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## Affiliations

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School of Economics, University of Nottingham  
The Center for Decision Research and Experimental Economics, Nottingham  
The ESRC Network for Integrated Behavioral Science

## Research Interests

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Networks, Behavioral and Experimental Economics, Applied Microeconomics

## Working Papers

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**Concentration of Influence under Complementarities** (previously titled “Hierarchy and Nestedness in Networked Organizations”)

Abstract: This paper studies optimal networks with weighted and directed links under complementarities. We consider a group of agents and the actions of them are endogenously determined by which network the planner implements. Complementarities mean that the best-response action of each agent is increasing in the actions of those who have a link with positive weight pointing to the agent (representing the direction and intensity of influence). A network is said to be optimal if it maximizes the planner’s objective function which is increasing in the effort of each agent, subject to the constraint that the total weight of the links of the network does not exceed a certain level. The agents’ best-response function and the planner’s objective function can be convex or concave. We show that every optimal network exhibits dramatic concentration of influence to only two agents, regardless of the size of the whole group.

**Fairness Perceptions and Punishment Types: an Experimental Study**, with Lucas Molleman (MPI Berlin) and Dennie van Dolder (VU Amsterdam)

Abstract: Previous studies suggest that whether individuals perceive a behavior as fair depends on how prevalent it is in the population. Using a prisoner’s dilemma game experiment, we test whether informing individuals of a higher proportion of cooperators in the population affects the legitimacy of free riding and changes their punishment of free riders. Different from previous studies, we use the strategy method to obtain each participant’s complete punishment strategy. We find co-existence of four different punishment types and show that no single existing theory captures the rich heterogeneity in punishment behavior.

**Norm-based Resentment and the Evolution of Cooperative Norms**

Abstract: This paper investigates how cooperative norms emerge and evolve over time. I construct a stochastic dynamic model based on the idea that cooperation between strangers is sustained by endogenous social norms. The model shows how cooperation and punishment of defectors co-evolve. Recent empirical studies find that (1) cooperation between strangers is positively correlated with law enforcement across societies, and that (2) cooperation is higher in large, modern societies with higher degrees of market integration compared to small-scale societies. The model explains these regularities. Specifically, the ability to “vote with feet” is critical in generating the high level of cooperation in large, modern societies.

## Work in Progress

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**Lying, Naivety, and Distribution of Information**, with Daniele Nosenzo (Nottingham)

**Social Competition and Economic Consequences: Theory and Experiment**, with Michael Muthukrishna (LSE) and Robin Schimmelpfennig (LSE)

## Education

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- 10/2013-Present      Ph.D. in Economics (thesis submitted), University of Nottingham  
Thesis title: The Socially Embedded Individual  
Supervisors: Abigail Barr, Silvia Sonderegger
- 09/2012-09/2013      M.Sc. in Behavioral Economics, Distinction, University of Nottingham  
Thesis title: The Norm of Inequity Aversion on Charitable Giving and Third-Party Punishment
- 09/2008-06/2012      B.A. in Financial Management, Jinan University (China)  
Thesis title: Financial Fraud: A Model of Moral Hazard  
Prize: Best Degree Paper of Jinan University

## Academic Visits

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- 02/2017      Department of Psychological and Behavioral Science, London School of Economics and Political Science

## Conference Presentations

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- 11/2017      Invited talk “Hierarchy and Nestedness in Networked Organizations”, Bridges Program, Warwick, UK
- 09/2017      “Social Competition: Theory and Experiment”, Inaugural Cultural Evolution Society Conference, Jena, Germany
- 12/2016      Invited talk “Resentment and the Evolution of Social Norms of Cooperation”, Cultural Transmission and Social Norms Workshop, Norwich, UK
- 07/2016      “Resentment and the Evolution of Social Norms of Cooperation”, Economic Science Association World Meeting, Jerusalem, Israel
- 05/2016      “Resentment and the Evolution of Social Norms of Cooperation”, CBESS-CeDEX-CREED Meeting, Amsterdam, Netherlands
- 09/2015      “Emergence and Transmission of Cooperative Norms: Variations and Correlations in Cooperation and Punishment”, Economic Science Association European Meeting, Heidelberg, Germany
- 05/2014      “A Simpler Theory of Reciprocity”, CBESS-CeDEX-CREED Meeting, Nottingham, UK

## Summer Schools

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- 06/2016      The 27th Jerusalem School in Economic Theory: The Theory of Networks, The Hebrew University of Jerusalem
- 05/2015      Experimentics, University of East Anglia
- 06/2014      Experiments and Economics of Organization, University of East Anglia
- 06/2014      Behavioral Game Theory, University of East Anglia

## Funding

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- 2013-2016      Ph.D. Studentship by the Network of Integrated Behavioral Science (NIBS), £16,726 per annum
- 2013-2016      Vice-Chancellor’s Scholarship for Research Excellence (International), covering tuition fees for international students
- 2012-2013      Research Centre (CeDEX) Scholarship by the School of Economics, University of Nottingham, £2,445

## Teaching

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- 2017-2018 Graduate teaching assistant for Principles of Microeconomics, University of Nottingham  
2016-2017 Graduate teaching assistant for Foundations of Microeconomics, University of Nottingham  
July 2015 Lecturer for Introductory Game Theory, Summer School for Senior Undergraduates, Jinan University (China)  
2014-2015 Graduate teaching assistant for Mathematical Economics, University of Nottingham

## Data Analysis and Programming Skills

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Stata, R, Lioness Lab (Live Interactive Online Experimental Server Software), NetLogo, L<sup>A</sup>T<sub>E</sub>X

## Languages

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English (fluent), Chinese Mandarin (native), Cantonese (native)

## Academic References

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