CHIARA LONGONI

Bocconi University | chiara.longoni2@unibocconi.it | <u>http://chiaralongoni.com</u> | <u>Google Scholar</u>

ACADEMIC APPOINTMENTS

2023 - present Associate Professor of Marketing, Bocconi University

2016 - 2023 Assistant Professor of Marketing, Boston University, Questrom School of Business

EDUCATION

| Ph.D. Marketing, 2016 |
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| Leonard N. Stern School of Business, New York University, USA |
| M. Phil. Marketing, 2015 |
| Leonard N. Stern School of Business, New York University, USA |
| M.A. Psychology, Honors, 2011 |
| New York University, USA |
| B.Sc., M.Sc. Business Administration, Summa Cum Laude, 2005 |
| Bocconi University, Italy |

RESEARCH INTERESTS

Artificial Intelligence, Human-Computer Interaction, Medical Decision Making, Sustainability

ACADEMIC PUBLICATIONS

Hong, J., Longoni, C., and Morwitz, V. (2023). Proximity Bias: Motivated effects of spatial distance on probability judgments. *Journal of Consumer Psychology*. [Paper] [Supplemental Material]

Azevedo, F. et al (2023). Social and moral psychology of COVID-19 across 69 countries. *Nature Scientific Data*, 10, 272. [Paper] [Data, Code, Translations] [Data Visualization Interface]

Longoni, C., Cian, L., and Kyung, E. J.. (2023). Algorithmic Transference: People overgeneralize failures of artificial intelligence in the government. *Journal of Marketing Research*, 60 (1), 170-188. [Paper] [Supplemental Material] [Slides (10 min)]

Longoni, C. and Cian, L. (2022; published online in 2020). Artificial intelligence in utilitarian vs. hedonic contexts: The "Word-of- Machine" effect. *Journal of Marketing*, 86 (1), 91-108. [Paper] [Supplemental Material]

· Winner of the American Marketing Association Consumer Behavior Special Interest Group Research-in-Practice Award for rigorous scholarly research that addresses an important marketing issue

• Comparative impact on scholarship. Recognized as a <u>foundational article on new technologies in marketing</u>; It is <u>the third most cited</u> article in *JM* in 2022; It has received approximately 66 times more citations than the average publication in this field (field citation ratio: 66).

• Selected media coverage: Al and unintended consequences for human decision making, Psychology Today; When to rely on robots, The Times; Al has yet to break the trust barrier, Forbes; Trust an Al? The science of the word-of-machine effect, Canvas8; When do we trust Al's advice? The Raconteur; Other media coverage

• Selected practitioner-focused coverage: <u>The Word-of-Machine effect and its impact on data</u> Diving into Data Podcast; <u>Whose word would consumers prefer to accept: Human or Al's?</u> ConsumerGateway.org; <u>Recommendations by Al vs. humans: Who will win?</u> Analytics Insight (article <u>here</u>); <u>Taking purchase</u> recommendations from Al over human sales representatives ArchIntel; Al: Ci fidiamo di più del consiglio umano o della macchina? AppY Lab; How consumers respond to Al recommenders Haptic-Feel the Technology Longoni, C., Fradkin, A., Cian, L., and Pennycook, G. (2022). News from generative artificial intelligence is believed less. 2022 ACM Conference on Fairness, Accountability, and Transparency (FAccT '22), 97-106. [Paper] [Data] [Slides (4 min)] [Slides (10 min)]

• Selected media coverage: Would you trust news written by an AI? Vox; Can AI replace human work? – ChatGPT examined, Mirage News; Can we trust ChatGPT and artificial intelligence to do humans' work? The Brink

Pavlović, T. et al. (2022). Predicting attitudinal and behavioral responses to COVID-19_pandemic using machine learning. *PNAS Nexus*, 1(3), 1-15. [Paper] [Data]

Schweidel, D. et al. (2022). How consumer digital signals are reshaping the customer journey. *Journal of the Academy of Marketing Science*. 50 (6), 1257-1276. [Paper]

van Bavel, J. J. et al. (2022). National identity predicts public health support during a global pandemic: Results from 67 countries. *Nature Communications*, 13, 517. [Paper] [Data]

. Selected media coverage: <u>Social Sciences Best Papers</u>; <u>Nature News</u>; <u>Behavioural & Social Sciences</u>; <u>Psychology</u> <u>Today</u>; <u>The Guardian</u>

Cadario, R., Longoni, C., and Morewedge, C. K. (2021). Understanding, explaining, and utilizing medical artificial intelligence. *Nature Human Behavior*, 5, 1636-1642. [Paper] [Supplemental Material] [Data]

· Lead article

• Selected media coverage: Eye on A.I. Fortune Magazine; <u>Man & the Machine</u> podcast; <u>L'intelligence</u> artificielle, une (r) évolution plus humaine que technologique, La Tribune

Longoni, C., Bonezzi, A., and Morewedge, C. K. (2020). Resistance to medical artificial intelligence is an attribute in a compensatory decision process: Response to Pezzo and Becksted (2020). *Judgment and Decision Making*, 15 (3), 446-448 [Paper]

Cian, L., Longoni, C., and Krishna, A. (2020). Advertising a desired change: When and why process simulation fosters (vs. hinders) credibility and persuasion (<u>equal authorship</u>). *Journal of Marketing Research*, 57 (3), 489-508. [Paper] [Supplemental Material]

- · Finalist for the 2021 Wells Fargo Award for Excellence in Research (University of Virginia)
- Independent replication by Data Colada
- · Selected media coverage: here

Longoni, C., Bonezzi, A., and Morewedge, C. K. (2019). Resistance to medical artificial intelligence. *Journal of Consumer Research*, 46 (4), 629-650. [Paper] [Supplemental Material]

· Winner of the 2022 Journal of Consumer Research Best Article Award

• Comparative impact on scholarship. One of the most cited, most read, and most discussed high-impact articles in this outlet; It is the most cited article across all articles in *JCR* in the last five years in terms of Google Scholar citations; <u>#14 in the all time top 50</u> most cited articles on Al in business, management, and social science journals; Web of Science placed this article in the top 1% of all publications in Business & Economics for citations; It has received approximately 172 times more citations than the average publication in this field (field citation ratio: 172); Recognized as one of five foundational articles on digital technology and on medical decision making.

• Impact on scholarship in medicine. Cited as foundational research on medical AI by medical journals including: <u>The Lancet</u>; <u>The New England Journal of Medicine</u>; <u>The British Medical Journal</u>; <u>Nature Portfolio Digital</u> <u>Medicine</u>; <u>The American Journal of Bioethics</u>; <u>The International Journal of Cardiology</u>; <u>The Journal of</u> <u>Pediatrics</u>; <u>BMC Medical Informatics and Decision Making</u>

 Impact on policy making and practice. Featured in institutional documents, articles, podcasts, and publications discussing medical AI from the perspective of policy making and practice. A selected list of institutional and practitioner-focused outlets that covered this article include, but is not limited to: U.K. Parliament Briefing on AI and Healthcare; MIT Sloan Review; Observer Research Foundation; Intensive Care Medicine; American Hospital Association; AI in Medicine; Infermedica; Med City News; American Association of Neurological Surgeons; European Urology Focus; The Royal College of Radiologists; BMJ Health & Care Informatics; Intellectual Property Law & Technology Program; Man & Machine Podcast.

Longoni, C. Gollwitzer, P., and Oettingen, G. (2014). A green paradox: Validating green choices has ironic effects on behavior, cognition, and perception. *Journal of Experimental Social Psychology*, 50, 158-165. [Paper]

MANUSCRIPTS UNDER REVIEW

- Climate interventions must be tailored to actions and audiences: A 60-country global megastudy, with Vlasceanu, M. et al.
- Plagiarizing AI-generated content is seen as less unethical and more permissible, with Tully, S., and Shariff, A. [Paper]
- Knowledge of artificial intelligence predicts lower AI receptivity, with Tully, S., and Appel, G. [Paper]

The impact of generative artificial intelligence on policy and socioeconomic issues, with Capraro V., et al.

MANAGERIAL PUBLICATIONS

Can we trust machines doing the news? 360info.org [Link]

Do people believe generative AI? Insights@Questrom, 2023 [Link]

For patients to trust medical AI, they need to understand it. Harvard Business Review, 2021 [Link]

When do we trust Al's recommendations more than people's? Harvard Business Review, 2020 [Link]

AI can outperform doctors. So why don't patients trust It? Harvard Business Review, 2019 [Link]

ACADEMIC HONORS, AWARDS, & GRANTS

- 2023 Marketing Science Institute, Young Scholar Award
- 2022 Journal of Consumer Research Best Article Award for the article "Resistance to medical artificial intelligence"

This award recognizes the article published three calendar years prior to the award year that has made the greatest contribution to knowledge about consumer behavior

- 2022 Dean's Scholar, Questrom School of Business, Boston University This school-wide honorary title recognizes faculty with outstanding research performance over the previous three-year period and strong future research potential
- 2022 Research Fellow, Digital Business Institute, Questrom School of Business, Boston University
- 2022 Research Grant, Batten Institute for Entrepreneurship and Innovation, University of Virginia (\$20,000)
- 2021 2021-22 American Marketing Association Consumer Behavior Special Interest Group Research in-Practice Award for the article "Artificial intelligence in utilitarian vs. hedonic contexts: The "Word-of- Machine" effect"

This award recognizes a scholarly research article that contributes significantly to marketing practice. The winning article must meet the following criteria: Rigorous scholarly research; Addresses an important marketing managerial issue; An explicit objective of contributing to marketing practice; Strong and compelling marketing implications; Potential applicability across a range of products, services, and/or industries

- 2021 Research Grant, Batten Institute for Entrepreneurship and Innovation, University of Virginia (\$20,000)
- 2016 Class representative, Stern School of Business, New York University
- 2016 Joseph H. Taggart Fellowship, Stern School of Business, New York University
- 2015 Doctoral Consortium Fellow, American Marketing Association Sheth Foundation
- 2011-15 Doctoral Fellowship, Stern School of Business, New York University
- 2014 Commendation for Teaching Excellence, Stern School of Business, New York University
- 2011 Honors Scholar, Graduate School of Arts and Sciences, New York University
- 2005 Summa Cum Laude Graduate, Bocconi University

REFEREED CONFERENCE PRESENTATIONS

2022

Longoni, C. Cian, L., and Kyung, E. J. Al in the government: Responses to failures. *Association for Consumer Research*, Denver, CO, October.

Longoni, C. Cian, L., and Kyung, E. J. AI in the government: Responses to failures and social impact. 2022 ACM Conference on Artificial Intelligence, Ethics, and Society, Oxford, UK, August.

Longoni, C., Fradkin, A., Cian, L., and Pennycook, G. News from generative artificial intelligence is believed less. 2022 ACM Conference on Fairness, Accountability, and Transparency, Seul, Korea, June.

Longoni, C., Cian, L., and Kyung, E. J. Artificial Intelligence in the government: Responses to failures and social impact. *Society for Consumer Psychology*, virtual conference, March.

2021

Longoni, C., Cian, L., and Kyung, E. J. Artificial Intelligence in the public sector. *Association for Consumer Research*, virtual conference, October.

Longoni, C., Tari, A. and Trudel, R. Transparent green prices boost perceptions of price fairness. *Association for Consumer Research*, virtual conference, October.

Longoni, C. and Cian, L. Artificial Intelligence in hedonic and utilitarian contexts: the Word-of-Machine effect. *Society for Consumer Psychology*, virtual conference, March.

2020

Hong, S. K., Longoni C., and Morwitz, V. The effect of mere physical distance on wishful thinking: How proximity and valence interactively affect probability judgments. *Association for Consumer Research*, Paris (virtual), France, October.

Longoni, C., Tarì, A., and Trudel, R. Transparent green prices boost perceptions of price fairness. *Association for Consumer Research*, Paris (virtual) France, October.

Longoni, C. and Cian, L. Word-of-Machine: Artificial Intelligent recommenders shift hedonic and utilitarian trade-offs across the consumer journey. *Society for Consumer Psychology*, Sacramento, CA, USA, March.

Longoni, C., Tarì, A., and Trudel, R. Transparent green prices boost perceptions of price fairness. *Society for Consumer Psychology*, Sacramento, CA, USA, March.

2019

Cian, L., Longoni C., and Krishna A. Advertising a desired change. *Association for Consumer Research*, Atlanta, GA, USA, October.

Longoni, C., Bonezzi, A., and Morewedge, C. K. Consumer receptivity to medical Artificial Intelligence. *INFORMS Marketing Science*, Rome, Italy, June.

Longoni, C., Tarì, A., and Trudel, R. Transparent green prices boost perceptions of price fairness. *Marketing and Public Policy Conference*, Washington, D.C., USA, June.

Hong, S. K., Longoni C., and Morwitz, V. Proximity bias: Interactive effects of event valence and event nearness on probability estimates. *Winter AMA*, Austin, TX, USA, February.

2018

Longoni, C., Bonezzi, A. and Morewedge, C. K. Artificial Intelligence and medical decision making. *Society for Judgment and Decision Making*, New Orleans, LA, USA, November.

Hong, S. K., Longoni C., and Morwitz, V. Proximity bias: Interactive effects of event valence and event nearness on probability estimates. *Society for Judgment and Decision Making*, New Orleans, LA, USA, November.

Cian, L., Longoni C., and Krishna, A. Communicating a promise of change: Visual steps enhance process imagery. *Association for Consumer Research*, Dallas, TX, USA, October.

Hong, S. K., Longoni C., and Morwitz, V. Proximity bias: Interactive effects of event valence and event nearness on probability estimates. *Association for Consumer Research*, Dallas, TX, USA, October.

Longoni, C., Bonezzi, A., and Morewedge, C. K. Consumer reluctance toward medical Artificial Intelligence: The underlying role of uniqueness neglect. *Association for Consumer Research*, Dallas, TX, USA, October.

Longoni, C., Bonezzi, A., and Morewedge, C. K. Artificial Intelligence and medical decision making. *Behavioral Decision Research and Management*, Boston, MA, USA, June.

Hong, S. K., Longoni C., and Morwitz, V. Proximity bias: Interactive effects of event valence and event nearness on probability estimates. *Society for Consumer Psychology*, Dallas, TX, USA, February.

2017

Cian, L., Longoni, C., and Krishna, A. Communicating a promise of change: Visual steps enhance process imagery. *Association for Consumer Research*, San Diego, CA, USA, October.

Longoni, C. and Menon, G. Asymmetry in emotion language Is consequential on evaluative judgments. *Association for Consumer Research*, San Diego, CA, USA, October.

2016

Longoni, C. and Menon, G. Asymmetry in emotion language Is consequential on evaluative judgments. *Society for Judgment and Decision Making*, Boston, MA, USA, November.

Hong, S. K., Longoni, C. and Morwitz, V. Proximity Bias: Interactive effects of event valence and event nearness on probability estimates. *Society for Judgment and Decision Making*, Boston, MA, USA, November.

2015

Longoni C., and Menon, G. Motivated hypochondriacs: Disease labels shape health perceptions. *Society for Consumer Psychology*, Phoenix, AZ, USA, February.

2014

Longoni, C., Gollwitzer, P. and Oettingen G. A green paradox: Validating green choices has ironic effects on behavior, cognition, and perception. *Society for Personality and Social Psychology*, Austin, TX, USA, February.

2013

Longoni, C., Gollwitzer, P. and Oettingen, G. A Green Paradox: Validating green choices has ironic effects on behavior, cognition, and perception. *Marketing Department Seminar Series*, Leonard N. Stern School of Business, New York University, NY, USA.

2012

Longoni, C., Gollwitzer, P. and Oettingen, G. A Green Paradox: Validating green choices has ironic effects on behavior, cognition, and perception. *Colloquium*, Psychology Department, New York University, New York, NY, USA.

Longoni, C., Gollwitzer, P. and Oettingen, G. A Green Paradox: Validating green choices has ironic effects on behavior, cognition, and perception. *Self-regulation Conference*. New York, NY, USA.

REFEREED CHAIRED SYMPOSIA

Consumer-technology interaction. Association for Consumer Research, virtual conference, October 2021.

Artificial intelligence in marketing and beyond: Interdisciplinary perspectives on the social impact of AI. Association for Consumer Research, virtual conference, October 2021.

- Consumer responses to algorithmic decision systems. *Society for Consumer Psychology*, virtual conference, March 2021.
- Perspectives on consumer trust in artificial intelligence. *Association for Consumer Research*, Dallas, TX, USA, October 2018.
- How artificial intelligence is changing consumer psychology. *Society for Consumer Psychology*, Dallas, TX, USA, February 2018.

Good health is in the eye of the beholder: Helping consumers navigating health-related decisions. *Association for Consumer Research*, Baltimore, MD, USA, October 2014.

INVITED ACADEMIC PRESENTATIONS (AFTER 2016)

The University of Texas at Austin, Marketing Department, Austin, TX, USA, April 2024 (scheduled)

Toulouse School of Economics, Department of Social and Behavioral Sciences, Toulouse, France, December 2023 (scheduled)

UCLA Anderson School of Management, Marketing Department, October 2023 (scheduled)

Stanford Graduate School of Business, Marketing Department, Stanford, USA, May 2023

University of Alberta, Marketing Department, Alberta, Canada, May 2023

The Wharton School, University of Pennsylvania, Marketing Department, May 2023

University of Colorado Boulder, Marketing Department, Denver, USA, April 2023

Tulane University, Marketing Department, New Orleans, USA, March 2023

Swiss Academy of Marketing Science, March 2023

London Business School, Marketing Department, London, UK, November 2022

University of Southern California, Marketing Department, Los Angeles, USA, October 2022

Bocconi University, Marketing Department, Milan, Italy, May 2022

Boston University School of Law, Boston, USA, April 2022

Cornell University, Marketing Department, Ithaca, USA, April 2022

Max Planck Institute for Human Development, Center for Humans and Machines, Berlin, Germany, March 2022

The George Washington University, Marketing Department, Washington, USA, February 2022

Wilfrid Laurier University, Marketing Department, Waterloo, Canada, November 2021

Stanford Graduate School of Business, Management Department, Stanford, USA, October 2020

Hariri Institute & Boston University School of Law, Boston, USA, February 2020

University of Michigan, Marketing Department, Ann Arbor, USA, January 2020

Sacred Heart University, Fairfield, USA, November 2019

Harvard Business School, Marketing Department, Cambridge, USA, March 2017

Harvard University, Psychology Department, Cambridge, USA, 2017

INVITED KEYNOTES, GUEST LECTURES, WEBINARS, & OTHER TALKS

"Consumers on the frontlines," Case Western Reserve University, invited guest lecture, March 2023 "New technology," Arizona State University, invited guest lecture, February 2023 "Levers of policy and government in digital environments," Marketing and Public Policy Conference, invited panel, Austin, TX, USA, June 2022

"Digital health: which roles for patients, professionals, and machines," Association for Computing Machinery, Intelligent User Interfaces, invited keynote, virtual, March 2022

"AI and algorithm aversion," IESE Business School, invited guest lecture, February 2022

"Trusting medical artificial intelligence," Insights @ Questrom, invited webinar, January 2022

"Tensions created by technology and marketing," European Marketing Academy Conference, invited panel, virtual, May 2021

"Consumer reluctance toward medical AI," Susilo Institute for Ethics in the Global Economy, invited keynote, Boston, USA, June 2019

"Technology-enabled persuasion throughout the consumer journey," invited talk, 11th Choice Symposium, Washington, USA, May/June 2019

"Trust in the age of digital revolution," invited panel, Association for Consumer Research, Dallas, USA, October 2018

EXPERT COMMENTARY

Next-generation artificial intelligence chatbots explained Cosmos

Would you trust news written by an AI? Vox Future Perfect [Link]

How AI might change our judgment and decision-making Axios [Link]

Can we trust ChatGPT and artificial intelligence to do humans' work? The Brink [Link]

TEACHING

Questrom School of Business, Boston University (2016-present). Branding.

Undergraduate [Syllabus] [Student feedback]

Evaluations: 4.9/5.0 (Fall 2016); 4.8/5.0 (Fall 2017); 4.8/5.0 (Fall 2018);4.9/5.0 (Fall 2019); 4.9/5.0 (Fall 2020); 4.9/5.0 (Fall 2021); 4.9/5.0 (Fall 2022); 5.0/5.0 (Spring 2023)

MBA [Syllabus] [Student feedback]

Evaluations: 4.9/5.0 (Fall 2017); 4.6/5.0 (Fall 2018); 4.6/5.0 (Fall 2019); 4.8/5.0 (Fall 2020); 5.0/5.0 (Fall 2021); 5.0/5.0 (Fall 2022)

Questrom School of Business, Boston University (2020-present). *The Art and Craft of Teaching*, Ph.D. Seminar

Darden School of Business, University of Virginia (2021). *Artificial Intelligence: Psychological Insights*. Executive MBA [Syllabus]

Leonard N. Stern School of Business, New York University (2014). *Marketing Core*. Undergraduate. Evaluation: 6.6/7.0

SERVICE TO THE SCHOOL/UNIVERSITY

Questrom School of Business, Boston University

- 2023 UG Program Development Committee; Faculty Recruitment Committee, PhD Recruitment Committee, Speaker Series Coordinator
- 2022 UG Program Development Committee; MBA Program Development Committee, Faculty Recruitment Committee, PhD Recruitment Committee, Speaker Series Coordinator, Questrom Convocation Speaker Selection Committee

- 2021 MBA Program Development Committee, Faculty Recruitment Committee, PhD Recruitment Committee
- 2020 Speaker Series Coordinator, Faculty Recruitment Committee, PhD Recruitment Committee, Undergraduate Concentration Task Force
- 2019 Speaker Series Coordinator, Faculty Recruitment Committee, PhD Recruitment Committee
- 2018 Speaker Series Coordinator, Faculty Recruitment Committee, PhD Recruitment Committee
- 2017 Boston Judgment & Decision Making Day, Speaker Series Coordinator, PhD Recruitment Committee, Health Institute Chair Search Committee, panelist for prospective prospective job market candidates

Leonard N. Stern School of Business, New York University

- 2016 Panelist for prospective faculty applicants; for prospective PhD student instructors
- 2015 Panelist for prospective PhD student instructors Behavioral Lab Coordinator, PhD Program Open House

2012-14 Behavioral Lab Coordinator, PhD Program Open House

SERVICE TO THE FIELD

Editorial Review Board, Journal of Consumer Research

Reviewer

Marketing: Journal of Marketing Research; Journal of Marketing; Journal of Consumer Psychology; Marketing Letters; Journal of the Academy of Marketing Science; Journal of the Association for Consumer Research

Management: Management Science, Organizational Behavior and Human Decision Processes

Psychology & Social Science: Proceedings of the National Academy of Sciences; Journal of Personality and Social Psychology: Attitudes and Social Cognition; Journal of Experimental Psychology: General; Journal of Experimental Social Psychology; Personality and Social Psychology Bulletin; Nature Human Behavior

Information Systems: Information Systems Research

Computer Science: Computers in Human Behavior

Medicine: The British Medical Journal, Medical Decision Making

Proposals & Grants Reviewing

Marketing Science Institute, United States-Israel Binational Science Foundation, Swiss National Science Foundation

Program & Conference Organization

Association for Consumer Research 2023, Program Committee

Society for Consumer Psychology 2023, Doctoral Symposium Faculty Coach

Society for Consumer Psychology 2022, Track Associate Editor

Association for Consumer Research 2021, Program Committee

Boston Judgment & Decision Making Day 2016, Co-chair

PROFESSIONAL AFFILIATIONS

American Marketing Association, Association for Consumer Research. Society for Consumer Psychology, Society for Judgment and Decision Making, American Psychological Association

DOCTORAL STUDENT SUPERVISION

Student Supervision at Boston University Aaron Nichols, Advisor, 2023 Mengchen Zheng, Advisor, 2022 Anna Tarí, Dissertation Committee, 2023 Masha Ksenzova, Dissertation Committee, 2019 Tianqi Chen, First Year Paper Advisor, 2017

Master's Thesis Supervision at New York University Alejandra Yarhi, New York University, Department of Psychology, 2012 Kai Töpel, Hamburg University, Department of Psychology, 2012

PROFESSIONAL EXPERIENCE

Assistant Brand Manager, Kraft Foods, Milan, Italy, 2007-2008 Assistant Brand Manager, SC Johnson, Milan, Italy, 2006 Junior Project Manager, Promos, New York, 2005