

Qijun Zhu

Ph.D. Candidate in Economics, George Mason University

Interdisciplinary Center for Economic Science

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AI Behavioral Profile: aibehavioralprofile.com

EDUCATION

George Mason University	2021–2027 (expected)
Ph.D. in Economics; GPA: 3.88/4.00	
Johns Hopkins University	2019–2020
M.S.E. in Financial Mathematics; GPA: 3.97/4.00	
Shandong University, Weihai	2015–2019
Bachelor of Natural Sciences: Statistics (Finance); GPA: 90.30/100	
Chung Yuan Christian University	2017–2018
Exchange Program in Finance; GPA: 4.00/4.00	

RESEARCH FIELDS

Behavioral and Experimental Economics

AI delegation and decision-making; LLM behavior; reproducible evidence synthesis

WORKING PAPERS

Whose Welfare Does AI Maximize? Decision Perspectives in Economic Games: Evidence from a Meta-Analysis and LLM Experiments

Job Market Paper

When people delegate economic decisions to AI, whose welfare does it prioritize? Using our reproducible AI-assisted evidence synthesis workflow (RAES), we synthesize 757 comparisons from 54 studies of economic games. AI shares and cooperates more than humans on average and responds more strongly to unfair treatment, but these differences vary widely across studies. We propose that this variation reflects the decision perspective induced by a task: acting from one participant's position (the self-interested perspective) or evaluating outcomes as a third party (the third-party perspective). Experiments with GPT-4o and GPT-5.5 support this explanation: changing whom AI is instructed to represent changes who benefits. To quantify the difference between perspectives, we estimate a welfare model using separate allocation and ultimatum tasks. Under the self-interested perspective, the weight on the participant AI represents is 1.00 for GPT-4o and 0.96 for GPT-5.5; under the third-party perspective, the weight on that same participant falls to 0.29 and 0.39, with the remainder on the other participant. With these estimates fixed, we identify the perspective from recovered study instructions and predict AI choices and their differences from human choices in the studies' one-shot, two-player games. Predictions using the identified perspective are more accurate than those using the opposite perspective: mean absolute prediction error for AI choices is 30 percent lower with the GPT-4o estimates and 60 percent lower with the GPT-5.5 estimates. How a task is described can therefore change whose interests a delegated AI serves.

Optimal Search in Multi-period Public Goods Games

With Kevin A. McCabe

Connects deliberate strategy choice at the start of each period with reinforcement learning within periods, using multi-period public goods experiments.

RAES: An open-source workflow for auditable and reproducible AI-assisted evidence synthesis

Develops a reusable workflow linking researcher-defined rules, AI execution, independent AI audits, deterministic computation, and offline reproduction.

PUBLICATION

Zhu, Q. (2021). Confirmation Bias and Gambler’s Fallacy Effect with Bayesian Method. In *Proceedings of the 4th International Conference on Economic Management and Green Development* (pp. 408–414). Springer. doi:10.1007/978-981-16-5359-9_47

RESEARCH SOFTWARE AND WEBSITE

RAES — Reproducible AI-assisted Evidence Synthesis

Creator and maintainer · Open-source software, v0.5.1 (2026)

Research workflow with an operating manual, templates, automated checks, audit tools, and offline examples for reproducible evidence synthesis.

github.com/qijunzhu/raes | doi:10.5281/zenodo.22928356

AI Behavioral Profile

Creator and developer · aibehavioralprofile.com · v1.0.0 (2026)

Created and launched a bilingual website comparing 10 AI models across 6 categories and 30 behavioral measures, with stability checks. Tasks adapt classic experiments from economics and established instruments from psychology; every measure documents its task design, scoring rule, and sources, so results can be traced and replicated.

github.com/qijunzhu/ai-behavioral-profile | doi:10.5281/zenodo.23150529

TEACHING EXPERIENCE

George Mason University — Instructor

Summer 2026; Summer 2024

ECON 100: Economics for the Citizen

Student evaluations (Summer 2026): 4.7/5 for instructor preparation and course organization.

Johns Hopkins University — Teaching Assistant

Fall 2020

Risk Measurement/Management in Financial Markets

RESEARCH APPOINTMENT

Graduate Research Assistant, ICES, George Mason University

2021–Present

CONFERENCE PRESENTATIONS

Society for Judgment and Decision Making Annual Meeting, San Diego, CA (poster; upcoming)	2026
Economic Science Association North American Meeting, Charlottesville, VA (upcoming)	2026
Washington Area Meeting of Economic Scientists, Arlington, VA (poster)	2026
Association of Private Enterprise Education Annual Meeting, Las Vegas, NV	2026
Southern Economic Association Annual Meeting, Tampa, FL	2025

FELLOWSHIP

ICES Ph.D. Fellowship, George Mason University

2021–2027

REFERENCES

Kevin A. McCabe (Dissertation Committee Chair), George Mason University, ICES
kmccabe@gmu.edu

Cesar A. Martinelli (Dissertation Committee Member), George Mason University, ICES
cmarti33@gmu.edu

Daniel Houser (Dissertation Committee Member), George Mason University, ICES
dhouser@gmu.edu

ADDITIONAL EXPERIENCE

Quantum Financial Advisor — Research Analyst Intern

April–July 2020

Allied Millennial Partners, LLC — Quantitative Analysis Intern

September–October 2019

China Securities Co., Ltd — Financial Advisor Intern

July–August 2018

SKILLS

Programming: Python, R, MATLAB, SQL

Methods: Experimental design, meta-analysis, reproducible research workflows

AI research: Prompt engineering, LLM experimental design, behavioral evaluation

Languages: Mandarin (native), English (fluent)