

## Curriculum Vitae - Tracy Xiao Liu

### CONTACT INFORMATION

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Beijing, China	

### EDUCATION

Ph.D. Information	April 2012	University of Michigan, USA
M.A. Economics	April 2010	University of Michigan, USA
B.E. Management Information Systems	July 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, Game Theory, Information Economics

### CURRENT POSITIONS

2016 - present Associate Professor (without tenure), Department of Economics, Tsinghua University, China  
 2015 - present Research Fellow, Technology Big Data Center, Tsinghua University

### PAST POSITIONS

2012 - 2015 Assistant Professor, Department of Economics, Tsinghua University

### ACADEMIC VISITS

Dec 2016 Department of Economics, University of Exeter, UK  
 2015 - 2016 Department of Economics, University of Arkansas, USA

### GRANTS

1. Ministry of Industry and Information Technology of the People's Republic of China, "Preventing Fraud in E-commerce." PI: Xiao Liu, 2016-2017. Budget: RMB 250,000.
2. Ministry of Education of the People's Republic of China (MOE) Research Center for Online Education, "Designing Study Group on MOOCs." PI: Xiao Liu, 2016-2017. Budget: RMB 60,000.
3. Tencent, "Modeling Credit System on Social Network." PI: Jie Tang and Xiao Liu, 2016. Budget: RMB 300,000.
4. Ministry of Education of the People's Republic of China (MOE) Research Center for Online Education, "Incentive Design on MOOCs." PI: Xiao Liu, co-PI: Jie Gong and Jie Tang, 2015. Budget: RMB 20,000.
5. Tencent, "Mining Opinion Leader on SNS Network." PI: Jie Tang, co-PI: Xiao Liu, 2015. Budget: RMB 600,000.

6. Tencent, “Groups on Wechat and Its Implication in Network Advertisement.” PI: Jie Tang, co-PI: Xiao Liu, 2015. Budget: RMB 600,000.
7. National Science Foundation of China (NSFC), Young Scholar Research Grant, “Mechanism Design for Crowdsourcing Labor Markets.” PI: Xiao Liu, 2015-2017. Budget: RMB 220,000.
8. National Science Foundation of China (NSFC), Young Scholar Research Grant, “The Influence of Online Social Shopping Platform Features on Consumers Product Search and Decision Making.” PI: Cheng Yi, Project Members: Xiao Liu and Shali Wu, 2015-2017. Budget: RMB 200,000.
9. Tsinghua University Research Project Grant, 2014-2016. Budget: RMB 270,000.
10. Ministry of Industry and Information Technology of the People’s Republic of China, “The Effect of Pension Benefits on Consumption: A Large-Scale Field Experiment.” PI: Chong-en Bai, Project Members: Wei Chi and Xiao Liu, 2014-2015. Budget: RMB 450,000.
11. Ministry of Industry and Information Technology of the People’s Republic of China, “Investigating Household Consumption Behavior in China.” PI: Chong-en Bai, Project Members: Wei Chi and Xiao Liu, 2013-2014. Budget: 450,000.
12. Baidu Inc, “Search Engine: New Driving Force of Labor Productivity.” PI: Chong-en Bai, Project Member: Xiao Liu, 2012-2014. Budget: RMB 500,000.

## HONORS AND AWARDS

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. Liu, Tracy Xiao. “All-Pay Auctions with Endogenous Bid Timing: an Experimental Study.” Forthcoming *International Journal of Game Theory*, 2017.
2. Jian, Lian, Zheng Li and Tracy Xiao Liu. “Simultaneous Versus Sequential All-Pay Auctions under Incomplete Information: an Experimental Study.” *Experimental Economics*, 1-22, 2016.
3. 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, August 2014.
4. 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, March 2014.
5. 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 (1), 12–31, January 2012.

## REFEREED CONFERENCE PUBLICATIONS (Computer Science)

1. Qiu, Jiezhong, Jie Tang, Tracy Xiao Liu, Jie Gong, Chenhui Zhang, Qian Zhang and Yufei Xue. "Modeling and Predicting Learning Behavior in MOOCs." Proceeding of ACM International Conference on Web Search and Data Mining (WSDM 2016), San Francisco, CA, USA, February 22-25, 2016. (Acceptance rate 18.2%)
2. Zhang, Chenhui, Sida Gao, Jie Tang, Tracy Xiao Liu, Zhanpeng Fang, and Xu Cheng. "Learning Triadic Influence in Large Social Networks." 2016 IEEE/ACM International Conference on Advances in Social Networks Analysis and Mining (ASONAM), San Francisco, CA, 2016.

## RESEARCH PAPERS

1. Bednar, Jenna, Yan Chen, Tracy Xiao Liu and Scott Page. "Transfer of Learning in Multiple Repeated Games." under revision for resubmission to *Experimental Economics*, 2017.
2. Chi, Wei, Tracy Xiao Liu, Qing Ye and Xiaoye Qian. "An Experimental Study of Incentive Contracts for Short- and Long-term Employees." submitted, 2017.
3. Li, Sherry Xin and Tracy Xiao Liu. "Group Identity and Cooperation in Infinitely Repeated Games." submitted, 2017.
4. Bai, Chong-en, Wei Chi, Tracy Xiao Liu, Chao Tang and Jian Xu. "The Impact of Information Provision on the Enrollment of Government-pension Programs and Household Consumption: Evidence from a Field Experiment." manuscript, 2017.
5. Cobo-Reyes, Ramon, Jose J. Dominguez, Fernando Garcia, Brit Grosskopf, Juan A. Lacomba, Francisco Lagos, Tracy Xiao Liu, and Graeme Pearce. "The Development of Social Preferences and Ethnic Paternalism." submitted, 2017.

## INVITED TALKS&SEMINARS

- 2017: Central South University, The First International Workshop on AI and Big Data Analytics in MOOCs (Tsinghua University)
- 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

- Intermediate Microeconomics (undergraduate)  
Experimental Economics (graduate)

Behavioral Economics (graduate)

## **INTERNAL SERVICE**

Faculty Recruiting Committee, Department of Economics, Tsinghua University, 2015-present.  
Co-Organizer, Behavioral and Policy Science Biweekly Lunch Seminar, School of Economics and Management, Tsinghua University, 2015 Spring.

Organizer, Microeconomics Theory Lunch Seminar, Department of Economics, Tsinghua University, 2013, 2014 Spring.

Organizer, Pre-Seminar, Socio-Technical Infrastructure for Electronic Transactions (STIET) Seminar, School of Information, University of Michigan, 2008-2009.

Editor, Youth RUC, Renmin University, 2003-2004.

## **EXTERNAL SERVICE**

Editorial Board, *Journal of Behavioral and Experimental Economics*, 2014-present

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*

Member: American Economic Association, Economic Science Association, Econometric Society

## **INDUSTRY EXPERIENCE**

Alibaba, *consultant*, Hangzhou, China, 08/2015-

Baidu, *consultant*, Beijing, China, 10/2012-9/2013

E-Ship Corporation, *consultant*, Beijing, China, 9/2005-1/2006

Blog Times Corporation, *consultant*, Beijing, China, 3/2005-8/2005

## **PRINCIPAL ADVISOR**

Cangjian Cao: current

Chao Tang: current

Zheng Li: 2017, co-advisor with Chong-en Bai, Chinese Academy of Social Sciences