

Curriculum Vitae

Jennifer Susan Lerner

Office Address

Harvard University
John F. Kennedy School of Government
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Education

Ph.D. University of California at Berkeley, 1998
Concentration: Psychology

M. A. University of California at Berkeley, 1994
Concentration: Psychology

B. A. University of Michigan Honors College, 1990
Concentration: Psychology; Awarded Highest Honors

Academic Appointments

Full Professor, Harvard University
6/2007 - present
John F. Kennedy School of Government and
Department of Psychology (by courtesy)

Estella Loomis McCandless Endowed Associate Professor, Carnegie Mellon
6/2004 – 5/2007
Department of Social and Decision Sciences and
Department of Psychology (by courtesy) and
Tepper School of Business (by courtesy)

Assistant Professor, Carnegie Mellon
8/1999-6/2004
Department of Social and Decision Sciences and
Department of Psychology (by courtesy)

NIMH Postdoctoral Fellow at UCLA (with Dr. Shelley Taylor)
6/1998-7/1999

Research Interests

Judgment and decision making

Emotion

Accountability

Applications of psychology to policy problems

Honors and Awards

Kavli Frontiers of Science Invitee, The National Academy of Sciences “meeting for distinguished young scientists,” 2007

Honorary degree, Harvard University, John. F. Kennedy School of Government, 2007

Presidential Early Career Award for Scientists and Engineers (PECASE), awarded by The National Science Foundation and The White House, 2004

Estella Loomis McCandless Endowed (Junior) Chair, Carnegie Mellon, 2004-2007

The National Science Foundation Career Award 2003-2008

National Research Service Award, The National Institute of Mental Health, 1998-1999

The National Science Foundation Graduate Fellowship, 1993-1996

Highest Honors in Psychology, University of Michigan, 1990

James B. Angell Scholar, University of Michigan, 1989 - 1990

Branstrom Freshman Prize, University of Michigan, 1987

Grants

Under Review

National Science Foundation

Jennifer Lerner (PI), “Leadership decision making”

7/2008 – 6/2012 (\$999,180)

Role: Principal Investigator

Funded

Mossavar-Rahmani Center for Business and Government, Harvard University

Jennifer Lerner (PI), “Promoting optimal decisions through accountability”

11/2007 – 10/2008 (\$10,833)

Role: Principal Investigator

National Science Foundation

Jennifer Lerner (PI), “Inaugural judgment and decision making preconference at the Society for Personality and Social Psychology Annual Meeting”

10/2005 – 9/2006 (\$9,000)

Role: Principal Investigator

Department of National Defense (Canada)

Baruch Fischhoff (PI), "Security risk management"

12/2005 – 3/2007 (\$166,570 U.S. dollars) Role: Co-Investigator

National Institute of Mental Health

Brian MacWhinney (PI), "Training grant: Basic processes and individual differences in cognition"

5/2005 – 6/2007 (\$2,255,807) Role: Co-Investigator until departing the training site (Carnegie Mellon) for my present position (Harvard).

National Science Foundation

Baruch Fischhoff (PI), "Integrating risk analysis and risk communication"

9/2004 – 8/2007 (\$600,000) Role: Co-Investigator

National Science Foundation

Jennifer S. Lerner (PI), "Toward a model of emotion-specific influences on judgment and choice"

6/2003 – 5/2008 (\$450,000) Role: Principal Investigator

National Science Foundation

Jennifer S. Lerner (PI), "Emotional and cognitive influences on responses to terrorism"

1/2002-12/2003 (\$102,471) Role: Principal Investigator

National Institute of Mental Health

Ronald E. Dahl (PI), "Affect regulation and adolescent brain maturation"

10/2002-9/2006 (\$1,488,333) Roles: Co-Investigator & Principal Investigator (on subcontract)

National Institute of Mental Health

Jennifer S. Lerner (PI), "Affective influences on self- and other- perception"

1/2001-12/2002 (\$153,000) Role: Principal Investigator

Society for the Psychological Study of Social Issues, American Psychological Association

Jennifer S. Lerner (PI), "The influence of emotions on responses to terrorism"

11/2001-10/2002 (\$2,000) Role: Principal Investigator

The Fetzer Foundation

Jennifer S. Lerner (PI), "Do we see ourselves as others see us? Assessing the meaning and validity of self-reports of physical and emotional well-being"

7/2000 – 1/2002 (\$29,000) Role: Principal Investigator

The Berkman Faculty Development Fund, Carnegie Mellon University

Jennifer S. Lerner (PI), "Assessing the correspondence among, and predictive significance of, different types of health and emotional well-being measures"

12/1999 – 12/2000 (\$9,900) Role: Principal Investigator

I also received seven small grants for conference travel (awarded during doctoral training.)

Papers

Published and in-press

Cryder, C. E., Lerner, J. S., Gross, J. J., & Dahl, R. E. (in press). Misery is not miserly. *Psychological Science*.

Small, D. A. & Lerner, J. S. (in press). Emotional policy: Personal sadness and anger shape judgments about a welfare case. *Political Psychology*.

Han, S., Lerner, J. S., Keltner, D. (in press). Feelings and Consumer Decision Making: The Appraisal-Tendency Framework. *Journal of Consumer Psychology*.

Lerner, J. S., Han, S., & Keltner, D. (in press). Feelings and Consumer Decision Making: Extending The Appraisal-Tendency Framework. *Journal of Consumer Psychology*.

Litvak, P. & Lerner, J. S. (in press). Cognitive bias. To appear in *The Oxford Companion to the Affective Sciences* (D. Sander and K. Scherer, Eds.). Oxford University Press.

Cryder, C. & Lerner, J. S. (in press). Uncertainty. To appear in *The Oxford Companion to the Affective Sciences* (D. Sander and K. Scherer, Eds.). Oxford University Press.

Han, S. & Lerner, J. S. (in press). Decision Making. To appear in *The Oxford Companion to the Affective Sciences* (D. Sander and K. Scherer, Eds.). Oxford University Press.

Lerner, J.S., Dahl, R. E., Hariri, A. R., and Taylor, S.E., (2007). Facial expressions of emotion reveal neuroendocrine and cardiovascular stress responses. *Biological Psychiatry*, 61, 253-260.

[A secondary report of these findings appears in *Science*, Volume 310, Issue of 25 November 2005, page 1274.]

Lerner, J. S., Tiedens, L. Z. (2006). Portrait of the angry decision maker: How appraisal tendencies shape anger's influence on cognition. *Journal of Behavioral Decision Making* (Special Issue on Emotion and Decision Making), 19, 115-137.

Small, D. A., Lerner, J. S., & Fischhoff, B. (2006). Emotion priming and spontaneous attributions for terrorism: Americans' reactions in a national field experiment. *Political Psychology*, 27, 289-298.

Lerner, J. S. and Shonk, K. (2006). How accountability can improve negotiations. *Negotiation*, 9, (Vol. 9, No. 1, pages 1 – 4). Watertown, MA: Harvard Business School Publishing.

Lerner, J. S. (2005). Negotiating under the influence: Emotional hangovers can distort your judgment and lead to bad decisions. *Negotiation* (Vol. 8, pages 1-3). Watertown, MA: Harvard Business School Publishing.

Fischhoff, B., Gonzalez, R. M., Lerner, J. S., and Small, D. A. (2005). Evolving judgments of terrorism's risks: Foresight, hindsight, and emotion. *Journal of Experimental Psychology: Applied*, 11, 124-139.

Taylor, S.E., Lerner, J.S., Sage, R.M, Lehman, B., and Seeman, T. (2004). Early environment, emotions, responses to stress, and health. *Journal of Personality*, 72, 1365-1394.

Lerner, J. S., Small, D. A., and Loewenstein, G. (2004). Heart strings and purse strings: Carry-over effects of emotions on economic transactions. *Psychological Science*, 15, 337-341.

Fischhoff, B., Gonzalez, R. M., Small, D. A., & Lerner, J. S. (2003). Evaluating the success of terror risk communications. *Biosecurity and Bioterrorism: Biodefense Strategy, Practice, and Science*, 1(4), 255-258.

Taylor, S. E., Lerner, J. S., Sherman, D. K., Sage, R. M., & McDowell, N. K. (2003). Are self-enhancing cognitions associated with healthy or unhealthy biological profiles? *Journal of Personality and Social Psychology*, 85, 605-615.

Mitchell, G. Tetlock, P. E., Newman, D., and Lerner, J. S. (2003). Experiments behind the veil: Structural influences on judgments of social justice. *Political Psychology*, 24, 519-547.

Helgeson, V., Janicki, D., Lerner, J. S., & Barbarin, O. (2003). Brief report: Adjustment to juvenile rheumatoid arthritis: A family systems perspective. *Journal of Pediatric Psychology*, 28, 347-353.

Fischhoff, B., Gonzalez, R. M., Small, D. A., and Lerner, J. S. (2003). Judged terror risk and proximity to the World Trade Center. *Journal of Risk and Uncertainty*, 26, 137-151.

[Fischhoff, B., Gonzalez, R. M., Small, D. A., and Lerner, J. S. (2003). Judged terror risk and proximity to the World Trade Center. Reprinted in K. Viscusi (Ed.), *The Risks of Terrorism*, Boston: Kluwer, 2003.]

Lerner, J. S. and Tetlock, P. E. (2003). Bridging individual, interpersonal, and institutional approaches to judgment and choice: The impact of accountability on cognitive bias. In S. Schneider and J. Shanteau (Eds.), *Emerging Perspectives on Judgment and Decision Making* (pp.431-457). Cambridge: Cambridge University Press.

Lerner, J. S., Gonzalez, R. M., Small, D. A., and Fischhoff, B. (2003). Effects of fear and anger on perceived risks of terrorism: A national field experiment. *Psychological Science*, 14, 144-150.

[Lerner, J. S., Gonzalez, R. M., Small, D. A., and Fischhoff, B. (2003). Effects of fear and anger on perceived risks of terrorism: A national field experiment. Reprinted in S. Wessely and V. Krasnov (Eds.) *Psychological Responses to the New Terrorism – A Russia-NATO Dialogue* (pp. 67-80), 2005. Book published as part of the NATO Security Through Science Program. Publisher: IOS Press, Amsterdam, The Netherlands.]

Taylor, S. E., Lerner, J. S., Sage, R. M., Sherman, D. K., & McDowell, N. K. (2003). Portrait of the self enhancer: Well-adjusted, healthy, and appreciated by others, or maladjusted, unhealthy, and friendless. *Journal of Personality and Social Psychology*, 84, 165-176.

Loewenstein, G. and Lerner J. S. (2003). The role of affect in decision making. In R. Davidson, H. Goldsmith, and K. Scherer (Eds.) *Handbook of Affective Science* (pp. 619-642). Oxford: Oxford University Press.

Lerner, J. S., and Small, D. A. (2002). Do positive and negative emotions have opposing influences on hope? *Psychological Inquiry*, 13, 299-302.

Lerner, J. S. and Keltner, D. (2001). Fear, anger, and risk. *Journal of Personality and Social Psychology*, 81(1), 146-159.

Lerner, J. S. and Keltner, D. (2000). Beyond valence: Toward a model of emotion-specific influences on judgment and choice. *Cognition and Emotion*, 14, 473-493.

[Lerner, J. S. and Keltner, D. (2000). Beyond valence: Toward a model of emotion-specific influences on judgment and choice. Reprinted in T. Manstead (Ed.) *Psychology of Emotions* (2007). SAGE Publications, London.]

Tetlock, P. E., Kristel, O. Elson, B. Green, M. and Lerner, J. S. (2000). The psychology of the unthinkable: Taboo trade-offs, forbidden base rates, and heretical counterfactuals. *Journal of Personality and Social Psychology*, 78, 853-870.

Lerner, J. S. (2000). Review of *Alchemies of the Mind: Rationality and the Emotions* by J. Elster. *The Journal of Economic Literature*, 38, 122-124.

Goldberg, J. H., Lerner, J. S., & Tetlock, P. E. (1999). Rage and reason: The psychology of the intuitive prosecutor. *European Journal of Social Psychology*, 29, 781-795.

Lerner, J. S., & Tetlock, P. E. (1999). Accounting for the effects of accountability. *Psychological Bulletin*, 125, 255-275.

Tetlock, P. E. and Lerner, J. S. (1999). The social contingency model: Identifying empirical and normative boundary conditions on the error-and-bias portrait of human nature. In S. Chaiken and Y. Trope (Eds.), *Dual-Process Theories in Social Psychology*, (pp. 571-585). New York: Guilford.

Lerner, J. S., Goldberg, J. H. and Tetlock, P. E. (1998). Sober second thought: The effects of accountability, anger and authoritarianism on attributions of responsibility. *Personality and Social Psychology Bulletin*, 24, 563-574.

Gregerman, S. R., Nagda, B. A., Jonides, J., von Hippel, W., and Lerner, J. S. (1998). Undergraduate student-faculty research partnerships affect student retention. *The Review of Higher Education*, 22, 55-72.

Tetlock, P. E., Lerner, J. S., and Boettger, R. (1996). The dilution effect: Judgmental bias, conversational convention, or a bit of both? *European Journal of Social Psychology*, 26, 915-934.

Tetlock, P. E., Peterson, R. S., and Lerner, J. S. (1996). Revising the value pluralism model: Incorporating social content and context postulates. In C. Seligman, J. Olson and M. Zanna (Eds.), *The Psychology of Values: The Ontario Symposium, Volume 8*, (pp. 25-51). Hillsdale, NJ: Erlbaum.

Lerner, J. S., and Tetlock, P. E. (1994). Accountability and social cognition. In V. H. Ramachandran (Ed.), *Encyclopedia of Human Behavior*, I, (pp. 1-10). San Diego: Academic Press.

Manuscripts Under Review and In Preparation

Han, S. and Lerner, J. S. (2007). When the status quo turns sour: The effect of incidental disgust on economic transactions. Manuscript under review, Harvard University.

Lerner, J.S., Taylor, S.E., Lai, L., & Stayn, H. B. (2007). Emotion, physiological reactivity, and visceral self perception. Manuscript in preparation, Harvard University.

Lerner, J. S., Tiedens, L. Z., and Litvak, P., (2007). The effects of anger on judgment and decision making. Invited chapter to appear in M. Potegal, Stemmler, G., & Spielberger, C. D. (Ed.), Handbook of Anger Research. New York: Springer.

Teaching in Degree Programs

On a scale ranging from 1 (poor) to 5 (outstanding), the average student ratings across courses I taught at Carnegie Mellon were 4.65 (mean) and 4.83 (median). (Scores tallied September, 1999 to January, 2006)

I received the Panhellenic Role Model award from the Carnegie Mellon sorority community, recognizing my “dedicated efforts for students, demonstration of superior leadership, inspiration to others, and contribution to students’ success.” (Fall, 2006)

I have created the following classes. Syllabi can be downloaded from my website: <http://content.ksg.harvard.edu/lernerlab/>

- Reason, Passion, and Social Cognition (undergraduate lecture)
- Accountability and Human Performance (doctoral seminar)
- Social Cognition (Undergraduate and doctoral seminar)
- Advanced Topics in Emotion & Decision Making (undergraduate and doctoral seminar)
- Judgment and Decision Making (master’s level seminar, co-creation with Professor Iris Bohnet in progress)

Teaching in Executive Programs

Harvard University, Graduate School of Business
“Changing the Game: Negotiation and Competitive Decision Making”
Program Chair: M. Bazerman, August, 2007

Harvard University, Graduate School of Business
“Changing the Game: Negotiation and Competitive Decision Making”
Program Chair: M. Bazerman, November, 2007

Harvard University, Graduate School of Public Health
“Risk Communication”
Program Chairs: R. Lofstedt & J. Lerner, planned for May, 2008

Colloquium Talks

University of Chicago, Graduate School of Business (1998 and 2001)
UCLA, Social Psychology Program (1999)
UCLA, Department of Anthropology (1999)
Columbia University, Department of Psychology (2001)
Princeton University, Department of Psychology (2001)
NATO Headquarters, Belgium, NATO-Russia Advanced Scientific Workshop on
Psychological Responses to Terrorism (2002)
RAND, Psychology Speaker Series, Santa Monica, CA (2002)
Northwestern University, Kellogg School of Management (2002)
University of Michigan, Department of Psychology (2002)
University of Pennsylvania, Wharton School of Business (2002)
University of Pittsburgh, Social Psychology Program (2003)
Cornell University, Center for Behavioral Economics & Decision Research (2004)
Harvard University, School of Business (2004)
Duke University, Fuqua School of Business (2005)
Stanford University, Graduate School of Business (2005)
UCLA, Anderson School of Management (2005)
Yale University, School of Management (2005)
Harvard University, Kennedy School of Government (2006)
University of Zurich, Institute for Empirical Research in Economics (2006)
University of California at Berkeley, Department of Psychology (2006)
Ohio State University, Social Psychology Speaker Series (2006)
Harvard University, Social Psychology Program (2007)
Boston College, Affective Science Speaker Series (2007)
University of California at Irvine, Department of Psychology (forthcoming)
University of Maryland, Department of Psychology and Risk Communication
Speaker Series (forthcoming)

Professional Service

Inter-National Conference Organizing

Co-Chair, Inaugural Judgment and Decision Making Preconference at the Annual Meeting of the Society for Personality and Social Psychology (January 2006). Funded by the National Science Foundation (J. Lerner, PI on grant).

Member, Planning Committee for the First Conference on the Teaching of Judgment and Decision Making, held at the University of Michigan School of Business (August 2005). Funded by the National Science Foundation (F. Yates, PI on grant).

U.S. Science Policy Development

Member, Committee for the Exploration of Health Relevance in Basic Behavioral Science, a branch of the Federation of Behavioral, Psychological, and Cognitive Sciences. Professor Jay McClelland (Stanford), Chair (2005). As part of the committee, I made presentations to The Director of The White House Office of Science and Technology Policy, met with NIH directors and met with a Congressional Staff interested in NIH oversight. Details at the link below: <http://www.thefederationonline.org/Basic%20Science.html>

Invitee, External Advisory Panel for the U.S. National Science Foundation. Professor Deborah Estrin (UCLA), Chair (2006). The advisory panel evaluated the NSF CAREER award program and policies across all divisions and directorates, submitting a report to the NSF director.

Appointments to Editorial Boards (current)

Journal of Behavioral Decision Making
Journal of Personality and Social Psychology
Organizational Behavior and Human Decision Processes

Ad-Hoc Journal Reviewing

- Acta Psychologica
- American Journal of Political Science
- Basic and Applied Social Psychology
- Behavior Research and Therapy
- Cognition and Emotion
- Current Directions in Psychological Science
- Developmental Psychology
- Emotion
- European Journal of Social Psychology
- Health Psychology
- Journal of Applied Social Psychology
- Journal of Consulting & Clinical Psychology
- Journal of Experimental Social Psychology
- Motivation and Emotion
- Organizational Behavior and Human Decision Processes
- Personality and Social Psychology Bulletin
- Personality and Social Psychology Review
- Psychological Bulletin
- Psychological Science

- Risk Analysis
- Science
- Social Cognition

Grant Reviewing

Member, Expert Review Panel for the Swiss National Science Foundation (2006-2007). The review panel evaluated the Swiss National Center for Excellence in Research on Affective Science in Geneva (Klaus Scherer, PI).

Associate PI, Time Sharing Experiments for the Social Sciences, an NSF-funded infrastructure project that offers researchers opportunities to conduct experiments on randomly-selected subject populations (2003-present).

<http://www.experimentcentral.org/>

Ad-hoc grant reviewer for the U.S. National Science Foundation, Directorate for Social, Behavioral and Economic Sciences. Social Psychology Program (2000-present). Decision, Risk & Management Science (2000-present)

Ad-hoc grant reviewer for the Fetzer Foundation (2003)

Administration and Institutional Development at Harvard University (2007 –)

Founder and Director, Kennedy School of Government Bio-Behavioral Laboratory for Decision Research (2007).

Co-Founder and Co-Director, Judgment and Decision Making Field in the Kennedy School of Government doctoral program (2007 -)

Chair, Faculty Search Committee in Management and Leadership (2007-2008)

Administration and Institutional Development at Carnegie Mellon

Founder, the undergraduate major in Decision Science (1999). The major is steadily growing and now has average enrollment (relative to other long-standing majors) within the College.

Co-Founder and Co-Director, Joint Doctoral Program in Psychology & Behavioral Decision Research (2002-present)

Member, Provost's Committee to evaluate the Dean of the College of Humanities and Social Sciences, Carnegie Mellon University (2005)

Co-Author, Proposal that created the Carnegie Center for Behavioral Decision Research, Carnegie Mellon University (2005)

Director, Research Participation Program, Department of Social & Decision Sciences, Carnegie Mellon University (1999-present)

Member, Search Committee in Political Science, Department of Social & Decision Sciences, Carnegie Mellon University (1999-2000)

Professional Memberships

American Association for the Advancement of Science
American Psychological Association
American Psychological Society (fellow)
Association for Consumer Research
International Social Cognition Network
International Society for Research on Emotion
Society for Experimental Social Psychology
Society for Judgment and Decision Making
Society for Personality and Social Psychology

Presentations at Peer-Reviewed Scientific Meetings (includes only 10 years)

Cryder, C. & Lerner, J. S. (November, 2006). Self focus and the sad spending effect. Paper presented at the Annual Meeting of the Society for Judgment and Decision Making, Houston, Texas.

Han, S. & Lerner, J. S. (November, 2006). When the status quo turns sour: Effects of incidental disgust on economic transactions. Poster presented at the Annual Meeting of the Society for Judgment and Decision Making, Houston, Texas.

Lerner, J. S. (January, 2006). Emotional activation of non-conscious decision goals. Paper presented at the Inaugural Judgment and Decision Making Pre-Conference, preceding the Annual Meeting of the Society for Personality and Social Psychology, Palm Springs, CA.

Cryder, C. & Lerner, J. S. (November, 2005). Sad individuals' resistance to saving. Poster presented at the Annual Meeting of the Society for Judgment and Decision Making, Toronto, Canada.

Lerner, J. S. (October, 2005). Portrait of the angry decision maker. Invited lecture at the National New Horizons in Science meeting of the National Council for the Advancement of Science Writing, Pittsburgh, PA.

Garg, N. & Lerner, J. S. (September, 2005). Emotion effects on compensatory consumption. Paper presented in a symposium (Chair: N. Garg) on "Affect and its effects on compensatory consumption" to be presented at the Annual Meeting of the Association for Consumer Research, San Antonio, TX.

Lerner, J. S., Taylor, S. E., Dahl, R. E., and Hariri, A. R. (May, 2005). Emotion expressions in the face reveal biological responses to stress. Paper presented in a symposium (Chairs: R. W. Robins and J. L. Tracey) on "Implicit processes in emotion" at the Annual Meeting of the American Psychological Society, Los Angeles, CA.

Lerner, J. S. (February, 2005). Emotional influences on judgment and decision making. Invited presentation to a symposium (organized by the National Science Foundation) on "New developments in human and social dynamics" at the Annual Meeting of the American Academy for the Advancement of Science, Washington, DC.

Small, D. A. and Lerner, J. S. (January, 2005). Emotional politics: The effects of sadness and anger on decisions regarding welfare policy. Paper presented at the Annual Meeting of the Society for Personality and Social Psychology, New Orleans, LA.

Lerner, J. S. & Taylor, S. E. (January, 2005). The face reveals biological responses to stress. Poster to be presented at the Annual Meeting of the Society for Personality and Social Psychology, New Orleans, LA.

Lerner, J. S., Small, D. A., & Loewenstein, G. (January, 2004). Effects of emotions on economic transactions.. Paper presented at the Annual Meeting of the Society for Personality and Social Psychology, Austin, TX.

Lerner, J. S. (January, 2004). Emotions and Vulnerability: Persistent, Unintended Influences on Life Expectations. Paper presented at the Self and Social Identity Preconference, Austin, TX.

Lerner, J. S. (November, 2003). On feeling angry and self assured. Paper presented at the Annual meeting of the Society for Judgment and Decision Making, Vancouver, Canada.

Lerner, J. S., Small, D. A., & Fischhoff, B. (February, 2003). Emotion and perceived risks of terrorism: A national field experiment. Paper presented in a symposium (Chair: L. Skitka) on "The expulsion from Disneyland: Understanding the psychological impact of terrorism" at the Annual meeting of the Society for Personality and Social Psychology, Los Angeles, CA.

Taylor, S.E., & Lerner, J.S. (February, 2003). Emotions, social relationships, stress, and health. Paper presented in a symposium (Chair: R. Baumeister) on "Functions of emotions in social behavior" at the annual meeting of the Society for Personality and Social Psychology, Los Angeles, CA.

Lerner, J. S., Small, D. A., & Fischhoff, B. (November, 2002). Emotion and perceived risks of terrorism: A national field experiment. Paper presented at the Annual meeting of the Society for Judgment and Decision Making, Kansas City, Kansas.

Small, D. A. & Lerner, J. S. (November, 2002). Differential effects of anger and sadness on willingness to provide public assistance. Poster presented at the

annual meeting of the Society for Judgment and Decision Making, Kansas City, Kansas.

Lerner, J. S., Small, D. A., & Loewenstein, G. (October, 2002). Do incidental feelings shape buying and selling price? Examining the endowment effect with disgust and sadness? Paper presented in a symposium (Chair: E. Johnson) on "Constructing value: What's so special about possession" at the annual meeting of the Association for Consumer Research, Atlanta, GA.

Lerner, J. S., Small, D. A., & Fischhoff, B. (October, 2002). Emotion and perceived risks of terrorism: A national field experiment. Paper presented in a symposium (Chair: N. Garg) on "Beyond valence: Negative affect and its effects on consumer decision making" at the annual meeting of the Association for Consumer Research, Atlanta, GA.

Lerner, J. S., Taylor, S. E., & Stayn, H., (February, 2002). Emotion and visceral self perception. Paper presented in a symposium (Chair: J. Lerner) on "Affect and self perception: Uncovering pathways of mutual influence" at the annual meeting of the Society for Social and Personality Psychology, Savannah, GA.

Lerner, J. S., Small, D., and Loewenstein, G. (November, 2001). The influence of incidental emotions on willingness to pay and willingness to accept. Paper presented at the annual meeting of the Society for Judgment and Decision Making, Orlando, FL.

Lerner, J. S. and Keltner, D. (February, 2001). Fear anger and risk. Poster presented at the annual meeting of the Society for Social and Personality Psychology, San Antonio, TX.

Stayn, H., Lerner, J. S., and Taylor, S. E. (February, 2001). Do stressed individuals know when they're stressed? Emotional influences on self-perceived cardiovascular reactivity. Poster presented at the annual meeting of the Society for Social and Personality Psychology, San Antonio, TX.

Lerner, J. S. and Keltner, D. (September, 2000). Effects of fear and anger on risk perception and risk preference. Invited talk at the Economic Science Association North American Regional Conference, Tucson, Arizona.

Lerner, J. S. and Keltner, D. (November, 1999). How much risk can you handle? Testing the appraisal-tendency hypothesis with fearful, angry, and happy people. Paper presented at the Society for Judgment and Decision Making annual meeting, Los Angeles, CA.

Lerner, J. S. and Keltner, D. (October, 1999). Differential influences of fear and anger on consumer judgments and choices. Paper presented at the Association for Consumer Research 30th Annual Meeting, Columbus, OH.

Lerner, J. S. and Keltner, D. (August, 1998). The influence of specific emotions on judgments involving risk. Paper presented at the American Psychological Association Annual Meeting, San Francisco, CA.

Lerner, J. S., Goldberg, J. H., and Tetlock, P. E. (July, 1996). Accountability attenuates punitive bias. Paper presented at the American Psychological Society Annual Meeting, San Francisco, CA.

Lerner, J. S., Tetlock, P.E., and Boettger, R. (July, 1996). The dilution effect: Conversational convention, judgmental bias, or a bit of both? In P. Tetlock and J. Lerner (Chairs), Accountability: The social context of cognition. Symposium conducted at the American Psychological Society Annual Meeting, San Francisco, CA.

Disseminating Research Findings Outside the Scientific Community

I take seriously science education in the broadest sense. I seek to conduct research that simultaneously addresses basic theoretical questions and addresses matters of public concern.

Articles about my research have appeared in: The Boston Globe, China Daily, Pravda, The London Times, The New York Times, The Toronto Star, The Wall Street Journal, The Washington Post, USA Today, and other magazines and newspapers. Copies of many media reports can be downloaded from my website: <http://content.ksg.harvard.edu/lernerlab/>. I have also given invited presentations about my research through broadcast media For example, I was interviewed on Good Morning America, discussing our findings concerning neuroendocrine correlates of facial expression.

Finally, I take seriously opportunities to share research findings with policy makers. I have given research presentations to officials at NATO Headquarters (Brussels) as well as to officials at The White House (Office of Science and Technology Policy) and the National Institutes of Health (materials available upon request).