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Summary

Professor in the School of Economics, Renmin University of China

Co-Director, Laboratory of Economic Behavior and Organization

Associate Editor: *Economic and Political Studies*

PhD. in Public Policy and Management, Carnegie Mellon University (1996).

Research Econometrician, SAS Institute Inc. (1997-2006).

Published articles at *Quarterly Journal of Economics*, *Journal of Economic Behavior and Organization*, *Journal of Economic Psychology*, *Journal of Comparative Economics*, etc.

Outstanding paper awards in international conferences and journals.

Principle investigator for projects of National Natural Science Foundation of China.

Teaching courses in Behavioral and Experimental Economics.

Main research interests: income distribution, working behavior, consumption behavior, public policy, gender and women development.

World Economic Forum, member of the Global Future Council in New Economy

Secretary of China Behavioral and Experimental Economics Forum (ChinaBEEF)

EDUCATION

- Carnegie Mellon University, Ph.D. in Public Policy & Management, 1996.
Thesis: Social Comparisons and Divergent Perceptions – Causes of Impasses in Public School Contract Negotiations (Committee Chair, Linda Babcock).
- Beijing Jiaotong University, B.A. in English, 1987; B.S. in Mechanical Engineering, with distinction, 1985.

HONORS AND AWARDS

- Global Future Council for the New Economy – World Economic Forum Expert 2018
- Outstanding Paper Award, *Journal of Financial Research* (in Chinese, with Jian Chen) 2017
- High Citation Award, *China Agricultural Economics Review*, (with Wenkai Sun) 2017
- Outstanding Paper Award, *China Agricultural Economics Review*, (with Wenkai Sun) 2016
- Global Agenda Council on Behavior – World Economic Forum Expert 2014-
- Best Paper Award at the Eighth Annual Meeting of International Association for Conflict Management, Denmark, 1995 (with Linda Babcock and George Loewenstein).
- Distinguished Graduation Medal (one of thirty), Beijing Jiao-Tong University, 1985.

GRANTS

- National Natural Science Foundation of China (Grant 72173233) (2022-2025) : Promoting Development of Women Leadership with Behavioral Mechanisms.

- Duke University, Nudging for Higher Income in Taobao Villages for Personnel of E-commerce-A Field Study in Suining China
- National Natural Science Foundation of China (Grant 71671282) (2017-2020) : Research of Behavioral Nudging Mechanisms in Refining Consumption Market and Consumption Quality.
- National Natural Science Foundation of China (Grant 71373273) (2014-2017): The Impact of Relative Income on Economic Behavior and its Policy Applications (PI)
- National Natural Science Foundation of China (Grant 71173228) (2012-2015): The Effects of Wage Collective Consultation in China-Behavioral Studies (PI)
- State Administration of Industry and Commerce: Consumer Protection Data Analysis and Indexation
- Fundamental Research Funds for the Central Universities and the Research Funds of Renmin University of China (2010-2013): Behavioral Research of Wage Policy and Labor Relations
- Fundamental Research Funds for the Central Universities and the Research Funds of Renmin University of China (2010): Impact of Minimum Wage Policy, international publication
- Fundamental Research Funds for the Central Universities and the Research Funds of Renmin University of China (2009): Experimental Study of Public Goods Contribution
- China Ministry of Education (2008): Research on Minimum Wage Policy

PROFESSIONAL EXPERIENCE

- 2006 – 2021 Renmin University of China, currently Professor in Economics.
- 1997 – 2006 SAS Institute Inc., Cary, NC. Research Econometrician.
- Summer, 2004 Graduate School of China Academy of Social Science Instructor of Econometrics.
- Summer 1996 Summer Institute of Behavioral Economics, UC Berkeley.
- Sept., 1996 – Feb. 1997 Asian Business Co-op, Los Angeles, CA. Director, Asian American Survey Center.
- Summer, 1994 The World Bank, Washington D. C. Research Assistant, Employees Association
- Summer, 1992 International Institute of Applied Systems Analysis (IIASA), Vienna, Austria. Young Scientists Summer Program, Project on International Negotiation.
- 1987-1990 Beijing Jiaotong University, Lecturer in English

PUBLICATIONS

- Babcock, Linda, George Loewenstein, and Xianghong Wang, "The Relationship Between Uncertainty, the Contract Zone, and Efficiency in a Bargaining Experiment", *Journal of Economic Behavior and Organization*, Volume 27, Issue 3, August 1995, Pages 475-485
- Babcock, Linda, Xianghong Wang, and George Loewenstein, "Choosing the Wrong Pond: Social Comparisons that Reflect a Self-serving Bias", *Quarterly Journal of Economics*, Volume 111, Issue 1, February 1996, Pages 1-19

- Wang, Xianghong, "Retail Return Policy, Endowment Effect, and Consumption Propensity: An Experimental Study", *The B.E. Journal of Economic Analysis & Policy*, Volume 9, Issue 1 (Topics), September 2009, Article 38
- Kriss, Peter H., George Loewenstein, Xianghong Wang, Roberto A. Weber, "Behind the veil of ignorance: Self-serving bias in climate change negotiations", *Judgment and Decision Making*, Volume 6, October 2011, Pages 602-615
- Wang, Xianghong, "When Workers Do Not Know-the Behavioral Effects of Minimum Wage Laws Revisited", *The Journal of Economic Psychology*, Volume 33, Issue 5, October 2012, Pages 951-962
- Sun, Wenkai, Xianghong Wang, and Yean Zhou, "How free do people feel to express their opinions? A study in urban China", *Applied Economics Letters*, Volume 19, Issue 12, 2012, Pages 1165-1169
- Sun, Wenkai, and Xianghong Wang, "Do government actions affect social trust? Cross-city evidence in China", *The Social Science Journal*, Volume 49, Issue 4, December 2012, Pages 447-457
- Xianghong Wang, H. Nie, "The Impact of Collective Wage Agreements in China: A Firm-Level Study", *The Proceedings of the 64th Annual Meeting of Labor and Employment Research Association*, 2012, Pages 92-102
- Sun, Wenkai, and Xianghong Wang, "Do Relative Income and Income Inequality Affect Consumption? Evidence from the Villages of Rural China", *The Journal of Development Studies*, Volume 49, Issue 4, 2013, Pages 533-546
- Nie, Huihua, Minjie Jiang, and Xianghong Wang, "The impact of political cycle: Evidence from coalmine accidents in China", *Journal of Comparative Economics*, Volume 41, Issue 4, November 2013, Pages 995-1011
- Sun, Wenkai, Xianghong Wang, and Chong-En Bai, "Income Mobility of Rural Households in China from 2003 to 2006", *China Agricultural Economics Review*, Volume 6, Issue 1, January 2014, Pages 73-91 (Outstanding Paper Award; High Citation Award)
- Sun, Wenkai, Xianghong Wang, and Xiaoxi Zhang, "Minimum wage effects on employment and working time of Chinese workers: evidence based on CHNS", *IZA Journal of Labor & Development*, Volume 4, November 2015, Pages 1-22
- Kocher, Martin G., Peter Martinsson, Emil Persson, Xianghong Wang, "Is there a hidden cost of imposing a minimum contribution level for public good contributions?", *Journal of Economic Psychology*, Volume 56, October 2016, Pages 74-84

- Liu, Kai, and Xianghong Wang, "Relative Income and Income Satisfaction: An Experimental Study", *Social Indicators Research*, Volume 132, May 2017, Pages 395–409
- Wang, Yijie, Wenkai Sun, and Xianghong Wang, "Motivation of Parent-Child Co-residence Behavior-Evidence from China Health and Retirement Longitudinal Study", *China and World Economy*, Volume 27, March 2019, Pages 66–85
- Su, Duan, Yacan Wang, Nan Yang, Xianghong Wang, "Promoting considerate parking behavior in dockless bike-sharing: An experimental study", *Transportation Research Part A: Policy and Practice*, Volume 140, October 2020, Pages 153-165

In Chinese

- Wang, Xianghong, and Gensong Wang, "A Behavioral Theory and Survey Study on Effect of Return Policy on Consumption Propensity", 《经济理论与企业管理》, 2009(10): 48-51
- Wang, Xianghong, "The Impact of Salary System on Labor Income: the International Experience and the Enlightenment to China", 《政治经济学评论》, 2012 (2): 177-195
- Wang, Xianghong, and Jiqui Ren, "The Effect of Relative Income on Economic Behavior", 《经济学动态》, 2012 (4):117-123
- Wang, Xianghong, "Relative Income and Individual Utility-Evidence from China", 《经济理论与经济管理》, 2012(5):36-46
- Wang, Xianghong, Wenkai Sun, and Jiqui Ren, "The Effect of Relative Income on Migration: Evidence from Rural China", 《世界经济》, 2012(6):122-141
- Wang, Xianghong, and Zhiwei Fan, "Nudging policy is better than "laissez-faire" or control with "One size fits all", 《中国社会科学学报》, 2014.12.10
- Wang, Xianghong, Lin Zhu, Aixian Song, "Soft paternalism and nudging policy- examples with consumption policies", 《国家治理研究》, 2015(1)
- Wang, Xianghong, Gensong Wang, "The impact of minimum wage policy on workers' income allocation-empirical study based on CHNS. Economic Theory and Business Management", 《经济理论与经济管理》, 2016(05):46-56
- Wang, Xianghong, Yao Zeng, Wenkai Sun, "Industry Segregation and Gender Income Gaps-A study based on CGSS", 《经济学动态》, 2016(1):44-53

- Wang, Xianghong, Chen Jian: The Impacts of Social Comparison and Relative Income on Migrants' Consumption, *Journal of Financial Research*, 《金融研究》, 2016(12):48-63(Outstanding paper award)
- Wang, Xianghong, Wenkai Sun, and Aixian Song, "Consumer protection and consumption - Evidence from SAIC data", 《金融研究》, 2018(6):115-130
- Ma, Wanchao, Xianghong Wang, and Hui li, "Research on the influence mechanism of income gap on well-being", 《经济学动态》, 2018(11):74-87

Books and Book Chapters

- Wang, Xianghong, Wage Negotiation, Labor Relations, and Income – Research Based on Behavioral Theories, Renmin University of China Press, 2012 (in Chinese)
- Wang, Xianghong, "Behavioral Labor Economics", in *Routledge Handbook of Behavioral Economics* (edited by Frantz, Roger et al) Routledge, New York, 2016, p365-375.
- Sun, Wenkai, Song Yang, Xianghong Wang, *Labor Economics*, Tsinghua University Press, 2015 (in Chinese).

Working Papers

- Gao, Yu, George Loewenstein, Xianghong Wang, 2021, "The Misery of Spending Down the Nest Egg".
- Wang, Xianghong, Jie Zheng, Lan Zhou, 2021, "Absolute versus Relative: Asymmetric Framing and Feedback in a Heterogenous-Endowments Public Goods Game"
<http://ssrn.com/abstract=3904519>
- Li, Yutong, Xianghong Wang, Jie Zheng, 2021, "Qualification, Willingness, and Gender Bias in Leader Selection" https://papers.ssrn.com/sol3/papers.cfm?abstract_id=3917830
- Dai, Zhixin, Li, Yutong, Xianghong Wang, 2021, "Group Composition of Endowment Types and the Absolute-Relative Framing of Public Good Contributions".
- Jiang, Xu, Xianghong Wang, 2020, "Gender Difference in Leaders Framed with responsibility or Authority: An Experimental Study".
- Wang, Xianghong, Anning Xie, 2020, "Public Exposure and Defaulting Behavior in Public Good Lending".
- Wang, Xianghong, Jiani Wu, "An experimental study on the effect of relative income on charitable and public goods donation".
- Wang, Xianghong, Aixian Song, Jiani Wu, "Behavioral nudging in fitness: an experimental study".
- Wang, Xianghong, Wenkai Sun, 2020, "The Power of Relative Proportion—An Income-Allocation Experiment".
- Wang, Xianghong, Sili Zhang, "Relative income and donation behavior - An experimental study".
- Wang, Xianghong, "The effect of retail return policy on consumer behavior – evidence from TaoBao".

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- Wang, Xianghong, Jiqu Ren, "Perceived Social Conflicts and their Impact on Happiness in China".
- Wang, Xianghong, X. Tan, "Impact of minimum wage on migrant workers".
- Wang, Xianghong, "The impact of relative income on consumer finance".
- Ariely, D., Xianghong Wang, "Does honor code affect cheating behavior-a cross-culture comparison in US and China".
- McFadden, D., Wenkai Sun, and Xianghong Wang, "Chinese Internal Migrants: Policy and Measurement Challenges".

Academic Service

Associate Editor, Economic and Political Studies

Secretary-in-Chief, China Behavioral and Experimental Economics Forum (ChineBEEF)

Country Representative, The Society for the Advancement of Behavioral Economics

World Economic Forum, Member of Global Future Councils in New Economy

Organization Committee for Economic Science Association Global Meeting (2020, 2021).