

# Sherry Jueyu Wu

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CONTACT INFORMATION Collins Center A415 sherry.wu@anderson.ucla.edu  
UCLA Anderson School of Management www.sherryjwu.com  
Los Angeles, CA 90095

ACADEMIC POSITION **Assistant Professor in Management & Organizations** 2019-Present  
**Assistant Professor in Behavioral Decision Making**  
Anderson School of Management  
*University of California Los Angeles, CA*

EDUCATION **Ph.D.**, *Princeton University, NJ* 2019  
**Psychology**  
Doctoral Joint Degree in Social Policy  
Primary advisor: Betsy Levy Paluck  
Secondary advisor: Eldar Shafir  
**B.A. *summa cum laude***, *University of Virginia, VA* 2013  
**Psychology**, Highest Distinction  
Advisors: Timothy Wilson & Shigehiro Oishi  
**Economics**, High Distinction  
Advisor: Amalia R. Miller

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 \*Indicates student collaborator at the time project began. †Indicates shared first authorship or corresponding author.

**Wu, S.J.**, & Paluck, E.L. (2022). Having a voice in your group: Increasing productivity through group influence. *Behavioural Public Policy*.

**Wu, S.J.**, Mei\*, Y.B., Cervantez\*, J. (2022). Perceptions and preferences of workplace participation: A cross-cultural study. *Frontiers in Psychology*, 305.

Little\*, A. S., & **Wu, S.J.** (2021). Cognitive bias and neurosurgical decision making. *Journal of Neurosurgery*, 1(aop), 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*.

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

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.

†Authorship in alphabetical order

**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 RE-  
VIEW/PREPRINTS

**Wu, S.J.**, Cheek\*, N. & Shafir, E. (Under review). Scarcity undermines pleasurable thinking.

**Wu, S.J.** & Coman, A. (Under review). Altering the past to shape the future: Using mnemonic accessibility to influence case-based reasoning.

Duan, J., †**Wu, S.J.** & Xu, T. (Under review). Differential effects of power and status on advice-taking behavior.

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

**Wu, S.J.**, & Littman, R. (Invited submission). Field Research. *Cambridge Handbook of Research Methods and Statistics for the Social and Behavioral Sciences*.

SELECTED  
PROJECTS  
IN PROGRESS

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

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

(Manuscript in prep) Self-fulfilling prophecy revisited: Longitudinal and experimental evidence on gender and math performance. With Cai.

(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

GRANTS AND  
AWARDS

UCLA Society of Hellman Fellows Award 2021

Robert B. Cialdini Prize, Society of Personality and Social Psychology, *annually award to a single outstanding publication that uses field methods and demonstrates relevance to outside groups* 2020

Academic Senate Faculty Research Grant 2020

	Morrison Center Grant for Marketing Studies and Data Analytics	2020, 2022
	PIIRS Dissertation Writing Grants, Princeton, \$29,640	2018
	Princeton Energy and Climate Scholar (PECS), \$1,000	2017
	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
	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
	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
INVITED TALKS	Wharton, University of Pennsylvania	2022
	Princeton University	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 work-  
place 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** (Instructor rating: 4.69/5; 4.80/5)  
for Fulltime and Fully-employed MBAs (Core)  
UCLA Anderson, CA 2019-2021

**MGMT 401: Leadership Foundations** (Instructor rating: 4.71/5; 4.85/5)  
for Fulltime MBAs and Fully-employed MBAs (Core)  
UCLA Anderson, CA 2020-2021

**Psychology for Policy Analysis and Implementation**

	for Master in Public Administration and Master in Public Policy Princeton University, NJ	2018-2019
	<b>Judgment and Decision Making</b> Princeton University, NJ	2016-2017
	<b>Statistics</b> University of Virginia, VA	2012-2013
ADVISING	<b>PhD Students</b>	
	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-
	<b>PhD Dissertation Committee</b>	
	Alice Lee-Yoon (UCLA Anderson)	2022-
	Jason Chin (UCLA, Dept. of Psychology)	2022-
	Zhihan Cui (Columbia University, School of Public Policy)	2021
	<b>Selected Undergraduate &amp; Master Students</b> <i>current position in parentheses</i>	
	Zimeng Ma, UCLA Honors Thesis Advisee (King's College London)	2019-2020
	Bruce Yuhan 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
PROFESSIONAL SERVICE	Organizing Committee Chair for Society of Social and Personality Psychology Intervention Science Preconference	2020-
	UCLA Legislative Assembly of the Academic Senate	2021-
	UCLA Asia Pacific Center Faculty Advisory Committee	2020-
	UCLA Anderson Management & Organizations speaker series co-organizer	2019-
	UCLA Anderson Behavioral Decision Making speaker series co-organizer	2020-
	UCLA Anderson Behavioral PhD Pro-seminar co-organizer	2020, 2021
	Faculty judge for the Dean's Prize for Undergraduate Research, UCLA	2021
	Journal ad hoc reviewer: <i>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</i>	2018-
	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	EGAP Fellow ( <i>Evidence in Governance and Politics</i> )	

Academy of Management (AOM)  
American Psychological Association (APA)  
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 <sup>A</sup> T <sub>E</sub> X	Matlab	Qualtrics
Media Lab	Eprime	Inquisit

*Languages:* English, Chinese