

Curriculum Vitae - Tracy Xiao Liu

CONTACT INFORMATION

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EDUCATION

Ph.D. Information	2012	University of Michigan-Ann Arbor, USA
M.A. Economics	2010	University of Michigan-Ann Arbor, USA
B.E. Management Information Systems	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, Market Design, Information Economics

CURRENT POSITIONS

2021 - present Associate Professor (with tenure), Department of Economics, Tsinghua University, China

PAST POSITIONS

2016 - 2021 Associate Professor (without tenure), Department of Economics, Tsinghua University, China
2012 - 2015 Assistant Professor, Department of Economics, Tsinghua University, China

ACADEMIC VISITS

October 2019, Economic Science Institute, Chapman University, USA
December 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. Grants from National Science Foundation of China (NSFC)

National Science Foundation of China (NSFC), Outstanding Young Scholar Research Grant, "Online Behavioral Market design", PI, 2023-2025. Budget: RMB 2,000,000.

National Science Foundation of China (NSFC), Young Scholar Research Grant, "Mechanism Design for Crowdsourcing Labor Markets", PI, 2015-2017. Budget: RMB 220,000.

2. Grants from Other Chinese Government Agencies

Ministry of Science and Technology of the People's Republic of China, "The Key Solution for Online Learning Assistants", Project Member, 2018-2021, Budget: RMB 4500,000 (SEM Funding: RMB 400,000).

Ministry of Industry and Information Technology of the People's Republic of China, "Preventing Fraud in E-commerce", PI, 2016-2017. Budget: RMB 250,000.

Ministry of Education of the People’s Republic of China (MOE) Research Center for Online Education, “Designing Study Group on MOOCs”, PI, 2016-2017. Budget: RMB 60,000.

Ministry of Education of the People’s Republic of China (MOE) Research Center for Online Education, “Incentive Design on MOOCs.” PI, 2015. Budget: RMB 20,000.

3. Grants from Industry and Other Sources

Tencent, “Learning and Product Diffusion on Dynamic Matching Platforms” PI, 2019. Budget: RMB 200,000.

Tencent, “Modeling Credit System on Social Network.” PI, 2016. Budget: RMB 300,000.

Tsinghua University Research Project Grant, “Designing Crowdsourcing Labor Markets”, PI, 2014-2016. Budget: RMB 270,000.

HONORS AND AWARDS

Service Excellence Award, Tsinghua University, 2021.

Service Excellence Award, School of Economics and Management, Tsinghua University, 2020.

Advising Excellence Award (Second Prize), School of Economics and Management, Tsinghua University, 2020.

Class Adviser Excellence Award, School of Economics and Management, Tsinghua University, 2017.

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. Yuan, Yuan, Tracy Xiao Liu, Chenhao Tan, Qian Chen, Alex Sandy Pentland and Jie Tang. “Gift Contagion in Online Groups: Evidence from Virtual Red Packets.” accepted at *Management Science*, 2023.
2. Liu, Tracy Xiao, Jingfeng Lu, and Zhewei Wang. “Efficient public good provision by lotteries with nonlinear pricing.” *Journal of Economic Behavior & Organization* 204, 680-698, 2022.
3. Gong, Jie, Tracy Xiao Liu, Jie Tang. “How Monetary Incentives Improve Outcomes in MOOCs: Evidence from a Field Experiment.” *Journal of Economic Behavior & Organization*, 190, 905-921, 2021.
4. 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.” *Journal of Development Economics*, 150, 102622, 2021.
5. Cao, Cangjian, Sherry Xin Li and Tracy Xiao Liu. “A Gift with Thoughtfulness: A Field Experiment on Work Incentives” *Games and Economic Behavior*, 124, 17-42, 2020.

6. Cobo-Reyes, Ramon, Jose J. Dominguez, Fernando Garcia-Quero, Brit Grosskopf, Juan A. Lacomba, Francisco Lagos, Tracy Xiao Liu, and Graeme Pearce. “The Development of Social Preferences.” *Journal of Economic Behavior & Organization*, Special Issue for Understanding Cognition and Decision Making by Children, 179, 653-666, 2020.
7. 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.
8. 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, 705-734, 2019.
9. Liu, Tracy Xiao. “All-Pay Auctions with Endogenous Bid Timing: An Experimental Study.” *International Journal of Game Theory*, 47, 247-271, 2018.
10. Jian, Lian, Zheng Li and Tracy Xiao Liu. “Simultaneous Versus Sequential All-Pay Auctions: An Experimental Study.” *Experimental Economics*, 20, 648-669, 2017.
11. 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, 2014.
12. 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, 2014.
13. 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, 12-31, 2012.

RESEARCH PAPERS

1. Liu, Tracy Xiao, Zhixi Wan and Chenyu Yang. “The Efficiency of A Dynamic Decentralized Two-sided Matching Market.” revise and resubmit at *American Economic Review*, 2021.
2. Cao, Jing, Tracy Xiao Liu, Rong Ma and Ang Sun. “Anti-social Responses to the ‘Coal to Gas’ Regulation: An Unintended Consequence of a Residential Energy Policy.” revise and resubmit at *Management Science*, 2023.
3. Chen, Yiting, Tracy Xiao Liu, You Shan and Songfa Zhong. “The Emergence of Economic Rationality of GPT.” reject and resubmit at *Proceedings of the National Academy of Sciences of the United States of America*, 2023.

REFEREED CONFERENCE PUBLICATIONS (Computer Science)

1. Huang, Zhihuan, Shengwei Xu, You Shan, Yuxuan Lu, Yuqing Kong, Tracy Xiao Liu and Grant Schoenebeck. “SURPRISE! and When to Schedule It. Proceedings of the 30th International Joint Conference on Artificial Intelligence (IJCAI’21), 2021.
2. Song, Zhengyang, Jie Tang, Tracy Xiao Liu, Wenjiang Zheng, Lili Wu, Wenzheng Feng and Jing Zhang. “XiaoMu: an AI-driven Assistant for MOOCs.” 64 (6), 164101, SCIENCE CHINA Information Sciences, 2021.
3. 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.

4. Feng, Wenzheng, Jie Tang, Tracy Xiao Liu. “Understanding Dropouts in MOOCs.” Proceedings of the 33rd AAAI Conference on Artificial Intelligence (AAAI’19), 2019.
5. 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%)
6. 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.

INVITED TALKS&SEMINARS

- 2023: Capital University of Economics and Business, Beijing Foreign Studies University, Beijing Institute of Technology, University of International Business and Economics, Fudan University, Shanghai University of Finance and Economics, Huawei
- 2022: University of Queensland, Xi’an Jiaotong University, China University of Petroleum, Shandong University, Southeast University, Zhejiang Gongshang University, Wuhan University, Renmin University of China, Beihang University, Peking University
- 2021: China Behavioral and Experimental Economics Forum(Keynote), The Third Symposium of Brain-like Economics, Shandong University (Keynote), Wuhan University, Berlin Behavioral Economics (BBE) Seminar
- 2020: Academy of Mathematics and System Science at Chinese Academy of Sciences, Renmin University, Central University of Finance and Economics, FCES2020, The 16th Conference on Web and Internet Economics (WINE 2020), Virtual East Asia Experimental and Behavioral Economics Seminar Series, FCES 2020
- 2019: Chapman University, Shanghai University of Finance and Economics, Renmin University, Academy of Mathematics and System Science at Chinese Academy of Sciences, Alibaba
- 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

Academic Director, Master Program of Digital Economy, School of Economics and Management, Tsinghua University, 2022-present.

Faculty Research Committee, Department of Economics, Tsinghua University.

Faculty Recruiting Committee, Department of Economics, Tsinghua University.

EXTERNAL SERVICE

Associate Editor, *Management Science*, 2021-present

Associate Editor, *Journal of Economic Behavior & Organization*, 2022-present

Associate Editor, *Journal of Behavioral and Experimental Economics*, 2022-present

Executive Committee, Economic Science Association, 2022-present

Conference Local Organization Committee, *Conference on Web and Internet Economics (WINE) 2023*

Program Committee Co-Chair, *Conference on Web and Internet Economics (WINE) 2022*

Senior Program Committee (SPC), *Conference on Web and Internet Economics (WINE) 2021*

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*
- *Economic Research (Chinese)*
- *China Journal of Economics (Chinese)*
- *Economic Science (Chinese)*

Member: American Economic Association, Economic Science Association, Econometric Society, China Computer Federation, China Information Economics Society.

PRINCIPAL ADVISOR

Shu Wang: current

You Shan: current

Cangjian Cao: 2020, Citic Securities

Chao Tang: 2018, Development Research Center of the State Council