

# Priyanka D. Joshi

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## EDUCATION

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- **Ph.D.** in Business Administration (Organizational Behavior Emphasis), Summer 2016  
Marshall School of Business, University of Southern California
- **M.A.** in Psychology (Social Emphasis), Summer 2009  
University of Northern Iowa
- **M.A.** in Applied Psychology, May 2007  
University of Mumbai, Mumbai, India
- **B.A.** in Psychology, May 2005  
St. Xavier's College, Mumbai, India

## AWARDS AND FELLOWSHIPS

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- *Center for International Business Education and Research (CIBER) Fellowship Award*, 2014
- *Outstanding Reviewer Award*, Organizational Behavior Division of the Academy of Management, 2013
- *James D. Ford Fellowship*, Marshall School of Business, 2013
- *Summer Research and Travel Grants*, University of Southern California, 2010, 2011, 2012
- *Summer Institute in Social Psychology* (Course: Social Influence in Groups, Workshop: Implicit Methods), Princeton, NJ, 2011
- *Professionalization Award*, University of Southern California, Spring 2011
- *Merit Fellowship*, University of Southern California, 2011-2012
- *Valentine Fellowship*, University of Southern California, 2009-2010
- *Graduate Research Award*, College of Behavioral and Social Sciences, University of Northern Iowa, Fall 2008

## RESEARCH INTERESTS

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- Psychological distance
- Interpersonal communication
- Social hierarchy
- Judgment and decision making
- Deviance and ethics

## RESEARCH SUMMARY

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The surge of new media and technology allows us to increasingly communicate with people who are physically and psychologically distant from us. My research examines how communicators transcend the distance between their self and their audience, finding that people frame their messages abstractly in order to be relevant and relatable to a distant and dissimilar audience. Presenting ideas abstractly is associated with greater attributions of power and status as well as judgments of profitability in entrepreneurial pitches. More recently, I am examining gender differences in communication, finding that women's experience of closeness to others results in the use of concrete speech in interpersonal communication contexts. In another line of research, I examine how feelings of interdependence and psychological closeness influences social judgments.

## PEER-REVIEWED ARTICLES

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Joshi, P. D., Raj, M., Wakslak, C. J., Trope Y. (*in Press*). Speaking to distant others: The use of abstraction in communication. *Social and Personality Psychology Science*.

Joshi, P. D., & Wakslak, C. J. (2014). Communicating with the crowd: Speakers use abstract messages when addressing larger audiences. *Journal of Experimental Psychology: General*, 143(1), 351-362.

Joshi, P. D., & Fast, N. J. (2013). Power and reduced temporal discounting. *Psychological Science*, 24(4), 432-438.

Joshi, P. D., & Fast, N. J. (2013). I am my (high-power) role: Power and role identification. *Personality and Social Psychology Bulletin*, 39(7), 898-910.

Wood, W., Kressel, L., Joshi, P., & Louie, B. (2014). Meta-analysis of women's mate preferences across the menstrual cycle. *Emotion Review*, 6, 232-252.

MacLin, O. H., MacLin, M. K., Peterson, D. J., Chowdhry, O. A., Joshi, P. D. (2009). Social psychophysics: Using psychophysics to answer "social" questions with PsychoPro. *Behavior Research Methods*, 41(3), 623-632.

## BOOK CHAPTERS

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Fast, N. J., & Joshi, P. D. (in press). Decision making at the top: Benefits and barriers. In J. T. Cheng, Tracy, J. L., & Anderson, C. (Eds.), *The psychology of social status*.

## SELECTED WORK IN PROGRESS

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Joshi, P. D., Wakslak, C. J., & Huang, L. Being Specific: Examining the effects of gender differences in communication on entrepreneurial success.

Joshi, P. D., Fast, N. J., & Kim, P. H. The curse of loyalty: Interdependent self-construal and support for corrupt behavior. 3 studies completed

Joshi, P.D. Empowering the future self: Power and reduced future anhedonia. Idea stage

Joshi, P. D., & Mayer, K. Powerless and vigilant: Power influences trust and contracting preferences. Data collection

## CONFERENCE PRESENTATIONS

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Joshi, P. D., Wakslak, C. J., & Trope, Y. (2015). *Speaking to distant others: The use of abstraction in communication*. Paper to be presented at the annual meeting of the Academy of Management, Vancouver, BC.

Joshi, P. D., & Fast, N. J. (2015). *Power and role identification*. Paper presented at the annual conference of the Society for Personality and Social Psychology, Long Beach, CA.

Joshi, P. D., & Fast, N. J. (2014). *Protecting the well intended: When group interdependence leads to greater corruption*. Paper presented at the annual meeting of the Academy of Management, Philadelphia, PA.

Joshi, P. D., & Fast, N. J. (2014). *Power and reduced temporal discounting*. Paper presented at the annual conference of the Society for Personality and Social Psychology, Austin, TX.

Joshi, P. D., & Fast, N. J. (2012). *I am my (high-power) role: Power as a determinant of role identification*. Paper presented at the annual meeting of the Academy of Management, Boston, MA.

Wakslak, C. J., & Joshi, P. D. (2012). *Audience Size and Construal Level*. Paper presented at CLT preconference to the Society of Personality and Social Psychology annual conference, San Diego, CA.

Joshi, P. D., Belhekar, V., & Shete, P. D. (2010). *Are affective forecasting errors culture specific?* Poster presented at the annual conference of Society for Personality and Social Psychology, Las Vegas, NV.

Caspers, H., Joshi, P. D., & Harton, H. C. (2009). *The dynamics of evolved attitudes: Evolutionary goals cajole social influence*. Poster presented at the annual conference of Midwestern Psychological Association, Chicago, IL.

Betts, R., Joshi, P. D., Chowdhry, O., Green, A., Peterson, D., MacLin, M. K., & MacLin, O. H. (2009). *Tracking eyes: Do we notice the same features in same and other-race faces?* Paper presented at the annual conference of the American Psychology-Law Society, San Antonio, TX.

Joshi, P.D., Harton, H.C., & Bennett, C. L. (2009). *Threats mediate the relation between personality and prejudice*. Poster presented at the annual conference of Society for Personality and Social Psychology, Tampa, FL.

Joshi, P. D., Bennett, C. & Harton, H. C. (2008). *Perceptions of threat and racial prejudice: A study of five ethnic groups*. Poster presented at the annual conference of Midwestern Psychological Association, Chicago, IL.

Joshi, P. D., Peterson, D., Lane, E., MacLin, M. K., & MacLin, O. H. (2008). *Perceptual discontinuities in the perception of other race faces: Implications for examining the cross-race effect*. Poster session presented at the annual conference of American Psychology-Law Society, Jacksonville, FL.

Joshi, P. D., Peterson, D., MacLin, M. K., & MacLin, O. H. (2007). *A computerized system to examine the perception of race and skin tone using racial markers*. Paper presented at the annual conference of Society for Computers in Psychology, Long Beach, CA.

## **TEACHING EXPERIENCE**

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### Courses Taught

- *Leading Organizations*, Marshall School of Business, Summer 2014 (Instructor rating: 4.64/5)
- *Mini Course on Managing Interpersonal Relationships*, Department of Psychology, University of Southern California, Fall 2010 (Instructor rating: 4.07/5)

### Teaching Assistant

- *Organizational Behavior (MBA)*, Marshall School of Business, Fall 2014. Supervisor: Scott Wiltermuth
- *Leading Organizations*, Marshall School of Business, Fall 2013. Supervisor: Nathanael Fast
- *Negotiation and Deal Making (MBA)*, Marshall School of Business, Fall 2012. Supervisor: Peter Kim

## **LEADERSHIP AND PROFESSIONAL SERVICE**

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- *Reviewer* for OB Division, Academy of Management Conference, 2014
- *Reviewer* for OB and MOC Divisions, Academy of Management Conference, 2013
- *Graduate Student Advisory Board*, University of Northern Iowa, Fall 2008 & Spring 2009
- *Co-coordinator*, Center for Social and Behavioral Research Annual Conference, University of Northern Iowa, Fall 2008

## ASSOCIATION MEMBERSHIPS

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- Academy of Management
- Society for Personality and Social Psychology

## ADDITIONAL INFORMATION

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- Visa Status: Permanent Resident, United States

## REFERENCES

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### **Nathanael Fast, Ph.D.**

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