Sunny Qingyi Wang

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School of Information, University of Michigan, 2200 Hayward Street, Ann Arbor, MI 48109

EDUCATION

University of Michigan — Ann Arbor, MI
PhD in Information — *expected in 2026*
  Committee: Yan Chen (Co-Chair), Alain Cohn (Co-Chair), Stephen Leider, Tanya Rosenblat
  Research Interests: Behavioral Economics, Experimental Economics, Human-AI Interaction

Tsinghua University — Beijing, China
Bachelor in Economics — *Aug 2016 – Jun 2020*

University of Zürich — Zürich, Switzerland
Exchange Student in Business Administration — *Fall 2018*

JOB MARKET PAPER

Jingyi Qiu and Sunny Qingyi Wang (2025). Perceived AI Use and Hiring Penalties: Experimental Evidence. Manuscript.

Abstract: While generative AI is becoming increasingly common in job applications, little is known about how recruiters respond. This study examines how AI use in application materials shapes recruiters' evaluations. We conduct an experiment based on a real hiring process for a research assistant position, using a 2×2 design that exogenously varies perceived AI use in cover letters while controlling for actual use. We find that recruiters penalize applicants when they suspect AI use, regardless of whether AI is actually used: compared to profiles with cover letters perceived as extremely unlikely to use AI, those perceived as extremely likely to use AI receive scores 40.6% lower and are ranked 2.28 positions lower (out of four). Importantly, this penalty is applied almost arbitrarily: recruiters' beliefs about AI use are no more accurate than random guesses, and they update conservatively when given informative signals. The penalty is driven primarily by concerns about applicants' ability, while assessments of effort remain unaffected. These findings contribute to the growing literature on AI in hiring and highlight both the risks faced by applicants and the efficiency challenges posed by inaccurate perceptions in the evaluation process.

WORKING PAPERS

Eytan Adar, Yan Chen and Sunny Qingyi Wang (2025). Privacy With Information Externalities and Complexity. Manuscript.

Abstract: Privacy decisions in social communication are complex in that they often affect not only the decision maker but also those in their social network. This study investigates people's information sharing behavior with the presence of externalities, using an information sharing game in the lab, in real life involving friends, and on a social media platform. We find that participants over-share relative to the Bayesian Nash equilibrium prediction in the game and that externalities increase the likelihood of sharing in both the game and real-life information sharing involving friends. When we exogenously reduce computational complexity in the game by providing an average payoff matrix, participants are 19.4 pp more likely to best respond, leading to a 24.4 pp increase in efficiency. Our results highlight the potential to improve users' welfare by reducing the complexity in their privacy decisions.

Alain Cohn and Sunny Qingyi Wang (2025). Bridging the Partisan Divide: How Stereotype Correction Affects Willingness for Cross-Party Dialogue. Manuscript.

Abstract: The widespread affective polarization in the United States has raised concerns about its behavioral consequences in everyday life. While this phenomenon is rooted in social identity and can be explained by social identity theory, less is known about whether a preference-based or belief-based framework better accounts for it. This study presents an experiment to investigate the role of beliefs in affective polarization by examining whether correcting stereotypes about partisan traits reduces affective polarization and its behavioral consequences in social interactions. Our information treatments substantially correct participants' stereotypes about counter-partisans' trustworthiness and intelligence. Although affective polarization remained unchanged, the gap in willingness to chat with co- versus counter-partisans significantly decreases by 29 percent for political topics, with similar reductions observed for personal finance (30 percent) and pop culture (28 percent). These findings indicate that beliefs about partisan traits play an important role in shaping partisan divides and that stereotype correction can foster more cross-partisan dialogue in increasingly polarized democracies.

Grants and Honors

IGL Seed Grant (one of eight, £3,900, PI, with Jingyi Qiu), Innovation Growth Lab	2025
Year of Democracy Grant ($5,000, co-PI, with Alain Cohn), University of Michigan	2025
Rackham Travel Grant, University of Michigan	2025
Travel Grant (×2), School of Information, University of Michigan	2025
Rackham Travel Grant, University of Michigan	2024
Rackham Graduate Student Research Grant ($3,000, PI), University of Michigan	2024
Rackham Travel Grant, University of Michigan	2023
Travel Grant, School of Information, University of Michigan	2023
Rackham Graduate Student Research Grant ($1,500, PI), University of Michigan	2022
Rackham Travel Grant, University of Michigan	2022
Travel Grant, School of Information, University of Michigan	2022
Pre-Candidacy Paper Passed with Distinction (top 10%)	2022

Presentations

2025

MIT 'Directions of Polarization, Social Norms & Trust in Societies' Workshop (Poster), Boston, USA (Scheduled)

Mentoring Workshop for Women & Non-Binary Econ PhD Students, Tampa, USA (Scheduled)

Conference on Digital Experimentation, Boston, USA (Scheduled)

National Association for Business Economics Tech Economics Conference (Poster), Seattle, USA (Scheduled)

Institute for Operations Research and the Management Sciences Annual Meeting (Scheduled)

Economic Science Association North American Meeting, Tucson, USA

3rd Midwest Experimental Economics Meeting, Bloomington, USA

Advances with Field Experiments Conference, Chicago, USA

Maastricht Behavioral and Experimental Economics Symposium, Maastricht, Netherlands

Society for the Advancement of Behavioral Economics Annual Conference, Trento, Italy

Decentralization Conference (Poster), Tallahassee, USA

2024

- Economic Science Association North American Meeting, Columbus, USA
- Caltech Workshop in Theory-based Experiments, Pasadena, USA

2023
- Economic Science Association North American Meeting, Charlotte, USA
- MIT 'Directions of Polarization, Social Norms, and Trust in Societies' Workshop (Poster), Boston, USA

2022
- International Conference of the French Association of Experimental Economics (Poster), Lyon, France

SUMMER SCHOOLS

Chicago School of Experimental Economics, Chicago, USA	09/2025
Caltech Summer School in Theory-based Experiments, Pasadena, USA	06/2023
Experimental Finance Summer School, Bonn, Germany	06/2022

TEACHING

Graduate Student Instructor, University of Michigan

SI 347: Human-Computer Interaction (Undergraduate Level)	Fall 2025
SI 568: Becoming a Data Scientist (Master Level)	Winter 2025
SI 388: Putting the H in HCI (Undergraduate Level)	Fall 2024
SI 568: Introduction to Applied Data Science (Master Level)	Winter 2022
SI 588: Fundamentals of Human Behavior (Master Level)	Fall 2021

SERVICE

Coordinator, Behavioral and Experimental Economics Lab Group, University of Michigan	Winter 2023
Coordinator, Social, Behavioral and Experimental Economics Seminar, University of Michigan	Fall 2022

TECHNICAL SKILLS

Tools: Stata, Qualtrics, oTree, LaTeX
Programming: Python, R, HTML

REFERENCES

Yan Chen (Co-Chair)
Daniel Kahneman Collegiate Professor
School of Information
University of Michigan
yanchen@umich.edu

Alain Cohn (Co-Chair)
Associate Professor
School of Information
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adcohn@umich.edu

Stephen Leider
Dale L. Dykema Professor of Business Administration
Professor of Technology and Operations
Ross School of Business
University of Michigan
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Tanya Rosenblat
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