

YING LIN
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ACADEMIC POSITION

Department of Management, Hong Kong University of Science of Technology
Assistant Professor of Management 2024-
Stanford Graduate School of Business, Stanford University
Postdoctoral Scholar 2021-2024

EDUCATION

Ph.D. in Social Psychology, University of Southern California 2021
Advisor: Dr. Daphna Oyserman
BSc, Psychology, University College London 2015
First class honours; Dean's list

PUBLICATIONS

- Stamkou, E., Dunham, R., Pelowski, M., **Lin, Y.**, & Gelfand, M. J. (2024). When rule breaking in art falls flat: Cultural tightness deflates deviant artists' impact. *Psychology of Aesthetics, Creativity, and the Arts*, 18(1), 14. [[link](#)]
- Lin, Y.**, Caluori, N., Öztürk, E., Gelfand, M. (2022). From virility to virtue: the psychology of apology in honor cultures. *Proceedings of National Academy of Sciences*. 119(41), 2210324119. [[link](#)]
- Lin, Y.**, Zhang, Y. & Oyserman, D. (2021). See meaning even when none exists: Collectivism increases belief in empty claims. *Journal of Personality and Social Psychology: Attitudes and Social Cognition*. 122(3), 351. [[link](#)]
- Lin, Y.**, & Oyserman, D. (2020) Upright and honorable: people use space to understand honor, affecting choice and perception. *Personality and Social Psychology Bulletin*. 1-17. [[link](#)]
- Bi, C., Oyserman, D., **Lin, Y.**, Zhang, J., Chu, B., & Yang, H. (2020). Left behind, not alone: feeling, function and neurophysiological markers of self-expansion among left-behind children and not left-behind peers. *Social Cognitive and Affective Neuroscience*. 15(4), 467-478. [[link](#)]
- Lin, Y.**, Arieli, S., & Oyserman, D. (2019). Cultural fluency means all is okay, cultural disfluency implies otherwise. *Journal of Experimental Social Psychology*. 84, 103822. [[link](#)]
- Papageorgiou, K. A., Mutz, J., **Lin, Y.**, & Clough, P. J. (2018). Mental toughness: a personality trait that is relevant across achievement contexts and mental health outcomes. In

Virgil Z. (Ed.) *The SAGE Handbook of Personality and Individual Differences*. London, UK: SAGE.

Lin, Y., Clough, P. J., Welch, J., & Papageorgiou, K. A. (2017). Individual differences in mental toughness associate with academic performance and income. *Personality and Individual Differences, 113*, 178-183. [[link](#)]

Lin, Y., Mutz, J., Clough, P. J., & Papageorgiou, K. A. (2017). Mental toughness and individual differences in learning, education and work performance, psychological well-being, and personality: A systematic review. *Frontiers in Psychology, 8*, 1345. [[link](#)]

SELECT WORK IN PROGRESS

Lin, Y., Lu, J., & Gelfand, M. The Social Class Gap in Negotiation: Lower-Class Individuals Negotiate Less and Face More Backlash When They Negotiate (*Under Review*).

Lin, Y., Harrington, J., & Gelfand, M. Worlds unto Themselves: Social Class and Tightness-Looseness (*Under Review*).

Lin, Y., Gelfand, M., et al. Culture of Trust: Unlocking the Key to Human Cooperation around the Globe (*data collection ongoing*)

Lin, Y., Stamkou, E., & Gelfand, M. The Success of Creativity across Time and Space (*data collection ongoing*).

Lin, Y. & Martin, A. How Grammatical Gender Shapes Gender Stereotyping (*data collection ongoing*).

Lin, Y., Arieli, S., & Oyserman, D. Culture as connection: a tale of cultural fluency (*revision for submission*).

Lin, Y., Arieli, A. & Oyserman, D. Consequences of Priming Culture: A Meta-analysis of A Decade of Research (*in prep for submission to Psychological Bulletin*).

FUNDINGS & AWARDS

John Templeton Foundation #63022 (\$1,704,180) <i>Culture of Trust: Unlocking the Key to Human Cooperation around the Globe</i> [link] Project Co-Leader (with Project Leader: Michele Gelfand)	2023-2026
Doctoral Research Continuity Fund (\$991), University of Southern California	2020
Psychological Research Grant (\$890), University of Southern California	2020
Travel Award, Society for Personality and Social Psychology	2020
Dornsife Graduate School Fellowship	2015
Dean's List (top 5% of students), University College London	2015

TALKS AND PRESENTATIONS

The social class gap in negotiation

- Department of Management, Hong Kong University of Science and Technology, 2023
- Department of Management, IESE Business School, Barcelona, Spain, 2023
- Department of Management, ESSEC, Paris, France, 2023
- Department of Management, The Hong Kong Polytechnic University, Hong Kong, 2023
- Melbourne Business School, Melbourne, Australia, 2023
- Data Blitz. International Association of Conflict Management, Thessaloniki, Greece, 2023

Worlds unto themselves: Social class and tightness-looseness

- Symposium: *From Masks to Manspreading: Why Cultural Norms Matter* (Chair: Thomas Talhelm). Society of Personality and Social Psychology Convention, Atlanta, 2023
- Paper Presentation. 3rd Hong Kong Management Research Symposium, Hong Kong, 2024

From virility to virtue: the psychology of apology in honor cultures

- Paper Presentation. International Association of Conflict Management, Thessaloniki, Greece, 2023
- Panel: *Identity* (Chair: Thomas Pepinsky). Annual Conference of Association for Analytic Learning about Islam and Muslim Societies, Stanford, 2023
- Symposium: *The Ties that Bind Us: How Ecology and Culture Shapes Cultural Norms* (Chairs: Michele Gelfand & Mohammad Atari). The Society of Experimental Social Psychology, Philadelphia, 2022
- Showcase symposium: *New Directions for Research on Forgiveness in Organizations: Barriers and Boundary Conditions* (Chair: Hsuan-Che Huang). Annual Meeting of the Academy of Management, Seattle, 2022

See meaning even when none exists: Collectivism increases belief in empty claims

- Symposium: *False Information and How It Shapes Consumers' Lives* (Chair: Gizem Ceylan). Association for Consumer Research Conference, virtual, 2021
- ESSEC Business School, virtual, 2021
- Marketing & International Business, University of Washington Foster School of Business, Seattle, 2021
- Poster, Society of Personality and Social Psychology Conference, New Orleans, 2020
- Preconference: *Shared Reality and Authenticity* (Organizers: Maya Rossignac-Milon, Elizabeth Blackwell, Federica Pinelli, Blaine Horton). Society of Personality and Social Psychology Convention, Portland, 2019

Cultural fluency means all is okay, cultural disfluency implies otherwise

- Symposium: *Culture in a Globalized World* (Chair: Kaidi Wu). Society of Personality and Social Psychology Convention, Atlanta, 2018
- Poster, International Congress of Psychology, Japan, 2017
- Poster, Society of Personality and Social Psychology Conference, San Diego, 2016
- Seminar talk, the Chinese University of Hong Kong

Upright and honorable: People use space to understand honor, affecting choice and perception

- Symposium: *Cultural Perspectives on Judgment and Decision-making: beyond Individualism and Collectivism* (Chairs: Kaidi Wu & David A. Dunning). American Psychological Association Convention, Boston, 2017
- Poster, Society of Personality and Social Psychology Conference, San Antonio, 2017

Situating honor in moral contexts

- Preconference: *The Psychology of Language* (Organizer: Ryan Boyd). Society of Personality and Social Psychology Convention, Atlanta, 2018

TEACHING

University of Southern California, Los Angeles

Teaching Assistant, Department of Psychology

Quantitative Research Methods (PSYC 314)	Fall 2016
Quantitative Research Methods (PSYC 314)	Spring 2017
Introduction to Psychology (PSYC 100)	Spring 2018

SERVICE

Ad-hoc Reviewer

PNAS Nexus, Psychological Bulletin, Current Psychology, Behavioral Public Policy, Asian Journal of Social Psychology, Frontiers in Psychology, Journal of Social Psychology

Lab Manager

2019-2021

Mind and Society Center, University of Southern California

STATISTICAL SKILLS

Research and Statistical Methods: Multilevel modeling; Bayesian statistics; Applied machine learning; Natural language processing; Structural equation modeling; Experience sampling techniques; Advanced econometrics

Software Programs: R, Python, SPSS, STATA, Eprime

SELECT MEDIA COVERAGE

Savchuk, K. (2022, December 5). When personal honor prevents us from saying sorry. *Insights by Stanford Business*. [\[link\]](#)

Ellwood, Beth (2022, January 21). People with collectivistic values are more likely to believe in empty claims and fake news out of a desire to find meaning. *PsyPost*. [\[link\]](#)

REFERENCES

Dr. Michele Gelfand

John H. Scully Professor of Cross-Cultural Management

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The Graduate School of Business
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Dr. Daphna Oyserman
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