Gloria Chen

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Education

University of Melbourne 2019 - 2021
Bachelor of Commerce. Major in Economics and Finance
WAM:91.381

University of Melbourne 2022
Bachelor of Commerce (Honours) in Economics
Advisor: Dr Siqi Pan & Dr Alexandra de Gendre
WAM: 92.875 (Awarded the FBE Honours Prize – First place in the Faculty of Business and Economics)

University of Melbourne 2023 - 2024
Master of Commerce (Economics)
Advisor: Dr. Siqi Pan & Prof. Tom Wilkening & Dr. Georgy Artemov
WAM: 91.143

University of Melbourne 2025 - Present
Ph.D in Economics
Advisor: Dr. Siqi Pan & Prof. Tom Wilkening & Dr. Georgy Artemov

Research Interests

- Market Design
- Microeconomics Theory
- Experimental and Behavioural Economics

Working Papers

When Words Move Rankings: Strategic Messaging in Matching Markets 2024-Present
With Dr. Siqi Pan

Centralised matching markets rely on candidate-proposing deferred acceptance to guarantee strategy-proofness and candidate-optimal outcomes. This paper studies whether pre-match messaging by firms undermines these guarantees. We build a model incorporating ego-utility, reciprocity, rejection aversion, and rank-dependent preferences, and test its predictions in a laboratory experiment with committed, uncommitted, and random-message treatments. Firms direct messages strategically, candidates respond by mis-reporting their rank-order lists in favour of the messaging firm, and market outcomes shift toward firm-optimal stable matchings. Pre-match communication is an accessible, low-risk manipulation that exploits behavioural biases strategy-proof mechanisms were not designed to withstand.

Work in Progress

Between Merit and the Coin Flip: Designing Selection in School Choice Problems 2026-Present
Solo-authored

Selection mechanisms that rank candidates on exams, honours, or research output sort only on what they observe, yet job competence often has dimensions these signals miss. I study this trade-off in a matching tournament: high- and low-ability candidates split a fixed effort budget between observable signalling and unobserved soft-skill investment, and are hired assortatively by high- and low-quality firms on a noisy signal of that effort. A precise exam sorts more accurately but invites over-investment in signalling; a lottery removes that over-investment but sorts randomly, and a coarse exam approaches the lottery as noise increases. I show a precise exam raises welfare when the ability gap between candidates is large relative to the quality difference between firms; when the reverse holds, increasing exam noise raises welfare, and a lottery achieves the highest welfare in the limit. So no single mechanism dominates across environments. I test these predictions in a laboratory experiment that varies exam noise and the ability gap, and ask whether observed effort and welfare track the theoretical reversal or deviate from it, and if so, why.

Information Provision in School Choice: A Theoretical Perspective 2024-Present
With Dr. Georgy Artemov

Students from low-socioeconomic (low-SES) backgrounds often face substantial information frictions in school choice. This paper examines the welfare implications of two types of information interventions—providing students with common information (CI) and group-specific information (GI)—in a many-to-one matching model with a continuum of students and a finite set of schools. We show that while CI and GI perform similarly when adopted on a small scale, GI strictly outperforms CI when the information uptake is high. At scale, CI generates congestion externalities that reduce the benefit to informed low-SES students and hurt both high-SES and uninformed low-SES students. GI eliminates this congestion. These findings also hold when the school district implements affirmative action policies. The policy implication is that districts should prioritise information interventions that promote heterogeneity in student preferences.

Closing the Gap: The Role of University Financial Aid Information on Students' Education Decisions 2022-Present

With Dr. Alexandra de Gendre and Dr. Siqi Pan

- Designed a "Financial Aid Calculator" to provide tailored information to high school students in Victoria. - Demonstrated the lack of college aid information among rural Australian youth.
- Showed that the information treatment effectively adjusted students' beliefs about aid accessibility, university affordability, and their tendency to pursue higher education.
- This thesis was awarded first place in the Deakin Essay Competition (2022) and received the highest score in the Economics Honours cohort.

Research Assistant

Market Design for Land Trade: Evidence from Uganda and Kenya 2023-Present

For Prof. Tom Wilkening, A/Prof. Jonathan de Quidt, A/Prof. Gharad Bryan

- Processed and cleaned data across the full study, from baseline through trade elicitation to endline, using R.
- Coded the matching algorithms linking farmers to available land and identifying potential trade opportunities.
- Contributed to survey instrument design for field experiments.
- Constructed replication packages.

Achievements

Scholarships & Fellowships

- Helen Macpherson Smith Scholarship (Humanities and Social Science) – 2025
  Awarded to the top-ranked female candidate in Humanities and Social Sciences, based on highest overall score, academic excellence, and research potential.
- Australian Government Research Training Program Scholarship (Stipend) – 2025
- Research Training Program Scholarship (Fee offset) – 2025
- Business and Economics Doctoral Program Scholarship – 2023
- Life Course Centre Pathways Scholarship – 2022
- Commerce Achievement Scholarship – 2019

Prizes

- Jean Polglaze Memorial Prize, Honours Research Essay – 2022
  Awarded for best Economics Honours thesis.
- William Noall & Son Prize, Faculty of Business and Economics – 2022
  Awarded to top-achieving final-year Bachelor of Commerce Honours student.
- Economics Honours Prize, Department of Economics – 2022
  Awarded to top-performing student in Economics Honours program.
- First Place, Deakin Essay Competition (Honours and Master Thesis) – 2022
- Deputy Dean's Award – 2020
- First Place, Microeconometrics and Experimental Economics (Honours coursework) – 2022
- Department of Economics Prize, Advanced Microeconomics – 2022
- Eric J. Ingram Prize, Macroeconomics – 2023
- Jean Polglaze Memorial Prize, Time Series Analysis and Forecasting – 2021
- Dean's Honour List – 2019, 2020, 2021

Conferences and Workshops

- MatchLab Workshop, Melbourne, Australia 2025
- Australasian Economic Theory Workshop, Auckland, New Zealand 2026
- Asia-Pacific Meeting of the Economic Science Association, Melbourne, Australia 2026

Teaching

- Advanced Microeconomics (ECON40001): Honours core microeconomics
- Economics of Finance (ECON90034): Master's level subject
- Microeconomics II (ECON90045): Master's level subject
- Microeconomics (ECON30010): Final-year core subject
- Behavioural Economics (ECON30019): Administrative Tutor (2023)
- Econometrics I (ECOM20001): Core subject for second-year undergraduates
- Intermediate Microeconomics (ECON20002): Second-year core subject
- Introductory Microeconomics (ECON10004): First-year core subject
- Investment (FNCE30001): Final-year finance core subject

Personal Information

Software: R, Python, oTree, Stata, MATLAB, Mathematica, EViews, QGIS
Languages: English (fluent), Mandarin Chinese (native)
Citizenship: Australian