

Curriculum Vitae - Tracy Xiao Liu

CONTACT INFORMATION

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EDUCATION

Ph.D. Information 2012 University of Michigan-Ann Arbor, USA
M.A. Economics 2010 University of Michigan-Ann Arbor, USA
B.E. Management Information Systems 2006 Renmin University, China

DISSERTATION

Experimental Studies of Culture, Diversity and Crowdsourcing.

Thesis Committee: Lada A. Adamic, Yan Chen (Chair), Jeffrey K. MacKie-Mason, Yusufcan Masatlioglu, Scott Page

RESEARCH INTERESTS

Experimental Economics, Behavioral Economics, Market Design, Information Economics

CURRENT POSITIONS

2021 - present Associate Professor (with tenure), Department of Economics, Tsinghua University, China

PAST POSITIONS

2016 - 2021 Associate Professor (without tenure), Department of Economics, Tsinghua University, China
2012 - 2015 Assistant Professor, Department of Economics, Tsinghua University, China

ACADEMIC VISITS

Economic Science Institute, Chapman University, USA, 2019 October (1 week)
Department of Economics, University of Exeter, UK, 2016 December
Department of Economics, University of Texas at Dallas, USA, 2016 October
Department of Economics, University of Arkansas, USA, 2015-2016
School of Information, University of Michigan, USA, 2013 September

GRANTS

1. Grants from National Science Foundation of China (NSFC)

National Science Foundation of China (NSFC), Key Program, “The Decision Pattern of Economic Agents from the Perspective of Behavioral Science: Theory and Experiment”, PI, 2024-2027. Budget: RMB 2,000,000.

National Science Foundation of China (NSFC), Outstanding Young Scholar Research Grant, “Online Behavioral Market design”, PI, 2023-2025. Budget: RMB 2,000,000.

National Science Foundation of China (NSFC), Young Scholar Research Grant, “Mechanism Design for Crowdsourcing Labor Markets”, PI, 2015-2017. Budget: RMB 220,000.

2. Grants from Other Chinese Government Agencies

Ministry of Science and Technology of the People's Republic of China , "The Key Solution for Online Learning Assistants", Project Member, 2018-2021, Budget: RMB 4500,000 (SEM Funding: RMB 400,000).

Ministry of Industry and Information Technology of the People's Republic of China, "Preventing Fraud in E-commerce", PI, 2016-2017. Budget: RMB 250,000.

Ministry of Education of the People's Republic of China (MOE) Research Center for Online Education, "Designing Study Group on MOOCs", PI, 2016-2017. Budget: RMB 60,000.

Ministry of Education of the People's Republic of China (MOE) Research Center for Online Education, "Incentive Design on MOOCs." PI, 2015. Budget: RMB 20,000.

3. Grants from Industry and Other Sources

Tencent, "Learning and Product Diffusion on Dynamic Matching Platforms" PI, 2019. Budget: RMB 200,000.

Tencent, "Modeling Credit System on Social Network." PI, 2016. Budget: RMB 300,000.

Tsinghua University Research Project Grant, "Designing Crowdsourcing Labor Markets", PI, 2014-2016. Budget: RMB 270,000.

HONORS AND AWARDS

Research Excellence Award, School of Economics and Management, Tsinghua University, 2023.

Teaching Excellence Award (2nd prize), School of Economics and Management, Tsinghua University, 2022.

Research Excellence Award, School of Economics and Management, Tsinghua University, 2022.

Service Excellence Award, Tsinghua University, 2021.

Service Excellence Award, School of Economics and Management, Tsinghua University, 2020.

Advising Excellence Award (Second Prize), School of Economics and Management, Tsinghua University, 2020.

Class Adviser Excellence Award, School of Economics and Management, Tsinghua University, 2017.

Research Excellence Award, School of Economics and Management, Tsinghua University, 2014.

Service Excellence Award, School of Economics and Management, Tsinghua University, 2014.

One-term Rackham Dissertation Fellowship, University of Michigan, 2012.

Barbour Fellowship, University of Michigan, 2010-2011.

Rackham Graduate Student Research Grant, University of Michigan, 2010.

Scholarship for Excellent Study, Renmin University, 2003-2005.

Scholarship for Excellent Social Work, Renmin University, 2003-2004.

REFEREED JOURNAL ARTICLES

1. Chen, Yiting, Tracy Xiao Liu, You Shan and Songfa Zhong. "The Emergence of Economic Rationality of GPT." *Proceedings of the National Academy of Sciences of the United States of America*, 2023.
2. Yuan, Yuan, Tracy Xiao Liu, Chenhao Tan, Qian Chen, Alex Sandy Pentland and Jie Tang. "Gift Contagion in Online Groups: Evidence from Virtual Red Packets." *Management Science*, 2023.

3. Liu, Tracy Xiao, Jingfeng Lu, and Zhewei Wang. “Efficient public good provision by lotteries with nonlinear pricing.” *Journal of Economic Behavior & Organization* 204, 680-698, 2022.
4. Gong, Jie, Tracy Xiao Liu, Jie Tang. “How Monetary Incentives Improve Outcomes in MOOCs: Evidence from a Field Experiment.” *Journal of Economic Behavior & Organization*, 190, 905-921, 2021.
5. Bai, Chong-En, Wei Chi, Tracy Xiao Liu, Chao Tang and Jian Xu. “Boosting Pension Enrollment and Household Consumption by Example: A Field Experiment on Information Provision.” *Journal of Development Economics*, 150, 102622, 2021.
6. Cao, Cangjian, Sherry Xin Li and Tracy Xiao Liu. “A Gift with Thoughtfulness: A Field Experiment on Work Incentives” *Games and Economic Behavior*, 124, 17-42, 2020.
7. Cobo-Reyes, Ramon, Jose J. Dominguez, Fernando Garcia-Quero, Brit Grosskopf, Juan A. Lacomba, Francisco Lagos, Tracy Xiao Liu, and Graeme Pearce. “The Development of Social Preferences.” *Journal of Economic Behavior & Organization*, Special Issue for Understanding Cognition and Decision Making by Children, 179, 653-666, 2020.
8. Chi, Wei, Tracy Xiao Liu, Xiaoye Qian and Qing Ye. “An Experimental Study of Incentive Contracts for Short- and Long-term Employees.” *Journal of Economic Behavior & Organization*, 159, 366-383, 2019.
9. Liu, Tracy Xiao, Jenna Bednar, Yan Chen, and Scott Page. “Directional Behavioral Spillover and Cognitive Load Effects in Multiple Repeated Games.” *Experimental Economics*, Special Issue in Honor of Professor Charles R. Plott, 22, 705-734, 2019.
10. Liu, Tracy Xiao. “All-Pay Auctions with Endogenous Bid Timing: An Experimental Study.” *International Journal of Game Theory*, 47, 247-271, 2018.
11. Jian, Lian, Zheng Li and Tracy Xiao Liu. “Simultaneous Versus Sequential All-Pay Auctions: An Experimental Study.” *Experimental Economics*, 20, 648-669, 2017.
12. Liu, Tracy Xiao, Jiang Yang, Lada A. Adamic and Yan Chen. “Crowdsourcing with All-Pay Auctions: A Field Experiment on Taskcn.” *Management Science*, 60 (8), 2020–2037, 2014.
13. Chen, Yan, Sherry Xin Li, Tracy Xiao Liu and Margaret Shih. “Which Hat to Wear? Impact of Natural Identities on Coordination and Cooperation.” *Games and Economic Behavior*, 84, 58-86, 2014.
14. Bednar, Jenna, Yan Chen, Tracy Xiao Liu and Scott Page. “Behavioral Spillovers and Cognitive Load in Multiple Games: An Experimental Study.” *Games and Economic Behavior*, 74, 12-31, 2012.

INVITED TALKS&SEMINARS

2023: Capital University of Economics and Business, Beijing Foreign Studies University, Beijing Institute of Technology, University of International Business and Economics, Fudan University, Shanghai University of Finance and Economics, Huawei

2022: University of Queensland, Xi’an Jiaotong University, China University of Petroleum, Shandong University, Southeast University, Zhejiang Gongshang University, Wuhan University, Renmin University of China, Beihang University, Peking University

2021: China Behavioral and Experimental Economics Forum(Keynote), The Third Symposium of Brain-like Economics, Shandong University (Keynote), Wuhan University, Berlin Behavioral Economics (BBE) Seminar

2020: Academy of Mathematics and System Science at Chinese Academy of Sciences, Renmin University, Central University of Finance and Economics, FCES2020, The 16th Conference on Web and Internet Economics (WINE 2020), Virtual East Asia Experimental and Behavioral Economics Seminar Series, FCES 2020

2019: Chapman University, Shanghai University of Finance and Economics, Renmin University, Academy of Mathematics and System Science at Chinese Academy of Sciences, Alibaba

2018: NYU-Shanghai

2017: Central South University, The First International Workshop on AI and Big Data Analytics in MOOCs (Tsinghua University), Renmin University, Nanjing Audit University, Hunan University, Seoul National University, Didi, Meituan

2016: University of Exeter, University of Electronic Science and Technology of China, University of Guelph, University of Texas-Dallas, University of Texas-Arlington

2015: Queensland University of Technology, Peking University

2014: Shanghai Jiaotong University, Renmin University, Beijing Normal University, Central University of Finance and Economics, Wuhan University

2013: University of Maryland, University of Texas-Dallas, Southwestern University of Finance and Economics, Central University of Finance and Economics

2012: National University of Singapore, Cheung Kong Graduate School of Business, Shanghai University of Finance and Economics, Xiamen University, Sun Yat-sen University

TEACHING EXPERIENCE

Game Theory (undergraduate)

Intermediate Microeconomics (undergraduate)

Experimental Economics (graduate)

Behavioral Economics (graduate)

INTERNAL SERVICE

Academic Director, Master Program of Digital Economy, School of Economics and Management, Tsinghua University, 2022-present.

Faculty Research Committee, Department of Economics, Tsinghua University.

Faculty Recruiting Committee, Department of Economics, Tsinghua University.

EXTERNAL SERVICE

Associate Editor, *Management Science*, 2021-present

Associate Editor, *Journal of Economic Behavior & Organization*, 2022-present

Associate Editor, *Journal of Behavioral and Experimental Economics*, 2022-present

Executive Committee, Economic Science Association, 2022-present

Conference Local Organization Committee, *Conference on Web and Internet Economics (WINE) 2023*

Program Committee Co-Chair, *Conference on Web and Internet Economics (WINE) 2022*

Senior Program Committee (SPC), *Conference on Web and Internet Economics (WINE) 2021*

Referee for

- *Experimental Economics*
- *European Economic Review*
- *European Journal of Operational Research*
- *Economic Inquiry*
- *Games and Economic Behavior*
- *Journal of Behavioral and Experimental Economics*
- *Journal of Economic Behavior & Organization*
- *Journal of Economic Psychology*
- *Journal of Economic Theory*
- *Journal of Public Economics*
- *Management Science*
- *MIS Quarterly*
- *Southern Economic Journal*
- *Singapore Economic Review*
- *Economic Research (Chinese)*
- *China Journal of Economics(Chinese)*
- *Economic Science (Chinese)*

Member: American Economic Association, Economic Science Association, Econometric Society, China Computer Federation, China Information Economics Society.

PRINCIPAL ADVISOR

Shu Wang: current

You Shan: current

Cangjian Cao: 2020, Citic Securities

Chao Tang: 2018, Development Research Center of the State Council