

## Bing Jiang

237 Scott Shipp Hall, Department of Economics and Business  
Virginia Military Institute, Lexington VA 24450  
Phone: 540-464-7451; Email: [jiangb@vmi.edu](mailto:jiangb@vmi.edu)

### EMPLOYMENT

Associate Professor of Economics (with tenure), Virginia Military Institute August 2019 – Present  
Assistant Professor of Economics, Virginia Military Institute August 2013 – July 2019

### EDUCATION

Ph.D., Economics, Emory University August 2013  
B.A., Finance, *summa cum laude*, South-Central University for Nationalities, China June 2005

### RESEARCH INTERESTS

Behavioral Economics, Experimental Economics, Public Economics

### PUBLICATIONS

“Do Pledges Lead to More Volunteering? An Experimental Study”, with C.M. Capra and Y. Su. *Forthcoming at Economic Inquiry*.

“Altruistic Self-Concept Mediates the Effects of Personality Traits on Volunteering: Evidence from an Online Experiment”, with C.M. Capra and Y. Su. *Journal of Behavioral and Experimental Economics*, 92 (2021): 101697.

“To Be a Blood Donor or Not to Be? Investigating Institutional and Student Characteristics at a Military College”, with S.K. Allen. *The B.E. Journal of Economic Analysis and Policy* 19, no. 4 (2019).

“Are (Active) Entrepreneurs a Different Breed?”, with C.M. Capra. *Managerial and Decision Economics* 39, no. 6 (2018): 613–628.

“Drive and Confidence Characterize Entrepreneurs”, with C.M. Capra. In Judy Hawkins (Ed.), *Personality Traits and Types: Perceptions, Gender Differences and Impact on Behavior*. Hauppauge, NY: Nova Science Publishers, Inc. (2015): 25–48.

“Can Personality Type Explain Heterogeneity in Probability Distortions?”, with C.M. Capra, J.B. Engelmann and G.S. Berns. *Journal of Neuroscience, Psychology and Economics* 6, no. 3 (2013): 151–166.

### WORKING PAPERS

“An Anger Premium: An Experiment on the Role of Counterpart Emotions in Coordination” (with Xiaofei Pan) – *Under Review*

“Donation Decision under Time Pressure” (with Ching-wen Yang\*) – *Under Review*

“Lying and Coordination” (with Xiaofei Pan)

“Religion and Power-to-take Experiment” (with Marek Hudik)

“Understanding Prosocial Preferences and Institutional Norms” (with Samuel Allen)

“Charitable Behavior, Voluntary Actions and Leadership Decisions: Evidence from Undergraduate Students at a Military College” (with Samuel Allen)

\* Student Co-author

## TEACHING EXPERIENCE

<b>Virginia Military Institute, Department of Economics and Business</b>	August 2013 – Present
Behavioral Economics* (16 Sections; Spring 2014 – Fall 2021)	Instructor
Principles of Macroeconomics (9 Sections; Spring 2020 – Fall 2021)	Instructor
Principles of Microeconomics (17 Sections; Spring 2014 – Fall 2019)	Instructor
Statistics (9 Sections; Fall 2013, Fall 2014, Fall 2015)	Instructor
Honors Research in Economics (AY 2017- 2018, AY 2019 – 2020, AY 2020 – 2021)	Instructor
Independent Research in Economics (Spring 2018, Spring 2020, Summer 2020)	Instructor
<b>Emory University, Department of Economics</b>	August 2009 – May 2013
Intermediate Microeconomics	Instructor
Principles of Microeconomics	Instructor
Economic Analysis for Managers, Experimental Economics, Game Theory	Teaching Assistant

\* New Course

## HONORS & AWARDS

VMI Summer Undergraduate Research Institute (SURI) Award	Summer 2020
Graduate School Arts and Science Fellowship, Emory University	August 2008 – 2013
Honorary Paper Award, 2012 International Association for Research in Economic Psychology Conference	September 2012
Graduate Student Award, 2012 Southern Economic Association (SEA) Meetings	November 2012

## GRANTS

VMI Jackson-Hope Faculty Development Leave Grant	Spring 2022
VMI Faculty Grants-in-Aid of Summer Research	May 2015, 2016, 2018 & 2020
VMI Jackson-Hope Funds for Faculty Development – New Research Grant	October 2014

## CONFERENCES & INVITED PRESENTATIONS

2021 Western Economic Association International (WEAI) Virtual Conference (Session Chair)	
Southern Economic Association (SEA) Annual Meetings (2021, 2019, 2018, 2016, 2014, 2013, 2012, 2010)	
2020 Economic Science Association (ESA) Global Online Around-the-Clock Conference	
2019 VMI Brown Bag Seminar	
2019 Bogota Experimental Economics Conference	
2019 American Economic Association (AEA) Annual Meeting	
2018 VMI ECBU Roberts Research Lunch Workshop	
North-American Economic Science Association (ESA) Conference (2017, 2012)	
2017 Advances with Field Experiments (AFE) Conference	
2017 Western Economic Association International (WEAI) Annual Conference	
Joint Washing and Lee University/Virginia Military Institute Seminar (2016)	
Chinese Economists Society (CES) Annual Conference (2016, 2012)	
Lexington Rotary Club (2015)	
2015 Eastern Economic Association (EEA) Annual Conference	
2014 China Meeting of the Econometric Society (CMES)	
Department of Mathematical Economics and Finance at Wuhan University, China (2014)	
2014 International Academy of Business and Economics Winter Conference	
2011 IFREE's Annual Visiting Graduate Students Workshop in Experimental Economics	
2010 Multidisciplinary Decision Science Symposium (Session Chair)	
2009 IAREP and Society for the Advancement of Behavioral Economics (SABE) Joint Conference	

## WORKSHOPS

2019 Bogota Experimental Economics Workshop
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2013 CSWEP's CeMENT Mentoring Workshop for Junior Faculty

### **TEACHING CONFERENCES ATTENDED**

Annual Economics Teaching Conference at Robert Morris University (2018, 2016, 2015)  
2015 Annual Economics Teaching Conference organized by the National Economics Teaching Association (NETA) and Cengage Learning  
2014 Annual Economics Teaching Workshop at University of North Carolina Wilmington  
2014 Annual Innovation in Pedagogy Summit at University of Virginia

### **UNDERGRADUATE RESEARCH ADVISING**

Ching-wen Yang 21', *VMI ECBU Department Honors Thesis* "Donation Decision under Time Pressure" (Recipient of the *Philpott Awards* for the Most Outstanding Undergraduate Research Paper)  
Ching-wen Yang 21', *2020 VMI Summer Undergraduate Research Institute (SURI) Awarded Project* "Donation Decision under Time Pressure"  
David Zingaro 20', *VMI ECBU Department Honors Thesis* "An Experimental Study of Identity Theft in the Cyber World"  
Christopher Lloyd 20', *2020 Spring Independent Study Research Project* "Religious and Emotional Preferences in an Economic Power-to-Take Experiment"  
Andrew Campo 18', *2018 Spring Independent Study Research Project* "The Political, Economic and Cultural Influences on China's Housing Market"

### **INSTITUTE & DEPARTMENT SERVICE**

Co-Chair, Human Subjects and Animal Use Committee ( <i>aka</i> IRB Committee)	2018 – Present
Chair, ECBU Roberts Research Lunch Workshop	2017 – Present
Chair, Watjen ECBU Leadership Development (WELD) – Leadership Initiative	2020 – Present
Chair, AACSB Accreditation – Writing Assessment	2021 – Present
Faculty Advisor, Popular Annual Financial Report	2017 – Present
Founder and Faculty Advisor, International Student Christian Fellowship	2016 – Present
Committees for AACSB Accreditation	2013 – Present
Library Committee	2021 – Present
Service Committee	2016 – 2021
Watjen ECBU Leadership Development (WELD) Program Committee	2019 – 2020
Committee for Enhanced Learning Environments	2018 – 2019
Human Subjects and Animal Use Committee ( <i>aka</i> IRB Committee)	2015 – 2018
Institute Alcohol and Other Drugs Committee	2015 – 2016
Research Committee	2014 – 2015
Defense Advocate, VMI's Honor Court	2014 – 2015
Faculty Advisor, the Entrepreneurship Club	2014 – 2017
Career Services Advisory Group	2013 – 2015
Program Director, VMI Summer Study Abroad in China	2013 – 2014

### **PROFESSIONAL SERVICE & MEMBERSHIP**

Editorial Board Member for *Journal of Economic Science Research*  
Referee for *Journal of Behavioral & Experimental Economics*, *Journal of Business & Economics*, *Managerial and Decision Economics*, *Journal of Economic Science Research*  
Liaison for *American Economic Association's CSWEP Committee (Committee on the Status of Women in the Economics Profession)*  
Member of *American Economic Association*, *Economic Science Association*, *Western Economic Association International*, *Eastern Economic Association*, *Southern Economic Association*, *International Academy of Business and Economics*, *Association of Christian Economists*, *Chinese Economist Society*, *OMICS International*