

ERICA J. BOOTHBY

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ACADEMIC POSITIONS

Dartmouth College, Tuck School of Business

Clinical Professor in Organizational Behavior

The Wharton School at the University of Pennsylvania

Senior Lecturer in Operations, Information and Decisions

Cornell University

Postdoctoral Fellow at Behavioral Economics and Decision Research Center

EDUCATION

Yale University

Ph.D. — Social Psychology

Boston University

B.A. — Philosophy, Italian

PUBLICATIONS

Rossignac-Milon, M., **Boothby, E. J.**, Clark, M.S., Pinelli, F., & Higgins, E.T. (2025). More Real Together: Conversation Predicts Realness Through Shared Reality. *Self & Identity*.

Schweitzer, M., Krueger, K., **Boothby, E. J.**, & Cooney, G. (2025). Negotiation. In D. T. Gilbert, S. T. Fiske, E. J. Finkel, & W. B. Mendes (Eds.), *The Handbook of Social Psychology* (6th ed). Situational Press.

Boothby, E. J.*, Cooney, G.*, & Schweitzer, M. (2023). Embracing complexity: A review of negotiation research. *Annual Review of Psychology*, 74(1), 299-332.

Welker, C., Walker, J., **Boothby, E. J.**, & Gilovich, T. (2023). Pessimistic assessments of ability in informal conversation. *Journal of Applied Social Psychology*.

Shteynberg, G., Hirsh, J.B., Wolf, W., Bargh, J.A., **Boothby, E. J.**, Colman, A. M., Echterhoff, G., Rossignac-Milon, M. &. (2023). Theory of Collective Mind. *Trends in Cognitive Science*, 27(11), 1019-1031.

Sandstrom, G.*, **Boothby, E. J.***, & Cooney, G.* (2022). Talking to strangers: A week-long intervention reduces barriers to social connection. *Journal of Experimental Social Psychology*.

Boothby, E. J. & Bohns, V. K. (2021). Why a simple act of kindness is not as simple as it seems: Underestimating the positive impact our compliments have on others. *Personality and Social Psychology Bulletin*, 47(5), 826-840.

- Rossignac-Milon, M., Bolger, N., Zee, K., **Boothby, E. J.**, & Higgins, E. T. (2021). Merged minds: generalized shared reality in dyadic relationships. *Journal of Personality and Social Psychology*, 120(4), 882-911.
- Mastroianni, A.*, Cooney, G.*, **Boothby, E. J.**, & Reece, A. G. (2021). The liking gap in groups and teams. *Organizational Behavior and Human Decision Processes*, 162, 109-122.
- Sandstrom, G. & **Boothby, E. J.** (2021). Why do people avoid talking to strangers? A mini meta-analysis of predictions and experiences. *Self & Identity*, 20(1), 47-71.
- 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.***, 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.
- 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.
- 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.
- 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.

[*Equal author contribution]

SELECT WORK IN PROGRESS

Cooney, G.*, **Boothby, E. J.***, Vorauer, J., & Schweitzer, M. Dissimilarity Pessimism: People Underestimate the Extent to Which Dissimilar Others Are Interested in Talking to Them.

Cooney, G., Melnikoff, D., **Boothby, E. J.**, & Carlson, E. The Computational Basis of Metaperception.

Vorauer, J. & **Boothby, E. J.** Metaperception in Negotiation.

[*Equal author contribution]

SELECT INVITED TALKS & PRESENTATIONS

2025 Society for Judgment and Decision Making, Denver, Colorado
2025 Society of Experimental Social Psychology, Lisbon, Portugal
2024 Society for Personality and Social Psychology Annual Conference, San Diego, CA
2023 Yale University, School of Management
2022 UC Berkeley, Haas School of Business
2020 Annual meeting of the Academy of Management, Vancouver
2019 Annual meeting of the Academy of Management, Boston MA
2019 Society for Personality and Social Psychology Annual Conference, Portland, OR
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
2017 Stanford University, Graduate School of Business
2017 Northwestern University, Kellogg School of Management, Human Ecology Lab
2017 Columbia University, Graduate School of Business
2017 University of Chicago, Booth School of Business, Center for Decision Research
2016 Society for Personality and Social Psychology Conference, San Diego, CA
2015 TTI/Vanguard Advanced Technology Conference for Senior-Level Executives
2015 Yale University, School of Management
2014 Conference on Shared Experience, Aigina, Greece
2014 Society for Personality and Social Psychology Conference, Austin, TX
2013 Yale University, Psychology Department
2013 Society for Personality and Social Psychology Conference, New Orleans, LA
2011 Society for Personality and Social Psychology Conference, San Antonio, TX
2010 Association for Psychological Science Conference, Boston, MA

SELECT MEDIA COVERAGE & POPULAR WRITING

National Public Radio: The Connection (April 10, 2026) “*The Benefits of Talking to Strangers*”

New York Times (September 4, 2025) “You’re Probably Doing Small Talk Wrong”

National Public Radio Hidden Brain (February 8, 2022) “Mindreading 2.0: How Others See You”

Harvard Business Review (February 24, 2021) “A Simple Compliment Can Make a Big Difference”
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 (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”

GRANTS, AWARDS, & HONORS

2023	“50 Best Undergraduate Professors,” <i>Poets&Quants</i>
2022	Rising Star Award, <i>Association for Psychological Science</i>
2022	Fellow, <i>Society of Experimental Social Psychology</i>
2020 – 2025	Wharton Teaching Excellence Award, <i>The Wharton School, University of Pennsylvania</i>
2017 – 2019	Behavioral Economics & Decision Research Fellowship, <i>Cornell University</i>
2016	Travel Award, <i>Society for Personality and Social Psychology</i>
2015 – 2016	Annie G. K. Garland Memorial Dissertation Fellow, <i>Yale University</i>
2014	Philip G. Zimbardo Prize in Social Psychology, <i>Yale University</i>
2014	Travel Fellowship, Yale Graduate Student Assembly Conference, <i>Yale University</i>
2013	National Science Foundation Graduate Research Fellowship Honorable Mention
2012, 2013	Supplemental Graduate Student Research Funds, <i>Yale University</i>
2011	National Science Foundation grant “Affective Vision,” <i>Northeastern University</i>
2011	Army Research Institute grant “Understanding Affective Realism,” <i>Northeastern University</i>
2007	Magna cum laude, <i>Boston University</i>
2003 – 2007	Dean’s Scholarship, <i>Boston University</i>
2003 – 2007	Dean’s List, <i>Boston University</i>

TEACHING EXPERIENCE

2025 –	Instructor, <i>Negotiations</i> Tuck School of Business at Dartmouth
2020 – 2025	Instructor, <i>Negotiations</i> The Wharton School, University of Pennsylvania
2018 – 2019	Course Coordinator, <i>Judgment and Decision-making</i> Cornell University
2013 – 2017	Teaching Fellow Yale University

PROFESSIONAL EXPERIENCE

2025 – Leader, Negotiation Workshop, *MHA, Thomas Jefferson University*
2025 – Leader, Negotiation Workshop, *QIPS, Thomas Jefferson University*
2024 – Leader, Negotiation Workshop for Women in Healthcare, *Washington Hospital Services*
2024 – Leader, Negotiation Workshop for Physicians, *Penn Medicine*
2020 – Negotiation Workshop Leader and Consultant, *Wet Cement*
2019 – 2021 Behavioral Science Consultant, *Behavioralize*
2013 – 2017 Writing Consultant, *Yale College Writing Center, Yale University*
2009 – 2011 Research Associate, Interdisciplinary Affective Science Laboratory, *Northeastern University*
2008 – 2009 Research Assistant, Philosophical Psychology Laboratory, *Harvard University*
2005 – 2007 Tutor, Educational Resource Center, *Boston University*

SERVICE

Faculty board member, Wharton Equity, Diversity, and Inclusion Group (WEDIG)
Ad Hoc Reviewer, *Psychological Science; 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
Graduate 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

SOCIETY MEMBERSHIP

Academy of Management
Society of Experimental Social Psychology
Society for Personality and Social Psychology