

JINGJING ZHANG

Economics Discipline Group
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[Google Scholar](#)

EDUCATION

Ph.D. Economics	Purdue University Krannert School of Management	08/2008
M.S. Economics	Purdue University Krannert School of Management	12/2004
B.A. Economics	Zhejiang Gongshang University (China) Bachelor's Degree with Honors	06/2003

RESEARCH INTERESTS

Behavior in Market and Market Design | Voting and Political Economy | Cheap Talk
Communication Inter- and Intra-group Conflict and Cooperation | Contests | Experimental and Behavioral Economics

PROFESSIONAL EXPERIENCE

Current Positions

Professor and Department Head, Economics Discipline Group, School of Economics, Finance and Marketing, College of Business and Law, RMIT from 06/2022

Previous Positions

Associate Professor, Economics Discipline Group, UTS Business School	01/2020-06/2022
Director, the UTS Behavioral Lab, UTS Business School	09/2016-06/2022
Senior Lecturer, Economics Discipline Group, UTS Business School	11/2014-12/2019
Visiting Research Professor, Vienna University of Economics and Business	05/2018
Visiting Lecturer, Department of Economics and Finance, City University of Hong Kong	04/2018
Visiting Scholar, Department of Economics, Monash Business School	09/2017
Deputy Head, Economics Discipline Group, UTS Business School	05/2015-09/2016
Acting Head, Economics Discipline Group, UTS Business School	01/16, 05/16,12/15
Co-Director, the UTS Behavioral Lab, UTS Business School	11/2014-09/2016

Manager, the UTS Centre for Policy and Market Design	11/2014-09/2016
Assistant Professor (Oberassistent), ESEI Center for Market Design, University of Zurich	08/2010-10/2014
Postdoctoral Fellow, Department of Economics, McMaster University	08/2008-07/2010

Courses Taught

Lecturer, Economics Discipline Group, UTS Business School <i>Course: Economics for Management (MBA), Economics for Business (undergraduate), Experimental Economics (Ph.D. & undergraduate); Game Theory and Strategic Interaction (graduate certificate & Master of Behavioural Economics)</i>	2015-2022
Guest Lecturer, City University of Hong Kong <i>Topic: Recent Experimental Topics (Economics and Finance Research Students)</i>	2018, 2021
Lecturer, ESEI Center for Market Design, University of Zurich <i>Course: Groups in Economic Decision-Making (graduate)</i>	2010-2014
Instructor, Department of Economics, McMaster University <i>Course: Economics of Public Sector Policy & Human Resources Economics Policy (graduate)</i>	2009
Instructor, Krannert School of Management, Purdue University <i>Course: Microeconomics (undergraduate)</i>	2006

ACADEMIC GRANTS AND AWARDS

External Major Grants

ARC Discovery Project, <i>AUD 174,000</i>	2019-2021
UTS-SAS Internet of Things Innovation Lab Project Grant, <i>AUD 150,387</i>	2018-2020
Swiss National Science Foundation, <i>CHF 336,691</i> .	2011-2014
National Science Foundation, Dissertation Grant, <i>USD10,682</i>	2007-2008

Internal Grant

University of Technology Sydney Cross Faculty Collaboration Scheme, <i>AUD 40,000</i>	2021
University of Technology Sydney Business Research Grant, <i>AUD 12,000</i>	2020
University of Technology Sydney Business Research Grant, <i>AUD 10,000</i>	2019
University of Technology Sydney Business Research Grant, <i>AUD 8,000</i>	2017
University of Canterbury, Business and Economics Contestable Research Grant, <i>NZ 9969</i>	2009
Purdue University, Purdue Research Foundation, Research Grant, <i>USD 17,280</i>	2006-2007

Awards

Krannert School Certificate for Outstanding Research, Purdue University	2006
Robert W. Johnson Award for Distinguished Research Proposal, Purdue University	2006
Krannert School Certificate for Distinguished Teaching, Purdue University	2006

PUBLICATIONS

Refereed Contributions

- “[Defaults and Cognitive Effort](#),” (with Andreas Ortmann, Dmitry Ryvkin and Tom Wilkening), the *Journal of Economic Behavior & Organization*, forthcoming [ABDC Rank A*]
- “[Sealed-bid Versus Ascending Spectrum Auctions](#)”, (with Nicholas C. Bedard, Jacob K. Goeree, Philippos Louis), *Experimental Economics*, forthcoming, [ABDC Rank A*]
- “[Improving on Simple Majority Voting by Alternative Voting Mechanisms](#)” (with Jacob K. Goeree and Philippos Louis), *The Oxford Research Encyclopedia of Economics and Finance*. Oxford University Press, 2020
- “[Noisy Introspection in the “11-20” Game](#),” (with Jacob K. Goeree and Philippos Louis), *Economic Journal*, 128 (611), 1509-1530, 2018 [ABDC Rank A*]
- “[The Effects of Communication on the Partnership Solution to the Commons](#),” (with Neil Buckley, Stuart Mestelman, R. Andrew Muller and Stephan Schott), *Environmental and Resource Economics*, 70 (2), 363-380, 2018 [ABDC Rank A]
- “[Asymmetric and Endogenous Communication in Competition Between Groups](#),” (with Timothy N. Cason and Roman M. Sheremeta), *Experimental Economics*, 20 (4), 946–972, 2017 [ABDC Rank A*]
- “[One Man, One Bid](#),” (with Jacob K. Goeree), *Games and Economic Behavior*, 101, 151-171, 2017 [ABDC Rank A*]
- “[Same Process, Different Outcomes: Group Performance in an Acquiring a Company Experiment](#)” (with Marco Casari and Christine Jackson), *Experimental Economics*, 19 (4), 764-791, 2016 [ABDC Rank A*]
- “[Communication & Competition](#),” (with Jacob K. Goeree), *Experimental Economics*, 17(3), 421-438, 2014. [ABDC Rank A*]
- “[Three-Player Trust Game with Insider Communication](#),” (with Roman M. Sheremeta), *Economic Inquiry*, 52 (2), 576-591, 2014. [ABDC Rank A]
- “[Communication and Efficiency in Competitive Coordination Games](#),” (with Timothy N. Cason and Roman M. Sheremeta), *Games and Economic Behavior*, 76, 26-43, 2012. [ABDC Rank A*]
- “[How Groups Reach Agreement in Risky Choices: An Experiment](#),” (with Marco Casari), *Economic Inquiry*, 50 (2), 502-515, 2012. [ABDC Rank A]
- “[Can Groups Solve the Problem of Over-Bidding in Contests?](#)” (with Roman M. Sheremeta), *Social Choice and Welfare*, 35 (2), 175-197, 2010. [ABDC Rank A]

Book Chapters

“Appropriation from a Common Pool Resource: Effects of the Characteristics of the Common Pool Resource, the Appropriators and the Existence of Communication” (with Neil Buckley, Stuart Mestelman, R. Andrew Muller, Mackenzie Rogers and Stephan Schott) in *Experimental Economics*, Vol, 4, Chapter 2, Anabela Botelho, Editor, *The WSPC Reference of Natural Resources and Environmental Policy in the Era of Global Change*, Ariel Dinar, Editor-in-Chief, World Scientific Publishing Company, 15-42, 2017.

Conference Proceedings

“[Appropriation from a Common Pool Resource: Effects of the Characteristics of the Common Pool Resource, the Appropriators and the Existence of Communication](#)” (with Neil Buckley, Stuart Mestelman, R. Andrew Muller, Mackenzie Rogers and Stephan Schott), Proceedings of the Atlantic Canada Economics Association Conference, Nova Scotia, Canada, 2014.

“[How does Communication and Output Sharing Affect Intergroup Competition, Intragroup Effort Provision and Social Efficiency?](#)” (with Neil Buckley, Stuart Mestelman, R. Andrew Muller and Stephan Schott), Proceedings of the European Association of Environmental and Resource Economics Conference, Prague, Czech Republic, 2012.

“[Shut Up and Fish: The Role of Communication when Output-Sharing is used to Manage a Common-Pool Resource](#),” (with Neil Buckley, Stuart Mestelman, R. Andrew Muller and Stephan Schott), Proceedings of the Atlantic Canada Economics Association Conference, New Brunswick, Canada, 2009.

WORKING PAPERS

“Inefficient Markets,” (with Jacob K. Goeree and Philippos Louis), under revision for ABDC A* journal

“Promotion and Demotion Contests” (with Jonathan Levy), under review at ABDC A* journal

“Preventing Search With Wicked Default,” (with Andreas Ortmann, Dmitry Ryvkin and Tom Wilkening)

WORK IN PROGRESS

“Optimal Contest Design with Negative prizes: Theory and Experiment” (with Lingbo Huang and Jun Zhang)

“Bayesian Persuasion and Pricing Strategies: Experimental Investigation on the Informed Seller Problem”, (with Yanlin Chen)

INVITED TALKS

University of Chicago, University of Toronto, Vienna University of Economics and Business, CERGE-EI, BI Norwegian Business School, WZB-TU Colloquium, Case Western Reserve University, The University of Texas at Dallas, Purdue University (2), McMaster University (2), University of Zurich, Singapore Management University, Loyola University Chicago, Worcester Polytechnic Institute, Appalachian State University, Luiss Guido Carli University, University of Sydney, Queensland University of Technology (2), Macquarie Graduate School of Management, University of Auckland, Monash University (4), University of Melbourne (2), Deakin University, RMIT, University of Technology Sydney, University of New South Wales (2), City University of Hong Kong, Chinese University of Hong Kong, Fudan University, Shanghai Jiao Tong University (2), Shanghai University of Finance and Economics (2), East China Normal University, Zhejiang University (3), University of International Business and Economics, Zhejiang Gongshang University, Harbin Institute of Technology, Shenzhen, Nanjing Audit University

PRESENTATIONS

Australia New Zealand Workshop on Experimental Economics, Sydney, Australia	09/2022
Virtual East Asia Experimental and Behavioral Economics Seminar Series, Osaka,	06/2021
Japan Australia New Zealand Workshop on Experimental Economics, Melbourne,	11/2019
Australia European Public Choice Society Annual Meeting, Jerusalem, Israel	04/2019
Australia New Zealand Workshop on Experimental Economics, Auckland, New Zealand	11/2018
Workshop on Behavioral and Experimental Economics and Finance, U of Sydney, Australia	07/2018
Australia New Zealand Workshop on Experimental Economics, Melbourne, Australia	09/2017
International Economic Science Association Conference, San Diego, USA	06/2017
Australasia Meeting of the Econometric Society, Sydney, Australia	07/2016
Annual Australia New Zealand Workshop on Experimental Economics, Tasmania, Australia	12/2015
Annual Conference of Public Economic Theory Association, Luxembourg	07/2015
Workshop on Behavioral Game Theory, University of East Anglia, Norwich, UK	06/2015
Annual Conference of the Canadian Economics Association, Vancouver, B.C., Canada	05/2014
Anniversary of Thurgau Experimental Economics Meeting, Stein am Rhein, Switzerland	04/2014
International Meeting on Experimental and Behavioral Social Sciences, Oxford,	04/2014
UK Asia-Pacific Economic Science Association Conference, Auckland, New	02/2014
Zealand ESEI Workshop on Market Design, Cologne, Germany	09/2013
International Economic Science Association Meetings, Zurich,	07/2013
Switzerland Society for the Advancement of Economic Theory, Paris,	07/2013
France European Public Choice Society Meeting, Zurich, Switzerland	04/2013
ESEI Workshop on Market Design, Prague, Czech Republic ESEI	10/2012
Workshop on Communication in Games, Zurich, Switzerland	06/2011
Allied Social Science Associations Annual Meeting, Denver, CO, USA	01/2011
North American Economic Science Association Conference, Tucson, AZ, USA	10/2010
International Economic Science Association Conference, Copenhagen, Denmark	07/2010
Asia-Pacific Economic Science Association Conference, Melbourne, Australia	02/2010
North American Economic Science Association Conference, Tucson, AZ, USA	11/2009
International Economic Science Association Conference, Washington DC, USA	06/2009
Annual Conference of the Canadian Economics Association, Toronto, ON, Canada North	05/2009
American Economic Science Association Conference, Tucson, AZ, USA International	11/2008
Economic Science Association Conference, Pasadena, CA, USA	06/2008
Asia-Pacific Economic Science Association Conference, Shanghai, China North American	08/2007
Economic Science Association Conference, Tucson, AZ, USA	04/2007

ADDITIONAL PROFESSIONAL SERVICE**Peer Reviewer:**

American Economic Review, Journal of Political Economy, International Economic Review, Economic Journal, Journal of Economic Theory, Games and Economic Behavior, Journal of Public Economics, Experimental Economics, Journal of Economic Behavior & Organization, Journal of the European Economic Association, Management Science, Southern Economic Journal, Economics Letters, Economic Inquiry, Economic Bulletin, Journal of Neuroscience, Psychology, and Economics, Nature Human Behavior, Economic Modelling, Games, Journal of Socio-Economic, Journal of Economic Psychology, Journal of Behavioral and Experimental Economics Homo Oeconomicus

Session Organizer and Chair:

Economics Science Association Job Market Candidates Seminar Series, Sydney, Australia	2020-2021
Co-organizer UTS Behavioural Lab Annual Conference, Sydney, Australia	09/2019
Co-organizer UTS Behavioural Lab Annual Conference, Sydney, Australia	08/2018
Local organizer Australasian Meeting of the Econometric Society, Sydney, Australia	07/2016
Co-organizer 5th ESEI Workshop on Market Design, Sydney, Australia	07/2015
Co-organizer Economic Science Association World Meetings, Sydney, Australia	07/2015
Co-organizer 4th ESEI Workshop on Market Design, Sydney, Australia	07/2014
Co-organizer 3rd ESEI Workshop on Market Design, Cologne, Germany	09/2013
Co-organizer Economic Science Association World Meetings, Zurich, Switzerland	07/2013
Co-organizer 2nd ESEI Workshop on Market Design, Zurich, Switzerland	07/2013
Co-organizer 1st ESEI Workshop on Market Design, Prague, Czech Republic	10/2012
Co-organizer Workshop on Communication in Games, Zurich, Switzerland	06/2011
Session Chair, Allied Social Science Associations 2011 Annual Meeting, Denver, CO, USA	01/2011

Discussant:

European Public Choice Society Annual Meeting, Jerusalem, Israel	04/2019
European Public Choice Society Meeting, Zurich, Switzerland	04/2013
Annual Conference of the Canadian Economics Association, Toronto, ON, Canada	05/2009

Committee Member:

Economic Science Association Executive Committee Asia Pacific Member	2023-2026
UTS Business School Faculty Research Committee UTS Business School Faculty Ethics Panel	2022-2023
UTS Faculty Board in Business, Academic Representative UTS Economics Discipline Group Strategic Hiring Committee	2020-2022
UTS Centre for Policy and Market Design, Hiring Committee	2015-2016
ESEI Center for Market Design, University of Zurich, Hiring Committee	2011-2014

Thesis Supervision:

Ningyi Sun, PhD Dissertation external supervisor panel, Monash University, Research Fellow	2018-2021
Jonathan Livermore, PhD Dissertation, Postdoc Research Fellow at Monash University	2017-2020
Yanlin Chen, PhD Dissertation, Assistant Professor at Nanjing Audit University	2016-2019
Richard Allchurch, Honors Thesis	2016
Zsófia Szalai, Master Thesis	2011

PROFESSIONAL AFFILIATIONS

American Economic Association, Economic Science Association, Canadian Economics Association, Western Economic Association International, RMIT Behavioural Business Lab, UTS Behavioural Lab, UNSW Agora Centre for Market Design, Vernon Smith Experimental Economics Laboratory, McMaster Experimental Economic Laboratory, McMaster Centre for Health Economics and Policy Analysis, Chinese Economists Society