

# Xinyue Pan

Ph.D. Candidate  
Department of Psychology  
University of Maryland, College Park  
[xypan@terpmail.umd.edu](mailto:xypan@terpmail.umd.edu)  
August 17, 2022

## Education

- Expected University of Maryland, College Park, USA  
Ph.D. in Psychology  
Advisors: Michele Gelfand, Dana Nau
- 2021 University of Maryland, College Park, USA  
M.S. in Psychology  
Advisors: Michele Gelfand, Dana Nau
- 2015 Peking University, Beijing, China  
B.S. in Psychology  
Advisor: Shihui Han  
B.E. in Economics

## Research Interests

- Cooperation, coordination, social norms
- Norm change, cultural dynamics
- Intergroup relations
- Computational social science, agent-based modeling, evolutionary game theory

**Citations:** 382; **h-index:** 5; **i10-index:** 4

## Refereed Journal Publications

- Choi, V. K., Shrestha, S., **Pan, X.**, & Gelfand, M. J. (2022). When danger strikes: A linguistic tool for tracking America's collective response to threats. *Proceedings of the National Academy of Sciences*, 119(4), e2113891119.
- **Pan, X.**, Gelfand, M., & Nau, D. (2021). Integrating evolutionary game theory and cross-cultural psychology to understand cultural dynamics. *American Psychologist*, 76(6), 1054-1066.
- Gelfand, M. J., Jackson, J. C., **Pan, X.**, Nau, D., Pieper, D., Denison, E., Dagher, M., Van Lange, P.A.M., Chiu, C., & Wang, M. (2021). The relationship between cultural tightness-looseness and COVID-19 cases and deaths: A global analysis. *The Lancet Planetary Health*, 5(3), e135-e144.
- Liu, Y., Li, S., Lin, W., Li, W., Yan, X., Wang, X., **Pan, X.**, Rutledge, R. B., & Ma, Y. (2019). Oxytocin modulates social value representations in the amygdala. *Nature Neuroscience*, 22(4), 633-641.

- Pfabigan, D. M., Wucherer, A. M., Wang, X., **Pan, X.**, Lamm, C., & Han, S. (2018). Cultural influences on the processing of social comparison feedback signals—an ERP study. *Social Cognitive and Affective Neuroscience*, 13(12), 1317-1326.

### Book Chapters

- Gelfand, M. J., **Pan, X.**, & Landry, A. (in press). A failure of fear: Liabilities of looseness during COVID-19. In M. K. Miller (Ed.), *The social science of the COVID-19 pandemic: A call to action for researchers*. Oxford University Press.

### Refereed Conference Proceedings

- Hsiao, V., **Pan, X.**, Nau, D., & Dechter, R. (2021). Approximating spatial evolutionary games using Bayesian networks [extended abstract]. In U. Endriss, A. Nowé, F. Dignum, & A. Lomuscio (Eds.), *Proceedings of the 20th International Conference on Autonomous Agents and MultiAgent Systems* (pp. 1533-1535). Richland, SC.
- **Pan, X.**, Nau, D., & Gelfand, M. (2020). Cooperative norms and the growth of threat: Differences across tight and loose cultures. In *2020 7th International Conference on Behavioural and Social Computing (BESC)* (pp. 1-6). IEEE.
- De, S., Nau, D. S., **Pan, X.**, & Gelfand, M. J. (2018). Tipping points for norm change in human cultures. In R. Thomson, C. Dancy, A. Hyder, & H. Bisgin (Eds.), *Social, cultural, and behavioral modeling. SBP-BRiMS 2018. Lecture notes in computer science* (pp. 61-69). Cham, Switzerland: Springer.

### Select Work in Progress

- **Pan, X.**, Landry, A., & Gelfand, M. J. (forthcoming). The evolution of intergroup relations. *Oxford Handbook of Cultural Evolution*.
- **Pan, X.**, Hsiao, V., Nau, D. S., & Gelfand, M. J. (under review). Explaining the evolution of gossip. *Target: Proceedings of the National Academy of Sciences*.
- **Pan, X.**, Nau, D. S., De, S., Hsiao, V., & Gelfand, M. J. (in prep). Threat and the evolution of ethnocentrism. *Target: Perspectives in Psychological Science*.

### Conference Talks

- **Pan, X.**, Gelfand, M., & Nau, D. (2022, July). *Integrating evolutionary game theory and cross-cultural psychology to understand cultural dynamics*. The 26<sup>th</sup> International Association for Cross Cultural Psychology (IACCP) Congress [Virtual].
- **Pan, X.**, Nau, D., De, S., Hsiao, V., & Gelfand, M. (2021, July). *Threat, tightness, and ethnocentrism*. The 32nd International Congress of Psychology, Prague, Czech Republic [Virtual].
- **Pan, X.**, Nau, D., & Gelfand, M. (2021, June). *Cooperative norms and the growth of threat: Differences across tight and loose cultures*. Cultural Evolution Society Conference 2021, Sapporo, Japan [Virtual].
- **Pan, X.**, Nau, D., & Gelfand, M. (2021, April). *Cooperative norms and the growth of threat: Differences across tight and loose cultures*. The 12th Annual Anthro+ Student Conference, College Park, MD [Virtual].
- **Pan, X.**, Nau, D., & Gelfand, M. (2020, November). *Cooperative norms and the growth of threat: Differences across tight and loose cultures*. The 7th International Conference on Behavioural and Social Computing, Bournemouth, UK [Virtual].

- **Pan, X.**, Nau, D., De, S., & Gelfand, M. (2020, July). *Threat and the evolution of tribalism*. The International Association of Conflict Management 33rd Annual Conference, Charleston, SC [Virtual].
- **Pan, X.**, & Gelfand, M. J. (2019, May). *The dynamics of norm change in tight and loose cultures*. The Association for Psychological Science, Washington DC.
- **Pan, X.**, De, S., Nau, D. S., & Gelfand, M. J. (2018, July). *Tipping points for norm change in human cultures*. The 2018 International Conference on Social Computing, Behavioral-Cultural Modeling & Prediction and Behavior Representation in Modeling and Simulation, Washington DC.

### Conference Posters

- **Pan, X.**, Hsiao, V., Nau, D.S., & Gelfand, M.J. (2022, May). *Explaining the evolution of gossip*. The Association for Psychological Science, Chicago, IL.
- **Pan, X.**, Nau, D.S., & Gelfand, M.J. (2022, April). *The evolution of gossip*. European Human Behaviour & Evolution Association, Leipzig, Germany [Virtual].
- **Pan, X.**, Nau, D., & Gelfand, M. (2022, March). *The evolution of gossip in human societies*. Royal Society Discussion Meeting: The Emergence of Collective Knowledge and Cumulative Culture in Animals, Humans and Machines, London, UK [Virtual].
- **Pan, X.**, Nau, D., De, S., Hsiao, V., & Gelfand, M. (2021, July). *Threat and the evolution of ethnocentrism*. 4<sup>th</sup> Annual ESLR Workshop, Centre for the Advanced Study of Collective Behavior, Max Planck Institute of Animal Behavior [Virtual].
- **Pan, X.**, Nau, D., De, S., Hsiao, V., & Gelfand, M. (2021, June). *The puzzling impact of threat on the evolution of ethnocentrism*. Culture Conference 2021, Stirling, UK [Virtual].
- Hsiao, V., Nau, D., **Pan, X.**, & Dechter, R. (2021, May). *Approximating spatial evolutionary games using Bayesian networks*. The 20th International Conference on Autonomous Agents and Multiagent Systems, London, UK [Virtual].
- **Pan, X.**, Gelfand, M. J., & Mu, Y. (2019, February). *Interdisciplinary perspectives on culture and creativity across levels of analysis*. The Meeting of the Society for the Neuroscience of Creativity, San Francisco, CA.

### Invited Talks

- **Pan X.** (2021, December). *An introduction to evolutionary game theoretic modeling*. Bootcamp at Stanford Graduate School of Business, Stanford, CA.
- **Pan X.** (2020, January). *Threat, culture, and the evolution of cooperation and coordination: An evolutionary game theoretic approach*. Institute of Psychology, Chinese Academy of Sciences, Beijing, China.

### Professional Service

#### *Journal Reviewer*

*PNAS Nexus, Current Research in Ecological and Social Psychology, Journal of Behavioral and Experimental Economics, Cross-Cultural Research, Industrial and Organizational Psychology, Journal of Economic Behavior and Organization*

### ***Conference Reviewer***

*International Conference on Social Computing, Behavioral-Cultural Modeling & Prediction and Behavior Representation in Modeling and Simulation (SBP-BRiMS), The International Association of Conflict Management Annual Conference*

### **Professional Experience**

#### ***Research Experience***

- 2018-            Research assistant supported by Multi University Research Initiative at the University of Maryland  
Supervisors: Michele Gelfand, Dana Nau
- 2016-2017    Part-time research assistant at the University of Maryland [remote]  
Supervisor: Michele Gelfand
- 2015-2017    Research assistant at Peking University  
Supervisor: Shihui Han
- 2013           Student assistant for China Health and Retirement Longitudinal Study (CHARLS)  
Supervisor: Yaohui Zhao

#### ***Teaching Experience***

- Summer, 2022    Teaching assistant and guest lecturer, Social Psychology
- Fall, 2021        Guest lecturer, Introduction to Computational Game theory
- Fall, 2017        Teaching assistant, Introduction to Psychology

#### ***Awards and Honors***

- 2019            Outstanding Graduate Assistant Award (UMD)
- 2014            Outstanding Graduate Award (PKU)

#### **Skills**

- Research methods: agent-based modeling, laboratory experiments, archival data analysis, text analysis
- Programming language: Python
- Statistical tools: R, Mplus, SPSS
- Languages: Mandarin Chinese (native), English (fluent)

#### **References**

Michele J. Gelfand  
Professor, Graduate School of Business, Stanford University  
[mjgelfand@gmail.com](mailto:mjgelfand@gmail.com)

Dana S. Nau  
Professor, Department of Computer Science, University of Maryland  
[nau@umd.edu](mailto:nau@umd.edu)

James A. Grand  
Associate Professor, Department of Psychology, University of Maryland  
[grandjam@umd.edu](mailto:grandjam@umd.edu)