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EDUCATION

2017-2023

Massachusetts Institute of Technology

MIT Sloan School of Management

Ph.D. in Management

2012-2016

University of California, Berkeley

B.A. in Economics and B.A. in Statistics

PROFESSIONAL

2023-

Postdoctoral Fellow

Psychology of Technology Institute (co-sponsored by Berkeley Haas and USC Marshall)

Advisors: Juliana Schroeder and Nate Fast

RESEARCH INTERESTS

Wisdom of Crowds, Mechanism underlying Belief-updating, Consumer Perceptions of AI, Misinformation, Judgment & Decision Making

PUBLICATIONS

1. **Zhang, Y., & Gosline, R. R. (2023).** People's Perceptions (and Bias) Toward Creative Content Generated by AI (ChatGPT-4), Human Experts, and Human-AI Collaboration. *Judgment and Decision Making*, Volume 18, 2023 , e41.
DOI: <https://doi.org/10.1017/jdm.2023.37>
2. **Zhang, Y., & Rand, D. G. (2023).** Sincere or motivated? Partisan bias in advice-taking. *Judgment and Decision Making*, Volume 18 , 2023 , e29
DOI: <https://doi.org/10.1017/jdm.2023.28>

3. Arechar, A. A., Allen, J., Berinsky, A. J., Cole, R., Epstein, Z., Garimella, K., **Zhang Y.**, ... & Rand, D. G. (2023). Understanding and combatting misinformation across 16 countries on six continents. *Nature human behaviour*, 1-12.
4. Pennycook, G., McPhetres, J., **Zhang, Y.**, Lu, J. G., & Rand, D. G. (2020). Fighting COVID-19 misinformation on social media: Experimental evidence for a scalable accuracy-nudge intervention. *Psychological science*, 31(7), 770-780.
5. Holtz, D., Zhao, M., Benzell, S. G., Cao, C. Y., Rahimian, M. A., Yang, J., **Zhang Y.**, ... & Aral, S. (2020). Interdependence and the cost of uncoordinated responses to COVID-19. *Proceedings of the National Academy of Sciences*, 117(33), 19837-19843.
6. Cao, C., Cao, X., Cashman, M., Kumar, M., Timoshenko, A., Yang, J., **Zhang Y.**, ... & Wernerfelt, B. (2019). How do successful scholars get their best research ideas? An exploration. *Marketing Letters*, 30, 221-232.

WORKING PAPERS

1. [Leveraging Advice-taking and Kernel Density Estimation to Identify A Cluster of Experts and Improve Wisdom of Crowds](#)
(Major Revision at *Management Science*)
2. [Self-Persuasion Does Not Imply Self-Deception](#)
(with David G. Rand, Major Revision at *Cognition*)
3. The Power of Meta-Prediction Accuracy: Leveraging Predictions of Others' Predictions to Enhance Collective and Individual Intelligence
(with Eaman Jahani, Douglas Guilbeault, Juliana Schroeder, ready for submission)
4. How Information Homogeneity and Unknown Unknowns Suppress Confidence-Accuracy Correlation
(with Don A. Moore, ready for submission)
5. Understanding the Dynamics of Aversion and Appreciation for Artificial Intelligence
(with Renée Gosline)
6. [The Revealed Confidence Algorithm: Leveraging Advice-taking to Identify Experts and Improve Wisdom of Crowds](#)
7. A Boundedly Rational Model of the Distance Effect in Advice-taking (Draft available upon request)

CONFERENCE AND SEMINAR PRESENTATIONS

The Power of Meta-Prediction Accuracy: Leveraging Predictions of Others' Predictions to Enhance Collective and Individual Intelligence

- Informs SJDM Annual Meeting , November 2024

How Information Homogeneity and Unknown Unknowns Suppress Confidence-Accuracy Correlation

- Informs SJDM Annual Meeting , November 2024

Leveraging Advice-taking and Kernel Density Estimation to Identify A Cluster of Experts and Improve Wisdom of Crowds

- ACM Collective Intelligence Conference 2024, Boston, Jun 2024
- Informs SJDM Annual Meeting , November 2023

The Revealed Confidence Algorithm: Leveraging Advice-taking to Identify Experts and Improve Wisdom of Crowds

- Informs Advances in Decision Analysis Conference, June 2022
- MIT Human Cooperation Lab, Sep 2021
- ACM Collective Intelligence Conference 2021, Virtual, Jun 2021
- Max Planck Institute Center for Adaptive Rationality, Virtual, May 2021
- Informs SJDM Annual Meeting 2020, Virtual, Dec 2020
- MIT Conference on Digital Experimentation 2020, Virtual, Nov 2020
- MIT Behavioral Research Lab, Virtual, Oct 2020
- MIT Behavioral Economics Lunch, Virtual, Oct 2020
- Informs Marketing Science Conference 2020, Virtual, Jun 2020
- MIT Human Cooperation Lab, Virtual, Jun 2020
- MIT Sloan Marketing Seminar, Cambridge, MA, Oct 2019

Sincere or Motivated? Partisan Bias in Advice-taking

- University of Pennsylvania NoBeC (Norms and Behavioral Change) Talks for Early Career Researchers, Virtual, May 2022

- Informs Marketing Science Conference 2021, Virtual, Jun 2021
- UCL Affective Brain Lab, Virtual, April 2021
- MIT Behavioral Research Lab, Virtual, April 2021
- MIT Sloan Marketing Seminar, Virtual, Mar 2020
- MIT Human Cooperation Lab, Virtual, Feb 2021

Understanding Algorithm Aversion: When Do People Abandon AI After Seeing It Err?

- Informs Marketing Science Conference 2022, Virtual, June 2022
- MIT Human Cooperation Lab, Virtual, June 2022
- MIT Behavioral Research Lab, March 2022

GRANTS AND AWARDS

- AMA-Sheth Doctoral Consortium Fellow, 2022
- ADA Best PhD Incubator talk finalists, 2022
- ISMS Doctoral Consortium Fellow, 2020
- MIT Sloan School of Management Fellowship, 2017-2022

TEACHING EXPERIENCE

MBA Courses at MIT Sloan School of Management

- Applied Behavioral Economics (TA, Spring 2021, Spring 2022)
- Consumer Behavior (TA, Spring 2020, Spring 2022)
- Branding (TA, Spring 2021)

REFERENCES

Drazen Prelec

Professor of Management

Professor of Brain and Cognitive Sciences

Professor of Economics

David G. Rand

Professor of Management Science

Professor of Brain and Cognitive Sciences

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Juliana Schroeder

Associate Professor of Management

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