

## DAVID ONG

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### ACADEMIC CAREER

Professor of Economics, Jinan-Birmingham Joint Institute, Jinan University (Guangzhou), Sept. 2018-present

Visiting Professor of Economics, Peking University HSBC Business School, Sept. 2018-present

Assistant professor of economics, Peking University HSBC Business School, 2009-July 2018

Visiting Scholar, Chinese University of Hong Kong, 2015 Sept – 2016 March

Visiting Scholar, Queensland University of Technology, Brisbane Australia, 2014 March

Visiting Scholar, Ben Gurion University, Israel, 2014 March

Visiting Scholar, Max Planck Institute, Jena, 2013 April

Visiting Scholar, University of California, San Diego, Rady School of Management, 2013 Jan-Feb.

Visiting Scholar, Center for the Study of Rationality, Hebrew University, 2011 June-July

Visiting Scholar, Max Planck Institute, 2011 Jan-Feb., Munich

### EDUCATION

Ph.D. Economics, University of California, Davis (2009)

Course Work, Field Paper: Suspicion of Unawareness, UW, Madison (2001-03)

M.A. Economics (Terminal), New York University, New York (2001)

B.A., Great Books Program, St. John's College, Annapolis, MD (1993)

### FIELDS OF INTEREST

Experimental economics, behavioral game theory, industrial organization, applied microeconomics

### PUBLICATIONS IN REFEREED JOURNALS

[“Collaboration incentives: endogenous selection into single and coauthorships by surnames in economics and management”](#) *Journal of Economic Behavior and Organization*, 147, 2018 (with Ho Chan Fan, Benno Torgler, and Yu Yang).

[“Location still matters: Evidence from an online shopping field experiment,”](#) *Journal of Economic Behavior and Organization*, 146, 2018 (with Zhong Zemin and John Morgan).

[“Heterogeneous risk/loss aversion in complete information all-pay auctions,”](#) *European Economic Review*, 95, 2017 (with Zhuoqiong Chen and Ella Segev).

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[“Income attraction: An online dating field experiment,”](#) *Journal of Economic Behavior and Organization*, 111, 2015 (with Jue Wang).

[“The Gender difference in the value of winning,”](#) *Economics Letters*, 137, 2015 (with Zhuoqiong Chen and Roman Sheremeta).

[“Education and income attraction: an online dating field experiment,”](#) *Applied Economics*, 2015.

### WORKING PAPERS

[“Hard to get: the scarcity of women and the competition for high-income men in Chinese cities,”](#) (with Yu Yang, Junsen Zhang).

[“Marrying up: the tradeoff between spousal income and spousal height,”](#) (with Pierre-Andre Chiappori, Yu Yang, Junsen Zhang).

[“Choice averse behavior and sampling risk: a field experiment with actual shoppers”](#) (with Mengxia Zhang). Under review

[“College Admissions and the Labor Market Beauty Premium,”](#) (with Man Xie and Junsen Zhang). Under review

[“Competition Between and Within Universities: Theoretical and Experimental Investigation of Group Identity and the Desire to Win”](#) (with Zhuoqiong Chen and Roman Sheremeta).

[“Pro bono work and trust in expert fields”](#) (with Chun-Lei Yang).

[“Fishy gifts: bribing with shame and guilt”](#).

### WORK IN PROGRESS

“When to wait for Mr. Right: selection and adverse selection in marriage markets,” (with Yu Yang and Junsen Zhang).

“Dominance and achievement on standardized tests in China,” (with Man Xie and Ruixin Wang)

“Family connections, gender equity and female heads of state in Asian and Western democracies”(with Zhuqing Yang and Miao Zhang).

“Trophy Mates,” (with Yu Yang and Junsen Zhang).

“The Mixed strategy Nash Equilibrium, value of winning, risk aversion, and the false-consensus effect,” (with Gahye Jeon).

“Structured Contests”.

“The Timing of Insider Trading,” (with Suman Banerjee).

“Mutual certification in expert fields”.

### REFERENCES

Pierre-André Chiappori  
Department of Economics  
Columbia University

Daniel Houser  
Department of Economics  
George Mason University

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420 West 118th St.  
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Chinese University of Hong Kong  
Shatin, NT, Hong Kong  
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Alvaro Sandroni  
Kellogg School of Management,  
Department of Managerial Economics and  
Decision Sciences 2001 Sheridan Road  
Evanston IL 60208  
Email: [sandroni@kellogg.northwestern.edu](mailto:sandroni@kellogg.northwestern.edu)

INVITED TALKS AND PRESENTATIONS

2018

Allied Social Science Meeting Philadelphia, NBER Workshop on Chinese Economy

2017

Allied Social Science Meeting Chicago, Advances in Field Experiments at University of Chicago, South China University of Technology, Hong Kong Baptiste University, Asian and Australasian Society of Labour Economics

2016

Advances in Field Experiments at University of Chicago, Rimini Conference at Waterloo, Guelph University, Wilfrid Laurier University, University of Carleton, NBER China Working Group, Chinese University of Hong Kong Workshop on Family and Labor Economics, World Game Theory Congress (Maastricht),

2015

University of Michigan, Harvard Business School, Chapman University

2014

University of Lausanne, Erasmus University, Ben Gurion University, Center for the Study of Rationality at Hebrew University, University of Hull, Queensland University of Technology.

2013

Northwestern University, Kellogg School of Business, Washington University at St. Louis, New York University, University of Virginia, University of Ottawa, York University, Guelph University, University of California at Riverside; University of East Anglia; University of Lund; University of Lyon GATE; University of Aarhus; Maastricht University; Max Plank Institute-Jena; Monash University; University of Sydney; University of Brisbane; Queensland University of Technology

2012

University of California, San Diego, Rady School of Business; University of Washington at St. Louis; Florida State University; University of Florida; University of Miami; Loyola

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- Marymount University; Contests, Mechanisms and Experiments Conference, University of Exeter; University of East Anglia; Tilburg University; University of Western Ontario
- 2011  
University of Ottawa; Canadian Competition Bureau; Peking University Guanghua School of Management; University of International Business and Economics
- 2010  
University of International Business and Economics, Beijing; Shanghai University of Finance and Economics; Fudan University Graduate School of Management; Jiaotong University Graduate School of Management

PRESENTATIONS

- 2014  
Yale University, New York University, Chapman University
- 2013  
University of California, San Deigo, San Diego State University, University of Pennsylvania, University of Michigan, Ann Arbor; University of California, San Diego, Rady School of Business; Carnegie Mellon University; Hong Kong University of Science and Technology; Chapman University
- 2012  
Oxford University; University of Ottawa; George Mason University; Economic Science Association Meeting; NYU; Econometric Society North America Meeting; Northwestern University, Kellogg; Game Theory Society World Congress, Istanbul
- 2011  
Canadian Economic Association Annual Conference, Ottawa; Econometric Science Society North American Meeting; St. Louis; Economic Science Association North American Meeting, Chicago; Stony Brook International Game Theory Festival, Stony Brook; Renmin University; Economic Science Association Asian Meeting, Xiamen; American Economic Association, North American Meeting, Chicago
- 2010  
Sino-German Workshop, Sichuan University; 5Th International Annual Conference on Industrial Organization and Economic Theory; Jinan University; China; Lingnan University; Department of Economics; China; Economic Science Association Meeting; University of Copenhagen; Southwest University of Economics and Finance; Department of Economics; China; 2nd Brazilian Workshop of the Game Theory Society; Sao Paulo; Brazil; Society for the Advancement of Economic Theory; Singapore; Society for the Advancement of Behavioral Economics Summer School Conference; Moscow; Hong Kong University of Science and Technology; Hong Kong; First Annual International Conference on Experimental Economics and Finance at Xiamen University (WISE); International Conference on Applied Statistics and Financial Mathematics at Hong Kong Polytechnic University
- 2009  
Economic Science Association Conference, Washington DC; The Society for the Advancement of Economic Theory Conference, Italy; IAREP/SABE Conference on

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Behavioral Economics, Economic Psychology: Theory and Policy, Halifax; International Conference on Game Theory, Stony Brook, New York; Far East and South Asia Meeting of the Econometric Society, Tokyo; Economic Science Association - European Meeting, Austria; Xiamen University, WISE Economics Department, China; China Economic Association Meeting, Hong Kong

### TEACHING INTERESTS

Experimental economics, behavioral economics, microeconomics, game theory, industrial organization, Chinese economy, labor economics, corporate finance, and econometrics.

### TEACHING EXPERIENCE

#### Graduate

- Business Ethics, Peking University HSBC School of Business, Fall 2017
- Research Methodology, Peking University HSBC School of Business, Spring 2016-present
- Industrial Organization Approach to Finance, Peking University HSBC School of Business, Spring 2011-present
- Empirical Industrial Organization (of Experts), Peking University HSBC School of Business, Spring 2010-present
- Experimental Economics, Peking University HSBC School of Business, Fall 09-present.

#### Undergraduate

- Empirical Industrial Organization, UCD, Spring 09
- Principles of Microeconomics, University of the Pacific, Fall 08 - Spring 09.
- Game Theory, Economics Department, UCD, Summer 07.
- The Behavioral Economics of Marketing, UCD Extension, Summer 08.

#### Teaching Assistant

- Ph.D. Microeconomics Sequence (Game Theory and IO), UCD, Spring 07.
- Game Theory, UCD, (Fall 06).
- Theory of Industrial Organization, UCD, Winter 07, Fall 07, Winter 08.
- Corporate Finance, UCD, Winter 06, Spring 08.
- Intermediate Microeconomics, UCD, Fall 05, Spring 06, Summer 06.

### REFEREEING

National Science Foundation (United States), *Review of Economics and Statistics*, *International Economic Review*, *European Economic Review*, *Journal of Economic Behavior and Organization*, *International Journal of Industrial Organization*, *International Journal of Business and Economics*, *Economics and Philosophy*

### MA STUDENT ADVISEES IN ACADEMIA

## DAVID ONG

- Zhemin Zhong, University of Toronto, Rotman School, Marketing
- Zhuoqiong Chen, Harbin Institute of Technology, Economics, Shenzhen
- Hong Lin, University of Maryland, PhD in economics program
- Jue Wang, University of Iowa, PhD in finance program
- Mengxia Zhang, University of Southern California, Marketing Program
- Man Xie, University of Florida, Marketing
- Yu Yang, University of Wisconsin, Madison

### RESEARCH EXPERIENCE

- Research Assistant, Graduate School of Management, UCD, Davis, Winter 09.
- Explain and summarize theoretical papers on corporate governance.
- Researcher Associate, LECG, Emeryville, CA, Jan. 04-Jul. 05.
- Showed theoretically that market power could result in lower prices.
- Research Assistant, Graduate School of Management, UCD, Davis, Fall 03.
- Research Assistant, Economics Department, New York University, Oct. 97-Jan. 98.
- Extracted time scale data using wavelets for James Ramsey.
- Assistant Proposal Writer, Columbia University, Jan.-May 98
- Liaison for NSF Grant for New Interdisciplinary Applied Math Institute.

### NON-PEER REVIEWED PUBLICATIONS

The Economist Magazine's, Economist Intelligence Unit (EIU), Business China Report  
"State Sector Reform: Death by a Thousand Cuts," June 9, 97  
"Intellectual Property: Keeping Secrets," Mar. 18, 97  
"Valuing State Assets: Guess Work," Oct. 28, 96  
"Changing Corporate Culture in China. Saving Face, Improving Quality," Aug. 19, 96

### OTHER EXPERIENCE

Freelance Writer, The Economist Magazine's, Economist Intelligence Unit (EIU), Business China Report, Hong Kong, PRC, Aug. 96-June 97  
Founding Member, Shanghai Business Forum, Shanghai, PRC, Mar. 96-June 97  
Led weekly seminars with 24 analysts, managers from Morgan Stanley, KPMG...  
Entrepreneur, Office Solutions International Inc, Shanghai, PRC, Feb. 95-Nov. 96  
Created MIS and MIS training systems for multinational firms in China.  
Hungarian Ministry of Foreign Affairs, International Law Department  
Case Between Hungary and Slovakia, United Nations International Court of Justice

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- Brief Production Manager, Mar. 94-Dec. 94
- Legal/Scientific Analyst, Jan. 94-Feb. 94