

JUNHUI WU

Department of Experimental and Applied Psychology

Vrije Universiteit Amsterdam

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EDUCATION

- 2012-2016(expected) Ph.D., Social Psychology, *Vrije Universiteit Amsterdam*, Netherlands
Supervisors: Dr. Daniel Balliet, Prof. dr. Paul A. M. Van Lange
- 2009-2012 M.Ed., Social Psychology, *Beijing Normal University*, China
Supervisor: Prof. dr. Yu Kou
- 2005-2009 B.A., Psychology, *Anhui Normal University*, China
Graduated with Academic Honors

RESEARCH INTERESTS

- Social Value Orientation, Prosociality, Trust and Cooperation
- Gossip, Reputation and Indirect Reciprocity
- Life History Evolution and Social Behavior

PUBLICATIONS (* corresponding author)

- Balliet, D.*, Tybur, J. M., **Wu, J.**, Antonellis, C., & Van Lange, P. A. M. (in press). Political ideology, political coalitions, and trust and cooperation: In-group favoritism during a U.S. national election. *Journal of Conflict Resolution*.
- **Wu, J.***, Balliet, D., & Van Lange, P. A. M. (2015). Reputation management: Why and how gossip enhances generosity. *Evolution and Human Behavior*. Advance online publication. doi: 10.1016/j.evolhumbehav.2015.11.001
- **Wu, J.***, Balliet, D., & Van Lange, P. A. M. (2015). When does gossip promote generosity? Indirect reciprocity under the shadow of the future. *Social Psychological and Personality Science*, 6, 923-930. doi: 10.1177/1948550615595272
- Balliet, D.*, **Wu, J.**, & De Dreu, C. K. W. (2014). Ingroup favoritism in cooperation: A meta-analysis. *Psychological Bulletin*, 140, 1556-1581. doi: 10.1037/a0037737

SELECTED ACADEMIC HONORS & AWARDS

- 06/2015 Best Student Paper Award (1st runner-up, 3000 HKD) at the 16th International Conference on Social Dilemmas, Hong Kong, China.
- 03/2015 Student Travel Award (750 USD) for Summer Institute in Social and Personality Psychology, Boston, United States (75 out of 300 applicants were selected)
- 08/2013 New Talent Award at 8th International Conference for Chinese Psychologists, Beijing, China.

CONFERENCE PRESENTATIONS

Oral Presentations

- **Wu, J., Balliet, D., & Van Lange, P. A. M.** (December, 2015). *Gossip triumphs over punishment in promoting and maintaining cooperation*. Oral presentation at the ASPO conference, Amsterdam, Netherlands.
- **Wu, J., Balliet, D., & Van Lange, P. A. M.** (June, 2015). *Reputation management: Why and how gossip enhances generosity*. Oral presentation at the 16th International Conference on Social Dilemmas, Hong Kong, China.
- **Wu, J., Balliet, D., & Van Lange, P. A. M.** (October, 2014). *Reputation management: Why and how gossip enhances generosity*. Oral presentation at the HEBEN 2014 meeting, University of Antwerp, Belgium.
- **Wu, J., Balliet, D., & Van Lange, P. A. M.** (July, 2014). *Inducing generosity among proselves versus prosocials: Cues of gossip and strategic reputation building*. Oral presentation at the 17th General Meeting of the European Association of Social Psychology, Amsterdam, Netherlands.
- **Wu, J., Balliet, D., & Kou, Y.** (August, 2013). *Social value orientation, emotion and cooperation in social dilemmas*. Oral presentation at the 8th International Conference for Chinese Psychologists, Beijing, China.
- **Wu, J., Balliet, D., & Van Lange, P. A. M.** (July, 2013). *Gossip-based generosity and anticipated self-trustworthiness*. Oral presentation at the 15th International Conference on Social Dilemmas, Zurich, Switzerland.

Poster Presentations

- **Wu, J., Balliet, D., & Van Lange, P. A. M.** (March, 2015). *Reputation management: Why and how gossip enhances generosity*. Poster presentation at the inaugural International Convention of Psychological Science, Amsterdam, Netherlands.
- **Wu, J., Balliet, D., & Van Lange, P. A. M.** (May, 2014). *Gossip versus punishment: Sustaining cooperation and trust in economic games*. Poster presentation at the 2014 Kurt Lewin Institute Conference, Zeist, Netherlands.

Invited Talks

- **Wu, J., Balliet, D., & Van Lange, P. A. M.** (June, 2015). *Gossip triumphs over punishment in promoting and maintaining cooperation*. Invited talk at 1st William James Study Association Student Symposium, Amsterdam, Netherlands.

SELECTED MEDIA COVERAGE

- *Scream your good deeds from the rooftops*, Newspaper **De Volkskrant**, December 22nd, 2015
- *How gossip may make us more generous*, **Braindecoder**, January 7th, 2016

WORKSHOPS, SYMPOSIUMS & PROFESSIONAL TRAINING

- 07/2015 Summer Institute in Social and Personality Psychology: Evolutionary Processes (Course); Best Research Practices (Workshop)
- 08/2014 13th TIBER Symposium on Psychology and Economics, Tilburg University, Netherlands.
- 08/2014 ABEE Workshop: *Communication and Cues: The role of verbal and nonverbal cues in social interactions*. University of Amsterdam, Netherlands.

THESIS SUPERVISION & TEACHING

- **Master Students:** Lotte Brienen (2014), Frederike Assmann (expected 2016)
- **Bachelor Students:** Caroline van den Berg (2015), Jonne Berghuis (2015)
- **Course Teaching:** Refresh Statistics (first-year Research Master Students)

PROFESSIONAL SERVICE

- **Reviewer (journals):** *Canadian Journal of Behavioral Science; Environment and Behavior; Journal of Environmental Psychology; Journal of Experimental Psychology: General; Journal of Social Psychology; Personality and Individual Differences; PloS ONE*
- **Reviewer (conference):** 2016 *International Association for Chinese Management Research (IACMR) Conference*

SOCIETY MEMBERSHIPS

- Kurt Lewin Institute (KLI)
- Society for Personality and Social Psychology (SPSP)
- Association for Psychological Science (APS)
- Dutch Association for Social Psychological Research (ASPO)

REFERENCES

Dr. Daniel Balliet
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 Department of Experimental and Applied Psychology
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