

ZHONG Songfa 钟松发

Department of Economics

Office: (65) 6516 3944

National University of Singapore

Fax: (65) 6775 2646

AS2 05-13, 1 Arts Link

Email: zhongsongfa@gmail.com

Singapore 11757

Website: <http://zhongsongfa.weebly.com/>

PROFESSIONAL EXPERIENCE

Current Position:

Visiting Professor, Division of Social Science, New York University Abu Dhabi, Aug 2022 – present

Associate Professor (with tenure, on leave for academic year 2022-2023), Department of Economics, National University of Singapore, Jul 2017 – present

Dean's Chair, Faculty of Arts and Social Sciences, National University of Singapore, Jul 2020 – present

Previous Positions:

NUS Fellow, Center for Advanced Study in the Behavioral Sciences, Stanford University, Sep 2018 – Jun 2019

Assistant Professor, Department of Economics, National University of Singapore, Aug 2010 – Jun 2017

Research Fellow, Department of Economics, National University of Singapore, Jan – Jul 2010

Visiting Scholar, Department of Economics, Hong Kong University of Science and Technology, Hong Kong, Aug – Dec 2009

Research Associate, Department of Economics, Hong Kong University of Science and Technology, Hong Kong, Feb – Jul 2009

EDUCATION

Ph.D, Economics, Hong Kong University of Science and Technology, 2009

M.Sc, Economics, Hong Kong University of Science and Technology, 2004

B.A., Accounting, Peking University, 2003

RESEARCH INTERESTS

Behavioral Economics, Experimental Economics, Applied Microeconomics

Genoeconomics, Neuroeconomics

EDITORIAL BOARDS

Associate Editor: *Frontiers in Behavioral Economics* (2022 – present)

Associate Editor: *Management Science* (2020 – present)

Coordinating Editor: *Theory and Decision* (2017 – present)

PUBLICATIONS

*Behavioral Economics and Experimental Economics*¹

1. Li Wenchao, Leng Zhiming, Yi Junjian, Zhong Songfa, “A Multifaceted Poverty-Reduction Program Has Economic and Behavioral Consequences” *Proceedings of the National Academy of Sciences*, 2023, forthcoming
2. Lu Yunfeng and Zhong Songfa. “Contactless Real-time Heart Rate Predicts the Performance of Elite Athletes: Evidence from Tokyo 2020 Olympic Archery Competition” *Psychological Science*, 2022, forthcoming
3. Lanier Joshua, John Quah, Miao Bin, Zhong Songfa. “Intertemporal Consumption with Risk: A Revealed Preference Analysis” *Review of Economics and Statistics*, 2022, forthcoming
4. Li Zhihua, Zhong Songfa. “Reference Dependence in Intertemporal Preference” *Management Science*, 2023, 69(1): 475–490
5. Chew Soo Hong, Miao Bin, Shen Qiang, Zhong Songfa. “Multiple-Switching Behavior in Choice-List Elicitation of Risk Preference” *Journal of Economic Theory*, 2022, 204: 105510
6. Jin Lawrence, Tang Rui, Ye Han, Yi Junjian, Zhong Songfa. “Time Dependency in Physician Decisions.” *AEA Papers and Proceedings*, 2020, 110: 284-288
7. Chark Robin, Chew Soo Hong, Zhong Songfa. “Individual Preference for Longshots.” *Journal of the European Economic Association*, 2020, 18(2): 1009-1039
8. Cai Xiqian, Lu Yi, Pan Jessica, Zhong Songfa. “Gender Gap under Pressure: Performance and Reaction to Shocks.” *Review of Economics and Statistics*, 2019, 101(2): 249-263
9. Zhong Songfa, Shalev Idan, Koh David, Eibenstein Richard, Chew Soo Hong. “Competitiveness and Stress.” *International Economic Review*, 2018, 59(3): 1263-1281.
10. Cai Xiqian, Gong Jie, Lu Yi, Zhong Songfa. “Recover Overnight? Work Interruption and Worker Productivity.” *Management Science*, 2018, 64(8): 3489–3500. (Featured Article of August Issue)
11. Chew Soo Hong, Yi Junjian, Zhang Junsen, Zhong Songfa. “Risk Aversion and Son Preference: Experimental Evidence from Chinese Twin Parents.” *Management Science*, 2018, 64(8): 3896–3910.
12. Lu Yi, Shi Xinzhen, Zhong Songfa. “Competitive experience and gender difference in risk preference, trust preference and academic performance: Evidence from Gaokao in China?” *Journal of Comparative Economics*, 2018, 46(4): 1388-1410.
13. Miao Bin, Zhong Songfa. “Probabilistic Social Preference: How Machina's Mom Randomizes Her Choice.” *Economic Theory*, 2018, 65(1): 1–24. (Lead Article).
14. Chew Soo Hong, Miao Bin, Zhong Songfa. “Partial Ambiguity.” *Econometrica*, 2017, 85 (4): 1239–1260.

¹ For papers in this part, they are all in alphabetical order, except for the recent PNAS paper (I am a co-corresponding author) and the IER paper (I am the first and corresponding author).

15. Chew Soo Hong, Yi Junjian, Zhang Junsen, Zhong Songfa. "Education and Anomalies in Decision Making: Experimental Evidence from Chinese Adult Twins." *Journal of Risk and Uncertainty*, 2016, 53(2): 163–200.
16. Chark Robin, Chew Soo Hong, Zhong Songfa. "Extended Present Bias: A Direct Experimental Test." *Theory and Decision*, 2015, 79(1): 151-165.
17. Miao Bin, Zhong Songfa. "Comment on 'Risk Preferences are Not Time Preferences': Separating Risk and Time Preference." *The American Economic Review*, 2015, 105(7): 2272-2286.

*Genoeconomics and Neuroeconomics*²

18. Chark Robin, Zhong Songfa, Tsang Shui Ying, Khor Chiea Chuen, Ebstein Richard, Xue Hong, Chew Soo Hong. "A Gene-Brain-Behavior Basis for Familiarity Bias in Source Preference." *Theory and Decision, A Special Issue in Honor of Peter Wakker*, 2022, 92(3-4): 531–56.
19. Yim Onn-Siong, Zhang Xing, Shalev Idan, Monakhov Mikhail, Zhong Songfa, Hsu Ming, Chew Soo Hong, Lai Poh San, and Ebstein Richard. "Delay discounting, genetic sensitivity, and leukocyte telomere length." *Proceedings of the National Academy of Sciences*, 2016, 113(10): 2780-2785.
20. Zhong Songfa, Chark Robin, Hsu Ming, and Chew Soo Hong. "Computational substrates of social norm enforcement by unaffected third parties." *NeuroImage*, 2016, 129: 95-104.
21. Ebstein Richard, Zhong Songfa, Chark Robin, Lai Poh San, Chew Soo Hong. "Modeling the Genetics of Social Cognition in the Laboratory." In *The Oxford Handbook of Molecular Psychology*, Oxford University Press, 2015.
22. Set Eric, Saez Ignacio, Zhu Lusha, Houser Daniel, Myung Noah, Zhong Songfa, Ebstein Richard, Chew Soo Hong, and Hsu Ming. "Dissociable Contribution of Prefrontal and Striatal Dopaminergic Genes to Learning in Economic Games." *Proceedings of the National Academy of Sciences*, 2014, 111(26): 9615-9620.
23. Tsang Shui Ying, Zhong Songfa, Mei Lingling, Chen Jianhuan, Ng Siu-Kin, Pun Frank W, Zhao Cunyou, Jing Bingyi, Chark Robin, Guo Jianhua, Tan Yunlong, Li Lijun, Wang Chuanyue, Chew Soo Hong, Xue Hong. "Social cognitive role of schizophrenia candidate gene GABRB2." *PloS ONE*, 2013, 8(4): e62322.
24. Chew Soo Hong, Ebstein Richard, Zhong Songfa. "Sex-Hormone Genes and Gender Difference in Ultimatum Game: Experimental Evidence from China and Israel." *Journal of Economic Behavior and Organization*, 2013, 90: 28-42.
25. Chew Soo Hong, Ebstein Richard, Zhong Songfa. "Ambiguity Aversion and Familiarity Bias: Evidence from Behavioral and Gene Association Studies." *Journal of Risk and Uncertainty*, 2012, 44(1): 1-18. (Lead Article).
26. Zhong Songfa, Monakhov Mikhail, Mok Helen, Tong Terry, Lai Poh San, Chew Soo Hong, Ebstein Richard. "U-Shaped Relation between Plasma Oxytocin Levels and Behavior in the Trust Game." *PLoS ONE*, 2012, 7(12): e51095.

² For papers in this part, they are NOT in alphabetical order. I am the first author when my name appears first, otherwise I am a middle author.

27. Zhong Songfa, Chark Robin, Ebstein Richard, Chew Soo Hong. "Imaging Genomics for Utility of Risks over Gains and Losses." *NeuroImage*, 2012, 59(1): 540-546.
28. Mathias Riebold, Mankuta David, Elad Lerer, Israel Salomon, Zhong Songfa, Luba Nemanov, Monakhov Mikhail, Shlomit Levi, Nurit Yirmiya, Maya Yaari, Fabio Malavasi, Ebstein Richard. "All-trans retinoic acid upregulates reduced CD38 transcription in lymphoblastoid cell lines from autism spectrum disorder." *Molecular Medicine*, 2011 17(7): 799-806.
29. Zhong Songfa, Israel Salomon, Shalev Idan, Xue Hong, Ebstein Richard, Chew Soo Hong. "Dopamine D4 Receptor Gene Associated with Fairness Preference in Ultimatum Game." *PLoS ONE*, 2010, 5(11): e13765.
30. Ebstein Richard, Israel Salomon, Chew Soo Hong, Zhong Songfa, Knafo Ariel. "Genetics of Human Social Behavior." *Neuron*, 2010, 6(65): 831-844.
31. Zhong Songfa, Israel Salomon, Xue Hong, Ebstein Richard, Chew Soo Hong. "Monoamine Oxidase A Gene (MAOA) Associated with Attitude towards Longshot Risks." *PLoS ONE*, 2009, 4(12): e8516.
32. Zhong Songfa, Israel Salomon, Xue Hong, Sham Pak, Ebstein Richard, Chew Soo Hong. "A Neurochemical Approach to Valuation Sensitivity over Gains and Losses." *Proceedings of the Royal Society B: Biological Sciences*, 2009, 276(1676): 4181-4188.
33. Zhong Songfa, Chew Soo Hong, Set Eric, Zhang Junsen, Xue Hong, Sham Pak, Ebstein Richard, Israel Salomon. "The Heritability of Attitude Toward Economic Risk." *Twin Research and Human Genetics*, 2009, 12(1): 103-107.
34. Chew Soo Hong, Li King King, Chark Robin, Zhong Songfa. "Source Preference and Ambiguity Aversion: Models and Evidence from Behavioral and Neuroimaging Experiments." In *Neuroeconomics, Advances in Health Economics, Emerald Insight*, 2008, 20: 179-201

WORKING PAPERS³

1. Jin Lawrence, Rui Tang, Han Ye, Junjian Yi, Zhong Songfa. "Path Dependency in Physician Decisions" conditionally accepted, *Review of Economic Studies*
2. Chew Soo Hong, Miao Bin, Zhong Songfa. "Ellsberg meets Keynes at an Urn" conditionally accepted, *Quantitative Economics*, 2023
3. Chen Yiting, Zhong Songfa. "Uncertainty Motivates Morality" Revise-Resubmit, *Econometrica*
4. Wu Ziye, Zhong Songfa. "Individualism-Collectivism and Risk Perception around the World" Revise-Resubmit, *Management Science*
5. Zhang Xing, Zhong Songfa. "Putting Preference for Randomization to Work" Reject-Resubmit, *American Economic Review*
6. Chen Yiting, Zhong Songfa. "Source Dependence in Gift Exchange" Reject-Resubmit, *International Economic Review*
7. Miao Bin, Yang Shuangyu, Zhong Songfa. "Narrowly Rational"

³ For papers in this part, they are listed in alphabetical order.

8. Chen Mingshi, Liu Xiao Tracy, Shan You, Zhong Songfa, and Zhou Yanju. “The Consistency of Rationality Measurement”
9. Ye Han, Junjian Yi, Zhong Songfa. “Decision Fatigue in Physicians”
10. Fu Jingcheng, Zhang Xing, Zhong Songfa. “Preferences for Hedging in Multiple-Choice Tests”
11. Miao Bin, Yang Shuangyu, Zhong Songfa. “Revealed Heterogeneity in Risk Preference”
12. Fu Jingcheng, Zhong Songfa. “Visceral Influences and Gender Difference in Competitiveness”

WORKS IN PROGRESS

1. Shen Qiang and Zhong Songfa. “China Preferences and Beliefs Survey”
2. Chew Soo Hong, Wang Wenqian, Zhong Songfa. “Attention Utility Theory”

AWARDS/HONORS

Meritorious Service Award, Management Science, INFORMS, 2022

Meritorious Service Award, Management Science, INFORMS, 2021

Dean’s Chair, Faculty of Arts and Social Sciences, National University of Singapore, Jul 2020 – Jun 2023

Award for Excellent Researcher, Faculty of Arts and Social Sciences, National University of Singapore, 2019

Fellowship, Center for Advanced Study in the Behavioral Sciences, Stanford University, 2018-2019

Humanities and Social Sciences International Sabbatical Fellowship, National University of Singapore, 2018-2019

Shortlisted for Exeter Prize for Research in Experimental Economics, Decision Theory and Behavioral Economics, 2018

RESEACH GRANTS

New York University Abu Dhabi, Research Fund Award, Principal Investigator (PI), Sep 2022 - Aug 2023, USD60,000.

Singapore Ministry of Education, Academic Research Fund Tier 1, Principal Investigator (PI), “Moral Sentiments in the Uncertain World: From the Laboratory to the Field,” Feb 2021 - Jan 2024, SGD176,681

National University of Singapore, Special Research Grant, Principal Investigator (PI), “Decision-Making: Theory, Experiment, and Application,” Aug 2018 - Aug 2023, SGD250,000.

National University of Singapore, Research Scholarship Block-Fund (PI), Jul 2019 – Jul 2021, SGD132,000.

Singapore Ministry of Education, Academic Research Fund Tier 1, Principal Investigator (PI), “Parenting and Economic Decision Making: A Neurobiological Approach,” Nov 2015 - Nov 2019, SGD144,736.

National University of Singapore, Humanities and Social Sciences Seed Fund, Principal Investigator (PI), “Stress and Economics Decision Making,” Sep 2015 - Mar 2017, SGD39,800.

Singapore Ministry of Education, Academic Research Fund Tier 1, Principal Investigator (PI),
“The Biological Basis of Economic Incentive,” Mar 2011 - Sep 2014, SGD81,500.
National University of Singapore Start-up Fund, Principal Investigator (PI), “Behavioral and
Biological Studies of Economic Decision Making,” Dec 2010 - Jun 2014, SGD40,000.

PLENARY/KEYNOTE LECTURES

Keynote Speaker, Behavioral Research in Economics Workshop-Economic Science Association
(BREW-ESA), IIM Bangalore, India, Dec 2022
Keynote Speaker, Xiamen University, Interdisciplinary Workshop in Economic Sciences, Xiamen,
China, Mar 2022
Keynote Speaker, Asia Pacific Economic Science Association (APESA) Meeting, Osaka
University, Osaka, Japan, Mar 2022
Plenary Speaker, Economic Science Association (ESA) World Meeting, Berlin, Jul 2018

SEMINARS, WORKSHOPS, AND CONFERENCES

2022: Haifa-NYUAD Joint Seminar Series (Virtual)
Southwestern University of Finance and Economics (Virtual)
iRisk: Decision-making under risk and uncertainty (Virtual)
Peking University (Virtual)
Hong Kong University of Science and Technology (Virtual)
2021: INFORMS Annual Meeting (Virtual)
Shandong University (Virtual)
Peking University (Virtual)
Tsinghua University (Virtual)
China Meeting of the Econometric Society (Virtual)
2020: CUHK-HKU-HKUST Joint Theory Seminar Series (Virtual)
Virtual East Asia Experimental and Behavioral Economics Seminar Series (Virtual)
ShanghaiTech University (Virtual)
Nanjing University (Virtual)
2019: Stanford University
University of Toronto
Purdue University
University of Michigan
University of California, Davis
California Institute of Technology
Stochastic Choice Workshop, Barcelona GSE Summer Forum
Inaugural Behavioral, Biological and Experiment Economics Conference, Chengdu
Society for Experimental Finance Asia Pacific Regional Conference, Singapore
Singapore Economic Review Conference
New York University Abu Dhabi
Fudan University

New York University Shanghai
 Jinan University
 Experimental Social Science Conference, Tokyo
 2018: University of California, Berkeley
 Simon Fraser University
 Stanford University
 Southwestern University of Finance and Economics, Chengdu
 New York University Abu Dhabi
 Foundations and Applications of Utility, Risk and Decision Theory, York
 Economic Science Association World Meetings, Berlin
 China Greater Bay Area Experimental Economics Workshop, Hong Kong
 Workshop in Behavioral Economics, Frankfurt
 Advances with Field Experiments, Boston
 2017: Hitotsubashi University
 SURE International Workshop, Seoul National University
 Chinese University of Hong Kong (Shenzhen)
 Hong Kong University of Science and Technology
 Shanghai Workshop of Behavioral and Experimental Economics
 Zhejiang University
 Shanghai University of Finance and Economics
 Lingnan University
 Chinese University of Hong Kong, Hong Kong
 2016: International Workshop on Experimental Economics, Xiamen
 Hong Kong Economic Association Conference, Hong Kong
 Foundations and Applications of Utility, Risk and Decision Theory, Coventry
 Risk, Uncertainty, and Decision, Paris
 Decision: Theory, Experiments and Applications, Paris
 2015: Frontiers of Behavioral Economics, Singapore
 Xiamen University
 Tsinghua University
 Erasmus University of Rotterdam
 European Meeting of the Economic Science Association, Heidelberg
 2014: Shanghai University of Finance and Economics
 Nanyang Technological University
 Xiamen University International Workshop on Experimental Economics, Xiamen
 Foundations and Applications of Utility, Risk and Decision Theory Conference, Rotterdam
 Risk, Uncertainty, and Decision, Paris
 Decision: Theory, Experiments and Applications, Paris
 2013: Risk, Uncertainty, and Decision, Paris
 Decision: Theory, Experiments and Applications, Paris
 China Meeting of the Econometric Society, Beijing

Asian Meeting of the Econometric Society, Singapore
 Singapore Economic Review Conference, Singapore
 Shanghai University of Finance and Economics, Shanghai
 2012: Foundations and Applications of Utility, Risk and Decision Theory, Atlanta
 Risk, Uncertainty, and Decision, Evanston
 International Meeting of the Economic Science Association, New York
 Images of the Mind Symposium, Singapore
 Asia-Pacific Meeting of the Economic Science Association, Xiamen
 2011: Meeting of the Federation of Asian Molecular Biologists, Singapore
 Shanghai University of Finance and Economics
 National Taiwan University
 Asia Joint Workshop in Economics, Taipei
 Asia-Pacific Meeting of the Economic Science Association, Kuala Lumpur
 2010: International Workshop on Experimental Economics and Finance, Xiamen
 National University of Singapore
 Society for the Advancement of Economic Theory Conference, Singapore
 Asia-Pacific Meeting of the Economic Science Association, Melbourne
 2009: International Meeting of the Economic Science Association, Washington DC
 Neuro Social Science Workshop, Osaka
 2008: Asia-Pacific Meeting of the Economic Science Association, Singapore
 2007: Asia-Pacific Meeting of the Economic Science Association, Osaka

PROFESSIONAL ACTIVITIES

Reviewer: *American Economic Review*, *American Economic Journal: Microeconomics*, *Econometrica*, *Economic Theory*, *Economics Bulletin*, *European Economic Review*, *Experimental Economics*, *International Economic Review*, *Journal of Economic Theory*, *Journal of Economic Behavior and Organization*, *Journal of Economic Psychology*, *Journal of European Economic Association*, *Journal of Human Resources*, *Journal Political Economy*, *Journal of Public Economics*, *Journal of Risk and Uncertainty*, *Quantitative Economics*, *Scandinavian Journal of Economics*, *The B.E. Journal of Theoretical Economics*, *Theory and Decision*, *Frontiers in Neuroscience*, *Journal of the Economic Science Association*, *Journal of Neuroscience*, *Psychology*, and *Economics*, *Management Science*, *Neuroimage*, *Philosophical Transactions of the Royal Society B*; *Review of Economics and Statistics*; *Research Grants Council of Hong Kong*, *Singapore Economic Review*, *Singapore Ministry of Education Social Science Research Thematic Grant*.

MEDIA COVERAGE

The Economist: “How to measure how stress affects athletes' performance”, January 2023
 Straits Times: “Betting on biology of risky behavior”, February 2010
 Science Daily: “Why Do People Play the Longshot but Buy Insurance? It's in Our Genes”, January 2010
 Jerusalem Post: “Playing the lottery, buying insurance - based on genes”, January 2010

Chinese Radio News: “Purchase of lottery or insurance linked to genes”, January 2010

POPULAR WRITINGS

Management Science Review Blog: “Recover Overnight? Work Interruption and Worker Productivity” with Cai Xiqian, Gong Jie and Lu Yi, 2018

Straits Times: “The neuroeconomics of risk-taking and gambling” with Chew Soo Hong, 2013

DEPARTMENTAL/FACULTY SERVICE

2022-2023: Senior Search Committee at New York University Abu Dhabi

2021-2022: Junior Promotion and Tenure Committee at the Faculty of Arts and Social Sciences, Search Committee, Deputy Director of Graduate Program Committee, Department Ethics Review Committee

2020-2021: Junior Promotion and Tenure Committee at the Faculty of Arts and Social Sciences, Research Committee, Graduate Program Committee

2019-2020: Junior Promotion and Tenure Committee at the Faculty of Arts and Social Sciences, Research Committee, Experimental Research Review Officer

2018-2019: Search Committee

2017-2018: Chair of Seminar Committee, Search Committee, Graduate Program Committee, Area Coordinator for behavioral/experimental economics, Curriculum Committee

2016-2017: Area Coordinator for behavioral/experimental economics, Curriculum Committee, Search Committee

2015-2016: Area Coordinator for behavioral/experimental economics, Search Committee

2014-2015: Area Coordinator for behavioral/experimental economics, Graduate Program Committee

2013-2014: Graduate Program Committee

2012-2013: Seminar Committee

2011-2012: Seminar Committee

2010-2011: Seminar Committee

TEACHING EXPERIENCE

New York University Abu Dhabi

Behavioral Economics (2022-2023)

National University of Singapore, Singapore

Behavioral Economics (2011-2018, 2020-2022)

Microeconomic Analysis III (2012)

Microeconomic Analysis I (2011)

Financial Economics (2010)

Hong Kong University of Science and Technology, Hong Kong

Managerial Economics (2009)

Biological Economics (2009)

SUPERVISION

Main Supervisor

Li Wencong (PhD student, in progress)

Wu Ziye (PhD student, in progress)

Yang Shuangyu (PhD 2023, Placement: Assistant Professor, Jinan University)

Chen Yiting (PhD 2022, Placement: Assistant Professor, Xiamen University)

Fu Jingcheng (Postdoc 2019-2022, Placement: Lecturer, National University of Singapore)