

Curriculum Vitae

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Citizenship: China; US permanent resident **Gender:** Female **Year of Birth:** 1981

Education

Degree	Field	Institution	Year
Ph.D.	Economics	George Mason University (GMU)	2011
M.Sc.	Economics	Hong Kong Univ. of Sci. & Tech. (HKUST)	2004
B.A.	Economics	Fudan University, Shanghai, China	2003

Dissertation: “Essays on Methods and Statistics in Experimental and Behavioral Economics”
Committee: Daniel Houser (Chair), Vernon Smith, Peter Cramton, Jonathan Gifford

References: Daniel Houser (Chair) -- dhouser@gmu.edu
Peter Cramton -- pcramton@gmail.com
Bart Wilson -- bartwilson@gmail.com

Research Fields: Primary: Applied Microeconomics, Experimental Economics
Secondary: Behavioral Economics, Nonparametric Statistics

Working Papers

“Adaptive Procedures for nonparametric Tests: Seven Decades of Advances”
with Daniel Houser (Revise and Resubmit at *Experimental Economics*)
“Getting It Right the First Time: Belief Elicitation with Novice Participants”
with Daniel Houser (*under review*)
“Honest Lies” with Daniel Houser

Research in Progress

“An Incentive-Compatible Mechanism for Eliciting Belief Intervals: Theory and Experiment”
with Edi Karni
“Risk, Ambiguity, and Competitiveness: A Field Study of Chinese Migrant Workers” with Daniel
Houser, Lei Mao and Marie Claire Villeval
“A Powerful Adaptive Distribution-free Procedure for Matched Samples” with Daniel Houser
“Analyzing Binary Data: Power and Size of Commonly Used Tests” with Daniel Houser
“The Misuses of Tobit Analysis” with Joachim Winter
“Singapore Certificate-Of-Entitlement Auctions: Field and Laboratory Analyses”

Teaching

- Spring 2009 Lecturer, Intermediate Microeconomics (Undergraduate), GMU
Spring 2010 Co-lecturer, Statistics and Econometrics for Experimental Economics, GMU
Spring 2011 Co-lecturer, Design and Analysis of Experiments (Graduate), GMU

Employment

- 2007 – Research Assistant for Professor Daniel Houser, ICES, GMU
2004 – 2005 Research Assistant for Professor Soo Hong Chew, HKUST

Service

- 2009 Member, Executive Committee, 2009 International ESA Conference, VA
2008 Editorial Assistant, *Advances in Health Economics and Health Service Research, Volume 20: Neuroeconomics*, D. Houser and K. McCabe, (eds.), Emerald-Insight. London
2005 Assistant Organizer, Inaugural Asia-Pacific Regional Meeting of the Economic Science Association (2006), HKUST

Presentations and Invited Talks

- 02/2011 Sam Walton College of Business, University of Arkansas, Fayetteville, AR (*Invited*)
11/2010 Economic Science Association North-American Meeting, Tucson, AZ
10/2010 CEAR Workshop on “Risk Perception and Subjective beliefs”, Center for the Economic Analysis of Risk, Georgia State University, Atlanta, GA (*Invited*)
06/2010 FUR (Foundations and Applications of Utility, Risk and Decision Theory) XIV International Conference, Newcastle University, England
04/2010 APEE (Association of Private Enterprise Education) conference, Las Vegas
09/2009 Far East and South Asia Meeting of the Econometric Society, Tokyo, Japan
07/2009 Advanced Workshop in Experimental Economics, University of Sydney, Australia
06/2009 Economic Science Association International Meeting, Arlington, VA
05/2009 ICES-end-of-year conference, George Mason University, Arlington, VA
11/2008 Southern Economic Association Annual Meeting, Washington DC

Grants, Honors and Awards

- 2010 Dissertation Fellowship, Mercatus Center, GMU
2010 APEE Young Scholarship, Graduate Student Travel Award, GMU
2010 Econometric Society World Congress Travel Award
2009 Far East and South Asia Meeting of the Econometric Society Travel Award
2005- Pre-doc Fellowship, International Foundation for Research in Exp. Econ.
2006-2007 Vision Award for Academic Excellence, GMU
2001 Shanghai Outstanding Scholar Award (Top 0.02% of college students)
2000-2002 Highest Academic Achievement Scholarship, Fudan University

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

Skills: MATLAB, Stata, SAS, e-Prime

Professional Activities: American Economic Association, Econometric Society, Economic Science Association, Southern Economic Association

Dissertation: Essays on Methods and Statistics in Experimental and Behavioral Economics

Chapter 1: Adaptive Procedures for nonparametric Tests: Seven Decades of Advances

Wilcoxon-Mann-Whitney and Jonckheere tests have dominated nonparametric analyses in behavioral sciences for the past seven decades. Their widespread use masks the fact that there exist simple “adaptive” procedures which use data-dependent statistical decision rules to select an optimal nonparametric test. I discuss key adaptive approaches for testing differences in locations in two- or k-sample environments. I illustrate adaptive approaches using data from Gneezy and Smorodinsky (2006), and offer a Stata package to anyone interested in taking advantage of adaptive techniques in their own research.

Chapter 2: Getting It Right the First Time: Belief Elicitation with Novice Participants

The auction design literature makes clear that theoretically equivalent mechanisms can perform very differently in practice. Though of equal importance, much less is known about the empirical performance of theoretically equivalent mechanisms for belief elicitation. Using laboratory experiments with novice participants endowed with heterogeneous beliefs, I compare the empirical merit of two belief elicitation mechanisms proposed by Karni (2009, *Econometrica*), denoted as “declarative” and “clock.” These mechanisms are of interest because their incentive compatibility does not require strong assumptions such as risk neutrality or expected utility maximization. My key findings are that under the clock mechanism, (i) subjects are more likely to report their endowed beliefs; and (ii) the distribution of elicited beliefs more accurately characterizes the distribution of endowed beliefs.

Chapter 3: Honest Lies

I report data from a two-stage prediction game, where the accuracy of predictions (in the first stage) regarding die roll outcomes (in the second stage) is rewarded using a proper scoring rule. Thus, given the opportunity to self-report the die roll outcomes, participants have an incentive to bias their predictions to maximize elicitation payoffs. However, I find participants to be surprisingly unresponsive to this incentive, despite clear evidence that they cheated when self-reporting die roll outcomes. These data lend support to Akerlof's (1983) suggestion that people may prefer to appear honest without actually being honest. In particular, the vast majority (95%) of the subjects were willing to incur a cost to preserve an honest appearance. At the same time, only 44% exhibited intrinsic preference for honesty. Moreover, I found that after establishing an honest appearance people cheat to the greatest possible extent. These results suggest that “incomplete cheating” behavior frequently reported in the literature can be attributed more to a preference for maintaining appearances than an intrinsic aversion to lying.

My continuing research program includes further systematic investigations of belief mechanisms' performance across a variety of environments, as well as developing and testing mechanisms for eliciting beliefs over intervals. Methodologically, I continue to work to develop powerful statistical and econometric tools useful for analyzing experimental data.