

# Xing ZHANG

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CONTACT INFORMATION	Singapore-ETH Center Future Resilient System 1 CREATE Way, #06-01 CREATE Tower Singapore, 138602	Phone: (+65) 8346-5835 E-mail: zhangxingis@gmail.com Fax: (+65) 6779 5941 Website: zhangxing.weebly.com
CURRENT POSITION	Postdoctoral Researcher <b>Swiss Federal Institute of Technology (ETH) in Zürich</b>	2015 – now
RESEARCH INTERESTS	<b>Substantive:</b> Behavioral Economics, Judgment and Decision-Making <b>Methodological:</b> Quantitative Modeling, Experimental Design	
EDUCATION	Ph.D in Marketing <b>National University of Singapore</b> , Singapore  Visiting Student <b>Haas School of Business, UC Berkeley</b> , U.S.A.  B.A. in Economics <b>Jinan University</b> , Guangzhou, China	2009–2015  2013 Fall  2007
PUBLICATIONS	<ul style="list-style-type: none"><li>• Onn Siong Yim*, <b>Xing Zhang</b>*, Idan Shalev, Mikhail Monakhov, Songfa Zhong, Ming Hsu, Soo Hong Chew, Poh San Lai, and Richard P. Ebstein, “Delay Discounting, Genetic Sensitivity, and Leukocyte Telomere Length”, forthcoming at <i>Proceedings of the National Academy of Sciences, USA</i>. (<b>Corresponding author, *Equal contribution</b>).</li><li>• Maurice Schweitzer, Teck-Hua Ho, and <b>Xing Zhang</b>, “How Monitoring Influences Trust: A Tale of Two Faces”, forthcoming at <i>Management Science</i>.</li></ul>	
PAPERS UNDER REVISION	<ul style="list-style-type: none"><li>• <b>Xing Zhang</b>, Mikhail Monakhov, Poh San Lai, Soo Hong Chew, and Richard P. Ebstein, “Does Oxytocin Promote Impulsive Buying?”, <i>under the 2nd round revision at Marketing Letters</i>.</li></ul>	
WORKING PAPERS	<ul style="list-style-type: none"><li>• <b>Xing Zhang</b>, Juin Kuan Chong and Ganesh Iyer, “Paying Enough to Go to the Gym – Sunk Cost Fallacy, Self-control, and Price Contract Design”.</li><li>• Teck-Hua Ho, Ming Hsu, <b>Xing Zhang</b>, and Songfa Zhong, “Understanding Other-regarding Mechanisms in Heterogeneous Populations”.</li></ul>	
BOOK CHAPTER	Richard P. Ebstein, Yushi Jiang, <b>Xing Zhang</b> , and Soo Hong Chew “Genetics, Personality and Health Behaviors” in <i>Behavioral Genetics of Temperament and Personality</i> edited by Kimberly J. Saudino and Jody M. Ganiban, Springer, forthcoming.	

AWARDS AND FELLOWSHIPS      The First Prize in Poster Presentation, NUS Business School Annual PhD Research Day, 2015 (Consolation Prize in 2013 and 2014).  
 AMA-Sheth Foundation Doctoral Consortium Fellow, Northwestern University, 2014.  
 “High Pass” in Ph.D Qualifying Exam, NUS Business School, 2011.  
 The First-Class Scholarship for Excellent Student, Jinan University, 2005.  
 The Best Supporting Actor in English Drama Competition, Jinan University, 2004.

REFEREE SERVICES      Economics Letters

PRESENTATIONS      Behavioral Economics Group, NUS Department of Economics, 2014  
 European Conference of the Association for Consumer Research, Barcelona, Spain, 2013.  
 Asia-Pacific Annual Meeting of Economics Science Association, Singapore, 2008.

WORKSHOPS ATTENDED      International Workshop on Statistical Methodology for Human Genomic Studies, University of Colorado, Boulder, U.S.A., 2011.  
 Wellcome Trust School on Biology of Social Cognition, Cambridge, U.K., 2011.  
 Asia Summer Institute in Behavioral Economics, Singapore, 2010.  
 Neuro Social Science Workshop, Osaka University, Japan, 2009.

TEACHING EXPERIENCE      Tutor for **Principles of Marketing**, Spring 2015.  
 (Teaching Evaluation: **4.2/5**)  
 TA for **Marketing Research** and **Marketing Management**, 2013.  
 Guest lecturer in **Behavioral and Experimental Economics**, 2010.

LANGUAGES      **To Human:** Chinese (native), English (fluent).  
**To Computer:** Matlab, R, Stata, SAS, L<sup>A</sup>T<sub>E</sub>X, z-Tree.