

# Sunny Qingyi Wang

[wqingyi@umich.edu](mailto:wqingyi@umich.edu)

<https://qingyiwang-sunny.github.io/>

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

## EDUCATION

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### University of Michigan

*PhD in Information*

Ann Arbor, MI

*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

*Bachelor in Economics*

Beijing, China

*Aug 2016 – Jun 2020*

### University of Zürich

*Exchange Student in Business Administration*

Zürich, Switzerland

*Fall 2018*

## JOB MARKET PAPER

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

*Abstract:* Generative AI has become increasingly used to write job applications, but it is unclear how recruiters respond. To examine how AI use in application materials affects recruiters' evaluations, we conduct a hiring experiment for a real position and exogenously vary recruiters' perceptions of AI use in cover letters, while controlling for actual AI use. We find that recruiters penalize applicants when they suspect AI use, regardless of whether AI has actually been used. Specifically, profiles perceived as extremely likely to have used AI receive 40.6% lower overall evaluations compared to those perceived as extremely unlikely to have used AI. This penalty is applied almost arbitrarily, as recruiters' detection accuracy is barely better than chance. The effect is driven by negative inferences about an applicant's ability, not their effort. Our findings contribute to the growing literature on AI in hiring and highlight both the risks faced by applicants and efficiency challenges in the evaluation process.

## WORKING PAPERS

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### 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

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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

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### 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 (INFORMS), Atlanta, USA

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

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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

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### 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

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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

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**Tools:** Stata, Qualtrics, oTree, L<sup>A</sup>T<sub>E</sub>X, Heroku, ORSEE  
**Programming:** Python, R, HTML

## REFERENCES

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### Yan Chen (Co-Chair)

Daniel Kahneman Collegiate Professor  
School of Information  
University of Michigan  
[yanchen@umich.edu](mailto:yanchen@umich.edu)

### Alain Cohn (Co-Chair)

Associate Professor  
School of Information  
University of Michigan  
[adcohn@umich.edu](mailto:adcohn@umich.edu)

### Stephen Leider

Dale L. Dykema Professor of Business Administration  
Professor of Technology and Operations  
Ross School of Business  
University of Michigan  
[leider@umich.edu](mailto:leider@umich.edu)

### Tanya Rosenblat

Professor of Information and Economics  
School of Information  
Department of Economics  
University of Michigan  
[trosenbl@umich.edu](mailto:trosenbl@umich.edu)