

Curriculum Vitae - Tracy Xiao Liu

CONTACT INFORMATION

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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
2019 - present Research Associate, Department of Economics, Chapman University, USA

PAST POSITIONS

2015 - 2016 Visiting Assistant Professor, Department of Economics, University of Arkansas
2012 - 2015 Assistant Professor, Department of Economics, Tsinghua University

ACADEMIC VISITS

Dec 2016 Department of Economics, University of Exeter, UK
October 2016 Department of Economics, University of Texas at Dallas, USA
Fall 2015 - Spring 2016 Department of Economics, University of Arkansas, USA
September 2013 School of Information, University of Michigan, USA

GRANTS

1. Tencent, "Learning and Product Diffusion on Dynamic Matching Platforms" PI: Xiao Liu, 2019. Budget: RMB 200,000.
2. 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.
3. 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.
4. Tencent, "Modeling Credit System on Social Network." PI: Jie Tang and Xiao Liu, 2016. Budget: RMB 300,000.

5. 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.
6. Tencent, “Mining Opinion Leader on SNS Network.” PI: Jie Tang, co-PI: Xiao Liu, 2015. Budget: RMB 600,000.
7. Tencent, “Groups on Wechat and Its Implication in Network Advertisement.” PI: Jie Tang, co-PI: Xiao Liu, 2015. Budget: RMB 600,000.
8. 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.
9. 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.
10. Tsinghua University Research Project Grant, 2014-2016. Budget: RMB 270,000.
11. 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.
12. 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.
13. 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. Cao, Cangjian, Sherry Xin Li and Tracy Xiao Liu. “A Gift with Thoughtfulness: A Field Experiment on Work Incentives” Accepted at *Games and Economic Behavior*, 2020.
2. 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.
3. 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.” Forthcoming *Journal of Economic Behavior & Organization*, Special Issue for Understanding Cognition and Decision Making by Children, 2019.

4. 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 (3), 705-734, 2019.
5. Liu, Tracy Xiao. “All-Pay Auctions with Endogenous Bid Timing: an Experimental Study.” *International Journal of Game Theory* 47(1), 247-271, 2018.
6. Jian, Lian, Zheng Li and Tracy Xiao Liu. “Simultaneous Versus Sequential All-Pay Auctions under Incomplete Information: an Experimental Study.” *Experimental Economics* 20 (3), 648-669, 2017.
7. 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.
8. 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.
9. 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. Ding, Xichen, Jie Tang, Tracy Xiao Liu, Cheng Xu, Yaping Zhang, Feng Shi, Qixia Jiang and Dan Shen. “Infer Implicit Contexts in Real-time Online-to-Offline Recommendation.” Proceedings of the Twenty-Fifth ACM SIGKDD International Conference on Knowledge Discovery and Data Mining (KDD’19), 2019.
2. Feng, Wenzheng, Jie Tang, Tracy Xiao Liu, Shuhuai Zhang, and Jian Guan. “Understanding Dropouts in MOOCs.” Proceedings of the 33rd AAAI Conference on Artificial Intelligence (AAAI’19), 2019.
3. 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%)
4. 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. Liu, Tracy Xiao, Zhixi Wan and Chenyu Yang. “The Efficiency of A Dynamic Decentralized Two-sided Matching Market.” reject and resubmit at *American Economic Review*, 2019.
2. Yuan, Yuan, Tracy Xiao Liu (corresponding author), Chenhao Tan, Qian Chen, Alex ‘Sandy’ Pentland, and Jie Tang. “The Gift Contagion in Online Groups: Evidence from Wechat Red Packets .” revise and resubmit at *Management Science*, 2019.
3. 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.” revise and resubmit at *Journal of Development Economics*, 2019.

4. Li, Sherry Xin and Tracy Xiao Liu. “Group Identity and Cooperation in Infinitely Repeated Games.” submitted, 2020.
5. Gong, Jie, Tracy Xiao Liu, Jie Tang. “Incentive Design on Mooc: a Field Experiment on XuetangX.” submitted, 2020.
6. Liu, Tracy Xiao, Jingfeng Lu and Zhewei Wang. “Efficient Public Good Provision: Lotteries with Non-linear Pricing.” manuscript, 2019.
7. Li, Erica, Tracy Xiao Liu, Bowen Zheng, and Julie Zhu. “Will book corners help? Exploring the effect of in-class book corners on students academic performance and psychological well-being.” submitted, 2020.
8. Cao, Jing, Tracy Xiao Liu and Rong Ma. “The Impact of Chinas Clean Winter Heating Policy on Participant Prosocial Behavior.” submitted, 2020.

INVITED TALKS&SEMINARS

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

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

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: 2018, Tsinghua PBC School of Finance

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