

AMANDA (ZAIDAN) CHEN

amandazaidanchen.com ◇ (+1) 208-671-3824 ◇ zchengj@connect.ust.hk

EDUCATION

The Hong Kong University of Science and Technology Ph.D. Candidate, Department of Management (Expected 2027) <i>Hong Kong PhD Fellowship (300 awardees per academic year; HKD 331,200)</i>	2021 - Present 2021 - 2024
University of Pennsylvania Visiting Scholar	2024 - 2025
University of Pennsylvania Master of Science in Engineering, Systems Engineering (GPA 4.0/4.0)	2019 - 2021
Tsinghua University B.E. in Vehicle Engineering; Double Major in Business Administration <i>Scholarship of Academic Excellence (Top 30%)</i>	2015 - 2019 2019

RESEARCH INTERESTS

Advice Exchange, Judgment and Decision Making, Bias, Impression Management

PUBLICATIONS

- Chen, A. Z.**, Jeong, M., & Rigolizzo, M. (2026). Learning in a noisy world: How lucky successes and unlucky failures shape learning consequences [Registered report protocol]. *PLOS ONE*, 21(6), e0352416. <https://doi.org/10.1371/journal.pone.0352416>
- Chen, A. Z.**, Ng, C. K., Wong, E. K. F., & Kwong, J. Y. Y. (in press). [Affective drivers of risky decisions: Universal patterns and cultural variations](#). In M. Yik (Ed.), *The Oxford Handbook of Emotion and Culture*. Oxford University Press.

WORKING PAPERS

- Chen, A. Z.**, Jeong, M., & Zhang, T. [Ask About the Journey, Not Just the Destination: Seeking Advice Focused on the Process, Not Just the Outcome, Leads to Positive Impressions and Boosts Advice Quality](#). (Under review at *OBHDP*.)
- Chen, A. Z.**, & Hagmann, D. Flattering Advice: Avoiding Disappointment in Advice-Giving. (In preparation. Target: *Management Science*.)
- Jeong, M., & **Chen, A. Z.** [Sticky Intuition: Following Your Intuition Can Make You Less Likely to Change Your Mind Than Following a Structured Process](#). (Reject and resubmit at *Organization Science*.)
- Chen, A. Z.**, Hagmann, D., Pang, C. C., & Loewenstein, G. [Labeling Deepfake Videos Reduces Exposure But Not Persuasiveness](#). (Revise and resubmit at *PNAS Nexus*.)
- Chen, A. Z.**, & Chao, M. M. When Effort Counts: The Effect of (Fruitless) Effort Investment on Performance Evaluations. (In preparation. Target: *Journal of Experimental Psychology: General*.)
- Chen, A. Z.**, & Wong, E. K. F. Motivation, Hot and Cold: A Dual-Process Perspective of Motivation. (In preparation. Target: *Journal of Personality and Social Psychology*.)
- Chen, A. Z.**, & Wong, E. K. F. Understanding the Advice-Giving Process in People with Broad Autism Phenotype. (Data collection).

CONFERENCE PRESENTATIONS

1. July 2026. “*Ask About the Journey, Not Just the Destination: Seeking Advice Focused on the Process, Not Just the Outcome, Leads to Positive Impressions and Boosts Advice Quality.*” Academy of Management. Paper presentation. Philadelphia, PA.
2. July 2026. “*Ask About the Journey, Not Just the Destination: Seeking Advice Focused on the Process, Not Just the Outcome, Leads to Positive Impressions and Boosts Advice Quality.*” International Association for Conflict Management. Paper presentation. Vienna, Austria.
3. July 2026. “*Labeling Deepfake Videos Reduces Exposure But Not Persuasiveness.*” International Association for Conflict Management. Paper presentation. Vienna, Austria.
4. November 2025. “*Ask About the Journey, Not Just the Destination: Seeking Advice Focused on the Process, Not Just the Outcome, Leads to Positive Impressions and Boosts Advice Quality.*” Society for Judgment and Decision Making. Paper presentation. Denver, CO.
5. November 2025. “*Sticky Intuition: Following Your Intuition Can Make You Less Likely to Change Your Mind Than Following a Structured Process.*” International Association for Conflict Management. Paper presentation. Burlington, VT.
6. February 2025. “*When Effort Counts: The Effect of (Fruitless) Effort Investment on Performance Evaluations.*” SPSP Annual Convention. Paper presentation. Denver, CO.
7. November 2024. “*Sticky Intuition: Following Your Intuition Can Make You Less Likely to Change Your Mind Than Following a Structured Process.*” Society for Judgment and Decision Making. Paper presentation. New York City, NY.
8. August 2024. “*Flattering Advice: Avoiding Disappointment in Advice-Giving.*” Academy of Management. Paper presentation. Chicago, IL.
9. August 2024. “*Motivation, Hot and Cold: A Dual-Process Perspective of Motivation.*” Academy of Management. Paper presentation. Chicago, IL.
10. June 2024. “*Flattering Advice: Avoiding Disappointment in Advice-Giving.*” International Association for Conflict Management. Paper presentation. Singapore.
11. June 2024. “*Flattering Advice: Avoiding Disappointment in Advice-Giving.*” Behavioral Decision Research in Management. Paper presentation. Chicago, IL.

RESEARCH AND TRAVEL GRANTS

Hong Kong RGC General Research Fund Grant (HKD 268,800)	2025 - 2028
Hong Kong RGC Research Funding (HKD 358,854.80)	2025 - 2026
HKUST IEMS Research Grant (HKD 80,000)	2025 - 2026
HKUST Global Research Award (HKD 60,000)	2024 - 2025
HKUST RedBird Academic Excellence Award (HKD 20,000)	2024 - 2025
HKUST RedBird PhD Award (HKD 40,000)	2021

TEACHING EXPERIENCE

Teaching Assistant

Introduction to Management (HKUST, Fall 2023; Prof. Pavel I. Zhelyazkov)

Guest Lectures

Algorithms and Behavioral Science (MIT Undergraduate, Spring 2026; Prof. Sendhil Mullainathan)

Corporate Strategy (HKUST, Spring 2024; Prof. Eunyoung Park)

Co-Lecturer

Introduction to Management (HKUST, Summer 2024)