

# ERICA J. BOOTHBY

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## EDUCATION

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Postdoctoral Fellow, <i>The Wharton School, University of Pennsylvania</i>	2019-present
Postdoctoral Research Associate, <i>Cornell University</i>	2017–2019
Ph.D. in Social Psychology, <i>Yale University</i>	2017
M.S. in Social Psychology, <i>Yale University</i>	2014
B.A. in Philosophy and Italian, <i>Boston University</i>	2007

## ADDITIONAL TRAINING

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Dyadic Data Analysis Summer Workshop, <i>University of Connecticut</i>	2016
Summer Institute for Social and Personality Psychology, <i>Northeastern University</i>	2015
Interdisciplinary Affective Science Laboratory, <i>Northeastern University</i>	2009–2011
Philosophical Psychology Laboratory, <i>Harvard University</i>	2008–2009

## RESEARCH INTERESTS

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Social influence  
Interpersonal interaction and conversation  
Social judgment  
Metaperception  
Shared experience  
Judgment and decision-making

## GRANTS, AWARDS, & HONORS

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Behavioral Economics & Decision Research Fellowship, <i>Cornell University</i>	2017-2019
Travel Award, Society for Personality and Social Psychology	2016
Annie G. K. Garland Memorial Dissertation Fellow, <i>Yale University</i>	2015–2016
Philip G. Zimbardo Prize in Social Psychology, <i>Yale University</i>	2014
Travel Fellowship, Yale Graduate Student Assembly Conference	2014
National Science Foundation Graduate Research Fellowship Honorable Mention	2013
Supplemental Graduate Student Research Funds, <i>Yale University</i>	2012, 2013
National Science Foundation, Affective Vision (PI: Lisa Barrett)	2011
Army Research Institute, Understanding Affective Realism (PI: Lisa Barrett)	2011
Magna cum laude, <i>Boston University</i>	2007
Dean's Scholarship, <i>Boston University</i>	2003–2007
Dean's List, <i>Boston University</i>	2003–2007

## PUBLICATIONS

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### *JOURNAL ARTICLES & CHAPTERS*

- Rossignac-Milon, M, Bolger, N., Zee, K., **Boothby, E. J.**, & Higgins, E.T. Merged minds: generalized shared reality in dyadic relationships. Accepted at *Journal of Personality and Social Psychology*.
- 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. (\*equal author contribution)
- 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.
- 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.
- 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.
- 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., Armentano, L. A., **Boothby, E. J.**, & Hirsch, J. (2017). Communal relational context (or lack thereof) shapes emotion. *Current Opinion in Psychology*, 17, 176-183.
- 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.
- Boothby, E. J.**, Clark, M. S., & Bargh, J. A. (2014). Shared experiences are amplified. *Psychological Science*, 25(12), 2209-2216.
- 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.
- Boothby, E. J.** & Clark, M. S. (2013). Prosocial Behavior. In *McGraw-Hill Yearbook of Science & Technology*. New York: McGraw-Hill, Inc.
- 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.

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.

## INVITED TALKS & PRESENTATIONS

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Annual meeting of the Academy of Management, Boston MA	2019
Harvard Business School, NerdLab, Cambridge, MA	2019
Society for Personality and Social Psychology Annual Conference, Portland, OR	2019
Annual meeting of the Academy of Management, Chicago, IL	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	2018
Stanford University, Graduate School of Business, Organizational Behavior Seminar	2017
Northwestern University, Kellogg School of Management, Human Ecology Lab	2017
Columbia University, Graduate School of Business, Management Division	2017
University of Chicago, Booth School of Business, Center for Decision Research	2017
New York University, West Interpersonal Perception Lab	2016
Society for Personality and Social Psychology Conference, San Diego, CA	2016
TTI/Vanguard Advanced Technology Conference for Senior-Level Executives	2015
Yale University, Yale School of Management, Marketing Department	2015
Aigina Summer School Conference on Shared Experience, Aigina, Greece	2014
Society for Personality and Social Psychology Annual Conference, Austin, TX	2014
Yale University, Psychology Department	2013
Society for Personality and Social Psychology Annual Conference, New Orleans, LA	2013
Society for Personality and Social Psychology Annual Conference, San Antonio, TX	2011
Association for Psychological Science Annual Conference, Boston, MA	2010

## SELECT MEDIA COVERAGE

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*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 Sunday Review* (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”

## TEACHING EXPERIENCE

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Instructor, Negotiations, <i>The Wharton School, University of Pennsylvania</i>	2020
Course Coordinator, Judgment and Decision-making, <i>Cornell University</i>	2018, 2019
Writing Consultant, <i>Yale College Writing Center</i>	2013–2017
Teaching Fellow, Introduction to Psychology (Professor: Yarrow Dunham)	2017
Teaching Fellow, Emotional Intelligence (Professor: Mark Brackett)	2016
Teaching Fellow, Sex, Evolution, & Human Nature (Professor: Laurie Santos)	2015
Teaching Fellow, Introduction to Psychology (Professor: Marvin Chun)	2014
Teaching Fellow, Social Psychology (Professor: John Bargh)	2014
Teaching Fellow, Human Emotion (Professor: June Gruber)	2013
Teaching Fellow, Psychology, Biology, & Politics of Food (Professor: Kelly Brownell)	2013
Teaching Fellow, Introduction to Psychology (Professor: Paul Bloom)	2012
Tutor, Educational Resource Center, <i>Boston University</i>	2005–2007

## SERVICE

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Ad Hoc Reviewer, *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

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

## REFERENCES

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### **John A. Bargh**

Professor of Psychology  
Yale University  
308 Kirtland Hall  
New Haven, CT 06511

### **Margaret S. Clark**

Professor of Psychology  
Yale University  
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### **Lisa Feldman Barrett**

Professor of Psychology  
Northeastern University  
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Boston, MA 02115

### **Tom Gilovich**

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Cornell University  
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Ithaca, NY 14853

### **Vanessa K. Bohns**

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Behavior  
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### **Maurice Schweitzer**

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