

Xiaofei (Sophia) Pan

George Mason University
Department of Economics
George Mason University, MS 1B2
Fairfax, VA, 22030

Phone: (001) 703-336-3488
Email: xpan2@gmu.edu
Homepage: <http://mason.gmu.edu/~xpan2>

Education

Ph.D. in Economics, George Mason University, 2012 (*expected*)

Thesis Title: *Cooperation without Sanctions: Theory and Experiments*

Committee: Daniel Houser (Chair), Omar Al-Ubaydli, Ragan Petrie, Todd Zywicki
Teaching and Research Fields: Experimental Methods, Behavioral Game Theory,
Behavioral Economics, Public Economics

M.A. in Economics, George Mason University, 2009

B.A. in Economics, Shanghai University of Finance and Economics (SHUFE), 2006

Research

Social approval, Competition and Cooperation, with Daniel Houser. *Job Market Paper*. (Under review)

Abstract: Holländer (1990) argued that when non-monetary social approval from peers is sufficiently valuable, it works to promote cooperation; Holländer, however, did not define the characteristics of environments in which this is likely to be the case. This paper provides evidence from a laboratory experiment indicating that people under competition value approval highly, but only when winners earn visible rewards through approval. The evidence implies, then, that approval's value is tied to signaling motives. Our findings point to new institutions that rely on reward, rather than punishment, to efficiently promote generosity in groups.

Xiaofei (Sophia) Pan and Daniel Houser “*Competition for Trophies Triggers Male Generosity*” (2011) *PLoS ONE* 6(4):e18050. doi:10.1371/journal.pone.0018050

Press: [Wired](#), [Marginal Revolution](#)

Xiaofei (Sophia) Pan and Daniel Houser “*Mating Strategies and Gender Differences in Prosociality: Theory and Evidence* (2011) *CESifo Economic Studies*. doi: 10.1093/cesifo/IFR020

Omar Al-Ubaydli, Daniel Houser, John Nye, Maria Pia Paganelli and **Xiaofei (Sophia) Pan** “*The causal effect of market participation on trust: An experimental investigation using randomized control*”. (Under Review)

Daniel Klein, **Xiaofei (Sophia) Pan**, Daniel Houser and Gonzalo Schwarz “*Experiment on the Demand for Encompassment*” (Under Review)

Research in Progress

Xiaofei (Sophia) Pan and Daniel Houser “*Promoting Trust with out-groups*” presented at ESA, Tucson 2011

Monetary incentives and signaling motives, with Erte Xiao and Daniel Houser

Xiaofei (Sophia) Pan

Teaching Experience

- 2010 Instructor, George Mason University
(Undergraduate level: Principles of Microeconomics, Evaluation: 4.5/5)
- 2009 Instructor, George Mason University
(Undergraduate level: Undergraduate Thesis Advisor, Evaluation: NA)

Relevant Positions

- 2006-2011 Research Assistant at Interdisciplinary Center for Economic Science.
- 2011-2012 Research Fellow, Mercatus Center, George Mason University
- 2010 Research assistant (contractor), Federal Trade Commission

Grants, Honors and Scholarships

GRANTS

- 2010 National Science Foundation Dissertation Improvement Award SES 1025275 “Cooperation and Status Competition in Public Goods Games”, \$6,031
- 2009 Annual Outstanding Research Award, George Mason University

HONORS

- 2011 Young Economist at 4th Lindau Nobel Laureate Meeting in Economic Sciences, Lindau, Germany
- 2011 OLLI Kathryn Brooks Scholarship
- 2010 APEE 2010 Young Scholar Award
- 2006 Highest Academic Achievement Scholarship, SHUFE
- 2006 Student with Distinction of Shanghai, SHUFE
- 2000 Chinese National Piano Proficiency Exam: Level 9 (Highest Level for Amateur)

SCHOLARSHIPS

- 2011-present Ph.D. Fellow, Mercatus Center, George Mason University
- 2006-2011 ICES scholarship, Economic Department, George Mason University

Conference Presentations

Promoting Cooperation with Outgroups

Regional Economic Science Association Conference, Tucson, Nov, 2011

Social approval, Competition and Cooperation

Southern Economic Association Conference, Washington D.C., Nov, 2011

Regional Economic Science Association Conference, Tucson, Nov, 2011

International Economic Science Association Conference, Chicago, July, 2011.

Competition for Trophies Triggers Male Generosity

Econometric Society World Congress, Shanghai. Aug, 2010.

Association of Private Enterprise Education (APEE) conference, Las Vegas. Apr, 2010

Funded by Yale Whitebox Advisors Graduate Students Conferences, New Haven.

CESifo Summer Institute, Venice, Italy. July, 2010.

Status Competition and Cooperation in Public Goods Game

International ESA Conference, Washington D.C. June 2009.

Refereeing Activity

National Science Foundation, Journal of Economic Behavior and Organization, Journal of Neuroscience, Psychology and Economics

Summer Schools

2010, “Bounded Rationality”, held by Max Planck Institute

2010, “Behavior and Welfare Economics”, held by CESifo Group, University of Munich

Language: English (fluent), Mandarin Chinese (native)

Computer Skills: Z-tree, STATA, LaTeX, Matlab

References

Daniel Houser (Chair)

Department of Economics
4400 University Dr., MS 1B2
Fairfax, VA, 22030
703-993-4856
dhouser@gmu.edu

Omar Al-Ubaydli

Department of Economic
4400 University Dr., MS 3G4
Fairfax, VA, 22030
703-993-4538
omar@omar.ec

Ragan Petrie

Department of Economics
4400 University Dr., MS 1B2
Fairfax, VA, 22030
703-993-4842
rpetrie1@gmu.edu