

Xiaoyu Zhou

Chair of Economic Theory
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POSITION	Post-doctoral research fellow, Friedrich-Alexander-Universität Erlangen-Nürnberg Chair of Economic Theory	2017 –
EDUCATION	Ph.D. in Economics <i>Department of Economics, Royal Holloway, University of London</i>	2011 – 2017
	Experimental Summer School in Macro Economics <i>Universität Pompeu Fabra.</i>	2015
	Ph.D. visiting Student <i>Graduate Program in Economics, Finance and Management, Universität Pompeu Fabra.</i> Besides attending courses in Microeconomic and Econometrics, I conducted 2 preliminary experimental studies under the supervision of Prof. Rosemarie Nagel and Prof. Robin M. Hogarth.	2013 – 2014
	Msc in Economics (Graduate with Merit) <i>Department of Economics, Royal Holloway, University of London.</i>	2010 – 2011
	BS in Economics <i>School of Economics and Management, Beijing Jiaotong University.</i> (After graduation, I worked for the Beijing Olympic Organization committee.)	2003 – 2007
RESEARCH FIELDS	Behavioral and Experimental Economics, Cultural Economics, and Neuroeconomics.	
JOB MARKET PAPER	Rice Farming and the Emergence of Cooperative Behavior <i>Award of Excellence for the best finalist seminar and paper.</i> This paper explores the origins of observed differences in cooperativeness across societies and cultures. In particular, we show that rice cultivation practiced hundreds of years ago gives rise to a more cooperative social norm that affects contemporary decision making in a incentivized and strategic setting. Unlike cultivating other crops, such as wheat or corn, farming rice historically required extensive cooperation among farmers. Therefore, hundreds of years of rice farming might lead to the creation of a cooperative social norm that affects people living in that society, and the social norm transmits fairly unchanged from generation to generation. To test this hypothesis, we travelled to four typical rice and non-rice provinces in China and recruited a total of 524 local <i>university</i> students as subjects. We find that rice subjects contribute more than their non-rice counterparts in the Public Goods Game with and without punishment, with the effect being a lot more pronounced in the former. Further analyses reveal a significant difference in frequency, though not in magnitude of punishment, but no difference in how the two groups react to punishment. It follows that the different levels of cooperativeness observed in the punishment treatments are a direct effect of the significant differences in frequency of punishment. Furthermore, as there is no difference between the two groups in the ultimatum and in the dictator game, we interpret from our results that rice cultivation does not make people more cooperative per se. Instead, it is more likely the case that people in rice regions understand the nature of public goods differently than their non-rice counterparts. We attribute the differences to a cultural norm resulting from a history of farming that affects the whole population living in that society.	
WORKING PAPERS	The Virtue of Honor and the Power of Shame – A Real Effort Experiment on Charitable Donation (with Michael Naef and Bjoern Hartig) Studies have established that reputation concern is one important motivation underlying charitable behavior. However, less is known whether it is the pursuit of honor, the avoidance of shame, or the combination of both that is the primary motivation. The present paper aims to disentangle the two distinct effects on charitable behavior. We design a novel honoring and shaming ceremony that resembles the common practice of charitable organizations. The design also controls for the ‘exposure aversion’	

effect, which means some individuals simply dislike any sort of public exposure. Our results indicate that both the desire to gain prestige and the urge to avoid social disapproval are important motives in explaining giving behavior.

WORK IN PROGRESS	Does Testosterone increase people's reputation concerns? (with Michael Naef and Christoph Eisenegger)	
	Does Participation Fee Foster Cooperation in Social Dilemma Situations? (with Bjoern Hartig)	
TEACHING	Topics in Game Theory (Teaching Assistant)	2013
	Quantitative methods I & II (Teaching Assistant)	2012 – 2013
	Introduction to STATA	2011 – 2012
CONFERENCE PRESENTATIONS	Royal Economic Society Conference, University of Bristol, UK.	2017
	ESA European meeting 2016, Bergen, Norway.	2016
	Social and Biological Roots of Economics Workshop (SBREW), Kiel, Germany.	2016
	London Experimental Workshop (LEW).	2016
	Royal Holloway, Economics Annual Ph.D. conference.	2013 & 2016
	Forum of Sustainable Development, Beihang University, Beijing, China.	2015
	London PhD Experimental Economics Workshop.	2014
REFEREE SERVICE	Biology Letters (2013)	
GRANTS AND SCHOLARSHIPS	Award of Excellence for the best finalist seminar and paper	2016
	Santander Award (Travel and Research Award)	2016
	National Natural Science Foundation of China Grant	2015
	Royal Holloway Experimental Lab Grant	2012, 2013 & 2016
	Royal Holloway, College Maintenance Award and Department Bursary	2011, 2012 & 2014
RELEVANT EXPERIENCES	Microsoft Office, STATA, z-Tree, \LaTeX , Matlab, Python and oTree.	
REFERENCES	Dr. Michael Naef (Advisor) Royal Holloway, University of London Michael.Naef@rhul.ac.uk	Prof. Francesco Feri Royal Holloway, University of London Francesco.Feri@rhul.ac.uk
	Prof. Rosemarie Nagel Universitat Pompeu Fabra nagel.rosemarie@gmail.com	