

MINDY TRUONG

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ACADEMIC POSITIONS

Kellogg School of Management, Northwestern University

2021 – Present Golub Capital Postdoctoral Fellow

EDUCATION

Ph.D. Business Administration (Management and Organization), Marshall School of Business, University of Southern California, 2021

B.S. Psychology, University of California, San Diego, 2014

PUBLICATIONS

Truong, M., Fast, N. J., & Kim, J. (2020). It's not what you say, it's how you say it: Conversational flow and networking success. *Organizational Behavior and Human Decision Processes*, 158, 1-10.

Townsend, S. S. M. & **Truong, M.** (2017). Cultural models of self and social class disparities at organizational gateways and pathways. *Current Opinion in Psychology*, 18, 93-98.

MANUSCRIPTS UNDER REVIEW

Truong, M., Birnbaum, H. J., Dittmann, A. G., Stephens, N. M., Townsend, S. S. M., Emery, L. F., & Carey, R. M. (*Under review*). Feminine defaults are associated with a reduction in the gender participation gap in MBA classrooms.

Truong, M., Townsend, S. S. M., Stephens, N. M., & Smalleys, S. (*Under review*). Crossing the class divide: Social class background moderates threat in cross-class versus same-class interactions.

SELECT WORK IN PROGRESS

Truong, M., & Townsend, S. S. M. (*In preparation*). Social class bicultural identity integration benefits first-generation college graduates in sites of upward social mobility.

Townsend, S. S. M., **Truong, M.**, Smalleys, S., & Kunstman, J. (*In preparation*). Belief in meritocracy decreases threat in controllable, achievement-related situations.

Truong, M. & Townsend, S. S. M. (*Data collection*). Potential advantages of non-dominant cultural norms for conflict.

Truong, M., Emery, L. F., & Stephens, N. M. (*Data collection*). Benefits of working-class, interdependence for the MBA experience.

Truong, M., Stephens, N. M., & Babatunde, O. (*Data collection*). Social class and office housework.

Truong, M. & Lee, A. Y. (*Data collection*). Asian and left behind? The impact of race in hiring and socialization.

Kassirer, S., **Truong, M.**, & Kouchaki, M. (*Data analysis*). Interdependent factors shape experiences in and evaluations of non-profit organizations.

Truong, M. & Fast, N. J. (*Data collection*). The role of difference in shaping perceptions of conversational flow.

Townsend, S. S. M., Akinola, M., & **Truong, M.** (*Data collection*). Reappraising physiological experiences of stress in cross-race interactions.

HONORS & AWARDS

USC Marshall Ph.D. Student Teaching Award, 2020

Global Branding Center Fellowship, 2020

Marshall Outstanding Researcher Award, 2020

Graduate Student Government Travel Grant for Harvard BIG Doctoral Workshop, 2019

Graduate Student Government Travel Grant for SPSP Annual Convention, 2017/18/19/20

SPSSI Graduate Student Travel Award, 2017

SPSP Diversity Fund Undergraduate Registration Award, 2015

Dept. of Psychology Honors Student with Highest Distinction, UC San Diego, 2014

Norman Henry Anderson Honors Thesis Award, UC San Diego, 2014

Norman Henry Anderson Research Travel Grant, UC San Diego, 2014

Provost Honors, UC San Diego, 2010–2014

CONFERENCE PRESENTATIONS

Truong, M., Townsend, S. S. M., & Stephens, N. M. (August, 2022). *Interacting Across Class Lines: Who is Threatened in Cross-Class versus Same-Class Interactions?* Conference Talk presented at the Annual Meeting of the Academy of Management, Seattle, WA.

Truong, M. & Townsend, S. S. M. (February, 2022). *Social Class Bicultural Identity Integration Benefits Upward Social Class Transitioners*. Conference Talk presented at the Society for Personality and Social Psychology's 23rd Annual Convention, San Francisco, CA.

Truong, M. & Townsend, S. S. M. (August, 2021). *Benefits of a Working-Class Background in Stressful Interpersonal Interactions*. Conference Talk presented at the Annual Meeting of the Academy of Management (Virtual).

Truong, M., Townsend, S. S. M., Smallets, S., Stephens, N. M. (February, 2021). *Crossing the Class Divide: Divergent Threat Responses When Anticipating Cross-Class Interactions*. Conference Talk presented at the Society for Personality and Social Psychology's 22nd Annual Convention (virtual).

Truong, M., Townsend, S. S. M., Smallets, S., Stephens, N. M. (February, 2020). *Crossing the Class Divide: Divergent Threat Responses When Anticipating Cross-Class Interactions*. Conference Talk presented at the Society for Personality and Social Psychology's 21st Annual Convention, New Orleans, LA.

Truong, M. & Townsend, S. S. M. (February, 2019). *Social Class Bicultural Identity Integration Benefits People from Working-Class Backgrounds in Middle-Class Contexts*. Poster presented at the Society for Personality and Social Psychology's 20th Annual Convention, Portland, OR.

Truong, M. & Townsend, S. S. M. (August, 2018). *People from Working-Class Backgrounds Benefit from Social Class Bicultural Identity Integration*. Conference Talk presented at the 78th Annual Meeting of the Academy of Management, Chicago, IL.

- Truong, M.** & Townsend, S. S. M. (March, 2018). *Social Class Differences in Interview Responses Impact Ratings of Competency and Hiring Potential*. Poster presented at the Society for Personality and Social Psychology's 19th Annual Convention, Atlanta, GA.
- Truong, M.**, Townsend, S. S. M., Smallets, S. (August, 2017). *Threatened by Control: Worldview Moderates Threat in Response to Having or Lacking Control*. Paper presented at the 77th Annual Meeting of the Academy of Management, Atlanta, GA.
- Truong, M.**, Townsend, S. S. M., Smallets, S., Stephens, N. M. (June, 2017). *Crossing the Class Divide: Responses to Anticipating Cross-Class Interactions*. Conference Symposia Talk presented at the Society of the Psychological Study of Social Issues 2017 Conference, Albuquerque, NM.
- Truong, M.** & Townsend, S. S. M. (January, 2017) *Crossing the Class-Divide: Physiological and Behavioral Responses to Cross-Class Interactions*. Poster presented at the Society for Personality and Social Psychology's 18th Annual Convention, San Antonio, TX.
- Truong, M.** & Townsend, S. S. M. (January, 2016) *Hard Work Pays Off; Do I Save More? Belief in Meritocracy Moderates the Association Between Socioeconomic Status and Savings*. Poster presented at the Society for Personality and Social Psychology's 17th Annual Convention, San Diego, CA.
- Truong, M.** & Bryan, C.J. (May, 2014) *Do Blondes Have More Fun Than Women Who Have Blonde Hair?* Poster presented at the 14th Annual Stanford Undergraduate Psychology Conference, Stanford, CA.
- Truong, M.** & Bryan, C.J. (May, 2014) *Do Blondes Have More Fun Than Women Who Have Blonde Hair?* Poster presented at the University of California, Los Angeles Psychology Undergraduate Research Conference, Los Angeles, CA.
- Truong, M.** & Bryan, C.J. (May, 2014) *Do Blondes Have More Fun Than Women Who Have Blonde Hair?* Poster presented at the University of California, San Diego 2014 Psychology Honors Poster Session, San Diego, CA.

RESEARCH EXPERIENCE

Laboratory Manager, Culture, Diversity, & Psychophysiology Lab, Department of Management and Organization, USC Marshall School of Business, 08/2014 – 07/2016

Principal Investigator: Sarah S. M. Townsend, Ph.D., Management and Organization

Topics: Diversity, intergroup relations, social class differences, psychophysiology

Laboratory Manager, Hierarchy, Networks, & Technology Lab, Department of Management and Organization, USC Marshall School of Business, 08/2014 – 06/2016

Principal Investigator: Nathanael J. Fast, Ph.D., Management and Organization

Topics: Psychology of technology, networking, hierarchy

Honors Thesis Student, Department of Psychology, UC San Diego, 06/2013 – 06/2014

Principal Investigator: Christopher J. Bryan, Ph.D., Department of Psychology

Thesis Topic: Effects of noun wording on self-perceptions and stereotype threat in women with blonde hair.

Research Assistant, Department of Cognitive Science, UC San Diego, 05/2012 – 04/2014

Principal Investigator: Teri Lawton, Ph.D., Department of Cognitive Science

Topics: Interventions, dyslexia, child psychology

Research Assistant, Department of Psychology, UC San Diego, 03/2013 – 06/2013
Principal Investigator: Christopher J. Bryan, Ph.D., Department of Psychology
Topics: Influence and persuasion, pro-social behavior, self-concept

TEACHING EXPERIENCE

Head Teaching Assistant, USC Marshall School of Business, Spring 2021
Instructor: Sarah S. M. Townsend, Ph.D, Management and Organization
Course Title: GSBA 533: Organizational Behavior (MBA core course)

Head Teaching Assistant, USC Marshall School of Business, Fall 2020
Instructor: Sarah S. M. Townsend, Ph.D., Management and Organization
Course Title: BUAD 498: If Not You, Who? The Future of Leadership (Undergraduate elective course)
Course Title: GSBA 598: If Not You, Who? The Future of Leadership (Graduate elective course)

Instructor, USC Marshall School of Business, Summer 2020
Course Title: BUAD 304: Organizational Behavior and Leadership (Undergraduate core course)

- *USC Marshall Ph.D. Student Teaching Award Winner*

Teaching Assistant, USC Marshall School of Business, Spring 2020
Instructor: Jody Tolan, MBA, Ed.D., Management and Organization
Course Title: BUAD 304: Organizational Behavior and Leadership (Undergraduate core course)

Teaching Assistant, USC Marshall School of Business, Fall 2019, Spring 2020
Instructor: Peter Carnevale, Ph.D., Management and Organization
Course Title: MOR 469: Negotiation and Persuasion (Undergraduate elective course)

Teaching Assistant, USC Marshall School of Business, Spring 2019
Instructor: Scott S. Wiltermuth, Ph.D., Management and Organization
Course Title: GSBA 533: Organizational Behavior (MBA core course)

Teaching Assistant, USC Marshall School of Business, Fall 2015
Instructor: Nathanael J. Fast, Ph.D., Management and Organization
Course Title: MOR 567: Interpersonal Influence and Power (MBA elective course)

Teaching Assistant, UC San Diego, Fall 2013
Instructor: Evan Raiewski, Ph.D., Department of Psychology
Course Title: PSYC 60: Introduction to Statistics (Undergraduate core course)

CHAired CONFERENCE SYMPOSIA

Truong, M. & Dittmann, A. G. (February, 2021). *Reaching the Hard-to-Reach: Conducting High-Impact Research with Underrepresented Populations*. Symposium co-chair at the Society for Personality and Social Psychology Annual Convention.

Truong, M. & Townsend, S. S. M. (February, 2020). *Diversifying Intergroup Relations Research: Differences and Similarities across Marginalized Groups*. Symposium co-chair at the Society for Personality and Social Psychology Annual Convention, New Orleans, LA.

Truong, M. & Dittmann, A. G. (August 2018). *Harnessing Research on the Effects of Economic and Social Class Inequality to Improve Lives*. Symposium co-chaired at the Academy of Management Annual Meeting, Chicago, IL.

ACADEMIC SERVICE

OB Division Mentor: AOM Welcome-A-Member Program, August 2019

Co-Organizer: Marshall Multi-Source Field Data Collection, 2019 – 2021

Co-Organizer: Marshall Panels on Women's Experiences in Research (MPOWER), 2019 – 2021

Co-Organizer: Marshall Management and Organization Ph.D. Student Seminars, 2018 – 2020

Session Chair: "Interpersonal Control and Work Relationships" (August 2017). AOM Annual Meeting, Atlanta, GA.

Ad-hoc reviewer: *Organizational Behavior and Human Decision Processes, Academy of Management Conference, Translational Issues in Psychological Science, Diversity in Higher Education, British Journal of Social Psychology*

PROFESSIONAL AFFILIATIONS

Southeast Asian Social and Personality Psychologists (SEASAPP)

Association for Psychological Science

Society for the Psychological Study of Social Issues (SPSSI)

Academy of Management (AOM)

Society for Personality and Social Psychology (SPSP)

Psi Chi International Honors Society in Psychology