

Curriculum vitae

LEE D. ROSS

Born: August 25, 1942

Phone: (650) 725-2447

Email: lross@stanford.edu

Address: Department of Psychology

Jordan Hall, Building 420

Stanford University

Stanford, CA 94305-2130

Academic History

B.A. (Psychology), University of Toronto, 1965

Ph.D. in Social Psychology, Columbia University, 1969

Professional Experience

Assistant Professor of Psychology, Stanford University, 1969-1975

Associate Professor of Psychology, Stanford University, 1975-1980

Professor of Psychology, Stanford University, 1980-present

Stanford Federal Credit Union Professor of Psychology 2003-present

Principal Investigator and Co-founder, Stanford Center on International Conflict and Negotiation, 1988- present

Executive Board Member, Center for International Security and Arms Control, 1997-present

Academic Awards and Honors

Woodrow Wilson Fellow, 1966

Dean's Award for Distinguished Teaching 1991-1992

Elected to American Academy of Arts and Sciences, 1994

E.E. Jones Memorial Lecture, Princeton, 2002

Carl Hovland Memorial Lecture, Yale University, 1989, 2002

William James Fellow of the American Psychological Association, 2003

Doctorate Honoris Causa Universaet Osnabrueck 2003

Third Fritz Heider Lecturer, University of Kansas, 2005

Distinguished Scientific Career Award, 2007, Society of Experimental Social Psychology

Elected to National Academy of Science, 2010

Katz-Newcomb Lecture, University of Michigan, 2011

Donald Hebb Lecture, Mc Gill University 2012

Current Research Interests

Human inference and judgment. Strategies and shortcomings of the "intuitive scientist," especially the role of "naive realism" in fostering misunderstanding, misattribution, and conflict. Cognitive mechanisms underlying the perseverance of erroneous beliefs and maladaptive personal or social strategies. Also, applications of these theoretical concerns to personal and social decision-making. Perceptions of justice and fairness and collective rationalization.

Basic psychological processes underlying interpersonal and intergroup misunderstanding and enmity, feelings of inequity and unfairness, and institutional, strategic, and psychological barriers to dispute resolution. Also, techniques and strategies for facilitating successful negotiation, and the use of multi-track diplomacy, dialogue groups, and other "public peace processes" to promote better understanding and discovery of "common ground" in the context of intergroup conflict.

Issues in forensic psychology, including the relevance of basic social psychology and cognitive psychology to legal theory and practice; also, uses and abuses of social science data and "experts," and the use of mediation and arbitration as alternatives to litigation.

Application of social psychology and related fields (e.g., microeconomics, game theory, and the judgment and decision-making tradition in cognitive psychology) to contemporary social problems and issues including educational underachievement, social security, climate change, and problems of an aging population—more generally strategies and tactics of "wise" social intervention.

Research Awards

Externality, Obesity, and the Control of Eating Behavior, NIH Grant HD-05281 (1971-1974)

Investigation of Empirical Issues Related to Capital Punishment, Sage Foundation Grant (1973-1974)

Perseverance in self perception and social perception. NIMH Grant MH-24134 (1975-1978)

Perseverance and change in impressions and theories. NSF Grant BNS 78-0121 (1978-1981)

Errors in social inference: Causes and consequences. NIMH Grant MH-36093 (1981-1984)

Bias in social inference and prediction. NIMH Grant MH-36093 (1984-1986)

Construal biases in social judgment. NSF Grant BNS-86-06155 (1986-1988)

Construal biases in the mediation of conflict. NIMH Grant MH-44321 (1989-2004)

Finding common ground in Northern Ireland. USIP Grant (1998-1999)

Applying social psychology to social problems and conflicts. Hewlett Foundation Grant (2004-2008)

Conflict, collaboration, and dispute resolution: processes and theory-based intervention strategies. Israeli Binational Foundation Grant (2007-2012)

Exploring the effectiveness of duty-based arguments for retirement saving. Center on Advancing Decision Making in Aging (2009-2011)

Publications

I. Books

Human inference: Strategies and shortcomings of social judgment. Prentice-Hall, Century Series, 1980 (with R.E. Nisbett).

Cognitive social development: Frontiers and possible futures. Cambridge Press, 1981 (edited, with J. Flavell).

The person and the situation. McGraw Hill, 1991 (with R.E. Nisbett). Reissued with new forward by Malcolm Gladwell and afterword by the authors, 2111.

Barriers to conflict resolution. Norton, 1995 (edited, with K. Arrow, R. Mnookin, A. Tversky & R. Wilson)

The wisest one in the room, Free Press, 2015 (with T, D, Gilovich)

II. Papers

Arrowood, J. & Ross, L. Anticipated effort and subjective probability. *Journal of Personality and Social Psychology*, 1966, 4, 57-64.

Ross, L., Rodin, J., Zimbardo, P. Toward an attribution therapy: The reduction of fear through induced cognitive-emotional misattribution. *Journal of Personality and Social Psychology*, 1969, 12, 279-288.

Arrowood, J. Wood, L. & Ross, L. Dissonance, Self-Perception, and the perspective of others: A study in cognitive cognitive dissonance. *Journal of Experimental Social Psychology*, 1970, 6, 301-315.

Ross, L Attribution Theory. In B Wolman (Ed.) *International Encyclopedia of Neurology, Psychology, Psychiatry Psychoanalysis and Psychology*. 1972 (with T. Amabile).

Collins, B., Martin J., Ashmore R., Ross, L. Some dimensions of the internal-external metaphor in theories of personality. *Journal of Personality*, 1973, 41,471-492.

Ross, L., Bierbrauer, G. & Polly, S. Attribution of educational outcomes by professional and non-professional instructors. *Journal of Personality and Social Psychology*, 1974, 29, 609-618.

Loftis, J. & Ross, L. Effects of Misattribution of arousal upon the acquisition and extinction of a conditioned emotional response. *Journal of Personality and Social Psychology*, 1974, 30, 673-682.

Loftis, J. & Ross, L. Retrospective misattribution of a conditioned emotional response. *Journal of Personality and Social Psychology*, 1974, 30, 683-687.

Ross, L., Lepper, M. & Hubbard, M. Perseverance in self-perception and social perception: Biased attributional processes in the debriefing paradigm. *Journal of Personality and Social Psychology*, 1975, 32, 880-892.

Ellsworth, P. & Ross, L. Intimacy in response to direct gaze *Journal of Experimental Social Psychology*, 1975, 11, 592-613.

Ross, L., Bierbrauer, G. & Hoffman, S. The role of attribution processes in conformity and dissent: Revisiting the Asch situation. *American Psychologist*, 1976, 31, 148-157.

Ellsworth, P. & Ross, L. Empirical data and judicial decision-making: Capital punishment research. In H. Bedau & C. Pierce (Eds.), *Capital punishment*, New York: AMS Press, 1977.

Ross, L., Greene, D. & House, P. The false consensus effect: An egocentric bias in social perception and attribution processes. *Journal of Experimental Social Psychology*, 1977, 13, 279-301.

Ross, L., Amabile, T. & Steinmetz, J. Social roles, social control, and biases in social perception processes. *Journal of Personality and Social Psychology*, 1977, 35, 485-494.

Ross, L., Lepper, M., Strack, F. & Steinmetz, J. Social explanation and social expectation: The effects of real and hypothetical explanations upon subjective likelihood. *Journal of Personality and Social Psychology*, 1977, 35, 817-829.

Ross, L. The intuitive psychologist and his shortcomings: Distortions in the attribution process. In L. Berkowitz (Ed.), *Advances in experimental social psychology*, (Vol. 10). New York: Academic Press, 1977.

Ross, L. Problems in the interpretation of self-serving asymmetries in causal attribution: Comment in the Stephan et al paper. *Sociometry*, 40, 1977, 112-114..

Ross, L. Afterthoughts on the intuitive psychologist. In L. Berkowitz (Ed.), *Cognitive theories in social psychology*. New York: Academic Press, 1978.

Lord, C., Ross, L. & Lepper, M. Biased assimilation and attitude polarization: The effects of prior theories on subsequently considered evidence. *Journal of Personality and Social Psychology*, 1979, 37, 2098-2109.

Jennings, D., Amabile, TM & Ross, L. Informal covariation assessment: Data-based vs. theory-based judgments. In A. Tversky, D. Kahneman, & P. Slovic (Eds.), *Judgment under uncertainty: Heuristics and biases*. New York: Cambridge University Press, 1980.

- Ross, L., Anderson, CA. Shortcomings in the attribution process: On the origins and maintenance of erroneous social assessments. In A. Tversky, D. Kahneman, & P. Slovic (Eds.), *Judgment under uncertainty: Heuristics and biases*. New York: Cambridge University Press, 1980.
- Ross, L., Lepper, MR. The perseverance of beliefs: Empirical and normative considerations. In R.A. Shweder & D.W. Fiske (Eds.). *New directions for methodology of behavioral science: Fallible judgment in behavioral research*. Jossey-Bass, 1980.
- Anderson, CA, Lepper, MR & Ross, L. The perseverance of social theories: The role of explanation in the persistence of discredited information. *Journal of Personality and Social Psychology*, 1980, 39, 1037-1049.
- Ross, L. The "intuitive scientist" formulation and its developmental implications. In J. Flavell & L. Ross (Eds.), *Cognitive social development: Frontiers and possible futures*. Cambridge Press, 1981.
- Jennings, D.L., Lepper, M.R. & Ross., L. Persistence of impressions of personal persuasiveness: Persistence of erroneous self-perceptions outside the debriefing paradigm *Personality and Social Psychology Bulletin*, 1981, 7, 257-263.
- Ellsworth, PC & Ross, L. Public opinion and capital punishment: A close examination of the views of abolitionists and retentionists, *Crime and Delinquency*, January 1983, 116-169.
- Andersen, S. M & Ross, L. Self knowledge and social inference: I. The impact of cognitive/affective and behavioral data, *Journal of Personality and Social Psychology*, 1984, 46, 280-293.
- Vallone, RP, Ross, L., & Lepper, MR. The hostile media phenomenon: Biased perception and perceptions of media bias in coverage of the Beirut Massacre. *Journal of Personality and Social Psychology*, 1985, 49, 577-585.
- Lepper, MR, Ross, L. & Lau, RR. Persistence of inaccurate beliefs about the self: Perseverance effects in the classroom. *Journal of Personality and Social Psychology*, 1986, 50, 482-491.
- Ross, L. The problem of construal in social inference and social psychology. In N. Grunberg, R.E. Nisbett, J. Rodin, & J. Singer (Eds.), *A distinctive approach to psychological research: The influence of Stanley Schachter*. Hillsdale, NJ: Erlbaum, 1987.
- Ross, L. Situationist Perspectives on the obedience experiments. Review of A.G. Miller. The obedience experiments. *Contemporary Psychology*, 1988, 33, (2), 101-104.
- Ross, L. *Personal Narrative* in S. Patkoe *A narrative history of experimental social psychology: The Lewin Tradition*. 1988. Springer Verlag.
- Ross, L. Recognizing the role of construal processes. In I. Rock (Ed.) *The legacy of Solomon Asch: Essays in cognition and social psychology*. Hillsdale, NJ: Erlbaum, 1990.

- Dunning, D., Griffin, D.W., Milojkovic, J.D. & Ross, L. The overconfidence effect in social prediction. *Journal of Personality and Social Psychology*, 1990, 58, 568-581.
- Vallone, R., Griffin, D., Lin, S. & Ross, L. Overconfident prediction of future actions and outcomes by self and others. *Journal of Personality and Social Psychology*, 1990, 58, 582-592.
- Griffin, D., Dunning, D. & Ross, L. The role of construal processes in overconfident prediction and judgment. *Journal of Personality and Social Psychology*, 1990, 59, 1128-1139.
- Griffin, D.W. & Ross, L. Subjective construal, social inference, and human misunderstanding. In M. Zanna (Ed.), *Advances in experimental social psychology*, (Vol. 24). New York: Academic Press, 1991.
- Ross, L. & Stillinger, C. Barriers to conflict resolution. *Negotiation Journal*, 1991, 7, 389-404.
- Ross, L. & Nisbett, R. Perspectives on Personality and Social Psychology: Books waiting to be written. *Psychological Inquiry*. 1992, 3, 99-102.
- Ross, L. Psychological barriers to conflict resolution. In R. Twite & T. Hermann (Eds.), *The Arab-Israeli negotiations: Political positions and conceptual frameworks*. Tel Aviv: Papyrus, 1993.
- Mnookin, R.H. & Ross, L. Strategic, psychological, and institutional barriers: An introduction. In K. Arrow, R. Mnookin, L. Ross, A. Tversky, & R. Wilson (Eds.), *Barriers to conflict resolution*. New York: Norton, 1995.
- Ross, L. The reactive devaluation barrier to dispute resolution. In K. Arrow, R. Mnookin, L. Ross, A. Tversky, & R. Wilson (Eds.), *Barriers to conflict resolution*. New York: Norton, 1995.
- Robinson, R., Keltner, D., Ward, A. & Ross, L. Actual versus assumed differences in construal: "Naive realism" in intergroup perception and conflict. *Journal of Personality and Social Psychology*, 1995, 68, 404-417.
- Ross, L. & Ward, A. Naive realism in everyday life: Implications for social conflict and misunderstanding. In T. Brown, E. Reed, & E. Turiel (Eds.), *Values and knowledge*. Hillsdale, NJ: Erlbaum, 1996.
- Diekmann, K., Samuels, S., Ross, L. & Bazerman, M. Self-interest and fairness of resource allocation: Allocators versus recipients. *Journal of Personality and Social Psychology*, 1997, 72, 1061-1074.

- Lyubomirsky, S. & Ross, L. Hedonic consequences of social comparison: A contrast of happy and unhappy individuals. *Journal of Personality and Social Psychology*, 1997, 73(6), 1141-1157.
- Brodz, S. & Ross, L. The role of stereotyping in overconfident social prediction. *Social Cognition*, 1998, 16, 225-252.
- Ross, L. Comment on Gilbert, In Darley, J.M. & Cooper, J (Eds.) *Attribution and social interaction: The legacy of E.E. Jones*. APA Books, 1998.
- Fetherstonhaugh, D. & Ross, L. Framing effects and income flow preferences in decisions about social security. In H.J. Aaron (Ed.) *Behavioral dimensions of retirement economics*. Brookings Institution Press, Washington DC: 1999.
- Iyengar, S. Lepper, M. & Ross, L. Independence from whom? Interdependence with whom? Cultural perspectives on ingroups versus outgroups. In D. Miller and D. Prentice (Eds.), *Cultural divides*. New York: Sage, 1999.
- Cohen, G., Steele, C., Ross L. The mentor's dilemma: Providing critical feedback across the racial divide. *Personality and Social Psychology Bulletin*, 1999, 25(10), 1302-1318.
- Lyubomirsky, S. & Ross, L. Changes in the attractiveness of elected, rejected, and precluded alternatives: A comparison of happy and unhappy individuals. *Journal of Personality and Social Psychology*, 1999, 76, 988-1007.
- Jost, J.T. & Ross, L. Fairness norms and the potential for mutual agreements involving majority and minority groups. In B. Mannix, M. Neale, & R. Wageman (Eds.), *Research on groups and teams/Volume 2: Context*. Greenwich, CT: JAI Press, 1999.
- Ross, L. Getting down to fundamentals: Lay dispositionism and the attributions of psychologists. *Psychological Inquiry*, 2001, 12, 37-40.
- Pronin, E., Kruger, J., Savitsky, K. & Ross, L. You don't know me, but I know you: The illusion of asymmetric insight. *Journal of Personality and Social Psychology*, 2001, 81, 639-656.
- Pronin, E., Lin, D. & Ross, L. The bias blindspot: Perceptions of bias in self and others. *Personality and Social Psychology Bulletin* 2002, 28, 369-381.
- Maoz, I., Ward, A., Katz, M., Ross, L. Reactive devaluation of an "Israeli" vs a "Palestinian" peace proposal. *Journal of Conflict Resolution*, 2002, 46, 515-546.
- Pronin, E., Puccio, C. & Ross, L. The understanding of misunderstanding and conflict: Social psychological perspectives. In T. Gilovich, D.W. Griffin, & D. Kahneman (Eds.), *Heuristics and biases; The psychology of intuitive judgment*. Cambridge: Cambridge University Press, 2002.

- Sherman, D., Nelson, LD & Ross, L. Naïve realism and affirmative action: Adversaries are more similar than they think. *Basic and Applied Social Psychology*, 2003, 25, 275-290.
- Ross, L. & Shestowsky, D. Contemporary psychology's challenges to legal theory and practice *Northwestern Law Review*, 2003, 1081-1114.
- Kay, A. & Ross, L. The perceptual push: The interplay of implicit cues and explicit situational construals in the Prisoner's Dilemma. *Journal of Experimental Social Psychology*, 2003, 39, 634-643.
- Pronin, E. Steele, C. & Ross, L. Identity bifurcation in response to stereotype threat: Women and mathematics. *Journal of Experimental Social Psychology*, 2004, 40, 152-168.
- Curhan, J., Neale, M. & Ross, L. Dynamic valuation: Preference change in the context of face-to-face negotiations. *Journal of Experimental Social Psychology*, 2004, 40, 142-151.
- Pronin, E., Gilovich, T. & Ross, L. Objectivity in the Eye of the Beholder: Divergent perceptions of bias in self versus others. *Psychology Review*, 2004, 111, 781-799.
- Liberman, V., Samuels, S. & Ross, L. The name of the game: Predictive of reputations vs. situational labels in determining Prisoner's Dilemma game moves power. *Personality and Social Psychology Bulletin*, 2004, 30, 1175- 1185.
- Kay, A., Wheeler, C., Bargh, J. & Ross, L. Material Priming: The influence of mundane physical objects on situational construal and competitive behavioral choice. *Organizational Behavior and Human Decision Processes*. 2004, 95, 83-96.
- Ehrlinger, J., Gilovich, T., Ross, L. Peering into the bias blind spot: People's assessments of bias in themselves and others. *Personality and Social Psychology Bulletin*, 2005, 31, 680-692.
- Bland, B., Salem, W. & Ross, L. (2008) Creating Positive Facts on the Ground: A Viable Palestinian State Overview, Center for International Political Studies Electronic Briefing Paper No 56
- Bland, B., Powell, B. & Ross, L. Building a peace constituency for the achievement and implementation of a peace agreement in the Middle East In M. Fitzduff & C. Stout (Eds.) *Peacemaking and Public Policy*, 2005. Vol 1, New York: Praeger.
- Hackley, S., Bazerman, M., Ross, L. & Shapiro, D. Psychological dimensions of the Israeli settlement issue: Endowments and identities. *Negotiation Journal*. 2005.
- Pronin, E. & Ross, L. Temporal differences in trait self-ascription: When the self is seen as an other. *Journal of Personality and Social Psychology*, 2006, 90, 197-209.

- Liberman, V. & Ross, L. Idiosyncratic Matching and Choice: When less is more. *Organizational Behavior and Human Decision Processes*, 2006, 101, 168 – 183.
- Banks, R., Eberhardt, J. & Ross, L. Discrimination and implicit bias in a racially unequal society. *California Law Review*, 2006, 94(4) 1169-1190.
- Banks, R., Eberhardt, J. & Ross, L. Race, crime and antidiscrimination. In E. Borgida & S. Fiske (Eds) *Psychological Science in Court: Beyond common knowledge*, London: Blackwell, 2007.
- Cohen, G., Sherman, D., Bastardi, A., Hsu, L., McGoey, M. & Ross, L. Bridging the partisan divide: Self-affirmation and the reduction of ideological bias. *Journal of Personality and Social Psychology*, 2007, 93, 415 – 430.
- Ward, A., Disston, LG, Brenner, L. & Ross, L. Acknowledging the other side in negotiation. *Negotiation Journal*, July 2008, 269-285.
- Rhode, D.L. & Ross, L. Environmental values and behavior: Strategies to encourage public support for initiatives to combat global warming. *Virginia Environmental Law Journal*. 2008, vol 26.
- Curhan, J. R., Neale, M., Ross, L. & Rosencranz-Engelmann, J. Relational accommodation in negotiation: Effects of egalitarianism and gender on economic efficiency and relational capital. *Organizational Behavior and Human Decision Processes*, 107, 2008, 192-205.
- Ross, L. Applicable and applied experiments on intergroup contact and conflict resolution. In M. H. Gonzales, C. Tavis, & J. Aronson (Eds.) *The scientist and the humanist: A festschrift in honor of Elliot Aronson*. New York: Psychology Press, 2009.
- Bryan, C., Dweck, C., Ross, L. Kay, A. & Mislavsky, N. Political mindset: Effects of schema priming on liberal-conservative political positions. *Journal of Experimental Social Psychology*, 2009, 45, 890-895.
- Liberman, V., Boehm, J., Lyubomirsky, S. & Ross, L. Happiness and Memory: Affective Consequences of Endowment and Contrast. *Emotion* 2009, Vol. 9, No. 5, 666–680.
- Ross, L., Lepper, M. & Ward, A. A history of social psychology: Insights, contributions, and challenges. In S. Fiske & D. Gilbert (Eds.) *Handbook of social psychology* (4th ed., Vol. 1) New York: Random House, 2010
- Liberman, V., Anderson, N.R. & Ross, L. Achieving difficult agreements: Effects of positive expectations on negotiation processes and outcomes. *Journal of Experimental Social Psychology*, 2010, 46, 494-504.
- Ward, A., Atkins, D., Lepper, M. & Ross, L. Affirming the self to promote agreement with another: Lowering a psychological barrier to conflict resolution. *Personality and Social Psychology Bulletin*, 2011, 37(9), 1216-1228.

- Minson, J., Liberman, V. & Ross, L. Two to Tango: The effect of collaborative experience and disagreement on dyadic judgment. *Personality and Social Psychology Bulletin*, 2011, 37 (10) 1325-1338.
- Čehajić-Clancy, S., Effron, D., Halperin, E. Liberman, V. & Ross, L. Self-affirmation, acknowledgment of ingroup responsibility for victimization, and support for reparative measures. *Journal of Personality and Social Psychology*, 2011, 101(2), 256-270.
- Bastardi, A., Uhlmann, E. L. & Ross, L. Wishful thinking: Belief, desire, and the motivated evaluation of scientific evidence. *Psychological Science*, 2011, 22, 731–732.
- Liberman, V., Minson, JA, Bryan, CJ, Ross, L. Naïve realism and capturing the. “wisdom of dyads.” *Journal of Experimental Social Psychology*, 2011, 48, 507-512.
- Ross, L & Shestowski, D. Two psychologists’ reflections on situationism and the criminal justice system. In *Ideology, Psychology, and Law*. J. Hanson (ed). Oxford University Press, 2012.
- Ross, L., Lelkes, Y. & Russell A. How Christians reconcile their personal political views and the teachings of their faith: Projection as a means of dissonance reduction. *Proceeding of the National Academy of Science*, 2012, 109 (10), 3616-3622.
- Ross, L. Reflections on biased assimilation and belief polarization. *Critical Review*, 2012, 24(2): 233-46,
- Ross, L. Perspectives on disagreement and dispute resolution: Lessons from the lab and the real world. In E. Shafir (Ed.) *The behavioral foundations of public policy*. 2014 Princeton University & Russell Sage Foundation Press, Princeton, NJ: 2012.
- Davidai, S., Gilovich, T. & Ross, L. The meaning of default options for potential organ donors. *Proceeding of the National Academy of Science*, 2012, 109(38), 15201-15205.
- Ross, L. Barriers to agreement in the asymmetric Israeli-Palestinian conflict. *Dynamics of Asymmetric Conflict*, 2014, 7. 120-136.
- Smedslund J. & Ross, L Evidence-based knowledge in psychology: What, if anything, is its incremental value to the practitioner? *Integrative Psychological & Behavioral Science*. 2014 Vol 48, Issue 4
- Scheibe, S., Notthoff, N., Menkin, J., Ross, L., Shadel, D., Deevy, M.,& Carstensen. Forewarning reduces fraud susceptibility in vulnerable consumers. *Basic and Applied Psychology*.2014, 36 (3), 272-279.
- Bland. B. & Ross, L. Overcoming Relational Barriers to Agreement. In A. Kurz and G. Sher (Eds). *Negotiating in Times of Conflict*. 2015. Tel Aviv: Institute for National Security Studies, 205-212.

Ross, L Commentary on Duarte et al.: (Political diversity will improve social psychological science). What kinds of conservative does social psychology lack, and why? *Brain and Behavioral Science*, 38, 2015. <https://doi.org/10.1017/S0140525X14001368>;

Kahn, D., Halperin, E., Liberman, V. & Ross, L Intergroup sentiments, political identity, and their influence on responses to potentially ameliorative proposals in the context of an intractable conflict. *Journal of Conflict Resolution*, 2016, 60(1) 61-88.

Ehrlinger, J. Gilovich, T. & Ross, L. The bias blind spot and its implications. In *Contemporary Organizational Behavior in Action*. K. Elsbach, A. Kayes, & C. Kayes, Eds. Pearson, Englewood Cliff, NJ: Prentice-Hall. 2016.

Ross, L, Arrow, K., Cialdini, R., Diamond, J Diamond-Smith, N., Dunne, J; Ehrlich, P., Feldman, M., Horn, R., Murphy, C.N., Pirages, P., Smith, K.R. & York, R. The Climate Change Challenge and Barriers to the Exercise of Foresight Intelligence. *BioScience*, (2016)

Ross, L The letter to a friend that helped launch a career. In RJ. Sternberg, ST. Fiske, S.T., & D. Foss, D (Eds.) in *Psychologists making a difference*. 2016, Cambridge University Press.

Gilovich, T. & Ross, L. The objectivity illusion. *Skeptical Inquirer*, 2016, 40(2), 40-44.

Ross, L. From the fundamental attribution error to the truly fundamental attribution error and beyond: My research journey. *Perspectives in Psychological Science*, 2018, 13(6):750-769.

Bland, B. & Ross, L Pursuing a shared future in the face of globalization: Four essential questions. In press *International Journal of Law and Public Administration*

Redelmeier, D. & Ross, L. The objectivity illusion in medical practice. *APS Observer*, 2018.

Redelmeier, D. & Ross, L Practicing medicine with colleagues; Pitfalls from social psychology science. In press *Journal of General Internal Medicine*.

Schwab, M. & Cohen G, & Ross, L The objectivity illusion and the 2016 Presidential Election. In press *Proceedings of the National Academy of Science*

Ross, L., Kahn, D, & Liberman V. The objectivity illusion in responses to perceived dissimilarity in political views and sentiments: An extension of naïve realism. Manuscript under revision. .

Also Obituaries for Albert Hastorf and Amos Tversky.

Note bio sketches are in boxmat, Lee cv and bios

Check on Jost & Ross in Mannix ed