

# Xing ZHANG

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- CONTACT INFORMATION Singapore-ETH Center  
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Website: [zhangxing.weebly.com](http://zhangxing.weebly.com)
- STATUS IN CANADA Permanent Resident
- CURRENT POSITION Postdoctoral Researcher 2015 – now  
**Swiss Federal Institute of Technology (ETH) in Zürich**
- RESEARCH INTERESTS **Substantive:** Behavioral Economics, Judgment and Decision-Making, Neuromarketing  
**Methodological:** Experimental Design (Field/Laboratory), Quantitative Modeling
- EDUCATION Ph.D in Marketing  
**National University of Singapore**, Singapore 2015  
Visiting Student  
**Haas School of Business, UC Berkeley**, U.S.A. 2013 Fall  
B.A. in Economics  
**Jinan University**, Guangzhou, China 2007
- PUBLICATIONS
- Onn Siong Yim\*, **Xing Zhang\***, Idan Shalev, Mikhail Monakhov, Songfa Zhong, Ming Hsu, Soo Hong Chew, Poh San Lai, and Richard P. Ebstein (2016), “[Delay Discounting, Genetic Sensitivity, and Leukocyte Telomere Length](#)”, *Proceedings of the National Academy of Sciences, USA*. (Corresponding author, \*Co-first Authorship).  
Media coverage: *the Times, the Telegraph, the Daily Mail, Huffington Post, Xinhua News Agency, People.com.cn, Asian Scientists.*
  - Maurice Schweitzer, Teck-Hua Ho, and **Xing Zhang** (2016), “[How Monitoring Influences Trust: A Tale of Two Faces](#)”, *Management Science*.
- PAPERS UNDER REVISION
- **Xing Zhang**, Mikhail Monakhov, Poh San Lai, Soo Hong Chew, and Richard P. Ebstein, “Does Oxytocin Promote Impulsive Buying?”, *under the 2nd round revision at **Marketing Letters***.
- WORKING PAPERS
- **Xing Zhang**, Juin Kuan Chong and Ganesh Iyer, “Paying Enough to Go to the Gym – Sunk Cost Fallacy, Self-control, and Price Contract Design.”
  - Teck-Hua Ho, Ming Hsu, **Xing Zhang**, and Songfa Zhong, “Understanding Other-regarding Mechanisms in Heterogeneous Populations.”

BOOK CHAPTER Richard P. Ebstein, Yushi Jiang, **Xing Zhang**, and Soo Hong Chew “Genetics, Personality and Health Behaviors” in *Behavioral Genetics of Temperament and Personality* 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 Management Science, Annals of Operations Research, Economics Letters

PRESENTATIONS Department of Management and Marketing, University of Saskatchewan, 2015.  
 Department of Economics, National University of Singapore, 2014.  
 European Conference of the Association for Consumer Research, Barcelona, Spain, 2013.  
 Asia-Pacific Annual Meeting of Economics Science Association, Singapore, 2008.

TEACHING EXPERIENCE Tutor for **Principles of Marketing**, Spring 2015.  
 (Teaching Evaluation: **4.2/5.0**; Department Average: 4.0/5.0)  
 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:** R, Stata, Matlab, SAS, Gauss