

Curriculum Vitae  
**Jennifer Susan Lerner**

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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**

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** (on partial leave from Harvard)

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

### **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 31,000 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.”

*Thornton F. Bradshaw Endowed Chair, Harvard University (2018-present)*

*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)**

#### Funded

#### Overdeck Foundation

Jennifer S. Lerner (PI), “Building Emotional Resilience in the Head Start Community”

3/15/2022 – 3/14/2023 (\$250,000)

Role: Principal Investigator

#### 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”

4/1/20-3/31/22 (\$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

Center for Public Leadership, Harvard Kennedy School  
Jennifer S. Lerner (PI), “The psychology of public narrative, continued”  
5/2021–12/2021 (\$10,000)  
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

Center for Public Leadership, Harvard Kennedy School  
Jennifer S. Lerner (PI), “The psychology of public narrative”  
9/2017–6/2018 (\$31,000)  
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

Dorison, C., Lerner, J.S., et al. (2022) What are the effects of loss versus gain message framing on behavioral intentions, policy attitudes, information-seeking, and anxiety related to COVID-19? A global experiment in 84 countries. Manuscript in preparation.

Umphres, C., Dorison, C.A., DeWees, B., & Lerner, J.S. (2022). The benefit of bias: Decision makers who exhibit sunk-cost bias receive social and economic rewards for doing so. Manuscript in preparation.

DeWees, B.R. & Lerner, J.S. (2020). Embracing ambiguity in the face of accountability: A portrait of the socially-savvy decision maker. Manuscript in preparation.

Lerner, J.S., Moore, M., Dorison, C.A., Zabel, C., Ganz, M., Lilgendahl, J., Srivastava, S., DeJong, J., & Born, D. (2022). Leadership, agency and public narrative. Manuscript in preparation.

Jacoby, R.J, Szkutak, A., Shin, J., Lerner, J., Wilhelm, S. (2022). Feeling Uncertain Despite All the Information: Utilizing the Beads Task to Examine Risky Versus Ambiguous Decision-Making in Patients with OCD. Manuscript in preparation.

#### Manuscripts In Press or In Print

Dorison, C.A., Umphres, C. & Lerner, J.S. (2021). Escalation of commitment to a failing course of action signals trustworthiness. *Journal of Experimental Psychology: General*. DOI: <https://doi.org/10.1037/xge0001101>

Lerner, J.S., Dorison, C.A., & Klusowski, J. (in press). Theories and frameworks for understanding emotion and decision making, in A. Scarantino (Ed.) *Routledge Handbook of Emotion Theory*, Abingdon, UK.

Wang, K., Goldenberg, A., Dorison, C.A., Lerner, J.S., Gross, J.J. et al. (2021). A global test of brief reappraisal interventions on emotions during the COVID-19 pandemic. *Nature Human Behaviour*.

- Dukes, D., Sander, D....Lerner, J.S. et al. (2021). The rise of affectivism. *Nature Human Behaviour*. <https://doi.org/10.1038/s41562-021-01130-8>
- Ferrer, R.A., Taber, J.T., Sheeran, P., Bryan, A.D., Cameron, L.D., Peters, E., Lerner, J.S., Grenen, E., & Klein, W.M.P. (2020). The role of incidental affective states in appetitive risk behavior: A meta-analysis. *Health Psychology, 39*, (12), 1109-1124. <https://doi.org/10.1037/hea0001019>
- 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.
- Dorison, C.A, Wang, K., Rees, I., Kawachi, I., Ericson, K.M.M, & Lerner\*, J.S. (2019). Sadness, but not all negative emotions, heightens addictive substance use. *Proceedings of the National Academy of Sciences*. doi: 10.1073/pnas.1909888116 (\* For this journal, the last author position, rather than 2<sup>nd</sup> position, reflects my role as director of the project and 2<sup>nd</sup> most significant contributor.)
- 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
- 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. (2019). Toward a conceptual model of affective predictions in palliative care. *Journal of Pain Symptom Management, 57*(6), 1151-1165. doi: 10.1016/j.jpainsymman.2019.02.008
- 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*. 1-24. 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. doi: 10.1037/15960-000
- 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. doi: 10.1093/med/9780199398331.003.0004
- 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](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. 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). 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.biopsycho.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 dialog* (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
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### **Op-eds and Magazine Articles**

- “We can re-open schools if we’re willing to rethink how they operate,” op-ed in *The Washington Post*, July 13, 2020, (with B. Gill).
- “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 *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)**

Boston College, Affective Science Speaker Series  
Caltech, Neuroeconomics Speaker Series  
Carnegie Mellon University, Department of Social & Decision Sciences  
Columbia University, Department of Psychology (multiple times)  
Cornell University, Center for Behavioral Economics and Decision Research  
Duke University, Fuqua School of Business  
Harvard University, Law School  
Harvard University, Multidisciplinary Program on Inequality and Social Policy  
Harvard University, Kennedy School  
Harvard University, Program on Negotiation  
Harvard University, Business School  
Harvard University, School of Education  
Harvard University, Social Psychology Program  
IDC Herzliya, Israel  
International Society for Research on Emotion, Geneva, Switzerland, Keynote Address  
Massachusetts General Hospital, Psychiatric Genetics and Translational Research Seminar  
MIT, Sloan School of Business (multiple times)  
National Collegiate Research Conference, Harvard University, Keynote address  
National Institutes of Health, National Cancer Institute, Symposium on Decision Processes in Palliative Cancer Care  
New York University, Neuro-Economics Seminar Series  
Northwestern University, Kellogg School of Management  
Ohio State University, Social Psychology Speaker Series  
Oregon State University, Department of Psychology  
Oxford University, Affective Brain Lab, United Kingdom  
Princeton University, Department of Psychology  
Princeton University, Retirement Fest (held in New York City) for Professor Danny Kahneman  
Radcliffe Center for Advanced Study, Conference on Public Policy and the Brain  
RAND Speaker Series, Santa Monica, CA (multiple times)  
Stanford University, Graduate School of Business  
Stanford University, Psychology Department  
The Ohio State University Decision Science Speaker Series  
The United Nations, Leadership Program (multiple times)  
UCLA, Anderson School of Management  
UCLA, Department of Anthropology  
UCLA, Social Psychology Program

University of California at Berkeley, Department of Psychology  
University of Chicago, Booth Graduate School of Business (multiple times)  
University of Maryland Cognitive Science Seminar Series  
University of Maryland Decision Science Symposium  
University of Maryland, Center for Risk Communication Speaker Series  
University of Massachusetts, Psychology Department  
University of Michigan, Department of Psychology (multiple times)  
University of Pennsylvania, Wharton School of Business (multiple times)  
University of Pittsburg, Social Psychology Program  
University of Zurich, Institute for Empirical Research in Economics  
USC, Marshall School of Business  
Yale University, Law School (Legal Theory Workshop)  
Yale University, School of Management (multiple times)

### **Invited Briefings (Abbreviated List)**

“Advanced Senior Leader Development Seminar in Decision Science,” multiple presentations invited by the United States Air Force Vice Chief of Staff for 2-star flag and senior executive members of the **United States Air Force**, Warrenton, VA. (multiple presentations 2020-present).

“Decision Science for National Security,” an invited presentation for 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 21<sup>st</sup> 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**, 3<sup>rd</sup> 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)

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## Service to the Profession

### Appointments to Editorial Boards (current and past)

#### Current:

*Affective Science*, Associate Editor;

*Journal of Behavioral Decision Making*, Editorial Board

#### Past board appointments:

*International Public Management Journal*

*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*
- *Affective Science*
- *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 Behavioral Decision Making*
- *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)

Chair, Society for Personality and Social Psychology Fellows Committee (2021-2022).

Member, Society for Personality and Social Psychology Fellows Committee (2018-2021).

Member, Society for Judgment and Decision-Making Committee for Diversity, Equity, and Inclusion (Chair of Accessibility), (2020- 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

Member, Harvard Kennedy School Diversity Committee (2021-present)

Panelist, Harvard University Title IX Hearing Panel for cases involving allegations of sexual harassment, including sexual assault. (2021-present)

Chair, Harvard Kennedy School Professor of Practice Hiring Committee (2020-2021)

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

Member, Harvard Kennedy School 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; also known as the Institutional Review Board) (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, 2020)

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**

**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.

**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 – 2020.

**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)**

- 2022: US Air Force/Flatter, Inc.; Accolade, Inc.; OnCorps, Inc.; Kinglead, Inc.
- 2021: US Air Force/Flatter, Inc.; Accolade, Inc.; OnCorps, Inc.; Radcliffe Institute; Kinglead, Inc., Massachusetts General Hospital, Inc.
- 2020: US Air Force; Accolade, Inc.; OnCorps, Inc.; Radcliffe Institute,
- 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 and 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, 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, 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

Risk Communication for “**Leading Through the Changing Media Landscape**” Program

Program Chair: N. Gibbs, February 2022 – present

Harvard University, Harvard Kennedy School

Decision Science for “**Emerging Leaders**” Program

Program Chair: C. Robichaud, June 2015 - 2020

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 - 2021

Harvard University, Harvard Kennedy School  
Decision Science for “**Senior Managers in Government**” Program  
Program Chair: R. Porter, August 2013 - 2020

Harvard University, Harvard Kennedy School  
Decision Science for “**Senior Executive Fellows**” Program  
Program Chair: P. Zimmerman, D. Born. 2009 - 2019

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.)*

Cynthia Cryder, Associate Professor, Washington University in St. Louis  
Bradley DeWees, Major in the United States Air Force  
Charles Dorison, Postdoctoral Fellow, Northwestern University  
Joshua Furgeson, Social Scientist, Mathematica Policy Research  
Nitika Garg, Associate Professor, University of New South Wales  
Seunghee Han, Associate Professor, Chung-Ang University, South Korea  
Yoel Inbar, Associate Professor, University of Toronto, Canada  
Christine Ma-Kellams, Assistant Professor, San Francisco State University  
Joshua Manning, Postdoctoral Fellow, MIT  
Christopher Oveis, Associate Professor, University of California at San Diego

Jonathan Renshon, Associate Professor, University of Wisconsin at Madison  
Gary Sherman, Associate Professor, State University of New York at Stony Brook  
Deborah Small, Professor, Yale University School of Business  
Christopher Umphres, Major in the United States Air Force  
Karen Page Winterich, Associate Professor, Penn State University

### **Professional Memberships**

American Psychological Society (APS; Elected Fellow)  
Association for Consumer Research (ACR)  
Behavioral Science and Policy Association (BSPA)  
International Society for Research on Emotion (ISRE)  
International Womens Forum (IWF)  
Massachusetts Womens Forum (MWF)  
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; Elected Fellow)