**MINDY TRUONG**

Department of Management and Organization, Marshall School of Business

University of Southern California, 701 Exposition Blvd. Hoffman Hall 431

Los Angeles, CA, 90089-1424

[mindyt@marshall.usc.edu](mailto:mindyt@marshall.usc.edu) **|** [mindytruong.weebly.com](http://mindytruong.weebly.com/)

**EDUCATION**

Ph.D., Management & Organization, University of Southern California, degree expected 2021  
Advisor: Sarah S.M. Townsend  
  
Bachelor of Science, Psychology, University of California, San Diego, 2014

Advisor: Christopher J. Bryan

* *Cum Laude*

**PUBLICATIONS**

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., Fast, N. J., & Kim, J. It’s not what you say, it’s how you say it: Conversational flow and networking success. Revise and resubmit at *Organizational Behavior and Human Decision Processes*.

\*Truong, M., \*Smallets, S., & Townsend, S. S. M. Crossing the Class Divide: Divergent Threat Responses When Anticipating Cross-Class Interactions. *Under review*. \*Indicates equal contribution

**CONFERENCE PRESENTATIONS**

**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.* Talk to be 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, PhD, 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, PhD, 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, PhD, Department of Psychology

*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, PhD, Department of Cognitive Science

*Topic:* Visual and auditory reading interventions used to correct the timing deficits in the magnocellular pathways in children with dyslexia.

**Research Assistant,** Department of Psychology**,** UC San Diego 03/2013 – 06/2013

*Principal Investigator:* Christopher J. Bryan, PhD, Department of Psychology

*Topic:* Increasing pro-social behavior (i.e., helping) in children ages 3-6 using subtle linguistic cues.

**TEACHING EXPERIENCE**

**Teaching Assistant,** USC Marshall School of Business Fall 2019

*Instructor:* Peter Carnevale, PhD, Management and Organization

*Course Title:* MOR 469: Negotiation and Persuasion (Undergraduate course)

**Teaching Assistant,** USC Marshall School of Business Spring 2019

*Instructor:* Scott S. Wiltermuth, PhD, 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, PhD, Management and Organization

*Course Title*: MOR 567: Interpersonal Influence and Power (MBA elective course)

**Teaching Assistant,** UC San Diego Fall 2013

*Instructor:* Evan Raiewski, PhD, Department of Psychology

*Course Title:* PSYC 60: Introduction to Statistics (Undergraduate course)

**HONORS & AWARDS**

Graduate Student Government Travel Grant for Harvard BIG Doctoral Workshop 2019

Graduate Student Government Travel Grant for SPSP Annual Convention 2017, 2018, 2019

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 H. Anderson Research Travel Grant, UC San Diego 2014

Provost Honors, UC San Diego 2010–2014

**CHAIRED CONFERENCE SYMPOSIA**

Truong, M. & Sarah 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:** AOMWelcome-A-Member Program August 2019

**Co-Organizer:** Marshall Multi-Source Field Data Collection 2019 – present

**Co-Organizer:** Marshall Panels on Women’s Experiences in Research 2019 – present

**Co-Organizer:** Marshall Management and Organization PhD Student Seminars 2018 – present

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

**Ad-hoc reviewer**, *Translational Issues in Psychological Science*

**PROFESSIONAL AFFILIATIONS**

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