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ACADEMIC POSITIONS

Booth School of Business, University of Chicago

Postdoctoral Researcher, 2018 – present

Department of Psychology, University of Michigan

Lecturer, 2018

EDUCATION

University of Michigan (2018)

Ph.D., Psychology

Dissertation: The influence of variety and scarcity on children's decision making

University of Michigan (2015)

M.S., Psychology

University of Kansas (2013)

M.A., Child Language

Wellesley College (2009)

B.A., Cognitive and Linguistic Sciences

RESEARCH INTERESTS

Children, Consumer behavior, Prosocial behavior, Social cognition

PUBLICATIONS

Echelbarger, M.¹, Good, K.¹, & Shaw, A. (accepted). Will she give you two cookies for one chocolate?: Children's intuitions about trade. *Judgment and Decision Making*. (¹shared first authorship)

Echelbarger, M. (in press). Children and money. In H. Montgomery (Ed.), *Oxford Bibliographies in Childhood Studies*. New York: Oxford University Press.

Echelbarger, M., Maimaran, M., & Gelman, S. A. (2020). Children's variety seeking in food choices. *Journal of the Association for Consumer Research*. doi: 10.1086/709172

Gelman, S. A., & **Echelbarger, M.** (2019). Children and consumer behavior: Insights, questions, and new frontiers. *Journal of Consumer Psychology*, 29(2), 309-327. doi: 10.1002/jcpy.1096

Gelman, S. A., & **Echelbarger, M.** (2019). Children, object value, and persuasion. *Journal of Consumer Psychology*, 29(2), 344-349. doi: 10.1002/jcpy.1097

Echelbarger, M., Gelman, S. A., & Kalish, C. W. (2019). Getting what you pay for: Children's use of market norms to regulate exchanges. *Child Development*. doi: 10.1111/cdev.13088

Echelbarger, M., Gelman, S. A., & Kalish, C. W. (2018). How does "emporiophobia" develop? *Behavioral and Brain Sciences*, 41, e168. doi: 10.1017/S0140525X18000341

Smith, C. E.¹, **Echelbarger, M.**¹, Gelman, S. A., Rick, S. I. (2018). Spendthrifts and tightwads in childhood: Feelings about spending predict financial behavior in children. *Journal of Behavioral Decision Making*, 31, 446-460. doi: 10.1002/bdm.2071 (¹shared first authorship)

Echelbarger, M., & Gelman, S. A. (2017). The value of variety and scarcity across development. *Journal of Experimental Child Psychology*, 156, 43-61. doi: 10.1016/j.jecp.2016.11.010

OTHER PUBLICATIONS

Echelbarger, M. (2020, July). *Kids can have their cake and their broccoli too*. Chicago Booth Review.

Rader, E., **Echelbarger, M.**, and Cassell, J. (2011). Brick by brick: Iterating interventions to bridge the achievement gap with virtual peers. *Proceedings of the CHI'11 Conference*.

Modyanova, N., Agoos, C., Kenney, A., **Echelbarger, M.**, Holt, A., & Wexler, K. (2010). Young children's interpretations of modal verbs. *Language Acquisition and Development: Proceedings of GALA 2009*.

MANUSCRIPTS IN PREPARATION

Echelbarger, M., Roberts, S. O., & Gelman, S. A. Children believe that it is acceptable for poor group members to take from rich groups (but not vice versa). *Working paper available*.

Echelbarger, M., & Epley, N. Undervaluing prosociality starts early: Children, like adults, underestimate the positive impact their random acts of kindness have on others.

Echelbarger, M., Gelman, S. A., & Rick, S. I. The emergence of tightwaddism and spenthriftiness in childhood.

SELECTED WORK IN PROGRESS

Echelbarger, M., & Gelman, S. A. Children's use of market forces to determine item value, *analyzing data*.

Echelbarger, M., & Norris, M., & Noles, N. S. Children's understanding of debt, *collecting data*.

AWARDS & GRANTS

2019 William T. Grant Foundation, Focus Area: Reducing Inequality (Co-I; \$17,301)
2018 Rackham One-Term Dissertation Fellowship, University of Michigan
2017 Society for Personality and Social Psychology Graduate Student Travel Award
Rackham Candidate Research Grant, University of Michigan
Rackham Conference Travel Grant, University of Michigan
Rackham Professional Development Grant, University of Michigan
Rackham Summer Award, University of Michigan
Pillsbury Graduate Research Award, University of Michigan
2016 Rackham Conference Travel Grant, University of Michigan
2015 Rackham Pre-Candidate Research Grant, University of Michigan
Rackham Conference Travel Grant, University of Michigan
Undergraduate Research Opportunity Program Funding, University of Michigan
2014 Rackham Conference Travel Grant, University of Michigan
Undergraduate Research Opportunity Program Funding, University of Michigan
2012 Schiefelbusch Child Language Development Scholarship, University of Kansas
2011 NIDCD Predoctoral Traineeship, Language Impairment Across the Life Span, University of Kansas
2008 Beth K. Smith Award for Research in the Social Sciences, Wellesley College
Dean of the College Conference Travel Grant, Wellesley College

INVITED & DEPARTMENTAL TALKS

- 2020 Cooperation Lab, Boston College
 Developmental Psychology Brownbag, University of Virginia
 Marketing Research Brownbag, Fisher College of Business, Ohio State University
 Consumer Behavior (doctoral-level course), Wharton School, University of Pennsylvania
 Undergraduate Research Methods, California State University – Northridge
- 2019 Social and Personality Psychology Brown Bag Series, University of Illinois – Chicago
- 2018 Behavioral Science Brown Bag Series, Booth School of Business, University of Chicago
 Developmental Psychology Area Colloquium, University of Chicago
 Conceptual Development Undergraduate Seminar, University of Michigan
- 2017 Department of Psychology Methods Hour, University of Michigan
 Department of Psychology, University of Hawaii
 Ann Arbor Hands-On Museum, Ann Arbor, MI
 Decision Consortium, University of Michigan
- 2016 UM Living Lab Symposium, University of Michigan
- 2015 Developmental Psychology Area Colloquium, University of Michigan
- 2011 Child Language Proseminar, University of Kansas

CONFERENCE PRESENTATIONS (*undergraduate mentee)

- 2020 **Echelbarger, M.,** Gelman, S. A., & Rick, S. I. Measuring and testing whether children’s emotional responses to spending and saving money predict spending behavior. Talk (individual paper symposium), Society for Consumer Psychology; Huntington Beach, CA.

Echelbarger, M., & Epley, N. Undervaluing the positive impact of prosociality starts early. Poster, Society for Personality and Social Psychology; New Orleans, LA.

Echelbarger, M., Gelman, S. A., & Rick, S. I. Children’s affective responses to spending and saving predict their spending behavior. Poster, Society for Personality and Social Psychology JDM Preconference; New Orleans, LA.

- 2019 **Echelbarger, M.,** & Epley, N. Children, like adults, underestimate the positive impact of their random acts of kindness. Poster, Society for Judgment and Decision Making; Montréal, QC.

Echelbarger, M., Gelman, S. A., & Rick, S. I. Show them the money: Children’s affective responses to spending and saving predict their spending behavior. In M. Maimaran & S. Huang (Chairs), *Children as consumers: Children’s affective and cognitive processes for financial and health decisions*. Talk (paper symposium), Association for Consumer Research; Atlanta, GA.

Echelbarger, M., Roberts, S. O., & Gelman, S. A. The Robin Hood phenomenon: Children believe it’s acceptable for poor groups to take from rich groups (but not vice versa). Talk, Science of Philanthropy Initiative Conference; Chicago, IL.

Echelbarger, M., Gelman, S. A., & Kalish, C. W. Equality, equity, and market forces: Children use money to guide distribution decisions. In A. Gasiiorowska & T. Zaleskiewicz (Chairs), *The psychological consequences of the market-mode mentality*. Talk (paper symposium), Association for Psychological Science; Washington DC.

Echelbarger, M., Good, K., & Shaw, A. She’ll give you two cookies for one chocolate: Children’s intuitions about trade. In M. Echelbarger (Chair), *“The art of the deal”: Children balance competing concerns in exchange contexts*. Talk (paper symposium), Society for Research in Child Development; Baltimore, MD.

Echelbarger, M., *Khoury, Z., Smith, C. E., Rick, S. I., & Gelman, S. A. Rich man, poor man: Children’s and parents’ wealth essentialist reasoning. Talk (data blitz), Society for Personality and

Social Psychology; Portland, OR.

Echelbarger, M., Good, K., & Shaw, A. Cookies, chocolates, and children's intuitions about trade. Poster, Society for Personality and Social Psychology JDM Preconference; Portland, OR.

2018 **Echelbarger, M.**, Maimaran, M., & Gelman, S. The developmental origins of variety seeking in childhood. Poster, Society for Judgment and Decision Making; New Orleans, LA.

Echelbarger, M., Roberts, S. O., & Gelman, S. A Robin Hood was wrong: Preschoolers believe it's not okay to take from the rich when you are poor. Poster, Society for Personality and Social Psychology; Atlanta, GA.

Echelbarger, M., Smith, C. E., Gelman, S. A., & Rick, S. I. Spendthrifts and tightwads in childhood: Feelings about spending predict children's financial decision-making. Poster, Society for Personality and Social Psychology JDM Preconference; Atlanta, GA.

2017 **Echelbarger, M.**, Gelman, S. A., & Kalish, C. W. You get what you give: Children forego equality and equity concerns in a market context. Poster, Society for Judgment and Decision Making; Vancouver, BC, Canada.

Echelbarger, M., Roberts, S. O., & Gelman, S. A. Robbing from the rich because you are poor: Children attend to resource availability when judging the permissibility of behaviors. Poster, Cognitive Development Society; Portland, OR.

Echelbarger, M., Gelman, S. A., & Kalish, C. W. The influence of money on children's distributions of items. In M. Echelbarger (Chair), *Children and economic exchanges: Competing goals and balancing concerns for others*. Talk (paper symposium), Society for Research in Child Development; Austin, TX.

2016 **Echelbarger, M.**, & Gelman, S. A. Children's developing use of different market forces. Poster, Association for Psychological Science; Chicago, IL.

*Kotlyar, D., **Echelbarger, M.**, & Gelman, S. A. Money spending and saving in childhood. Poster, Undergraduate Research Opportunity Program Symposium, University of Michigan; Ann Arbor, MI.

*Wendorf, A., & **Echelbarger, M.** Children's use of variety as a cue to social power. Poster, Undergraduate Research Opportunity Program Symposium, University of Michigan; Ann Arbor, MI.

Smith, C. E., **Echelbarger, M.**, Rick, S. I., & Gelman, S. A. The development and measurement of tightwad-spendthrift tendencies in childhood. Talk (individual paper symposium), Society for Consumer Psychology; St. Pete Beach, FL.

2015 **Echelbarger, M.**, Gülgöz, S., & Gelman, S. A. Access to variety as a cue to social power. Poster, Cognitive Development Society; Columbus, OH.

Echelbarger, M., & Gelman, S. A. Young children value variety (and they think you'll pay more for it, too). Poster, Cognitive Development Society; Columbus, OH.

Smith, C. E., Rick, S. I., Gelman, S. A., & **Echelbarger, M.** Affective links to spending and saving tendencies in childhood. In C. E. Smith (Chair), *How children behave with money: Spending, saving, and market mode behavior*. Talk (paper symposium), Society for Research in Child Development; Philadelphia, PA.

Echelbarger, M., & Gelman, S. A. Children prefer variety and (maybe) scarce items. Poster, Society for Research in Child Development; Philadelphia, PA.

*Garbog, J., Smith, C. E., & **Echelbarger, M.** To spend or not to spend? Exploring predictors of

- children's financial behavior. Poster, Undergraduate Research Opportunity Program Symposium, University of Michigan; Ann Arbor, MI. *Blue Ribbon Winner*.
- *Tachna-Fram, D., *Hopkins, J., & **Echelbarger, M.** Children's allocation of scarce items. Poster, Undergraduate Research Opportunity Program Symposium, University of Michigan; Ann Arbor, MI.
- 2013 **Echelbarger, M.**, Rodriguez, K., Geiger, J., & Gergle, D. Understanding collaborative reference in children. Poster, Society for Research in Child Development; Seattle, WA.
- Modyanova, N., Herzmann, C., **Echelbarger, M.**, & Wexler, K. Theory of mind (not necessarily) in determiner acquisition. Poster, Society for Research in Child Development; Seattle, WA.
- 2012 **Echelbarger, M.**, Rodriguez, K., Geiger, J., & Gergle, D. Coordination in conversation via reference in children. Poster, University of Kansas Graduate Research Competition; Lawrence, KS.
- 2011 **Echelbarger, M.**, Modyanova, N., Perovic, A., & Wexler, K. Investigation of linguistic endophenotypes as autism spectrum disorders (ASD) classifiers. Poster, Boston University Conference on Language Development; Boston, MA.
- *Lee, A., *Geiger, J., **Echelbarger, M.**, & Gergle, D. Using dyadic mobile eye-tracking to study verbal and nonverbal behaviors used during collaborative reference. Poster, Northwestern Undergraduate Research Symposium, Northwestern University; Evanston, IL.
- Rader, E., **Echelbarger, M.**, & Cassell, J. Brick by brick: Iterating interventions to bridge the achievement gap with virtual peers. In J. P. Hourcade (Chair), *Engaging Youth*. Note, CHI'11 meeting, Vancouver, BC, Canada.
- 2010 Modyanova, N., Perovic, A., **Echelbarger, M.**, & Wexler, K. Investigation of optional infinitives in children with autism spectrum disorders. Poster, COST Action A33: Let the Children Speak; London, England.
- 2009 Modyanova, N., Perovic, A., Watanabe, A., **Echelbarger, M.**, & Wexler, K. Knowledge of semantics and pragmatics and indefinite articles in autism spectrum disorders as compared to Williams syndrome. Poster, Autism Consortium Symposium; Boston, MA.
- Modyanova, N., Agoos, C., Kenney, A., **Echelbarger, M.**, Holt A., & Wexler, K. Young children's interpretations of modal verbs. Paper, Mid-America Linguistics Conference; Columbia, MO.
- Modyanova, N., Agoos, C., Kenney, A., **Echelbarger, M.**, Holt A., & Wexler, K. Young children's interpretations of modal verbs. Talk, GALA: Generative Approaches to Language Acquisition; Lisbon, Portugal.
- 2008 Modyanova, N., Perovic, A., **Echelbarger, M.**, & Wexler, K. Investigation of optional infinitives in autism spectrum disorders. Poster, Symposium on Research in Child Language Disorders; Madison, WI.

ORGANIZED WORKSHOPS & SYMPOSIA

- 2020 Addressing and Reducing Inequality through Developmental Science. Society for Research in Child Development; St. Louis, MO (November 2020; Co-organizing with Laura Elenbaas, Matthew Diemer, & Rashmita Mistry).
- 2019 "The art of the deal": Children balance competing concerns in exchange contexts. Society for Research in Child Development; Baltimore, MD.
- 2017 Children and economic exchanges: Competing goals and balancing concerns for others. Society for Research in Child Development; Austin, TX.

TEACHING EXPERIENCE

Award

2018 Rackham Outstanding Graduate Student Instructor Award (*departmental nominee*)

Certification

2017 Graduate Teacher Certificate, University of Michigan

Courses

2019 – Designing a Good Life (MBA & eMBA courses; 4 terms), University of Chicago
Teaching Assistant

2018 Developmental Psychology Lab, University of Michigan
Instructor

2017 Marketing Research and Analytics (MBA Course), Northwestern University
Graduate Teaching Assistant

2016, 2018 Launching New Products and Services (MBA Course), Northwestern University
Graduate Teaching Assistant

2016 Introduction to Developmental Psychology, University of Michigan
Graduate Student Instructor

2015 – 2018 Directed Early Research for Psychology, University of Michigan
Lead Research Mentor

2014 – 2016 Developmental Psychology Lab, University of Michigan
Graduate Student Instructor

SERVICE & MENTORSHIP

Ad Hoc Reviewing

Appetite, Cognition, Cognitive Development, Current Directions in Psychological Science, Developmental Psychology, Developmental Science, Journal of Experimental Child Psychology, Journal of Experimental Psychology: General, Frontiers in Psychology

Conference Reviewing

Cognitive Development Society, Society for Consumer Psychology, Society for Personality and Social Psychology, Society for Research in Child Development

Department and University Service

2016 – 2018 Developmental Psychology Admissions Committee, Student Member, University of Michigan

2015 – 2016 Michigan Association of Psychology Scholars, Mentor, University of Michigan

2014 – 2016 Undergraduate Research Opportunity Program, Mentor, University of Michigan

2012 – 2013 Child Language Proseminar, Coordinator, University of Kansas

Research Mentorship

2020 – University of Chicago: Master's thesis mentor (Yin Li)

2019 – 2020 University of Chicago: Master's thesis mentor (Yanyi Leng)

2018 – University of Chicago: Center for Decision Research assistants

2018 – 2019 University of Michigan: Undergraduate honor's thesis mentor (Zaina Khoury)

2014 – University of Michigan: 58 undergraduate students and recent graduates

2010 – 2011 Northwestern University: 3 undergraduate students

Academic Community

2020 – Let's Talk Grad School: Founded group for BIPOC students applying to psychology PhD programs

2019 – #100DaysOfWriting: Founded online writing group for 200+ university students, staff, and faculty

OTHER RELEVANT EXPERIENCE

2019 – Opt4STEM, Advisory Team
 Von Steuben Metropolitan High School, Chicago Public Schools

2019 UM Living Lab Program, Consultant
 Center for Human Growth and Development, University of Michigan

2018 – 2019 Jeff Kennedy Associates, Consultant
Thinking Money for Kids

2015 – 2018 UM Living Lab Program, Coordinator
 Center for Human Growth and Development, University of Michigan

2012 – 2013 Jayhawk Consulting, Graduate Student Consultant
 School of Business, University of Kansas

2011 – 2013 Language Acquisition Studies Lab, Graduate Research Assistant
 University of Kansas, Lawrence, KS (PI: Mabel L. Rice, Ph.D.)

2010 – 2011 CollabLab, Research Associate
 Northwestern University (PI: Darren Gergle, Ph.D.)

2010 ArticLab, Research Associate and Project Manager
 Northwestern University (PI: Justine Cassell, Ph.D.)

2009 – 2010 Language Development Project, Research Assistant
 University of Chicago (PI: Susan Goldin-Meadow, Ph.D.)

PROFESSIONAL MEMBERSHIPS

Association for Consumer Research (ACR), Cognitive Development Society (CDS), Society for Consumer Psychology (SCP), Society for the Improvement of Psychological Science (SIPS), Society for Judgment and Decision Making (SJDm), Society for Personality and Social Psychology (SPSP), Society for Research in Child Development (SRCD)

SELECTED MEDIA COVERAGE

Barron's, Charles Schwab's Financial Decoder Podcast, Million Bazillion (Marketplace Podcast), The Wall Street Journal, World Economic Forum

REFERENCES

Nicholas Epley John Templeton Keller Professor of Behavioral Science Booth School of Business University of Chicago nicholas.epley@chicagobooth.edu	Susan A. Gelman Heinz Werner Distinguished University Professor of Psychology and Linguistics University of Michigan gelman@umich.edu
Michal Maimaran Research Associate Professor of Marketing Kellogg School of Management Northwestern University m-maimaran@northwestern.edu	Scott I. Rick Associate Professor of Marketing Ross School of Business University of Michigan srick@umich.edu
Abigail Sussman Associate Professor of Marketing Booth School of Business University of Chicago abigail.sussman@chicagobooth.edu	