

ZACHARIAH BERRY

701 Exposition Blvd | Hoffman Hall | Los Angeles, CA 90089
zachariahberry.com | zberry@marshall.usc.edu

ACADEMIC POSITIONS

University of Southern California, Marshall School of Business (Los Angeles, CA)
Assistant Professor of Management & Organization, 2024–present

EDUCATION

Cornell University (Ithaca, NY), 2024

Ph.D. in Organizational Behavior

Committee: Brian Lucas (Chair & Advisor), Neil Lewis Jr. (Advisor), Vanessa Bohns, & Jon Jachimowicz

Cornell University (Ithaca, NY), 2020

M.S. in Organizational Behavior

University of Chicago (Chicago, IL), 2017

M.A. in Psychology

Bethel University (St. Paul, MN), 2015

B.A. in Psychology, B.A. in Philosophy

RESEARCH INTERESTS

Ethics & Morality, Loyalty, Moral Character, and Diversity, Equity, & Inclusion

PEER-REVIEWED PUBLICATIONS

Berry, Z. & Hildreth, J.A.D. (2024). When Your Friend is My Friend: How Loyalty Prompts Support for Indirect Ties in Moral Dilemmas. *Organization Science*. <https://doi.org/10.1287/orsc.2023.18003>

Berry, Z. & Lucas, B.J. (2024). How Much is Enough? The Relationship Between Prosocial Effort and Moral Character Judgments. *Personality and Social Psychology Bulletin*.
<https://doi.org/10.1177/01461672221135954>

Berry, Z., Silver, I., & Shaw, A. (2023). Moral Paragons, but Crummy Friends: The Case of Snitching. *Journal of Experimental Psychology: Applied*. <https://doi.org/10.1037/xap0000501>

Proudfoot, D., **Berry, Z.**, Chang, E., & Kay, M. (2023). The diversity heuristic: How team demographic composition influences judgments of team creativity. *Management Science*.
<https://doi.org/10.1287/mnsc.2023.4862>

Huber, C., Druber, A., Huber, J.,...**Berry, Z.**,... & Holzmeister, F. (2023). Competition and moral behavior: A meta-analysis of 45 crowd-sourced experimental designs. *Proceedings of the National Academy of Sciences*. <https://doi.org/10.1073/pnas.2215572120>

Berry, Z., Lewis Jr., N.A., & Sowden, W.J. (2021). The Double-Edged Sword of Loyalty. *Current Directions in Psychological Science*. <https://doi.org/10.1177/09637214211010759>

Lucas, B.J., **Berry, Z.**, Giurge, L.M., & Chugh, D. (2021). A longer shortlist increases the consideration of female candidates in male-dominant domains. *Nature Human Behaviour*. <https://doi.org/10.1038/s41562-020-01033-0>

MANUSCRIPTS UNDER REVIEW AND IN REVISION

Berry, Z., Lucas, B.J., & Jachimowicz, J.M. (Reject & Resubmit). People Overestimate How Harshly They Are Evaluated for Disengaging from Passion Pursuit. *Journal of Personality and Social Psychology*.

Lucas, B.J., O'Connor, K., Effron, D., & **Berry, Z.** (Revise & Resubmit). [topic: hypocrisy and moral judgment]

Gildehaus, J., **Berry, Z.**, Krautter, K., & Jachimowicz, J.M. (under review). [topic: passion]

Tang, S., Schlund, R.J., & **Berry, Z.** (under review). [topic: underdog organizations]

Berry, Z., Lewis Jr., N.A., Merkel, S., & Ostermann, E. (in revision). Achieving Together: Peer Mentorship Increased Academic Performance of First-Generation College Students in the Life Sciences. (Preparing for submission to *Contemporary Educational Psychology*)

Krautter, K., Gorges, M., **Berry, Z.**, Ward, S., & Jachimowicz, J.M. (in revision). [topic: passion and gender].

SELECTED RESEARCH IN PROGRESS

*denotes equal authorship

Berry, Z. & Lucas, B.J. (data collection). [topic: loyalty and expectations]

***Berry, Z.**, *Schlund, R.J., & Tang, S. (data collection). [topic: moral but nepotistic organizations]

Berry, Z. & Bohns, V.K. (data collection). [topic: sexual harassment and HR policies]

PRACTITIONER-ORIENTED ARTICLES

Berry, Z. & Jachimowicz, J.M. (November 18, 2021). [When Following Your Passion Turns Toxic](#). *Harvard Business Review*.

Berry, Z., Lewis Jr., N.A., & Sowden, W.J. (September 21, 2021). [Are You Too Loyal to Your Organization?](#) *Harvard Business Review*.

Berry, Z. (May 6, 2021). [The Tricky Role of Loyalty at Work](#). *Ethical Systems*.

Lucas, B.J., Giurge, L.M., **Berry, Z.**, & Chugh, D. (February 16, 2021). [To Reduce Gender Bias in Hiring, Make Your Shortlist Longer](#). *Harvard Business Review*.

OTHER ARTICLES

Preston, M., **Berry, Z.**, & Chicas, H. (August 14, 2024). [Friends or foes? An academic job search risked damaging our friendship](#). *Nature*.

HONORS, AWARDS, AND SCHOLARSHIPS

Promising Young Scholar Research Excellence Award, The PhD Project - 2023

Dissertation Research Award, Cornell University ILR School - 2022

VITAL Scholar, University at Buffalo, (1 of 2 scholars selected) - 2022

Robert S. Hatfield Award for the Study of Ethics in Business and Organizations, Cornell University - 2021

Conference Fee Waiver for outstanding service, Academy of Management MOC Division - 2021,2022

Graduate Registration Award, Society for Personality and Social Psychology - 2021

Outstanding Research Award, Society for Personality and Social Psychology - 2020

Selected for Single Paper Session, Society for Personality and Social Psychology (top 3% of submissions selected) - 2020

M.S. Thesis Award, Cornell University ILR School - 2019

Travel Award, Cornell University ILR School - 2018–2023

Travel Award, University of Chicago Graduate Council - 2017

HSF Scholar, Hispanic Scholarship Foundation - 2016

University of Chicago Social Sciences Merit Scholarship (50% tuition) - 2016

INVITED TALKS

University of Toronto Scarborough & Rotman School of Management (2023)

New York University, Stern School of Business (2023)

University of Southern California, Marshall School of Business (2023)

Cornell University, Johnson School of Business, Research Camp (2023)

University at Buffalo, School of Management (2022)

ORGANIZED SYMPOSIA

Berry, Z. & Lucas, B.J. (Co-Organizer & Co-Chair; CM, MOC, OB Divisions; 2023). Centering the Relational Context of Moral Transgressions in Morality Research. *Academy of Management annual conference*, Boston, MA.

Speakers: Zachariah Berry, Daniel Yudkin, Logan Balfantz, Jillian Jordan, Sam Skowronek

Berry, Z. & Jachimowicz, J.M. (Co-Organizer & Co-Chair; 2021). Pursuing passion: Why does it propel and hold people back? *Society for Personality and Social Psychology*, Austin, TX. [Virtual Symposium].

Speakers: Zachariah Berry, Jon Jachimowicz, Monica Gamez-Djokic, Patricia Chen

Berry, Z. (Organizer & Chair; CM, MOC, OB Divisions; 2020). Recasting Loyalty Dilemmas: Theoretical and Empirical Insights from Social Contexts. *Academy of Management annual conference*, Vancouver, BC. [Virtual Symposium].

Speakers: Zachariah Berry, Sam Skowronek, Angus Hildreth

CONFERENCE PRESENTATIONS

Berry, Z. (2023). The Unexpected Burden of Loyalty. *Paper presentation at the Academy of Management annual conference*, Boston, MA.

Berry, Z., & Lucas, B.J. (2023). Witnesses of Wrongdoing Overestimate Transgressors' Silence Expectations at Work. *Paper presentation at the Academy of Management annual conference*, Boston, MA.

Berry, Z. (2023). The Unexpected Burden of Loyalty. *Paper presentation at the International Association for Conflict Management*, Thessaloniki, Greece.

Berry, Z., & Lucas, B.J. (2023). The Unexpected Burden of Loyalty. *Data Blitz at the Intragroup Processes Pre-Conference at the annual meeting of the Society for Personality and Social Psychology*, Atlanta, GA.

Berry, Z., Lucas, B.J., & Jachimowicz, J.M. (2022). What Will They Think? People that give-up on a passion overestimate the negativity of observers' judgments. *Paper presentation at the Academy of Management annual conference*, Seattle, WA.

Berry, Z., Lucas, B.J., & Jachimowicz, J.M. (2022). What Will They Think? People that give-up on a passion overestimate the negativity of observers' judgments. *Paper presentation at International Association for Conflict Management*, Ottawa, ON.

Berry, Z., & Hildreth, J.A.D (2022) Loyalty for Whom: Evaluating Transitive Effects of Loyal Obligations in Morally Sticky Situations. *Data blitz presentation at the East Coast Doctoral Conference at Columbia University*, New York, NY. [Virtual Talk].

- Berry, Z., & Hildreth, J.A.D (2022)** Loyalty for Whom: Evaluating Transitive Effects of Loyal Obligations in Morally Sticky Situations. *Data Blitz at the Social Cognition Pre-Conference at the annual meeting of the Society for Personality and Social Psychology*, San Francisco, CA. [Virtual Talk].
- Berry, Z., & Hildreth, J.A.D (2022)** Loyalty for Whom: Evaluating Transitive Effects of Loyal Obligations in Morally Sticky Situations. *Data Blitz at the Intragroup Processes Pre-Conference at the annual meeting of the Society for Personality and Social Psychology*, San Francisco, CA. [Virtual Talk].
- Berry, Z., Lucas, B.J., & Jachimowicz, J.M. (2021).** What Will They Think? People that give-up on a passion overestimate the negativity of observers' judgments. *Data blitz presentation at the East Coast Doctoral Conference at Columbia University*, New York, NY. [Virtual Talk].
- Berry, Z. & Lucas, B.J. (2021).** What Will They Think? People that give-up on a passion overestimate the negativity of observers' judgments. *Paper presentation at the annual meeting of the Society for Personality and Social Psychology*, Austin, TX. [Virtual Talk].
- Berry, Z. (2020).** Loyalty for Whom: Evaluating Transitive Effects of Loyal Obligations in Morally Sticky Situations. *Paper presentation at the Academy of Management annual conference*, Vancouver, BC. [Virtual Talk].
- Berry, Z., Silver, I., & Shaw, A. (2020).** The upstanding snitch: Lay intuitions when loyalty and morality conflict. *Paper presentation at the Academy of Management annual conference*, Vancouver, BC. [Virtual Talk].
- Berry, Z., Silver, I., & Shaw, A. (2020).** The upstanding snitch: Lay intuitions when loyalty and morality conflict. *Paper presentation at the East Coast Doctoral Conference at Columbia University*, New York, NY.
- Berry, Z., Silver, I., & Shaw, A. (2020).** The upstanding snitch: Lay intuitions when loyalty and morality conflict. *Flash Talk at the Justice & Morality Pre-Conference at the annual meeting of the Society for Personality and Social Psychology*, New Orleans, LA.
- Berry, Z., & Lucas, B.J. (2020).** When less is enough: The relationship between prosocial effort and moral character judgments. *Paper presentation at the annual meeting of the Society for Personality and Social Psychology (top 3% submissions selected)*, New Orleans, LA.
- Berry, Z., & Lucas, B.J. (2019).** When less is enough: The relationship between prosocial effort and moral character judgments. *Poster presentation at Society for Judgment and Decision Making*, Montreal, Canada.

Berry, Z., & Lucas, B.J. (2019). When less is enough: The relationship between prosocial effort and moral character judgments. *Paper presentation at the East Coast Doctoral Conference at Columbia University, New York, NY.*

Berry, Z., & Shaw, A. (2017). Epistemic vigilance in a social context: Recognizing when allegiances distort the truth. *Poster presentation at the Association for Psychological Science, Boston, MA.*

Berry, Z., & Shaw, A. (2017). Epistemic vigilance in a social context: Recognizing when allegiances distort the truth. *Poster presentation at the University of Chicago MAPSS Academic Conference, Chicago, IL.*

PREVIOUS RESEARCH EXPERIENCE

Research Assistant, 2016–2017

- *Epley Lab*, University of Chicago Booth School of Business, PI: Nicholas Epley
- *Center for Decision Research*, University of Chicago Booth School of Business
- *DIBS Lab*, University of Chicago, PI: Alex Shaw

TEACHING EXPERIENCE

Course Instructor

Social Psychology, Bethel University, Fall 2021, Fall 2022, Spring 2023, Spring 2024

- Instructor rating: 4.5/5, 5.0/5, 4.3/5, 4.6/5
- Adjunct Professor of Psychology (undergraduate)

Teaching Assistant

Cornell University, ILR School

- **Psychology of Work (I and II)**, Fall 2022
 - Instructor rating: 4.76/5, 4.71/5
 - Lecturer for 2 sections of case-based teaching (undergraduate)
- **Introduction to Organizational Behavior**, Spring 2021
 - Instructor rating: 4.81/5
 - Lecturer for 3 sections of case-based teaching (undergraduate)

Cornell University, SC Johnson School of Business

- **Managing and Leading Organizations (EMBA)**, Summer 2021
- **Digital Marketing Platforms (MBA)**, Fall 2018
- **Global Marketing (MBA)**, Fall 2019

SERVICE, MENTORSHIP, AND LEADERSHIP

Seminar Committee, USC Marshall MOR Department, 2024–present

Roundtable Host, Halfway There PDW at AOM, 2024

Mentor, AOM Annual Conference New Member Program, 2024

Presenter, How to Become a Standout PhD Student, PhD Project MDSA Conference, 2024

Director, SPSP Student Committee's Peer Advising Program, 2020–2021

Member-at-Large, Society for Personality and Social Psychology Student Committee, 2020–2021

Mentor, Mi Comunidad Mentorship Program, LatinX Graduate Student Coalition of Cornell, 2019–2020

Mentor, GSMU Mentor Program, Cornell University Office of Academic Diversity Initiatives, 2019–2020

Committee Member, Service Committee, The PhD Project, 2019–2021

Committee Member, Membership Committee, The PhD Project, 2019–2020

MEDIA MENTIONS (SELECTED)

Poets & Quants (July 31, 2024). The Tenure Project: Increasing The Number of Black, Hispanic, and Indigenous B-School Faculty. [\[link\]](#)

KelloggInsight (February 1, 2024). Are Whistleblowers Seen as Heroes or Snitches? It Depends. [\[link\]](#)

Financial Times (December 3, 2023). Why staff loyalty is not always a good thing.

Cornell Chronicle (June 7, 2023). Competition Clouds Morality, Multi-Pronged Study Finds.

Cornell Chronicle (February 11, 2021). Want to hire more women? Expand your short list.

ACADEMIC AFFILIATIONS

The PhD Project

Academy of Management (AOM)

International Association for Conflict Management (IACM)

Society for Judgment and Decision Making (SJDMM)

Society for Personality and Social Psychology (SPSP)

PROFESSIONAL EXPERIENCE

Project Manager, Epic Systems (Madison, WI), 2017–2018

Analyst, SPS Commerce (Minneapolis, MN), 2015–2016

REFERENCES

Brian J. Lucas

Associate Professor of Organizational Behavior
Cornell University, ILR School
bl679@cornell.edu

Neil A. Lewis Jr.

Associate Professor of Communication and Social Behavior
Cornell University
nlewisjr@cornell.edu

Vanessa K. Bohns

Professor of Organizational Behavior
Cornell University, ILR School
vkb28@cornell.edu

Jon M. Jachimowicz

Assistant Professor of Business Administration
Harvard Business School, OB Unit
jjachimowicz@hbs.edu

Updated September 2024

Alex Shaw

Associate Professor of Psychology
University of Chicago
ashaw1@uchicago.edu