

SAYURI HAYAKAWA

CURRICULUM VITAE

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EDUCATION

PhD, Cognitive Psychology

2011-2017 (expected)

University of Chicago, Chicago, IL

- Dissertation: Processes Underlying the Foreign Language Effect on Decision Making
 - Committee: Boaz Keysar (Chair), Howard Nusbaum, Greg Norman

MA, Social Sciences

2008-2009

University of Chicago, Chicago, IL

- Focus: Psychology
- Thesis: Eye-Gazing While Thinking: the Effects of Language and Location for Japanese-American Biculturals

BA, Psychology

2004-2008

Boston University, Boston, MA

- Major in Psychology; Minor in Statistics and Probability

TEACHING AND ADVISING EXPERIENCE

Teaching Assistant, Chicago Booth School of Business

Responsibilities included grading assignments and finals, assisting students with conceptual material and preparation for final papers.

- Negotiations (Executive MBA) *Summer, 2016; 2015; 2013; 2012*
- The Practice of Leadership in Business *Spring, 2011*
- Strategies and Processes of Negotiation *Spring, 2010; Winter 2011*
- Managing in Organizations *Winter, 2010*

Teaching Assistant, University of Chicago

Responsibilities included grading assignments, assisting students with conceptual material, and leading discussion sections.

- Psychology of Decision Making *Autumn, 2015; 2013*
- Cognitive Psychology *Spring, 2015*
- Psychology of Negotiation *Winter, 2014*
- Understanding Wisdom *Autumn, 2014*

Mentor, University of Chicago

- Emory Richardson, Master's student *2015-2016*
- Jaewon Yoon, Undergraduate student *2014-2016*
- Yuning Shi, Master's student *2014-2015*
- Sophie Holtzmann, Undergraduate student *2013-2015*
- Ki Jin Kim, Master's student *2013-2014*

RESEARCH EXPERIENCE

Graduate Student, University of Chicago *October 2011 - present*

- Working with Dr. Boaz Keysar on a number of projects related to the effect of using a foreign language on cognition and behavior.
- Responsibilities include designing and executing experiments, analyzing and interpreting data, preparing for grant applications, writing and submitting academic papers for publication, interviewing and managing research assistants.

Research Associate, University of Chicago *October 2009 – September, 2011*

- Assisting Dr. Boaz Keysar with a research project on decision-making and language.
- Responsibilities included designing and executing experiments, analyzing and interpreting data, interviewing and managing research assistants.

MA Research Project, University of Chicago *October, 2008 – August, 2009*

- Supervisor: Dr. Boaz Keysar
- Examined nonverbal behaviors of multicultural individuals and the influence of linguistic primes.
- Responsibilities included the design and execution of experiment, including subject recruitment, running the experiment, data collection, statistical analysis, interpretation and write up of data.

Research Assistant, Boston University *September, 2007 – February, 2008*

- Assisted Dr. Yoshiaki Tsushima with research on auditory perception.
- Research involved implicit learning through task-irrelevant auditory cues.

- Responsibilities included managing subjects, running computer-based experiments and data collection.

Research Intern, NTT Communication Lab, Japan

June, 2007 – August, 2007

- Assisted Dr. Isamu Motoyoshi with research on visual perception.
- Research involved adaptation-induced blindness and unconscious visual perception.
- Responsibilities included running the experiment, managing subjects, collecting data, online research, coauthoring a paper.

BA Research Project, Boston University

September, 2006- April, 2007

- Supervisor: Dr. Catherine Caldwell-Harris
- Cross-cultural social psychology research examining the self-promotional styles of Japanese-American bilingual biculturals.
- Responsibilities included designing the experiment, gaining IRB approval, recruitment and running subjects, data collection and analysis.

PEER-REVIEWED PUBLICATIONS

- **Hayakawa, S.**, Tannenbaum, D., Corey, J., Costa, A. & Keysar, B. (*in press*). Thinking more or feeling less: Explaining the foreign language effect on moral judgment. *Psychological Science*
- Corey, J., **Hayakawa, S.**, Foucart, A., Aparici, M., Botella, J., Costa, A., & Keysar, A. (*in press*). Our moral decisions are foreign to us: the robust effect of language. *Journal of Experimental Psychology: Learning, Memory and Cognition*.
- **Hayakawa, S.**, Costa, A., Foucart, A., & Keysar, B. (2016). Using a Foreign Language Changes Our Choices. *Trends in Cognitive Sciences*, 20(11), 791-793.
- Costa, A., Foucart, A., **Hayakawa, S.**, Aparici, M., Apestequia, J., Heafner, J., & Keysar, B. (2014). Your Morals Depend on Language. *PLOS ONE*, 9(4), e94842.
- Keysar, B., **Hayakawa, S.L.**, & An, S. (2012) The foreign language effect: thinking in a foreign tongue reduces decision making biases. *Psychological Science*, 23(6), 661-668.
- Motoyoshi, I. & **Hayakawa, S.** (2010). Adaptation-induced blindness to sluggish stimuli. *Journal of Vision*, 10(2):16, 1-8

PAPERS UNDER REVIEW & IN PREPARATION

- **Hayakawa, S.**, Lau, B., Holtzmann, S., Costa, A. & Keysar, B. (*under review*). On the reliability of the foreign language effect on risk taking.
- **Hayakawa, S.** & Keysar, B. (*under review*). Morality and mental imagery in a foreign language.

- Costa, A., Corey, J.D., **Hayakawa, S.**, Aparici, M., Vives, M. & Keysar, B. (*under review*). The role of intentions and outcomes in the foreign language effect on moral judgments
- Bereby-Meyer, Y., **Hayakawa, S.**, Shalvi, S., Corey, J., Costa, A., & Keysar, B. (*under review*). Honesty speaks a second language.
- Foucart, A., **Hayakawa, S.**, Corey, J., Barr, D., Aparici, M., Costa, A., & Keysar, B. (*in preparation*). Changing languages changes moral choices: The role of outcomes.

PRESENTATIONS

- **Hayakawa, S.**, Tannenbaum, D., Keysar, B., Corey, J., & Costa, A. (2016). *Does using a foreign language make you more utilitarian or less deontological?* Poster presented at the annual meeting of the Society for Judgment and Decision Making, Boston, MA.
- Corey, J., **Hayakawa, S.**, Foucart, A., Aparici, M., Botella, J., Keysar, B., & Costa, A. (2016). *Our Moral Judgments Are Foreign to Us*. Poster presented at the annual meeting of the Society for Judgment and Decision Making, Boston, MA.
- **Hayakawa, S.** & Keysar, B. (2016). *The role of the native tongue when making decisions*. Talk presented at the APS 28th Annual Convention, Chicago, IL.
- **Hayakawa, S.**, Tannenbaum, D., & Keysar, B. (2016). *Thinking More or Feeling Less: Why Are People More Utilitarian in a Foreign Language?* Poster presented at the APS 28th Annual Convention, Chicago, IL.
- **Hayakawa, S.** & Keysar, B. (2015). *Is the sun brighter than el sol?: The effect of using a foreign language on mental imagery*. Poster presented at the annual meeting of the Society for Judgment and Decision Making, Chicago, IL.
- Bereby-Meyer, Y., **Hayakawa, S.**, Shalvi, Shaul; Corey, J., Costa, A. & Keysar, B. (2015). *Honesty speaks a second language*. Talk presented at the annual meeting of the Society for Judgment and Decision Making, Chicago, IL.
- Corey, J., Keysar, B., **Hayakawa, S.**, Aparici, M., Foucart, A. & Costa, A. (2015). The moral tongue: using a foreign language promotes consequentialist judgments. Talk presented at the APS 27th Annual Convention, New York, NY.
- Keysar, B. & **Hayakawa, S.** (2015). Using a foreign language promotes strategic risk taking. Talk presented at the APS 27th Annual Convention, New York, NY.
- **Hayakawa, S.**, Corey, J., Foucart, A., Costa, A., & Keysar, B., & An, S. (2014). *Using a foreign language promotes strategic risk taking*. Poster presented at the annual meeting of the Society for Judgment and Decision Making, Long Beach, CA.
- Corey, J., Keysar, B., **Hayakawa, S.**, Aparici, M., Foucart, A., & Costa, A. (2014). *Killing the Fat Man or el Hombre Gordo: Why Are People More Utilitarian in a Foreign Language?* Talk presented at Psychonomics, Long Beach, CA.
- **Hayakawa, S.**, Keysar, B. & An, S. (2013). *The Effect of Using a Foreign Language on Delaying Gratification*. Poster presented at the Society for Judgment and Decision Making Annual Conference, Toronto, Ontario.

- **Hayakawa, S.L.**, Keysar, B. & An, S. (2012). *The Foreign Language Effect: Thinking in a Foreign Tongue Reduces Decision Biases*. Poster presented at the APS 24th Annual Convention, Chicago, IL

INVITED TALKS

- **Hayakawa, S.** (2016). *Morality and mental imagery in a foreign language*. Invited Talk presented at the University of Chicago Cognitive Brown Bag, Chicago, IL.
- **Hayakawa, S.** (2016). *Wisdom in a foreign language*. Invited talk presented at the Wisdom Research Forum, Chicago, IL.
- **Hayakawa, S.** (2014). *Using a foreign language promotes wise risk-taking*. Invited talk presented at the Wisdom Research Forum, Chicago, IL.
- **Hayakawa, S.** (2014). *Linguistic Expertise, Insight and Wisdom*. Invited talk presented at the Wisdom Research Forum, Chicago, IL.

COMPUTER SKILLS

- Extensive experience with E-Prime 2.0, Qualtrics, Mechanical Turks, SPSS, Microsoft Office Suite
- Basic experience with R, MATLAB, BioLab, NetStation, BESA, Inquisit
- Basic programming experience with JavaScript, HTML, CSS

LANGUAGE SKILLS

Conversational fluency in Japanese

AWARDS, FELLOWSHIPS, & GRANTS

- William Rainey Harper Dissertation Year Fellowship 2016
- Starkey Duncan Award for Excellence in Undergraduate Teaching 2015
- Chicago Booth Teaching Award (rating of 4+ out of 5) 2012, 2013, 2015, 2016
- University of Chicago Divisional Fellowship 2011-2015
- Midwestern Psychological Association Best Graduate Student Paper Award 2014
- Language Learning Small Research Grant (\$10,000) 2012