

This version: March, 2021

JINGNAN (CECILIA) CHEN

Business School
University of Exeter
0.39 Streatham Ct
Rennes Drive
Exeter, Devon EX4 4PU

Phone: 01392 726294
Email: j.chen2@exeter.ac.uk
Website: jingnanchen.com

EDUCATION

Ph.D.	Economics	George Mason University, USA	2014
M.A	Economics	George Mason University, USA	2011
B.S	Finance	Shanghai Jiao Tong University, China	2008

EMPLOYMENT

2019 -	Senior Lecturer, Economics Department, University of Exeter
2014 - 2019	Lecturer, Economics Department, University of Exeter

EDITORIAL SERVICE

2020 -	Editorial board, The Leadership Quarterly
--------	---

JOURNAL PUBLICATIONS

Forthcoming	“When a Nudge Is (Not) Enough: Experiments on Social Information and Incentives”, with Miguel A. Fonseca and Shaun Grimshaw. Accepted. <i>European Economic Review</i> .
2019	“When are women willing to lead? The effect of team gender composition and gendered tasks”, With Daniel Houser. <i>The Leadership Quarterly</i> , 30(6), p101340.
2019	“Broken Contracts and Hidden Partnerships: Theory and Experiment”, With Daniel Houser. <i>Journal of Economic Behavior and Organization</i> , v 157, 2019, 754 - 774.
2017	“Promises and Lies: Can Observer Detect Deception in Written Messages”, with Daniel Houser. <i>Experimental Economics</i> , 20:2, 398-419
2016	“Beward of Popular Kids Bearing Gifts: A Framed Field Experiment”, with Daniel Houser, Natalia Montinari and Marco Piovesan. <i>Journal of Economic Behavior and Organization</i> , v 132, Part A, Dec. 2016: 104-120
2012	“Non-Human Primate Studies Inform the Foundation of Fair and Just Human Institutions”, with Daniel Houser. <i>Social Justice Research</i> , 25:3, 277-297.

BOOK CHAPTERS

- 2017 “Testing and Implementing Digital Tax Administration”, with Gareth Myles and Shaun Grimshaw, *Digital Revolution in Public Finance*, The International Monetary Fund (IMF).
- 2015 “Ethics and Advances in Economic Science: The Role of Two Norms”, with Angelina Christie and Daniel Houser, in George DeMartino and Deirdre McCloskey (Eds), *Handbook on Professional Economic Ethics: Views from the Economics Profession and Beyond*, Oxford University Press.

WORKING PAPERS

- “(Un)ethical Advantage and Willingness to Compete: When Competition is Unfair”, with Daniel Houser.
- “Outdoor heat and productivity in a high-tech setting: evidence from the precision manufacture of silicon wafers”, with Miguel A. Fonseca, Anthony Heyes, Jie Yang and Xiaohui Zhang.

WORK IN PROGRESS

- “Time Delay on Risk Preferences: An Experiment”, with Pradeep Kumar. (Analyses completed)
- “Stealth Wealth: Income Inequality, Peer Punishment and the Behavioural Roots of Financial Secrecy”, with John D’Attoma and Miguel Fonseca. (Data collected)
- “The Michael Jordan effect on team productivity: Evidence from a large manufacturing company”, with Miguel Fonseca, Sebastian Kripfganz and Jerry Yang (Data analysis in progress)

TEACHING

Year	Course Title	Evaluation	Location
Fall 2019	Experimental Methods	5/5	UoE
	Behavioural Insights for Business and Management	4.2/5	UoE
Fall 2018	Experimental Methods	4.3/5	UoE
	Behavioural Insights for Business and Management	3.8/5	UoE
Fall 2017	Experimental Methods	4/5	UoE
	Economics of Management Strategy	3.8/5	
Fall 2016	Experimental Methods	5/5	UoE
	Introduction to Statistics	3.5/5	
Fall 2015	Experimental Methods	5/5	UoE
	Statistics and Econometrics	3.3/5	
Fall 2014	Statistics and Econometrics	3/5	UoE
	Economics for Management	2.7/5	

GRANTS, HONORS AND AWARDS

2020 - 2021	C.I., Israeli Ministry of Science and Technology on “Optimal government communication policy and the prevention of infectious disease” for £7,600 with Todd R. Kaplan & Di Mu
2019 - 2020	P.I., UKRI Research England for £18,392 on “Problem gambling and mental health” with Pradeep Kumar
2019 - 2020	P.I., Center for Open Science on replication projects for \$20,000
2017 - 2018	C.I., Open Innovation Award on “The effect of emotion on tax compliance” for £16,096 with Miguel Fonseca & Brit Grosskopf
2017 - 2018	C.I., HMRC & Tax Administration Research Centre (TARC) on “The effect of emotion on compliance” for £10,000 with Miguel Fonseca & Brit Grosskopf
2016 - 2017	P.I., Behavior, Identity & Decision (BID) research cluster for £3,000
2016 - 2017	C.I., Behavior, Institutions & Policy (BIP) research cluster for £5,000
2015 - 2016	P.I., National Audit Office (NAO) Research Grant on “Quality of customer service on tax return accuracy” for £20,532 with Shaun Grimshaw
2014 - 2015	P.I., Behavior, Decision and Market center research award for £3,240
2008 - 2014	Pre-doctoral Scholar, International Foundation for Research in Experimental Economics (IFREE)
2013	Osher Lifelong Learning Institute Scholarship
2013	Southern Economic Association (SEA) Graduate Student Award
2012	The Association of Private Enterprise Education (APEE) Young Scholar Award

PROFESSIONAL ACTIVITIES

Referee for: Journal of European Economic Association, Review of Economic Studies, JEBO, Journal of Experimental Psychology, Experimental Economics, European Economic Review, Management Science, Southern Economic Journal, Journal of Neuroscience, Psychology and Economics, Journal of Behavioral and Experimental Economics

LANGUAGE

English (Fluent), Mandarin Chinese (Native)

OTHER ACTIVITIES

Accomplished Hulusi player and performer ([Hulusi](#) is a traditional free reed Chinese instrument with a clarinet-like sound, popular in Yunnan Province where I am from).

REFERENCES

[Miguel Fonseca](#)

Department of Economics
Business School

University of Exeter

m.a.fonseca@exeter.ac.uk

[Daniel Houser](#)

Interdisciplinary Center
for Economic Science (ICES)
& Department of Economics

George Mason University

dhouser@gmu.edu

[Todd Kaplan](#)

Department of Economics

University of Haifa

& University of Exeter

t.r.kaplan@exeter.ac.uk