

# NANYIN YANG

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## FIELDS OF CONCENTRATION

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Behavioral economics; Experimental economics; Healthcare; Human-AI interaction.

## EDUCATION

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<b>Texas A&amp;M University, College Station, U.S.</b>	<i>Aug 2018 - May 2024 (Expected)</i>
Ph.D. in Economics	
<b>University of Wisconsin, Madison, U.S.</b>	<i>Aug 2016 - Dec 2017</i>
M.S. in Economics	
<b>University of California, Berkeley, U.S.</b>	<i>Aug 2014 - Dec 2014</i>
Exchange student	
<b>Sun Yat-sen University, Zhuhai, China</b>	<i>Aug 2012 - June 2016</i>
B.A. in Economics	

## WORKING PAPERS

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**The Unintended Consequences of Patients' Active Participation: Theory and Experiment.**  
*Job Market Paper.* [Full paper link.](#)

*Abstract:* Empirical evidence shows that patients' noncompliance with doctors' recommendations is a prevalent issue in the patient-doctor relationship, yet the impact of such noncompliance on doctors' performance remains unclear. In this paper, I develop a model using a framework of client-expert interaction to address this question. This model predicts that giving clients an option to go against experts can reduce experts' investment in improving the accuracy of their diagnosis, particularly among experts who prioritize clients' well-being. A laboratory experiment validates the theoretical predictions and investigates the effectiveness of two interventions, namely communication and reputation, in improving clients' welfare. This study illustrates the complexity of the dynamics of patient-doctor interactions and highlights the unintended adverse consequence of patients' active participation in treatment selection on doctors' performance which further reduces patients' welfare. Furthermore, this study proposes potential interventions to improve patient-doctor relationships and promote patient welfare.

**Humanization of Virtual Assistants and Delegation Choices.** (with Andreas Drichoutis and Marco Palma) - *Under Review* [Full paper link.](#)

**"Hot" and "Cold" Punishments in Public Goods Provision.** (with Andy Cao, Catherine Eckel, Jinliang Liu, Phatchaya Piriyanthanasak, Samuel Lockhart Priestley, and Sora Youn) [Full paper link.](#)

**The Evolution of Risk Attitudes: A Panel Study of the University Years.** (with Catherine Eckel and Rick Wilson) [Full paper link.](#)

**Becoming Friends or Foes? How Social Proximity and Competitive Environment Shape Social Preferences.** (with Andy Cao, Eugen Dimant and Kyle Hyndman) [Full paper link.](#)

## WORK IN PROGRESS

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**Altruistic Lies.** (with Paul Feldman, Connor Magnuson and Marco Palma) *Manuscript in Prep.*

## GRANTS, HONORS AND AWARDS

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IFREE Research Fund (\$2,000)	2023
NSF Doctoral Dissertation Improvement Award (\$25,000)	2022
College Graduate Summer Research Grant (\$1,480)	2022

## TEACHING EXPERIENCE

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<b>Experimental Economics</b> (Instructor) - <i>Rating: 4.5/5</i>	<i>Fall 2022</i>
<b>Personnel Economics</b> (Teaching Assistant)	<i>Spring 2020, Spring 2021, Spring 2022</i>
<b>Econometrics</b> (Teaching Assistant)	<i>Fall 2019, Spring 2020</i>

## CONFERENCE PRESENTATIONS

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SEA Southern Economic Association Conference	<i>New Orleans, LA, Nov 2023</i>
ESA North American Annual Conference	<i>Charlotte, NC, Oct 2022</i>
SEA Southern Economic Association Conference	<i>Fort Lauderdale, FL, Nov 2022</i>
ESA North American Annual Conference	<i>Santa Barbara, CA, Nov 2022</i>
Science Philanthropy Initiative Conference (Poster Session)	<i>Indianapolis, IN, Sept 2022</i>
Eighth Biennial Meeting of the Social Dilemmas Working Group	<i>Boston, MA, June 2022</i>
ESA Global Annual Conference	<i>Boston, MA, June 2022</i>
SEA Southern Economic Association Conference	<i>Houston, TX, Nov 2021</i>
ESA North American Annual Conference	<i>Tuscon, AZ, Oct 2021</i>

## WORKSHOP PARTICIPATIONS

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Innsbruck Spring School on Credence Goods, Incentives and Behavior	<i>May 2023</i>
IFREE Workshop: Complementing Lab Experiments with Survey Data	<i>Feb 2023</i>
CSWEP Mentoring Workshop	<i>Nov 2021</i>
Health Econ/Health Policy Mentoring Workshop, American Economic Association	<i>Sept 2021</i>
Graduate Workshop in Experimental Economics, Chapman University	<i>Jan 2021</i>

## INVITED TALK

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Experimental/Behavioral Workshop, University of Ottawa: “Patient Trust and Doctor Performance: A Theoretical and Experimental Study of Patient-Doctor Relationship” *Virtual, Nov 2022*

## REVIEWER EXPERIENCE

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Journal of Behavioral Public Administration

International Journal of Information Technology & Decision Making

## TECHNICAL STRENGTHS

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*Computational/Coding Skills:* Python; Stata; R; MATLAB; HTML; Machine learning; Text mining.

*Experimental Tools:* Qualtrics; o-Tree; Eye-Trackers; Skin Conductance Response.

## REFERENCES

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Dr. Catherine Eckel

Department of Economics

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Dr. Marco Palma

Department of Agricultural Economics

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Dr. Joanna Lahey

The Bush School of Government and Public Service

Texas A&M University

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