

# Stanford

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## Roderick Kramer

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### Bio

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#### ACADEMIC APPOINTMENTS

- Emeritus Faculty, Acad Council, Graduate School of Business

### Teaching

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#### COURSES

##### 2021-22

- Lives of Consequence: How Individuals Create Happy, Meaningful and Successful Lives: OB 383 (Spr)

##### 2020-21

- Lives of Consequence: How Individuals Create Happy, Meaningful and Successful Lives: OB 383 (Spr)

### Publications

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#### PUBLICATIONS

- **To Become or Not to Become? Existential Courage and the Quest for Identity** *HANDBOOK OF HEROISM AND HEROIC LEADERSHIP*  
Kramer, R. M., Allison, S. T., Goethals, G. R., Kramer, R. M.  
2017: 262-282
- **Introduction Setting the Scene The Rise and Coalescence of Heroism Science** *HANDBOOK OF HEROISM AND HEROIC LEADERSHIP*  
Allison, S. T., Goethals, G. R., Kramer, R. M., Allison, S. T., Goethals, G. R., Kramer, R. M.  
2017: 1-16
- **Science for the sustainable use of ecosystem services.** *F1000Research*  
Bennett, E. M., Chaplin-Kramer, R.  
2016; 5: 2622-?
- **Pursuing ecological validity in trust research: merits of multi-method research** *HANDBOOK OF RESEARCH METHODS ON TRUST, 2ND EDITION*  
Kramer, R. M., Lyon, F., Mollering, G., Saunders, M. N.  
2015: 25-35
- **Creating more trusting and trustworthy organizations: exploring the foundations and benefits of presumptive trust** *PUBLIC TRUST IN BUSINESS*  
Kramer, R., Harris, J. D., Moriarty, B. T., Wicks, A. C.  
2014: 203-235
- **Moving between laboratory and field: a multi-method approach for studying trust judgments** *HANDBOOK OF RESEARCH METHODS ON TRUST*  
Kramer, R. M., Lyon, F., Mollering, G., Saunders, M. N.  
2012: 19-28
- **COOPERATION AND THE COMMONS Laboratory and Field Investigations of a Persistent Dilemma** *SOCIAL COGNITION, SOCIAL IDENTITY, AND INTERGROUP RELATIONS: A FESTSCHRIFT IN HONOR OF MARILYNN B. BREWER*  
Kramer, R. M., Kramer, R. M., Leonardelli, G. J., Livingston, R. W.  
2011: 297-317

- **Responsive Leaders: Cognitive and Behavioral Reactions to Identity Threats** *SOCIAL PSYCHOLOGY AND ORGANIZATIONS*  
Kramer, R. M., DeCremer, D., vanDijk, R., Murnighan, J. K.  
2011: 121-145
- **Social Dilemmas, Social Values, and Ethical Judgments: Touchpoints and Touchdowns in a Distinguished Scholarly Career** *SOCIAL DECISION MAKING: SOCIAL DILEMMAS, SOCIAL VALUES, AND ETHICAL JUDGMENTS*  
Kramer, R. M., Tenbrunsel, A. E., Bazerman, M. H., Kramer, R. M., Tenbrunsel, A. E., Bazerman, M. H.  
2011: 1-+
- **Dilemmas and Doubts: How Decision-Makers Cope With Interdependence and Uncertainty** *SOCIAL DECISION MAKING: SOCIAL DILEMMAS, SOCIAL VALUES, AND ETHICAL JUDGMENTS*  
Kramer, R. M., Kramer, R. M., Tenbrunsel, A. E., Bazerman, M. H.  
2011: 117-143
- **RIGOR WITH RELEVANCE The Many Legacies of Marilyn B-Brewer** *SOCIAL COGNITION, SOCIAL IDENTITY, AND INTERGROUP RELATIONS: A FESTSCHRIFT IN HONOR OF MARILYNN B. BREWER*  
Livingston, R. W., Leonardelli, G. J., Kramer, R. M., Kramer, R. M., Leonardelli, G. J., Livingston, R. W.  
2011: 1-6
- **Collective Trust within Organizations: Conceptual Foundations and Empirical Insights** *CORPORATE REPUTATION REVIEW*  
Kramer, R.  
2010; 13 (2): 82-97
- **Repairing and Enhancing Trust: Approaches to Reducing Organizational Trust Deficits** *ACADEMY OF MANAGEMENT ANNALS*  
Kramer, R. M., Lewicki, R. J.  
2010; 4: 245-277
- **WHEN THEORY MET PRACTICE: COOPERATION AT STANFORD** *STANFORD'S ORGANIZATION THEORY RENAISSANCE, 1970-2000*  
Kramer, R. M., Schoonhoven, C. B., Dobbin, F.  
2010; 28: 207-219
- **Rethinking Trust** *HARVARD BUSINESS REVIEW*  
Kramer, R. M.  
2009; 87 (6): 68-?
- **Economics and social psychology: Brief flirtation or enduring marriage? (Book Review)** *ACADEMY OF MANAGEMENT REVIEW*  
Book Review Authored by: Kramer, R. M.  
2007; 32 (2): 668-671
- **Self-Defeating Leader Behavior: Why Leaders Misuse Their Power and Influence** *SCIENCE OF SOCIAL INFLUENCE: ADVANCES AND FUTURE PROGRESS*  
Kramer, R. M., Pratkanis, A. R.  
2007: 297-319
- **Patients' race, ethnicity, language, and trust in a physician** *JOURNAL OF HEALTH AND SOCIAL BEHAVIOR*  
Stepanikova, I., Mollborn, S., Cook, K. S., Thom, D. H., Kramer, R. M.  
2006; 47 (4): 390-405
- **The great intimidators** *HARVARD BUSINESS REVIEW*  
Kramer, R. M.  
2006; 84 (2): 88-?
- **SOCIAL CAPITAL AND COOPERATIVE BEHAVIOR IN THE WORKPLACE: A SOCIAL IDENTITY PERSPECTIVE** *SOCIAL PSYCHOLOGY OF THE WORKPLACE*  
Kramer, R. M., Lawler, E., Thye  
2006; 23: 1-30
- **Trust as situated cognition: an ecological perspective on trust decisions** *HANDBOOK OF TRUST RESEARCH*  
Kramer, R. M., Bachmann, R., Zaheer, A.  
2006: 68-84

- **The perception of conspiracy: Leader paranoia as adaptive cognition** *Conference on New Approaches to the Psychology of Leadership*  
Kramer, R. M., Gavrieli, D.  
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- **The harder they fall** *HARVARD BUSINESS REVIEW*  
Kramer, R. M.  
2003; 81 (10): 58-?
- **Assessing creativity in Hollywood pitch meetings: Evidence for a dual-process model of creativity judgments** *ACADEMY OF MANAGEMENT JOURNAL*  
Elsbach, K. D., Kramer, R. M.  
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- **Organizational paranoia: Origins and dynamics** *RESEARCH IN ORGANIZATIONAL BEHAVIOR, VOL 23*  
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- **Troubled talk and talking cures: From "smart talk" to wise conversations** *NEGOTIATION JOURNAL*  
Kramer, R. M.  
2000; 16 (2): 143-156
- **Trust and distrust in organizations: Emerging perspectives, enduring questions** *ANNUAL REVIEW OF PSYCHOLOGY*  
Kramer, R. M.  
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- **Stalking the sinister attribution error - Paranoia inside the lab and out** *8th Biannual Conference on Negotiation in Organizations*  
Kramer, R. M.  
JAI PRESS INC.1999: 59–91
- **Paranoid cognition in social systems: thinking and acting in the shadow of doubt.** *Personality and social psychology review*  
Kramer, R. M.  
1998; 2 (4): 251-275
- **Positive illusions about oneself and one's group - Antecedents and consequences** *SMALL GROUP RESEARCH*  
Polzer, J. T., Kramer, R. M., Neale, M. A.  
1997; 28 (2): 243-266
- **Cooperation under uncertainty: What is new, what is true, and what is important** *AMERICAN SOCIOLOGICAL REVIEW*  
Bendor, J., Kramer, R., SWISTAK, P.  
1996; 61 (2): 333-338
- **Ethical cognition and the framing of organizational dilemmas: Decision makers as intuitive lawyers** *Conference on Behavioral Research and Business Ethics*  
Kramer, R. M., MESSICK, D. M.  
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- **TRUST AND DISTRUST - ITS PSYCHOLOGICAL AND SOCIAL DIMENSIONS** *MOTIVATION AND EMOTION*  
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- **THE SINISTER ATTRIBUTION ERROR - PARANOID COGNITION AND COLLECTIVE DISTRUST IN ORGANIZATIONS** *MOTIVATION AND EMOTION*  
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- **HOW MUCH IS ENOUGH - PSYCHOLOGICAL COMPONENTS OF GUNS VERSUS BUTTER DECISIONS IN A SECURITY DILEMMA** *JOURNAL OF PERSONALITY AND SOCIAL PSYCHOLOGY*  
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