

ROD DUCLOS

Hong Kong University of Science & Technology
School of Business & Management
Marketing Department
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Education

- 2008 PhD (Marketing). Kenan-Flagler Business School, University of North Carolina at Chapel Hill.
Advisors: Jim Bettman (Duke) & Gal Zauberman (Wharton)
- 2001 MBA. Rubel School of Business, Bellarmine University, Louisville, Ky.
- 1999 MSc & BSBA (International Affairs). Institut Supérieur du Commerce, Paris, France.

Academic Positions

- 2015-present Associate Professor of Marketing, Ivey Business School, Western University.
- 2015-present Visiting Professor, Hong Kong University of Science & Technology.
- 2008-2015 Assistant Professor of Marketing, Hong Kong University of Science & Technology.
- 2006 Lecturer, Kenan-Flagler Business School, University of North Carolina at Chapel Hill.

Honors & Awards

- 2015 Nominated to the Editorial Review Board (ERB) of the Journal of Consumer Research (JCR; Selectivity: 8%).
- 2015 Nominated to the Editorial Review Board (ERB) of Recherche et Applications en Marketing (RAM).
- 2015 Hong Kong University of Science & Technology Research Grant (SBI15BM09).
Amount: \$36,000.
- 2015 Dean's list for Teaching Excellence (HKUST).
- 2014 Dean's list for Teaching Excellence (HKUST).
- 2013 Runner-up for the Franklin Prize for Teaching Excellence (HKUST).
- 2013 Competitive research grant from the HK Research Grants Council. GRF project 690713.
Amount: \$526,500.

- 2012 Dean's list for Teaching Excellence (HKUST).
- 2011 Dean's list for Teaching Excellence (HKUST).
- 2010 Hong Kong University of Science & Technology Special Research Grant.
Amount: \$10,000.
- 2010 Dean's list for Teaching Excellence (HKUST).
- 2009 Winner of the Franklin Prize for Teaching Excellence (HKUST).
- 2009 Competitive research grant from the HK Research Grants Council. GRF project 640509.
Amount: \$521,640.
- 2008 HK Research Grants Council - Direct Allocation Grant (DAG08/09.BM09).
Amount: \$100,000.
- 2007-2008 Bibb Latane's Center for Human Science fellow.
- 2006 AMA Sheth Foundation Doctoral Consortium fellow.
- 2006 Internationalization Doctoral Consortium, CIBER fellow.
- 2003-2007 University of North Carolina at Chapel Hill Graduate fellowship.
- 1999-2001 Scholarship for Excellence, W. F. Rubel School of Business, Bellarmine University,
Louisville, KY.
- 1996-1998 Scholarship for Excellence, Institut Supérieur du Commerce, Paris, France.

Research

Interests

Behavioral psychology as it relates to *consumer welfare* (e.g., financial decision-making; brand preferences and product choice; minorities and advertising; hormones, self-esteem, and willingness to pay) and *societal welfare* (e.g., prosocial behavior; judicial decision-making).

Published or Conditionally Accepted

* *denotes PhD student*

“The Psychology of Financial Decision-Making: (De)Biasing Financial Decision-Making One Graph at a Time” by Rod Duclos. Forthcoming at the Journal of Consumer Psychology. [acceptance rate: **10%**]

“Prosocial Behavior in Intergroup Relations: How Donor Self-Construal and Recipient Group-Membership Shape Generosity”, by Rod Duclos and Alixandra Barasch*. Journal of Consumer Research (Vol. 41, June 2014). [acceptance rate: **8%**]

→ Media coverage (non-exhaustive): Science Daily, Science Codex, Phys.Org, UK Fundraising, EconBiz, Explore with Plymouth, HighBeam Research, EurekAlert!, Press-News.org.

“Show Me the Honey! Effects of Social Exclusion on Financial Risk-Taking”, by Rod Duclos, Echo Wen Wan, and Yuwei Jiang. Journal of Consumer Research (Vol. 40, No. 1; June 2013). [acceptance rate: **8%**]

→ Media coverage (non-exhaustive): CBS, NBC News (the TODAY show), TIME Magazine (x2), US News and World Report, The Atlantic, MSN, Harvard Business Review, Men's Health, Women's Health Magazine, Health Magazine, JeanChatzky.com, Inc., Daily Mail, The Telegraph, The Times of India (x2), 8pak.com, Asian Echo, Bankers Column, Business Standard (x2), City OnTopic, Complete Wellbeing, Counsel&Heal, Cowboy Economics (x2), El Dario Del Juego, English Club TV, EurekAlert! (x2), FemaleNetwork.com, Forex Market Today, Galactic Informer, Haryana Ab-Tak, Headlines & Global News, Health Fitness 4 Men, Health24.com, HealthDay.com, HealthNewsDigest.com, Imperial Valley News, InAGist.com, Koç Akademi (in Turkish), Medical Daily, MedicalXpress.com, MentalHelp.net, MoneyControl.com, National Affairs, National Post, News Track India, Newswise, Olegun.com, Pacific Standard Magazine, Phys.Org, Press-news.org (x2), PsychCentral.com, RBC Daily (in Russian), RedOrbit, Retailomania, Science Codex (x2), Science Daily (x2), Science NewsLine, Socially Savvy!, Talent Refresh, The Deccan Chronicle, The Economic Times, The Financial Express (x2), The Hindu (Business Line), The Indian Express (x2), The News Machine, The Responsibility Project by Liberty Mutual, The Stock Market Watch, Therapy Toronto News (x2), Zee News India, NewsUK24, Success, South China Morning Post.

→ Selected for JCR's Research Curations (Spring, 2013); reprinted in the Journal of Consumer Research (Vol. 41; June 2014, 17-30).

“Preference Exploration and Learning: The Role of Intensiveness and Extensiveness of Experience”, by Steve Hoeffler, Dan Ariely, Pat West, and Rod Duclos. Journal of Consumer Psychology (23, 3 (2013) 330–340). [acceptance rate: **10%**]

“Making Sense of Numbers: Effects of Alphanumeric Brands on Consumer Inference”, by Dengfeng Yan* and Rod Duclos (equal authorship). International Journal of Research in Marketing (30 (2013) 179–184). [acceptance rate: **6%**]

For reference, below are the acceptance rates of major psych, marketing, and mgmt journals: (ranked by selectivity)

- **IJRM: 6%**
 - **JCR: 8%**
 - **JCP: 10%**
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- Psychological Science: 11%
 - JM: 11%
 - JMR: 12%
 - JPSP: 12%
 - Journal of Retailing: 12%
 - OBHDP: 12.5%
 - Marketing Science: 14%
 - Psychological Review: 15%
 - Emotion: 16%
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- Health Psychology: 23%
 - Psychological Bulletin: 23%
 - Marketing letters: 30%

(Source: American Psychologist 2013; UAFS 2012)

Under review

** denotes PhD student*

“Charitable Giving: How Ego-Threats Impact Donations of Time and Money”, by Rod Duclos, Jim Bettman, Paul Bloom, and Gal Zauberan. 2nd round at the Journal of Consumer Research.

“Minority Status in Advertising” by Amy Dalton, Rod Duclos, and Li Huang*. 2nd round at the Journal of Consumer Research.

“The Psychology of Judicial Decision-Making: Ingroup/Outgroup Biases in Jurors’ Verdicts and Sentences” by Rod Duclos and Geetanjali Saluja*. 1st round at Organizational Behavior and Human Decision Processes (OBHDP).

“What Does your Brand “State” About You? An Exploratory Examination of Language Effects on Comparison of Alphanumeric Brand Names”, by Kunter Gunasti, Selcan Kara*, Bill Ross, and Rod Duclos. 1st round at the Journal of Marketing Research.

In progress

** denotes PhD student*

“Social Exclusion, Construal Level Theory, and Financial Risk-Taking”, by Rod Duclos, Echo Wen Wan, and Yuwei Jiang. (in prep)

“Hormones and Consumer Behavior: Women’s Attitudes & Willingness To Pay as a Function of Ovulatory Cycle” by Rod Duclos. (in prep)

“The Psychology of Judicial Decision-Making: The Good, the Bad, and the Ugly: Victim Attractiveness Biases Jurors’ Verdicts and Sentences” by Rod Duclos and Geetanjali Saluja*. (in prep)

“Prosocial Behavior” by Rashmi Adaval and Rod Duclos. (in prep)

“Effects of Self-Esteem on Price Perceptions and Price Estimates”, by Rod Duclos and Yuwei Jiang. (in prep)

“When Is Income Tax Perceived (Un)Fair?” by Rod Duclos. (data collection in progress)

“Being Dumped For Someone More or Less Attractive Than Yourself: What Hurts More and Why?” by Rod Duclos. (data collection in progress)

“Seeking Congruity Between Goals and Roles: A New Look at Why Women Opt Out of Science, Technology, Engineering, and Mathematics Careers – A commentary on Diekmann et al.” by Rod Duclos. (data collection in progress)

“Nonconscious Influence of Colour on Brand Choice in the Asian Context”, by Svetlana Bogomolova, Steven Dunn*, and Rod Duclos. (data collection in progress)

“Who’s hot, who’s not? The Impact of Peer Reviews on Aesthetic Preferences,” by Rod Duclos, Dan Ariely, Steve Hoeffler, and Pat West. (data collection in progress)

“The Impact of Self-Regulation on Brand Preferences” by Rod Duclos. (data collection in progress)

“Self-Control at the Point of Purchase: Strategic Use of Coupons in Retail Environments” by Rod Duclos. (data collection in progress)

Work selected for conference presentations

Association for Consumer Research (Hong Kong, 2015): “The Psychology of Judicial Decision-Making: Ingroup/Outgroup Biases in Juror Verdicts and Sentences”, by Rod Duclos and Geentajali Saluja.

Association for Consumer Research (Chicago, 2013): “Memory for Advertising: When do Consumers Remember and When do They Forget Social-Identity-Linked Ads?”, by Amy Dalton, Rod Duclos and Li Huang.

Society for Consumer Psychology (Singapore, 2012): “In the Aftermath of an Earthquake: The Interactive Role of Self-Construal and Victim Group-Status in Charitable Behavior”, by Rod Duclos and Alixandra Barasch.

Association for Consumer Research (Vancouver, 2012): “In the Aftermath of an Earthquake: The Interactive Role of Self-construal and Victim Group-Status in Charitable Behavior”, by Rod Duclos and Alixandra Barasch

Association for Consumer Research (Vancouver, 2012): “The Identifiable In-Group: Group Status Moderates the Identifiable-Victim Effect”, by Emma Edelman, Alixandra Barasch, and Rod Duclos.

Society for Consumer Psychology (Las Vegas, 2012): “In the Aftermath of an Earthquake: The Interactive Role of Self-Construal and Victim Group-Status in Charitable Behavior”, by Rod Duclos and Alixandra Barasch.

Association for Consumer Research (St Louis, 2011): “When Consumers and Companies Do Good: Causes and Consequences”, Roundtable session organized by Andrew Kaikati and Michal Strahilevitz. Panel members: Sergio Carvalho, Zoe Chance, Paul Connell, Rod Duclos, Mai Mai Lin, Peter McGraw, Rebecca Naylor, Christopher Olivola, Carlos Torelli, and Jing Wang.

Association for Consumer Research (St Louis, 2011): “In the Aftermath of an Earthquake: The Interactive Role of Self-construal and Victim Group-Status in Charitable Behavior”, by Rod Duclos and Alixandra Barasch.

Association for Consumer Research (St Louis, 2011): “Great Expectations and Charity: Studying the Effect of Unexpected Schemas on Charitable Behavior”, by Geetanjali Saluja and Rod Duclos.

Association for Consumer Research (Beijing, 2011): “Making Sense of Numbers: Effects of Alphanumeric Brands on Consumer Inference”, by Dengfeng Yan and Rod Duclos.

Association for Consumer Research (Jacksonville, 2010): “Lonely Are The Brave: Effects of Social Exclusion on Financial Risk-Taking”, by Rod Duclos, Echo Wen Wan, and Yuwei Jiang.

Journées de Recherche en Marketing de Bourgogne (Dijon, 2010): “Making Sense of Numbers: Effects of Alphanumeric Brands on Consumer Inference”, by Dengfeng Yan and Rod Duclos.

Global Marketing Conference (Tokyo, 2010): “Lonely Are The Brave: Effects of Social Exclusion on Financial Risk-Taking”, by Rod Duclos, Echo Wen Wan, and Yuwei Jiang.

Journées de Recherche en Marketing de Bourgogne (Dijon, 2008): “Charitable Giving: How Ego-Threats Impact Donations of Time and Money”, by Rod Duclos, Jim Bettman, Paul Bloom, and Gal Zauberman.

Society for Judgment and Decision-Making (San Diego, 2007): “Charitable Giving: How Ego-Threats Impact Donations of Time and Money”, by Rod Duclos, Jim Bettman, Paul Bloom, and Gal Zauberman.

Society for Personality and Social Psychology (Memphis, 2007): “The Impact of Self-Regulation on Brand Preferences” by Rod Duclos.

Association for Consumer Research (Orlando, 2006): “Preference Learning: The Role of Intensiveness and Extensiveness of Experience”, by Steve Hoeffler, Dan Ariely, Pat West, and Rod Duclos.

Journées de Recherche en Marketing de Bourgogne (Dijon, 2006): “The Impact of Self-Regulation on Brand Preferences” by Rod Duclos.

Association for Consumer Research (San Antonio, 2005): “Developing Preferences and Expertise”, by Steve Hoeffler, Dan Ariely, Pat West, and Rod Duclos.

Invited talks

Credit Suisse (2015): “The Psychology of Investment Behavior”, by Rod Duclos.

Credit Suisse (2014): “(Financial) Decision-Making and Risk-Taking”, by Rod Duclos.

University of Western Ontario (Ivey Business School, 2014): “From financial risk-taking to judicial decision-making: Using marketing research to promote consumer & societal welfare”, by Rod Duclos.

Zhejiang University (Hangzhou, 2014): “The Psychology of Financial Decision-Making”, by Rod Duclos.

HKUST Business Insights Series (2014): “The Psychology of Financial Decision-Making”, by Rod Duclos.

NYU (Steinhardt School, 2010): “Lonely Are The Brave: Effects of Social Exclusion on Financial Risk-Taking”, by Rod Duclos, Echo Wen Wan, and Yuwei Jiang.

Center for Human Science (Chapel Hill, 2009): “Give It To Me! Exploring the Social & Cognitive Processes Underlying Donation Behavior”, by Rod Duclos.

Chulalongkorn University, Sasin School of Business (Bangkok, 2009): “Give It To Me! Exploring the Social & Cognitive Processes Underlying Donation Behavior”, by Rod Duclos.

Fordham University (New York, 2007): “Charitable Giving: How Ego-Threats Impact Donations of Time and Money”, by Rod Duclos, Jim Bettman, Paul Bloom, and Gal Zauberman.

INSEAD (Fontainebleau, 2007): “Charitable Giving: How Ego-Threats Impact Donations of Time and Money”, by Rod Duclos, Jim Bettman, Paul Bloom, and Gal Zauberman.

HEC (Paris, 2007): “Charitable Giving: How Ego-Threats Impact Donations of Time and Money”, by Rod Duclos, Jim Bettman, Paul Bloom, and Gal Zauberman.

City University of New York, Baruch College (New York, 2007): “Charitable Giving: How Ego-Threats Impact Donations of Time and Money”, by Rod Duclos, Jim Bettman, Paul Bloom, and Gal Zauberman.

American University (Washington, 2007): “Charitable Giving: How Ego-Threats Impact Donations of Time and Money”, by Rod Duclos, Jim Bettman, Paul Bloom, and Gal Zauberman.

Sungkyunkwan University (Seoul, 2007): “Charitable Giving: How Ego-Threats Impact Donations of Time and Money”, by Rod Duclos, Jim Bettman, Paul Bloom, and Gal Zauberman.

Singapore Management University (Singapore, 2007): “Charitable Giving: How Ego-Threats Impact Donations of Time and Money”, by Rod Duclos, Jim Bettman, Paul Bloom, and Gal Zauberman.

Hong Kong University of Science & Technology (Hong Kong, 2007): “Charitable Giving: How Ego-Threats Impact Donations of Time and Money”, by Rod Duclos, Jim Bettman, Paul Bloom, and Gal Zauberman.

HEC (Montreal, 2007): “Charitable Giving: How Ego-Threats Impact Donations of Time and Money”, by Rod Duclos, Jim Bettman, Paul Bloom, and Gal Zauberman.

Grants

Hong Kong University of Science & Technology SBI Grant (principal investigator: Rod Duclos).
Period: 2015. Amount: \$36,000.

HK Research Grants Council - General Research Fund (GRF) 690713 (principal investigator: Rod Duclos): The Psychology of Investment Behavior and Financial Risk-Taking. Period: 2013-2015.
Amount: \$526,500.

Hong Kong University of Science & Technology Special Research Grant (principal investigator: Rod Duclos). Period: 2011. Amount: \$10,000.

HK Research Grants Council - General Research Fund (GRF) 640509 (principal investigator: Rod Duclos): The Psychology of Donation Behavior: Why Consumers Engage in Prosocial Behavior? Period: 2009-2013. Amount: \$521,640.

HK Research Grants Council - Direct Allocation Grant, DAG08/09.BM09 (principal investigator: Rod Duclos): When Is Income Tax Perceived (Un)Fair? Period: 2008-2012. Amount: \$100,000.

Media interviews

Money Magazine,
TVB Pearl, Hong Kong (August 2012)

Teaching Evaluations (out of 100) _____

Principles of Marketing (Mark 112): Taught @ the Kenan-Flagler Business School, UNC.

2006: Median: **100** Mean: **96/100** → **2nd highest avg in the last 10 years of any marketing course**

Strategic Brand Management (Mark 4450): Taught @ HKUST

2009: Median: **100** Mean: **90** (vs. Dept: 71) → Winner of the **Franklin Prize for Teaching Excellence**

2010: Median: **100** Mean: **83** (vs. Dept: 76) → **Dean's list** for Excellence in Teaching

2011: Median: **100** Mean: **90** (vs. Dept: 70) → **Dean's list** for Excellence in Teaching

2012: Median: **100** Mean: **87** (vs. Dept: 73) → **Dean's list** for Excellence in Teaching

2013: Median: **100** Mean: **90** (vs. Dept: 78) → Runner-up **Franklin Prize for Teaching Excellence**

2014: Median: **100** Mean: **92** (vs. Dept: 79) → **Dean's list** for Excellence in Teaching

2015: Median: **100** Mean: **98** (vs. Dept: TBA) → **Dean's list** for Excellence in Teaching (eligible for the **Franklin Prize for Teaching Excellence**)

Independent Study (Mark 398): Taught @ HKUST

2011: Median: **100** Mean: **100/100** → Not eligible for the **Franklin Prize for Teaching Excellence**

2013: Median: **100** Mean: **100/100** → Not eligible for the **Franklin Prize for Teaching Excellence**

2014: Median: **100** Mean: **100/100** → Not eligible for the **Franklin Prize for Teaching Excellence**

Faculty Development Initiatives _____

New Faculty Induction (Fall 2008)

Teaching Workshop with Prof Harvey Brightman (Fall 2008)

New Faculty Induction (Fall 2009)

Encouraging Students To Do Lots of High-Quality Work Without Overstressing Them: Findings From a Research Project About Student Workload in Hong Kong (spring 2009)

Outcome-Based Approaches in Teaching: Sharing of Implementation Experience at Course Level (Spring 2009)

Assessing Students' Generic Skills: Can We Do More Than Just Using Course Grades? (Fall 2010)

Engaging Students With Learning Diversity (Spring 2011)

Practical Approaches to Outcome-Based Education and Evaluation (Fall 2011)

Characteristics of UG Intake and their Adaption to University Life (Spring 2012)

Case Teaching Workshop (Spring 2012)

Media Training Workshop by Fleishman-Hillard, Hong Kong (Fall 2012)

Task Design: The Crux of Assessment, Learning and Feedback (Spring 2013)

Best Practices and Approaches of Student Advising (Spring 2013)

Service _____

At the department level:

- 2008-2009: Hosting of job candidates and visiting speakers
Subject pool coordinator
- 2009-2010: Hosting of job candidates and visiting speakers
Marketing department representative during Congregation
- 2010-2011: Hosting of job candidates and visiting speakers
2010 AMA recruiting conference
Search Committee for Recruitment of Faculty Members
User-group panel for the layout and design of the New Academic Building (NAB)
Departmental liaison officer
Chair of the Undergraduate Outreach Committee
- 2011-2012: Hosting of job candidates and visiting speakers
2011 AMA recruiting conference
Search Committee for Recruitment of Faculty Members
User-group panel for the layout and design of the New Academic Building (NAB)
Departmental liaison officer
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Chair of the Undergraduate Outreach Committee
- 2012-2013: Hosting of job candidates and visiting speakers
User-group panel for the layout and design of the New Academic Building (NAB)
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- 2013-2014: Hosting of job candidates and visiting speakers
Marketing department representative during Congregation
Member of the UG committee (incl. OBE matters and UG advising)
→ Advisor to 120+ UG marketing majors
Chair of the Undergraduate Outreach Committee
HKUST Marketing Research Camp co-organizer
- 2014-2015: Hosting of job candidates and visiting speakers
Member of the UG committee (incl. OBE matters and UG advising)
→ Advisor to 120+ UG marketing majors
Chair of the Undergraduate Outreach Committee

At the school (SBM) level:

- 2008-2009: Member of the AACSB re-accreditation panel
- 2009-2010: Mainland students selection (interviewed 60+ candidates in Beijing and Guangzhou)
- 2010-2011: Independent Study Advisor
Speaker for faculty development (CELT). Topic: Discipline in the classroom
- 2011-2012: Faculty advisor for the 2012 L'Oreal Brandstorm (winning team)
- 2012-2013: Member of the Center for Marketing & Supply Chain Mgmt
Independent Study Advisor
Faculty advisor for the GBUS capstone project
- 2013-2014: Member of the Center for Marketing & Supply Chain Mgmt
Independent Study Advisor
Advisor to 12 pre-major students

Speaker for HKUST Business Insights Series
→ Attendance: ~100 business execs. Topic: The Psychology of Financial Decision-Making
2014-2015: Member of the Center for Marketing & Supply Chain Mgmt
Advisor to 12 pre-major students
Independent Study Advisor
Interviewer for UG Admission Engagement Scheme (in both HK and KL, Malaysia)
Guest Judge for the 2015 L’Oreal Brandstorm’s Campus finals in HK
HKUST Business Preview (x2): Speaker for a panel of ~200 prospective students & parents

At the university level:

2008-2009: HKUST “host family” volunteer (2 mentees)
2009-2010: Served as panel member on the Ethics Committee for Research Practices (a.k.a. IRB).
→ Reviewed about 100 proposals from HKUST and other RGC-affiliated universities in HK
Speaker for the promotion of HK’s PhD fellowship scheme
→ Event organized in Thailand by RGC and HKUST’s VPAAO
Speaker for the promotion of HKUST
→ Audience: 300+ students from The Creative Secondary School (CSS)
2010-2011: Speaker during the New Faculty Induction (NFI)
→ Event organized by the Center for Enhanced Learning & Teaching
2012-2013: Speaker during the New Faculty Induction (NFI)
→ Event organized by the Center for Enhanced Learning & Teaching

Student advising: Undergraduate Research Outreach Program (UROP). Cumulative advising: **30+ semesters.**

1. Michael NG (3 semesters; summer 2010 – spring 2011)
2. Queenie WU (3 semesters; summer 2010 – spring 2011)
3. Zoe CHUA (3 semesters; summer 2010 – spring 2011)
4. Johnny LAU (8 semesters; summer 2010 – Fall 2012)
5. Nancy ZHANG (4 semesters; fall 2010 - spring 2012; recruited by **Stanford** for an **MSc in Statistics**)
6. Cheuk Shing LEUNG (Fall 2011)
7. Ka Ho YU (Fall 2011)
8. Carol CHOI (Fall 2012)
9. Ben Sheung Man AU (3 semesters; fall 2012 - summer 2013)
10. Kelsey Wenting ZHU (2 semesters; spring 2013 - summer 2013)
11. Daisy Yiqi DENG (2 semesters; spring 2014 - summer 2014)

Service to the profession: Reviewer for the following journals and grant agencies.

- Journal of Consumer Research [acceptance rate: 8%]
 - Editorial Review Board (2015 – present)
- Journal of Consumer Psychology [acceptance rate: 10%]
- Journal of Marketing Research [acceptance rate: 12%]
- Recherche et Applications en Marketing (RAM)
 - Editorial Review Board (2015 – present)

Association for Consumer Research (ACR)
Society for Consumer Psychology (SCP)
Hong Kong Research Grant Council (NSF equivalent)
Social Sciences and Humanities Research Council of Canada (SSHRC)

Professional Affiliations

American Marketing Association
Association for Consumer Research
Association Française du Marketing
Society for Consumer Psychology
Society of Judgment and Decision Making
Society for Personality and Social Psychology

Professional Activities

Strategic Marketing Consulting, 1999-present.
Market Research Consulting, Kane Realty Corp., Raleigh, NC, 2004-2005.
Co-Director International Development, ISC, Paris, France, 2002-2003.
Strategic Marketing Consulting, Ecco, Managua, Nicaragua, 2001.
Project Manager, Tricon Global (YUM), Louisville, KY, 1999-2001.
Door to Door Salesman, The Southwestern Company, Dana Point, CA, 1998.
Store Manager, Nicolas Liquor, Wine, & Spirits, Montmorency, France, 1997.

Community Service

Volunteer, Sai Kung Stray Friends, 2014-2015.
Volunteer, The Orange County Animal Shelter, Chapel Hill, NC, 2007-2008.
Volunteer, Habitat For Humanity, Chapel Hill, NC, 2005-2008.
Mentor and tutor for at-risk teens, HumanISC, Paris, France, 1996-1998.