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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

Prosocial behavior, Social cognition, Consumer behavior, Children

PUBLICATIONS

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. (2018). 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 "emphorophobia" develop? *Behavioral and Brain Sciences, 41*, e168. doi: 10.1017/S0140525X18000341

Smith, C. E., **Echelbarger, M.**, 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

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

MANUSCRIPTS UNDER REVIEW

Echelbarger, M., Roberts, S. O., & Gelman, S. A. The Robin Hood phenomenon: Older children, but not preschoolers, believe that it is acceptable for the poor to take from the rich (but not vice versa). *Revise and resubmit.*

Echelbarger, M., Maimaran, M., Gelman, S. A. The roots of variety seeking: How age, preferences, domain, and timing of choice affect variety seeking. *Under review*.

REFEREED CONFERENCE PROCEEDINGS

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., Good, K., & Shaw, A. Will she give you two cookies for one chocolate? Children's intuitions about trade.

Echelbarger, M., & Gelman, S. A. Developmental origins of market force understanding.

SELECTED WORK IN PROGRESS

Echelbarger, M., Gelman, S. A., & Rick, S. I. Spending and saving in childhood: Parent- and child-level factors influencing spendthrift-tightwad orientations in childhood, *analyzing data*.

Echelbarger, M., & Epley, N. Undervaluing the positive impact of prosociality starts early, *data collection in progress*.

Gelman, S. A., **Echelbarger, M.**, & Gelman, A. Politics, parties, and polarization: The role of language, *data collection in progress*.

AWARDS & GRANTS

- 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

- 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)

- 2019 **Echelbarger, M.**, Gelman, S. A., & Kalish, C. W. Equality, equity, and market forces: Children use money to guide distribution decisions. In A. Gasiorowska & T. Zaleskiewicz (Chairs), *The psychological consequences of the market-mode mentality*. 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*. 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, 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*. 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. 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*. 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. Paper, 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 Special Topic Workshop; St. Louis, MO. (co-organizing with: M. Diemer, L. Elenbaas, & R. 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 Course), 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

Cognition, Cognitive Development, Current Directions in Psychological Science, Developmental Psychology, Developmental Science, Journal of Experimental Child Psychology, 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

- 2019 – University of Chicago: Master’s thesis mentor (Yanyi Leng)
- 2018 – University of Chicago: 5 Center for Decision Research research assistants
- 2018 – 2019 University of Michigan: Honor’s thesis mentor (Zaina Khoury)
- 2014 – University of Michigan: 58 undergraduate students and recent graduates
- 2010 – 2011 Northwestern University: 3 undergraduate students

OTHER RELEVANT EXPERIENCE

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), Association for Psychological Science (APS), 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)

REFERENCES

Susan A. Gelman
Heinz Werner Distinguished University
Professor of Psychology and Linguistics
University of Michigan
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Professor of Psychology
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