RUNJI GAO

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EDUCATION

UCSD Rady School of Management **San Diego, CA**
- Ph.D. in Management Expected September 2026 -

Columbia University **New York, NY**
- Master of Arts in Statistics September 2025- May 2026
- **Cumulative GPA**: 3.3/4.0

New York University **New York, NY**
- Bachelor of Arts (B.A.) in Economics and Data Science | Minor: Psychology September 2021- May 2025
- **Cumulative GPA**: 3.6/4.0

RESEARCH EXPERIENCE

Columbia Business School Computational Behavioral Science Lab (PI: Dr. Sandra Matz) **New York, NY**
Research Assistant April 2025 – May 2026
- Designed and optimized experimental protocols
- Co-hosted experiment sessions with PhD student via zoom sessions
- Managed experiment log and cleaning data for 300+ participants

Washington University in St. Louis Behavioral Economics Lab (PI: Dr. Leonard Green) **Remote**
Research Assistant October 2023 - May 2026
- Collaborated on the study design and programming the experiment on Qualtrics
- Performed statistical analyses of the experimental data obtained in R and Python
- Presented results at lab meetings and assisting with manuscript preparation

NYU SPAM Lab (PI: Dr. Emily Balcetis) & Trope Lab (PI: Dr. Yaacov Trope) **New York, NY**
Research Assistant October 2023 - May 2026
- Assisted study design and programmed the experiment on Qualtrics
- Cleaned, visualizing, and statistically analyzing experimental data
- Managed and supervising three research assistants on projects
- Composed grant proposals for Dean's Undergraduate Research Grants and other competitive funding

NYU Collective Cognition Lab (PI: Dr. Madalina Vlasceanu) **New York, NY**
Research Assistant October 2022 – May 2024
- Collaborated with PhD student on paper editing and manuscript preparation
- Implemented interactive experiments using JavaScript/HTML and cleaned collected data
- Composed grant proposals for research funding
- Created research stimuli materials using Photoshop and other online tools

PUBLICATIONS & MANUSCRIPTS

- Berkebile-Weinberg, M., **Gao, R**., Tang, R., & Vlasceanu, M. (2024). *How Internet Image Search Outputs Propagate Climate Change Sentiment and Can Stimulate Support for Climate Policy.* **Nature Climate Change**.
- Yeh, Y., **Gao, R**., & Green, L. (in preparation). *Extending Analysis on a New Discounting Framework for Trade-offs Between Risk and Delay.*

CONFERENCE PRESENTATIONS

- **Gao, R**., Xiao, M., & Balcetis, E. (2025) *Superstars and Near Peers: Role Models and Me: Psychological Distance and Type of. Advice.* Poster presented at the Society for Personality and Social Psychology (SPSP) Annual Convention, Denver, CO.
- Xiao, M., **Gao, R**., & Balcetis, E. (2024) *Superstars and Near Peers: Role Models and How They Motivate.* Oral presentation at the Society for the Psychological Study of Social Issues (SPSSI) Annual Conference, Philadelphia, PA.

RESEARCH FUNDING & GRANTS

2024 Dean's Undergraduate Research Fund (DURF) $1250
2024 Wasserman Center Internship Grant (WCIG) $1200
2024 Dean's Undergraduate Conference Grant $1000
2023 Dean's Undergraduate Conference Grant $1000
2023 Dean's Undergraduate Research Fund (DURF) $2250
2022 Dean's Undergraduate Research Fund (DURF) $2000

WORK EXPERIENCES

AstraZeneca **Shanghai, China**
Business Development & Venture Capital Intern June 2025 - September 2025

- Modified and improved predictive models for vaccine market size and revenue forecasting
- Maintained and refined the market landscape of GLP drugs with proprietary databases and academic literature review
- Collected and summarized BD transaction data from South Korea and Australia to produce regional market overviews

Roland Berger **Remote**
Management Consulting Intern September 2023 - November 2023

- Assisted the project manager in crafting persuasive proposals and enhancing presentation materials
- Acquired pertinent data related to Electric Vehicles and Urban Planning
- Analyzed the insights gleaned from expert interviews

IQVIA **Shanghai, China**
Management Consulting Intern June 2023 - September 2023

- Conducted comprehensive desk research to curate insights from open-source platforms and scholarly journals
- Formulated potential assessments and crafted data-driven presentations to facilitate marketing strategies for MNCs
- Cultivated data analysis proficiency, generating data visualizations using proprietary databases
- Utilized Excel for computing potential tender outcomes among MNCs and presented findings

AWARDS

2024 Myron Kove Research Scholar
2023 Dr. Dorothy Starr Research Scholar
2021 Josh Goldfaden Award

SKILLS

Languages: Mandarin Chinese (native), English (fluent), German (elementary)
Technical Skills: Qualtrics
Python data analysis (NumPy, Pandas, Sklearn, Matplotlib, Seaborn, SciPy), R data analysis
Python programming, Java (OOP, Data Structure), JavaScript, HTML
Basic machine learning methods
Miscellaneous: Poster presentation
Microsoft Office (Word, Excel, PowerPoint, etc.)
Academic writing
Creating slides following storylines