

RACHEL GERSHON

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EMPLOYMENT

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

EDUCATION

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

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*.

Select Media Coverage: [The Wall Street Journal](#), [The Atlantic](#)

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

SELECT RESEARCH IN PROGRESS

* notes equal contribution

Gershon, Rachel, Cynthia Cryder and Katherine L. Milkman, “Friends with Health Benefits: A Field Experiment.” *Revising for resubmission at PNAS*.

Gershon, Rachel, Cynthia Cryder, and Merriah Croston “Risky Business: The Risk-Reward Tradeoff is Different for Nonprofits.” *Revising for resubmission at Journal of Marketing Research*.

Fridman, Ariel, Rachel Gershon, and Ayelet Gneezy “Increased Generosity under COVID-19 Threat.” *Under Review*.

Gershon, Rachel, Alicea Lieberman, and Sydney Scott, “Consumers Believe Illegal Products are More Effective Than Legal Products.” *Under Review*.

Gershon, Rachel,* Ariel Fridman,* and Charles Dorison “The Cost of Opposition: Preferring to Punish our own rather than Help our Opponent.”

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

Gershon, Rachel* and Zhenling Jiang,* “Referrals are Contagious: Downstream Benefits of Referral Reward Programs.”

Park, Alexander B., Rachel Gershon, Marissa A. Sharif, “The Struggle is Real: Motivating Goal Pursuit by Normalizing Process Difficulty”

Michelle Kim, Rachel Gershon, and Sydney E. Scott, “Less is More (Natural): The Effect of the Number of Ingredients on Consumer Perceptions and Preferences.”

CONFERENCE PRESENTATIONS (*presenter)

Increased Generosity under Covid-19 Threat

- *Society for Judgment and Decision Making*, Online (February, 2022)

The Cost of Opposition: Preferring to Punish our Own Rather than Help our Opponent

- *Society for Consumer Psychology*, 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)

The Illegal = Effective Heuristic

- **Association for Consumer Research*, Online (2020)

- **Society for Judgment and Decision Making, Online (February, 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)*

Getting Credit for Corporate Donations: When Money Doesn't Talk

- **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

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

HONORS AND AWARDS

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

PROFESSIONAL AND SERVICE ACTIVITIES

Ad Hoc Journal Reviewer

Journal of Marketing Research
Management Science
Journal of Consumer Research
Marketing Science
Journal of Experimental Psychology: General
Organizational Behavior and Human Decision Processes
Journal of Consumer Psychology
MIS Quarterly
Journal of Public Health
PLOS One
Trends in Cognitive Sciences
Journal of the Association for Consumer Research

Conference Reviewer

Society for Consumer Psychology, 2015 – Present
Association for Consumer Research Conference, 2016 – Present
AMA Winter Academic Conference, 2018 – Present

Olin Business School Graduate Council Representative

*Nominated to represent the business school in Washington University’s Graduate Council.

TEACHING EXPERIENCE

Teaching

Consumer Behavior (Undergrad – Winter, Spring 2020, Winter 2021)

Teaching Assistant

Introduction to Marketing (Undergrad – Fall 2015, 2016, 2017)
Consumer Behavior (MBA, Undergrad – Fall 2015, 2016, 2019)

INVITED TALKS

Rutgers University	2022
University of Delaware	2021
University of California Berkeley	2019

University of California San Diego	2018
London Business School	2018
University of Toronto	2018
Harvard Business School	2018
Yale University	2018
Indiana University	2018
University of Chicago	2018
Georgetown University	2018