifax), Annual Conference of International Society for New Institutional Economics (Berkeley), Maastricht Behavioral and Experimental Economics Symposium.

2008: Biennial Conference of Hong Kong Economic Association (Chengdu), Annual Congress of the European Economic Association (Milan), World Congress of the Game Theory Society (Evanston), International Conference on Policy Modeling (Berlin), Conference on Economic Design (Ann Arbor), Spring Meeting of Young Economists (Lille), International Meeting on Experimental and Behavioral Economics (Alicante).

#### SEMINARS AND WORKSHOPS

2014: Chinese University of Hong Kong, Hong Kong University of Science and Technology, Fudan University Workshop on Behavioral Science (Shanghai), Wang Yanan Institute for Studies in Economics (Xiamen).

2013: City University of Hong Kong, Hong Kong University of Science and Technology, Shanghai University of Finance and Economics (School of Economics), Zhejiang University (Hangzhou).

2012: Tsinghua University (Beijing), Shanghai University of Finance and Economics (School of International Business Administration), Shanghai Jiaotong University, Remin University of China (Beijing).

2011: Hong Kong University of Science and Technology, University of Hong Kong.

2010: Peking University HSBC School of Business (Shenzhen), Hong Kong University of Science and Technology, Zhejiang University Workshop on Microeconomic Theory (Hangzhou), South West University of Finance and Economics (Chengdu).

2009: Universidad Carlos III de Madrid, University of Hong Kong, Hong Kong University of Science and Technology, City University of Hong Kong, University of Mannheim, IEOR Department at UC Berkeley, Max Planck Institute for Research on Collective Goods (Bonn), Tilburg Law and Economics Center.

2006-2008: University of International Business and Economics (Beijing), Toulouse School of Economics, University of Mannheim, University College London, Goethe University Frankfurt.

#### PUBLIC LECTURES

2014: Business School and IAS Nobel Prize Popular Science Lecture - Jean Tirole: Man of Economics (HKUST Jockey Club Institute for Advanced Study).

Online video available at IAS Channel and YouTube.

## Referee for

*Review of Economic Studies, Economic Journal, Games and Economic Behavior, Journal of Economic Behavior & Organization, Management Science, Scandinavian Journal of Economics, Economics Bulletin, Economics and Philosophy, Mathematical Social Sciences, China Journal of Economics.*

Last updated: 2014