

Stanford



Lee Ross

Bio

BIO

Lee Ross is a professor of psychology at Stanford University and co-founder of the Stanford Center on Conflict and Negotiation. The author of three influential books, *Human Inference and the Person and the Situation* (both with Richard Nisbett) and, more recently *The Wisest One in the Room* (with Thomas Gilovich) and many highly cited papers, his research on attributional biases and shortcomings in human inference has exerted a major impact in social psychology and the field of human inference, judgment and decision-making. Among the phenomena he identified and has explored are the fundamental attribution error, the false consensus effect, reactive devaluation, the hostile media phenomenon, and the convictions of naïve realism. More recently he has ventured into more applied domains, exploring psychological barriers to dispute resolution (most notably the phenomenon of reactive devaluation) and participating in conflict resolution efforts in the Middle East and Northern Ireland. He has also taken part in efforts to deal with other applied topics including telemarketer fraud directed against the elderly, the behavior aspects of health care utilization and the problem of combating global warming. Ross was elected in 1994 to the American Academy of Arts and Sciences and in 2010 to the National Academy of Sciences. He has also received distinguished career awards from the American Psychological Society and the Society of Experimental Social Psychology.

Education: University of Toronto BA, 1965. Columbia University PhD, 1979 (where he earned his PhD with Stanley Schachter. Upon graduation in 1969, he joined Stanford faculty)

ADMINISTRATIVE APPOINTMENTS

- co-Founder, Stanford Center on International conflict and negotiation, (1978- present)

PROGRAM AFFILIATIONS

- Public Policy

PROFESSIONAL EDUCATION

- Ph.D., Columbia University , Social Psychology (1969)

Research & Scholarship

CURRENT RESEARCH AND SCHOLARLY INTERESTS

Attributional processes and biases. Strategies and shortcomings in lay judgment and decision making. Basis of (and biases in) knowledge about self and others; egocentrism and "naive realism." Sources of interpersonal and intergroup conflict. Barriers to conflict resolution and techniques for overcoming such barriers.

Teaching

COURSES

2020-21

- Advanced Research: PSYCH 197 (Aut)
- Classic and contemporary social psychology research: PSYCH 212 (Aut)
- Public Policy and Social Psychology: Implications and Applications: INTLPOL 207B, PSYCH 216, PUBLPOL 305B (Win)
- Senior Honors Research: PSYCH 198 (Win, Spr)

2019-20

- Advanced Research: PSYCH 197 (Aut)
- Public Policy and Social Psychology: Implications and Applications: INTLPOL 207B, PSYCH 216, PUBLPOL 305B (Spr)
- Senior Honors Research: PSYCH 198 (Win, Spr)

Publications

PUBLICATIONS

- **Intergroup Sentiments, Political Identity, and Their Influence on Responses to Potentially Ameliorative Proposals in the Context of an Intractable Conflict** *JOURNAL OF CONFLICT RESOLUTION*
Kahn, D. T., Liberman, V., Halperin, E., Ross, L.
2016; 60 (1): 61-88
- **The Climate Change Challenge and Barriers to the Exercise of Foresight Intelligence** *BioScience*
Ross, L., Arrow, K., Cialdini, R., Diamond, J., Diamond-Smith, N., Dunne, J., Feldman, M., Horn, R., Kennedy, D., Murphy, C., Pirages, D., Smith, K., York, et al
2016: 363-370
- **The Mote in Thy Brother's Eye** *Skeptical Inquirer*
Gilovich, T., Ross, L.
2016; 40.2: 40-44
- **The letter to a friend that helped launch a career** *Scientists Making a Difference*
Ross, L.
Cambridge University Press.2016: 306-310
- **The WISEST ONE in the ROOM: HOW YOU CAN BENEFIT FROM SOCIAL PSYCHOLOGY'S MOST POWERFUL INSIGHTS**
Gilovich, T. D., Ross, L.
Free Press.2015
- **What kinds of conservatives does social psychology lack, and why?** *Behavioral and Brain Sciences*
Ross, L.
2015; 38
- **Overcoming Relational Barriers to Agreement** *Negotiating in Times of Conflict*
Bland, B., Ross, L.
2015: 205-212
- **The Bias Blind Spot and its Implications** *Contemporary Organizational Behavior: From Ideas to Action*
Ehrlinger, J., Gilovich, T., Ross, L.
Pearson Prentice Hall.2015: 137-145
- **Research-Based Knowledge in Psychology: What, if Anything, is Its Incremental Value to the Practitioner?** *INTEGRATIVE PSYCHOLOGICAL AND BEHAVIORAL SCIENCE*
Smedslund, J., Ross, L.
2014; 48 (4): 365-383

- **Barriers to agreement in the asymmetric Israeli–Palestinian conflict** *Dynamics of Asymmetric Conflict*
Ross, L.
2014; 48 (4): 120-136
- **Research-Based Knowledge in Psychology: What, if Anything, is Its Incremental Value to the Practitioner?** *Integrative Psychological and Behavioral Science*
Smedslund, J., Ross, L.
2014; 48 (4): 365–383
- **Forewarning Reduces Fraud Susceptibility in Vulnerable Consumers** *BASIC AND APPLIED SOCIAL PSYCHOLOGY*
Scheibe, S., Notthoff, N., Menkin, J., Ross, L., Shadel, D., Deevy, M., Carstensen, L. L.
2014; 36 (3): 272-279
- **David L. Rosenhan (1929-2012).** *American psychologist*
Ross, L., Kavanagh, D.
2013; 68 (6): 469-?
- **The meaning of default options for potential organ donors** *PROCEEDINGS OF THE NATIONAL ACADEMY OF SCIENCES OF THE UNITED STATES OF AMERICA*
Davidai, S., Gilovich, T., Ross, L. D.
2012; 109 (38): 15201-15205
- **Albert H. Hastorf III (1921-2011)** *AMERICAN PSYCHOLOGIST*
Ross, L. D.
2012; 67 (6): 493-493
- **How Christians reconcile their personal political views and the teachings of their faith: Projection as a means of dissonance reduction** *PROCEEDINGS OF THE NATIONAL ACADEMY OF SCIENCES OF THE UNITED STATES OF AMERICA*
Ross, L. D., Lelkes, Y., Russell, A. G.
2012; 109 (10): 3616-3622
- **Naive realism and capturing the "wisdom of dyads"** *JOURNAL OF EXPERIMENTAL SOCIAL PSYCHOLOGY*
Lieberman, V., Minson, J. A., Bryan, C. J., Ross, L.
2012; 48 (2): 507-512
- **REFLECTIONS ON BIASED ASSIMILATION AND BELIEF POLARIZATION** *CRITICAL REVIEW*
Ross, L.
2012; 24 (2): 233-245
- **Perspectives on disagreement and dispute resolution: Lessons from the lab and the real world** *The Behavioral Foundations of Public Policy*
Ross, L.
Princeton University & Russell Sage Foundation Press.2012: 108–125
- **Two Social Psychologists' Reflections on Situationism and the Criminal Justice System** *Ideology, Psychology, and Law Ideology, Psychology, and Law*
Ross, L., Shestowski, D.
Oxford University Press.2012
- **Barriers to Dispute Resolution: Reflections on Peacemaking and Relationships between Adversaries** *Understanding social action, promoting human rights*
Bland, B., Powell, B., Ross, L.
Oxford University Press.2012: 265–291
- **Two to Tango: Effects of Collaboration and Disagreement on Dyadic Judgment** *PERSONALITY AND SOCIAL PSYCHOLOGY BULLETIN*
Minson, J. A., Liberman, V., Ross, L.
2011; 37 (10): 1325-1338
- **Affirming the Self to Promote Agreement With Another: Lowering a Psychological Barrier to Conflict Resolution** *PERSONALITY AND SOCIAL PSYCHOLOGY BULLETIN*
Ward, A., Atkins, D. C., Lepper, M. R., Ross, L.
2011; 37 (9): 1216-1228

- **Affirmation, Acknowledgment of In-Group Responsibility, Group-Based Guilt, and Support for Reparative Measures** *JOURNAL OF PERSONALITY AND SOCIAL PSYCHOLOGY*
Cehajic-Clancy, S., Effron, D. A., Halperin, E., Liberman, V., Ross, L. D.
2011; 101 (2): 256-270
- **Wishful Thinking: Belief, Desire, and the Motivated Evaluation of Scientific Evidence** *PSYCHOLOGICAL SCIENCE*
Bastardi, A., Uhlmann, E. L., Ross, L.
2011; 22 (6): 731-732
- **Achieving difficult agreements: Effects of Positive Expectations on negotiation processes and outcomes** *JOURNAL OF EXPERIMENTAL SOCIAL PSYCHOLOGY*
Liberman, V., Anderson, N. R., Ross, L.
2010; 46 (3): 494-504
- **A history of social psychology: Insights, contributions, and challenges** *The Handbook of Social Psychology*
Ross, L., Lepper, M., Ward, A.
Random House.2010
- **Happiness and Memory: Affective Significance of Endowment and Contrast** *EMOTION*
Liberman, V., Boehm, J. K., Lyubomirsky, S., Ross, L. D.
2009; 9 (5): 666-680
- **Political mindset: Effects of schema priming on liberal-conservative political positions** *JOURNAL OF EXPERIMENTAL SOCIAL PSYCHOLOGY*
Bryan, C. J., Dweck, C. S., Ross, L., Kay, A. C., Mislavsky, N. O.
2009; 45 (4): 890-895
- **Dealing with Conflict: Experiences and Experiments** *The Scientist and the Humanist: A Festschrift in Honor of Elliot Aronson*
Ross, L.
Psychology Press.2009: 39-66
- **Relational accommodation in negotiation: Effects of egalitarianism and gender on economic efficiency and relational capital** *ORGANIZATIONAL BEHAVIOR AND HUMAN DECISION PROCESSES*
Curhan, J. R., Neale, M. A., Ross, L., Rosencranz-Engelmann, J.
2008; 107 (2): 192-205
- **Acknowledging the other side in negotiation** *NEGOTIATION JOURNAL*
Ward, A., Disston, L. G., Brenner, L., Ross, L.
2008; 24 (3): 269-285
- **Environmental Values and Behaviors: Strategies to Encourage Public Support for Initiatives to Combat Global Warming** *Virginia Environmental Law Journal*
Rhode, D. L., Ross, L.
2008; 26: 161-187
- **Bridging the partisan divide: Self-affirmation reduces ideological closed-mindedness and inflexibility in negotiation** *JOURNAL OF PERSONALITY AND SOCIAL PSYCHOLOGY*
Cohen, G. L., Bastardi, A., Sherman, D. K., Hsu, L., McGoey, M., Ross, L.
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- **Race, Crime and Antidiscrimination** *Beyond Common Sense: Psychological Science in the Courtroom*
Banks, R., Eberhardt, J., Ross, L.
Blackwell.2007: 3-22
- **Idiosyncratic matching and choice: When less is more** *ORGANIZATIONAL BEHAVIOR AND HUMAN DECISION PROCESSES*
Liberman, V., Ross, L.
2006; 101 (2): 168-183
- **Discrimination and implicit bias in a racially unequal society** *CALIFORNIA LAW REVIEW*
Banks, R. R., Eberhardt, J. L., Ross, L.
2006; 94 (4): 1169-1190

- **Temporal differences in trait self-ascription: When the self is seen as an other** *JOURNAL OF PERSONALITY AND SOCIAL PSYCHOLOGY*
Pronin, E., Ross, L.
2006; 90 (2): 197-209
- **Peering into the bias blind spot: People's assessments of bias in themselves and others** *PERSONALITY AND SOCIAL PSYCHOLOGY BULLETIN*
Ehrlinger, J., Gilovich, T., Ross, L.
2005; 31 (5): 680-692
- **Psychological dimensions of the Israeli settlements issue: Endowments and identities** *Conference on Past, Present and Future of the Jewish West Bank and Gaza Settlements - The Internal Israeli Conflict*
Hackley, S., Bazerman, M., Ross, L., Shapiro, D. L.
WILEY-BLACKWELL PUBLISHING, INC.2005: 209-19
- **Material priming: The influence of mundane physical objects on situational construal and competitive behavioral choice** *ORGANIZATIONAL BEHAVIOR AND HUMAN DECISION PROCESSES*
Kay, A. C., Wheeler, S. C., Bargh, J. A., Ross, L.
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- **The name of the game: Predictive power of reputations versus situational labels in determining prisoner's dilemma game moves** *PERSONALITY AND SOCIAL PSYCHOLOGY BULLETIN*
Lieberman, V., Samuels, S. M., Ross, L.
2004; 30 (9): 1175-1185
- **Objectivity in the eye of the beholder: Divergent perceptions of bias in self versus others** *PSYCHOLOGICAL REVIEW*
Pronin, E., Ross, L., Gilovich, T.
2004; 111 (3): 781-799
- **Identity bifurcation in response to stereotype threat: Women and mathematics** *JOURNAL OF EXPERIMENTAL SOCIAL PSYCHOLOGY*
Pronin, E., Steele, C. M., Ross, L.
2004; 40 (2): 152-168
- **Dynamic valuation: Preference changes in the context of face-to-face negotiation** *JOURNAL OF EXPERIMENTAL SOCIAL PSYCHOLOGY*
Curhan, J. R., Neale, M. A., Ross, L.
2004; 40 (2): 142-151
- **Naive realism and affirmative action: Adversaries are more similar than they think** *BASIC AND APPLIED SOCIAL PSYCHOLOGY*
Sherman, D. K., Nelson, L. D., Ross, L. D.
2003; 25 (4): 275-289
- **The perceptual push: The interplay of implicit cues and explicit situational construals on behavioral intentions in the Prisoner's Dilemma** *JOURNAL OF EXPERIMENTAL SOCIAL PSYCHOLOGY*
Kay, A. C., Ross, L.
2003; 39 (6): 634-643
- **Contemporary psychology's challenges to legal theory and practice** *NORTHWESTERN UNIVERSITY LAW REVIEW*
Ross, L., Shestowsky, D.
2003; 97 (3): 1081-1114
- **Culture and morality: Conflicting perspectives at a time of cultural confrontation - Essay review of the culture of morality: Social development, context, and conflict by Elliot Turiel** *HUMAN DEVELOPMENT*
Ross, L.
2003; 46 (2-3): 151-154
- **Reactive devaluation of an "Israeli" vs. "Palestinian" peace proposal** *JOURNAL OF CONFLICT RESOLUTION*
MAOZ, I., Ward, A., Katz, M., Ross, L.
2002; 46 (4): 515-546
- **The bias blind spot: Perceptions of bias in self versus others** *PERSONALITY AND SOCIAL PSYCHOLOGY BULLETIN*
Pronin, E., Lin, D. Y., Ross, L.
2002; 28 (3): 369-381

- **Understanding Misunderstanding: Social Psychological Perspectives** *Heuristics and Biases; The Psychology of Intuitive Judgment*
Pronin, E., Puccio, C., Ross, L.
Cambridge University Press.2002: 636–665
- **You don't know me, but I know you: The illusion of asymmetric insight** *106th Annual Convention of the American-Psychological-Association*
Pronin, E., Kruger, J., Savitsky, K., Ross, L.
AMER PSYCHOLOGICAL ASSOC.2001: 639–56
- **Getting down to fundamentals: Lay dispositionism and the attributions of psychologists** *PSYCHOLOGICAL INQUIRY*
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2001; 12 (1): 37-40
- **Naive realism in everyday life and its implications for the misunderstanding** *PSIKHOLOGICHESKII ZHURNAL*
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- **The mentor's dilemma: Providing critical feedback across the racial divide** *PERSONALITY AND SOCIAL PSYCHOLOGY BULLETIN*
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1999; 25 (10): 1302-1318
- **Changes in attractiveness of elected, rejected, and precluded alternatives: A comparison of happy and unhappy individuals** *JOURNAL OF PERSONALITY AND SOCIAL PSYCHOLOGY*
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- **Fairness norms and the potential for mutual agreements involving majority and minority groups.** *Research on managing groups and teams/Volume 2*
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- **Naive realism in everyday life: Implications for the dynamics of social conflict** *VOPROSY PSIKHOLOGII*
Ross, L., Ward, A.
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- **Independence from whom? Interdependence with whom? Cultural perspectives on ingroups versus outgroups** *Cultural divides*
Iyengar, S., Lepper, M., Ross, L.
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- **Framing Effects and Income Flow Preferences in Decisions about Social Security** *Behavioral Dimensions of Retirement Economics*
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- **The role of stereotyping in overconfident social prediction** *SOCIAL COGNITION*
Brodts, S. E., Ross, L. D.
1998; 16 (2): 225-252
- **Comment on Gilbert** *Conference in honor of Edward Ellsworth Jones*
Ross, L.
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- **Hedonic consequences of social comparison: A contrast of happy and unhappy people** *JOURNAL OF PERSONALITY AND SOCIAL PSYCHOLOGY*
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- **Self-interest and fairness in problems of resource allocation: Allocators versus recipients** *JOURNAL OF PERSONALITY AND SOCIAL PSYCHOLOGY*
Diekmann, K. A., Samuels, S. M., Ross, L., Bazerman, M. H.
1997; 72 (5): 1061-1074
- **Naive realism in everyday life: Implications for social conflict and misunderstanding** *23rd Annual Symposium of the Jean-Piaget-Society*
Ross, L., Ward, A.
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- **ACTUAL VERSUS ASSUMED DIFFERENCES IN CONSTRUAL - NAIVE REALISM IN INTERGROUP PERCEPTION AND CONFLICT** *JOURNAL OF PERSONALITY AND SOCIAL PSYCHOLOGY*
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- **Strategic, psychological, and institutional barriers: An introduction.** *Barriers to conflict resolution*
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- **Barriers to conflict resolution**
edited by Arrow, K., Mnookin, R., Ross, L., Tversky, A., Wilson, R.
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- **Psychological Barriers to Dispute Resolution** *Advances in Experimental Social Psychology*
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- **The reactive devaluation in negotiation & conflict resolution** *Barriers to conflict resolution*
Ross, L.
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- **Psychological barriers to conflict resolution.** *The Arab-Israeli negotiations: Political positions and conceptual frameworks*
Ross, L.
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- **Perspectives on Personality and Social Psychology: Books waiting to be written** *Psychological Inquiry*
Ross, L., Nisbett, R.
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- **BARRIERS TO CONFLICT-RESOLUTION** *NEGOTIATION JOURNAL-ON THE PROCESS OF DISPUTE SETTLEMENT*
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1991; 7 (4): 389-404
- **SUBJECTIVE CONSTRUAL, SOCIAL INFERENCE, AND HUMAN MISUNDERSTANDING** *ADVANCES IN EXPERIMENTAL SOCIAL PSYCHOLOGY*
Griffin, D. W., Ross, L.
1991; 24: 319-359
- **The person and the situation : perspectives of social psychology** *McGraw-Hill series in social psychology*
Ross, L., Nisbett, R. E.
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- **THE ROLE OF CONSTRUAL PROCESSES IN OVERCONFIDENT PREDICTIONS ABOUT THE SELF AND OTHERS** *JOURNAL OF PERSONALITY AND SOCIAL PSYCHOLOGY*
Griffin, D. W., Dunning, D., Ross, L.
1990; 59 (6): 1128-1139
- **OVERCONFIDENT PREDICTION OF FUTURE ACTIONS AND OUTCOMES BY SELF AND OTHERS** *JOURNAL OF PERSONALITY AND SOCIAL PSYCHOLOGY*
VALLONE, R. P., Griffin, D. W., Lin, S., Ross, L.
1990; 58 (4): 582-592
- **THE OVERCONFIDENCE EFFECT IN SOCIAL PREDICTION** *JOURNAL OF PERSONALITY AND SOCIAL PSYCHOLOGY*
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- **Recognizing the role of construal processes.** *The legacy of Solomon Asch: Essays in cognition and social psychology.*
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- **Lee Ross, Personal Narrative** *A narrative history of experimental social psychology: The Lewin Tradition*
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- **The problem of construal in social inference and social psychology** *A distinctive approach to psychological research: The influence of Stanley Schachter*
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- **PERSISTENCE OF INACCURATE BELIEFS ABOUT THE SELF - PERSEVERANCE EFFECTS IN THE CLASSROOM** *JOURNAL OF PERSONALITY AND SOCIAL PSYCHOLOGY*
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- **THE HOSTILE MEDIA PHENOMENON - BIASED PERCEPTION AND PERCEPTIONS OF MEDIA BIAS IN COVERAGE OF THE BEIRUT MASSACRE** *JOURNAL OF PERSONALITY AND SOCIAL PSYCHOLOGY*
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- **SELF-KNOWLEDGE AND SOCIAL INFERENCE .1. THE IMPACT OF COGNITIVE-AFFECTIVE AND BEHAVIORAL-DATA** *JOURNAL OF PERSONALITY AND SOCIAL PSYCHOLOGY*
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- **PUBLIC-OPINION AND CAPITAL-PUNISHMENT - A CLOSE EXAMINATION OF THE VIEWS OF ABOLITIONISTS AND RETENTIONISTS** *CRIME & DELINQUENCY*
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- **Informal covariation assessment: Data-based vs. theory-based judgments.** *Judgment under uncertainty: Heuristics and biases*
Jennings, D., Amabile, T., Ross, L.
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- **Shortcomings in the attribution process: On the origins and maintenance of erroneous social assessments** *Judgment under Uncertainty: Heuristics and Biases*
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- **Persistence of impression of personal persuasiveness: Persistence of erroneous self-perceptions outside the debriefing paradigm** *Personality and Social Psychology Bulletin*
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- **Social Cognitive Development: Frontiers and possible futures**
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- **The "intuitive scientist" formulation and its developmental implications** *Social cognitive development: Frontiers and possible futures*
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- **SOCIAL EXPLANATION AND SOCIAL EXPECTATION - EFFECTS OF REAL AND HYPOTHETICAL EXPLANATIONS ON SUBJECTIVE LIKELIHOOD** *JOURNAL OF PERSONALITY AND SOCIAL PSYCHOLOGY*
Ross, L., Lepper, M. R., Strack, F., Steinmetz, J.
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- **SOCIAL ROLES, SOCIAL-CONTROL, AND BIASES IN SOCIAL-PERCEPTION PROCESSES** *JOURNAL OF PERSONALITY AND SOCIAL PSYCHOLOGY*
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- **FALSE CONSENSUS EFFECT - EGOCENTRIC BIAS IN SOCIAL-PERCEPTION AND ATTRIBUTION PROCESSES** *JOURNAL OF EXPERIMENTAL SOCIAL PSYCHOLOGY*
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- **INTIMACY IN RESPONSE TO DIRECT GAZE** *JOURNAL OF EXPERIMENTAL SOCIAL PSYCHOLOGY*
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