

**HEATHER H. J. YANG**  
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## EDUCATION

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**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)

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## AWARDS and HONORS

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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  
 Multicultural Alumni Network Fellow 2011  
*Enabled summer research at the Dept. of Psychology, Stanford University*

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## PUBLICATIONS

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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.

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## SELECTED RESEARCH IN PROGRESS

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**Yang, H.**, & Richardson Gosline, 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*)

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## SELECTED PRESENTATIONS & CHAIRED SYMPOSIA

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\* Denotes presenter

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

“*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; 2020, May). “*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 32<sup>nd</sup> annual Association for Psychological Science conference, Chicago, IL. (**Invited talk**)

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

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

**Yang, H., & Richardson Gosline, R.\*** (2019, May). *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. (2013, November). *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. (2013, November). *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. (2013, August). *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.\*** (2012, April). *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.

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## TEACHING EXPERIENCE

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**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.

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## SELECTED WORKSHOPS

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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

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## ASSOCIATION MEMBERSHIPS

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- 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)