

# ERICA J. BOOTHBY

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## ACADEMIC POSITIONS

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- 2019 – *The Wharton School, University of Pennsylvania*  
Postdoctoral Researcher & Instructor  
Operations, Information and Decisions Department
- 2017 – 2019 *Cornell University*  
Postdoctoral Fellow  
Behavioral Economics and Decision Research Center

## EDUCATION

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- 2017 *Yale University*  
Ph.D.  
Social Psychology
- 2007 *Boston University*  
B.A.  
Philosophy, Italian

## PUBLICATIONS

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- Shteynberg, G., Hirsh, J. B., Wolf, W., Bargh, J. A., **Boothby, E. J.**, Colman, A. M., Echterhoff, G., & Rossignac-Milon, M. (2023). Theory of collective mind. *Trends in Cognitive Sciences*. [\[pdf\]](#)
- Boothby, E. J.\***, Cooney, G.\*, & Schweitzer, M. (2023). Embracing complexity: A review of negotiation research. *Annual Review of Psychology*, 74(1), 299-332. [\[pdf\]](#)
- Welker, C., Walker, J., **Boothby, E. J.**, & Gilovich, T. (2023). Pessimistic assessments of ability in informal conversation. *Journal of Applied Social Psychology*. [\[pdf\]](#)
- Sandstrom, G.\*, **Boothby, E. J.\***, & Cooney, G.\* (2022). 'Talking to strangers: A week-long intervention reduces barriers to social connection. *Journal of Experimental Social Psychology*, 102. [\[pdf\]](#)
- Cooney, G.\*, **Boothby, E. J.\***, & Lee, M. (2022). The thought gap after conversation: Underestimating the frequency of others' thoughts about us. *Journal of Experimental Psychology: General*, 151(5), 1069–1088. [\[pdf\]](#)
- Boothby, E. J.** & Bohns, V. K. (2021). Why a simple act of kindness is not as simple as it seems: Underestimating the positive impact our compliments have on others. *Personality and Social Psychology Bulletin*, 47(5), 826-840. [\[pdf\]](#)

- Rossignac-Milon, M., Bolger, N., Zee, K., **Boothby, E. J.**, & Higgins, E. T. (2021). Merged minds: generalized shared reality in dyadic relationships. *Journal of Personality and Social Psychology*, 120(4), 882-911. [\[pdf\]](#)
- Mastroianni, A.\*, Cooney, G.\*, **Boothby, E. J.**, & Reece, A. G. (2021). The liking gap in groups and teams. *Organizational Behavior and Human Decision Processes*, 162, 109-122. [\[pdf\]](#)
- Sandstrom, G. & **Boothby, E. J.** (2021). Why do people avoid talking to strangers? A mini meta-analysis of predictions and experiences. *Self & Identity*, 20(1), 47-71. [\[pdf\]](#)
- Boothby, E. J.\***, Cooney, G.\*, Sandstrom, G. M., & Clark, M. S. (2018). The liking gap in conversations: do people like us more than we think? *Psychological Science*, 29(11), 1742-1756. [\[pdf\]](#)
- Boothby, E. J.**, Clark, M. S., & Bargh, J. A. (2017). The invisibility cloak illusion: People (incorrectly) believe they observe others more than others observe them. *Journal of Personality and Social Psychology*, 112(4), 589-606. [\[pdf\]](#)
- Boothby, E. J.**, Smith, L. K., Clark, M. S., & Bargh, J. A. (2017). The world looks better together: How close others enhance our visual experiences. *Personal Relationships*, 24(3), 694-714. [\[pdf\]](#)
- Clark, M. S., Armentano, L. A., **Boothby, E. J.**, & Hirsch, J. (2017). Communal relational context (or lack thereof) shapes emotion. *Current Opinion in Psychology*, 17, 176-183. [\[pdf\]](#)
- Boothby, E. J.**, Smith, L. K., Clark, M. S., & Bargh, J. A. (2016). Psychological distance moderates the amplification of shared experience. *Personality and Social Psychology Bulletin*, 42(10), 1431-1444. [\[pdf\]](#)
- Boothby, E. J.**, Clark, M. S., & Bargh, J. A. (2014). Shared experiences are amplified. *Psychological Science*, 25(12), 2209-2216. [\[pdf\]](#)
- Clark, M. S. & **Boothby, E. J.** (2013). A strange(r) analysis of morality: A consideration of relational context and the broader literature is needed. *Brain and Behavioral Sciences*, 36(1), 85-86. [\[pdf\]](#)
- Bargh, J. A., Schwader, K., Hailey, S., Dyer, B., & **Boothby, E. J.** (2012). Automaticity in social-cognitive processes. *Trends in Cognitive Sciences (featured article)*, 16(12), 593-605. [\[pdf\]](#)

## **CHAPTERS**

- Bohns, V. K., Newark, D. A. & **Boothby, E. J.** (2018). When do we feel responsible for other people's behavior and attitudes? Forthcoming in S. Thye & E. Lawler (Eds.), *Advances in Group Processes* (vol. 35). New York: Emerald. [\[pdf\]](#)
- Boothby, E. J.** & Clark, M. S. (2017). Side by side: How merely being with a close other can enhance well-being. A. Kruglanski & J. Forgas (Eds.). In *Frontiers of Social Psychology: Positive Psychology (80-93)*. New York: Taylor Francis/Routledge.
- Clark, M. S., **Boothby, E. J.**, Clark-Polner, E., & Reis, H. (2014). Understanding prosocial behavior requires understanding relational context. D.A. Schroeder & W. Graziano (Eds.). In *Handbook of Prosocial Behavior*. Oxford, UK: Oxford University Press. [\[pdf\]](#)

**Boothby, E. J.** & Clark, M. S. (2013). Prosocial Behavior. In *McGraw-Hill Yearbook of Science & Technology*. New York: McGraw-Hill, Inc. [[pdf](#)]

### ***MANUSCRIPTS UNDER REVIEW***

Cooney, G.\*, **Boothby, E. J.\***, & Schweitzer, M. Dissimilarity pessimism: People underestimate the extent to which dissimilar others are interested in talking to them. *Under Review*.

Walker, J. T., **Boothby, E. J.**, & Gilovich, T. Silence is not golden: People blame themselves disproportionately for lulls in conversation. *Under Review*.

Rossignac-Milon, M., **Boothby, E. J.**, Clark, M. S., & Higgins, E. T. More real together: Conversation enhances realness through generalized shared reality. *Under Review*.

### ***SELECT WORK IN PROGRESS***

Krueger, K., Schweitzer, M. **Boothby, E. J.**, & Cooney, G. Negotiation. Invited submission for *Handbook of Social Psychology*.

Cooney, G.\*, **Boothby, E. J.\***, & Melnikoff, D. E.\* A Bayesian model of metaperception. *Data Collection in Progress*.

**Boothby, E. J.**, Cooney, G., & Vorauer, J.D. The liking gap in cross-race conversations. *Data Collection in Progress*.

**Boothby, E. J.**, Cooney, G., Liu, J., Aragon, O., & Clark, M. S. A risk regulation model of the liking gap. *Data Collection in Progress*.

**Boothby, E. J.** & Deri, S. Hesitant to self-disclose: People underestimate others' interest in learning about them. *Data Collection in Progress*.

**Boothby, E. J.**, Walker, J. T., & Gilovich, T. Subjective evaluation criteria lead to pessimistic assessments of one's own performance. *Data Collection in Progress*.

[\*Equal author contribution]

### ***SELECT INVITED TALKS & PRESENTATIONS***

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2023	Annual meeting of the Academy of Management, Boston MA
2023	Yale University, School of Management
2022	UC Berkeley, Haas School of Business
2020	Annual meeting of the Academy of Management, Vancouver
2019	Annual meeting of the Academy of Management, Boston MA
2019	Society for Personality and Social Psychology Annual Conference, Portland, OR
2018	University of California San Diego, Rady School of Management
2018	University of Virginia, Department of Psychology
2018	McGill University, Department of Psychology

2018	University of Toronto, Department of Psychology
2018	Cornell University, SC Johnson College of Business, BEDR Center
2017	Stanford University, Graduate School of Business
2017	Northwestern University, Kellogg School of Management, Human Ecology Lab
2017	Columbia University, Graduate School of Business
2017	University of Chicago, Booth School of Business, Center for Decision Research
2016	Society for Personality and Social Psychology Conference, San Diego, CA
2015	TTI/Vanguard Advanced Technology Conference for Senior-Level Executives
2015	Yale University, School of Management
2014	Conference on Shared Experience, Aigina, Greece
2014	Society for Personality and Social Psychology Conference, Austin, TX
2013	Yale University, Psychology Department
2013	Society for Personality and Social Psychology Conference, New Orleans, LA
2011	Society for Personality and Social Psychology Conference, San Antonio, TX
2010	Association for Psychological Science Conference, Boston, MA

## SELECT MEDIA COVERAGE & POPULAR WRITING

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*National Public Radio Hidden Brain* (February 8, 2022) “Mindreading 2.0: How Others See You”  
*Harvard Business Review* (February 24, 2021) “A Simple Compliment Can Make a Big Difference”  
*New York Times* (September 23, 2018) “Want to Seem More Likable? Try This”  
*Time* (September 17, 2018) “People Like You More Than You Think, A New Study Suggests”  
*Forbes* (September 7, 2018) “People Like You More Than You Think, Study Finds”  
*Smart Drug Smarts* podcast interview (January 19, 2018) “Social Illusions”  
*New York Times* (April 29, 2017) “You’re Too Focused on What You’re Focused On”  
*Psychology Today* (May 10, 2017) “People Wrongly Gauge How Much They’re Observed By Others”  
*Scientific American* (January 28, 2015) “Without Friends or Family, Even Extraordinary Experiences are Disappointing”  
*The Atlantic* (October 16, 2014) “The Importance of Sharing Experiences”  
*New York Times* (October 14, 2014) “When You Shouldn’t Bring a Friend”  
*Washington Post* (October 7, 2014) “Sharing an Experience Might Make it More Intense, Whether it’s Good or Bad”  
*Huffington Post* (August 28, 2014) “The Power of Two: Why Sharing is Better”

## GRANTS, AWARDS, & HONORS

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2022	Rising Star Award, <i>Association for Psychological Science</i>
2022	Fellow, <i>Society of Experimental Social Psychology</i>
2020 –	Wharton Teaching Excellence Award, <i>The Wharton School, University of Pennsylvania</i>
2017 – 2019	Behavioral Economics & Decision Research Fellowship, <i>Cornell University</i>
2016	Travel Award, <i>Society for Personality and Social Psychology</i>
2015 – 2016	Annie G. K. Garland Memorial Dissertation Fellow, <i>Yale University</i>
2014	Philip G. Zimbardo Prize in Social Psychology, <i>Yale University</i>
2014	Travel Fellowship, Yale Graduate Student Assembly Conference, <i>Yale University</i>
2013	National Science Foundation Graduate Research Fellowship Honorable Mention
2012, 2013	Supplemental Graduate Student Research Funds, <i>Yale University</i>
2011	National Science Foundation grant “Affective Vision,” <i>Northeastern University</i>
2011	Army Research Institute grant “Understanding Affective Realism,” <i>Northeastern University</i>

2007                      Magna cum laude, *Boston University*  
2003 – 2007            Dean's Scholarship, *Boston University*  
2003–2007             Dean's List, *Boston University*

## TEACHING EXPERIENCE

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2020 –                    Instructor, *Negotiations*  
                              The Wharton School, University of Pennsylvania  
                              Average rating: 3.8/4.0

2018 – 2019            Course Coordinator, *Judgment and Decision-making*  
                              Cornell University

2013 – 2017            Teaching Fellow  
                              Yale University

## PROFESSIONAL EXPERIENCE

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2020 –                    Negotiation Coach and Consultant, *Wet Cement*

2019 – 2021            Behavioral Science Consultant, *Behavioralize*

2013 – 2017            Writing Consultant, *Yale College Writing Center, Yale University*

2009 – 2011            Research Associate, Interdisciplinary Affective Science Laboratory, *Northeastern University*

2008 – 2009            Research Assistant, Philosophical Psychology Laboratory, *Harvard University*

2005 – 2007            Tutor, Educational Resource Center, *Boston University*

## WORKSHOPS

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2017                    BIG Ideas Doctoral Workshop, *Harvard University*

2016                    Dyadic Data Analysis Summer Workshop, *University of Connecticut*

2015                    Summer Institute for Social and Personality Psychology, *Northeastern University*

## SERVICE

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Faculty board member, Wharton Equity, Diversity, and Inclusion Group (WEDIG)

Ad Hoc Reviewer, *Psychological Science*; *Journal of Experimental Psychology: General*; *Journal of Personality and Social Psychology*; *Journal of Experimental Social Psychology*; *Social Psychological and Personality Science*; *Plos One*; *Personality and Social Psychology Bulletin*

Reviewer, National Science Foundation

Reviewer, German Research Foundation

Co-Founder, Yale University Social Psychology Journal Club

Graduate Coordinator, Yale University Departmental Speaker Series Organizer

Graduate Organizer, Yale University Psychology Department Graduate Student Recruitment

Graduate Mentor and Senior Thesis Advisor, Yale University Psychology Department

Organizer, Four College Conference Relationships Preconference

## SOCIETY MEMBERSHIP

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Academy of Management

Society of Experimental Social Psychology

Society for Personality and Social Psychology