

Nan Zhang

Max-Planck-Institute for Research on Collective Goods
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POSITIONS

Max-Planck-Institute for Research on Collective Goods

Senior Research Fellow 2016 – Present

Bocconi University

Visiting Researcher, Dondena Centre 2017

European University Institute

Max Weber Post-Doctoral Fellow 2014 – 2016

Research Fellow, ERC Project “Willing to Pay” 2013 – 2014

Stanford University

Instructor, Stanford Summer College 2013

Graduate Teaching Assistant 2009 – 2012

EDUCATION

Stanford University

Ph.D. (2014) in Political Science, concentration in *Comparative Politics* and *International Relations*

J.D. (2011) Stanford Law School

University of California, Berkeley

Double B.A. (2006) in Economics and Political Science

PUBLICATIONS

- [8] “Prosocial Behavior in Interethnic Encounters: Evidence from a Field Experiment with High- and Low-Status Immigrants.” *European Sociological Review* 35.4 (2019): 582–597. (with A. Aidenberger, H. Rauhut and F. Winter)
- [7] “Social Norm Enforcement in Ethnically Diverse Communities.” *Proceedings of the National Academy of Sciences* 115.11 (2018): 2722–2727. (with F. Winter)
- [6] “Institutions, Norms, and Accountability: A Corruption Experiment with Northern and Southern Italians.” *Journal of Experimental Political Science* 5.1 (2018): 11–25.
- [5] “Legibility and the Informational Foundations of State Capacity.” *Journal of Politics* 79.1 (2017): 118–132. (with M. Lee)
- [4] “Willing to Pay? An Experimental Analysis of Tax Compliance in Britain and Italy.” *PLoS ONE* 11.2 (2016). (with G. Andrighetto, S. Ottone, F. Ponzano, and S. Steinmo)
- [3] “Ordinary Dishonesty in Tax Compliance: Are Swedes More Honest than Italians?” *Frontiers in Psychology* 7 (2016): 472 (with G. Andrighetto, S. Ottone, F. Ponzano, J. D’Attoma and S. Steinmo)
- [2] “Changing a ‘Culture’ of Corruption: Evidence from an Economic Experiment in Italy.” *Rationality & Society* 27.4 (2015): 387–413.
- [1] “Political Culture” in *The Oxford Companion to Comparative Politics* (2012) New York: Oxford University Press. (with D. Laitin)

ONGOING PROJECTS & WORKING PAPERS

- [13] “Making Diversity Work: Behavioral Foundations of Trust and Cooperation in Multiethnic Communities.” *Proposal in preparation for submission to the German Research Foundation (DFG) Emmy Noether Programme*
- [12] “All in the Family: Literacy and State-Society Interaction in 19th Century France.” (with M. Lee)
- [11] “Conjoint Experiments through the Lens of Eye-Tracking.” (with F. Winter and S. Fiedler)
- [10] “The Paradoxical Effects of Combating Corruption on Political Engagement: Evidence from a Natural Experiment.” (with M. Poertner)

- [9] “Covert discrimination is unaffected by immigrants’ socioeconomic status.”
(with J. Gereke and D. Baldassarri)
- [8] “Tracking the Trump Effect: A Long-Term Study of How Political Campaigns Change the Unsayable.” (with F. Winter and A. Álvarez-Benjumea)
- [7] “The Crowdsourced Replication Initiative: Investigating Immigration and Social Policy Preferences.” (with N. Breznau, E. M. Rinke, A. Wuttke, and 162 others)
- [6] “Social class and social norm conformity: Evidence from a Crosswalk Experiment in Italy.”
(with J. Gereke, M. Schaub and D. Baldassarri)
- [5] “Language Policy and State-Society Interaction in Sub-Saharan Africa.”
(with M. Lee and R. Ramachandran)
- [4] “Context and Preferences Shape Cooperative Decision-Making”
(with G. Andrighetto, Á. Székely, D. Bruner, S. Ottone, and S. Steinmo)
- [3] “Anti-Corruption Efforts and Public Opinion in China: Evidence from a Natural Experiment in an Autocratic Regime.”
- [2] “Democratic Advantages in Corruption Control: New Evidence from Anti-Corruption Cases across 154 Countries.”
- [1] “The Art of Counting the Governed: Civil War, Census Accuracy and State Presence” (with M. Lee)

**GRANTS &
AWARDS**

- 2016 Research in the Humanities and Social Sciences Grant, Princeton University (\$7.200)
- 2016 President’s Fund, European University Institute (€5.300)
- 2013 The Europe Center Graduate Student Grant, Stanford University (\$3.000)
- 2011–2013 Global Underdevelopment Action Fund, Stanford University (\$25.000)
- 2012 Graduate Research Opportunity Fund, Stanford University (\$5.000)
- 2006 Philo Sherman Bennett Prize in Political Science, U.C. Berkeley (\$1.000)

**SELECTED
PRESENTATIONS
(* INVITED)**

- 2019 EUI, IMEBESS, Bocconi, Konstanz, Venice
- 2018 ECPR, **Heidelberg***, **Hohenheim***, IMEBESS, Lisbon, **Mannheim***
- 2017 APSA, **FU Berlin***, Bocconi, IMEBESS, BEELab
- 2016 EPSA, NYUAD, EUI
- 2015 APSA, IMEBESS, EUI, **Gothenburg***, UPF
- 2014 **UPenn***
- 2013 Harvard, APSA, BEELab

TEACHING

- 2019 Experimental Methods in the Social Sciences (GIGA, Hamburg)
- 2015 Teacher Training Certification (European University Institute)
- 2013 Corruption, Conflict and Financial Crisis (Stanford)
- 2012 Introduction to International Relations (Stanford)
- 2011 Introduction to American Law (Stanford)
- 2010 Introduction to American Law (Stanford)
- 2009 Democracy, Development and the Rule of Law (Stanford)

OTHER

Software: Stata, R, zTree, oTree, Qualtrics, Netlogo, \LaTeX
 Referee: PNAS, APSR, AJPS, ESR, World Politics, J. Ethn. Migr. Stud., J. Econ. Sci. Assoc.,
 Methods: Quantitative Methods, Causal Inference, Experimental Methods

**PERSONAL
INFORMATION**

Date of Birth: 3 January 1984
 Place of Birth: Beijing, China
 Citizenship: American, with German *Aufenthaltstitel*

[Last updated 2019-12-24]