

Shuwen Li

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Institute for Markets and Strategy
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Employment

- 2024- Institute for Markets and Strategy, **Wirtschaftsuniversität Wien (WU Vienna University of Economics and Business)**, Austria
Assistant Professor (Postdoc)
- 2019-2024 Antai College of Economics & Management, **Shanghai Jiao Tong University**, China
Assistant Professor
- 2018-2019 Belk College of Business, **University of North Carolina at Charlotte**, USA
Visiting Assistant Professor

Education

- 2014-2018 Ph.D. in Economics, **George Mason University**, Fairfax, VA, USA
- 2012-2014 M.A. in Economics, **George Mason University**, Fairfax, VA, USA
- 2008-2012 B.A. in Economics, **Shanghai Jiao Tong University**, Shanghai, China

Research Fields

Experimental Economics, Behavioral Economics, Decision Sciences

Refereed Publications

- “Competition and moral behavior: A meta-analysis of forty-five crowd-sourced experimental designs,” with a large team led by Christoph Huber, Anna Dreber, Jürgen Huber, Magnus Johannesson, Michael Kirchler, Utz Weitzel & Felix Holzmeister, 2023. *Proceedings of the National Academy of Sciences*, 120(23), e2215572120.
- “Stochastic bargaining in the lab,” with Daniel Houser, 2022. *Journal of Economic Behavior & Organization*, 200, 687–715.
- “Revisiting gender differences in ultimatum bargaining: Experimental evidence from the US and China,” with Xiangdong Qin & Daniel Houser, 2018. *Journal of the Economic Science Association*, 4 (2), 180–190.
- “Trust in the executive: Requiring consensus and turn-taking in the experimental lab,” with T. Clark Durant, Michael Weintraub & Daniel Houser, 2018. *Journal of Peace Research*, 55 (5), 609–624.

Working Papers

- “Social norm obedience and the gender competitiveness gap,” with Daniel Houser & Jianxin Wang, 2025.
- “Coordination via assurance: A lab-in-the-field threshold public goods experiment,” with Yunpeng Li, Zhi Li & Wenchao Xu, 2024.
- “Intergenerational transmission of honesty: Evidence from China’s One Child Policy,” with Jianxin Wang & Daniel Houser, 2024.
- “Climate policies under collective risk: A laboratory investigation on the provision of local irrigation systems,” with Shiyang Zhai & Daniel Houser, 2018.

Work in Progress

“Government subsidies under climate risk: Provision of rural public goods in the lab and field,” with Daniel Houser & Shiyang Zhai. *Writing Stage*.

“The value of retrofitting elevators in residential buildings,” with Li Zhao & Yang Xiao. *Writing Stage*.

“Alcohol intoxication and financial bubbles,” with Daniel Houser & Jianxin Wang. *Data Collection Stage*.

“Competing for power,” with Nina Xue. *Design Stage*.

“Subsidies on research and development,” with Shaoqing Huang, Xiangdong Qin & Yiming Xie. *Design Stage*.

“Bargaining over public goods.” *Design Stage*.

“Algorithms, humans and online audio-visual content,” with Tingting Song. *Design Stage*.

“Battling climate change in rural China and Pakistan,” with Shiyang Zhai. *Design Stage*.

Grants

2024-2027 National Natural Science Foundation of China (NSFC), General Program, 72372101, “Algorithms, humans and online audio-visual content: An empirical research on multimodal data,” RMB410,000 (approx. €50,290), Co-Investigator

2023-2024 National Natural Science Foundation of China (NSFC), International (Regional) Cooperation and Exchange Programs, 42211540716, “Exploring the supply mechanism of small-scale irrigation facilities in rural areas of China and Pakistan under climate change scenario,” RMB150,000 (approx. €18,400), Co-Investigator

2022-2025 National Natural Science Foundation of China (NSFC), General Program, 72174117, “Research on emergency response system and mechanisms of public health emergencies: Based on spatial diffusion of major infectious diseases,” RMB480,000 (approx. €58,800), Co-Investigator

2022-2025 National Natural Science Foundation of China (NSFC), General Program, 42171294, “Addressing the supply mechanism of small-scale irrigation and water conservancy under the interaction of farmers’ risk preference and government subsidies,” RMB510,000 (approx. €62,560), Co-Investigator

2022-2024 National Natural Science Foundation of China (NSFC), Young Scientists Fund, 72103136, “Bargaining under uncertainty: Theory and experiments,” RMB 300,000 (approx. €36,800), PI

2020-2022 Shanghai Pujiang Talent Program, 2020PJC079, RMB150,000 (approx. €18,400), PI

Awards and Fellowships

2023 Outstanding Faculty of 2022, ACEM, Shanghai Jiao Tong University

2017 Osher Lifelong Learning Institute (OLLI) Mason Scholarship Award

2012-2018 Graduate Assistantship, ICES, George Mason University

2012 2012 College Student Excellence Award of Shanghai

2011 Dow Chemical Scholarship (1/52 in Economics major)

2010 National Scholarship, Ministry of Education of China (top 3%)

2009 China Ping An Inspirational Scholarship (2/300)

2008-2012 Shuping Scholarship (top 1%)

Academic Presentations and Visits

2026 Asia-Pacific Meeting of the Economic Science Association 2026, Melbourne, Australia (planned)

2025 2025 Asia-Pacific Meeting Osaka, Japan; The Third Wuhan Cherry Blossom Workshop in Experimental Economics, Wuhan U., China; 2025 Florence Meeting on Behavioural

- and Experimental Economics, Italy; 2025 European Meeting of the Economic Science Association, Brno, Czechia; IMS/CoBe Research Meeting, WU (planned)
- 2024 Invited Seminar, Wirtschaftsuniversität Wien (Online); European ESA Meeting, Helsinki, Finland; IMS/CoBe Research Meeting, WU; Symposium on Advancing Sustainability Research with Experimental Methods, Padua, Italy
- 2023 2023 Asia-Pacific ESA Meeting, Seoul, Korea; Digital Economy and Behavioral Sciences Workshop, Shanghai International Studies U.; 2023 European ESA Meeting, Exeter, UK; 2023 Annual Australia New Zealand Workshop in Experimental Economics, Melbourne, Australia; 2023 North American ESA Meeting, Charlotte, NC; ICES Brown Bag Lecture, GMU
- 2022 2022 Special ESA Meeting (Online); Central South U.; Henan U.; the International Symposium on Economic Behavior and Forecasting, Nankai U. (Online); Invited Seminar, Xiamen U. (Online); 2022 Xiamen U. International Workshop on Experimental Economics, Xiamen U.
- 2021 2021 WEAI Virtual International Conference; Economics Experimental Lab, Nanjing Audit U.; 2021 ESA Global Online Around-the-Clock Conference; RExCon21: International Conference on Social Norms and Social Preferences (Online); 2021 BNU Experimental Economics Forum, Beijing Normal U.
- 2020 2020 ESA Global Online Meetings; Central South U.
- 2019 Invited Seminar, Shanghai Jiao Tong U.; Invited Seminar, University College Dublin (Online); 2019 Nanjing International Conference on Theory of Games and the Sixth Microeconomics Workshop, Nanjing Audit U.; Sun Yat-sen U.
- 2018 APEE 43rd International Conference, Las Vegas, USA; Advances with Field Experiments 2018 Conference, Boston U.; 2018 North-American ESA Conference, Antigua Guatemala, Guatemala; SEA 88th Annual Meetings, Washington, DC, USA
- 2017 2017 North American Regional ESA Meetings, VCU; SEA 87th Annual Meetings, Tampa, USA
- 2016 ICES Brown Bag Lecture, GMU; Barcelona BESLab Experimental Economics Summer School in Macroeconomics, Universitat Pompeu Fabra; SEA 86th Annual Meetings, Washington, DC, USA
- 2015 ICES 5th Annual Conference, GMU; ICES Brown Bag Lecture, GMU

Teaching

- 2025- WU: Game Theory I (undergrad), Negotiation - Theory and Practice (undergrad)
- 2024- WU: Game Theory II (undergrad)
- 2021-2023 SJTU: Principles of Economics (undergrad); Experimental Economics (undergrad)
- 2020-2022 SJTU: Game Theory (undergrad)
- 2018-2019 UNC Charlotte: Microeconomic Theory I (PhD); Microeconomic Theory II (PhD); Advanced Microeconomic Theory (MS)
- 2015 GMU: Managerial Economics (undergrad)

Thesis Advising

- WU: Bachelor's and Master's thesis supervisor, 2 undergraduates (2025-)
- SJTU: 1 master's (2021- 2024), 3 undergraduates (2021-2022), 3 undergraduates (2020-2021)

Service

- 2025- WU: Organizer of the WU Behavioral/Experimental Seminar Series
- 2025- WU: Member of the IMS Predoc Hiring Committee
- 2022-2024 SJTU: Panelist of the Department NSFC Grant Writing Forum

2021-2024 SJTU: Faculty Advisor for Classes 1 and 2 of the 2021 Cohort (53 students)
2020-2022 SJTU: Member of the Undergraduate Thesis Committee
2020 SJTU: Organizer of the Department Seminar Series (Spring 2020, Fall 2020)
2019-2024 SJTU: Member of the Department Faculty Hiring Committee

Refereeing

European Economic Review, Journal of Behavioral and Experimental Economics, Journal of Economic Behavior and Organization (Outstanding Reviewer), Journal of Economic Psychology, Journal of Neuroscience, Psychology and Economics, Judgment and Decision Making, PLoS ONE, Southern Economic Journal

Miscellaneous

Languages English (fluent), German (beginner), Mandarin Chinese (native), Shanghainese (native)
Skills Stata, R, Matlab, LaTeX, Mathematica, Eviews, z-Tree