Cheryl J. Wakslak

Department of Management and Organization
Marshall School of Business
University of Southern California

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### Academic Positions

McAlister Associate Professor in Business Administration, 2020-current

Marshall School of Business, University of Southern California

Associate Professor, 2016-current

Dept. of Management and Organizations, Marshall School of Business, University of Southern California

Assistant Professor, 2010 – 2016

Dept. of Management and Organizations, Marshall School of Business, University of Southern California

Before starting at USC I spent a year visiting the University of Rochester’s psychology department and was a postdoc at the Center for Decision Sciences at Columbia University

### Education

PhD in Psychology, 2008

Dept. of Psychology, New York University

Bachelor of Arts in Psychology, Summa cum Laude with Departmental Honors, 2001

Brooklyn College, City University of New York

**Publications** (student/postdoc collaborators marked with an asterisk)

Yin, Y\*. & Wakslak, C. J., & Joshi, P. (in press). “I” am more concrete than “we”: Linguistic abstraction and first-person pronoun usage. *Journal of Personality and Social Psychology.*

Huang, L., Joshi, P., Wakslak, C., & Wu, A. (2021). Gender differences in communication and investor perceptions of entrepreneurial potential. *Academy of Management Journal, 64,* 716-740.

Joshi, P., Wakslak, C. J., Huang, L., & Appel, G. (2021). Gender differences in abstraction and their organizational implications. *Rutgers Business Review, 6,* 145-153. *(Special Issue on Advancing Women in Business).*

Henderson, M.D., Jung, H.\*, Baker, E.M., & Wakslak, C.J. Anticipated effort and morality of segregated versus aggregated volunteering. (2021). *Journal of Behavioral Decision Making, 34,* 611-624*.*

Johnson-Grey, K. M.\*, Boghrati, R.\*, Wakslak, C. J., & Dehghani, M. (2020). Measuring abstract mindsets through syntax: Automating the Linguistic Category Model with the Syntax-LCM. *Social Psychological and Personality Science, 11,* 217-225.

Wakslak, C., & Joshi, P. (2020). Expansive and contractive communication scope: A construal level perspective on the relationship between interpersonal distance and communicative abstraction. *Social and Personality Psychology Compass, 14,* 271-284*.*

Joshi, P., Wakslak, C., Appel, G., & Huang, L. (2020). Gender differences in communicative abstraction. *Journal of Personality and Social Psychology, 118(3),* 417-435.

Yudkin, D. A.,\* Liberman, N., Wakslak, C., & Trope, Y. (2020). Better off and far away: Reactions to other s' outcomes depends on their distance. *Organizational Behavior and Human Decision Processes, 156,* 13-23.

Torrez, B.\*, Wakslak, C.J., & Amit, E. (2019). Dynamic distance: Use of visual and verbal means of communication as social signals. *Journal of Experimental Social Psychology, 85,* 103849*.*

Ledgerwood, A., Wakslak, C. J., Sanchez, A.\*, & Rees, H.\* (2019). A brief, distance-based intervention can increase intentions to follow evidence-based guidelines in cancer screening. *Social Psychological and Personality Science, 10,* 653-661*.* (shared first authorship)

Kyu, B. K., Choi, J., & Wakslak, C. J. (2019). The image realism effect: The effect of unrealistic product images in advertising. *Journal of Advertising, 48*, 251-270.

Wakslak, C. J., & Ledgerwood, A. (2018). Information diffusion as a complex adaptive system. White paper for the Analytic Frameworks project of the Office of the Director of National Intelligence (ODNI).

Smith, B. J.,\* Monterosso, J. R. , Wakslak, C. J., Bechara, A., & Read, S. J. (2018). A meta-analytical review of brain activity associated with intertemporal decisions: Evidence for an anterior-posterior tangibility axis. *Neuroscience & Biobehavioral Reviews, 86,* 85-98.

Kalkstein, D.A.\*, Kleiman, T., Wakslak, C.J., Liberman, N. & Trope, Y. (2016). Social learning across psychological distance. *Journal of Personality and Social Psychology, 110,* 1-19.

Joshi, P.\*, Wakslak, C.J., Raj, M.\*, & Trope, Y. (2016). Communicating with distant others: The functional use of abstraction. *Social Psychological and Personality Science, 7,* 37-44.

Wakslak, C.J., & Kim, B. K. (2015). Controllable objects seem closer. *Journal of Experimental Psychology: General, 144,* 522-527*.*

Wakslak, C.J., Smith, P.K., & Han, A.\* (2014). Using abstract language signals power. *Journal of Personality and Social Psychology, 107,* 41-55. (shared first authorship)

Baskin, E.\*, Wakslak, C.J., Trope, Y., & Novemsky, N. (2014). Why feasibility matters to gift recipients: A construal-level approach to gift giving. *Journal of Consumer Research, 41,* 169-182.

Joshi, P.\* & Wakslak, C. J. (2014). Communicating with the crowd: Speakers use abstract messages when addressing larger audiences. *Journal of Experimental Psychology: General,* 143, 351-362*.*

Mueller, J., Wakslak, C.J., & Krishnan, V. (2014). Construing creativity: The how and why of recognizing creative ideas. *Journal of Experimental Social Psychology,* 51, 81-87.

Burgoon, E. M.\*, Henderson, M. D., & Wakslak, C. J. (2013). How do we want others to decide? Geographical distance influences evaluations of decision-makers. *Personality and Social Psychology Bulletin, 39,* 826-838.

Irmak, C., Wakslak, C. J., & Trope, Y. (2013). Selling the forest, buying the trees: The effect of construal level on seller-buyer price discrepancy. *Journal of Consumer Research, 40,* 284-297*.*

Amit, E., Wakslak, C, & Trope, Y. (2013). The use of visual and verbal means of communication across psychological distance. *Personality and Social Psychology Bulletin, 39,* 43-56*.*

Wakslak, C. J. (2012). The where and when of low and high probability events. *Organizational Behavior and Human Decision Processes, 117,* 150-157.

Wakslak, C. J. (2012). The experience of cognitive dissonance in important and trivial domains. *Journal of Experimental Social Psychology, 48,* 1361-1364*.*

Wakslak, C. J., Trope, Y., & Liberman, N. (2012). Self conceptualization, self guides, and regulatory scope: A construal level view (pp. 310-326). In S. Vazire and T. Wilson (Eds.), *Handbook of Self Knowledge*. New York: Guilford Press.

Henderson, M. D., Wakslak, C. J., Fujita., K., & Rohrbach, J.\* (2011). Construal level theory and spatial distance: Implications for mental representation, judgment, and behavior. *Social Psychology, 42,* 165-173.

Wakslak, C.J., Jost, J.T., & Bauer, P.\* (2011). Spreading rationalization: Increased support for large-scale and small-scale social systems following system threat. *Social Cognition, 29,* 288-302.

Henderson, M. D. & Wakslak, C. J. (2010). Over the hills and faraway: The relationship between physical distance and abstraction. *Current Directions in Psychological Science, 19,* 390-394.

Henderson, M. D. & Wakslak, C. J. (2010). Psychological distance and priming: When do semantic primes impact social evaluations? *Personality and Social Psychology Bulletin, 36,* 975–985.

Ledgerwood, A., Wakslak, C., & Wang, M.\* (2010). Differential information use for near and distant decisions. *Journal of Experimental Social Psychology, 46,* 638-642*.*

Darwent, K. M.\*, Fujita, K., & Wakslak, C. J. (2010). On the role of abstraction in global and local processing phenomena. *Psychological Inquiry, 21,* 198-202*.*

Wakslak, C. J. & Trope, Y. (2009). Cognitive consequences of affirming the self: The relationship between self affirmation and object construal. *Journal of Experimental Social Psychology, 45,* 927-932.

Wakslak, C. J. & Trope, Y. (2009). The effect of construal-level on subjective probability estimates. *Psychological Science, 20,* 52-58.

Rankin, L. E., Jost, J. T., & Wakslak, C. J. (2009). System justification and the meaning of life: Are the existential benefits of ideology distributed unequally across racial groups? *Social Justice Research, 22,* 312-333.

Wakslak, C. J., Nussbaum, S., Liberman, N. & Trope, Y. (2008). Representations of the self in the near and distant future. *Journal of Personality and Social Psychology*, 95, 757-773*.*

Jost, J. T., Wakslak, C. J., & Tyler, T. R. (2008). System justification theory and the alleviation of emotional distress: Palliative effects of ideology in an arbitrary social hierarchy and in society. In K. A. Hegtvedt & J. Clay-Warner (Eds.), *Advances in Group Processes: Justice.* San Diego, CA: Elsevier.

Trope, Y., Liberman, N., & Wakslak, C. J. (2007). Construal levels and psychological distance: Effects on representation, prediction, evaluation, and behavior. *Journal of Consumer Psychology,* 17 (2), 83-95.

Liberman, N., Trope, Y., & Wakslak, C. J. (2007). Construal level theory and consumer behavior. *Journal of Consumer Psychology,* 17 (2), 113-117*.*

Wakslak, C. J., Jost, J. T., Tyler, T. R., & Chen, E. (2007). Moral outrage mediates the dampening effect of system justification on support for redistributive social policies. *Psychological Science,* 18 (3)*,* 267-274.

Wakslak, C. J., Trope, Y., Liberman, N., & Alony, R. (2006). Seeing the forest when entry is unlikely: Probability and the mental representation of events. *Journal of Experimental Psychology: General,* 135 (4), 641-653.

Wakslak, C. J., Trope, Y., & Liberman, N. (2006). Transcending the now: Time as a dimension of psychological distance. In J. Glicksohn & M. Myslobodsky (Eds.), *Timing the Future: A Case for Time-Cued Prospective Memory.* New Jersey-London-Singapore: World Scientific/Imperial College.

Tyler, T. R. & Wakslak, C. J. (2004). Profiling and police legitimacy: Procedural justice, attributions of motive, and acceptance of police authority. *Criminology,* 42 (2),253-281.

**Grant Support**

2021-2025 US Israel Binational Science Foundation. Tuning-In to Diverse Social Groups: The Impact of Social Diversity on Information Integration. PIs: Nira Liberman, Yaacov Trope, Cheryl Wakslak. Total Award: $270,000; USC award: $90,000.

2014-2017 National Science Foundation. Collaborative Research: Learning from Near and Distant Others (BCS-1349054). PI: Cheryl Wakslak, PI: Yaacov Trope. Total award $451,109; USC award $225,367.

2011-2013 National Science Foundation. Expansive Versus Contractive Relational Scope (BCS-1053128). PI: Yaacov Trope, co-PI: Cheryl Wakslak. Total award $249,930; USC subcontract $72,419.

**Presentations**

2021 “Linguistic abstraction on crowdfunding platforms: when does abstraction help?,” with Yidan Yin, *Humanistic Approaches to Entrepreneurial Learning Symposium.* Los Angeles, CA.

2021 “He sees the forest, she sees the trees: Gendered construal-level expectations,” with Samantha Dodson, Rachael Goodwin, and Kristina Diekmann, *Academy of Management Annual Meeting.*

2021 “Gender and emoji usage,” with Gil Appel and Elinor Amir, *Academy of Management Annual Meeting.*

2021 “The dynamic behavioral identification form,” with Tina Nguyen, *Distances in Organizations*,

2021 “Supervisor power, psychological safety, and approaching difficult conversations,” with Rachael Goodwin and Alexandra Figueora, *International Association for Conflict Management Annual Conference*.

2020 “Communicative abstraction: How we speak and why it matters,” Sy Syms School of Business.

2020 “Paying it forward: An exercise in giving and taking,” USC Marshall International Women’s Day Celebration.

2019 “Communicating across distance,” Tel Aviv University.

2019 “Distance, abstraction, and learning from the past for the future,” *Historical Entrepreneurship Research Symposium.* Los Angeles, CA.

2019 “Gender differences in speech abstraction: Implications for women’s success in organizations,” with Priyanka Joshi and Laura Huang. *Academy of Management Annual Meeting.* Boston, MA.

2019 “Leader gender and construal elicitation: Is he seen as more visionary than she?” with Samantha Dodson, Rachael Goodwin, Jesse Graham, and Kristina Diekmann. *Academy of Management Annual Meeting.* Boston, MA.

2019 “Fairness Perceptions of Job Displacement Due to Automation and Outsourcing,” with Jennifer Kim and Elizabeth Quinn. *Academy of Management Annual Meeting.* Boston, MA.

2019 “The Effect of Psychological Distance on Equity Split Negotiation,” with Hadar Ram and Noam Wasserman. *Distances in Organizations.* New York, NY.

2019 “Don't ever change: how followers respond to a leader's shifting preferences,” with Merrick Osborne. *Distances in Organizations.* New York, NY.

2019 “Leader gender and construal elicitation: Is he seen as more visionary than she?” with Samantha Dodson, Rachael Goodwin, Jesse Graham, and Kristina Diekmann. *Distances in Organizations.* New York, NY.

2019 “Communicating the forest or the trees,” Stanford GSB.

2018 “Communicating the forest or the trees,” Kenan-Flagler UNC.

2017 “The big idea,” PhD student workshop, Rotman School of Management.

2017 “Communicating the forest or the trees,” Rotman School of Management.

2017 “Using abstract construals to bridge distance,” Marshall MBA Class President’s Summit.

2017 “Three judgment biases every parent should know about,” USC Trojan Family Weekend.

2016 “Gender differences in speech abstraction: Implications for women’s success in organizations,” with Priyanka Joshi and Laura Huang. *Academy of Management Annual Meeting*, Anaheim, CA.

2016 “Too good to be a micromanager: Competence and its effects on micromanagement perceptions,” with Roshni Raveendhran. *Academy of Management Annual Meeting.* Anaheim, CA.

2016 “Distance facilitates analogical transfer in learning,” with Susanna Stone and Yaacov Trope. *Academy of Management Annual Meeting.* Anaheim, CA.

2016 “Bridging distance,” Marshall Board of Leaders Spring Meeting.

2016 “Bridging distance,” Marshall Research Fair.

2016 “He describes the forest, she describes the trees: The effect of gender on communicative abstraction,” with Priyanka Joshi and Laura Huang. *Israel Organization Behavior Conference*. Tel Aviv, Israel.

2015 “Communicating with distant others: The functional use of abstraction,” with Priyanka Joshi & Yaacov Trope. *Academy of Management Annual Meeting.* Vancouver, British Columbia.

2015 “It wasn’t on purpose: Expectations of forgiveness following an interpersonal transgression,” with Medha Raj & Peter Kim. *Academy of Management Annual Meeting.* Vancouver, British Columbia.

2015 “Communicating across distance: Expansive versus contractive relational scope,” UCSB.

2015 “Socioeconomic status, scarcity, and construal-level,” with Susanna Stone, Yoo Kyoung Kim, and David Sherman. *CLT post-conference to the Society of Personality and Social Psychology Annual Meeting.* Long Beach, California.

2014 “Using abstract language signals power,” with Pamela Smith and Albert Han. *Society of Experimental Social Psychology Annual Meeting.* Columbus, Ohio.

2014 “Telltale signs: Micromanagement signals insecurity and low-levels of
leadership,” with Roshni Raveendhran. *Academy of Management Annual Meeting.* Philadelphia, Pennsylvania.

2014 “Effects of temporal distance on cancer screening decisions,” with Alison Ledgerwood and Amber Sanchez. *Academy of Management Annual Meeting.* Philadelphia, Pennsylvania.

2013 “Using abstract language signals power,” with Pamela Smith and Albert Han. *Academy of Management Annual Meeting.* Lake Buena Vista, Florida; publication in Academy of Management Proceedings 2013.

2013 “Competing at what costs? Abstraction diminishes engagement in irrational competition,” with Yookyoung Kim. *Academy of Management Annual Meeting.* Lake Buena Vista, Florida.

2013 “How distance affects the use of visual and verbal means of communication,” with Elinor Amit and Yaacov Trope. *Society for Philosophy and Psychology Annual Meeting.* Providence, Rhode Island.

2013 “What was I thinking?: The effect of construal level on learning and memory,” with Ernest Baskin and Nathan Novemsky. *Society for Consumer Psychology Annual Meeting.* San Antonio, Texas.

2012 “Expansive versus contractive relational scope,” UCLA.

2012 “Selling the forest, buying the trees: Mental representation of endowments,” with Caglar Irmak and Yaacov Trope. *Academy of Management Annual Meeting.* Boston, Massachusetts.

2012 “Abstract communication as a power cue,” with Pamela Smith and Albert Han. *International Association for Conflict Management Annual Meeting.* South Africa.

2012 “Why a frying pan is better than flowers,” with Ernest Baskin, Yaacov Trope, and Nathan Novemsky. *Society for Consumer Psychology Annual Meeting*. Las Vegas, Nevada.

2012 “Audience size and construal level,” with Pryinka Joshi. *CLT preconference to the Society of Personality and Social Psychology Annual Conference.* San Diego, California.

2011 “Why a frying pan is better than flowers,” with Ernest Baskin, Yaacov Trope, and Nathan Novemsky. *Society for Judgment and Decision Making*. Seattle, Washington.

2011 “Reactions to near and distant feedback,” with Jun Fukukura. *Academy of Management Annual Meeting.* San Antonio, Texas.

2011 “The who, where, and when of likely and unlikely events,” *Academy of Management Annual Meeting.* San Antonio, Texas.

2010 “From self structure to object construal,” David Sherman’s lab, UC Santa Barbara.

2010 “The self in perspective,” University of Southern California (psychology department).

2009 “Near certainties, remote possibilities: Probability, abstraction, and decision-making,” Barnard University, Yeshiva University, University of Southern California (management and psychology).

2008 “Near certainties, remote possibilities: Probability, abstraction, and decision-making,” Columbia University GSB, University of California San Diego (Rady), University of Miami, University of Chicago (Booth).

2007 “The self in perspective,” with Shiri Nussbaum, Yaacov Trope, and Nira Liberman. *Society for Experimental Social Psychology Annual Meeting.* Chicago, IL.

2007 “Seeing the forest when entry is unlikely: Probability as a psychological distance,” with Yaacov Trope. *Association for Consumer Research.* Memphis, TN.

2007 “The bidirectional relationship between probability and abstraction,” Yale School of Management.

2006 “Structure and Abstraction in Mental Representation: Antecedents and Consequences,” Columbia University.

2006 “The bidirectional relationship between probability and abstraction,” with Yaacov Trope. Columbia University’s “Social Snack” Talk Series, New York, NY.

2006 “Construal levels impact the influence of failure on contingent and non-contingent self esteem,” with Yaacov Trope (poster) *American Psychological Society Annual Meeting.* New York, NY.

2006 “Spreading rationalization: Responses to threats to large-scale and small-scale social systems,” with Patrick Bauer and John T. Jost. (poster) *American Psychological Society Annual Meeting.* New York, NY.

2006 “Seeing the forest when entry is unlikely: Probability and the mental representation of events,” with Yaacov Trope, Nira Liberman, and Rotem Alony. *Annual Four-College Graduate Student Conference.* New York, NY.

2006 “The effect of probability on mental construal,” with Yaacov Trope. (poster). *Society for Personality and Social Psychology.* Palm Springs, CA.

2005 “Palliative effects of ideology and consequences for redistributive social policies,” with John T. Jost, Tom R. Tyler, and Emmeline Chen. (poster) *American Psychological Society Annual Meeting.* Los Angeles, CA.

2004 “The palliative function of ideology,” with John T. Jost, Tom R. Tyler, and Emmeline Chen. *International Society for Justice Research*. Regina, Saskatchewan, Canada.

2002 “Legitimacy and policing,” with Tom R. Tyler and Jason Sunshine. *National Institute of Justice Conference on Minority Trust and Confidence in the Police.* Washington, D.C.

**Honors and Awards**

2016 Sage Young Scholar Award, Society for Personality and Social Psychology

2015 “Top Gun Award” for research, teaching, and service excellence, Department of Management and Organization, USC

2015 Greif Center for Entrepreneurship Faculty Research Award

2014 Excellence in Research Award, Department of Management and Organization, USC

2014 Deans Award for Excellence in Research, Marshall School, USC

2013 Elected Fellow, Society of Experimental Social Psychology

2013 Excellence in Research Award, Department of Management and Organization, USC

2009 Society of Experimental Social Psychology Dissertation Award Finalist

2007-2008 June Frier Esserman Dissertation Fellowship, New York University

2007 Stuart Cook Award for Graduate Research in Psychology, New York University

2005-2006 Dean’s Outstanding Graduate Student Teaching Award in the Social Sciences, NYU

2005 TESS/NSF Winner of 3rd Special Competition (with John T. Jost)

2002 Engberg Fellowship

2002-2007 Henry Mitchell MacCracken Fellowship, New York University

2001 Wantman Prize for Excellence in Statistics in the Field of Psychology, Brooklyn College

1999-2001 Robert C. Byrd Honors Scholarship

1998 New York State Scholarship for Academic Excellence

1998 National Merit Scholarship

# External Service

Associate Editor: Journal of Experimental Social Psychology (current)

Editorial Boards: Journal of Personality and Social Psychology: IRGP (January 2015 – December 2017)

Journal of Personality and Social Psychology: ASC (January 2017 – current)

Ad hoc reviewer for:

*Academy of Management Review, Behavior Research Methods, Communication Theory, Communication Research, European Journal of Social Psychology, Israeli Science Foundation, Journal of Behavioral Decision Making,* *Journal of Consumer Research, Journal of Consumer Psychology, Journal of Economic Psychology, Journal of Experimental Psychology: General, Journal of Experimental Social Psychology, Journal of Legal Studies, Journal of Marketing Research, Journal of Personality and Social Psychology, Management Science, National Science Foundation, Organizational Behavior and Human Decision Processes, Organization Science, Personality and Social Psychology Bulletin, Perspectives on Psychological Science, Psychological Bulletin, Psychological Science, Self and Identity, Social Cognition, Social Justice Research, Social Psychology, Social Psychology Quarterly, Social Sciences and Humanities Research Council of Canada, Swiss National Science Foundation.*

Program committee: Distances in Organizations Workshop, 2018 (McGill University), 2019 (NYU), 2020 (virtual), 2021 (virtual)

# Internal Service (University and Marshall)

* USC Social Behavioral Institutional Review Board (2021-current)
* USC General Education Committee (2021-current)
* IORB Executive Board (2018-current)
* MOR Chair Search Committee (Spring 2020)
* Marshall PhD Committee (2019-2020)
* Marshall Dean Search Committee (Spring 2019)
* MOR APR Committee (Spring 2019, Spring 2021)
* USC Marshall International Women’s Day (IWD) Celebration Committee (2019-2021)
* MOR Undergraduate Electives Committee (2018-2019)
* MOR Hiring Committee (Fall 2018)
* MBA Core Curriculum Redesign Committee (Spring 2018)
* Working Group on Cross-School Academic Initiatives (Fall 2017)
* MOR Chair Search Committee (Spring 2017)
* MOR Seminar Speaker Series Co-Organizer (September 2014-May 2016)
* MOR Subject Pool Co-Coordinator (September 2012-May 2016)
* MOR Ph.D. Admissions Committee member (September 2010-present)

Research Supervision (USC):

* Yidan (Dani) Yin, postdoctoral researcher (August 2021 - current)
* Hadar Ram, postdoctoral researcher (information bias, entrepreneurial pivoting; now at Technion)
* Smrithi Prasad, postdoctoral researcher (micro-foundations of entrepreneurial pitching and investing; now at Yale-NUS)
* Jennifer Kim, doctorate in management, USC (perceptions of automation; now in industry)
* Medha Raj, doctorate in management, USC (distance and communication; now in industry)
* Roshni Raveendhran, doctorate in management, USC (micromanagement; now at Darden School of Business)
* Bora Min, doctorate in marketing, USC (self-awareness and DIY product experiences; now at Monash University)
* Kate Johnson, doctorate in psychology, USC (abstraction in communication; now at Google)
* Priyanka Joshi, doctorate in management, USC (audience size, distance, and communication; effects of gender on communication; now at San Francisco State University)

Dissertation and Pre-dissertation Committees:

* Jennifer D’Angelo (USC, marketing): dissertation committee, 2020
* Lynn Zhang (USC, psychology): dissertation proposal and qualifying exam committee, 2019
* David Newman (USC, psychology): dissertation committee, 2019
* Kate Johnson (USC, psychology): dissertation committee, 2018
* David Newman (USC, psychology): dissertation proposal committee, 2017
* Roshni Raveendhran (USC, management): dissertation proposal committee, 2017
* Bora Min (USC, marketing): dissertation proposal committee, 2017
* Jennifer Lee (USC, marketing): qualifying exam committee, 2016
* Janet Wessler (University of Salzburg, psychology), external examiner, 2016
* Medha Raj (USC, management): qualifying exam committee, 2015
* Priyanka Joshi (USC, management): dissertation proposal committee, 2015; qualifying exam committee, 2013
* Erica Beall (USC, psychology): dissertation committee, 2015; qualifying exam committee, 2014
* Anne-Marie Coughlin (Flinders University, psychology), external examiner, 2014
* Roshni Raveendhran (USC, management), qualifying exam committee (chair), 2014
* Bora Min (USC, marketing), qualifying exam committee, 2014
* Daniel Lee (USC, marketing), qualifying exam committee, 2013
* Sean Coary (USC, marketing), dissertation committee, 2013
* Yoo Kyoung Kim (MOR doctoral student, USC), qualifying exam committee, 2012
* Derek Harmon (MOR doctoral student, USC), qualifying exam committee, 2012
* Yeri Cho (MOR doctoral student, USC), qualifying exam committee, 2010

**Teaching Related Experience**

* Marshall School of Business, Structured Analysis for Unstructured Problems (MBA core), Fall 2018, Fall 2019, Spring 2021
* University of Southern California (General Education Program), The Art and Science of Decision Making, Fall 2015, Spring 2018, Spring 2019, Spring 2020, Spring 2021
* Marshall School of Business, Research Methods in Organizational Behavior (doctoral), Spring 2015, Fall 2016
* Marshall School of Business, Mastering Decision-Making (undergraduate), Spring 2013, Spring 2014, Spring 2015, Fall 2015, Fall 2016, Spring 2018, Spring 2019, Spring 2020, Spring 2021
* Marshall School of Business, Problem Solving and Decision-Making: An Integrative Approach (MBA), Fall 2015
* Marshall School of Business, Leading Organizations, Spring 2011, Spring 2012, Spring 2013
* University of Rochester, Introduction to Statistical Methods in Psychology, Fall 2009
* NYU, Lab in Social and Personality Psychology (with Kentaro Fujita), Spring 2006.
* NYU, Statistical Reasoning for the Behavioral Sciences, Summer 2005.