

HEATHER H. J. YANG

MIT Sloan School of Management
100 Main Street Cambridge, MA 02142
hjy@mit.edu
www.heatheryang.com
ORCID: 0000-0003-1526-2786

EDUCATION

Massachusetts Institute of Technology, Sloan School of Management
PhD Candidate in Behavioral & Policy Sciences (Micro/OB) Expected June 2021
Masters of Science in Management Research 2017

Carleton College, Northfield, Minnesota 2012
B.A. in Psychology, *Magna cum laude*
Study Abroad: Prague, Czech Republic (Fall 2010) & Madrid, Spain (Fall 2009)

AWARDS and HONORS

Psychology of Technology Institute Dissertation Award 2020
Student Poster Award, Society for Judgment and Decision Making, Montréal 2019
Honorable Mention, out of 319 posters.

MIT International Science and Technology Initiatives Travel Grant 2016
MIT Walter A. Rosenblith Presidential Fellow 2014-2015
John K. Bare Prize in Psychology 2012
Distinction in Major (Psychology) 2012
Distinction in Senior Thesis 2012
Sigma Xi 2012
Multicultural Alumni Network Fellow 2011
Enabled summer research at the Dept. of Psychology, Stanford University

PUBLICATIONS

- Moore, D. A., Smith, S. A., Minster, A., Mellers, B., Ungar, L. H., Tetlock, P., **Yang, H.**, & Tenney, L. (2016). Confidence Calibration in a Multiyear Geopolitical Forecasting Competition. *Management Science*, published online: August 22, 2016, <http://dx.doi.org/10.1287/mnsc.2016.2525>
- Moore D. A., Carter, A., & **Yang, H.** (2015). Wide of the mark: Evidence on the underlying causes of overprecision in judgment. *Organizational Behavior and Human Decision Making Processes*, 131, 110-120.

 SELECTED RESEARCH IN PROGRESS

Yang, H., & Gosline, R. R. Deliberative vs. Intuitive Thinking Precludes Algorithmic Aversion. (*Manuscript drafted, eleven studies*)

Yang, H. “Yes, sir” vs. “Sure, darling”: The role of status and gender stereotypes in preference for artificially intelligent agents. (*Data Collection in Progress, three studies*)

Duhaime, E.*, & **Yang, H.*** Diverse teams bring greater informational accuracy. (*Data Collection in Progress*)

*indicates shared first-authorship

Yang, H. Inferring mind in a machine: Polite speech humanizes female, but not male, AI agents. (*Data Collection in Progress*)

Yang, H. & Hehman, E. Quantifying implicit attitudes toward women and careers in political election outcomes. (*Data Cleaning in Progress*)

 SELECTED PRESENTATIONS & CHAIRED SYMPOSIA

* Denotes presenter

Yang, H.* (Chair and presenter; August, 2020).

“*Resisting Artificial Intelligence: When do decision-makers avoid or use algorithmic input.*”

Academy of Management annual meeting. (**Showcase Symposium, top 10% of all submissions**)

Discussant: Berkeley Dietvorst.

Speakers: Jennifer Logg, Michael Yeomans, Donna Hoffmann, Christian Hildebrand.

Yang, H.* (Cancelled due to C-19; May, 2020). “*Yes, sir*” vs. “*Sure, Darling*”: *The role of status and gender stereotypes in preference for artificially intelligent agents*. Talk accepted for the “Leveraging Technology to Understand Intergroup Conflict” Symposium at the 32nd annual Association for Psychological Science conference, Chicago, IL. (**Invited talk**)

Speakers: Susannah Chandok, Monica Gamez-Djokic, Jennie Qu-Lee (Chair)

Yang, H.* (November, 2019). “*Yes, sir*” vs. “*Sure, Darling*”: *The role of status and gender stereotypes in preference for artificially intelligent agents*. Talk presented at the Psychology of Technology annual conference, UVA-Darden, VA. (**Invited talk**)

Yang, H.* (September, 2019). *Cognitive style determines preference for interaction with human vs. artificial actors*. Talk presented at the department of Psychology, McGill University. (**Invited talk**)

Yang, H., & Gosline, R. R.* (May, 2019). *The Behavioral Lens: Decision-Making Systems & Human-AI Integration*. Talk presented at the Institute for the Digital Economy, MIT, Cambridge.

Wallsten, T.*, Tidwell, J.*, Tenney, E. R., **Yang, H.**, Logg, J. M., & Moore, D. A. (November, 2013). *Forecasting Future Values of Quantitative Variables: Galton Meets Goldberg*. Talk

presented to the Good Judgment Project Team, Wharton School, University of Pennsylvania, Philadelphia.

Wallsten, T.*, Nataf, C., Tidwell, J., Shlomi, Y., Tomlinson, T., Moore, D. A., Tenney, E. R., **Yang, H.**, & Logg, J. M. (November, 2013). *Forecasting Future Values of Quantitative Variables: Galton Meets Goldberg*. Talk presented at the Center for Behavioral & Decision Science Research, Carnegie Mellon University, Pittsburgh.

Tenney, E. R.*, **Yang, H.**, Logg, J. M., & Moore, D. A. (August, 2013). *Estimating Values of Quantitative Variables Using Probability and Percentile Elicitation*. Presentation to the Good Judgment Project Team, Wharton School, University of Pennsylvania, Philadelphia.

Yang, H.* (April, 2012). *Give Me or Else: Power Dynamics in Food Sharing by Tamarin Monkey Breeding Pairs*. Presentation at the Minnesota Undergraduate Psychology Conference, Gustavus Adolphus College, St. Peter, MN.

TEACHING EXPERIENCE

Global Strategy (15.707) *Fall 2018 - Spring 2020*
MIT Sloan, Executive MBA students
Providing entrepreneurs and managers framework to navigate global expansion.

Global Organizations Lab (15.708) *Spring 2016, Spring 2019-20*
MIT Sloan, Executive MBA students
Six-month, team-based capstone course involving collaboration with multinational organization.

Intro to Operations Management (15.761) *Summer 2018*
MIT Sloan, Dual degree MBA & Masters of Engineering students
Case-based core course on the design, analysis, and execution of firm operational capabilities.

Entrepreneurship Lab (15.599) *Fall & Spring 2017-2018*
MIT Sloan, MBA students
Team-based, action-learning course partnered with massively scalable, high-tech startups.

Business Model Innovation (15.232) *Fall 2015*
MIT Sloan, MBA students
Case-based course on innovative and effective business models for startups in frontier markets.

Negotiation and Influence (15.S41/15.S61) *IAP 2015*
MIT Sloan, MBA and undergraduate students
Core negotiation strategies and principles of influence taught through simulations and lectures.

SELECTED WORKSHOPS

AOM Organizational Behavioral Doctoral Student Consortium	2020
AOM Technology, Innovation, and Management Doctoral Student Consortium	2019

HKS/HBS BIG Ideas Doctoral Workshop	2019
Medici Summer Institute, MIT-HEC Paris-Bologna Business School	2016

ASSOCIATION MEMBERSHIPS

- Member, Academy of Management
- Member, Society of Judgment and Decision Making
- Member, Society of Personality and Social Psychology
- Member, American Psychological Society
- Graduate Women at MIT (Department rep. 2017)