

# JULIANA SCHROEDER

## *Curriculum Vitae*

University of California at Berkeley  
Haas School of Business  
545 Student Services Building, #1900  
Berkeley, CA 94720-1900

[jschroeder@berkeley.edu](mailto:jschroeder@berkeley.edu)  
[www.julianaschroeder.com](http://www.julianaschroeder.com)  
(510)-664-9692

### ACADEMIC POSITIONS

---

Assistant Professor, Management of Organizations	2015-present
University of California, Berkeley, Haas School of Business	
Department of Social-Personality Psychology, Affiliate	2016-present
Department of Cognition, Affiliate	2016-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 & decision-making  
Interpersonal & intergroup processes

### HONORS AND AWARDS

---

Research Fellow, Center for Long-term Cybersecurity	2017
National Science Foundation Workshop Award	2017
(Behavioral and Cognitive Sciences & Secure and Trustworthy Cybersecurity)	
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	2015
Excellence in Teaching Awards, University of Chicago	2011-2014
(9 awards earned as a teaching assistant who received evaluations > 4.0/5.0)	
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, 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

## **PUBLICATIONS**

---

### **Journal Publications**

Schroeder, J., Kardas, M., & Epley, N. (in press). The humanizing voice: Speech reveals, and text conceals, a more thoughtful mind in the midst of disagreement. *Psychological Science*.

Schroeder, J., Fishbach, A., Schein, C., & Gray, K. (in press). Functional intimacy: Needing—but not wanting—the touch of a stranger. *Journal of Personality and Social Psychology*.

Schroeder, J., Waytz, A., & Epley, N. (in press). Endorsing help for others that you oppose for yourself: Mind perception alters the perceived effectiveness of paternalism. *Journal of Experimental Psychology: General*.

Schroeder, J., & Epley, N. (2016). Mistaking minds and machines: How speech affects dehumanization and anthropomorphism. *Journal of Experimental Psychology: General*, *145*, 1427–1437.

Brooks, A. W.\*, Schroeder, J.\*, Risen, J. L., Gino, F., Galinsky, A., Norton, M. I., & Schweitzer, M. E. (2016). Don't stop believing: Rituals improve performance by

decreasing anxiety. *Organizational Behavior and Human Decision Processes*, 137, 71–85.

\*First two authors contributed equally

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.

Schroeder, J., & Fishbach, A. (2015). How to motivate yourself and others? Intended and unintended consequences. *Research in Organizational Behavior*, 35, 123–141.

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.

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.

### **Book Chapters**

Waytz, A., Schroeder, J., & Epley, N. (2013). 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.

### **Manuscripts Under Review**

- Belmi, P., & Schroeder, J. Human “resources”? Organizational contexts promote objectification.
- Kim, T., Sezer, O., Schroeder, J., Risen, J. L., Gino, F., & Norton, M. I. Group rituals improve group performance.
- Lieberman, A., Amir, O., & Schroeder, J. A voice inside your head: The psychological consequences of listening to messages via headphones versus speakers.
- Hobson, N. M., Schroeder, J., Risen, J. L., Xygalatas, D., & Inzlicht, M. The psychology of rituals: An integrative review and process-based framework.
- Schroeder, J., & Epley, N. Demeaning others’ needs: People believe their high-level needs are more important than others’.
- Schroeder, J., Risen, J. L., Gino, F. & Norton, M. I. Handshaking promotes cooperative dealmaking.
- Tian, D., Schroeder, J., Haubl, G., Risen, J. L., Norton, M. I., & Gino, F. Enacting rituals to improve self-control.

## **FUNDED PROPOSALS**

---

- 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. Total amount = \$42,000.
- Schroeder, J., & Schroeder, M. (2017). *Sharing personal information with humanlike machines: The role of human cues in anthropomorphism and trust in machines*. Proposal funded by the UC Berkeley Center for Cybersecurity. Total amount = \$100,000.
- 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. Total amount = \$16,000.
- Schroeder, J., & Belmi, P. (2015). *Perceiving people as resources or relations: How organizational versus personal contexts promote objectification*. Proposal funded by the University of Chicago Center for Decision Research. Total amount = \$3,000.
- Schroeder, J., & Epley, N. (2014). *Does giving improve health? A field experiment on the physiological consequences of prosociality*. Proposal funded by the Templeton Foundation, Science of Philanthropy Initiative. Total amount = \$9,999.
- Schroeder, J., & Epley, N. (2012). *Communication modality affects humanization*. Paper funded by Chicago Booth Ph.D. Office. Total amount = \$7,500.

Schroeder, J., & Epley, N. (2011). *Mistakenly seeking solitude*. Paper funded by Chicago Booth Ph.D. Office. Total amount = \$2,450.

Schroeder, J. (2010). *Emotion and physical reality: How the attentional information of emotions change the experience of physical pain*. Proposal funded by the National Science Foundation. Total amount = \$90,000.

Schroeder, J. (2008). *The computation of pain: How pain beliefs and working memory affect chronic pain patients' determination of their pain intensity*. Proposal funded by the Psi Chi National Honor Society. Total amount = \$1,500.

Schroeder, J. (2007). *Cultural differences in locus of control among chronic pain patients in the United States and India*. Proposals funded by the Harrison Award Committee and the University of Virginia College of Arts and Sciences. Total amount = \$4,500.

Schroeder, J. (2007). *The impact of culture on pain catastrophizing in chronic pain patients*. Proposal funded by the Psi Chi National Honor Society. Total amount = \$5,000.

## **ORGANIZED CONFERENCES & SYMPOSIA**

---

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.

## **CONFERENCE PRESENTATIONS**

---

- Lieberman, A., Amir, O., & Schroeder, J. (2017, November). *Simulating social closeness: The psychological consequences of consumer technologies*. Talk to be given at the Society for Judgment and Decision Making Conference, Vancouver, Canada.
- Sharps, D., & Schroeder, J. (2017, November). *Making a difference in the life of one or many: A preference for distributed helping*. Talk to be 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 to be 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 to be given at the Association for Consumer Research Conference, San Diego, CA.
- Schroeder, J., & Sharps, D. (2017, September). *A preference for distributed giving*. Talk to be given at the Science of Philanthropy Initiative Conference, Chicago, IL.
- Schroeder, J., & Belmi, P. (2017, August). *Human “resources”? Organizational contexts promote objectification*. Talk to be 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., Watz, 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.



\*Selected for Showcase Symposium.

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.

\*Selected for Showcase Symposium.

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., Watyz, 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.

\*Selected for Young Scholar Address.

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.  
\*Selected for Showcase Symposium.
- 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.  
\*Selected for best student-led paper award.
- 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.

\*Selected for Early Career Talk.

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.

\*Selected for Showcase Symposium.

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.  
\*Selected for best paper award.

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.  
\*Selected as poster award finalist.

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.

## **INVITED PRESENTATIONS**

---

- |            |  |
|------------|--|
| 2/6/2017   | UC Davis, Social and Personality Psychology                    |
| 11/8/2016  | Yale University School of Management (Organizational Behavior) |
| 10/10/2016 | UC 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 & Social Research
4/12/2016	UC Berkeley, Haas School of Business 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	UC 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

## **TEACHING EXPERIENCE**

---

### **Instructor**

<b>Measuring the Impact of Cross-Cultural Exchanges, USC</b>	Summer 2016
Summer Institute, University of Southern California Center on Public Diplomacy Program	
<b>Negotiations and Conflict Resolution, UC Berkeley</b>	Spring 2016, Fall 2017
Full-time MBA course	
<b>Micro-Organizational Behavior Doctoral Seminar, UC Berkeley</b>	Fall 2015
Ph.D. Seminar	
<b>Chilean Economics Summer School, University of Chicago</b>	Summer 2013
Undergraduate Seminar (Economics). Lectures on the following topics: power and influence, judgment and decision making, negotiations, and managing in organizations	
<b>Behavioral Science Methods, University of Chicago</b>	Summer 2013, 2014
Ph.D. Seminar. Lectures on the following topics: experimental methods, statistics, online surveys	

### **Teaching Assistant**

<b>Managing in Organizations</b> (fall, winter, and spring 2012-2013, winter 2015)
Full-time MBA course taught by Dr. Ayelet Fishbach
Full-time MBA course taught by Dr. Nicholas Epley

Full-time MBA course taught by Dr. Eugene Caruso

**Strategies and Processes of Negotiations** (summer 2012, fall 2013)

Executive MBA course taught by Dr. Ayelet Fishbach

Executive MBA course taught by Dr. Bernd Wittenbrink

**Advanced Negotiations** (summer 2014)

Executive MBA course taught by Dr. George Wu

**Power and Influence** (summer 2011, summer 2013)

Executive MBA courses taught by Dr. Heather Caruso

**Leadership** (summer 2013, winter 2014, summer 2014)

Executive MBA course taught by Dr. Nicholas Epley

Full-time MBA course taught by Dr. Linda Ginzel

**The Empathic Brain** (winter 2013)

Psychology undergraduate course taught by Dr. Jean Decety

**Windows into the Social Brain** (fall 2013)

Psychology undergraduate course taught by Dr. Jean Decety

**Social Psychology** (winter 2014)

Psychology undergraduate course taught by Dr. Bill Goldstein

**SERVICE**

---

**Editorial Board**

Emotion (2016 – )

**Reviewer**

Journal of Personality and Social Psychology

Perspectives on Psychological Science

Organizational Behavior and Human Decision Processes Journal

Personality and Social Psychological Bulletin

Journal of Experimental Social Psychology

Group Processes and Intergroup Relations Journal

Social and Personality Psychology Compass

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  
 Society for Personality & Social Psychology Research Award  
 Academy of Management Conference  
 Society for Consumer Psychology Conference  
 Association for Consumer Research Conference  
 American Psychological Society Student Research Award

### **Organizer**

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

**Psychology of Technology Institute**, co-founded with Nathanael Fast (April 2017)

**New Directions in the Psychology of Technology Conference**, University of California Berkeley, joint with Nathanael Fast (November 2017)

**Psychology of Technology Preconference**, Society of Personality and Social Psychology Conference, San Antonio, TX, joint with Nathanael Fast and Kosta Kushlev (January 2017)

**New Directions in the Psychology of Technology Conference**, University of Southern California, joint with Nathanael Fast (October 2016)

**Kellogg-Booth research symposium**, Northwestern University, joint with Brian Lucas (April 2013)

### **Moderator/Discussant**

Algorithms in Organizations symposium, Academy of Management (2017)  
 Intergroup Conflict panel, Intergroup Psychological Interventions Conference (2016)  
 Intergroup Conflict symposium, European Association for Social Psychology (2014)  
 Judgment & Decision Making symposium, Midwestern Psychological Association (2013)  
 Sharing Information symposium, Academy of Consumer Research (2013)

### **Mentoring/Advising**

Academy of Management Mentor (2017)  
 Nathan Meikle (Dissertation Committee, May 2017)  
 Nicholas Angelides (Qualifying Examination Committee, May 2017)  
 Rachel Habbert (Master's Thesis, May 2017)  
 Daron Sharps (Master's Thesis, December 2016)  
 Carly Giffin (Qualifying Examination Committee, November 2015; Dissertation Committee, Spring 2018)  
 SPSP Graduate Student Committee Mentoring Luncheons (January 2016 & 2017)

## **PROFESSIONAL AFFILIATIONS**

---

Society for Personality and Social Psychology (SPSP)  
 Society of Judgment and Decision Making (SJDJ)  
 Behavioral Decision Research Management (BDRM)  
 Academy of Management (AOM)  
 International Association for Conflict Management (IACM)  
 Behavioral Science and Policy Association (BSPA)  
 European Association for Social Psychology (EASP)  
 American Psychological Society (APS)  
 Society for Consumer Psychology (SCP)  
 Association for Consumer Research (ACR)

## **CONSULTING EXPERIENCE**

---

Management consulting (Negotiations; Decision-Making; Leadership)

- *UC Berkeley Alumni Network* April 2017
- *Clever (EdTech startup)* March 2017
- *AdRoll (Marketing platform)* December 2016
- *3E Training, Inc. (Accounting consultants)* September 2016; 2017

Global affairs & diplomacy consulting (Cross-cultural exchanges)

- *Seeds of Peace (Peacebuilding and leadership development)* August 2010-Present
- *Hands of Peace (Peacebuilding and leadership development)* January 2015-Present
- *USC Center on Public Diplomacy (Diplomacy and security)* July 2016

Economic consulting

- *Cornerstone Research (Economics and litigation)* June 2008-July 2010

Marketing consulting

- *Marketbridge (Marketing and sales)* June 2007-August 2007

Education consulting

- *Washington Academy (K-12 academic enrichment program)* June 2005-August 2005