

# 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

### University of Copenhagen

Visiting Researcher, Faculty of Social Sciences Postponed

### 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. in Political Science 2014

J.D. Stanford Law School 2012

### University of California, Berkeley

Double B.A. in Economics and Political Science 2006

## PUBLICATIONS

- [9] “Literacy and State-Society Interactions in 19<sup>th</sup> Century France.” *American Journal of Political Science* 64.4 (2020): 1001–1016 (with M. Lee)  
\* Winner of the 2020 Best Article Prize in the European Politics and Society Section of the American Political Science Association
- [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)  
\* Winner of the 2020 ESR Prize for Best Article of the Year
- [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] “Are Some Countries More Honest than Others? Evidence from a Tax Compliance Experiment in Sweden and Italy.” *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)

**WORK IN  
PROGRESS**

- [8] “No Differential Effects of Classroom Composition for Native and Immigrant Adolescents: A Comment on Smith et al. 2016” (with D. Kretschmer, J. Gereke and F. Winter) – *Under Review*
- [7] “Racial Avoidance in Everyday Encounters: A Field Experiment in the Milan Metro.” (with J. Gereke and D. Baldassarri) – *Under Review*
- [6] “The Paradoxical Effects of Combating Corruption on Political Engagement: Evidence from Two Natural Experiments.” (with M. Poertner) – *Under Review*
- [5] “How Many Replicators Does It Take to Achieve Reliability? Investigating Researcher Variability in a Crowdsourced Replication.” (with N. Breznau, E. M. Rinke, A. Wuttke, and 162 others) – *Under Review*
- [4] “From *Pluribus* to *Unum*: Statebuilding and the Imagined Community in 19<sup>th</sup> Century America.” (with M. Lee)
- [3] “Party Trumps Race: How Black, Hispanic and Asian Republicans React to Explicit Racial Rhetoric.” (with F. Winter and A. Álvarez-Benjumea)
- [2] “Cultural Adaptation and Demographic Change: Evidence from Mexican-American Naming Patterns During the California Gold Rush.” (with M. Abascal)
- [1] “Observing Many Researchers using the Same Data and Hypothesis Reveals a Hidden Universe of Uncertainty.” (with N. Breznau, E. M. Rinke, A. Wuttke, and 162 others)

**GRANTS &  
AWARDS**

- 2021 2020 Best Article Prize Award, European Politics and Society Section, APSA
- 2020 German Research Foundation (DFG) Emmy Noether Programme (6 years, €1.286.406)
- 2020 Research in the Humanities and Social Sciences Grant, Princeton University (Co-PI, \$7.500)
- 2020 ESR Prize for Best Article of the Year 2020 (€500)
- 2016 Research in the Humanities and Social Sciences Grant, Princeton University (Co-PI, \$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)**

- 2021 **Mainnheim\***, **Zurich\***, ACES
- 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, QGIS, zTree, oTree, Qualtrics, Netlogo, ~~LaTeX~~
- Referee: Nature Scientific Reports, PNAS, APSR, AJPS, JOP, QJPS, ESR, World Politics, JEMS, JESA