

JULIANA SCHROEDER

Curriculum Vitae

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POSITIONS

University of California, Berkeley, Haas School of Business
Assistant (2015-2021) and Associate Professor (with tenure; 2021-present) 2015-present
Harold Furst Chair in Management Philosophy and Values 2021-present
Barbara and Gerson Bakar Faculty Fellow 2019-present
Affiliate, Department of Social and Personality Psychology 2015-present
Affiliate, Department of Cognition 2015-present

Visiting Scholar, Duke University, Fuqua School of Business Fall 2021

Director, UC Berkeley Experimental Social Science Laboratory (“Xlab”) 2020-present

Co-Founder and Co-Director, Psychology of Technology Institute 2016-present

Co-Director, Social and Moral Judgments Laboratory (“SOMO Lab”) 2015-present

EDUCATION

Ph.D. in Psychology and Business 2010-2015
The University of Chicago Booth School of Business (Behavioral Science)
The University of Chicago (Social Psychology)
Dissertation Committee: Nicholas Epley (Chair), Ayelet Fishbach, Jane Risen,
John Cacioppo, and Boaz Keysar

M.B.A. from The University of Chicago Booth School of Business 2012-2014

M.A. in Social Psychology (Minor: Advanced Methods and Statistics) 2010-2012
The University of Chicago

B.A. in Psychology and Economics (Minor: Italian Literature) 2004-2008
The University of Virginia, Summa Cum Laude

RESEARCH INTERESTS

Social cognition; Judgment and decision-making; Interpersonal and intergroup processes; Mind perception; Conversation

PUBLICATIONS: Published Journals Articles and Book Chapters

⁺ Student mentee; *equal author contribution; listed in reverse chronological order

- Bluvstein, S.*, Zhao, X.*, Barasch, A., & Schroeder, J. (2024). Imperfectly human: The humanizing potential of (corrected) errors in text-based communication. *Journal of the Association for Consumer Research*, 9(3), XXX.
- Schroeder, J., & Fishbach, A. (2024). Feeling known predicts relationship satisfaction. *Journal of Experimental Social Psychology*, 111, 104559.
- Schroeder, J. (in press). The ordinary and extraordinary struggle of social life: Perceiving, understanding, and connecting with other minds. In Carlston, D., Johnson, K., & Hugenberg, K. (Eds.) *The Oxford Handbook of Social Cognition*.
- Minson, J. A., Bendersky, C., de Dreu, C., Halperin, E., & Schroeder, J. (2023). Experimental studies of conflict: Challenges, solutions, and advice to junior scholars. *Organizational Behavior and Human Decision Processes*, 177, 104257.
- Abi-Esber, N., Abel, J. E.⁺, Schroeder, J., & Gino, F. (2022). “Just letting you know...” Underestimating others’ desire for constructive feedback. *Journal of Personality and Social Psychology*, 123, 1362–1385.
- Lieberman, A., Schroeder, J., & Amir, O. (2022). A voice inside my head: The psychological and behavioral consequences of auditory technologies. *Organizational Behavior and Human Decision Processes*, 170, 104133.
- Kardas, M., Schroeder, J., & O’Brien, E. (2022). Keep talking: (Mis)understanding the hedonic trajectory of conversation. *Journal of Personality and Social Psychology*, 123, 717–740.
- Stein, D. H.⁺, Schroeder, J., Hobson, N. M., Gino, F., & Norton, M. I. (2022). When alterations are violations: Moral outrage and punishment in response to (even minor) alterations to rituals. *Journal of Personality and Social Psychology*, 123, 123–153.
- Schroeder, J., Lyons, D., & Epley, N. (2022). Hello, stranger? Pleasant conversations are preceded by concerns about starting one. *Journal of Experimental Psychology: General*, 151(5), 1141–1153.
- Abel, J. E.⁺, Vani, P., Abi-Esber, N., Blunden, H., & Schroeder, J. (2022). Kindness in short supply: Evidence for inadequate prosocial input. *Current Opinion in Psychology*, 48, 101458.
- Hartman, R., Blakey, W., Womick, J., Bail, C., Finkel, E., Han, H., Sarrouf, J., Schroeder, J., Sheeran, P., Van Bavel, J., Willer, R., & Gray, K. (2022). Interventions to reduce partisan animosity. *Nature Human Behavior*, 6, 1194-1205.
- Epley, N., Kardas, M., Zhao, X., Atir, S., & Schroeder, J. (2022). Undersociality: Miscalibrated social cognition can inhibit social connection. *Trends in Cognitive Sciences*, 26, 406-418.
- Awad, E., Levine, S., Anderson, M., Anderson, S. L., Conitzer, V., Crockett, M. J., Everett, J. A. C., Evgeniou, T., Gopnik, A., Jamison, J. C., Kin, T. W., Liao, S. M., Lin, P., Meyer, M. N., Mikhail, J., Opoku-Agyemang, K., Schaich Borg, J., Schroeder, J., Sinnott-Armstrong, W., Slavkovik, M., & Tennenbaum, J. B. (2022). Computational ethics. *Trends in Cognitive Sciences*, 5, 388-405.
- Martin, S. R., Harrison, S. H., Hoopes, C., Schroeder, J., & Belmi, P. R. (2022). Talking shop: An exploration of how talking about work affects our initial interactions. *Organizational Behavior and Human Decision Processes*, 168.

- Kim, T., Sezer, O., Schroeder, J., Risen, J. L., Gino, F., & Norton, M. I. (2021). Work group rituals enhance the meaning of work. *Organizational Behavior and Human Decision Processes*, *165*, 197–212.
- Belmi, P.*, & Schroeder, J.* (2021). Human “resources”? Objectification at work. *Journal of Personality and Social Psychology*, *120*, 384–417.
- White, S. M., Schroeder, J., & Risen, J. L. (2021). When “enemies” become close: Relationship formation among Palestinians and Jewish Israelis at a youth camp. *Journal of Personality and Social Psychology*, *121*, 76–94.
- Robert B. Cialdini Prize, Society for Personality and Social Psychology
- Schroeder, J. (2021). Ending conversation is a fraught endeavor. *Trends in Cognitive Sciences*, *25*(7), 552-553.
- Habbert, R.⁺, & Schroeder, J. (2020). To build efficacy, eat the frog first: People misunderstand how the difficulty-ordering of tasks influences efficacy. *Journal of Experimental Social Psychology*, *91*, 104032.
- Schroeder, J., & Epley, N. (2020). Demeaning: Dehumanizing others by minimizing the importance of their psychological needs. *Journal of Personality and Social Psychology* *119*, 765–791.
- Rosenblum, M.⁺, Schroeder, J., & Gino, F. (2020). Tell it like it is: When politically incorrect language promotes authenticity. *Journal of Personality and Social Psychology*, *119*, 75–103.
- Outstanding Research Award, Society for Personality and Social Psychology
- Fast, N. J., & Schroeder, J. (2020). Power and decision making: New directions for research in the age of artificial intelligence. *Current Opinion in Psychology*, *33*, 172-176.
- Lieberman, A., & Schroeder, J. (2020). Two social lives: How differences between online and offline interaction influence social outcomes. *Current Opinion in Psychology*, *31*, 16-21.
- Stein, D. H.⁺, Hobson, N. M., & Schroeder, J. (2020). A sacred commitment: How rituals promote group survival. *Current Opinion in Psychology*, *40*, 114-120.
- Dellaert, B., Shu, S., Arentze, T., Baker, T., Diehl, K., Donkers, B., Haeubl, G., Johnson, H., Karmarkar, U., Oppewal, H., Schmitt, B., Schroeder, J., Spiller, S., & Steffel, M. (2020). Consumer decisions with artificially intelligent voice assistants. *Marketing Letters*.
- Report from the 2019 Invitational Choice Symposium
- Sharps, D.⁺, & Schroeder, J. (2019). The preference for distributed helping. *Journal of Personality and Social Psychology*, *117*, 954–977.
- Schroeder, J., Risen, J. L., Gino, F., & Norton, M. I. (2019). Handshaking promotes dealmaking by signaling cooperative intent. *Journal of Personality and Social Psychology*, *116*, 743–768.
- Best student-led paper award, International Association for Conflict Management
- Hobson, N. M.*, Schroeder, J.*, Risen, J. L., Xygalatas, D., & Inzlicht, M. (2018). The psychology of rituals: An integrative review and process-based framework. *Personality and Social Psychology Review*, *22*, 260-284.
- Student Publication Prize, Society for Personality and Social Psychology
- Schroeder, J., Kardas, M., & Epley, N. (2017). The humanizing voice: Speech reveals, and text conceals, a more thoughtful mind in the midst of disagreement. *Psychological Science*, *28*, 1745–1762.

- Schroeder, J., Fishbach, A., Schein, C., & Gray, K. (2017). Functional intimacy: Needing—but not wanting—the touch of a stranger. *Journal of Personality and Social Psychology*, *113*, 910–924.
- Schroeder, J., Waytz, A., & Epley, N. (2017). Endorsing help for others that you oppose for yourself: Mind perception alters the perceived effectiveness of paternalism. *Journal of Experimental Psychology: General*, *146*, 1106–1125.
- Schroeder, J., & Epley, N. (2016). Mistaking minds and machines: How speech affects dehumanization and anthropomorphism. *Journal of Experimental Psychology: General*, *145*, 1427–1437.
- Schroeder, J., Caruso, E., & Epley, N. (2016). Many hands make overlooked work: Overclaiming of responsibility increases with group size. *Journal of Experimental Psychology: Applied*, *22*, 238–246.
- Schroeder, J., & Risen, J. L. (2016). Befriending the enemy: Outgroup friendship longitudinally predicts intergroup attitudes in a co-existence program for Israelis and Palestinians. *Group Processes and Intergroup Relations*, *19*, 72–93.
- Best Paper Award, Midwestern Psychological Association
- Schroeder, J., & Fishbach, A. (2015). The “empty vessel” physician: Instrumentality makes physicians seem personally empty. *Social Psychological and Personality Science*, *6*, 940–949.
- Schroeder, J., & Epley, N. (2015). The sound of intellect: Speech reveals a thoughtful mind, increasing a job candidate’s appeal. *Psychological Science*, *26*, 877–891.
- Featured as Editor’s Choice in *Science*, 348, p. 877
- Schroeder, J., & Fishbach, A. (2015). How to motivate yourself and others? Intended and unintended consequences. *Research in Organizational Behavior*, *35*, 123–141.
- Epley, N., & Schroeder, J. (2014). Mistakenly seeking solitude. *Journal of Experimental Psychology: General*, *143*, 1980–1999.
- Rios, K., Markman, K. D., Schroeder, J., & Dyczewski, E. A. (2014). A (creative) portrait of the uncertain individual: Self-uncertainty and individualism enhance creative generation. *Personality and Social Psychology Bulletin*, *40*, 1050–1062.
- Waytz, A., & Schroeder, J. (2014). Overlooking others: Dehumanization by commission and omission. *Testing, Psychometrics, Methodology in Applied Psychology*, *21*, 1–16.
- Waytz, A., Schroeder, J., & Epley, N. (2014). The lesser minds problem. In Bain, P., Vaes, J., & Leyens, J. P. (Eds.) *Humanness and Dehumanization* (pp. 49–67). New York, NY: Psychology Press.
- Epley, N., Schroeder, J., & Waytz, A. (2013). Motivated mind perception: Treating pets as people and people as animals. In Gervais, S. (Ed.), *Nebraska Symposium on Motivation* (Vol. 60, pp 127–152). Springer: New York.

PUBLICATIONS: Journal Articles (Under Review)

- Batista, R. M., Schroeder, J., Mittal, A., & Mullainathan, S. (Under Review). Misarticulation: Why we sometimes feel our words don’t match our thoughts.
- Chatman, J. A., Sulaiman, S., & Schroeder, J. (Under Review). Together, narcissists find the “I” in teams: Narcissists’ own performance improves when working with other narcissists.

- Landers, M., Schroeder, J., & Shaw, A. (Under Review). Divine or debased? When and why forgiveness seems immoral.
- Moore, D. A., Schroeder, J., Bailey, E. R., Gershon, R., Moore, J. E., & Simmons, J. P. (Under Review). Does thinking about God increase acceptance of artificial intelligence in decision making?
- Schroeder, J., Wilson, E. R., & Waytz, A. (Under Review). The “Eureka!” bias: People believe others generate ideas more quickly than the self.
- Stein, D. H.⁺, Schroeder, J., Caruso, E. M., & Epley, N. (Under Review). Illusions of indirect contributions: Groups with indirect contributors overclaim responsibility for group work.
- Stein, D. H.⁺, Schatz, D. A.⁺, Schroeder, J., & Chatman, J. (Under Review). The mistaken preference for overclaiming credit in groups.
- Stein, D. H.⁺, Chatman, J. A., & Schroeder, J. (Under Review). Are rituals getting infected too? How COVID-19 stay-home orders influence workgroup commitment.
- Vani, P., Abel, J. E., Schroeder, J., & Flynn, F. J. (Under Review). Unsolicited but not unwanted: The surprising value of unsolicited advice.

PUBLICATIONS: Articles Written for Practitioners (Selected)

- Motyl, M., & Schroeder, J. Alone together? How social technology is influencing human connection and loneliness. *Designing Tomorrow substack*. February 5, 2024.
- Fast, N., Schroeder, J., Iyer, R., & Motyl, M. Unveiling the Neely Ethics & Technology Indices. *Designing Tomorrow substack*. June 22, 2023.
- Abi-Esber, N., & Schroeder, J. Give more feedback—others want it more than you think. *Behavioral Scientist*. April 17, 2023.
- Stein, D. H.⁺, & Schroeder, J. Understanding the outrage over altering holiday celebrations despite COVID-19 risks. *Behavioral Scientist*. November 23, 2020.
- Lieberman, A., & Schroeder, J. Increasing social connection while “social distancing.” *Behavioral Scientist*. March 30, 2020.
- Rosenblum, M.⁺, Schroeder, J., & Gino, F. Reactions to political correctness are not inherently partisan. *Behavioral Scientist*. November 18, 2019.
- Epley, N., & Schroeder, J. The surprising benefits of talking to strangers. *The British Broadcasting Corporation*. June 12, 2019.
- Sharps, D.⁺, & Schroeder, J. Spreading the wealth: The preference to distribute donations. *Behavioral Scientist*. May 7, 2019.
- Schroeder, J. Who’s really doing the work? The impact of group size on overclaiming of responsibility. *California Management Review*. September 5, 2017.
- Schroeder, J. The paradox of helping: Endorsing for others what we oppose for ourselves. *Behavioral Scientist*. June 1, 2017.
- Schroeder, J. & Fishbach, A. Match your motivational tactic to the situation. *Harvard Business Review*. January 8, 2016.
- Schroeder, J. & Epley, N. The science of sounding smart. *Harvard Business Review*. October 7, 2015.
- Schroeder, J., & Risen, J. L. Peace through friendship. *The New York Times*. August 22, 2014.

HONORS AND AWARDS

Selection for “Rising Stars in Social Psychology” Special Issue (Frontiers journal)	2023
Cialdini Award, Society for Personality and Social Psychology (“Outstanding publication using field research methods”, awarded annually)	2021
Society for Experimental Social Psychology Fellow	2021
UC Berkeley’s <i>Extraordinary Teaching in Extraordinary Times</i> Award Nomination	2021
“Last Lecture” speaker (one of three faculty selected annually by Haas students)	2020
Barbara and Gerson Bakar Faculty Fellow (“Created to acknowledge young professors with extraordinary potential”)	2019-present
Early Career Award, International Association of Conflict Management	2019
Named one of the “40 best business school professors under 40” by Poets & Quants	2019
Outstanding Research Award, Society for Personality and Social Psychology	2018
Early Career Award, International Social Cognition Network	2018
Earl F. Cheit Award for Excellence in Teaching (Haas School’s highest teaching honor, awarded annually)	2018
Schwabacher Fellow (“highest honor bestowed by Haas on assistant professors”)	2018
Best Paper Nomination, Hawaii International Conference on System Sciences	2018
Best Paper Award, Society for Consumer Psychology	2018
Rising Star, Association for Psychological Science	2017
“Club 6” (Haas award for faculty who receive mean teaching evaluations >6.0/7.0)	2017-present
Research Fellow, Center for Long-term Cybersecurity	2017
National Science Foundation Workshop Award	2017
International Travel and Mentoring Award, American Psychological Association	2016
Katherine Dusak Miller Fellowship, University of Chicago	2010-2015
Research featured as Editor’s Choice in <i>Science</i> , 348 (p. 877)	2015
Young Scholar Address, Society of Experimental Social Psychology Group Preconference	2015
Best Student-Led Paper Award, International Association of Conflict Management	2015
Dispute Resolution Research Center Scholarship, Northwestern University	2015
Center for Decision Research Independent Research Grant, University of Chicago	2015
Early Career Scholar, Group Processes and Intergroup Relations Preconference	2015
Excellence in Teaching Awards, University of Chicago (9 awards earned as a teaching assistant who received evaluations > 4.0/5.0)	2011-2014
Organizational Behavior Doctoral Consortium (1 candidate selected per school)	2014
Grant Award, Science of Philanthropy Initiative	2014
Best Paper Award, Midwestern Psychological Association	2014
Travel Award, Society for Judgment and Decision Making Conference	2014
National Science Foundation Graduate Research Fellowship	2010-2013
Travel Award, Society for Personality and Social Psychology Conference	2013
Summer Institute for Social and Personality Psychology	2013
Poster Award Finalist, Society for Personality and Social Psychology Conference	2013
International Travel and Mentoring Award, American Psychological Association	2012
Travel Award, University of Chicago Psychology Graduate Student Organization	2011
Research Award, University of Chicago Booth School of Business	2011
Maury Pathfinder Award, Best Psychology Honors Thesis, University of Virginia	2008

Psychology Research Excellence Award, University of Virginia	2008
Phi Beta Kappa	2007
Echols Scholar & Raven Society Scholar, University of Virginia	2007
Chair, Undergraduate Research Network, University of Virginia	2006-2008

FUNDED PROPOSALS

- Hong, H., Glaude, A., Schroeder, J., & Belmi, P. (2023). *Crossover friendships*. Research proposal funding by the UC Berkeley Behavioral Lab.
- Zhang, Y., Schroeder, J., & Fast, N. (2023). *Foundation models in behavioral science: A guide to ethical and effective use*. Research proposal funded by Microsoft Research.
- Fast, N., & Schroeder, J. (2023). *Promoting technological intelligence*. Research proposal funded by the Knight Foundation.
- Bo, S., Sjastad, H., & Schroeder, J. (2022). *Lying like there's no tomorrow? Time and honesty in social life*. Research proposal funded by the Peder Sather Center Grant Program.
- Minson, J., Yeomans, M., Schroeder, J., & Hack, D. (2022). *Improving responsiveness in online discourse*. Research proposal funded by the Center for the Science of Moral Understanding.
- Schroeder, J. (2019). *Overcoming division through conversation*. Research proposal funded by the Center for Equity, Gender, and Leadership, UC Berkeley.
- Schroeder, J. (2018; 2020). *Civil discourse; Conversation as a means for bridging divides*. Research proposals funded by the Charles Koch Foundation.
- Schroeder, J. & Fast, N. (2017). *New directions in the psychology of technology*. Conference funded by the UC Berkeley Haas School of Business, Future of Life Institute, and the National Science Foundation.
- Schroeder, J., & Schroeder, M. (2017). *Sharing personal information with humanlike machines: The role of human cues in anthropomorphism and trust in machines*. Research proposal funded by the UC Berkeley Center for Cybersecurity.
- Fast, N., & Schroeder, J. (2016). *New directions in the psychology of technology*. Conference funded by the USC Marshall School of Business with assistance from the UC Berkeley Center for Cybersecurity.
- Schroeder, J., & Belmi, P. (2015). *Perceiving people as resources or relations: How organizational versus personal contexts promote objectification*. Research proposal funded by the University of Chicago Center for Decision Research.
- Schroeder, J., & Epley, N. (2014). *Does giving improve health? A field experiment on the physiological consequences of prosociality*. Research proposal funded by the Templeton Foundation, Science of Philanthropy Initiative.
- Schroeder, J. (2010). *Emotion and physical reality: How the attentional information of emotions change the experience of physical pain*. Research proposal funded by the National Science Foundation (Graduate Research Fellowship).
- Schroeder, J. (2007). *Cultural differences in locus of control among chronic pain patients in the United States and India*. Research proposal funded by the Harrison Award Committee and the University of Virginia College of Arts and Sciences.
- Schroeder, J. (2007). *The impact of culture on pain catastrophizing in chronic pain patients*. Research proposal funded by the Psi Chi National Honor Society.

PRESENTATIONS: Organized Conference Symposia

- Jiang, E., & Schroeder, J. (2023, August). *Social pitfalls at work: Mistaken beliefs about maximizing workplace social value*. Symposium accepted at Academy of Management Conference, Organizational Behavior and Managerial & Organizational Cognition divisions, Boston, MA.
- Schroeder, J. (2023, May). *Connecting with diverse others: Cross-racial, cross-political, and close relationships*. Invited Symposium at the Association for Psychological Science Conference, Washington, DC.
- Zhao, X., Fincher, K., & Schroeder, J. (2022, October). *Minds, minds everywhere: Perceiving mind in diverse agents (from robots to corporations)*. Symposium accepted at the Society for Experimental Social Psychology Meeting, Philadelphia, PA.
- Schroeder, J. (2022, July). *The latest research-informed insights into providing effective feedback*. Symposium accepted at the International Association for Conflict Management, Ottawa, Canada.
- Schroeder, J., & Batista, R. M. (2022, July). *Friction in everyday conversation: Psychological barriers to having good conversations and how to overcome them*. Symposium accepted at the International Association for Conflict Management, Ottawa, Canada.
- Yeomans, M., Wood Brooks, A., & Schroeder, J. (2022, February). *Talking about talking*. Roundtable for Society for Judgment and Decision Making Conference, virtual.
- Schroeder, J., & Critcher, C. (2022, February). *The flexibility of everyday morality: In political discourse, conflict resolution, and daily conversation*. Symposium accepted at the Society for Personality and Social Psychology Conference, San Francisco, CA.
- Schroeder, J. (2021, October). *The ubiquity of conversational mistakes: Coordination challenges for successful conversations arise at the start, middle, and end*. Symposium accepted at the Society for Experimental Social Psychology Meeting, Santa Barbara, CA.
- Schroeder, J. (2020, November). *Talking about talking*. Roundtable for Society for Judgment and Decision Making Conference, virtual.
- Schroeder, J., & Gray, K. (2019, May). *New perspectives on understanding pathways to improve political tolerance*. Symposium accepted at the Association for Psychological Science Conference, Washington, DC.
- Schroeder, J. (2019, March). *Heuristic-driven decisions: Automatic and controlled processes in decision-making*. Symposium accepted at the International Convention of Psychological Science, Paris, France.
- Schroeder, J., & Fincher, K. (2019, February). *Decomposing conversation: Communicating through eyes, ears, mouth, and brain*. Symposium accepted at the Society for Personality and Social Psychology Conference, Seattle, WA.
- Schroeder, J., & Berger, J. (2018, October). *The value of voice*. Symposium accepted at the Association for Consumer Research Conference, Dallas, TX
- Fincher, K., & Schroeder, J. (2018, May). *Perceptual origins of social categorization: How visual, gustatory, and auditory perception affects the creation of fundamental social categories*. Symposium accepted at Association for Psychological Science Convention, San Francisco, CA.
- Schroeder, J., & Rosenblum, M. (2018, May). *How language shapes political outcomes: Using metaphors, moral rhetoric, and “politically incorrect” words affects endorsement of diversity policies, violent protests, and dehumanization of political enemies*. Symposium accepted at Association for Psychological Science Convention, San Francisco, CA.
- Schroeder, J., & Lieberman, A. (2018, March). *The psychological consequences of technological advances*. Symposium accepted at Society for Personality and Social Psychology Conference, Atlanta, GA.
- Schroeder, J., & Fast, N. (2017, November). *New directions in the psychology of technology*. Conference organized at University of California, Berkeley, CA.
- Kushlev, K., Schroeder, J., & Fast, N. (2017, January). *The psychology of technology*. Preconference organized at the Society for Personality and Social Psychology Conference, San Antonio, TX.
- Fast, N., & Schroeder, J. (2016, October). *New directions in the psychology of technology*. Conference organized at the University of Southern California, Los Angeles, CA.
- Belmi, P., & Schroeder, J. (2016, August). *Inequality as barriers to finding meaning: Some causes, consequences, and challenges of inequality*. Symposium accepted at Academy of Management Conference, Organizational Behavior and Conflict Management divisions, Anaheim, CA.

*Selected as Organizational Behavior Division’s Showcase Symposium.

- Schroeder, J., & Killingsworth, M. (2016, May). *Finding happiness: Surprising sources of meaning and well-being*. Symposium accepted at the Association for Psychological Science, Chicago, IL.
- Lucas, B. J., & Schroeder, J. (2015, August). *Dangerously close: The reciprocal link between social closeness and bad behavior*. Symposium accepted at Academy of Management Conference, Organizational Behavior, Conflict Management, and Managerial & Organizational Cognition divisions, Vancouver, British Columbia, Canada.
- Schroeder, J., & Gray, K. (2015, February). *Connecting and cutting social ties: The forces that bind people together and tear them apart*. Symposium accepted at Society for Personality and Social Psychology Conference, Long Beach, CA.
- Schroeder, J. (2014, August). *The pronounced impact of subtle factors in negotiations: Consequences of pre-meetings, handshakes, anger, and asking*. Symposium accepted at Academy of Management Conference, Organizational Behavior, Conflict Management, and Organization & Management Theory divisions, Philadelphia, PA.
- *Selected as Conflict Management Division's Showcase Symposium.
- Schroeder, J., & Fishbach, A. (2014, February). *The curse of instrumentality: Burdening, objectifying, and replacing instrumental others in relationships, health, and work*. Symposium accepted at Society for Personality and Social Psychology Conference, Austin, TX.
- Brooks, A. W., & Schroeder, J. (2013, August). *Understanding rituals: Rituals' effects on high-pressure performance, coping, luck, and consumption*. Symposium accepted at Academy of Management Conference, Organizational Behavior and Conflict Management divisions, Orlando, FL.
- Lucas, B. J., & Schroeder, J. (2013, April). Kellogg-Booth Student Symposium, Chicago, IL.
- Schroeder, J., & Waytz, A. (2012, May). *Surprising self-benefits of compassion*. Symposium accepted at Association for Psychological Science Conference, Chicago, IL.
- Schroeder, J., & Schmidt, K. M. (2008, March). *Partial credit model analyses of psychological, social, and cultural factors and relationships with individual experiences of chronic pain*. Symposium accepted at International Objective Measurement Workshop, New York, NY.

PRESENTATIONS: Conference Talks and Posters

- Li, S., Zheng, C., & Schroeder, J. (2024, August). *The psychology of ghosting: Initiators' and (non-) responders' reactions to ghosting in online communication*. Talk to be given at the Academy of Management Conference, Chicago, IL.
- Bevis, B., Yeomans, M., & Schroeder, J. (2024, August). *Speaking of receptiveness: Spoken conversation facilitates constructive disagreement*. Talk to be given at the Academy of Management Conference, Chicago, IL.
- Li, S., Batista, R., & Schroeder, J. (2024, August). *Who's at fault? Assignment of responsibility in miscommunication*. Talk to be given at the Academy of Management Conference, Chicago, IL.
- Fa-Kaji, N., Brown, D., Mittal, A., Belmi, P., & Schroeder, J. (2024, August). *How angry are you about societal inequity? People underestimate minority groups' and overestimate majority groups' anger regarding inequity*. Talk to be given at the Academy of Management Conference, Chicago, IL.
- Zheng, C., Li, S., & Schroeder, J. (2024, June). *The psychology of ghosting: Initiators' and (non-) responders' reactions to ghosting in online communication*. Talk to be given at the Behavioral Decision Research Management Conference, Chicago, IL.
- Bevis, B., Schroeder, J., & Yeomans, M. (2024, June). *Spoken conversation facilitates constructive disagreement*. Talk to be given at the Behavioral Decision Research Management Conference, Chicago, IL.
- Schroeder, J., Motyl, M., Iyer, R., & Fast, N. (2024, May). *The role of "social" media in social connection and disconnection*. Talk to be given at the Association of Psychological Science Convention, San Francisco, CA.
- Bevis, B., Yeomans, M., & Schroeder, J. (2024, May). *Spoken conversation facilitates constructive dissent*. Talk to be given at the Keeping the Republic Conference, South Bend, IN.
- Hong, H., Glaude, A., Belmi, P., & Schroeder, J. (2024, May). *Workplace and personal friendships: Blurring boundaries*. Talk to be given at the Association of Psychological Science Convention, San Francisco, CA.
- Zhang, W.*, Wang, C.*, Mittal, A., Limbhasut, K., Wang, L., Schroeder, J., & Moore, D. (2024, May). *Comparison of data quality for scientific participant pools*. Talk to be given at the Society for the Science of Motivation, Association of Psychological Science Convention, San Francisco, CA. (*Joint first authors)

- Vani, P., Abel, J. E., Schroeder, J., & Flynn, F. T. (2024, May). *Unsolicited but not unwanted: The surprising value of unsolicited advice*. Talk to be given at the Society for the Science of Motivation, Association of Psychological Science Convention, San Francisco, CA.
- Vani, P., Abel, J. E., Schroeder, J., & Flynn, F. T. (2024, April). *Unsolicited but not unwanted: The surprising value of unsolicited advice*. Talk given at the Ethical Issues of our Time Conference, Park City, UT.
- Schroeder, J. (2024, April). *Bridging the gender divide via conversation*. Talk given at the Center for Equity, Gender, and Leadership Annual Convening, Berkeley, CA.
- Schroeder, J. (2024, April). *Maximizing social value*. Talk given at the Flourishing Conference, San Francisco, CA.
- Benson, T., & Schroeder, J. (2024, February). *Disabilities and dehumanization: When neurotypical is the norm*. Poster given at the Society for Personality and Social Psychology Annual Convention, San Diego, CA.
- Hong, H., Glaude, A., Belmi, P., & Schroeder, J. (2024, February). *Workplace and personal friendships: Blurring boundaries*. Poster given at the Society for Personality and Social Psychology Annual Convention, San Diego, CA.
- Zhang, W.*, Wang, C.*, Mittal, A., Limbhasut, K., Wang, L., Schroeder, J., & Moore, D. (2024, February). *Comparison of data quality for scientific participant pools*. Poster given at the Society for Personality and Social Psychology Annual Convention, San Diego, CA. (*Joint first authors)
- Iyer, R., Fast, N., & Schroeder, J. (2024, January). *Introducing the Neely Ethics and Technology Indices*. Talk given at the Informed Conference for Conversations on Democracy in the Digital Age, Miami, FL.
- Vani, P., Abel, J. E., Schroeder, J., & Flynn, F. T. (2023, October). *Unsolicited but not unwanted: The surprising value of unsolicited advice*. Talk given at the Society for Experimental Social Psychology Conference, Madison, WI.
- Schroeder, J., & Fishbach, A. (2023, August). *The joy of feeling known: Relationship satisfaction depends more on feeling known than knowing one's partner*. Talk given at the Academy of Management Conference, Boston, MA.
- Choi, A., Mishra, S., & Schroeder, J. (2023, August). *Gossipers beware: Gossipers underestimate the negative reputational consequences of gossiping*. Talk given at the Academy of Management Conference, Boston, MA.
- Li, S., Zheng, C., & Schroeder, J. (2023, July). *The psychology of ghosting: Perception gaps in the causes and consequences of not responding*. Talk given at the International Association of Conflict Management, Greece.
- Bevis, B., Yeomans, M., & Schroeder, J. (2023, July). *Speaking of receptiveness: The role of receptive language in spoken and written conflict conversations*. Talk given at the International Association of Conflict Management, Greece.
- Schroeder, J. (2023, May). *Undersociality: miscalibrated social cognition can inhibit social connection*. Talk given at the Association for Psychological Science, Washington, DC.
- Schroeder, J. (2023, May). *We have to talk: Reducing affective polarization through spoken conversation*. Talk given at the Association for Psychological Science, Washington, DC.
- Abi-Esber, N., Abel, J., Schroeder, J., & Gino, F. (2023, March). *'Just letting you know...' Underestimating consumers' desire for feedback*. Talk given at the Society for Consumer Psychology, San Juan, Puerto Rico.
- Schroeder, J. (2023, February). *Digital dehumanization*. Talks given at the following Preconferences: Self and Identity, Psychology of Media and Technology, Psychology of Language, and Psychology of Extremism at the Society for Personality and Social Psychology Conference, Atlanta, GA.
- Li, S., & Schroeder, J. (2023, February). *Is a picture really worth 1,000 words? Overestimating the value of visual information in social connection*. Talk given in the Nonverbal Preconference at the Society for Personality and Social Psychology Conference, Atlanta, GA.
- Abi-Esber, N., Abel, J., Schroeder, J., & Gino, F. (2023, February). *Feedback in short supply: Evidence for inadequate constructive feedback*. Talk given at the Society for Personality and Social Psychology Conference, Atlanta, GA.
- Bluvstein, S., Zhao, X., Schroeder, J., & Barasch, A. (2022, October). *"Hello! How may I help you?": How (corrected) errors humanize online communicators*. Talk given at the Society for Experimental Social Psychology Meeting, Philadelphia, PA.
- Batista, R. M., Mittal, A., Schroeder, J., & Mullainathan, S. (2022, October). *Misarticulation: When mind-to-language translation goes awry*. Talk given at the Society for Experimental Social Psychology Meeting, Philadelphia, PA.

- Choi, A., Mishra, S., & Schroeder, J. (2022, October). *Want to hear something interesting? People underestimate the negative reputational consequences of gossiping*. Poster to be given at the Association for Consumer Research Conference, Denver, CO. **Note: Poster not given due to first author not being able to attend.**
- Schroeder, J. (2022, September). *Demeaning aid: Helpers undervalue recipients' psychological (vs. physical) needs*. Talk given at the Science of Philanthropy Initiative Conference, Indianapolis, IN.
- Schroeder, J. (2022, August). *We have to talk: Reducing affective political polarization through spoken conversation*. Talk given at the Academy of Management Conference, Seattle, WA.
- Rosenblum, M., & Schroeder, J. (2022, August). *The unvarnished, hard truth: Authenticity from politically incorrect language*. Talk given at the Academy of Management Conference, Seattle, WA.
- Kassirer, S., Geiser, A., & Schroeder, J. (2022, August). *Demeaning those we help: The neglect of psychological help relative to physical help*. Talk given at the Academy of Management Conference, Seattle, WA.
- Schroeder, J., & Epley, N. (2022, July). *Hello, stranger? Pleasant conversations are preceded by concerns about starting one*. Talk to be given at the International Association for Conflict Management Conference, Ottawa, Canada. **Note: Talk not given due to maternity leave.**
- Vani, P., Abel, J. E., Schroeder, J., & Flynn, F. T. (2022, July). *The unexpected value of unsolicited advice*. Talk given at the International Association for Conflict Management Conference, Ottawa, Canada.
- Batista, R. M., Mittal, A., Schroeder, J., & Mullainathan, S. (2022, July). *Misarticulation: Understanding mind-to-language translation*. Talk given at the International Association for Conflict Management Conference, Ottawa, Canada.
- Landers, M. S., Schroeder, J., & Shaw, A. (2022, June). *When forgiveness is not divine: People's evaluations of third-party forgivers*. Talk given at the Human Behavior and Evolution Society Conference, virtual.
- Schroeder, J. (2022, June). *Resolving conflict through conversation*. Talk given at the CSMU Conference, Durham, North Carolina.
- Schroeder, J. (2022, June). *Resolving conflict through conversation*. Talk given at the Radcliff Seminar, Harvard Kennedy School (virtual).
- Schroeder, J. (2022, June). *Reading humanlike mind in text-based conversation*. Talk given at the UC Berkeley CHAI Workshop, Asilomar, California.
- Kassirer, S., Geiser, A., & Schroeder, J. (2022, May). *Demeaning aid: Helpers undervalue recipients' psychological (vs. physical) needs*. Poster given at the Society for the Science of Motivation Conference, Chicago, IL.
- Kardas, M., Schroeder, J., & O'Brien, E. (2022, May). *Keep talking: (Mis)understanding the hedonic trajectory of conversation*. Talk given at the Association for Psychological Science Convention, Chicago, IL.
- Kardas, M., Schroeder, J., & O'Brien, E. (2022, April). *Keep talking: (Mis)understanding the hedonic trajectory of conversation*. Talk given at the Midwestern Psychological Association Annual Meeting, Chicago, IL.
- Choi, A., Mishra, S., & Schroeder, J. (2022, February). *Gossiper beware: People underestimate the negative reputational consequences of gossiping*. Talk given at the Society for Personality and Social Psychology Conference, San Francisco, CA.
- Stein, D. H., Chatman, J., & Schroeder, J. (2022, February). *Are rituals getting infected too? How alterations to rituals influence group commitment*. Talk given at the Society for Personality and Social Psychology Conference, San Francisco, CA.
- Landers, M., Shaw, A., & Schroeder, J. (2022, February). *The moral paradox of forgiveness: When and why forgiveness seems immoral*. Talk given at the Society for Personality and Social Psychology Conference, San Francisco, CA.
- Kassirer, S., & Schroeder, J. (2022, February). *Can beggars be choosers? How donors respond to recipient requests for different aid*. Poster given at the Society for Judgment and Decision-Making Conference (virtual conference).
- Abi-Esber, N., Abel, J., Schroeder, J., & Gino, F. (2022, February). *"Just letting you know..." Underestimating others' desire for constructive feedback*. Talk given at the Society for Judgment and Decision-Making Conference (virtual conference).
- Schroeder, J., Lyons, D., & Epley, N. (2021, October). *Hello, stranger? Pleasant conversations are preceded by concerns about starting one*. Talk given at the Society for Experimental Social Psychology Meeting, Santa Barbara, CA.

- Stein, D. H.⁺, Chatman, J. A., & Schroeder, J. (2021, October). *Are rituals getting infected too? How COVID-19 stay-home orders influence workgroup commitment*. Talk given at the INGRoup Conference (virtual conference).
- Vani, P., Abel, J., Schroeder, J., & Flynn, F. (2021, August). *The role of perceived legitimacy in interpersonal advice interactions*. Talk given at the Academy of Management Conference (virtual conference).
- Stein, D. H., Chatman, J., & Schroeder, J. (2021, August). *COVID-19 and eroding workgroup commitment: How shelter-in-place restrictions correspond with changing workgroup commitment*. Talk given at the Academy of Management Conference (virtual conference).
- Mittal, A., Brown, D., Schroeder, J., & Belmi, P. (2021, August). *The outgroup exaggeration effect: Outgroup members exaggerate each other's negative affective reactions toward majority-group privilege*. Talk given at the Academy of Management Conference (virtual conference).
- Stein, D. H., Schatz, D., Schroeder, J., & Chatman, J. (2021, August). *The mistaken preference for overclaiming contributions in groups*. Talk given at the Academy of Management Conference (virtual conference).
- Schroeder, J., Wilson, E. R., & Waytz, A. (2021, August). *The Eureka Bias: People believe others generate creative ideas more quickly than the self*. Talk given at the Academy of Management Conference (virtual conference).
- Schroeder, J. (2021, August). *The productivity process: Research tips and strategies from prolific junior faculty*. Professional Development Workshop Panel given at the Academy of Management Conference (virtual conference).
- Kardas, M., Schroeder, J., & O'Brien, E. (2021, June). *Keep talking: (Mis)understanding the hedonic trajectory of conversation*. Talk given at the INFORMS Marketing Science Conference (virtual conference).
- Vani, P., Abel, J., Schroeder, J., & Flynn, F. (2021, February). *The unexpected value of giving unsolicited advice*. Talk given at the Society for Personality and Social Psychology Conference (virtual conference).
- Belmi, P., & Schroeder, J. (2021, February). *Human 'resources'? Objectification at work*. Talk given at the Society for Personality and Social Psychology Conference (virtual conference).
- Abel, J. E., Abi-Esber, N., & Schroeder, J. (2021, February). *Just letting you know... Underestimating others' desire for constructive feedback*. Talk given at the Society for Personality and Social Psychology Conference (virtual conference).
- Schroeder, J., & Epley, N. (2021, February). *Demeaning: Dehumanizing others by minimizing the importance of their psychological needs*. Talk given at the Society for Personality and Social Psychology Conference (virtual conference).
- Norton, M. I., Schroeder, J., & Vohs, K. (2021, February). *Idiosyncratic rituals and emotion regulation*. Talk given at the Society for Personality and Social Psychology Conference (virtual conference).
- Schroeder, J., & Sharps, D. L. (2021, February). *The preference for distributed helping*. Talk given at the Society for Personality and Social Psychology Conference (virtual conference).
- Stein, D. H., Schroeder, J., Hobson, N. M., Gino, F., & Norton, M. I. (2021, February). *When alterations are violations: Moral outrage and punishment in response to (even minor) alterations to rituals*. Talk given at the Society for Personality and Social Psychology Conference (virtual conference).
- Schroeder, J. (2021, February). *Resolving conflict through conversation*. Talk given at the Conflict Preconference, Society for Personality and Social Psychology Conference (virtual conference).
- Stein, D. H., Chatman, J., & Schroeder, J. (2021, February). *Rituals at work: Engagement in ritualistic workplace activities attenuates the decrease in work commitment from COVID-19 shelter-in-place*. Talk given at the Intragroup Processes Preconference, Society for Personality and Social Psychology Conference (virtual conference).
- Zhao, X., Bluvstein, S., Barasch, A., & Schroeder, J. (2020, December). *How (corrected) errors humanize an online communicator*. Talk given at the Society for Judgment and Decision-Making Conference (virtual conference).
- Kardas, M., Schroeder, J., & O'Brien, E. (2020, December). *Keep talking: (Mis)understanding the hedonic trajectory of conversation*. Talk given at the Society for Judgment and Decision-Making Conference (virtual conference).
- Vani, P., Abel, J., Schroeder, J., & Flynn, F. (2020, December). *Unsolicited advice is valued more than people realize*. Talk given at the Society for Judgment and Decision-Making Conference (virtual conference).
- Abi-Esber, N., Abel, J., Schroeder, J., & Gino, F. (2020, December). *"Just letting you know..." Underestimating others' desire for constructive feedback*. Poster given at the Society for Judgment and Decision-Making Conference (virtual conference).

- Stein, D. H., Schatz, D., Schroeder, J., & Chatman, J. (2020, December). *The mistaken preference for overclaiming credit in groups*. Poster given at the Society for Judgment and Decision-Making Conference (virtual conference).
- Landers, M., Shaw, A., & Schroeder, J. (2020, December). *Good for the soul but bad for friendship? When forgiveness is disloyal*. Poster given at the Society for Judgment and Decision-Making Conference (virtual conference).
- Schroeder, J. (2020, August). *Resolving conflict through conversation: The role of communication medium in conflict outcomes*. Talk given asynchronously at the Academy of Management Conference (virtual conference).
- Abi-Esber, N., Abel, J. E., Schroeder, J., & Gino, F. (2020, August). “Just letting you know...” *Underestimating others’ desire for constructive feedback*. Talk given asynchronously at the Academy of Management Conference (virtual conference).
- Vani, P., Abel, J. E., Schroeder, J., Flynn, F., & Bohns, V. (2020, August). *The unexpected value of giving unsolicited advice*. Talk given asynchronously at the Academy of Management Conference (virtual conference).
- Stein, D. H., Schroeder, J., Hobson, N. M., Gino, F., & Norton, M. I. (2020, July). *When alterations are violations: Moral outrage and punishment in response to (even minor) alterations to rituals*. Talk given at International Association for Conflict Management Conference (virtual conference).
- Schroeder, J. (2020, June). *Fastskin Negotiation*. Talk given at the “Conversations about Innovations in Teaching, Research, and Technology” Conference (virtual conference).
- Schroeder, J. (2020, May). *Conflict conversations: The role of communication medium in conflict resolution*. Talk given at the Program on Negotiation Conference on AI, Technology, and Negotiation (virtual conference).
- Schroeder, J., & Epley, N. (2020, March). *A cross-modality Turing Test: People are more likely to mistake minds for machines in written than spoken statements*. Talk given at the Society for Consumer Psychology Conference, Huntington Beach, CA.
- Mishra, S., & Schroeder, J. (2020, March). *That’s interesting: People find self-focused (versus other-focused) conversations more interesting*. Talk given at the Society for Consumer Psychology Conference, Huntington Beach, CA.
- Vani, P., Abel, J. E., Schroeder, J., Bohns, V., & Flynn, F. (2020, February). *The unexpected value of giving unsolicited advice*. Poster given at the Judgment & Decision Making Preconference, Society for Personality and Social Psychology Conference, New Orleans, LA.
- Kardas, M., Schroeder, J., & O’Brien, E. (2020, February). *Keep talking: (Mis)understanding the hedonic trajectory of conversation*. Poster given at the Judgment & Decision Making Preconference, Society for Personality and Social Psychology Conference, New Orleans, LA.
- Rosenblum, M., Schroeder, J., & Gino, F. (2020, February). *Tell it like it is: When politically incorrect language promotes authenticity*. Talk given at the Political Psychology Preconference, Society for Personality and Social Psychology Conference, New Orleans, LA.
- *Selected as the sole graduate student speaker at the preconference.
- Schroeder, J., & Fishbach, A. (2020, February). *It’s all about me: Relationship satisfaction depends more on others’ knowing you than on you knowing others*. Talk given at the Happiness and Wellbeing Preconference, Society for Personality and Social Psychology Conference, New Orleans, LA.
- White, S., Schroeder, J., & Risen, J. L. (2020, February). *When “enemies” become close: Relationship formation among Palestinians and Jewish Israelis at a youth camp*. Talk given at the Society for Personality and Social Psychology Conference, New Orleans, LA.
- Rosenblum, M., Schroeder, J., & Gino, F. (2020, January). *Tell it like it is: When politically incorrect language promotes authenticity*. Talk given at the Heterodoxy in Psychology Conference, Orange, CA.
- Stein, D. H., Schroeder, J., Hobson, N. M., Gino, F., & Norton, M. I. (2020, January). *When alterations are violations: Moral outrage and punishment in response to (even minor) alterations to rituals*. Talk given at the Berkeley Haas Culture Conference, Berkeley, CA.
- Schroeder, J., Tian, D., Haubl, G., Risen, J. L., Norton, M. I., & Gino, F. (2019, October). *Enacting rituals to improve self-control*. Talk given at the Society for Experimental Social Psychology, Toronto, Canada.
- Schroeder, J. (2019, October). *Improving civil discourse: Speaking is a more humanizing form of discourse than writing*. Talk given at the Association for Consumer Research Conference, Atlanta, GA.

- Schroeder, J., & Epley, N. (2019, October). *Mistaking minds and machines: How speech affects dehumanization and anthropomorphism*. Talk given at the Association for Consumer Research Conference, Atlanta, GA.
- Schroeder, J., & Schroeder, M. (2019, October). *Should I give Siri my credit card? How mode of interaction affects willingness to share personal information with machines*. Talk given at the Association for Consumer Research Conference, Atlanta, GA.
- Bluvstein, S., Zhao, X., Barasch, A., & Schroeder, J. (2019, October). *“Hello! How may I helo you?” How written errors can humanize a communicator*. Talk given at the Association for Consumer Research Conference, Atlanta, GA.
- Stein, D. H., Schatz, D., Schroeder, J., & Chatman, J. A. (2019, October). *A mistaken strategy for garnering credit: Interpersonal penalties for overclaiming—and underclaiming—credit*. Talk given at the Norms and Behavioral Change Workshop, University of Pennsylvania.
- Bluvstein, S., Zhao, X., Barasch, A., & Schroeder, J. (2019, October). *“Hello! How May I Helo You?” How Written Errors Can Humanize a Communicator*. Talk given at the Technology, Mind, and Society Symposium, Washington, DC.
- Dobson, K., Schweitzer, S. J., Hardin, A. E., Ruttan, R. L., Schroeder, J., Workman, K. M., & Zhao, X. (2019, August). *Exploring dehumanization and humanization in organizational contexts*. Panel Presentation at the Academy of Management, Boston, MA.
- Stein, D. H., Schatz, D., Schroeder, J., & Chatman, J. A. (2019, August). *A mistaken strategy for garnering credit: Interpersonal penalties for people who overclaim—and underclaim—credit*. Talk given at the Academy of Management, Boston, MA.
- Stein, D. H., Abel, J. E., Chatman, J. A., & Schroeder, J. (2019, August). *When narcissistic team members work better together: Enhanced task performance in teams with more similar levels of narcissism*. Talk given at the Academy of Management, Boston, MA.
- Stein, D. H., Schatz, D., Schroeder, J., & Chatman, J. A. (2019, July). *A mistaken strategy for garnering credit: Interpersonal penalties for people who overclaim—and underclaim—credit*. Talk given at the INGRoup Conference, Lisbon, Portugal.
- Stein, D. H., Schroeder, J., Hobson, N. M., Gino, F., & Norton, M. I. (2019, July). *When change seems immoral: Outrage and punishment in response to (even minor) changes to rituals*. Talk given at the INGRoup Conference, Lisbon, Portugal.
- Schroeder, J., & Belmi, P. (2019, July). *Human “resources”? Objectification in organizational contexts*. Talk given at the International Association for Conflict Management, Dublin, Ireland.
- Schroeder, J., & Epley, N. (2019, July). *Demeaning: Dehumanizing others by minimizing the importance of their psychological needs*. Talk given at the International Association for Conflict Management, Dublin, Ireland.
- Schroeder, J. (2019, June). *Automated decision dialogues: Consumer choice in algorithm-supported interactive verbal decision processes*. Talk given at the 11th Triennial Invitational Choice Symposium, Chesapeake Bay, MD. (Organized by Drs. Benedict Dellaert and Suzanne Shu).
- Abi-Esber, N., Abel, J. E., Schroeder, J., & Gino, F. (2019, May). *Withholding constructive criticism*. Poster given at the Association for Psychological Science, Washington, D.C.
- Stein, D. H., Abel, J. E., Chatman, J. A., & Schroeder, J. (2019, May). *Exploiting versus fitting in: How narcissists perform better together*. Poster given at the Association for Psychological Science, Washington, D.C.
- Schroeder, J. (2019, May). *Misunderstanding how the medium of communication influences conflict*. Talk given at the Association for Psychological Science, Washington, D.C.
- Schroeder, J. (2019, April). *Communication technology and civil disagreement*. Talk given at Lazaridis Marketing Research Symposium at Wilfrid Laurier University, Waterloo, ON, Canada.
- Schroeder, J., & Epley, N. (2019, March). *Demeaning: Minimizing the importance of others' psychological needs*. Talk given at the International Convention of Psychological Science, Paris, France.
- Bluvstein, S., Melzner, J., Barasch, A., & Schroeder, J. (2019, March). *To err and pause is to be human: How unintentional cues in written communication can signal humanness*. Talk given at the Society for Consumer Psychology, Savannah, GA.
- Schroeder, J. (2019, February). *Dehumanizing consequences of communication technology*. Talk given at the Psychology of Media and Technology Preconference, Society for Personality and Social Psychology Conference, Portland, OR.

- Schroeder, J. (2019, February). *Expressing dissent: The effect of communication medium on dehumanization of ideological opponents*. Talk given at the Social Cognition Preconference, Society for Personality and Social Psychology Conference, Portland, OR.
- Schroeder, J. (2019, February). *Expressing dissent: The effect of communication medium on dehumanization of ideological opponents*. Talk given at the Judgment and Decision-Making Preconference, Society for Personality and Social Psychology Conference, Portland, OR.
- Schroeder, J. (2019, February). *Conversing with the enemy: Miscalibrated beliefs about interacting with ideological opponents*. Talk to be given at the Society for Personality and Social Psychology Conference, Portland, OR. **Note: Talk not given due to sickness.**
- Rosenblum, M., Schroeder, J., & Gino, F. (2019, February). *Tell it like it is: When politically incorrect language promotes authenticity*. Talk given at the Society for Personality and Social Psychology Conference, Portland, OR.
- *Society for Personality and Social Psychology Outstanding Research Award.
- Stein, D. H., Schroeder, J., Hobson, N. M., Gino, F., & Norton, M. I. (2019, February). *When alterations are violations: Outrage and punishment in response to (even minor) alterations to rituals*. Talk given at the Morality Preconference, Society for Personality and Social Psychology Conference, Portland, OR.
- Sharps, D., & Schroeder, J. (2018, November). *The psychology of allocating help: Distributing help across group members increases the amount of help*. Talk given at the Society for Judgment and Decision Making Conference, New Orleans, LA.
- Roseblum, M., Schroeder, J., & Gino, F. (2018, November). *Tell it like it is: When politically incorrect language promotes authenticity*. Poster given at the Society for Judgment and Decision Making Conference, New Orleans, LA.
- Stein, D. H., Schroeder, J., Hobson, N. M., Gino, F., & Norton, M. I. (2018, November). *Debasing sacred rituals: Sanctioning group members who misperform rituals*. Poster given at the Society for Judgment and Decision Making Conference, New Orleans, LA.
- Schroeder, J., & Epley, N. (2018, October). *Mistakenly seeking solitude*. Talk given at Ford Analytics Lunch & Learn Seminar.
- Barasch, A., Schroeder, J., Berman, J., & Small, D. (2018, October). *Sincere persuasion: Cues in language used to assess and convey sincerity*. Talk given at the Association for Consumer Research, Dallas, TX.
- Schroeder, J. (2018, October). *Expressing dissent: How communication medium shapes dehumanization and attitude change*. Talk given at the Association for Consumer Research, Dallas, TX.
- Schroeder, J., Risen, J. L., Gino, F., & Norton, M. I. (2018, October). *Handshaking promotes deal-making by signaling cooperative intent*. Talk given at the Association for Consumer Research, Dallas, TX.
- Schroeder, J. (2018, October). *Expressing dissent: How communication medium shapes dehumanization during disagreement*. Talk given at the Society for Experimental Social Psychology, Seattle, WA.
- Sharps, D., & Schroeder, J. (2018, September). *The psychology of allocating help: Distributing help across group members increases the amount of help*. Talk given at the Society of Philanthropy Initiative Conference, Indianapolis IN.
- Schroeder, J., Kardas, M., & Epley, N. (2018, August). *The humanizing voice: Speech reveals a more thoughtful mind in the midst of disagreement*. Talk given at the Academy of Management Conference, Chicago, IL.
- *Showcase Symposium (selected as a top symposium at AOM).
- Schroeder, J., & Schroeder, M. (2018, August). *Trusting in machines: Mode of interaction affects willingness to share information with machines*. Talk given at the Academy of Management Conference, Chicago, IL.
- Schroeder, J. (2018, August). *Spoken dialogues promote understanding and curb dehumanization of political opponents*. Talk given at the Academy of Management Conference, Chicago, IL.
- White, S., Risen, J. & Schroeder, J. (2018, July). *How enemies become friends: Predicting outgroup friendship formation in an intervention for Jewish Israeli and Palestinian youth*. Talk given at the International Association for Conflict Management, Philadelphia, PA.
- Rosenblum, M., Schroeder, J., & Gino, F. (2018, July). *"Tell it like it is?" Political ideology moderates evaluations of politically correct language*. Talk given at the International Association for Conflict Management, Philadelphia, PA.
- Schroeder, J. (2018, July). *Spoken dialogues promote political understanding: How interaction structure affects dehumanization of political opponents*. Talk given at the International Association for Conflict Management, Philadelphia, PA.

- Schroeder, J. (2018, June). *Expressing dissent: The role of language in the dehumanization of ideological opponents*. Talk given at the Negotiations and Conflict Resolution Conference, IDC Herzliya, Israel.
- Lieberman, A., Amir, O., & Schroeder, J. (2018, June). *Simulating social closeness: The psychological consequences of consumer technologies*. Talk given at the Behavioral Decision Research in Management Conference, Boston, MA.
- Schroeder, J., & Epley, N. (2018, May). *Mistaking minds and machines: How speech affects dehumanization and anthropomorphism*. Talk given at the Association for Psychological Science Convention, San Francisco, CA.
- Rosenblum, M., Schroeder, J., & Gino, F. (2018, May). *Tell it like it is: Evaluations of communicators using “politically incorrect” language depends on political ideology*. Talk given at the Association for Psychological Science Convention, San Francisco, CA.
- Schroeder, J., Kardas, M., & Epley, N. (2018, May). *The humanizing voice: Speech reveals, and text conceals, a more thoughtful mind in the midst of disagreement*. Talk given at the Association for Psychological Science Convention, San Francisco, CA.
- Schroeder, J. (2018, April). *How language affects dehumanization and anthropomorphism*. Talk given at the CHAI (Center for Human-Compatible AI) Workshop, Marconi, CA.
- Schroeder, J. (2018, March). *Addressing the loneliness epidemic: How minimal social interactions can affect well-being*. Talk given at the Happiness and Wellbeing Preconference, Society for Personality and Social Psychology Conference, Atlanta, GA.
- Lieberman, A., Amir, O., & Schroeder, J. (2018, March). *Simulating social closeness: The psychological consequences of communication technologies*. Talk given at the Society for Personality and Social Psychology Conference, Atlanta, GA.
- Tian, D., Schroeder, J., Haubl, G., Risen, J. R., Gino, F., & Norton, M. I. (2018, February). *Enacting rituals to improve self-control*. Talk given at the Society for Consumer Psychology Conference, Dallas, TX.
*Best Paper Award (selected as the top paper submitted to SCP conference).
- Schroeder, J., & Schroeder, M. (2018, January). *Trusting in machines: How mode of interaction affects willingness to share personal information with machines*. Talk given at Hawaii International Conference on System Sciences, Big Island, HI.
*Best Paper Nomination (selected as 1 of the 4 top papers in the Social & Psychological Perspectives Minitrack at conference).
- Sharps, D., & Schroeder, J. (2017, November). *Making a difference in the life of one or many: A preference for distributed helping*. Talk given at the Society for Judgment and Decision Making Conference, Vancouver, Canada.
- Lieberman, A., Amir, O., & Schroeder, J. (2017, November). *Simulating social closeness: The psychological consequences of consumer technologies*. Talk given at the Society for Judgment and Decision Making Conference, Vancouver, Canada.
- Schroeder, J., Kardas, M., & Epley, N. (2017, October). *The humanizing voice: Speech reveals, and text conceals, a more thoughtful mind in the midst of disagreement*. Talk given at the Society for Experimental Social Psychology Conference, Boston, MA.
- Schroeder, J., & Lieberman, A. (2017, October). *When speech reflects mind: Natural paralinguistic cues in voice convey presence of mind*. Talk given at the Association for Consumer Research Conference, San Diego, CA.
- Schroeder, J., & Sharps, D. (2017, September). *A preference for distributed giving*. Talk given at the Science of Philanthropy Initiative Conference, Chicago, IL.
- Schroeder, J., & Belmi, P. (2017, August). *Human “resources”? Organizational contexts promote objectification*. Talk given at the Academy of Management, Atlanta, GA.
- Kim, T., Sezer, O., Schroeder, J., Risen, J. L., Gino, F., & Norton, M. (2017, July). *Group rituals improve social coordination and effort*. Talk given at the INGRoup conference, St. Louis, MO.
- Schroeder, J., Kardas, M., & Epley, N. (2017, July). *The humanizing voice: Speech reveals, and text conceals, a more thoughtful mind in the midst of disagreement*. Talk given at the International Association for Conflict Management, Berlin, Germany.
- Schroeder, J., Waytz, A., & Epley, N. (2017, July). *Endorsing help for others that you oppose for yourself: Mind perception alters the perceived effectiveness of paternalism*. Talk given at the International Association for Conflict Management, Berlin, Germany.

- White, S., Schroeder, J., & Risen, J. L. (2017, July). *The “secret sauce“ of intergroup contact: Predicting attitude change in an intervention for Jewish Israeli and Palestinian youth*. Talk given at the International Association for Conflict Management, Berlin, Germany.
- Schroeder, J. (2017, May). *The humanizing voice*. Talk given at the Duck Conference on Social Cognition, Buck Island, NC.
- Habbert, R., & Schroeder, J. (2017, May). *Gaining momentum: Movement in rankings affects expectations and performance*. Talk given at the Association for Psychological Science, Boston, MA.
- Lieberman, A., Amir, O., & Schroeder, J. (2017, February). *A voice inside your head: Listening to messages via headphones vs. speakers increases immersion, presence, and liking*. Talk given at the Society for Consumer Psychology Conference, San Francisco, CA.
- Sharps, D. & Schroeder, J. (2017, January). *Barriers in prosocial exchanges: Interpersonal misunderstandings among help-givers and help-recipients reduce prosociality*. Talk given at the Society for Personality and Social Psychology Conference, San Antonio, TX.
- Risen, J. L., Schroeder, J., & White, S. (2017, January). *The “secret sauce” of intergroup contact: Predicting attitude change in an intervention for Jewish Israeli and Palestinian youth*. Talk given at the Society for Personality and Social Psychology Conference, San Antonio, TX.
- Schroeder, J., Risen, J. L., & White, S. (2016, November). *The “secret sauce” of intergroup contact: Predicting attitude change in an intervention for Jewish Israeli and Palestinian youth*. Talk given at the Society for Judgment and Decision Making Conference, Boston, MA.
- Schroeder, J., Kardas, M., & Epley, N. (2016, November). *The humanizing voice: Outgroup members seem more mindful when you hear them*. Poster given at the Society for Judgment and Decision Making Conference, Boston, MA.
- Lieberman, A., Amir, O., & Schroeder, J. (2016, November). *A voice inside your head: Listening to messages via headphones vs. speakers increases immersion, presence, and liking*. Poster given at the Society for Judgment and Decision Making Conference, Boston, MA.
- Habbert, R., & Schroeder, J. (2016, November). *The psychological consequence of trajectory: Changes in rankings affects expectation to win*. Poster given at the Society for Judgment and Decision Making Conference, Boston, MA.
- Rosenblum, M., Schroeder, J., & Gino, F. (2016, November). *Subverting the norm: Interpersonal consequences of being “politically correct.”* Poster given at the Society for Judgment and Decision Making Conference, Boston, MA.
- Sharps, D. & Schroeder, J. (2016, November). *Barriers in prosocial exchanges: Interpersonal misunderstandings among help-givers and help-recipients reduce prosociality*. Poster given at the Society for Judgment and Decision Making Conference, Boston, MA.
- Schroeder, J., Watyz, A., & Epley, N. (2016, October). *Endorsing help for others that you oppose for yourself: Mind perception guides support for paternalism*. Talk given at the Association for Consumer Research Conference, Berlin, Germany.
- Lieberman, A. J., Amir, O., & Schroeder, J. (2016, October). *Coming alive through headphones: Listening to messages via headphones vs. speakers increases immersion, presence, and liking*. Talk given at the Association for Consumer Research Conference, Berlin, Germany.
- Schroeder, J., & Epley, N. (2016, September). *The sound of intellect: Speech reveals a thoughtful mind, increasing a job candidate's appeal*. Talk given at the Society for Experimental Social Psychology, Santa Monica, CA.
- Schroeder, J., & Risen, J. (2016, August). *Cross-group friends without benefits: Opportunities for cross-group friendship reduces Palestinian, but not Israeli, outgroup attitudes*. Talk given at the Academy of Management, Anaheim, CA.
- *Showcase Symposium (selected as a top symposium in Conflict Management division at AOM).
- Schroeder, J., & Belmi, P. (2016, August). *Perceiving people as resources or relations? Organizational contexts promote objectification*. Talk given at the Academy of Management, Anaheim, CA.
- Brooks, A., Schroeder, J., & Risen, J. (2016, August). *Don't stop believing: Rituals improve performance by decreasing anxiety*. Talk given at the Academy of Management, Anaheim, CA.
- *Showcase Symposium (selected as a top symposium in Organizational Behavior division at AOM).
- Schroeder, J. & Epley, N. (2016, July). *The humanizing voice: Speech reveals, and text conceals, uniquely human mental capacities*. Talk given at the International Congress of Psychology, Yokohama, Japan.

- Sharps, D., & Schroeder, J. (2016, June). *The burden of help: An (unanticipated and unwarranted) perceived social burden of accepting help*. Talk given at the Behavioral Decision Research in Management Conference, Toronto, Canada.
- Schroeder, J., Waytz, A., & Epley, N. (2016, February). *Endorsing help for others that you oppose for yourself: Mind perception guides support for paternalism*. Talk given at the Society for Consumer Psychology, St. Pete Beach, FL.
- Schroeder, J., & Epley, N. (2016, January). *The humanizing voice: Hearing speech makes people more likely to infer a human source*. Poster given at the Nonverbal Behavior Preconference at Society for Personality and Social Psychology Conference, San Diego, CA.
- Tian, D., Schroeder, J., Häubl, G., Risen, J. L., Norton, M. I., & Gino, F. (2015, November). *Rituals promote self-control*. Talk given at the Society for Judgment and Decision Making, Chicago, IL.
- Schroeder, J., (2015, September). *Befriending the enemy: Longitudinal and experimental evidence testing intergroup contact theory in an Israeli-Palestinian co-existence program*. Talk given at the Group Preconference at Society for Experimental Social Psychology Conference, Denver, CO.
*Young Scholar Address (selected as 1 of 3 young scholar talks at preconference).
- Schroeder, J., Waytz, A., & Epley, N. (2015, September). *Endorsing help for others that you oppose for yourself: Mind perception guides support for paternalism*. Talk given at the Society for Philanthropy Conference, Chicago, IL.
- Schroeder, J., & Epley, N. (2015, September). *Does giving improve wellbeing? A field experiment on the psychological consequences of prosociality*. Poster given at the Society for Philanthropy Conference, Chicago, IL.
- Schroeder, J., & Epley, N. (2015, August). *The sound of intellect: Speech conveys mental competence, increasing a job candidate's appeal*. Talk given at the Academy of Management, Vancouver, British Columbia, Canada.
- Schroeder, J., Caruso, E. M., & Epley, N. (2015, August). *Miscalibrated managers: Managed groups are more likely to overclaim credit for group output*. Talk given at the Academy of Management, Vancouver, British Columbia, Canada.
*Showcase Symposium (selected as a top symposium in Organizational Behavior division at AOM).
- Schroeder, J., Fishbach, A., Schein, C., & Gray, K. (2015, August). *People behave asocially in intimate instrumental interactions*. Talk given at the Academy of Management, Vancouver, British Columbia, Canada.
- Schroeder, J., Norton, M. I., Gino, F., & Risen, J. L. (2015, July). *Rituals as powerful reminders*. Talk given at Advances in the Science of Habits Conference, Catalina Island, CA.
- Schroeder, J., & Epley, N. (2015, June). *The sound of intellect: Speech conveys mental competence, increasing a job candidate's appeal*. Talk given at the International Association for Conflict Management, Clearwater, FL.
- Schroeder, J., Waytz, A., & Epley, N. (2015, June). *Helping those who can't help themselves: People give paternalistic aid to lesser minds*. Talk given at the International Association for Conflict Management, Clearwater, FL.
- Schroeder, J., Risen, J. L., Gino, F., & Norton, M. I. (2015, June). *Handshaking promotes cooperative dealmaking*. Talk given at the International Association for Conflict Management, Clearwater, FL.
*Best Student-led Paper Award (selected as the top student-led paper submitted to conference).
- Schroeder, J., Risen, J. L., Gino, F., & Norton, M. I. (2015, May). *Handshaking promotes cooperative dealmaking*. Talk given at the Association for Psychological Science Convention, New York, NY.
- Schroeder, J., & Epley, N. (2015, May). *The sound of intellect: Speech conveys mental competence, increasing a job candidate's appeal*. Talk given at the Midwestern Psychological Association Meeting, Chicago, IL.
- Schroeder, J., & Risen, J. (2015, April). *Befriending the Enemy*. Talk given at the Kellogg-Booth Symposium, Chicago, IL.
- Schroeder, J., Waytz, A., & Epley, N. (2015, April). *Helping those who can't help themselves: People give paternalistic aid to lesser minds*. Talk given at the Chicago Psychology Research Symposium, Chicago, IL.
- Schroeder, J., & Epley, N. (2015, February). *The sound of intellect: Speech conveys mental competence, increasing a job candidate's appeal*. Talk given at the Nonverbal Behavior Preconference at Society for Personality and Social Psychology Conference, Long Beach, CA.
- Schroeder, J., & Risen, J. L. (2015, February). *Befriending the enemy: Longitudinal and experimental evidence testing intergroup contact theory in an Israeli-Palestinian co-existence program*. Talk given at the Group

Processes and Intergroup Relations Preconference at Society for Personality and Social Psychology Conference, Long Beach, CA.

*Early Career Talk (selected as 1 of 2 early career talks at preconference).

Schroeder, J., Fishbach, A., Schein, C., & Gray, K. (2015, February). *Barricading against intimacy: Imposed psychological and physical intimacy predicts barrier-building behaviors*. Talk given at Society for Personality and Social Psychology Conference, Long Beach, CA.

Schroeder, J., Caruso, E. M., & Epley, N. (2014, November). *Many hands make overlooked work: Overclaiming of responsibility increases with group size*. Talk given at the Society for Judgment and Decision Making Conference, Long Beach, CA.

Schroeder, J., & Epley, N. (2014, November). *Mistakenly seeking solitude*. Poster given at the Science of Compassion Conference, San Francisco, CA.

Schroeder, J., & Epley, N. (2014, November). *Does giving improve health? A field experiment on the physiological consequences of prosociality*. Talk given at the Science of Philanthropy Initiative Conference, Chicago, IL.

Schroeder, J., Caruso, E. M., & Epley, N. (2014, August). *Many hands make overlooked work: Overclaiming of responsibility increases with group size*. Talk given at the Academy of Management, Philadelphia, PA.

Schroeder, J., Risen, J. L., Gino, F., & Norton, M. I. (2014, August). *Handshaking promotes cooperative dealmaking*. Talk given at the Academy of Management, Philadelphia, PA.

*Showcase Symposium (selected as a top symposium in Conflict Management division at AOM).

Schroeder, J., & Risen, J. L. (2014, July). *Befriending the enemy: Outgroup friendships longitudinally predict intergroup attitudes in a neutral-setting youth intervention program*. Talk given at the European Association of Social Psychology Conference, Amsterdam, Netherlands.

Schroeder, J., & Risen, J. L. (2014, May). *Predictors of intergroup attitudes in a Middle East co-existence program*. Poster given at Association for Psychological Science Convention, San Francisco, CA.

Schroeder, J. (2014, May). *Handshaking promotes cooperative dealmaking*. Talk given at the Transatlantic Doctoral Consortium, London, England.

Schroeder, J. (2014, May). *Predictors of intergroup attitudes in a Middle East co-existence program*. Talk given at the Midwestern Psychological Association Meeting, Chicago, IL.

*Best Paper Award (selected as 1 of the 6 top graduate student papers at conference).

Schroeder, J. (2014, April). *Group rituals improve group performance*. Talk given at the Kellogg-Booth Symposium, Chicago, IL.

Schroeder, J., & Fishbach, A. (2014, February). *Instrumentality begets objectification of health providers*. Talk given at the Society for Personality and Social Psychology Conference, Austin, TX.

Epley, N., & Schroeder, J. (2014, February). *Mistakenly seeking solitude*. Talk given at the Society for Personality and Social Psychology Conference, Austin, TX.

Brooks, A. W., Schroeder, J., Risen, J. L., Gino, F., Galinsky, A., Norton, M. I., & Schweitzer, M. (2013, August). *Don't stop believing: Rituals decrease anxiety and improve performance*. Talk given at the Academy of Management, Orlando, FL.

Schroeder, J. (2013, July). *Real benefits and perceived costs of forming novel social connections*. Talk given at the European Congress of Psychology, Stockholm, Sweden.

Schroeder, J., & Epley, N. (2013, May). *Speaking louder than words*. Poster given at the Association for Psychological Science Convention, Washington, DC.

Schroeder, J., & Fishbach, A. (2013, April). *Perceived instrumentality motivates perception of doctors' agency and experience*. Talk given at the Chicago Graduate Research Student Symposium, Chicago, IL.

Schroeder, J., & Fishbach, A. (2013, February). *Reading more than exists: Unintended consequences of consumer health messages*. Talk given at the Society for Consumer Psychology Conference, San Antonio, TX.

Schroeder, J., & Epley, N. (2013, January). *Mistakenly seeking solitude*. Poster presented at the Society for Personality and Social Psychology Conference, New Orleans, LA.

*Poster Award Finalist (selected as 1 of the 14 top posters at conference).

Epley, N., & Schroeder, J. (2013, January). *The humanizing voice*. Talk given at the Society for Personality and Social Psychology Conference, New Orleans, LA.

Schroeder, J., Brooks, A. W., Risen, J. L., Gino, F., Galinsky, A., Norton, M. I., & Schweitzer, M. (2012, November). *Don't stop believing: Coping with anxiety through rituals*. Talk given at the Society for Judgment and Decision Making Conference, Minneapolis, MI.

- Schroeder, J., & Fishbach, A. (2012, November). *Reading more than exists: Unintended consequences of health messages on decisions*. Poster given at the Society for Judgment and Decision Making Conference, Minneapolis, MI.
- Schroeder, J., & Risen, J. L. (2012, July). *Evaluation of a peace intervention program among Middle Eastern teenagers*. Poster presented at the International Congress of Psychology, Cape Town, South Africa.
- Schroeder, J., & Epley, N. (2012, July). *Mode of communication changes perceptions of political communication*. Talk given at the International Society of Political Psychology, Chicago, IL.
- Schroeder, J., & Epley, N. (2012, June). *Expressing mind*. Poster presented at the Behavioral Decision Research in Management Conference, Boulder, CO.
- Brooks, A. W., Schroeder, J., Risen, J. L., Galinsky, A., Gino, F., Norton, M. I., & Schweitzer, M. (2012, June). *Don't stop believing: Coping with anxiety through rituals*. Talk given at the Behavioral Decision Research in Management Conference, Boulder, CO.
- Schroeder, J., & Fishbach, A. (2012, May). *Health message inferences: Absorbing information that does not exist*. Talk given at the 2012 Midwestern Psychology Association Meeting, Chicago, IL.
- Schroeder, J., & Epley, N. (2012, May). *Unanticipated benefits of interacting with strangers*. Talk given at the 2012 Association for Psychological Science Meeting, Chicago, IL.
- Epley, N., & Schroeder, J. (2012, April). *Humanization: Motivated perception of pets as people and people as animals*. Talk given at the 2012 Nebraska Symposium on Motivation, Lincoln, NE.
- Schroeder, J. (2012, April). *Factors and failures of social interactions with strangers*. Talk given at the Chicago Graduate Student Research Symposium, Chicago, IL.
- Schroeder, J., & Epley, N. (2012, January). *The humanizing voice*. Poster presented at the 2012 Society for Personality and Social Psychology Conference, San Diego, CA.
- Schroeder, J., & Epley, N. (2011, November). *Talking to strangers is surprisingly pleasant*. Poster presented at the 2011 Society for Judgment and Decision Making Conference, Seattle, WA.
- Schmidt, K. M., Erbacher, M. K., Schroeder, J., Lick, D. J., Ameringer, K. J., & Fried, R. K. (2009, May). *How much does it hurt? Affect, personality, and pain relationships*. Poster presented at the 2009 Association for Psychological Science Meeting, San Francisco, CA.
- Schroeder, J. (2008, April). *Controlling the negative life impact of chronic pain: Internalization and mental health outcomes*. Talk given at the Third Annual ACC Meeting of the Minds Conference, Tallahassee, FL.
- Schroeder, J. (2008, April). *Partial Credit Model (PCM) analysis of the impact of culture on locus of control in chronic pain patients*. Talk given at the Harrison Award Poster Session, Charlottesville, VA.
- Schroeder, J. (2008, April). *Measurement of psychological traits of chronic pain patients*. Talk given at the Undergraduate Research Symposium, Charlottesville, VA.
- Schroeder, J. (2008, March). *Rasch Partial Credit Model (PCM) and Differential Item Functioning (DIF) analysis of the impact of culture on locus of control in chronic pain sufferers*. Talk given at the International Objective Measurement Workshop, New York, NY.
- Schroeder, J. (2007, April). *The role of psychological traits in the measurement of pain: Psychometric Item Response Theory (IRT) analysis of locus of control and catastrophizing*. Talk given at the L. Starling Reid Undergraduate Psychology Conference, Charlottesville, VA.
- Schroeder, J. (2007, April). *Measurement of psychological traits of chronic pain patients*. Talk given at the Undergraduate Research Network Symposium, Charlottesville, VA.
- Schroeder, J. (2007, March). *Psychometric Item Response Theory (IRT) analysis of chronic pain patients' catastrophizing and its relationship to locus of control and personality*. Talk given at the Virginia Social Sciences Association Meeting, Richmond, VA.
- Schroeder, J. (2007, October). *The pain experience in the Eastern and Western worlds: Locus of control among chronic pain patients in the United States and India*. Poster presented at the Center for Global Health Symposium, Charlottesville, VA.
- Schroeder, J. & Schmidt, K. M. (2007, May). *Psychometric Item Response Theory (IRT) analysis of the Multidimensional Health Locus of Control for chronic pain assessment*. Poster presented at the American Pain Society Conference, Washington, DC.
- Schmidt, K. M. & Schroeder, J. (2007, May). *Psychometric item response theory (IRT) analysis of the Pain Intensity Numerical Rating Scale (PI-NRS): Scale reduction and relationships with personality*. Poster presented at the American Pain Society Conference, Washington, DC.

PRESENTATIONS: Invited Talks (e.g., Seminars, Keynotes)

5/8/2024 Keeping the Republic Conference, University of Notre Dame
 4/5/2024 USC Marshall School of Business (Management and Organization Dept)
 4/3/2024 Flourishing Conference, Compassion 2.0 (Keynote)
 3/20/2024 Audemars Piguet Retail Leadership Summit (Keynote)
 3/11/2024 Design Solutions Summit, USC Marshall's Neely Center
 3/7/2024 Tech Policy Summit, UC Berkeley AI Policy Hub
 2/29/2024 University of California, Riverside, School of Business (Management)
 1/23/2024 Knight Foundation, Informed Conference
 1/18/2024 Ohio State University (Decision Psychology, Social Psychology)
 11/30/2023 Carnegie Mellon University (Center for Behavioral & Decision Research)
 10/26/2023 University of Texas at Austin, McCombs (Management)
 10/25/2023 University of Texas at Austin, Moody (Center for Media Engagement)
 10/6/2023 Georgetown University (Psychology)
 9/9/2023 TEDx Marin
 6/1/2023 University of California, Riverside, Department of Psychology
 5/24/2023 Northwestern University, Kellogg School of Management (MORS)
 5/15/2023 Rotary Club of Palo Alto
 5/12/2023 University of Chicago, Booth School of Business, PhD Celebration
 4/28/2023 USC Marshall School of Business (Management and Organization Dept)
 4/7/2023 University of California, Berkeley, Psychology and Economics Seminar
 3/30/2023 Society for Affective Science Positive Emotions Preconference (Keynote)
 3/28/2023 Carnegie Mellon University (Software and Societal Systems Department)
 3/21/2023 Yale University School of Management (Organizational Behavior)
 3/15/2023 Nutanix Senior Leadership Retreat (Keynote)
 2/9/2023 University of Virginia, Darden School of Business (Leadership & OB)
 1/27/2023 Ohio State University (Decision Psychology)
 1/18/2023 Schonfeld Strategic Advisors Retreat (Keynote)
 1/14/2023 American Academy of Ophthalmology Leadership Development Program
 1/11/2023 Berkeley Culture Conference (Plenary Talk)
 11/14/2022 University of North Carolina, Kenan-Flagler (Organizational Behavior)
 9/30/2022 Princeton University, "Understanding Misunderstanding" Conference
 9/24/2022 Haas Homecoming Lecture (Keynote)
 9/8/2022 Center for Equity, Gender, & Leadership, Haas School of Business
 6/13/2022 Center for the Science of Moral Understanding Conference
 6/10/2022 Radcliff Seminar, Harvard Kennedy School
 6/4/2022 Center for Human-Compatible Artificial Intelligence (CHAI) Workshop
 5/13/2022 UCLA Anderson School of Management (Management & Organizations)
 4/27/2022 Pennsylvania State U, Rock Ethics Institute, Expanding Empathy Seminar
 1/19/2022 University of California, Berkeley, Haas School of Business (Marketing)
 10/22/2021 Emory University, Goizueta Business School (Organization/Management)
 9/30/2021 University of California, Los Angeles (Psychology)
 9/29/2021 Duke University, Fuqua School of Business (Marketing)
 9/23/2021 Harvard Kennedy School (Judgment and Decision-Making track)
 9/17/2021 Duke University (Psychology)
 7/14/2021 Abbott Global Leadership Summit

7/1/2021 Center for the Science of Moral Understanding
 6/22/2021 Snapchat (People & Technology Seminar)
 2/22/2021 University of Virginia (Social Psychology Area)
 2/22/2021 Simon Fraser University, Beedie School of Business (Marketing)
 11/20/2020 Georgetown University, McDonough School of Business (Management)
 11/13/2020 “Data Colada” webinar (online seminar for behavioral science research)
 11/6/2020 Indiana University (Social Psychology Area)
 10/4/2020 Cornell University, SC Johnson School of Management (Marketing)
 8/4/2020 Monash University, Monash Business School (Management)
 6/19/2020 NegotiateUp (Conversations about Innovations in Negotiations)
 5/20/2020 University of California, Berkeley (Last Lectures)
 5/18/2020 Harvard University (Program on Negotiation Conference)
 3/2/2020 Stanford University (Social Psychology)
 2/5/2020 Duke University, Fuqua School of Business (Management)
 2/3/2020 AACSB International Deans Conference (Keynote)
 1/30/2020 Harvard University, Harvard Business School (NOM)
 5/15/2019 Stanford University, Graduate School of Business (Marketing)
 4/26/2019 Wilfrid Laurier University (Lazaridis Marketing Research Symposium)
 4/16/2019 Northwestern University (Psychology) & Kellogg School of Management
 2/20/2019 University of California, Santa Cruz (Psychology)
 6/26/2018 IDC Herzliya (Negotiation and Conflict Resolution Conference)
 4/28/2018 Center for Human-Compatible Artificial Intelligence, annual conference
 3/22/2018 University of California, Berkeley, Information School Seminar
 1/29/2018 The Wharton School (Decision Processes seminar)
 9/26/2017 University of California, Berkeley, Haas Faculty Seminar (school-wide)
 2/6/2017 University of California, Davis (Social and Personality Psychology)
 11/8/2016 Yale University School of Management (Organizational Behavior)
 10/10/2016 University of California, Berkeley, Haas School of Business (Marketing)
 7/13/2016 University of Southern California, Summer Institute in Public Diplomacy
 4/13/2016 UC Berkeley, Institute of Personality and Social Research
 4/12/2016 University of California, Berkeley, Haas Faculty Seminar (school-wide)
 4/2/2016 MIT Sloan School of Management (Marketing)
 1/13/2016 Stanford University, Graduate School of Business (OB)
 10/1/2015 UC Berkeley, Institute of Cognitive and Brain Sciences
 3/25/2015 University of Southern California, Center on Public Diplomacy
 12/16/2014 University of California, Berkeley, Haas School of Business (MORS)
 12/9/2014 Harvard University, Harvard Business School (NOM)
 10/2/2014 Peacebuilding Evaluation Consortium, New York, NY
 1/15/2014 University of Chicago, Booth School of Business (Behavioral Science)
 4/11/2013 Chicago TechVision Symposium, Chicago, IL
 2/19/2013 University of Chicago, Booth School of Business (MOB)
 1/13/2012 University of Chicago, Department of Political Psychology
 12/7/2011 University of Chicago, Booth School of Business (MOB)
 4/21/2007 University of Virginia, Center for Undergraduate Excellence
 8/17/2006 University of Virginia, Center for Undergraduate Excellence
 4/22/2006 University of Virginia, Center for Undergraduate Excellence

PRESENTATIONS: Invited Interviews and Podcasts

4/22/2024	The Rational Egoist Podcast
3/27/2024	Chief Change Officer with Vince Chan (<i>Juliana Schroeder</i>)
2/7/2024	The Neha Anwar Podcast (<i>Juliana Schroeder</i>)
1/4/2024	BJKS Podcast (<i>Talking to strangers, undersociality, and replication</i>)
11/6/2023	REACH Podcast (<i>Perspectives on the loneliness epidemic</i>)
10/5/2023	Science VS (<i>Self-care: Can you hack your mood?</i>)
12/6/2022	Meikles & Dimes (<i>Mind perception</i>)
11/24/2022	Stanford Psychology Podcast (<i>Mistakenly seeking solitude</i>)
4/23/2021	Discourse Magazine (<i>Shaking hands and building relationships</i>)
3/18/2021	Program Life (<i>Productivity, relationships, & decision-making</i>)
1/19/2021	Academic Minute (<i>Objectification at work</i>)
8/2/2020	It's Complicated Podcast (<i>Making better connections</i>)
4/17/2020	Spark, CBC Radio (<i>Online communication during the pandemic</i>)
3/11/2020	Knowable (<i>Speak with confidence</i>)
10/7/2019	Chicago News/Big Brains (<i>Why talking to strangers will make u happier</i>)
3/19/2019	Constant Wonder, BYU Radio (<i>Connecting with strangers</i>)
3/12/2019	The Lisa Valentine Clark Show, BYU Radio (<i>Stranger danger</i>)
8/2/2018	The Arthur Brooks Show (<i>Disconnected</i>)
7/19/2018	The Science of Happiness (<i>Why you shouldn't hate small talk</i>)
7/17/2018	Top of Mind with Julie Rose, BYU Radio (<i>Eritrea & Ethiopia</i>)
6/15/2017	The Matt Townsend Show (<i>Rituals can improve performance</i>)
10/22/2016	Upgraded Ape Show (<i>The psychology of first impressions</i>)
5/26/2015	Copeland Coaching Podcast (<i>The sound of intellect</i>)
12/7/2015	Brain on Sports Podcast (<i>The impact of ritual in sports</i>)
12/28/2014	The Big Shift Podcast (<i>Are you mindwise?</i>)
8/19/2014	Art of Manliness Podcast (<i>Being mindwise</i>)

TEACHING: Degree Program Courses (Lead Instructor)

Negotiations and Conflict Resolution, UC Berkeley

“Flex” Course for Evening/Weekend MBA students (28 hours)	annually, 2023-present
<i>Annual aggregated evaluations (in chronological order): 6.2 / 7.0</i>	
Course for Full-time MBA students (30 hours)	annually, 2016-2020
<i>Annual aggregated evaluations (in chronological order): 6.0, 6.7, 6.3, 6.9, and 6.8 / 7.0</i>	

Leading People, UC Berkeley

“Flex” Course for Evening and Weekend MBA students (28 hours)	annually, 2022-present
<i>Annual aggregated evaluations (in chronological order): 6.6 and 6.5 / 7.0</i>	

Experimental Design and Research Methods, UC Berkeley PhD Seminar (45 hours)

biennially, 2023-present

Organizational Behavior, UC Berkeley

PhD Seminar (21-45 hours, team-taught)

biennially, 2016-present

Research Methods, UC Berkeley
PhD Seminar (21 hours, team-taught)

biennially, 2016-2021

TEACHING: Executive Education

Executive Education Programs (Lead Instructor or Director)

Graduate Development Program, UC Berkeley and Ministry of Human Resources and Social Development (Saudi Arabia) 6-week program, online and in-person, solo-directed	2023
Chief Executive Officer (CEO) Program, UC Berkeley 21 hours/module, 5 total modules, online, co-directed	biannually, 2022-present
Communications Excellence, UC Berkeley 2- or 3-day program, online and in-person, co-directed	triannually, 2022-present
Strengthening Self-Advocacy, UC Berkeley 1-week online experience, designed and led alone	2021

Executive Education Modules (Guest Instructor, Selected Modules)

Persuasion and Influence
Negotiations
Building Trust-Based Relationships
Motivating Your Team
Leading High-Performance Teams
Conflict Management
Purpose-Driven Leadership
Decision Making for Leaders
Problem Solving
Critical Thinking
Group Decision Making

TEACHING: Other Guest Lectures (Selected)

Lawrence Berkeley National Laboratory (Entrepreneurship Training Program)	February 2024
Vaccine Hesitancy/Resistance (UC Berkeley School of Public Health course)	February 2024
Making Smart Financial Decisions (UC Berkeley, undergrad course)	Virtual videos
Empathy and Altruism (Pennsylvania State University, PhD course)	March 2023
Design and Process of Experimental Research (Stanford, PhD course)	November 2021
Meaningful Leadership (Berkeley Haas Global Access Program)	October 2021
Nonverbal Communication (NegotiateUp, online negotiation courses)	November 2020
Advanced Social Psychology (UC Irvine, PhD course)	October 2020
Organizational Behavior (University of Utah, PhD course)	October 2020

Close Relationships (Michigan State University, PhD course)	October 2020
Marketing Research Camp: The Digital Consumer (Cornell University)	October 2020
Sense, Sensibility, & Science (UC Berkeley “big ideas” undergrad course)	April 2018, 2019

SERVICE: Academic Journals

Associate Editor / Guest Editor

Journal of Experimental Social Psychology, Associate Editor of Special Issues (2023 –)
 Organizational Behavior and Human Decision Processes (*OBHDP*), Guest Editor for Special Issue on “Experimental Research on Conflict” (2019 – 2022)

Editorial Board Member

Journal of Personality and Social Psychology, *ASC* (2023 –)
 Journal of Personality and Social Psychology, *IRGP* (2018 – 2020; 2024 –)
 Emotion (2016 – 2019)

Reviewer (Selected)

General science, psychology, and social psychology journals:

Proceedings of the National Academy of Sciences
 Nature Human Behaviour
 Journal of Personality and Social Psychology
 Psychological Science
 Perspectives on Psychological Science
 Current Directions in Psychological Science
 Journal of Experimental Psychology: General (and specialty journals associated with *JEP*)
 Personality and Social Psychological Bulletin
 Personality and Social Psychology Review
 Journal of Experimental Social Psychology
 Social and Personality Psychology Compass

Organizational behavior journals:

Organizational Behavior and Human Decision Processes
 Management Science
 Academy of Management Journal

Marketing journals:

Journal of Consumer Research
 Journal of Marketing Research
 Journal of Consumer Psychology

Specialty psychology journals:

Group Processes and Intergroup Relations Journal
 Emotion
 Journal of Nonverbal Behavior
 Motivation Science
 Journal of Conflict Management

Journal of Memory and Learning
 Journal of Applied Social Psychology
 Journal of Language and Social Psychology
 Journal of Individual Differences

Conferences:

Society for Personality & Social Psychology Research Award
 Society for Judgment & Decision Making Conference
 Behavioral Decision Research and Management Conference
 Academy of Management Conference
 Society for Consumer Psychology Conference
 Association for Consumer Research Conference
 American Psychological Society Student Research Award
 Psychology of Technology Institute Conference, Dissertation Awards

Grant-making and award-making organizations:

National Science Foundation: Decision, Risk, and Management Sciences Panel
 National Science Foundation: Future of Work Panel
 Israel Science Foundation
 Society for Personality and Social Psychology, various award panels

SERVICE: Directing, Organizing, Moderating, Discussing

Director / Co-Director

The Social and Moral Judgment Laboratory (SOMO Lab) at UC Berkeley
 (<https://www.somolab.org/>), co-directed with Dr. Clayton Critcher (July 2020 – present)

The Mind and Person Perception Laboratory (MAPP Lab) at UC Berkeley, director
 (July 2015 – July 2020)

The Experimental Social Science Laboratory (“Xlab”) at UC Berkeley
 (<http://xlab.berkeley.edu/>), director (July 2020 – present)

The Psychology of Technology Institute (“PTI”; <https://www.psychoftech.org/>), co-
 founded and co-directed with Dr. Nathanael Fast (April 2016 - present)

Organizer / Co-Organizer

Metaverse Workshop, University of Southern California, co-organized with Drs. Nathanael Fast and Ravi Iyer (March 2023)

Trust and Technology Workshop, virtual, co-organized with Dr. Nathanael Fast
 (November 2022)

American Psychological Association Technology, Mind, & Society Conference, senior
 program committee (April 2018 and 2019)

New Directions in the Psychology of Technology Conference, University of California Berkeley, co-organized with Dr. Nathanael Fast (November 2017)

Psychology of Technology Preconference, Society of Personality and Social Psychology Conference, San Antonio, TX, co-organized with Drs. Nathanael Fast and Kosta Kushlev (January 2017)

New Directions in the Psychology of Technology Conference, University of Southern California, co-organized with Dr. Nathanael Fast (October 2016)

Kellogg-Booth research symposium, Northwestern University, co-organized with Dr. Brian Lucas (April 2013)

Moderator / Discussant / Panelist

Enhancing Scientific Rigor in Research (panelist), Academy of Management (2024)
 Design Solutions Summit (panelist), Council on Technology & Social Cohesion (2024)
 Reimagining Human Connections (panelist), Haas x IDEO Innovation Challenge (2024)
 Social Media's Impact on Kids (Psych of Tech Institute panelists), Consumer Electronics Show, American Psychological Association (2024)
 Impression Management symposium (discussant), Academy of Management (2023)
 Linking Online with Offline Behavior (panelist), Carnegie Mellon University Center for Informed Democracy & Social-Cybersecurity IDEaS conference (2023)
 Restoring Trust in Institutions (discussant), Behavioral Science & Policy Association (2022)
 Society for Judgment and Decision-Making (MC / Moderator; 2020, 2021)
 Virtually Human Working Group (member), Aspen Digital (2021)
 Reconceptualizing Honesty (panel), Int'l Association for Conflict Management (2021)
 Research Tips from Prolific Junior Faculty (panel), Academy of Management (2021)
 Political Division and Xenophobia (roundtable panel), Listen for a Change (2021)
 Talking Politics (panel), Center for the Science of Moral Understanding (2020)
 Tech Talks (multiple talks; moderator), Psych of Tech Institute (2020)
 Organizational Implications of Communication (panelist), Academy of Management (2020)
 Exploring Objectification in Organizations (panelist), Academy of Management (2019)
 Algorithms in Organizations symposium (discussant), Academy of Management (2017)
 Intergroup Conflict (panelist), Intergroup Psychological Interventions Conference (2016)
 Intergroup Conflict symposium (moderator), European Assoc. for Social Psychology (2014)
 Judgment and Decision-Making symposium (moderator), Midwestern Psych Assoc'n (2013)
 Sharing Information symposium (discussant), Academy of Consumer Research (2013)

SERVICE: Mentorship

Graduate and post-graduate students

**served as primary advisor or co-advisor*

Jimmy Narang (Postdoctoral scholar, Fall 2023-Spring 2024)

Jerry Zhang* (Postdoctoral scholar, Fall 2023-Spring 2024)

Andrew Choi (Dissertation Committee member, May 2023)

Sonya Mishra (Dissertation Committee member, May 2023)
 Daniel Stein* (Dissertation Committee co-chair, May 2022)
 Shoshana Jarvis (Dissertation Proposal chair, May 2021)
 Sulyn Cossett Gomez Villanueva (Qualifying Examination Committee member, May 2020)
 Michael Rosenblum* (Dissertation Committee co-chair, May 2020)
 Rachel Habbert* (Master's Thesis supervisor, May 2017; Dissertation Committee chair, May 2019)
 Daron Sharps (Master's Thesis supervisor, December 2016; Dissertation Committee member, May 2019)
 Carly Giffin (Qualifying Examination Committee member, November 2015; Dissertation Committee member, May 2018)
 Nathan Meikle (Dissertation Committee member, May 2018)
 Nicholas Angelides (Qualifying Examination Committee member, May 2017)

Lab managers

Sydney Tran (2023-present)
 Kwan Limbhasut (2022-2023)
 Aastha Mittal (2020-2022)
 Jennifer Abel (2018-2020)
 Brianna Bottle (2017-2018)
 Chloe Autio (2015-2017)

Undergraduate and post-baccalaureate thesis students

Rachel Tran (Undergraduate Thesis supervisor, May 2025)
 Katherine Kudriavtsev (Undergraduate Thesis supervisor, May 2025)
 Samer Bahu (Undergraduate Thesis supervisor, May 2025)
 Andrew Chen (Undergraduate Thesis supervisor, May 2024)
 - Won the Charles H. Percy Undergraduate Grant for Public Affairs Research
 Kwan Limbhasut (Undergraduate Thesis supervisor, May 2023)
 - Won the Warner Brown Memorial Prize in Psychology
 Zaiyao Zhang (Undergraduate Thesis supervisor, May 2022)
 Tory Benson (Undergraduate Thesis supervisor, May 2022)
 - Won the Undergrad Research Apprentice Program Award
 Aris Richardson (Undergraduate Thesis supervisor, May 2022)
 - Won the Summer Undergrad Research Award + Swan Research Award
 Weishan Zhang (Post Baccalaureate Thesis supervisor, May 2021)
 Zoe Ferguson (Undergraduate Thesis committee, May 2020)
 Neha Nair (Post Baccalaureate Thesis supervisor, May 2020)
 Naz Dundar (University Research Apprentice award supervisor, summer 2019)
 Gloria (Danqiao) Cheng (Undergraduate Thesis supervisor, May 2018)
 Sanjana Surkund (Undergraduate Thesis supervisor, May 2017)
 Aaron Su (Undergraduate Thesis supervisor, May 2017)
 Carmen Zheng (Undergraduate Thesis supervisor, May 2017)
 Jordan Varney (Post Baccalaureate Thesis supervisor, December 2016)

Other mentoring/advising activities

Regents' and Chancellor's Scholarship Programs, Mentor (2017-present)
 PhD Project, Mentor/Presenter (2021-present)
 Berkeley Haas Global Access Program, Presenter (2021)
 Graduate Student Instructor Pedagogy Course, Presenter (2021)
 Tech Talks (organized and hosted a virtual conference series, 2020-2021)
 SPSP Admired Scholar Reception (selected as admired scholar by a graduate student, 2019+)
 Introduction to Diversity in Doctoral Education and Scholarship (IDDEAS) Program (2019)
 SPSP Summer Program for Undergraduate Research (SPUR) Mentor (2018, 2019)
 Alumni Insight Event (invited to give address to students; University of Chicago, 2018)
 Academy of Management, Mentor (2017, 2018)
 SPSP Graduate Student Committee Mentoring Luncheons (approx. annual since 2015)
 IvyMax (lecturer for Asian-American high school students; annually, 2015-2020)

SERVICE: University and Other

University Service

UC Berkeley Academic Senate Committee on Academic Freedom (member)	2024-present
UC Berkeley Haas Policy and Planning Committee (member)	2022-present
UC Berkeley Haas DEI (Diversity, Equity, & Inclusion) Task Force (member)	2021-present
UC Berkeley Experimental Social Science Laboratory ("Xlab") (director)	2020-present
UC Berkeley Haas MBA Program Committee (member)	2019-present
UC Berkeley Haas Women in Leadership Conference (speaker)	annually, 2019-present
UC Berkeley Haas MORS PhD students (field advisor)	2019-2023
UC Berkeley Haas MORS faculty search (committee chair)	Fall 2022
UC Berkeley Haas MORS faculty search (committee member)	regularly, 2016-present
UC Berkeley Haas Ad Hoc Grievance Committee (member)	Spring 2020
UC Berkeley Women in Business Club (speaker)	2018, 2019, 2023
UC Berkeley Haas MORS Research Brownbag Series (organizer)	Fall 2018
UC Berkeley Journal Club (co-Organizer)	2017-present
UC Berkeley Haas Alumni Conference (speaker)	annually, 2017-present
UC Berkeley Business Academy for Youth (speaker)	annually, 2017-present
UC Berkeley Haas Committee for Excellence Reviews, Tenure Cases	regularly, 2017-present
UC Berkeley Haas New Faculty Orientation (speaker)	regularly, 2017-present
UC Berkeley Haas Personnel Committee (Assistant Professor Representative)	2017-2018
UC Berkeley "Host-a-bear" program (host)	2017 and 2018
UC Berkeley Haas MORS Micro Research Lunch (organizer)	Spring 2017
UC Berkeley Regents' and Chancellor's Scholarships (interviewer)	regularly, 2016-present
UC Berkeley Haas MORS Research Colloquium (co-organizer)	2015-2016, 2018-2019

Other Service

JPSP Replication Project (with Clear & Transparent Replications; organizer) 2024-present

Many Co-Authors Project (https://manycoauthors.org/ , co-developer)	2023-present
A Multi-Country Investigation of Minimal Social Interactions (contributor)	2022-present
Replication Ring: Emotion Expression & Status Conferral (contributor)	2019-present

PROFESSIONAL AFFILIATIONS AND BOARDS

Academic Societies

Psychology

- Society for Personality and Social Psychology (SPSP)
- European Association for Social Psychology (EASP)
- American Psychological Society (APS)

Decision Making

- Society of Judgment and Decision Making (SJDM)
- Behavioral Decision Research Management (BDRM)

Management

- Academy of Management (AOM)
- International Association for Conflict Management (IACM)

Marketing

- Society for Consumer Psychology (SCP)
- Association for Consumer Research (ACR)

Policy

- Behavioral Science and Policy Association (BSPA)

Center and/or Institute Affiliations

Neely Center for Ethical Leadership and Decision-Making, USC	2023-present
Center for the Science of Moral Understanding	2021-present
Center for Equity, Gender, and Leadership, UC Berkeley	2018-present
Center for Long-Term Cybersecurity, UC Berkeley	2017-present
Center for Human-Compatible Artificial Intelligence, UC Berkeley	2016-present

Organization Boards / Advisory Committees

- Institute of Behavioral Science and Technology (<https://www.ibt.unisg.ch/>)
- Behavioral Scientist (behavioralscientist.org)
- Global Association for Applied Behavioral Scientists (gaabs.org)
- NegotiateUp/iDecisionGames (idecisiongames.com)
- 81cents (www.81cents.com)