

# HANJIN MAO

School of Public Affairs and Administration  
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## EDUCATION

### **Ph.D. in Public Administration**

Rutgers University - Newark, 2017- May 2022 (Expected)

Dissertation: *The Financial Benefits of Information Technology Adoption in Nonprofit Organizations*

Committee: Cleopatra Charles (Chair), Lindsey McDougale, Jiahuan Lu, and John McNutt (University of Delaware)

### **M.P.A. (Pi Alpha Alpha Honor)**

Rutgers University - Newark, 2013-2015

Concentration in Nonprofit Management

### **LL.B. in Political Science**

Hohai University (China), 2008-2012

## RESEARCH INTERESTS

Nonprofit Management; Nonprofit Finance; Philanthropy; Information Technology; Public Affairs Education

## PUBLICATIONS

- **Hanjin Mao** (2021). Experiential Philanthropy: A Systematic Review of Peer-Reviewed Literature. *Philanthropy and Education*, 5(1), 72–86.  
<https://doi.org/10.2979/phileduc.5.1.03>
- **Hanjin Mao** (2020). Review of the Book *Public Administration Research Methods: Tools for Evaluation and Evidence-Based Practice*, by W. S. Eller, B. J. Gerber & S. E.

Robinson. *Chinese Public Administration Review*, 11(2), 142-143.

<http://dx.doi.org/10.22140/cpar.v11i2.282>

- Elaine Yi Lu, Huafang Li, & **Hanjin Mao** (2019). An Overview of CPAR Publications 2002-2019. *Chinese Public Administration Review*, 10(2), 1-4.  
<http://dx.doi.org/10.22140/cpar.v10i2.207>
- **Hanjin Mao** & Lindsey McDougale. “Nonprofit Income Portfolio Analysis.” (Forthcoming Book Chapter in *The Encyclopedia of Nonprofit Management, Leadership, and Governance*, edited by Kevin Kearns & Wen-Jiun Wang)

### Manuscripts in Submission

- Yahong Zhang, Lois Warner, & **Hanjin Mao**. “How Can American Universities Provide More Accommodating and Inclusive Programs of Public Affairs to Asian International Students?” (Revising for resubmission, *International Review of Public Administration*)
- **Hanjin Mao**, Meril Antony, Yujin Julia Jung, & Maria Wilson. “A Computational Analysis of State Governor's Crisis Communication on Twitter during COVID-19.” (Revising for resubmission, *Public Performance and Management Review*)
- Marc Holzer, Yahong Zhang, **Hanjin Mao**, Fangda Ding & Huafang Li. “The Fruits of Diversity and Globalization: Participation and Contributions of East-Asian Scholars in Public Administration.” (Under Review, *Public Integrity*)

### Manuscripts in Active Preparation

- **Hanjin Mao**. “The Financial Returns of Information Technology Cost for Nonprofit Organizations.” (Finalizing)
- **Hanjin Mao** & Lindsey McDougale. “A Conjoint Experiment on the Impact of Revenue Source Information Availability on Individual Giving.” (Finalizing)
- **Hanjin Mao** & Apoorva Gupta. “How Arts and Culture Nonprofits Respond to COVID-19 Outbreak on Twitter.” (Finalizing)
- **Hanjin Mao**. “The Effects of Information Technology Adoption and Expenses on Donor Behavior: A Survey Experiment.” (Draft Preparing)
- **Hanjin Mao**. “The Impact of Social Media Engagement on Fundraising Performance for Small Nonprofits.” (Draft Preparing)
- **Hanjin Mao** & Huafang Li. “Applying Text Mining Techniques for Systematic Review in Public Administration.” (Draft Preparing)
- Elaine Yi Lu & **Hanjin Mao**. “Linking Instructors’ Pay Equity with Inclusive Teaching: Implications for a DEI-informed Curriculum.” (Data Collection)
- **Hanjin Mao** & Ying Liu. “Does Symbolic Representation in Nonprofit Organizations Matter? An Experiment on Donation Willingness.” (IRB)

## CONFERENCE PRESENTATIONS

- Hanjin Mao. “Information Technology Adoption in Nonprofit Organizations: Is There a Payoff?” *American Society for Public Administration (ASPA)* Annual Conference, Jacksonville, FL, March 18-22, 2022. (Forthcoming, Founders Fellow session)
- Hanjin Mao. “How does social media engagement impact fundraising campaign outcomes for small nonprofits?” *American Society for Public Administration (ASPA)* Annual Conference, Jacksonville, FL, March 18-22, 2022. (Forthcoming)
- Elaine Yi Lu & Hanjin Mao. “Linking Instructors’ Pay Equity with Inclusive Teaching: Implications for a DEI-informed Curriculum,” *American Society for Public Administration (ASPA)* Annual Conference, Jacksonville, FL, March 18-22, 2022. (Forthcoming)
- Marc Holzer, Yahong Zhang, Hanjin Mao, Fangda Ding & Huafang Li. “Contributions of East-Asian Scholars in Public Administration,” *American Society for Public Administration (ASPA)* Annual Conference, Jacksonville, FL, March 18-22, 2022. (Forthcoming)
- Hanjin Mao & Apoorva Gupta. “The Impact of COVID-19 on Social Media Engagement: A Computational Analysis of Arts and Culture Nonprofits’ Use of Twitter,” *Association for Public Policy Analysis and Management (APPAM)* 43rd Annual Research Conference, Austin, TX, March 27-29, 2022. (Forthcoming)
- Hanjin Mao. “Information Technology Payoff in Nonprofit Organizations,” *2022 Public Management Research Conference (PMRC)*, Phoenix, AZ, May 25-28, 2022. (Forthcoming)
- Hanjin Mao. “The Financial Benefits of Nonprofit Technology Adoption,” Northeast Regional Nonprofit Scholars Meeting, Virtual, December 14, 2021
- Hanjin Mao. “The Effects of Information Technology Adoption and Expenses on Donor Behavior,” *Association for Research on Nonprofit Organizations and Voluntary Action (ARNOVA)* 50th Annual Conference, Atlanta, GA, November 18-20, 2021.
- Hanjin Mao. “The Impact of Social Media Engagement on Fundraising Performance for Small Nonprofits,” *Association for Research on Nonprofit Organizations and Voluntary Action (ARNOVA)* 50th Annual Conference, Atlanta, GA, November 18-20, 2021.
- Marc Holzer, Hanjin Mao, Huafang Li, Fangda Ding & Yahong Zhang. “Contributions of East-Asian Scholars in American Public Administration,” *Network of Schools of Public Policy, Affairs, and Administration (NASPAA)* Annual Conference, Virtual, October 26-29, 2021.
- Hanjin Mao. “The Return of Information Technology Investment in Nonprofit Organizations,” The 10th Sino-US International Conference on Public Administration, Virtual, September 24-26, 2021.

- Hanjin Mao & Apoorva Gupta. “How Arts and Culture Nonprofits Respond to COVID-19 Outbreak on Twitter?” *Association for Research on Nonprofit Organizations and Voluntary Action’s 5th Asia (ARNOVA-Asia) Annual Conference*, Virtual, July 17-18, 2021.
- Hanjin Mao, Meril Anthony, Yujin Jung, & Maria Wilson. “State Governor's Crisis Communication Strategy during COVID-19: A Computation Analysis of Governor's Tweets across 50 States,” *American Society for Public Administration (ASPA) Annual Conference*, Virtual, April 9-15, 2021.
- Hanjin Mao & Apoorva Gupta. “The Impact of COVID-19 on Social Media Engagement: The Arts and Culture Nonprofits Perspective,” *American Society for Public Administration (ASPA) Annual Conference*, Virtual, April 9-15, 2021.
- Hanjin Mao. “The Financial Returns of Information Technology Cost in Nonprofit Organizations,” *Association for Research on Nonprofit Organizations and Voluntary Action (ARNOVA) 49th Annual Conference*, Virtual, November 12-14, 2020.
- Hanjin Mao. “Experiential Philanthropy: A Systematic Review of Peer-Reviewed Literature,” *Association for Research on Nonprofit Organizations and Voluntary Action (ARNOVA) 49th Annual Conference*, Virtual, November 12-14, 2020.
- Hanjin Mao & Huafang Li. “Text Mining for Systematic Review in Public Administration,” *Northeast Conference on Public Administration (NECoPA)*, Virtual, November 6-7, 2020.
- Hanjin Mao. “Do Donors Care About Nonprofits’ Revenue Sources? A Conjoint Experiment on the Impact of Revenue Source Information on Individual Giving,” *Association for Research on Nonprofit Organizations and Voluntary Action (ARNOVA) 48th Annual Conference*, San Diego, CA, November 21-23, 2019.

## GRANTS, AWARDS & HONORS

- Founders’ Fellow, *American Society for Public Administration (ASPA)*, 2022
- Graduate Diversity Scholarship, *Association for Research on Nonprofit Organizations & Voluntary Action (ARNOVA)*, 2021
- Doctoral Consortium Scholarship, *Academy of Management Public and Nonprofit Division (AOMPND)*, 2021
- Presidential Fellowship, Rutgers University, 2017-2018, 2018-2019, 2019-2020, 2020-2021, and 2021-2022
- Walter W. Mode Scholarship, *American Society for Public Administration (ASPA)*, 2021
- Wallace O. Keene Conference Scholarship, *American Society for Public Administration (ASPA)*, 2021

- Doctoral Fellowship, *Association for Research on Nonprofit Organizations & Voluntary Action (ARNOVA)*, 2020
- Rutgers PreDoctoral Leadership Development Academy Fellowship, 2020-2021
- Fellowship, Summer Institute in Computational Social Science, Rutgers University, Summer 2020
- Teaching Assistantship, Rutgers University, 2020-2021
- Graduate Fellowship, Rutgers University, 2017-2018, 2018-2019, and 2019-2020
- SPAA Conference Travel Grant, Rutgers University, 2017-2018, 2019-2020, 2020-2021, and 2021-2022
- E. Drexel Godfrey Memorial Award, Rutgers University, 2015
- Academic Achievement Award (Graduate with 4.0 GPA), Rutgers University, 2015
- Pi Alpha Alpha Honor, the National Honor Society for Public Affairs and Administration, 2015

## TEACHING EXPERIENCE

- Performance Measurement and Reporting for Public & Nonprofit Organizations
  - Rutgers University - Newark, MPA Elective, Spring 2021
  - Student Rating of Teaching Effectiveness: 4.95/5
- Applied Research Design
  - Rutgers University - Newark, MPA Core, Fall 2020
  - Student Rating of Teaching Effectiveness: 4.93/5
- Applied Research Design
  - Rutgers University - Newark, Online MPA Core, Summer 2020
  - Student Rating of Teaching Effectiveness: 4.78/5

## Teaching Certificates

- Certificate in Effective College Instruction, *Association of College and University Educators (ACUE)*, 2020-2021, includes:
  - Microcredential in Designing Student-Centered Courses, Spring 2021
  - Microcredential in Inspiring Inquiry and Lifelong Learning in Your Online Course, Spring 2021
  - Microcredential in Creating an Inclusive and Supportive Online Learning Environment, Fall 2020
  - Microcredential in Promoting Active Learning Online, Summer 2020
- Certificate of Completion in Your Syllabus as a Tool to Promote Student Equity, Belonging, and Growth, *Student Experience Project (SEP)*, Winter 2020

## PROFESSIONAL EXPERIENCE

- Research Assistant, Rutgers University-Newark, Newark, NJ, Aug. 2017 - Jun. 2020
- Business Development Associate, UniCareer LLC., New York, NY, Feb. 2016 - Jul. 2016
- Research Assistant, United Way ALICE (Asset Limited Income Constrained, Employed) Project, Cedar Knolls, NJ, May. 2015 - Jul. 2016
- Office Assistant, Rutgers University, Office of International Student and Scholar Services, Newark, NJ, Aug. 2014 - Feb. 2016
- Intern, United Way Worldwide, Alexandria, VA, Jun. 2014 - Mar. 2015
- Program Officer, Hangzhou Environmental Protection Voluntary Service Association, Hangzhou, China, 2012-2013
- Volunteer English Teacher, Nanjing Hongyuan Migrant Worker's Elementary School, Nanjing, China, 2011

## SERVICES

### Professional Service

- Assistant Managing Editor, *International Journal of Public Administration*, 2022-Present
- Assistant Editor, *Chinese Public Administration Review*, 2017-Present
- Treasurer, Section on Chinese Public Administration (SCPA), *American Society of Public Administration*, 2017-Present
- Account Manager, Section for Women in Public Administration (SWPA), *American Society of Public Administration*, 2021-Present
- Copy Editor, *Journal of Public and Nonprofit Affairs*, 2020-2021

### Conference Service

- Panel Moderator, "Founders' Fellow session: Benefits and Tradeoffs of System Implementations," *American Society for Public Administration (ASPA) Annual Conference*, Jacksonville, FL, March 18-22, 2022. (Forthcoming)
- Reviewer, the 82nd Academy of Management Meeting, 2022
- Panel Chair, "Financial Health, Volatility, and Change," *Association for Research on Nonprofit Organizations and Voluntary Action (ARNOVA) 50th Annual Conference*, Atlanta, GA, November 18-20, 2021

- Panel Chair, “Nonprofit and Donor Behavior,” *Association for Research on Nonprofit Organizations and Voluntary Action (ARNOVA)* 50th Annual Conference, Atlanta, GA, November 18-20, 2021
- Panel Moderator, “Media Messages, Social Media and Communications Management,” *American Society for Public Administration (ASPA)* Annual Conference, Virtual, April 9-15, 2021.
- Panel Chair, “Advancing Knowledge of Nonprofit and Philanthropic Education,” *Association for Research on Nonprofit Organizations and Voluntary Action (ARNOVA)* 49th Annual Conference, Virtual, November 12-14, 2020.
- Panel Chair, “Bridging Divides: Volunteer Programs and Pedagogy,” *Association for Research on Nonprofit Organizations and Voluntary Action (ARNOVA)* 48th Annual Conference, San Diego, CA, November 21-23, 2019.
- Panel Chair, “Innovations in Philanthropy,” *Association for Research on Nonprofit Organizations and Voluntary Action (ARNOVA)* 48th Annual Conference, San Diego, CA, November 21-23, 2019.
- Panel Discussant, “Gotta Serve Somebody: Evaluation in Service Delivery Organizations,” *Association for Research on Nonprofit Organizations and Voluntary Action (ARNOVA)* 48th Annual Conference, San Diego, CA, November 21-23, 2019.
- Conference Volunteer, The 2018 annual conference of the *American Society for Public Administration (ASPA)*, Denver, CO. March 9-13, 2018.
- Conference Volunteer, *Association for Research on Nonprofit Organizations and Voluntary Action (ARNOVA)* 46th Annual Conference, Grand Rapids, MI, November 16-18, 2017.

### **University Service**

- Treasurer (elected) and Co-Founder, Rutgers-Newark SPAA Ph.D. Club, 2019-2021
- International Student Peer Leader, Rutgers University-Newark, 2014-2018
- President (elected), Rutgers University Public Administration Graduate Student Association, 2014-2015
- President (elected), Rutgers-Newark Chinese Students and Scholars Association, 2013-2015

### **PROFESSIONAL AFFILIATIONS**

- Association for Research on Nonprofit Organizations & Voluntary Action (ARNOVA)
- American Society for Public Administration (ASPA)
- Academy of Management (AOM)

- Association for Public Policy Analysis & Management (APPAM)

Last Updated: Feb 2022