

Curriculum Vitae
Jennifer Susan Lerner

Office Address

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Academic Degrees

M.A. (Honorary Degree) Harvard University, 2007

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 Employment

The Thornton F. Bradshaw Professor, Harvard University
10/2018 –present
Harvard Kennedy School;
Department of Psychology (by courtesy)

Professor, Harvard University
6/2007–9/2018
Harvard Kennedy School;
Department of Psychology (by courtesy)

Fellow, Radcliffe Institute for Advanced Study, Harvard University
8/2013-7/2014

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

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

National Institutes of Health Postdoctoral Fellow (with Dr. Shelley Taylor), UCLA
6/1998–7/1999

Federal Government Employment

Chief Decision Scientist, United States Navy, and
Special Advisor to the Chief of Naval Operations, United States Navy
9/2018 – 8/2019
The Pentagon, United States Department of Defense

Research Interests

- Human judgment and decision making, especially the effects of emotion, leadership status, and accountability on decision making;
- Applications of psychology to applied problems, especially problems in health, economics, and international security.

Scholarly Impact ([Google Scholar Citation Count](#))

Collectively, my papers have been cited in over 24,000 scholarly publications.

(More than 50% of these citations appear outside of psychology)

Academic Achievement Awards (Selected)

The National Science Foundation (NSF) “Sensational Sixty” Award (2012)
Conferred by the Director of the National Science Foundation, this award recognized 60 of the “most prominent scientists” out of the 45,000 individuals in all areas of science and engineering who received graduate research fellowships in the last 60 years.

Presidential Early Career Award for Scientists and Engineers (PECASE) (2004)
Conferred by the President of the United States and the Director of the National Science Foundation, this is “the highest honor bestowed by the United States federal government to early-career scientists and engineers.”

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

The National Science Foundation Career Award (2003-2008)

The National Science Foundation Graduate Fellowship (1993-1996)

Highest Honors in Psychology, University of Michigan (1990)

James B. Angell Scholar Award, University of Michigan (1989 & 1990) *The Branstrom Freshman Prize*, University of Michigan (1987)

Teaching and Mentoring Awards (Selected)

The Raymond Vernon Commemorative Award, given to a Harvard Kennedy School faculty member who has been an outstanding mentor to junior faculty members, advancing “opportunities for others to excel and succeed in the field of public policy” (2019).

Harvard University Graduate Student Government “One Harvard: Lectures That Last Award.” Chosen by the Harvard Graduate Student Government as one of the 13 best professors across all of Harvard University (2015).

Harvard Kennedy School Dean’s Teaching Award, given to faculty whose courses receive student evaluation scores exceeding 4.5/5.0 (awarded many times).

The Harvard Initiative for Learning and Teaching (HILT) Award, given to faculty for outstanding innovations in curriculum development (2017).

Research Grants (funded total over \$11,000,000)

Under Review

American Heart Association

Andrew Tan (PI), “Improving Anti-vaping Campaigns through Affective- and Decisional- Science”

7/2020-7/2022 (final budget pending)

Role: Principal Investigator on subcontract; Co-Investigator on grant

Office of Naval Research

Jennifer Lerner (PI), “Decision Science Incubator”

1/2020-1/2025 (\$75,000,000)

Role: Principal Investigator

Funded

National Institutes of Health, National Cancer Institute

Vaughan Rees (PI), “Informing anti-tobacco communications with affective and decision science: Application of the Appraisal Tendency Framework”

9/2019-8/2024 (\$3,940,598)

Role: Principal Investigator on subcontract; Co-Investigator on grant

The Harvard Mind-Brain-and-Behavior Initiative Faculty Interest Group Award, Harvard University

Jennifer S. Lerner (PI), “Emotion and Decision Processes in Health”

7/2016–6/2017 (\$12,225)
Role: Principal Investigator

The Harvard Mind-Brain-and-Behavior Initiative Faculty Small Research Award, Harvard University

Jennifer S. Lerner (PI), “Improving anti-tobacco campaigns through affective- and decisional-science”
7/2016–6/2017 (\$14,921)
Role: Principal Investigator

National Science Foundation

Social and Economic Sciences: Decision, Risk and Management Sciences
Jennifer S. Lerner (PI), “The Effects of Sadness Versus Gratitude on Economic Decision Making and Addictive Behavior”
4/2016 – 3/2021 (\$624,880)
Role: Principal Investigator

National Institutes of Health – National Cancer Institute

William Pirl (PI), “Pilot Study on Association of Oncologists’ Affect with Chemotherapy Discontinuation at the End of Life”
11/2014-2/2016 (\$136,767)
Role: Principal Investigator on subcontract

The Pershing Square Venture Fund for Research on the Foundations of Human Behavior. Harvard University.

Jennifer S. Lerner (PI), “Improving Anti-tobacco Campaigns through Affective- and Decisional- Science”
5/2015-4/2017 (\$39,808)
Role: Principal Investigator

The Mind-Brain-and-Behavior Initiative, Harvard University William Pirl (PI), “Stopping Cancer Treatment at the End of Life (EOL): Contribution of Patient Affect to Decision Biases in Oncologists”

7/2014–6/2015 (\$34,100)
Role: Co-Principal Investigator

The William and Flora Hewlett Foundation

Jennifer S. Lerner (PI), “Harvard Decision Science Laboratory”
1/2011–12/2014 (\$600,000)
Role: Principal Investigator

The Mind-Brain-and-Behavior Initiative, Harvard University

Jennifer S. Lerner (PI), “Sadness and Economic Choice”
1/2013–12/2014 (\$50,000)
Role: Principal Investigator

Center for Public Leadership, Harvard Kennedy School

Jennifer S. Lerner (PI), “Leadership Decision Making supplement for DNA data”

12/2010–11/2011 (\$15,000)

Role: Principal Investigator

Center for Public Leadership, Harvard Kennedy School

Jennifer S. Lerner (PI), Leadership Decision Making

12/2009–11/2010 (\$10,000)

Role: Principal Investigator

National Science Foundation

Jennifer Lerner (PI), Research Experiences for Undergraduates (REU)

4/2009–3/2010 (\$6,000)

Role: Principal Investigator

National Science Foundation [SES-0820441]

Jennifer Lerner (PI), Leadership Decision Making

9/2008–8/2014 (\$610,000)

Role: Principal Investigator

Program on Negotiation, Harvard Law School

Iris Bohnet and Max Bazerman (PIs), “Trust, emotion, ethics and morality in decision making and negotiation”

7/2008–6/2011 (\$525,000)

Role: Co-Principal Investigator

Mossavar-Rahmani Center for Business and Government, Harvard Kennedy School

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

11/2007–10/2008 (\$10,833)

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 Science Foundation

Jennifer S. 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

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 university (Carnegie Mellon)

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 Institute of Mental Health [MH-067346]

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

10/2002–9/2006 (\$1,488,333)

Role: Principal Investigator (on subcontract); Co-Investigator on grant

National Science Foundation

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

1/2002–12/2003 (\$102,471)

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

National Institute of Mental Health [MH-056880]

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

1/2001–12/2002 (\$153,000)

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 have also received seven small grants for conference travel (awarded during doctoral training) and a yearlong fellowship at Radcliffe.

Academic Papers

Manuscripts In Preparation or Under Review

DeWees, B. & Lerner, J. (2019). *Embracing ambiguity in the face of accountability: A portrait of the socially-savvy decision maker*. Manuscript under review.

Lerner, J.S., Dorison, C., Zabel, C., Ganz, M., Lilgendahl, J., DeJong, J., & Born, D. (2018). *Leadership, agency and public narrative*. Manuscript in preparation.

Ellis, E.M., Barnato, A., Chapman, G.B., Dionne-Odom, J.N., Lerner, J.S., Peters, E., Nelson, W.L., Padgett, L., Suls, J., & Ferrer, R.A. (2018). *Towards a conceptual model of affective predictions in palliative care*. Manuscript in preparation.

Manuscripts In Press or In Print

Dorison, C., Wang, K., Rees, I., Kawachi, I., Ericson, K., & Lerner*, J.S. (2019). Emotion, intertemporal choice, and addiction. *Proceedings of the National Academy of Sciences*. doi: 10.1073/pnas.1909888116 (* For this journal, the last author position, rather than 2nd position, reflects my role as director of the overall project and director of the lab.)

Dorison, C. A., Klusowski, J., Han, S., & Lerner, J. S. (2019). Emotion in organizational judgment and decision making. *Organizational Dynamics*. doi: 10.1016/j.orgdyn.2019.02.004

Lerner, J.S. (2019). Decision science meets national security: A personal perspective. *Perspectives on Psychological Science*, 14(1), 96-100. doi: 10.1177/1745691618815822

DeWees, B. R., & Lerner, J. S. (2020). Uncertainty Avoidance. In V. Zeigler-Hill, T. K. Shackelford (Eds.) *Encyclopedia of Personality and Individual Differences*. New York: Springer International Publishing.

Garg, N., Williams, L.A., Lerner, J.S. (2018). The misery-is-not-miserly effect revisited: Replication despite opportunities for compensatory consumption. *PLoS ONE*, 13(6): e0199433. doi: 10.1371/journal.pone.0199433

Friedman, J.A., Lerner, J.S., & Zeckhauser, R. (2017). Behavioral consequences of probabilistic precision: Experimental evidence from national security professionals. *International Organization*. doi:10.1017/S0020818317000352

Ferrer, R. A., Maclay, A., Litvak, P. M., & Lerner, J. S. (2016). Revisiting the effects of anger on risk-taking: Empirical and meta-analytic evidence for differences between males and females. *Journal of Behavioral Decision Making*.

doi: 10.1002/bdm.1971

Ma-Kellams, C., Lai, L., Taylor, S.E., & Lerner, J.S. (2016). The contribution of trait negative affect and stress to recall for bodily states. *Physiology and Behavior*, *167*, 274-281. doi: 10.1016/j.physbeh.2016.09.024

Gill, B.P., Lerner, J.S., & Meosky, P. (2016). Reimagining accountability in K-12 education: A behavioral science perspective. *Behavioral Science and Policy*, *2*(1), 57-70. doi: 10.1353/bsp.2016.0007

Lerner, J.S. (2016). Psychologists in schools of public policy. In R.J. Sternberg (Ed.), *Career paths in psychology* (103-118). Washington, DC: APA Press.

Ma-Kellams, C. & Lerner, J.S. (2016). Trust your gut or think carefully? Examining whether an intuitive, versus a systematic, mode of thought produces greater empathic accuracy. *Journal of Personality and Social Psychology*, *111*(5), 674-685. doi: 10.1037/pspi0000063

Lerner, J.S. (2016). How cognition became hot: Emotions, decisions and policy making. Interview in A. Scarantino (Ed.), *Emotion Researcher, ISRE's Sourcebook for Research on Emotion and Affect*. Retrieved from <http://emotionresearcher.com/how-cognition-became-hot-emotions-decisions-and-policy-making/>.

Ferrer, R., Klein, W., Lerner, J.S., Reyna, V.F., & Keltner, D. (2015). Emotions and health decision-making: Extending the Appraisal Tendency Framework to improve health and healthcare. In C. Roberto & I. Kawachi (Eds.), *Behavioral economics and public health* (101-131). New York, NY: Oxford University Press.

Sherman, G.D., Lerner, J.S., Josephs, R., Renshon, J., & Gross, J.J. (2015). The interaction of testosterone and cortisol is associated with attained status in male executives. *Journal of Personality and Social Psychology*, *110*(6), 921-929. doi: 10.1037/pspp0000063

Sherman, G.D., Lerner, J.S., Renshon, J., Ma-Kellams, C., & Joel, S. (2015). Perceiving others' feelings: The importance of personality and social structure. *Social Psychological and Personality Science*, *6*(5), 559-569. doi: 10.1177/1948550614567358

Lerner J.S., Li Y., Valdesolo P., & Kassam K. (2015). Emotion and decision making. *Annual Review of Psychology*, *66*, 799-823. doi: 10.1146/annurev-psych-010213-115043

DeSteno, D., Li, Y., Dickens, L., & Lerner, J.S. (2014). Gratitude: A tool for reducing economic impatience. *Psychological Science*, *25*(6), 1262-1267. doi: 10.1177/0956797614529979

Lerner, J.S. (2014). Negotiating under the influence. Reprinted in *Harvard Business Review OnPoint, Summer 2014*, 20-22.

Garg, N. and Lerner, J.S. (2013). Sadness and consumption. *Journal of Consumer Psychology*, 23(1), 106-113. doi: 10.1016/j.jcps.2012.05.009

Lerner, J.S., Li, Y., & Weber, E.U. (2013). The financial costs of sadness. *Psychological Science*, 24(1), 72-79. doi: 10.1177/0956797612450302

Sherman, G.D., Lee, J.J., Cuddy, A.J., Renshon, J., Oveis, C., Gross, J.J., & *Lerner, J.S. (2012). Leadership is associated with lower levels of stress. *Proceedings of the National Academy of Sciences*, 109(44), 17903-17907. doi: 10.1073/pnas.1207042109 (* For this journal, the last author position reflects my role as head of the overall project and head of the lab.)

Renshon, J.B. & Lerner, J.S. (2012). Decision-making, the role of emotions in foreign policy. In D.J. Christie (Ed.), *Encyclopedia of peace psychology* (313-317). Malden, MA: Wiley-Blackwell Press. (* The corrected version of Table 2 is available at the following url: http://jonathanrenshon.com/Site/Pubs-Chapters_files/corrected%20table.pdf).

Han, S., Lerner, J.S. & Zeckhauser, R. (2012). The disgust-promotes-disposal effect. *Journal of Risk and Uncertainty*, 44(2): 101-113. doi: 10.1007/s11166-012-9139-3

Carnevale, J., Inbar, Y., & Lerner, J.S. (2011). Individual differences in need for cognition and decision making competence among leaders. *Personality Assessment and Individual Differences*, 51(3), 274-278. doi: 10.1016/j.paid.2010.07.002

Winterich, K., Han S., & Lerner, J.S. (2010). Now that I'm sad, it's hard to be mad: The role of cognitive appraisals in emotional blunting. *Personality and Social Psychology Bulletin*, 36(11), 1467-1483. doi: 10.1177/0146167210384710

Lerner, J.S. & Shonk, K. (2010). How anger poisons decision making. *Harvard Business Review*, 88(9), 26.

Keltner, D. & Lerner, J.S. (2010). Emotion. In D.T. Gilbert, S.T. Fiske, & G. Lindzey (Eds.), *The handbook of social psychology* (317-352). New York: Wiley. doi: 10.1002/9780470561119.socpsy001009

Litvak, P., Lerner, J.S., Tiedens, L.Z., & Shonk, K. (2010). Fuel in the fire: How anger impacts judgment and decision making. In M. Potegal, G. Stemmler, & C. Spielberger (Eds.), *International handbook of anger* Vol. 19 (287-311). New York: Springer. doi: 10.1007/978-0-387-89676-2_17

Litvak, P. & Lerner, J.S. (2009). Cognitive bias. In D. Sander & K. Scherer (Eds.), *The Oxford companion to emotion and the affective sciences* (90). Oxford:

Oxford University Press. doi: 10.1108/09504121011077110

Cryder, C. & Lerner, J.S. (2009). Uncertainty. In D. Sander & K. Scherer (Eds.), *The Oxford companion to emotion and the affective sciences* (395). Oxford: Oxford University Press.

Han, S., & Lerner, J.S. (2009). Decision making. In D. Sander & K. Scherer (Eds.), *The Oxford companion to emotion and the affective sciences* (111-113). Oxford: Oxford University Press. doi: 10.1108/09504121011077110

Han, S., & Lerner, J.S. (2009). Decision making. In D. Sander & K. Scherer (Eds.), *The Oxford companion to emotion and the affective sciences* (111-113). Oxford: Oxford University Press. doi: 10.1108/09504121011077110

Han, S., & Lerner, J.S. (2009). Accountability and medical decision making. In M. Kattan (Ed.), *The encyclopedia of medical decision making* (Vol. 1, pp. 7-9). Washington, D.C.: SAGE. doi: 10.4135/9781412971980.n2

Cryder, C.E., Lerner, J.S., Gross, J.J., & Dahl, R.E. (2008). Misery is not miserly. *Psychological Science*, 19(6), 525-530. doi: 10.1111/j.1467-9280.2008.02118.x

Small, D.A. & Lerner, J.S. (2008). Emotional policy: Personal sadness and anger shape judgments about a welfare case. *Political Psychology*, 29(2), 149-168. doi: 10.1111/j.1467-9221.2008.00621.x

Han, S., Lerner, J.S., & Keltner, D. (2007). Feelings and consumer decision making: The appraisal-tendency framework. *Journal of Consumer Psychology*, 17(3), 158-168. doi: 10.1016/s1057-7408(07)70023-2

Lerner, J.S., Han, S., & Keltner, D. (2007). Feelings and consumer decision making: Extending the appraisal-tendency framework. *Journal of Consumer Psychology*, 17(3), 184-187. doi: 10.1016/s1057-7408(07)70027-x

Lerner, J.S., Dahl, R.E., Hariri, A.R., & Taylor, S.E., (2007). Facial expressions of emotion reveal neuroendocrine and cardiovascular stress responses. *Biological Psychiatry*, 61(15), 253-260. doi: 10.1016/j.biopsych.2006.08.016 (* A secondary report of these findings appears in *Science*, 310 (5752), 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(2), 115-137. doi: 10.1002/bdm.515

Small, D.A., Lerner, J.S., & Fischhoff, B. (2006). Emotion priming and attributions for terrorism: Americans' reactions in a national field experiment. *Political Psychology*, 27(2), 289-298. doi: 10.1111/j.1467-9221.2006.00007.x

Lerner, J.S. & Shonk, K. (2006). Create accountability, improve negotiations. *Negotiation*, 9(6), 1-4.

Lerner, J.S. (2005). Negotiating under the influence: Emotional hangovers distort your judgment and lead to bad decisions. *Negotiation*, 8(6), 1-3.

Fischhoff, B., Gonzalez, R.M., Lerner, J.S., & Small, D.A. (2005). Evolving judgments of terror risks: Foresight, hindsight, and emotion. *Journal of Experimental Psychology: Applied*, 11(2), 124-139. doi: 10.1037/a0027959

Taylor, S.E., Lerner, J.S., Sage, R.M., Lehman, B., & Seeman, T. (2004). Early environment, emotions, responses to stress and health. *Journal of Personality*, 72(6), 1365-1394. doi: 10.1111/j.1467-6494.2004.00300.x

Lerner, J.S., Small, D.A., & Loewenstein, G. (2004). Heart strings and purse strings: Carryover effects of emotions on economic decisions. *Psychological Science*, 15(5), 337-341. doi: 10.1111/j.0956-7976.2004.00679.x

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. doi: 10.1089/153871303771861450

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(4), 605-615. doi: 10.1037/0022-3514.85.4.605

Mitchell, G., Tetlock, P.E., Newman, D., & Lerner, J.S. (2003). Experiments behind the veil: Structural influences on judgments of social justice. *Political Psychology*, 24(3), 519-547. doi: 10.1111/0162-895x.00339

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(5), 347-353. doi: 10.1093/jpepsy/jsg024

Fischhoff, B., Gonzalez, R.M., Small, D.A., & Lerner, J.S. (2003). Judged terror risk and proximity to the World Trade Center. *Journal of Risk and Uncertainty*, 26(2-3), 137-151. doi: 10.1007/978-1-4757-6787-2_3

Fischhoff, B., Gonzalez, R.M., Small, D.A., & Lerner, J.S. (2003). Judged terror risk and proximity to the World Trade Center. Reprinted in K. Viscusi (Ed.), *The risks of terrorism* (39-54). Boston: Kluwer Academic.

Lerner, J.S. & Tetlock, P.E. (2003). Bridging individual, interpersonal, and institutional approaches to judgment and choice: The impact of accountability on cognitive bias. In S. Schneider & J. Shanteau (Eds.), *Emerging perspectives on judgment and decision research* (431-457). Cambridge: Cambridge University

Press. doi: 10.1017/cbo9780511609978.015

Lerner, J.S., Gonzalez, R.M., Small, D.A., & Fischhoff, B. (2003). Effects of fear and anger on perceived risks of terrorism: A national field experiment. *Psychological Science, 14*(2), 144-150. doi: 10.1111/1467-9280.01433

Lerner, J.S., Gonzalez, R.M., Small, D.A., & Fischhoff, B. (2005). Effects of fear and anger on perceived risks of terrorism: A national field experiment. Reprinted in S. Wessely & V. Rasnov (Eds.) *Psychological responses to the new terrorism: A NATO-Russia dialogue* (67-80). Amsterdam: IOS Press.

Taylor, S.E., Lerner, J.S., Sage, R.M., Sherman, D.K., & McDowell, N.K. (2003). Portrait of the self-enhancer: Well-adjusted and well-liked or maladjusted and friendless? *Journal of Personality and Social Psychology, 84*(1), 165-176. doi: 10.1037//0022-3514.84.1.165

Loewenstein, G. & Lerner, J.S. (2003). The role of affect in decision making. In R. Davidson, H. Goldsmith, & K. Scherer (Eds.), *Handbook of affective science* (619-642). Oxford: Oxford University Press. doi: 10.1017/s0033291703231871

Lerner, J.S., & Small, D.A. (2002). Do positive and negative emotions have opposing influences on hope? *Psychological Inquiry, 13*(4), 299-302.

Lerner, J.S., & Keltner, D. (2001). Fear, anger, and risk. *Journal of Personality and Social Psychology, 81*(1), 146-159. doi: 10.1037//0022-3514.81.1.146

Lerner, J.S. & Keltner, D. (2000). Beyond valence: Toward a model of emotion-specific influences on judgment and choice. *Cognition and Emotion, 14*(4), 473-493. doi: 10.1080/026999300402763

Lerner, J.S. & Keltner, D. (2008). Beyond valence: Toward a model of emotion-specific influences on judgment and choice. Reprinted in A.S.R. Manstead (Ed.), *Psychology of emotions* (150-168). SAGE Publications, London.

Tetlock, P.E., Kristel, O., Elson, B., Green, M., & 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*(5), 853-870. doi: 10.1037//0022-3514.78.5.853

Lerner, J.S. (2000). Review of the book *Alchemies of the Mind: Rationality and the Emotions*, by J. Elster. *The Journal of Economic Literature, 38*(1). 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*, 781-785.

Lerner, J.S., & Tetlock, P.E. (1999). Accounting for the effects of accountability. *Psychological Bulletin, 125*(2), 255-275. doi: 10.1037//0033-2909.125.2.255

Tetlock, P.E. & 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 & Y. Trope (Eds.), *Dual-process theories in social psychology* (571-585). New York: Guilford.

Lerner, J.S., Goldberg, J.H. & Tetlock, P.E. (1998). Sober second thought: The effects of accountability, anger, and authoritarianism on attributions of responsibility. *Personality and Social Psychology Bulletin*, 24(6), 563-574. doi: 10.1177/0146167298246001

Nagda, B.A., Gregerman, S.R., Jonides, J., von Hippel, W., & Lerner, J.S. (1998). Undergraduate student-faculty research partnerships affect student retention. *The Review of Higher Education*, 22(1), 55-72. doi: 10.1353/rhe.1998.0016

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

Lerner, J.S., & Tetlock, P.E. (1994). Accountability and social cognition. In V.S. Ramachandran (Ed.), *Encyclopedia of human behavior (Vol. 1, pp.1-10)*. San Diego: Academic Press.

Op-eds and Magazine Articles

“Here’s what works for accountability,” op-ed in *EdWeek*, January 24, 2017 (with B. Gill).

“It’s Easy Being King,” op-ed in the Sunday Review Section of the *New York Times*, October 28, 2012, p. SR14 (with G. Sherman).

“Why don’t Newt Gingrich and Rick Santorum just quit?” op-ed in *The Washington Post*, April 6, 2012 (with J. Renshon and P. Tetlock).

Lerner, J.S. (2012). When emotions run high. *Negotiation*, 13(9), 8. (Published by Harvard Business School)

“Decisions, Decisions,” magazine article in *Government Executive*, September 29, 2010 (with P. Zimmerman).

Invited Academic Talks (Abbreviated List)

Oxford University, Affective Brain Lab, United Kingdom (2019)
University of Massachusetts, Psychology Department (2019)
Harvard University Multidisciplinary Program on Inequality and Social Policy (2018)
National Collegiate Research Conference, Harvard University, Keynote address (2018)
Caltech Neuroeconomics Speaker Series (2017)
Yale University Behavioral Science Workshop, Yale School of Management (2017)
The Ohio State University Decision Science Speaker Series (2017)
RAND Speaker Series (2017)
University of Maryland Cognitive Science Seminar Series (2017)
IDC Herzliya, Israel (2016)
Harvard Kennedy School SLATE – Seminar for Strengthening Learning and Teaching Excellence (2016)
New York University Neuro-Economics Seminar Series (2016)
Columbia University Psychology Department (2015)
International Society for Research on Emotion, Geneva, Switzerland, Keynote Address (2015)
National Institutes of Health, National Cancer Institute, Symposium on Decision Processes in Palliative Cancer Care (2015)
University of Maryland Decision Science Symposium (2015)
Harvard Law School Faculty Seminar, Harvard University (2014)
USC Marshall School of Business (2014)
The United Nations, Leadership Program (2013)
MIT, Sloan School of Business (2013)
Radcliffe Center for Advanced Study, Conference on Public Policy and the Brain (2013)
Massachusetts General Hospital, Psychiatric Genetics and Translational Research Seminar (2012)
University of Michigan, Psychology Department (April, 2011) Harvard Law School, faculty colloquium series (2010)
Yale Law School, Legal Theory Workshop (2010)
Stanford University, Psychology Department (2010)
University of Pennsylvania, Wharton School of Business, Decision Science Speaker Series (2009)
MIT, Sloan School of Business, Organizational Behavior Speaker Series (2009)
Harvard University, Program on Negotiation (2009)
Harvard University, School of Education, Learning Innovations Laboratory (2008)
Princeton University, Retirement fest (held in New York City) for Professor Danny Kahneman (2008)
Yale University, International Center for Finance, School of Management (2008)

University of Maryland, Center for Risk Communication Speaker Series (2008)
Boston College, Affective Science Speaker Series (2007)
Harvard University, Social Psychology Program (2007)
Ohio State University, Social Psychology Speaker Series (2006)
University of California at Berkeley, Department of Psychology (2006)
University of Zurich, Institute for Empirical Research in Economics (2006)
Harvard University, Kennedy School of Government (2006)
Yale University, School of Management (2005)
UCLA, Anderson School of Management (2005)
Stanford University, Graduate School of Business (2005)
Duke University, Fuqua School of Business (2005)
Harvard University, School of Business (2004)
Cornell University, Center for Behavioral Economics and Decision Research (2004)
University of Pittsburg, Social Psychology Program (2003)
University of Pennsylvania, Wharton School of Business (2002)
University of Michigan, Department of Psychology (2002)
Northwestern University, Kellogg School of Management (2002)
RAND, Psychology Speaker Series, Santa Monica, CA (2002)
Princeton University, Department of Psychology (2001)
Columbia University, Department of Psychology (2001)
UCLA, Department of Anthropology (1999)
UCLA, Social Psychology Program (1999)
University of Chicago, Graduate School of Business (1998 and 2001)
Carnegie Mellon University, Department of Social & Decision Sciences (1998)

Invited Briefings (Abbreviated List)

- “Decision Science for National Security,” an invited presentation for new 1-star flag and senior executive service members of the **United States Navy** (NFLEX), Potomac, MD (October 2018 & 2019).
- “Decision Science for National Security,” an invited presentation for 2-star flag and senior executive service members of the **United States Navy** (IFLEX), Potomac, MD (November, 2019).
- “Leadership Decision Making,” an invited presentation for 3-star flag and senior executive service members of the **United States Navy** (AFLEX), Leesburg, VA (August, 2019).
- “Emotion and Decision Making,” an invited presentation for the **United States Consumer Financial Protection Bureau**, Washington, DC (2018).
- “Evidence-Based Decision Making for US Naval Success in the 21st Century,” a briefing for the Secretary of the Navy Advisory Panel, **Department of**

Defense, The Pentagon, Washington, DC (2017).

- “Leadership Decision Making,” an invited presentation on decision science and the design of optimal decision-making environments for senior leadership of **The Mossad (Institute for Intelligence and Special Operations)**, Tel Aviv, Israel (2016).
- “The Effects of Emotion on Risk Perception and Implications for Risk Communication,” a briefing at the **United States Food and Drug Administration** Meeting of the Risk Communication Advisory Committee, Silver Spring, Maryland (2016).
- “Into the Unknown: Leadership Decisions in Highly Uncertain Circumstances,” a series of invited briefings for senior executives (e.g., cabinet members) in the **Government of the Netherlands**, Cambridge, MA (2015).
- “Decision Science: Strategies for Improving Accuracy and Reducing Bias.” Workshop for the **United States Army - Special Forces**, 3rd Battalion - Airborne, Fort Bragg, North Carolina (2014).
- “Decision Science – Applications for the United Nations,” A series of invited presentations given to officials at the **United Nations**, New York, New York (2013)
- “Leadership, Power and Misconduct: Insights From Behavioral Science,” a briefing for Honorable Jessica Wright, Acting Under Secretary of Defense for Personnel and Readiness, **United States Department of Defense** (May 21, 2013). (Secretary Wright was the senior policy advisor to the Secretary of Defense on recruitment, career development, pay and benefits for approximately 3.6 million military personnel.)
- “Psychological Science and Behavioral Economics in the Service of Public Policy,” a briefing at **The White House**, Washington, DC (May 22, 2013), convened jointly by the American Psychological Society, the National Institutes of Health, the President’s Council of Economic Advisors, and the White House Office of Science and Technology Policy.
- “Emotion and Decision Making,” **National Science Foundation** Distinguished Lecture in the Social, Behavioral and Economic Sciences, Washington, DC (2011).
- “Leadership Decision Making,” **The United Nations**, Leaders’ Programme, a series of invited lectures on evidence-based decision making. Turin, Italy (2011).
- “Emotion and Decision Making,” Annual Meeting of the Coalition for National Science Funding; individually briefed Congressman Brian Baird (D- WA) and Congressman Vernon Ehlers (R-MI). **Washington, DC; Capitol Hill** (2010).

- “Advances in Judgment and Decision Making Research.” **Office of the Director of National Intelligence**, Analytic Integrity Speaker Series, Washington, DC (2008).
- “The Value of Basic Behavioral Science Funding,” **The Director of the White House Office of Science and Technology Policy**. (Briefing as part of a committee report from the Federation for the Advancement of Brain and Behavior Sciences.) Washington DC (2005).
- “The Effects of Fear and Anger on Perceived Risks of Terrorism,” **NATO Headquarters**, Belgium, NATO-Russia Advanced Scientific Workshop on Psychological Responses to Terrorism (2002)

Service to the Profession

Appointments to Editorial Boards (past and current)

*International Public Management Journal; Journal of Behavioral Decision Making
Journal of Experimental Psychology: General (guest editor); Journal of Personality
and Social Psychology Organizational Behavior; and Human Decision Processes
Personality and Social Psychology Review*

Ad-Hoc Journal Reviewing (selected list)

- *American Psychologist*
- *American Journal of Political Science*
- *Basic and Applied Social Psychology*
- *Biological Psychiatry*
- *Cognition and Emotion*
- *Current Directions in Psychological Science*
- *Developmental Psychology*
- *Emotion*
- *Emotion and Cognition*
- *European Journal of Social Psychology*
- *Health Psychology*
- *JAMA*
- *Journal of Applied Social Psychology*
- *Journal of Consulting & Clinical Psychology*
- *Journal of Experimental Psychology: General*
- *Journal of Experimental Social Psychology*
- *New England Journal of Medicine*
- *Organizational Behavior and Human Decision Processes*
- *Personality and Social Psychology Bulletin*
- *Personality and Social Psychology Review*
- *Political Psychology*
- *Plos One*
- *Proceedings of the National Academy of Sciences*

- *Psychophysiology*
- *Psychological Bulletin*
- *Psychological Science*
- *Psychological Review*
- *Risk Analysis*
- *Science*
- *Social Cognition*

Administrative Service for the Profession (International)

Member, Society for Personality and Social Psychology Fellows Committee (2018-present).

Member, Review Panel for the U.S. National Science Foundation, Program on Decision, Risk, and Management Science. The panel met twice yearly to review grants and advise the program directors on funding decisions (2008-2010)

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 (2003-2008).

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

Co-Founder and 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).

Administrative Service for Harvard University

Co-Chair, Committee for Mentoring Female Junior Faculty in Research-Intensive Careers (2019-present)

Member, Faculty Target of Opportunity Hiring Committee in Management, Leadership, & Decision Science area (2019-present)

Founder and Faculty Director, Leadership Decision Making executive education program (2010-present)

Member, Faculty Steering Committee for the Harvard Mind-Brain-Behavior Initiative (provost appointee; 2016-present)

Chair, Junior Faculty Review Committee in the Management, Leadership, &

Decision Science area (2018)
Member, Faculty Advisory Board for Harvard Kennedy School Executive Education (2016- 2019).
Member, Faculty Review Committee in the Management, Leadership, & Decision Science area (multiple years)
Member, the University Committee on the Use of Human Subjects (CUHS) (2014-present)
Member, Standing Committee on Doctoral Degrees in Public Policy (2008-present)
Member, Harvard University Faculty Advisory Committee for Harvard Real Estate (2008-2017)
Co-Founder, Judgment and Decision Making Doctoral Sub-Field in the Harvard Kennedy School doctoral program (2007-present)
Faculty Director (in residence), Graduate Commons Program, Harvard University Housing Services (2008-2016)
Founding Director, Harvard Decision Science Laboratory (2007-2012) Member, Doctoral Admissions Committee, Harvard Kennedy School (2010)
Chair, Senior Faculty Search Committee in Management and Leadership (2008-2009)
Chair, Junior Faculty Search Committee in Management and Leadership (2007-2008)

Administration Service for Carnegie Mellon (1999-2007)

Co-Founder and Co-Director, Joint Doctoral Program in Psychology & Behavioral Decision Research, Carnegie Mellon University (2002-2007)
Member, Provost's Committee to evaluate the Dean of the College of Humanities and Social Sciences, Carnegie Mellon University (2005)
Co-Founder, 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 and Decision Sciences, Carnegie Mellon University (1999-2000)
Founder, the undergraduate degree program in Decision Science, Carnegie Mellon University (1999).

Advisory Boards

United States Special Operations Command Review Committee. Under the direction of Brigadier General F.L. Donovan, this military and civilian group was convened to study, and make recommendations concerning, ways to improve ethical conduct within the Special Operations Command (Army, Navy, Air Force, and Marines), 2019 – present.

Scientific Advisory Board, OnCorps, Inc. Advise corporate officers on the science of judgment and choice, 2018 – present.

Scientific Advisory Board, Accolade Inc. Advise corporate officers on the

science of emotion and decision making, 2015 – present.

Secretary of the Navy Advisory Panel (SNAP). Advised the Secretary of the Navy on critical matters affecting the United States Navy and the Marine Corps (secret security clearance), 2016 – 2019.

- **Chairperson**, Working Group on Evidence-Based Decision Processes in the Department of the Navy, 2017. This group, which included a 3-star Admiral and three civilian academic scientists, made recommendations to the Secretary of the Navy on ways to improve decision processes within the Navy and the Marine Corps.

Behavioral Science Advisory Board, Pfizer, Inc. Advised senior management on behavioral science applications to consumer health care, 2017 – 2018.

Expert Panel on Palliative Care Decision Making, National Cancer Institute, National Institutes of Health' Synthesized scientific evidence and advised Institute officials on research priorities, 2015 – 2017.

Consulting Activities (with financial compensation and/or stock options)

- 2020: US Air Force; Accolade, Inc.; OnCorps, Inc.; Radcliffe Institute, Cambridge, MA;
- 2019: OpCapita, Inc., London, UK; 3E Professional Training Center, NY, NY; US Navy, Washington DC; OnCorps, Inc., Cambridge, MA; Accolade, Inc., Plymouth Meeting, PA; Harvard School of Public Health, Cambridge, MA
- 2018: US Navy, Washington DC; Accolade, Inc., Plymouth Meeting, PA; Harvard School of Public Health, Cambridge, MA
- 2018 to present: Accolade, Inc., Plymouth Meeting, PA; OnCorps, Inc., Cambridge, MA; Harvard School of Public Health, Cambridge, MA
- 2017: Accolade Inc., Plymouth Meeting, PA; The United States National Institutes of Health, Washington DC; Pfizer Inc., Philadelphia, PA; OnCorps Inc., Cambridge, MA; Harvard School of Public Health, Cambridge, MA; The Ohio State University, Columbus, OH;
- 2016: Accolade Inc., Plymouth Meeting, PA; Carlton Fields LLP, Hartford, CT; The United States National Institutes of Health, Washington DC; Red Wing, Philadelphia, PA; The United States Department of Defense, Washington DC; Harvard School of Public Health, Boston, MA;
- 2015: Accolade Inc., Plymouth Meeting, PA; United States Army Special Forces, Fort Bragg, NC; Charles Institute of Management, Cambridge, MA;
- 2014: Charles Institute of Management, Cambridge, MA
- 2013: The United Nations, New York, NY
- 2012: Charles Institute of Management, Cambridge, MA
- 2012: Toyota Motor Sales Inc., U.S. Corporate Headquarters, Torrance, CA
- 2010: United States National Science Foundation, Arlington, VA
- 2010: Revolution Studio Inc., Atlanta, GA
- 2009: International Academy of Collaborative Professionals, Phoenix, AZ

- 2009: United States National Science Foundation, Arlington, VA
- 2005: Harvard Business School publishing, Boston, MA

Disseminating Research Findings Outside Academia

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. In this spirit, I published an op-ed on leadership in the *New York Times*. Moreover, articles about my research have appeared in: *The Boston Globe*, *China Daily*, *Newsweek*, *Pravda*, *The London Times*, *The New York Times*, *Time Magazine*, *The Toronto Star*, *The Wall Street Journal*, *The Washington Post*, *USA Today*, and other major publications around the world. Copies of some media reports can be downloaded from my website: <http://www.jenniferlerner.com/>. I have also made several TV appearances, including *Good Morning America*, *NOVA*, and a variety of news and radio shows (e.g., *Science Friday* and *All Things Considered* on NPR).

Finally, I enjoy and actively seek opportunities to share research findings with policy makers. For example, I have given research presentations for members of the United States Congress, officials at NATO Headquarters (Brussels), Pentagon officials, the United Nations (New York & Torino), The Institute for Intelligence and Special Operations - Mossad (Israel), US Army Special Operations, and the White House (details under “briefings” section of this CV).

Teaching in Degree Programs (M.A. and Ph.D.)

I enjoy creating new curricula; I have created the following courses:

- *Leadership Decision Making* (master’s and doctoral students, Harvard University)
- *Reason, Passion, and Policymaking* (master’s students, Harvard University)
- *Management and Leadership Skills: A Behavioral Science Perspective* (Master’s and doctoral students, Harvard University)
- *Emotion and Decision Making: Bias and Benefit* (doctoral students, Harvard University)
- *Trust, Emotion, Ethics, and Morality in Decision Making and Negotiation* (Doctoral students, Harvard University)
- *Judgment and Decision Making* (master’s students, Harvard University; co-created with Professor Iris Bohnet)
- *Reason, Passion, and Social Cognition* (undergraduate students, Carnegie Mellon)
- *Accountability and Human Performance* (doctoral students, Carnegie Mellon)
- *Advanced Topics in Emotion and Decision Making* (doctoral students, Carnegie Mellon)

Teaching in Executive Programs

Harvard University, T.H. Chan School of Public Health
Emotions and Communication of Risk for “**Applied Risk Communication for the 21st Century,**” Program

Program Chair: K. Viswanath, 2016 - present

Harvard University, Harvard Kennedy School
Decision Science for “**Emerging Leaders**” Program

Program Chairs: J. Jong, E. Kamarck, & C. Robichaud, June 2015 - present

Harvard University, Harvard Kennedy School
Decision Science for “**Decision-Making Strategies under Risk and Uncertainty**” Program, Kuwaiti Executives

Program Chair: K. Hong, May 2015

Harvard University, Harvard Kennedy School
Decision Science for “**Wexner Senior Leadership in Israel**” Program

Program Chair: B. Mandell, 2015 - present

Harvard University, Harvard Kennedy School
Decision Science for “**Senior Managers in Government**” Program

Program Chair: R. Porter, August 2013 - present

Harvard University, Harvard Kennedy School
Decision Science for “**Leadership Decision Making**” Program

Founder and Program Chair: J. Lerner, three week-long sessions per year, 2010 - present

Harvard University, Harvard Kennedy School
Decision Science for “**Senior Executive Fellows**” Program

Program Chair: P. Zimmerman, D. Born. 2009 - present

Harvard University, Harvard Kennedy School
Decision Science for “**National Security Fellows**” Program

Program Chair: T. Oelstrom, August 2009 and 2010

Harvard University, Harvard Kennedy School
Decision Science for “**Senior Executives in State and Local Government**” Program

Program Chair: L. Kaboolian, 2009 and 2010

Harvard University, Harvard Kennedy School
Decision Science for “**Taiwan Executive Program**” Program

Program Chair: S. Kelman, 2008 and 2015

Harvard University, T.H. Chan School of Public Health
Decision Science for “**Risk Communication**” Program

Program Chairs: R. Lofstedt. May 2008 – May 2010

Harvard University, Harvard Business School
Decision Science for “**Changing the Game: Negotiation and Competitive Decision Making**” Program

Program Chair: M. Bazerman, 2007

Former Doctoral and Post-Doctoral Students

(Served on doctoral students’ dissertation committees and/or co-authored papers when they were members of my laboratory.)

Bradley DeWees, Major in the United States Air Force

Cynthia Cryder, Associate Professor, Washington University in St. Louis

Joshua Furgeson, Social Scientist, Mathematica Policy Research

Nitika Garg, Associate Professor, University of New South Wales

Seunghye Han, Associate Professor, Chung-Ang University, South Korea

Christine Ma-Kellams, Assistant Professor, University of La Verne

Joshua Manning, Postdoctoral Fellow, MIT

Christopher Oveis, Assistant Professor, University of California at San Diego

Jonathan Renshon, Associate Professor, University of Wisconsin at Madison

Gary Sherman, Assistant Professor, State University of New York at Stony Brook

Deborah Small, Associate Professor, Wharton School, University of Pennsylvania

Karen Page Winterich, Associate Professor, Penn State University

Professional Memberships

American Association for the Advancement of Science (AAAS)

American Psychological Association (APA)

American Psychological Society (APS; Elected Fellow)

Association for Consumer Research (ACR)

Behavioral Science and Policy Association (BSPA)

International Society for Research on Emotion (ISRE)

Society for Affective Science (SAS)

Society for Experimental Social Psychology (SESP; Elected Fellow)

Society for Judgment and Decision Making (SJDM)

Society for Personality and Social Psychology (SPSP)