

Sophia L. Pink

sopink@wharton.upenn.edu

<https://sophiapink.com>

EDUCATION

The Wharton School, University of Pennsylvania

Ph.D. in Operations, Information, and Decisions. Expected 2027.

Stanford University

M.S. in Management Science and Engineering, Concentration in Computational Social Science. Stanford University School of Engineering. 2020.

B.S. in Engineering, concentration in Product Design, with Distinction. Honors in Democracy, Development, and the Rule of Law. Stanford University. 2019.

RESEARCH INTERESTS

judgement & decision-making; behavior change; identity

PUBLICATIONS

Druckman, James, Suji Kang, James Y. Chu, Michael N. Stagnaro, Jan G. Voelkel, Joseph S. Mernyk, **Sophia L. Pink**, Chrystal Redekopp, David G. Rand, Robb Willer. "[Correcting misperceptions of out-partisans decreases American legislators' support for undemocratic practices.](#)" (2023). *Proceedings of the National Academy of Sciences*.

Pink, Sophia L., Michael N. Stagnaro, James Chu, Joseph Mernyk, Jan Voelkel, Robb Willer. "[Using short messages to encourage COVID-19 prevention behaviors.](#)" (2023) *PLOS ONE*.

Stagnaro, Michael N., **Sophia L. Pink**, David Rand, Robb Willer. "[Increasing accuracy motivations using moral reframing does not reduce Republicans' belief in false news.](#)" (2023) *Harvard Kennedy School Misinformation Review*.

Voelkel, Jan, James Chu, Michael N. Stagnaro, Joseph Mernyk, Chrystal Redekopp, **Sophia L. Pink**, James N. Druckman, David G. Rand, Robb Willer. "[Interventions reducing affective polarization do not improve anti-democratic attitudes.](#)" (2022) *Nature Human Behaviour*.

Mernyk, Joseph*, **Sophia L. Pink***, Robb Willer, James N. Druckman. "[Correcting inaccurate metaperceptions reduces Americans' support for partisan violence.](#)" (2022) *Proceedings of the National Academy of Sciences*.

Pink, Sophia L., James Chu, James N. Druckman, David G. Rand, Robb Willer. "[Elite party cues increase vaccination intentions among Republicans.](#)" (2021) *Proceedings of the National Academy of Sciences*.

Chu, James, **Sophia L. Pink**, Robb Willer “[Religious identity cues increase vaccination intentions and trust in medical experts among American Christians.](#)” (2021) *Proceedings of the National Academy of Sciences.*

WORKING PAPERS

Voelkel, Jan*, Michael N. Stagnaro*, James Chu*, **Sophia L. Pink**, Joseph Mernyk, Chrystal Redekopp, Matthew Cashman, Strengthening Democracy Challenge Finalists, David G. Rand, James N. Druckman, Robb Willer. “[Megastudy identifying successful interventions to strengthen Americans’ democratic attitudes.](#)” *Under review.*

SELECTED RESEARCH IN PROGRESS

Pink, Sophia L., Jose Cervantez, Erika Kirgios, Edward Chang, Katherine Milkman. “Does challenging women to close the gender gap in competitiveness change their behavior?”

Pink, Sophia L., Maurice Schweitzer. “Thinking structurally: How structural attributions impact support for solutions and willingness to take collective action.”

Cervantez, J. A., **Sophia L. Pink**, Linda W. Chang, Aneesh Rai, & Katherine L. Milkman. “Does diversity count? Using feedback to boost gender and racial representation.”

**Authors contributed equally*

CONFERENCES

Chaired Symposia

Academy of Management, 2023

- New Perspectives on Increasing Diversity, Equity, and Inclusion (co-chaired with Linda W. Chang). *Winner of Best Symposium in OB Division. Finalist for Best Symposium in MOC Division.*

Presentations

Does challenging women to close the gender gap in competitiveness change their behavior?

- November 2023. Society for Judgement and Decision-Making conference. San Francisco, CA. (forthcoming)
- September 2023. Diversity in Management virtual conference. Flash talk.
- August 2023. Academy of Management Annual Conference. Symposium talk. Boston, MA.
- July 2023. International Association for Conflict Management Annual Conference. Symposium Talk. Thessaloniki, Greece.

Correcting Inaccurate Metaperceptions Reduces Americans’ Support for Partisan Violence

- November 2022. *Early Career Research Flash Talk*, Penn Center for Social Norms and Behavioral Dynamics, The University of Pennsylvania.
- February 2022. *Novel Psychological Tools for Reducing Political Animosity and Building Consensus Symposium*, Society for Personality and Social Psychology Annual Convention. San Francisco, CA.

HONORS AND AWARDS

2023. Analytics at Wharton Grant
 2023. Academy of Management OB Division Best Symposium
 2023. ESG Initiative’s Zicklin Center for Governance & Business Ethics Grant
 2023. Mack Institute Research Fellowship
 2022. The George James Doctoral Fellowship, The Wharton School
 2019. Phi Beta Kappa
 2019. Tau Beta Pi Engineering Honors Society
 2019. Center on Democracy, Development and the Rule of Law Outstanding Thesis Award, Stanford University
 2015. United States Presidential Scholar

PROFESSIONAL ACTIVITIES

Ad hoc reviewer: Proceedings of the National Academy of Sciences, Nature Human Behaviour, Science Advances, JAMA Network Open, Work and Occupations, Population Research and Policy Review, Politics Groups, and Identities, Journal of Experimental Political Science, Journal of Politics, PLOS ONE, Public Opinion Quarterly.

Professional affiliations: Society for Judgment and Decision Making (SJDM), Academy of Management (AOM), International Association for Conflict Management (IACM).

GENERAL AUDIENCE WRITING

Joseph Mernyk, Sophia Pink, Robb Willer, “[How can the U.S. help prevent more political violence?](#)” *The Washington Post*. November 1, 2022.