

## DANLING JIANG

Room RBA 314  
821 Academic Way  
The College of Business  
The Florida State University  
Tallahassee, FL 32306-1110

Office: RBA 513  
(850) 645-1519 (o)  
(614) 596-3105 (c)  
E-mail: [djiang@cob.fsu.edu](mailto:djiang@cob.fsu.edu)  
<http://mailer.fsu.edu/~djiang>

### EDUCATION

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- 09/2001 ~ 06/2006 Ph.D. in Business Administration, The Ohio State University, Major: Finance  
09/2000 ~ 08/2001 Master of Arts in Economics, The Ohio State University  
09/1995 ~ 06/1999 Bachelor of Arts with Honors, Nanjing University, China, Major: Finance

### ACADEMIC EMPLOYMENT

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*Dean L. Cash* Professor of Finance, Florida State University, May 2010 ~ Present  
Assistant Professor, Florida State University, August 2006 ~ Present

### AREAS OF INTEREST

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Behavioral Asset Pricing, Behavioral Corporate Finance, Asset Pricing, Individual Investor Behavior, Experimental Finance (Financial Decision Making)

### PUBLICATION

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#### 1. Gambling Preference and the New Year Effect of Assets with Lottery Features

(By James Doran, Danling Jiang, and David Peterson)

- *Forthcoming* at **Review of Finance**, 2011
- Presented at the Behavioral Finance & Economics Research Symposium 2009
- Presented at the Financial Management Association annual conference 2008
- Presented at the Chinese International Conference in Finance 2008
- Poster presentation at the Behavioral Decision Research in Management Conference hosted by the UCSD Rady School of Management 2008.
- Presented at the University of Florida (2007) and Florida State University (2008)

#### 2. Commonality in Misvaluation, Equity Financing, and the Cross Section of Stock Returns

(By David Hirshleifer and Danling Jiang)

- **Review of Financial Studies**, 2010, 23(9), 3401-3436
- Presented at the Western Finance Association Annual Conference 2009
- Presented at the American Finance Association Annual Conference 2008
- Presented at the Financial Management Association Annual Conference 2007, "The top 10 percent sessions."
- Presented at the Seventh Maryland Symposium – "Behavioral finance" 2007

**3. Is A Better than B? How Affect Influences the Marketing and Pricing of Financial Securities**

(By James Ang, Ansley Chua, and Danling Jiang)

- **Financial Analysts Journal**, 2010, November/December, Vol. 66(6), 40-54
- Poster presentation at the Behavioral Decision Research in Management Conference hosted by the UCSD Rady School of Management 2008 (by co-author)

**4. A Cross-Cultural Study of Reference Point Adaptation: Evidence from China, Korea, and the US**

(By Hal Arkes, David Hirshleifer, Danling Jiang, and Sonya Lim)

- **Organizational Behavior and Human Decision Processes**, 2010, 112 (2), 99-111
- Presented at the Behavioral Decision Research in Management Conference hosted by UCSD Rady School of Management 2008
- Presented at the Carnegie-Mellon Department of Social and Decision Science Colloquium 2007 (by co-author)
- Presented at the Society for Judgment and Decision Making Annual Conference 2006 (by co-author)
- Sponsored by National Science Foundation Grant 0339178, 2004 ~ 2007

**5. Reference Point Adaptation: Tests in the Domain of Security Trading** (By Hal Arkes, David Hirshleifer, Danling Jiang, and Sonya Lim)

- **Organizational Behavior and Human Decision Processes**, 2008, 105 (1), 67-81
- Presented at the Society for Judgment and Decision Making Annual Conference 2005
- Presented at the Behavioral Decision Research in Management Conference hosted by the UCLA Anderson School of Management 2006
- Sponsored by National Science Foundation Grant 0339178, 2004 ~ 2007

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**WORKING PAPERS**

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**1. The Human Capital That Matters: Expected Returns and High-Income Households**

(By Sean Campbell, Danling Jiang, and George Korniotis)

**2. Short-Sale Constraints and the Idiosyncratic Volatility Puzzle: An Event Study Approach**

(By James Doran, Danling Jiang, and David Peterson)

- Presented at the University of Florida (2007)

**3. When the Favorite Meets the Underdog: Implied Volatility Spread and Option Returns**

(By James S. Doran, Andy Fodor, and Danling Jiang)

- Poster presentation at the Behavioral Decision Research in Management Conference hosted by the Center for Behavioral Decision Research at Carnegie Mellon University (2010).

**4. Cross-Sectional Dispersion of Firm Valuations and Expected Returns** (By Danling Jiang)

- Presented at the Financial Management Association annual conference 2006 "The top 10 percent sessions."
- Poster presentation at the Biennial Behavioral Decision Research in Management Conference hosted by UCLA Anderson School of Management 2006
- Presented at The Ohio State University (2005), Florida State University (2005), University of San Diego (2005), and Sun Yat-Sen University (China 2006)

**4. Conservative or Liberal? Managerial Political Orientation and Corporate Policies?**

(By Irena Hutton, Danling Jiang, and Alok Kumar)

- Presented at the CRSP forum (2010)
- Presented at the American Finance Association Annual Conference (2011)

### **5. Republican Equity Analysts**

(By Danling Jiang, Alok Kumar, and Kelvin Law)

### **6. Staying True to Our Values: Political Ideology, Ethical Norms, and Corporate Fraud**

(By Irena Hutton, Danling Jiang, and Alok Kumar)

### **7. Do Short Sellers Detect Mispricing in SEOs**

(By Don Autore, Danling Jiang, and Dominique Gehy)

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## **TEACHING EXPERIENCE**

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*Instructor*, The College of Business, Florida State University

- FIN 5935, Asset Pricing Theory (PhD), Spring 2010

*Co-Instructor*, The College of Business, Florida State University

- FIN 5935, Asset Pricing Theory (PhD), Fall 2007, Fall 2008, Spring 2011

*Instructor*, The College of Business, Florida State University

- FIN 4504, Investments (senior level), Fall 2006-2010, Ratings: 4.52 (5 = best, 1 = worst)

*Instructor*, Fisher College of Business, The Ohio State University

- FIN 721 Principles of Corporate Finance, Fall 2003, Ratings: 4.30 (5 = best, 1 = worst)

*Teaching Assistant*, Fisher College of Business, The Ohio State University

- FIN 922 Theory of Corporate Finance, Ph.D. course
- FIN 832 Behavioral Finance, MBA course
- FIN 894 Behavioral Finance, Ph.D. course
- FIN 620 Business Finance

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## **HONORS AND AWARDS**

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- CGEBA Travel Award, Fisher College of Business, The Ohio State University, 2005
- Presidential Fellowship, The Ohio State University, 2005 ~ 2006
- Student Travel Award, The American Finance Association (AFA), 2004
- University Fellowship, The Ohio State University, 2000 ~ 2001

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## **GRANTS**

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- Bank of America Summer Research Grant, Florida State University, 2010, 2011, \$12,000
- College of Business Summer Research Grant, Florida State University, 2009, \$12,000
- Committee on Faculty Research Support (COFRS) summer awards 2009, \$14,000

- College of Business Summer Research Grant, Florida State University, 2008, \$4,000
- First Year Asst Professor (FYAP) Grants, Florida State University, 2007, \$16,000
- National Science Foundation (NSF) 0339178, "Reference point adaptation and mental accounting: dynamic extensions of prospect theory," 2004~2006. Amount: \$172,211 (Principal investigators: Hal Arkes and David Hirshleifer, Collaborator: Sonya Lim)
- International Business Education and Research (CIBER) grant to international research, The Ohio State University, 2003. Amount: \$1,000

## **SERVICES**

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- *Conference Discussion:*
    - Behavioral Finance & Economics Research Symposium (BFERS 2009)
    - Western Finance Association Annual Conference (WFA 2009)
    - China International Conference in Finance (CICF 2008 2 papers)
    - Financial Management Association Annual Conference (FMA 2008, 2006 (2 papers))
  - *Ad-hoc referee:* Economics Letters, Financial Analysts Journal, Financial Review, Journal of Finance, Journal of Financial Intermediation, Journal of The European Economic Association, Management Science, Netherlands Organization for Scientific Research (NWO), Pacific-Basin Finance Journal, Research Grant Council R(RGC) of Hong Kong, Review of Financial Studies, Routledge Research Publishing
  - *Session chair*, Financial Management Association Annual Conferences 2006
  - *Program committee*, Financial Management Association Annual Conferences 2010
  - *Ph.D. supervisory committee:*
    - Raj Banerjee (Completed in 2008)
    - Ansley Chua (Completed in 2009)
  - *PhD comprehensive exam committee (Asset pricing)*, 2007 ~ Present
  - *Undergraduate honor thesis chair:* Mark Morrison, The Florida State University, 2008 ~ 2009
  - *Undergraduate honor thesis committee:* Orlando Remak, The Florida State University, 2010 ~ 2011
  - *Department of Finance Recruiting Committee*, 2007, 2011
  - *The Florida State University SunTrust Visiting Professor Speaker Series*, Organizer, 2011~ Present
  - *The Florida State University Spring Beach Conference:* Committee, 2008 ~ Present, Co-Organizer, 2011~ Present
  - *Assistant Director, Student Investment Fund at The Florida State University*, 2009 ~ Present
  - *Administrative Assistant*, Journal of Economics and Management Strategy, 2003 ~ 2005
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