

# Shan Gui

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## Education

Ph.D., Economics, George Mason University	2019 to 2024 (expc.)
M.S., Finance, Fudan University	2017-2019
B.A., Economics, Shanghai University of Finance and Economics	2013-2017
B.S., Mathematics (minor), Shanghai University of Finance and Economics	2014-2017

## Research

### Publication

1. Trust, Lies, and Inequality (with Ninghua Du and Daniel Houser), *American Journal of Economics and Sociology*, Forthcoming 2023, <https://doi.org/10.1111/ajes.12540>
2. Hui Xu, Jie Liang, Shan Gui. The Impacts of the Origins of Social Status on Deception: Evidence from a Lab Experiment, *South China Journal of Economics*, 2019, 28(2):86-107

### Working Paper

1. Non-Clairvoyant Dynamic Mechanism Design: Experimental Evidence (with Daniel Houser, Reject and Resubmit at *Games and Economic Behavior*) [[SSRN](#)]
2. How Sellers Decide on Dynamic Mechanism: Information Matters (with Daniel Houser, Under Review) [[SSRN](#)]

### Work in Progress

1. Using (merit-based) default to reduce gender gaps in contribution of ideas: Evidence from an online experiment (with Jingnan Chen, Daniel Houser and Erte Xiao)
2. Mechanism comparison under non-clairvoyant environment (with Daniel Houser)
3. Incompetence trap (with Cesar Martinelli)

## Teaching Experience

### Instructor

Econ 103: Microeconomics Principles ([Evaluation](#): 4.85/5)

GMU, Summer 2022

## Co-instructor

Econ 838: Econometrics II (with Daniel Houser)	GMU, Fall 2021, 2022, 2023
Econ 445: Design and Analysis of Experiment (with Daniel Houser)	GMU, Fall 2021, 2022, 2023
Econ 445 (Online): Design and Analysis of Experiment (with Daniel Houser)	GMU, Summer 2023

## Teaching Assistant

Econ 612 (Online): Microeconomics II	GMU, Spring 2021, Summer 2021
Econ 611 (Online): Microeconomics	GMU, Fall 2021
Stochastic Calculus for Finance	Fudan University, Fall 2018
Game Theory	Fudan University, Fall 2017

## Academic Presentations

2023: ASSA, AMES, APEE
2022: ESA Global, APEE, ICES Brownbag
2021: APEE, ICES Brownbag

## Grants and Fellowships

ICES Ph.D. Fellow, GMU	2019-Present
Asian Meeting of the Econometric Society (AMES) Young Scholar Award	2023
Osher Lifelong Learning Institute (OLLI) scholarship	2023
Outstanding Graduates Awards of Shanghai	2017
National Scholarship, First Prize of the People's scholarship	2016

## Language

Native Chinese (Mandarin), Fluent English

## Reference

### Daniel Houser

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(1) 703-993-4856      dhouser@gmu.edu

### Cesar Martinelli

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### Johanna Mollerstrom

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### Thomas Stratmann

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