

## DAVID ONG

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### ACADEMIC CAREER

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2009-Present, Assistant Professor of Economics, Peking University HSBC Business School  
2011 Jan-Feb., Visiting Scholar, Max Planck Institute, Munich  
2011 June-July, Visiting Scholar, Center for the Study of Rationality, Hebrew University  
2013 Jan-Feb., Visiting Scholar, University of California, San Diego, Rady School of Management  
2013 April Visiting Scholar, Max Planck Institute, Jena  
2014 March Visiting Scholar, Ben Gurion University, Israel  
2014 March Visiting Scholar, Queensland University of Technology, Brisbane Australia  
2015 Sept – 2016 March Visiting Scholar, Chinese University of Hong Kong

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### EDUCATION

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Ph.D. Economics  
University of California, Davis (2009)  
Course Work, Field Paper: Suspicion of Unawareness, UW, Madison (2001-03)  
M.A. Economics (Terminal)  
New York University, New York (2001)  
B.A., Great Books Program  
St. John's College, Annapolis, MD (1993)

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### FIELDS OF INTEREST

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Experimental economics, behavioral game theory, industrial organization

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### PUBLICATIONS

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“[Heterogeneous Risk/Loss Aversion in Complete Information All-Pay Auctions](#)” Forthcoming  
European Economic Review. Chen, Zhuoqiong, David Ong, and Ella Segev.

## DAVID ONG

[“Income attraction: An online dating field experiment”](#) with Jue (Julie) Wang (U-Iowa), *Journal of Economic Behavior and Organization*, March 2015, 111, 13-22.

[“The Gender difference in the value of winning”](#) with Zhuoqiong (Charlie) Chen (London School of Economics), Roman Sheremeta (Case Western), *Economics Letters* 137(2015): 226–29.

[“Education and income attraction: an online dating field experiment”](#) *Applied Economics*, November 20, 2015, 1-15.

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### WORKING PAPERS

[“Hard to get: the scarcity of women and the competition for high-income men in Chinese cities”](#) with Yang (Alan) Yu (Peking-U HSBC), Junsen Zhang (Chinese U of Hong Kong)

[“Can there ever be too many flavors of Häagen-Dazs? Product stereotypes and choice overload behavior”](#) with Eva Zhang (University of Southern California, Marketing)

[“Location Still Matters: Evidence from an Online Shopping Field Experiment”](#) with Zhong (Zachary) Zemin and John Morgan (Berkeley Haas School),

[“Collaboration Incentives: endogenous selection into single and coauthorships by surnames in economics and management”](#), with Ho Chan Fan and Benno Torgler (Queensland University of Technology)

[“Marrying up: the tradeoff between spousal income and spousal height”](#), with Yang (Alan) Yu (Peking-U HSBC), Junsen Zhang (Chinese U of Hong Kong)

[“Pro bono work and trust in expert fields”](#) with Chun-Lei Yang, (Academia Sinica Taiwan), *in revision*

[“The academic source of the beauty premium”](#) with Man Xie (Peking-U HSBC) and Junsen Zhang (Chinese U of Hong Kong)

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### WORK IN PROGRESS

“When to wait for Mr. Right: selection and adverse selection in marriage markets” with Yang (Alan) Yu (Peking-U HSBC), Junsen Zhang (Chinese U of Hong Kong)

“Mutual certification in expert fields”

[“Fishy gifts: bribing with shame and guilt”](#)

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### INVITED TALKS

2016

Advances in Field Experiments at University of Chicago, Rimini Conference at Waterloo, Guelph University, Wilford Laurier University, University of Carleton, NBER China Working Group, Chinese University of Hong Kong Workshop on Family and Labor Economics, World Game Theory Congress (Maastricht),

2015

## DAVID ONG

University of Michigan, Harvard Business School, Chapman University

2014

University of Lausanne, Erasmus University, Ben Gurion University, Center for the Study of Rationality at Hebrew University, University of Hull, Queensland University of Technology.

2013

Northwestern University, Kellogg School of Business, Washington University at St. Louis, New York University, University of Virginia, University of Ottawa, York University, Guelph University, University of California at Riverside; University of East Anglia; University of Lund; University of Lyon GATE; University of Aarhus; Maastricht University; Max Plank Institute-Jena; Monash University; University of Sydney; University of Brisbane; Queensland University of Technology

2012

University of California, San Diego, Rady School of Business; University of Washington at St. Louis; Florida State University; University of Florida; University of Miami; Loyola Marymount University; Contests, Mechanisms and Experiments Conference, University of Exeter; University of East Anglia; Tilburg University; University of Western Ontario

2011

University of Ottawa; Canadian Competition Bureau; Peking University Guanghua School of Management; University of International Business and Economics

2010

University of International Business and Economics, Beijing; Shanghai University of Finance and Economics; Fudan University Graduate School of Management; Jiaotong University Graduate School of Management

### **PRESENTATIONS**

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2014

Yale University, New York University, Chapman University

2013

University of California, San Deigo, San Diego State University, University of Pennsylvania, University of Michigan, Ann Arbor; University of California, San Diego, Rady School of Business; Carnegie Mellon University; Hong Kong University of Science and Technology; Chapman University

2012

Oxford University; University of Ottawa; George Mason University; Economic Science Association Meeting; NYU; Econometric Society North America Meeting; Northwestern University, Kellogg; Game Theory Society World Congress, Istanbul

2011

Canadian Economic Association Annual Conference, Ottawa; Econometric Science Society North American Meeting; St. Louis; Economic Science Association North American Meeting, Chicago; Stony Brook International Game Theory Festival, Stony Brook; Renmin

## DAVID ONG

University; Economic Science Association Asian Meeting, Xiamen; American Economic Association, North American Meeting, Chicago

2010

Sino-German Workshop, Sichuan University; 5Th International Annual Conference on Industrial Organization and Economic Theory; Jinan University; China; Lingnan University; Department of Economics; China; Economic Science Association Meeting; University of Copenhagen; Southwest University of Economics and Finance; Department of Economics; China; 2nd Brazilian Workshop of the Game Theory Society; Sao Paulo; Brazil; Society for the Advancement of Economic Theory; Singapore; Society for the Advancement of Behavioral Economics Summer School Conference; Moscow; Hong Kong University of Science and Technology; Hong Kong; First Annual International Conference on Experimental Economics and Finance at Xiamen University (WISE); International Conference on Applied Statistics and Financial Mathematics at Hong Kong Polytechnic University

2009

Economic Science Association Conference, Washington DC; The Society for the Advancement of Economic Theory Conference, Italy; IAREP/SABE Conference on Behavioral Economics, Economic Psychology: Theory and Policy, Halifax; International Conference on Game Theory, Stony Brook, New York; Far East and South Asia Meeting of the Econometric Society, Tokyo; Economic Science Association - European Meeting, Austria; Xiamen University, WISE Economics Department, China; China Economic Association Meeting, Hong Kong;

## TEACHING EXPERIENCE

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### Graduate

- Industrial Organization Approach to Finance, Peking University HSBC School of Business, Spring 2011-present
- Empirical Industrial Organization (of Experts), Peking University HSBC School of Business, Spring 2010-present
- Experimental Economics, Peking University HSBC School of Business, Fall 09-present.

### Undergraduate

- Empirical Industrial Organization, UCD, Spring 09
- Principles of Microeconomics, University of the Pacific, Fall 08 - Spring 09.
- Game Theory, Economics Department, UCD, Summer 07.
- The Behavioral Economics of Marketing, UCD Extension, Summer 08.

### Teaching Assistant

- Ph.D. Microeconomics Sequence (Game Theory and IO), UCD, Spring 07.
- Game Theory, UCD, (Fall 06).
- Theory of Industrial Organization, UCD, Winter 07, Fall 07, Winter 08.
- Corporate Finance, UCD, Winter 06, Spring 08.
- Intermediate Microeconomics, UCD, Fall 05, Spring 06, Summer 06.

## REFEREEING

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## DAVID ONG

National Science Foundation (United States), Journal of Economic Behavior and Organization,  
International Journal of Industrial Organization, International Journal of Business and Economics,  
Economics and Philosophy

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### ADVISEES

Zhemin (Zachary) Zhong, PhD program, Berkeley Haas, 2012-  
Zhuoqiong (Charlie) Chen, PhD program, London School of Economics, 2012-  
Hong (Hannah) Lin, PhD program, University of Maryland, 2012-

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### RESEACH EXPERIENCE

- Research Assistant, Graduate School of Management, UCD, Davis, Winter 09.
- Explain and summarize theoretical papers on corporate governance.
- Researcher Associate, LECG, Emeryville, CA, Jan. 04-Jul. 05.
- Showed theoretically that market power could result in lower prices.
- Research Assistant, Graduate School of Management, UCD, Davis, Fall 03.
- Research Assistant, Economics Department, New York University, Oct. 97-Jan. 98.
- Extracted time scale data using wavelets for James Ramsey.
- Assistant Proposal Writer, Columbia University, Jan.-May 98
- Liaison for NSF Grant for New Interdisciplinary Applied Math Institute.

#### Non-Peer Reviewed Publications

The Economist Magazine's, Economist Intelligence Unit (EIU), Business China Report  
"State Sector Reform: Death by a Thousand Cuts," June 9, 97  
"Intellectual Property: Keeping Secrets," Mar. 18, 97  
"Valuing State Assets: Guess Work," Oct. 28, 96  
"Changing Corporate Culture in China. Saving Face, Improving Quality," Aug. 19, 96

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### OTHER EXPERIENCE

Freelance Writer, The Economist Magazine's, Economist Intelligence Unit (EIU), Business China  
Report, Hong Kong, PRC, Aug. 96-June 97

Founding Member, Shanghai Business Forum, Shanghai, PRC, Mar. 96-June 97  
Led weekly seminars with 24 analysts, managers from Morgan Stanley, KPMG...

Entrepreneur, Office Solutions International Inc, Shanghai, PRC, Feb. 95-Nov. 96  
Created MIS and MIS training systems for multinational firms in China.

Hungarian Ministry of Foreign Affairs, International Law Department

- Case Between Hungary and Slovakia, United Nations International Court of Justice
- Brief Production Manager, Mar. 94-Dec. 94
  - Legal/Scientific Analyst, Jan. 94-Feb. 94