

# XUAN ZHAO

The University of Chicago, Booth School of Business  
5807 S Woodlawn Ave, Chicago, IL 60637  
xuan.zhao@chicagobooth.edu | <http://www.xuan-zhao.com/>

## ACADEMIC POSITIONS

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**The University of Chicago, Booth School of Business** (Chicago, IL) 2017–Present  
Postdoctoral Researcher, Center for Decision Research

## EDUCATION

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**Brown University** (Providence, RI) 2011–2017  
Ph.D. in Social Psychology  
Dissertation: *When Do We Take Other People's Perspectives? An Investigation into the Contextual Triggers of Visual Perspective Taking*  
Committee: Bertram Malle (Chair), Hyowon Gweon, Joachim Krueger, Oriel FeldmanHall

**Stanford University** (Stanford, CA) 2015  
Exchange Scholar, Department of Psychology  
Advisor: Hyowon Gweon (Collaborators: Nir Halevy; Wendy Ju)

**Zhejiang University** (Hangzhou, China) 2007–2011  
B.Sc. in Psychology, first-class honors at Chu Kochen College  
Thesis: *Visual working memory in multiple object tracking through occlusion*  
Advisor: Mowei Shen

## RESEARCH INTERESTS

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I am broadly interested in how people perceive and interact with other human and non-human minds. My research examines fundamental social cognitive processes such as perspective taking, empathy, moral reasoning, their behavioral outcomes such as prosocial behaviors and cooperation, and their applications in human-robot interaction. By employing various methodologies from social, developmental, and cognitive psychology, I hope to reveal the fundamental social cognitive mechanisms that make us uniquely human.

## HONORS AND AWARDS

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Society of Personality and Social Psychology, Q&P Grant Competition, winner	2017
Psychology of Technology Preconference, SPSP, Graduate Student Travel Award (1 <sup>st</sup> prize)	2017
Society of Philosophy and Psychology, Graduate Student Travel Award	2016
Morality and Unethical Behavior Summer School Fellowship, IDC Herzliya School of Business	2016
The Reginald D. Archambault Teaching Award, Honorable Mention, Brown University	2015
Dissertation Fellowship, Brown University	2015
Society of Personality and Social Psychology, Graduate Student Travel Award	2014
Tübingen International Summer School Fellowship, 2014, Tübingen University	2014
First-Year Fellowship, Brown University	2011
First-Class Scholarship for Outstanding Student, Zhejiang University	2009, 2010
Honor of Excellent Student Leader, Zhejiang University	2008-2010
Kwang-Hua Scholarship for Academic Excellence, Kwang-Hua Foundation	2011
First-Class Award for Student Research, Zhejiang University	2009

## PEER-REVIEWED PUBLICATIONS

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- Phillips, E., **Zhao, X.**, Ullman, D., & Malle, B. F. (in press). What is human-like?: Decomposing robot human-like appearance using the Anthropomorphic roBOT (ABOT) Database. In *HRI '18: Proceedings of the Eleventh Annual ACM/IEEE International Conference on Human-Robot Interaction, Chicago, Illinois, USA*. Piscataway, NJ: IEEE Press.
- Zhao, X.**, Malle, B.F., & Gweon, H. (2016). Is it a nine, or a six? Prosocial and selective perspective taking in four-year-olds. In A. Papafragou, D. Grodner, D. Mirman, & J.C. Trueswell (Eds.), *Proceedings of the 38th Annual Conference of the Cognitive Science Society* (pp. 924-292). Austin, TX: Cognitive Science Society.
- Zhao, X.**, Cusimano, C., & Malle, B. F. (2016). Do people spontaneously take a robot's visual perspective? In *HRI '16: Proceedings of the Eleventh Annual ACM/IEEE International Conference on Human-Robot Interaction, Christchurch, New Zealand* (pp. 335-342). Piscataway, NJ: IEEE Press.
- Li, J., Cho, M.J., **Zhao, X.**, Ju, W., Malle, B. F. (2016). From trolley to autonomous vehicle: Perception of responsibility and moral norms in traffic accidents with autonomous cars. *SAE Technical Paper 2016-01-0164*. doi:10.4271/2016-01-0164
- Zhao, X.**, Cusimano, C., & Malle, B.F. (2015). In search of triggering conditions for spontaneous visual perspective taking. In Noelle, D. C., Dale, R., Warlaumont, A. S., Yoshimi, J., Matlock, T., Jennings, C. D., & Maglio, P. P. (Eds.), *Proceedings of the 37th Annual Meeting of the Cognitive Science Society* (pp. 2811-2816). Austin, TX: Cognitive Science Society.

## MANUSCRIPTS UNDER REVIEW

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- Zhao, X.**, Cusimano, C., & Malle, B. F. When to see through others' eyes? Behavioral triggers of spontaneous visual perspective taking

## MANUSCRIPTS IN PREPERATION (available upon request)

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- Zhao, X.** & Malle, B. F. The appeal of human-likeness
- Zhao, X., **Zhao, X.**, Gweon, H., & Kushnir, T. Leaving choice for others: Children's and adults' appreciation for social mindfulness
- Zhao, X.** & Ong, D. The folk concept of empathy.
- Zhao, X.**, Cusimano, C., & Malle, B. F. Spotlight or fluorescent light? The spatial features of spontaneous perspective taking
- \* Li, J., \* **Zhao, X.**, Cho, M.J., Malle, B. F., Ju, W. Moral utilitarianism in self-driving cars improves perceived trustworthiness. (\* J.L. and X.Z. contributed equally)
- Zhao, X.**, Cusimano, C. & Malle, B.F. Altercentrism: Observation of another's goal-directed actions biases one's own spatial judgments

## CONFERENCE PRESENTATIONS

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- Zhao., X., Jung, M., Ong, D., Costa, J., FeldmanHall, O., & Malle, B. F. (2018, Mar). *A Heart for Cooperation: Feeling Another Human's Heartbeat Promotes Prosocial and Cooperative Behaviors*. Oral presentation at the Inside the Grant Panel competition, Annual Meeting of the Society of Personality and Social Psychology, Atlanta, GA.
- Zhao., X., Jung, M., Ong, D., Costa, J., FeldmanHall, O., & Malle, B. F. (2018, Mar). *A Heart for Cooperation: Feeling Another Human's Heartbeat Promotes Prosocial and Cooperative Behaviors*. Poster presentation at the Preconference on Intervention Science, Annual Meeting of the Society of Personality and Social Psychology, Atlanta, GA.

- Phillips, E., Zhao, X., Ullman, D., & Malle, B. F. (2018, Mar). *What is human-like?: Decomposing robot human-like appearance using the Anthropomorphic roBOT (ABOT) Database*. Oral presentation at the International Conference on Human-Robot Interaction, Chicago, IL.
- Zhao, X., Jung, M., Ong, D., Costa, J., FeldmanHall, O., & Malle, B. F. (2017, Nov). *A Heart for Cooperation: Feeling Another Human's Heartbeat Promotes Prosocial and Cooperative Behaviors*. Oral presentation at the Psychology of Technology Conference, Berkeley, CA.
- Zhao, X., Jung, M., Ong, D., Costa, J., FeldmanHall, O., & Malle, B. F. (2017, Nov). *A Heart for Cooperation: Feeling Another Human's Heartbeat Promotes Prosocial and Cooperative Behaviors*. Poster presentation at the Annual Meeting of Society for Judgment and Decision Making, Vancouver, Canada.
- Zhao, X., Jung, M., Ong, D., Costa, J., FeldmanHall, O., & Malle, B. F. (2017, Sept). *A Heart for Cooperation: Feeling Another Human's Heartbeat Promotes Prosocial and Cooperative Behaviors*. Oral presentation at the 2017 Science of Philanthropy Initiative, Chicago, IL.
- Zhao, X., & Malle, B.F. (2017, Jan). *Do people take robots' visual perspectives?* Poster presentation at the Annual meeting of the Society of Personality and Social Psychology, San Antonio, TX.
- Zhao, X., & Malle, B.F. (2017, Jan). *Do people take robots' visual perspectives?* Poster presentation at the Psychology of Technology Preconference at the Annual meeting of the Society of Personality and Social Psychology, San Antonio, TX.
- Zhao, X., & Malle, B.F. (2016, Oct). *Do people take robots' perspectives?* Data blitz at New Directions in the Psychology of Technology Research Conference, Los Angeles, CA.
- Zhao, X., Malle, B.F., & Gweon, H. (2016, Aug). *Is it a nine, or a six? Prosocial and selective perspective taking in four-year-olds*. Poster at the 38th Annual Conference of the Cognitive Science Society, Philadelphia, PA.
- Zhao, X., Malle, B.F., & Gweon, H. (2016, Jun). *"When to take the other's viewpoint? Prosocial and selective perspective taking in adults and four-year-olds."* Talk at the 42<sup>th</sup> Annual Meeting of the Society of Philosophy and Psychology, Austin, TX.
- Zhao, X. & Cusimano, C. & Malle, B.F. (2016, Mar). *Do People Spontaneously Take a Robot's Perspective?* Talk at the 11th ACM/IEEE International Conference on Human-Robot Interaction, Christchurch, New Zealand.
- Zhao, X., Malle, B.F. & Gweon, H. (2016, Jan). *When (or when not) to adopt her view? Adults and children consider others' epistemic states to selectively take their visual perspectives*. Poster presentation at the Annual meeting of the Society of Personality and Social Psychology, San Diego, CA.
- Zhao, X., Malle, B.F. & Gweon, H. (2016, Jan). *To adopt or not to adopt her viewpoint? Selective visual perspective taking in prosocial context in preschoolers and adults*. Poster presentation at the Social Cognition Preconference, San Diego, CA.
- Zhao, X., Malle, B.F. & Gweon, H. (2015, Oct). *When (or when not) to adopt her view? Adults and children consider others' epistemic states to selectively take their visual perspectives*. Poster presentation at the 9th biennial meeting of the Cognitive Development Society, Columbus, OH.
- Zhao, X. & Cusimano, C. & Malle, B.F. (2015, Jul). *Activating Spontaneous Visual Perspective Taking: Actions, Space, and the Mind*. Talk at the 6th Joint Action Meeting. Budapest, Hungary.
- Zhao, X. & Cusimano, C. & Malle, B.F. (2015, Jul). *In Search of Triggering Conditions for Spontaneous Visual Perspective Taking*. Talk at the 37th Annual Conference of the Cognitive Science Society. Pasadena, CA.
- Zhao, X. & Cusimano, C. & Malle, B.F. (2015, Mar). *Do People Spontaneously Take a Robot's Perspective?* Poster presentation of a late-breaking report at the 10th ACM/IEEE International Conference on Human-Robot Interaction, Portland, OR.

Zhao, X. & Cusimano, C. & Malle, B.F. (2015, Feb). *When people see 9 as 6: Triggers of Spontaneous Level-2 Visual Perspective Taking*. Poster presentation at the Annual meeting of the Society of Personality and Social Psychology, Long Beach, CA.

Zhao, X. & Malle, B.F. (2014, Jul). *When another person's perspective interferes with one's own: Evidence for automatic spatial perspective taking*. Poster presentation at the Annual meeting of the Cognitive Science Society, Quebec City, Quebec, Canada.

Zhao, X. & Malle, B. F. (2014, Feb). *Altercentrism? Spontaneous perspective taking biases one's own spatial judgments*. Poster at the Annual meeting of the Society of Personality and Social Psychology, Austin, TX.

## INVITED TALKS

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University of Chicago, Department of Psychology, Developmental Psychology Brown Bag (Apr, 2018)

University of Chicago, Booth School of Business, Center for Decision Research Workshop Series (Sept, 2017)

Boston College, Department of Psychology, Morality Lab (May, 2017)

ShanghaiTech University, School of Entrepreneurship and Management (Mar, 2017)

Zhejiang University, College of Education, Department of Curriculum and Learning Sciences Talk Series, (Mar, 2017)

Zhejiang University, Department of Psychology and Behavioral Sciences, Colloquium (Mar, 2017)

Yale University, Comparative Cognition Lab (Sept, 2016)

Harvard University, Boston Area Moral group (BAM) (Feb, 2016)

Brown University, CLPS, Social Cognitive Science Brown Bag (Dec, 2015)

Stanford University, Department of Psychology, Developmental Brown Bag (Nov, 2015)

Brown University, CLPS, Social Cognitive Science Brown Bag (May, 2014)

## PUBLIC PRESENCE

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### Public Speaking

“Through the Eyes of a Robot...” (Jan, 2017), Brown University Division of Advancement

“Through the Eyes of a Robot...” (Nov, 2016), “Research Matters!”, Brown University. [Youtube]

### Media

Monitor on Psychology, Society of Personality and Social Psychology Member Updates, Brown University Graduate School

## TEACHING EXPERIENCE

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### Executive Training Workshop Developer – The University of Chicago Booth School of Business

Sept 2017 – Present      Developing academic content for the Second Science Project, a partnership between Center for Decision Research at the University of Chicago Booth School of Business and The Second City that intersects behavioral science with improvisational practice to cultivate the behavioral insights and interpersonal skills needed in today's workplace.

### Instructor – Leadership Institute, Brown University

Summer 2017      CEPY0946: “*Leading with Empathy in the 21st Century*”

Summer 2016      CEPY0946: “*Leading with Empathy in the 21st Century*”

Summer 2015      CEPY0946: “*Leading with Empathy in the 21st Century*”

\* Reginald D. Archambault Award for Teaching Excellence, Honorable Mention for teaching with distinction in Pre-College education.

\* Course website: <http://www.leading-with-empathy.com>

**Teaching Assistant – CLPS, Brown University**

Fall 2016	CLPS0700: “Social Psychology” (Instructor: Bertram Malle & Oriel FeldmanHall)
Fall 2014	CLPS1780: “Clinical and Personality Assessment” (Instructor: Jack Wright)
Spring 2014	CLPS0900: “Quantitative Methods in Psychology” (Instructor: Jack Wright)
Fall 2013	CLPS0900: “Quantitative Methods in Psychology” (Instructor: Leslie Welch)
Spring 2013	CLPS0700: “Social Psychology” (Instructor: Fiery Cushman)
Fall 2012	CLPS0020: “Introduction to Cognitive Science” (Instructor: David Sobel)

**Teaching Assistant – Graduate School of Business, Stanford University**

Spring 2015	OB333: “Acting with Power” (Instructor: Deborah H. Gruenfeld)
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**PROFESSIONAL AFFILIATION**

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American Psychological Association	Society of Philosophy and Psychology
Society of Personality and Social Psychology	Cognitive Development Society
Society of Cognitive Science	Association for Computing Machinery
Academy of Management	Society of Judgment and Decision Making

**SERVICE**

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**Ad hoc reviewing:**

- Academic journals: *Journal of Experimental Psychology: General*, *Journal of Experimental Social Psychology*
- Peer-reviewed, achieved conference proceedings: *Human-Robot Interaction Annual Conference* (2017, 2018), *Cognitive Science Society* (2016, 2017, 2018), *IEEE International Symposium on Robot and Human Interactive Communication (RO-MAN)*, 2017)
- Peer-reviewed, non-achieved conferences: *Academy of Management OB Division* (2018)

**Mentoring:**

- Undergraduate research assistants at Brown and Stanford: Nina Diepenbrock, Matthew Dang, Jenny (Xiyu) Fu, Jo-Ann Huynh, Fue Vue, Alyssa Lombardo, Mandana Ali

**School/Department Service:**

2014-2016	Organizer, Social Brown Bag Talk Series, CLPS, Brown University
2015	Library Advisory Committee, Brown University
2014	CareerLAB Director Search Committee, Brown University
2013-2014	Department Representative, Graduate Student Council, Brown University
2011-2013	Alumni Association Board of Directors, Semester At Sea, Institute for Shipboard Education

**GRANTS AND FUNDING**

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**University of Chicago Booth School of Business**, Postdoctoral Research Funds, \$5,000; 2017-2018. (PI)

**Society of Personality and Social Psychology**, *Bonding in a Heartbeat: Can Feeling Others’ Heartbeat Increase Empathy and Prosocial Behavior?* \$5,000; 2017-2018. (PI)

**Brown University Graduate School**, Doctoral Research and Conference Travel Grant, \$7,337; 2014-2016.

**Institute for Shipboard Education**, Semester At Sea, \$15,500; 2011.

**Ministry of Education of the People’s Republic of China**, National Undergraduate Student Research & Innovation Competition, *An Investigation into the Computational Representation of Depth Perception*, \$1,800; 2009-2011. (co-PI, with Yeqin Shentu and Yi Ji)

## **TRAINING IN TEACHING/COMMUNICATION/ACTING**

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Conflict Resolution, Brown University Ombuds Office

Academic Teaching Certificate I, The Sheridan Center for Teaching and Learning in Higher Education, Brown University

Stage Acting, Department of Theatre Arts and Performance Studies, Brown University

- Served as a TA for “Acting” (TAPS0230).
- Enrolled in “Style and Performance” (TAPS1160). Class training includes modern plays, British comedy, Shakespeare tragedy, musical and farce, and monologues

Persuasive Communication, Department of Theatre Arts and Performance Studies, Brown University

## **TECHNICAL SKILLS**

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- Programing (MATLAB/Psychtoolbox, Presentation, C Language), SPSS, R
- SMI Eye Gaze Tracker
- Final Cut Pro, Photoshop, laser cutting, 3-D printing