

# Enru Lin

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## EDUCATION

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### Post-doctoral researcher, April 2021 – present

Geographic Information Visualization and Analysis  
University of Zürich, Switzerland

### Doctoral candidate, 2015 – August 2021

Chair of Organizational Behavior  
ETH Zürich, Switzerland

**Supervisor:** Prof. Dr. Petra C. Schmid

**Thesis title:** *Power, Approach, and Reward Sensitivity*

### Master in Neuroscience, June 2015

University of Strasbourg, Faculty of Life Sciences, Strasbourg, France

### Bachelor in Social Science (Psychology), June 2010

National University of Singapore, Singapore

**Supervisor:** Prof. Dr. Trevor Penney

**Thesis title:** *Looking for a Jet Plane: Are Four Eyes Better Than Two*

### Student Exchange Program, Fall Quarter 2008

University of California, San Diego

## RELEVANT EXPERIENCE

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### Master thesis/internship, 2014 – 2015

Swiss Center for Affective Sciences, Geneva, Switzerland

**Supervisors:** Dr. Gil Sharvit, Prof. Dr. Corrado Corradi-dell'Acqua, Prof. Dr. Patrik Vuilleumier

**Thesis title:** *The Effect of Disgust and Pain on Moral Judgment*

### Visiting student, July 2014

Bernstein Center for Computational Neuroscience, Freiburg, Germany

**Supervisor:** Dr. Robert Schmidt

**Project:** Analyze and present data on neuronal firing in mouse basal ganglia during movement initiation

### Visiting student, March 2014

Division of Strategy, Management, and Organisation, Nanyang Business School, Singapore

**Supervisor:** Prof. Dr. Georgios Christopoulos

**Project:** Create a Matlab program that could be used to analyze eye-tracking data

### **Freelance Academic Editor, 2011 – 2016**

Cactus Communications, Inc.

### **Research Assistant, 2010 – 2011**

National Institute of Education, Singapore

**Supervisor:** Assoc. Prof. Lee Yew Jin

## **AWARDS**

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- Creating Uncertainty Conference Travel Grant, 2018
- Swiss Academy of Humanities and Social Sciences Travel Grant, 2016, 2019
- NUS Awards for Study Abroad, 2008

## **PUBLICATIONS**

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Lin, E., Freydefont, L., & Schmid, P. C. (2021). Psychological power alters neural efficiency. *Psychophysiology*.

Lin, E. & Schmid, P. C. (2020). The experience of power could facilitate healthy food consumption. *Social Cognition, 38(3), 197-233*.

Sharvit, G., Lin E., Vuilleumier, P., & Corradi-Dell'Acqua, C. (2020). Does inappropriate behaviour hurt or stink? The interplay between neural representations of somatic experiences and moral decisions. *Science Advances, 6(42)*.

## **MANUSCRIPTS UNDER REVIEW**

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Schmid, P. C., Straub, L. M., & Lin, E. Individuals' power determines how they respond to positive versus negative performance feedback. Manuscript in revision.

Lin, E. & Schmid, P. C. Does power affect reward sensitivity? Examining the brain and behavior. Manuscript under review.

## **MANUSCRIPTS IN PREPARATION**

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Lin, E., Amodio, D. M., & Schmid, P. C. Power and approach orientation: An examination of the alpha frontal asymmetry. Manuscript in preparation.

Lin, E., Lammers, J., & Schmid, P. C. Power affects approach orientation through perceived control. Manuscript in preparation.

## **CONFERENCE PRESENTATIONS**

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### ***Chaired symposia***

Construal Level and Success in Goal Pursuit: It's a Matter of Matching. International Convention of Psychological Science (ICPS), March 2019, Paris, France.

Predicting decisions from motivation in the brain and its potential implications for society. 16<sup>th</sup> Congress of the Swiss Psychology Society, September 2019, Bern, Switzerland.

### ***Invited talks***

Power discounts organizational trustworthiness. Colloquium: Social Psychology and Social Neuroscience, November 2019, Bern, Switzerland.

### ***Oral presentations***

**Lin, E.** & Schmid, P. C. Power increases individuals' drive to pursue rewards in the brain. 16<sup>th</sup> Congress of the Swiss Psychology Society, Bern, Switzerland, September 2019.

**Lin, E.** & Schmid, P. C. (March 2019). Can power make you healthier? Effects of psychological power on food consumption and purchase. International Convention of Psychological Science (ICPS), Paris, France.

Schmid, P. C., Straub, L. M., & **Lin, E.** (August, 2018). The experience of power affects motivation and performance after positive versus negative feedback. 78<sup>th</sup> meeting of the Academy of Management (AOM), Chicago, USA.

**Lin, E.** & Schmid, P. C. (July, 2018). Power leads to preference for long-term over short-term goals: A study on health. Creating Uncertainty 2018, Ascona, Switzerland.

**Lin, E.**, Freydefont, L., & Schmid, P. C. (March, 2018). Social power increases neural efficiency. 19<sup>th</sup> Annual Meeting of the Society for Personality and Social Psychology (SPSP), Atlanta, USA.

**Lin, E.**, Straub, L. M., & Schmid, P. C. (September, 2017). The experience of power increases people's motivation and goal investment after negative performance feedback. 15<sup>th</sup> Congress of the Swiss Psychology Society, Lausanne, Switzerland.

### ***Posters***

**Lin, E.**, Schmid, P. C., & Lammers, J. (May 2021). Re-examining power effects on approach behavior through sense of control. 32<sup>nd</sup> Annual Convention of the Association for Psychological Science (APS).

**Lin, E.** & Schmid, P. C. (May 2021). The powerful are driven to pursue rewards. 13<sup>th</sup> Annual Meeting of the Social & Affective Neuroscience Society (SANS).

**Lin, E.**, Schmid, P. C. (May 2019). Power affects motivation to approach reward but not general reward sensitivity: An EEG study. 31<sup>st</sup> Annual Convention of the Association for Psychological Science (APS), Washington, District of Columbia (DC), USA.

**Lin, E.**, Freydefont, L., & Schmid, P. C. (May 2018). More power, greater efficiency: The powerful complete a working memory task with less cognitive resources than the powerless. 11<sup>th</sup> Annual Meeting of the Social & Affective Neuroscience Society (SANS), Brooklyn, USA.

**Lin, E.**, Straub, L. M., & Schmid, P. C. (January, 2017). Power increases motivation after negative feedback. Judgment and Decision-Making Preconference of the 18<sup>th</sup> Annual Meeting of the Society for Personality and Social Psychology (SPSP), San Antonio, USA.

## **SUPERVISION AND TEACHING**

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### ***Supervised Master Students***

- Muriel Morax, *Emotions and perceived appropriateness on prescriptive and proscriptive feedback (do's and don'ts)*, MAS (ETH)
- Jose Martinez Cano, *The interaction of power with prescriptive and proscriptive recommendations given by individuals*, MSc (ETH)
- Aristotelis Vasileiou, *Power and feedback type on moral behavior*, MSc (ETH)

### **Teaching**

- Co-lecturer, Methods in Management Research: Experimental Research, ETH Zurich, 2019, 2020, 2021
- Guest lecturer, Power and Leadership: Power Effects on Decision-Making and Goal Pursuit, ETH Zurich, 2017

## **SKILLS**

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**Languages:** English (native), Mandarin (native), French (intermediate), German (intermediate)

### **Technical skills**

- Good knowledge: Matlab, Qualtrics, Brain Vision Analyzer, SPSS, MS Office
- Basic knowledge: JavaScript, Python, R, E-prime, MouseTracker, BIOPAC, Bayesian analysis

### **Research methods**

- Good knowledge: Electroencephalography, skin conductance, heart rate
- Basic knowledge: fMRI, eye-tracking

### **Graduate courses taken**

- Computational economics. Grade: 5.5/6
- Bayesian data analysis on models of behavior. Grade: 5.5/6

## **AFFILIATIONS**

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- Society for Psychophysiological Research (SPR), 2021
- The Social and Affective Neuroscience Society (SANS), 2018 – present
- Association for Psychological Science (APS), 2017 – present
- Society for Personality and Social Psychology (SPSP), 2016 – present

## **REFEREES**

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- Prof. Dr. Petra Schmid, Chair of Organizational Behavior, D-MTEC, ETH. Email: [petraschmid@ethz.ch](mailto:petraschmid@ethz.ch)
- Dr. Gil Sharvit, Chiropractic Medicine, Balgrist University Hospital. Email: [gil.sharvit@balgrist.ch](mailto:gil.sharvit@balgrist.ch)