

# ALISON JING XU

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## EDUCATION

### **PhD, Marketing, 2010**

University of Illinois at Urbana-Champaign (UIUC)

### **BA, English and International Business, Minor in Economics, 2003**

Beijing Foreign Studies University, China

## EMPLOYMENT

**University of Minnesota, Associate Professor with Tenure, September 2019 –**

**University of Minnesota, Assistant Professor, July 2014 – August 2019**

**University of Toronto, Assistant Professor, July 2010 – June 2014**

## HONORS AND AWARDS

- Early Career Award, Society for Consumer Psychology, 2018  
The SCP Early Career Award recognizes distinguished scientific contribution to consumer psychology by a researcher within eight years of receiving the PhD.
- Mary and Jim Lawrence Fellowship, Carlson School of Management, University of Minnesota, 2018
- Haring Symposium Faculty Fellow, 2017
- Marketing Science Institute Young Scholar, 2015  
Awarded every two years to the most promising young scholars in Marketing by the Marketing Science Institute (MSI).
- Finalist, JCP Park Outstanding Contributor Award, Journal of Consumer Psychology, 2013
- The Franco Nicosia Best Competitive Paper Award, Association of Consumer Research, 2008

Awarded every year to the author/s of the best competitive paper presented at the North American conference.

- Sheth-Sudman Award for Excellent in Research, University of Illinois, 2009
- Richard D. and Anne Marie Irwin Fellowship, University of Illinois, 2009-2010
- Haring Symposium Student Fellow, 2009
- John M. Jones Fellowship, University of Illinois, 2008-2010

## **RESEARCH INTERESTS**

- Sequential Decision Making and Behavioral Mind-sets
- Sensory Experience and Decision Making
- Technology Advancement and Consumer Behavior

## **PUBLICATIONS**

### **Referred Journals and Annuals**

1. **Xu, Alison Jing**, Christine Moorman, Vivian Yue Qin, and Akshay Rao (forthcoming), “Four More Years: Presidential Elections, Comparative Mind-set, and Managerial Decisions,” *Academy of Management Journal*.
2. **Xu, Alison Jing**, Maria A. Rodas, and Carlos J. Torelli (forthcoming), “Generosity without Borders: The Interactive Effect of Spatial Distance and Donation Goals on Charitable Giving,” *Organizational Behavior and Human Decision Processes*. Equal authorship.
3. **Xu, Alison Jing**, Shirley Y.Y. Cheng, and Tiffany W. White (forthcoming), “The Motivating and Demotivating Effects of Negative Feedback on Cross-domain Goal Pursuit Behaviors,” *Journal of the Association for Consumer Research*.
4. **Xu, Alison Jing** and Norbert Schwarz (2018), “How One Thing Leads to Another: Spillover Effects of Behavioral Mind-sets”, *Current Directions in Psychological Science*, 27(1), 51-55.
5. Cai, Fengyan, Yang Zhiyong, Robert S. Wyer, Jr., and **Alison Jing Xu** (2017), “The Interactive Effects of Bitter Flavor and Mood on the Decision to Spend or Save Money,” *Journal of Experimental Social Psychology*, 70, 48-58.

6. **Xu, Alison Jing** and Dolores Albarracín (2016), “Constrained Physical Space Constrains Hedonism,” *Journal of the Association for Consumer Research*, 1(4), 557-568.
7. **Xu, Alison Jing**, Norbert Schwarz, and Robert S. Wyer (2015), “Hunger Promotes Acquisition of Nonfood Objects,” *Proceedings of the National Academy of Sciences of the United States of America*, 112 (9), 2688-2692.
8. **Xu, Alison Jing** and Aparna A. Labroo (2014), “Incandescent Affect: Turning on the Hot Emotional System with Bright Light,” *Journal of Consumer Psychology*, 24 (2), 207–216.
9. Uskul, Ayse K., Daphna Oyserman, Norbert Schwarz, Spike W. Lee, and **Alison Jing Xu** (2013), “How Successful You Have Been in Life Depends on the Response Scale Used: The Role of Cultural Mind-sets in Pragmatic Inferences Drawn From Question Format,” *Social Cognition*, 31 (2), 222-236.
10. **Xu, Alison Jing** and Robert S. Wyer (2012), “The Role of Bolstering and Counterarguing Mind-sets in Persuasion,” *Journal of Consumer Research*, 38 (February), 920-932.
11. **Xu, Alison Jing**, Rami Zwick, and Norbert Schwarz (2012), “Washing Away Your (Good or Bad) Luck: Physical Cleansing Affect Risk Taking Behavior,” *Journal of Experimental Psychology: General*, 141 (1), 26-30.
12. Wyer, Robert S., **Alison Jing Xu**, and Hao Shen (2012), “The Effects of Past Behavior on Future Goal-Directed Activity,” in James M. Olson and Mark P. Zanna (ed.), *Advances in Experimental Social Psychology*, Vol. 46, Burlington: Academic Press, 2012, 237-283.
13. Wyer, Robert S. and **Alison Jing Xu** (2010), “The Role of Behavioral Mind-sets in Goal-Directed Activity: Conceptual Underpinnings and Empirical Evidence,” *Journal of Consumer Psychology*, 20, 107-125. Lead article. Equal authorship.
  - Finalist, JCP Park Outstanding Contributor Award, 2013
14. **Xu, Alison Jing** and Robert S. Wyer (2010), “Puffery in Advertisements: The Effects of Media Context, Communication Norms, and Consumer Knowledge,” *Journal of Consumer Research*, 37 (August), 329-343.
15. Muthukrishnan, A.V., Luc Wathieu, and **Alison Jing Xu** (2009), “Ambiguity Aversion and the Power of Established Brand,” *Management Science*, 55 (December),

1933-1941.

16. **Xu, Alison Jing** and Robert S. Wyer (2008), “The Comparative Mind-set: From Animal Comparisons to Increased Purchase Intentions,” *Psychological Science*, 19 (September), 859-864.

- Winner, The Franco Nicosia ACR Best Competitive Paper Award, 2008

17. **Xu, Alison Jing** and Robert S. Wyer (2007), “The Effect of Mind-sets on Consumer Decision Strategies,” *Journal of Consumer Research*, 34 (December), 556-566.

### **Handbook Chapters**

18. Wyer, Robert S., Hao Shen, and **Alison Jing Xu** (2013), “The Role of Procedural Knowledge in the Generalizability of Social Behavior,” in D. Carlston (Ed) *Handbook of social cognition* (3<sup>rd</sup> ed.), New York: Oxford University Press, pp. 257-281.

### **INVITED PRESENTATIONS**

“Picasso, Monet, and Louis Vuitton: Appreciation of Arts Dampens Desire for Luxury Goods”

- Northwestern University, January, 2019

“How One Thing Leads to Another: Spillover Effects of Behavioral Mind-sets”

- Early Career Award Address, Society for Consumer Psychology Conference, February, 2018, Dallas.

“Thematic Product Assortment Displays Enhance Appreciation of Creativity in the Marketplace: The Spillover Effect of a Relational Processing Mind-set”

- Johns Hopkins University, September, 2018
- Ohio State University, May, 2018
- Hong Kong University of Science and Technology, May, 2018
- The Chinese University of Hong Kong, May, 2018
- Hong Kong Polytechnic University, May, 2018
- University of Illinois at Urbana-Champaign, April, 2018

“Attachment to God Reduces Conformity to the Choice of the Majority”

- University of Minnesota, May, 2015

“The Influence of Past Behavior on Future Behavior: A Mind-set Perspective”

- Marketing Science Institute Young Scholars Conference, January, 2015, Park City, Utah

“Calorie Deprivation Promotes Acquisition of Nonfood”

- Peking University, China, April, 2014

“The Comparative Mind-Set and Managerial Decision Making”

- University of Arizona, Payne Symposium, January, 2014
- Tsinghua University, China, April, 2014
- Renmin University, China, April, 2014
- Peking University, China, January, 2014
- Nanjing University, China, December, 2013

“The Influence of Past Behavior on Future Behavior: A Mind-set Perspective”

- Columbia University, October, 2013
- University of British Columbia, October, 2013
- University of California, Riverside, September, 2013
- University of Cincinnati, October, 2013
- University of Minnesota, September, 2013

“Taking More Money and Donating More Money: The Influence of Self-Threat on Goal Pursuit”

- 7th Ivey Consumer Behavior Symposium, London, Canada, January 2013,

“The Role of Bolstering and Counterarguing Mind-sets in Persuasion”

- Texas A&M University, March, 2012
- Shanghai Jiao Tong University, China, June, 2012
- Wuhan University, China, June, 2012
- Fudan University, China, August, 2011

“Bolstering versus Counterarguing Mindsets: Implications for the Effectiveness of Persuasive Messages”

- BBCRST, Syracuse, New York, April 2011

“Washing Away Your Luck: Physical Cleansing Affects Risk-Taking Behavior,”  
presented at

- Southern Ontario Behavioral Decision Research Conference, Toronto, Canada, May 2011

“The Impact of Fluff in Advertisements: The Role of Communication Norms and Consumer Knowledge”

- Haring Symposium, Bloomington, Indiana, 2009

“The Influence of Past Behavior on Future Behavior: A Mind-set Perspective”

- Cornell University, November, 2009
- Stanford University, October, 2009
- Northwestern University, October, 2009
- University of Georgia, October, 2009
- Southern Methodist University, September, 2009
- University of Toronto, September, 2009
- Temple University, September, 2009
- University of Maryland, September, 2009

“The Comparative Mind-set: From Animal Comparisons to Increased Purchase Intentions”

- UIUC Psychology Department Brownbag, April, 2009

### **PEER-REVIEWED RESEARCH PRESENTATIONS AT CONFERENCES**

**(\*denotes the presenters)**

Wang, Ryan TzuShuo\*, Jinjie Chen, and Alison Jing Xu (2019), “The Professor X Effect – Do People with Disability Achieve Higher?” to be presented at the Association for Consumer Research Conference (poster session), October, Atlanta, Georgia.

Wang, Yajin\*, Alison Jing Xu, and Ying Zhang (2019) “Picasso, Monet, and Louis Vuitton: Appreciation of Arts Dampens Desire for Luxury Goods,” to be presented at the Association for Consumer Research Conference (special session), October, Atlanta, Georgia.

Wang, Yajin\*, Alison Jing Xu, and Ying Zhang (2019) “Picasso, Monet, and Louis Vuitton: Appreciation of Arts Dampens Desire for Luxury Goods,” presented at the INFORMS Marketing Science 41<sup>st</sup> Annual Conference (competitive paper), June, Rome, Italy.

Xu, Alison Jing\*, Christine Moorman, Vivian Yue Qin, and Akshay Rao (2019), “Four More Years: Presidential Elections, Comparative Mind-set, and Managerial Decisions,” presented at the INFORMS Marketing Science 41<sup>st</sup> Annual Conference (competitive paper), June, Rome, Italy.

Xu, Alison Jing\*, Sharon Shavitt, and Derek Rucker (2017), “Captivated by Change: A Motivational Consequence of Being Powerless,” presented at the Association for Consumer Research Conference (special session), October, San Diego.

Xu, Alison Jing, Joan Meyers-Levy, Barbara Loken, and Ryan Wang\* (2017), “Appreciation of Creativity: Unintended Consequences of Thematic versus Taxonomic Product Organization,” presented at the Association for Consumer Research Conference (competitive paper), October, San Diego.

Qin, Vivian Yue and Alison Jing Xu\* (2016), “Attachment to God Reduces Conformity to the Choices of the Majority,” presented at the Association for Consumer Research Conference (special session), October, Berlin, Germany.

Xu, Alison Jing, Nicholas J. Olson\*, and Rohini Ahluwalia (2016), “Love It but Leave It: The Divergent Effects of Religiosity on Attitudinal versus Behavioral Brand Loyalty,” presented at the Association for Consumer Research Conference (special session), October, Berlin, Germany.

Xu, Alison Jing\* and Dolores Albarracín (2014), “From Controlled Movement to Controlled Mind: the Effect of Space on Impulsive Behavior,” presented at the Association for Consumer Research Conference (competitive paper), October, Baltimore, Maryland.

Moorman, Christine, Alison Jing Xu\*, and Vivian Yue Qin (2013), “The Influence of Comparative Mind-set on Managerial Decision Making,” presented at the Association for Consumer Research Conference (special session), October, Chicago, Illinois.

Shi, Mengze and Alison Jing Xu\* (2013), “Psychological Risk Aggregation: Use of Probabilistic Promotions to Sell Products of Uncertain Qualities,” presented at the Association for Consumer Research Conference (special session), October, Chicago, Illinois.

Xu, Alison Jing\* and Aparna A. Labroo (2013), “Incandescent Affect: Turning on the Hot Emotional System with Bright Light,” presented at the Association for Consumer Research Conference (competitive paper), October, Chicago, Illinois.

Xu, Alison Jing\*, Shirley Y.Y. Cheng, and Tiffany Barnett White (2010), “Taking More Money and Donating More Money: The Influence of Self-Threat on Goal Pursuit,” presented at Society for Consumer Psychology Conference (competitive paper), February 2010, St. Petersburg, Florida.

Xu, Alison Jing, Shirley Y.Y. Cheng, and Tiffany Barnett White\*(2012), “Taking More Money and Donating More Money: The Influence of Self-Threat on Goal Pursuit,” presented at Association for Consumer Research Conference (special session), October 2012, Vancouver, Canada.

Xu, Alison Jing\* and Robert S. Wyer, “Bolstering versus Counterarguing Mindsets: Implications for the Effectiveness of Persuasive Messages,” presented at

- Association for Consumer Research Conference (competitive paper), October 2011, St. Louis, Missouri.
- Society for Consumer Psychology Conference (competitive paper), February 2011, Atlanta, Georgia.
- Persuasive 2011 Conference, June 2011, Columbus, Ohio.

Xu, Alison Jing\*, Rami Zwick, and Norbert Schwarz, “Washing Away Your Luck: Physical Cleansing Affects Risk-Taking Behavior,” presented at Association for Consumer Research Conference (competitive paper), October 2011, St. Louis, Missouri.

Muthukrishnan, A.V.\*, Luc Wathieu, and Alison Jing Xu (2009), “Ambiguity Aversion and the Power of Established Brands,” presented at Asia-Pacific Association for Consumer Research Conference (competitive paper), January, Hyderabad, India.

Xu, Alison Jing\* and Robert S. Wyer (2008), “The Comparative Mind-set: From Animal Comparisons to Increased Purchase Intentions,” presented at the Association for Consumer Research Conference (competitive paper), October, San Francisco, California.

Xu, Alison Jing\* and Robert S. Wyer (2007), “The Effect of Communication Norms on Interpretations of Meaningless Information,” presented at the Association for Consumer Research Conference (competitive paper), October, Memphis, Tennessee.

Xu, Alison Jing\* and Robert S. Wyer (2007), “Communication Norms in Consumer Context: Responses to Norm Deviations,” presented at the Society for Consumer Psychology Summer Conference (competitive paper), August, San Francisco, California.

Xu, Alison Jing\* and Robert S. Wyer (2007), “The Effect of Communication Norms on Interpretations of Two-sided Communication,” presented at the Society for Consumer Psychology Summer Conference (competitive paper), August, San Francisco, California.

Xu, Alison Jing\* and A.V. Muthukrishnan (2007), “Gifts vs. Coupons: Do Consumers Know Their True Preference?” presented at the 2007 INFORMS Marketing Science Conference (competitive paper), June, Singapore.

Xu, Alison Jing\* and Robert S. Wyer (2006), “The Effect of Mind-sets on Consumer Decision Strategies,” presented at the Association for Consumer Research Conference (competitive paper), September, Orlando, Florida.

Xu, Alison Jing\*, Rami Zwick, and Norbert Schwarz (2009), “Washing Away Your (Good or Bad) Luck: Superstition, Embodiment, and Gambling Behavior,” presented at



- Association for Consumer Research Conference (poster session), 2009 October, Pittsburgh, Pennsylvania.
- Society for Consumer Psychology Conference (poster session), 2009 February, San Diego, California.

Xu, Jing\*, Robert S. Wyer, and Rami Zwick (2005), “Will You Buy What You Prefer?: The Effect of Preference Judgment on Choice,” presented at the Society for Judgment and Decision Making Conference (Poster Session), November, Toronto, Canada.

### **CHAired CONFERENCE SESSIONS**

“The Interplay between Power and Lay Theories in Influencing Consumer Behavior,” co-chaired with Sharon Shavitt, Association for Consumer Research Conference, 2017.

“Religion and Consumption Decisions: Acquisition, Disposition, and Susceptibility to Advertising and Social Influence,” co-chaired with Keisha Cutright, Association for Consumer Research Conference, 2016.

“Consumer Mindsets: Justifying, Comparing, and Competing,” co-chaired with Aner Sela, Association for Consumer Research Conference, 2013.

“Making the Best of Uncertainty: The Role of Message Framing, Processing Style, and Risk Aggregation,” Association for Consumer Research Conference, 2013.

### **RESEARCH GRANTS**

- Dean’s Research Travel Grant, Carlson School, 2019.
- Dean’s Small Research Grant, Carlson School, 2019-2020.
- Grant-in-Aid of Research, Artistry and Scholarship, University of Minnesota, 2017-2018.
- Dean’s Small Research Grant, Carlson School, 2016-2017.
- Marketing Science Institute Research Grant, 2015-2017.
- Dean’s Small Research Grant, Carlson School, 2015-2016.
- Standard Research Grant, Social Sciences and Humanities Research Council of Canada (SSHRC), 2011-2014.
- Start-up Research Grant, University of Toronto, 2010-2013.
- AIMIA Research Fund, Rotman School Marketing Group, 2013.
- Richard D. and Anne Marie Irwin Fellowship, UIUC, 2009-2010.

## **SELECTED MEDIA COVERAGE**

Hunger Promotes Acquisition of Nonfood Objects.

- [Wall Street Journal](#), [Forbes](#), [New Yorker](#), [Men's Health](#), [Huffington Post \(a\)](#), [NPR](#), [Huffington Post \(b\)](#), [CBS News](#), [Scientific American](#), [Medical Daily](#), [Science Daily](#), [New Scientist](#), [Pacific Standard](#), [Smithsonian Magazine](#), [Phys.org](#), [Woman's Day](#), [Yahoo Health](#), [Big Think](#), [U.S. Health News](#), [Softpedia News](#), [Natural News](#), [The Daily Meal \(a\)](#), [The Daily Meal \(b\)](#), [Bustle](#), [The Australian](#), [Mindful.org](#), [Mic](#), [Washington Top](#), [Telegraph UK](#), [Healthline News](#), [Science Newslane](#), [Medical Xpress](#), [AHC eNews](#), [Fox News Magazine](#), [Charleston Daily Mail](#), [Newsmax Health](#), [City A.M.](#), [CBS DC](#), [Minnesota Daily](#), [National Geographic \(Poland\)](#), [Trusted Health Products](#), [Consumerist](#), [EQand](#), [SBS \(Australia\)](#), [WCCO CBS](#), [She Radio](#), [freecouponsbymail.com](#), [Panorama](#), [Christ Church](#), [Chicago-woman.com](#), [Espresso Science](#), [Shiny Shiny](#), [WTIP North Shore Community Radio](#), [Vavista Life](#), [Scientia](#), [KJK Magazine](#), [20 Minuten](#), [Sueddeutsche](#), [Xataka Ciencia](#), [Aften Posten](#), [Cogemo News](#), [Kopalniawiedzy](#), [VG Forbruker](#), [Guokr.com](#), [Forschung Erleben](#)

Incandescent Affect: Turning on the Hot Emotional System with Bright Light.

- [Huffington Post \(a\)](#), [Huffington Post \(b\)](#), [Science Daily](#), [Good Housekeeping](#), [Pacific Standard](#), [Women's Health Magazine](#), [Psychology Today](#), [Daily Mail UK](#), [CBC News](#), [Epoch Times](#), [Medical News Today](#), [Economic Times](#), [China Daily](#), [Independent UK](#), [The Globe and Mail](#), [Psych Central \(a\)](#), [Psych Central \(b\)](#), [Wellness Today](#), [El Universal](#), [EMGN](#), [Softpedia](#), [Minn Post](#), [UPI](#), [Medical Express](#), [ABC Ciencia](#), [Psyblog](#), [AHC eNews](#), [Yahoo News \(Canada\)](#), [EmaxHealth](#), [Salon](#), [Red Orbit](#), [SGHomemaker](#), [Inverse.com](#), [Staged to Sell](#), [Nova](#), [Facilites Management Journal](#), [Economiahoy](#), [Self](#), [Humintell](#), [Counsel & Heal](#), [Televentas & Cobranca](#), [S-Soha](#), [OZ Biosfera](#)

Washing Away Your (Good or Bad) Luck: Physical Cleansing Affect Risk Taking Behavior.

- [History of Things to Come](#), [Der Tagesspiegel](#), [Wall Street Journal](#)

Puffery in Advertisements: The Effects of Media Context, Communication Norms, and Consumer Knowledge.

- [Science Daily](#), [Harvard Business Review](#), [Illinois News Bureau](#), [Central Illinois Business](#), [Phys.org](#), [Eurek Alert](#), [Science 2.0](#), [Fundraising Detective](#), [Futurity](#), [Fashiongale](#), [Fomo](#), [Kelly Warner Law Blog](#), [MENG Online Blog](#), [Marc Barros Blog](#)

## **TEACHING EXPERIENCE**

- Instructor, Buyer Behavior (Full time and Part time MBA), University of Minnesota, 2017-2020
- Instructor, Brand Strategy (Full time and Part time MBA), University of Minnesota, 2020
- Instructor, Consumer Information Processing (Ph.D. Seminar), 2018, 2019
- Instructor: Buyer Behavior (undergraduate), University of Minnesota, 2015-2019
- Instructor, Principles of Marketing (undergraduate), University of Toronto, 2010-2013
- Instructor, Consumer Behavior (undergraduate), University of Toronto, 2012-2013
- Instructor, Consumer Behavior (undergraduate), University of Illinois, 2009

## **TEACHING INTERESTS**

Consumer Behavior, Judgment and Decision Making, Brand Strategy, Advertising, Marketing Communications, Principles of Marketing, Marketing Management

## **SERVICE TO THE DEPARTMENT, SCHOOL, AND UNIVERSITY**

- Carlson School Faculty Consultative Committee, 2020 – present
- University of Minnesota Campus Curriculum Committee, 2019 – present
- Dissertation Co-advisor for Ryan Tzushuo Wang, 2019
- Undergraduate Honors Thesis Supervisor, 2018 fall – present
- Marketing PHD Reunion Committee, 2015
- Research Using Subjects coordinator, 2015 – present
- Faculty Recruiting Committee, 2016, 2017
- Marketing Department PHD Summer Research Camp Co-Organizer, 2015
- Reader for Honors Thesis: Connie Xu, 2015 Fall – 2016 Spring; Eungie Cha, 2017 Fall – 2018 Spring
- 3<sup>rd</sup> Year PhD Oral Preliminary Exam Committee Member for Ryan Tzushuo Wang
- 3<sup>rd</sup> Year PhD Summer Research Project Advisor for Ryan Tzushuo Wang
- 1<sup>st</sup> Year PhD Summer Research Project Advisor for Hankyul Bae
- 1<sup>st</sup> Year PhD Summer Research Project Advisor for Han Young Jung
- Doctoral Students' Research Projects Advised
  - Nicholas Olson (Placement: Texas A&M University)
  - Maria Rodas (Placement: University of Southern California)
  - Jinjie Chen
  - Ryan Tzushuo Wang
  - Han Young Jung
  - Hankyul Bae
  - Mayank Anand

## **SERVICE TO PROFESSIONAL ASSOCIATION**

- Ad hoc Reviewer for Marketing and Management Journals: Journal of Consumer Research, Journal of Marketing Research, Journal of Consumer Psychology, Journal of Association for Consumer Research, European Journal of Marketing, Organizational Behavior and Human Decision Processes, Marketing Letters.
- Ad hoc Reviewer for Psychology Journals: Journal of Personality and Social Psychology, Psychological Science, Journal of Experimental Psychology: General, Social Psychological and Personality Science, European Journal of Social Psychology, International Journal of Psychology, Journal of Experimental Social Psychology, Current Directions in Psychological Science.
- Reviewer: Association for Consumer Research Conference, Society of Consumer Psychology Conference, Research Grants Council (RGC) of Hong Kong, Alden G. Clayton Award Reviewer, Marketing Science Institute (MSI).
- Program Committee: Association for Consumer Research Conference, 2013, 2014, 2017, 2019, 2020; Association for Consumer Psychology Conference Program Committee, 2019.

## **MEMBERSHIP**

- Association for Consumer Research
- Society for Consumer Psychology
- INFORMS Marketing Science.