

**RACHEL GERSHON**  
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## **EMPLOYMENT**

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UC San Diego, Rady School of Management **2019 - Present**  
Assistant Professor of Marketing

## **EDUCATION**

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Washington University in St. Louis, Olin Business School **2014 - 2019**  
PhD, Marketing

Washington University in St. Louis. **2010 - 2014**  
Bachelor of Arts and Science (Honors), 2014.  
Major: Philosophy, Neuroscience, and Psychology. Minor: Public Health.

## **JOURNAL PUBLICATIONS**

(† PhD student at time of publication, \* equal contribution)

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Fridman, Ariel\*† and **Rachel Gershon\*** (2023), “Reply to Kasper et al.: Identity threat is lower when supporting an opposing group member than an opposing group.” *Proceedings of the National Academy of Sciences*.

**Gershon, Rachel\*** and Ariel Fridman\*† (2022) “Individuals Prefer to Harm their Own Group rather than Help an Opposing Group.” *Proceedings of the National Academy of Sciences*.

Fridman, Ariel†, **Rachel Gershon**, and Ayelet Gneezy (2022) “Increased Generosity under COVID-19 Threat.” *Scientific Reports*.

Fridman, Ariel†, **Rachel Gershon**, and Ayelet Gneezy (2021) “COVID-19 and Vaccine Hesitancy: A Longitudinal Study.” *Plos One*, 16 (4).

**Gershon, Rachel**, Cynthia Cryder, and Leslie K. John (2020) “Why Prosocial Referral Incentives Work: Reputational Benefits versus Action Costs.” *Journal of Marketing Research*, 57 (1), 156-172.

**Gershon, Rachel\*** and Rosanna K. Smith\* (2020) “Twice-Told Tales: Self-Repetition Decreases Observer Assessments of Performer Authenticity.” *Journal of Personality and Social Psychology*, 118 (2).

**Gershon, Rachel** and Cynthia Cryder (2018) “Goods Donations Increase Charitable Credit for Low-Warmth Donors,” *Journal of Consumer Research*, 45 (2), 451–469.

## **PAPERS UNDER REVIEW & RESEARCH IN PROGRESS**

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**Gershon, Rachel**, Cynthia Cryder and Katherine L. Milkman, “Friends with Health Benefits: A Field Experiment.” *Minor Revision at Management Science*.

**Gershon, Rachel**, Cynthia Cryder, and Merriah Croston<sup>†</sup>, “Risky Business: The Risk-Reward Tradeoff is Different for Nonprofits.” *Revising for 3<sup>rd</sup> Round Review at Journal of Marketing Research*.

**Gershon, Rachel**, Alicea Lieberman, and Sydney Scott, “Consumers Believe Legal Products are Less Effective Than Illegal Products.” *Under 2<sup>nd</sup> Round Review at Journal of Marketing Research*.

Kim, Michelle<sup>†</sup>, Tianqi Chen<sup>†</sup>, **Rachel Gershon**, Sydney Scott, Daniella Kupor, and Remi Trudel, “Less is More (Natural): The Effect of the Number of Ingredients on Consumer Perceptions and Preferences.” *Revising for 2<sup>nd</sup> Round Review at Journal of Marketing Research*.

**Gershon, Rachel\*** and Zhenling Jiang\*, “Referral Contagion: Downstream Benefits of Customer Referrals.” *Under 2<sup>nd</sup> Round Review at Journal of Marketing Research*.

Park, Alexander<sup>†</sup>, **Rachel Gershon**, Marissa A. Sharif, “The Struggle is Real: Motivating Goal Pursuit by Normalizing Process Difficulty.” *Under Review*.

Weingarten, Evan, **Rachel Gershon**, and Amit Bhattacharjee, “Gatekeeping of Identity and Group Membership.”

**Gershon, Rachel\***, Kristen Duke\*, and Ivuoma Onyeador, “The Promise of Ranked Choice Voting: Overcoming Electability Concerns to Increase Votes for Underrepresented Candidates.”

Park, Alexander<sup>†</sup>, Cynthia Cryder, and **Rachel Gershon**, “Fighting Fiscal Awkwardness: The (Dis)Advantages of Digital Payment Methods on Peer-Debt Dynamics.”

**Gershon, Rachel**, Anish Mitra, and Michael Ostacher, “Precision Marketing on Social Media Addresses Demographic Disparities in Mental Health Care Access.”

Ariella Kristal and **Rachel Gershon**, “Commitment Devices and Lay Beliefs about Competence.”

## **SELECT PRESS COVERAGE**

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Increased Generosity under COVID-19 Threat

[Forbes](#), [NBC San Diego](#), [The Washington Post](#)

COVID-19 and Vaccine Hesitancy: A Longitudinal Study

[Vox](#), [The Atlantic](#), [NBC San Diego](#), [CBS News](#), [PsyPost](#), [KPBS](#)

Twice-Told Tales: Self-Repetition Decreases Observer Assessments of Performer Authenticity

[The Wall Street Journal](#), [The Atlantic](#), [SPSP Blog](#)

## **CONFERENCE PRESENTATIONS (\*presenter)**

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### Less is More (Natural): The Impact of Number of Ingredients on Consumer Perceptions and Preferences

- *Society for Consumer Psychology*, Online (2022)
- *Association for Consumer Research*, Denver, CO (2022)

### Gatekeeping of Identity and Group Membership

- *Society for Consumer Psychology*, Online (2022)
- *Association for Consumer Research*, Denver, CO (2022)
- *Society for Judgment and Decision Making*, San Diego, CA (November, 2022)

### Consumers Believe Legal Products are Less Effective Than Illegal Products

- *\*Association for Consumer Research*, Online (2020)
- *\*Society for Judgment and Decision Making*, Online (February, 2022)

### Increased Generosity under Covid-19 Threat

- *\*California School Conference* (2022)
- *Society for Judgment and Decision Making*, Online (February, 2022)
- *Society for Consumer Psychology*, Online (2022)

### Individuals Prefer to Harm their Own Group rather than Help an Opposing Group

- *\*Society for Personality and Social Psychology Conference* (2023)
- *Society for Consumer Psychology*, Online (2021)
- *Academy of Management*, Online (2021)
- *Society for Judgment and Decision Making*, Poster, Online (2020)
- *Association for Consumer Research*, Online (2020)

### The Struggle is Real: Motivating Goal Pursuit by Normalizing Process Difficulty

- *Association for Consumer Research*, Online (2021)
- *Society for Judgment and Decision Making*, Poster, Online (February, 2022)

### Fighting Fiscal Awkwardness: The (Dis)Advantages of Digital Payment Methods on Peer-Debt Dynamics

- *Society for Consumer Psychology*, Online (2021)
- *Society for Judgment and Decision Making*, Poster, Online (2020)
- *Association for Consumer Research*, Online (2020)

### Friends with Health Benefits: A Field Experiment

- *\*Society for Judgment and Decision Making*, Online (2020)
- *\*Association for Consumer Research*, Denver, CO (2022)

### Risky Business: The Risk-Reward Trade-off is Different for Nonprofit and For-Profit Firms

- *\*Association for Consumer Research*, Atlanta, GA (2019)

- *\*Behavioral Insights for Social Good*, Vancouver, Canada (2019)
- *Society for Consumer Psychology*, Savannah, GA (2019)
- *\*Society for Consumer Psychology*, Poster, Dallas TX (2019)

#### Why Prosocial Referral Incentives Work: Reputational Benefits versus Action Costs

- *Behavioral Insights for Social Good*, Vancouver, Canada (2019)
- *\*Society for Consumer Psychology*, Savannah, GA (2019)
- *\*Behavioral Decision Research in Management*, Boston, MA (2018)
- *\*Association for Consumer Research*, San Diego, CA (2017)
- *\*Society for Consumer Psychology*, San Francisco, CA (2017)

#### Twice-Told Tales: Self-Repetition Decreases Observer Assessments of Performer Authenticity

- *\*Society for Consumer Psychology*, Savannah, GA (2019)
- *Authenticity Workshop*, Chicago, IL (2018)
- *Society for Judgment and Decision Making*, Poster, Vancouver, BC (2018)

#### Goods Donations Increase Charitable Credit for Low-Warmth Donors,

- *\*Society for Judgment and Decision Making*, Boston, MA (2016)
- *\*Association for Consumer Research*, Berlin, Germany (2016)
- *\*Association for Psychological Science*, Chicago IL (2016)
- *\*Society for Consumer Psychology*, St. Pete Beach, FL (2016)
- *\*Association for Consumer Research*, Poster New Orleans, LA (2015)

### **RESEARCH INTERESTS**

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Consumer Judgments and Choice  
 Impression Management  
 Incentives  
 Prosocial Behavior  
 Word of Mouth  
 Social Consumption  
 Corporate Social Responsibility

### **HONORS AND AWARDS**

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UCSD Global Health Institute Grant “Attitudes towards vaccinations during Coronavirus crisis – Longitudinal Study” \$6,650 (Co PIs Ayelet Gneezy and Ariel Fridman), 2020

MSI Grant # 4000981 “Friends with (Health) Benefits: Bundling Incentives and Social Engagement to increase Gym Usage” \$5,000 (Co PIs Cynthia Cryder and Katherine Milkman), 2020

Stanford Innovator Grant: Pilot Studies, “Searching for Help: Using Google Ads for Suicide Prevention,” \$25,000 (Co PIs Michael Ostacher and Anish Mitra), 2019

Society for Marketing Advances (SMA) Winner of the Doctoral Dissertation Competition, 2018

Winner, Moog Scholar Award, Olin Business School, 2015

## **SERVICE ACTIVITIES AND AFFILIATIONS**

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**Ad Hoc Journal Reviewer:** Journal of Marketing Research, Journal of Consumer Research Marketing Science, Management Science, Journal of Experimental Psychology: General, Journal of Public Health, Journal of the Association for Consumer Research, Marketing Letters, Journal of Consumer Psychology, MIS Quarterly, Organizational Behavior and Human Decision Processes, Journal of Business Research, PLOS One, Scientific Reports, Trends in Cognitive Sciences

**Conference Reviewer:** AMA Winter Academic Conference, Association for Consumer Research Conference, Society for Consumer Psychology, Society for Judgment and Decision-Making Conference

**Affiliations:** Society for Judgment and Decision Making (SJDM), Association for Consumer Research (ACR), Society for Personality and Social Psychology (SPSP), Society for Consumer Psychology (SCP), Center for the Science of Moral Understanding (Research Affiliate)

## **TEACHING EXPERIENCE**

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### **Teaching**

Consumer Behavior (Undergrad –Spring 2020, Winter 2020-2023)

### **Teaching Assistant**

Introduction to Marketing (Undergrad – Fall 2015, 2016, 2017)

Consumer Behavior (MBA, Undergrad – Fall 2015, 2016, 2019)

## **INVITED TALKS**

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Wharton	2023
UCLA	2023
Judgment and Decision-Making Preconference, SPSP	2023
Kellogg	2023
Northeastern University	2022
Stanford University	2022
Rutgers University	2022
University of Delaware	2021
UC Berkeley	2019
UC San Diego	2018
London Business School	2018
University of Toronto	2018
Harvard Business School	2018
Yale University	2018
Indiana University	2018

University of Chicago  
Georgetown University

2018  
2018