

Sherry Jueyu Wu

CONTACT INFORMATION	Collins Center A415 UCLA Anderson School of Management Los Angeles, CA 90095	sherry.wu@anderson.ucla.edu www.sherryjwu.com
ACADEMIC POSITION	Assistant Professor in Management & Organizations Assistant Professor in Behavioral Decision Making Anderson School of Management <i>University of California Los Angeles, CA</i>	2019-present
EDUCATION	Ph.D. , <i>Princeton University, NJ</i> Psychology Doctoral Joint Degree in Social Policy Primary advisor: Betsy Levy Paluck Secondary advisor: Eldar Shafir	2019
	B.A. <i>summa cum laude</i> , <i>University of Virginia, VA</i> Psychology , Highest Distinction Advisors: Timothy Wilson & Shigehiro Oishi Economics , High Distinction Advisor: Amalia R. Miller	2013
RESEARCH INTERESTS	General Areas: Group dynamics, behavioral change, social inequality, decision-making Current Topics: Civic engagement, poverty narratives, belief and behavioral change mechanisms Techniques: Field and lab experimentation, time series, mixed methods Applications: Productivity and empowerment, democratic participation	
PEER-REVIEWED PUBLICATIONS	<i>*Indicates shared first authorship or corresponding author. †Indicates student collaborator at the time project began.</i> *Wu, S.J. & *Cai, X. & (forthcoming). Adding up peer beliefs: Experimental and field evidence on the effect of peer influence on math performance. <i>Psychological Science</i> . *Duan, J. , *Wu, S.J. & †Xu, T. (accepted). Differential effects of power and status on advice-taking behavior. Wu, S.J. & Coman, A. (2023). Altering the past to shape the future: Manipulating information accessibility to influence case-based reasoning. <i>Journal of Experimental Social Psychology</i> , <i>104</i> , 104407. Wu, S.J. , & Paluck, E.L. (2022). Having a voice in your group: Increasing productivity through group influence. <i>Behavioural Public Policy</i> , 1-21. doi:10.1017/bpp.2022.9 †Cui, Z. , †Liu, L. , †Li, D. , Wu, S.J. , & †Zhai, X. (2022). Safety Messaging Boosts Parental Vaccination Intention for Children Ages 5-11. <i>Vaccines</i> , <i>10</i> , 1205. Wu, S.J. , †Mei, Y.B. , †Cervantez, J. (2022). Perceptions and preferences of workplace participation: A cross-cultural study. <i>Frontiers in Psychology</i> , <i>13</i> . doi: 10.3389/fpsyg.2022.806481 †Little, A. S. , & Wu, S.J. (2021). Cognitive bias and neurosurgical decision making. <i>Journal of Neurosurgery</i> , <i>1(aop)</i> , 1-6.	

Wu, S.J. & Paluck, E.L. (2021). Designing nudges for the context: Golden coin decals nudge workplace behavior in China. *Organizational Behavior and Human Decision Processes*, 163, 43-50.

Wu, S.J. & Paluck, E.L. (2020). Participatory practices at work change attitudes and behavior toward societal authority and justice. *Nature Communications*, 11, 2633.

· Cialdini Award, Society of Personality and Social Psychology

*Gantman, A, *Gomila, R., *Martinez, J, *Matias, N., *Paluck, E.L., *Starck, J., ***Wu, S.J.**, & *Yaffe, N. (2018). A pragmatist philosophy of psychological science and its implications for replication. *Behavioral and Brain Sciences*, 41, E127.

Wu, S.J., †Bai, X., & Fiske, S.T. (2018). Admired rich or resented rich? How two cultures vary in envy. *Journal of Cross-Cultural Psychology*, 49, 1114-1143.

Paluck, E.L., Shafir, E., & **Wu, S.J.** (2017). Ignoring alarming news brings indifference: Learning about the world and the self. *Cognition*, 167, 160-171.

*Duan, J., ***Wu, S.J.**, & †Sun, L. (2017). Do the powerful discount the future less? The effects of power on temporal discounting. *Frontiers in Psychology*, 8, 1007.

Wu, S.J. (2012). Chinese stigma toward the mentally ill: A survey of community attitudes toward mental illness in Mainland China. *The Oculis*, 11 (2), 47-57.

UNDER REVIEW/PREPRINTS †Jiang, E.Q. & ***Wu, S.J.** (under review). Messenger-Message Discordance: Who advocates how matters in expressing allyship.

Wu, S.J., †Cheek, N. & Shafir, E. Scarcity undermines pleasurable thinking.

†Cui, Z., ***Wu, S.J.**, †Lu, L, Jeffrey Shrader, ..., & Geoffrey Heal. Economics predicts mobility, and partisanship predicts mask-wearing: How COVID-19 drifted to the red states within the USA in 2020.

Talhelm, T., ***Wu, S.J.**, Lyu, C., Zhou, H., & Zhang, X. (minor revision & resubmission). People in Rice-Farming Cultures Perceive Emotions More Accurately.

BOOK CHAPTERS **Wu, S.J.**, & Littman, R. (forthcoming). Field Research. In H.T. Reis, T. West, & C. M. Judd (Eds.) *Handbook of Research Methods in Social and Personality Psychology*. Cambridge University Press.

Wu, S.J., & Littman, R. (forthcoming). Field Research Methods. In J. E. Edlund & A. L. Nichols (Eds.) *Cambridge Handbook of Research Methods and Statistics for the Social and Behavioral Sciences*. Cambridge University Press.

Wu, S.J. (forthcoming). Intervention Science. In S. D. Stern (Eds.) *Handbook of Experimental Social Psychology*.

SELECTED PROJECTS (Manuscript in prep) Participatory budgeting and civic engagement: A large-scale field experiment with 349 communities. With Mai, Yi, Truex, & Zhuang.

IN PROGRESS (Manuscript in prep) Increasing benefits program up-take at CalFresh. With Eugene Caruso, Heather Caruso, †Alice Lee-Yoon, & †Jason Chin.

(Manuscript in prep) Increasing productivity and morale at work: A proposal at Princeton. With Betsy Levy Paluck.

(Data collection) Changing poverty narratives. With †Ilana Brody, ideas42.

(Data collection) Emergent properties in collective action. With †Johanna Matt-Navarro.

(Data collection) Decision making under scarcity. With Eldar Shafir.

(Data collection completed) Celebrity media influence on charitable giving. With David Rand (MIT), Betsy Levy Paluck, Robin Gomila, & Zivvy Epstein (MIT)

How ideological diversity affects performance and inclusion on college campuses. With Betsy Levy Paluck & Cecilia Rouse

HONORS AND AWARDS	Faculty Career Development Award, UCLA	2022	
	Society of Hellman Fellows Award, UCLA	2021	
	EGAP Fellow (<i>Evidence in Governance and Politics</i>)	2021	
	Robert B. Cialdini Prize, Society of Personality and Social Psychology, <i>annually award to a single outstanding publication that uses field methods and demonstrates relevance to outside groups</i>	2020	
	Marion Levy Fellowship, Princeton, <i>annually awarded to a single student of outstanding research performance in the Joint Degree Program of Social Policy</i>	2016	
	University of Virginia Highest Honor in Psychology, <i>1-2 students received this honor in the 2013 psychology cohort</i>	2013	
	University of Virginia High Honor in Economics, <i>4 students received this honor in the 2013 economics cohort</i>	2013	
	Harrison Undergraduate Research Award, University of Virginia	2012	
	Psi Chi Honor Society for Psychology	2011	
	Golden Key International Honor Society	2010	
	Silver Medal in Chinese National Physics Olympiad	2008	
	RESEARCH GRANTS	National Science Foundation, \$750,000 (Role: Principle Investigator)	2022-2023
		Morrison Center Grant for Marketing Studies and Data Analytics, \$2,500	2022
Academic Senate Faculty Research Grant, \$8,000		2020	
Morrison Center Grant for Marketing Studies and Data Analytics, \$3,000		2020	
PIIRS Dissertation Writing Grants, Princeton, \$29,640		2018	
Princeton Energy and Climate Scholar (PECS), \$1,000		2017	
Fund for Experimental Social Sciences (FESS), Princeton, \$7,500		2016	
Politics Research in Experimental Social Sciences (PRESS) Student Grant, Princeton, \$1,000		2016	
The Joint Degree Program Fellowship, Princeton		2014	
Marshall Jevons Grants for Research in Economics, Virginia		2013	
INVITED TALKS	Imperial College Business School (scheduled)	2023	
	University of Vienna (scheduled)	2023	
	Society of Personality and Social Psychology Annual Meeting	2023	
	Stanford University	2023	
	Society of Experimental Social Psychology Annual Meeting	2022	

Wharton, University of Pennsylvania	2022
Princeton University	2022
Society of Personality and Social Psychology Annual Meeting	2022
OECD	2021
University of Cambridge, Dept of Psychology	2021
Behavioral Science & Policy Association Annual Conference	2021
Princeton University, Advanced Statistical Methods Workshop	2021, Mar
University of Virginia, Department of Psychology	2021, Mar
Michigan State University, Department of Psychology	2021, Feb
Shared Future for Humankind (An online academic conference with SPSP 2021)	2021, Feb
Intervention Science Preconference, Society of Personality and Social Psychology	2021, Feb
UCLA International Symposium on Global Chinese Entrepreneurship	2020, Nov
Stanford PACS Forum, Stanford, CA	2020, Jun
Academic Salon of Cultural and Social Psychology in Central China	2020, Jun
20th Conference of the International Association for the Economics of Participation, La Jolla, CA	2020, Jun
Association for Psychological Science Annual Convention, Chicago, IL	(accepted)
University of Southern California, Dept of Psychology, Los Angeles, CA	2020, Jan
ShanghaiTech University, School of Entrepreneurship and Management, Shanghai, China	2019, Dec
American Political Science Association Psychology Pre-conference, Washington, DC	2019, Aug
Carnegie Mellon University, Department of Social & Decision Sciences, Pittsburgh, PA	2019, Jun
Intervention Science Preconference, Society for Personality and Social Psychology Convention, Portland, OR	2019, Feb
Yale University, Dept of Political Science, New Haven, CT	2018, Nov
Princeton Quantitative Social Science Colloquium, Princeton, NJ	2018, Oct
Academic and Administrative Managers Group Meeting, Princeton, NJ	2017, May
Five College Conference, New York, NY	2017, May
Soochow University, Department of Psychology, Suzhou, China	2016, Jan
Politics Research in Experimental Social Sciences, Princeton, NJ	2015, Nov
Conference of Cultural Psychology and Globalization, Columbia University, New York, NY	2014, Oct
L. Starling Reid Psychology Research Conference, University of Virginia, Charlottesville, VA	2013, Apr

POSTER PRESENTATIONS

Wu, S.J. & Paluck, E.L. Designing nudges for the context: Golden coins nudge workplace behavior in China. Society for Judgment and Decision Making, New Orleans, TX. 2018, Nov

Wu, S.J. & Paluck, E.L. Lewin in China: Replicating and Extending Group Decision Making Intervention. Poster presented at the Society for Personality and Social Psychology Convention, San Antonio, TX. 2017, Jan

Wu, S.J. & Fiske, S.T. “Hatred” against the rich: Social class shapes how people perceive and are perceived by others. Poster accepted at the Society for Personality and Social Psychology Convention, San Diego, CA. 2016, Jan

Wu, S.J. & Emery, R. Chinese stigma toward the mentally ill: A survey of community attitudes toward mental illness in Mainland China. Poster presented at the Society for Personality and Social Psychology Convention, Long Beach, CA. 2015, Feb

Wu, S.J., Wilson, T.D., & Oishi, S. Flow – An experimental study on the optimal experience. Poster presented at the Society for Personality and Social Psychology Convention, Austin, TX. 2014, Feb

Wu, S.J. Flow–An experimental study on the optimal experience. Poster presented at the Harrison Undergraduate Research Conference, Charlottesville, VA. 2013, Mar

TEACHING

MGMT 409: Organizational Behavior
for Fulltime and Fully-employed MBAs (Core)
Instructor rating: 4.62/5 (mean); 5/5 (median); 5/5 (mode)
UCLA Anderson, CA 2019-2023

MGMT 401: Leadership Foundations
for Fulltime MBAs and Fully-employed MBAs (Core)
Instructor rating: 4.72/5 (mean); 5/5 (median); 5/5 (mode)
UCLA Anderson, CA 2020-2023

Psychology for Policy Analysis and Implementation
for Master in Public Administration and Master in Public Policy
Princeton University, NJ 2018-2019

Judgment and Decision Making
Princeton University, NJ 2016-2017

Statistics
University of Virginia, VA 2012-2013

ADVISING

PhD Students

Ilana Brody (co-advised by Hengchen Dai) 2020-
Elizabeth Jiang (co-advised by Sanford DeVoe) 2020-
Johanna Matt-Navarro (co-advised by Hengchen Dai) 2021-

PhD Dissertation Committee

Alice Lee-Yoon (UCLA Anderson) 2022-
Samantha Kellar (UCLA Anderson) 2022-
Jason Chin (UCLA, Dept. of Psychology) 2022-
Zhihan Cui (Columbia University, School of Public Policy) 2021

Selected Undergraduate & Master Students
current position in parentheses

Zimeng Ma, UCLA Honors Thesis Advisee (King’s College London) 2019-2020
Bruce Yuhuan Mei, UCLA Honors Thesis Advisee (Duke OB) 2019-2021
Andrew Little, UCLA Anderson EMBA Independent Research Advisee 2020-2021

	Huijia Xu, Independent Research Advisee (CUHK)	2021-2022
	Jose Cervantez, Full-time Lab Manager (Wharton OID)	2020-2022
	Lilai Dai, Research Assistant (UPenn)	2021-2023
LEADERSHIP & SERVICE	Organizing Committee Chair for Society of Social and Personality Psychology Inter- vention Science Preconference	2020-present
	UCLA Legislative Assembly of the Academic Senate	2021-present
	UCLA Asia Pacific Center Faculty Advisory Committee	2020-present
	UCLA Anderson Management & Organizations speaker series co-organizer	2019-2022
	UCLA Anderson Behavioral Decision Making speaker series co-organizer	2020-present
	UCLA Anderson Behavioral PhD Pro-seminar co-organizer	2020, 2021
	Faculty judge for the Dean's Prize for Undergraduate Research, UCLA	2021
	Editorial Board	2022-present
	<ul style="list-style-type: none"> • Scientific Reports 	
	Journal ad hoc reviewer:	2018-present
	<ul style="list-style-type: none"> • Nature • Nature Human Behavior • Proceedings of the National Academy of Sciences • Administrative Science Quarterly • Management Science • Journal of Experimental Psychology: General • Journal of Personality and Social Psychology • Personality and Social Psychology Bulletin • Social Psychological and Personality Science • Applied Economics • Organization Science 	
	Co-Founder and editorial board of <i>The New Youth of Psychology, a mobile platform that promotes dialogues and facts in psychology to the general public in China</i>	2017
	Five College Conference Princeton Organizer, New York, NY	2017
	Co-Founder of Young Chinese Association of Social and Personality Psychology (YCA-PSP)	2014
	Princeton Psychology Social Area Representative	2014-15
	Co-Founder of Princeton Psychology Statistics Committee	2014
PROFESSIONAL AFFILIATIONS	Academy of Management (AOM)	
	American Psychological Association (APA)	
	American Psychological Society (APS)	
	EGAP Fellow (<i>Evidence in Governance and Politics</i>)	
	Society for Personality and Social Psychology (SPSP)	
	Society for Judgment and Decision Making (SJDM)	
	The Society for the Psychological Study of Social Issues (SPSSI)	

TECHNICAL
SKILLS

Programming & Softwares:

R

STATA

SPSS

L^AT_EX

Matlab

Qualtrics

Media Lab

Eprime

Inquisit

Languages: English, Chinese