

# Jin Sohn

Dongbei University of Finance and Economics  
Institute for Advanced Economic Research  
217 Jianshan St., Dalian, Liaoning, China 116025

Email: [jinsohn7@gmail.com](mailto:jinsohn7@gmail.com)  
University Email: [jinsohn7@dufe.edu.cn](mailto:jinsohn7@dufe.edu.cn)

## Employment

Assistant Professor of Economics, IAER, Dongbei University of Finance and Economics, October 2020 - November 2023

Associate Professor of Economics, IAER, Dongbei University of Finance and Economics, November 2023 - Present

## Education

Ph.D. *Economics*, University of Arizona, May 2020.

Dissertation Committee: Martin Dufwenberg (Chair), Charles Noussair, Asaf Plan

M.A. *Economics*, University of Arizona, May 2015.

B.A. *Mathematics and Economics (with summa cum laude)*, University of Arizona, May 2014.

## Research Interests

Behavioral Economics, Experimental Economics, Game Theory, Game-theoretic Analysis of Political Theories

## Publications and Accepted Articles

Jin-yeong Sohn and Dooseok Jang. "On the effectiveness of leading by example in public goods games." *Journal of Economic Behavior & Organization* 224 (2024): 266-281.

Dooseok Jang and Jin-yeong Sohn. "Modeling sacrifice." *Journal of Economic Behavior & Organization* 224 (2024): 323-337.

Jin-yeong Sohn, and Wenhao Wu. "Reciprocity with uncertainty about others." *Games and Economic Behavior* 136 (2022): 299-324.

Alexander Schaefer and Jin-yeong Sohn. "Unravelling into war: trust and social preferences in Hobbes's state of nature." *Economics & Philosophy* (2021): 1-35.

## Working Paper

Uncertainty Principle of Human Dishonesty (with JunYi Peng Zhou and Xu Cheng)

Unveiling Lies in Disguise (with JunYi Peng Zhou and Xu Cheng)

Abilene Paradox (with Rachel Mannahan and Lia Flores) *under review*

A Comparison of Linear and Flat-rate Pricing (with Jun Yi Peng Zhou)

## Work in Progress

Cooperation with Uncertain Social Preferences (with Asaf Plan)

A Model of Reactions to Streaks: Bayesian Inference by Believers in Serial Dependence

Keep Your Money: Experimental Study on Psychological Punishment (with Senran Lin)

Level-k and Psychological Play (with Martin Dufwenberg)

Lying Behavior in an Organization (with Jun Yi Peng Zhou and Alexander Schaefer)

## Teaching Experience

### **Dongbei Univ. of Finance & Economics, Dalian, China**

*Sole Instructor*

*Microeconomics II (Graduate Level), Spring 2022, 2023, 2024*

*Behavioral Economics (PhD Elective), Spring 2022, 2023*

### **University of Arizona, Tucson, AZ, USA**

*Sole Instructor*

*ECON436 Behavioral Economics, Summer 2019*

*ECON200 Basic Economic Issues, Summer 2018*

*ECON361 Intermediate Microeconomics, Summer 2016*

*ECON300 Microeconomics for Business Majors, Summer 2015*

*ECON330 On-line Macroeconomics for Business Majors, Winter 2018*

## Presentations and Events

*DUFE Behavioral and Experimental Workshop, May 2024*

*IAER internal seminar, April 2024*

*China Meeting on Game Theory and Applications, Beijing, 2023*

*DUFE Behavioral and Experimental Workshop, 2023*

*DUFE Behavioral and Experimental Workshop, 2022*

*GAMES2020: World Congress of the Game Theory Society, 2021*

*Philosophy, Politics and Economics Society Annual Meeting, New Orleans, LA, 2020*

*Summer Korean Econometric Society Conference at Sogang University, Seoul, South Korea, 2019*

*Ph.D. course on Psychological Game Theory, Copenhagen, Denmark, 2019*

*Ph.D. Summer School on Psychological Game Theory at UEA, Norwich, UK 2017*

*Econometric Society Summer School, Kyoto, Japan, 2016*

## Grants and Titles

*National Foreign Experts Project, September, 2023*

*GPSC Research and Projects Grants (with Elaine Rhee), University of Arizona, Spring, 2019*

*Economic Science Lab Grants, University of Arizona, Spring, 2019*

*Economic Science Lab Grants, University of Arizona, Fall, 2019*

*Hayek Fund Travel Grant, Institute for Humane Studies, December, 2019*

*Philosophy, Politics and Economics Society Travel Grant, December, 2019*

## Research Assistant

*Research Assistant to Prof. Martin Dufwenberg, Institute for Behavioral Economics, from August, 2016 to May, 2020.*

## References

### **Martin Dufwenberg**

*Eller Professor of Economics, Director, Institute for Behavioral Economics  
University of Arizona  
martind@eller.arizona.edu*

### **Charles Noussair**

*Director of Economic Science Lab and Eller Professor of Economics  
University of Arizona  
cnoussair@arizona.edu*

### **Asaf Plan**

*Senior Lecturer in Economics  
University of Arizona  
plan@arizona.edu*