

February, 2014

Curriculum Vitae
EMILY PRONIN

Department of Psychology
Princeton University
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Education

Stanford University
Ph.D. in Psychology, 2001

Yale University
B.A. in Psychology, summa cum laude, 1996

Academic Appointments

Princeton University
Associate Professor, Psychology and Public Affairs, 2009–

Princeton University
Assistant Professor, Psychology and Public Affairs, 2003–2009

Harvard University
Postdoctoral Fellow, Psychology, 2001–2003

Grants

Fuller Theological Seminary and John Templeton Foundation
Intellectual Humility and the Bias Blind Spot
\$200,787, 2013–2015

National Science Foundation
The Introspection Illusion and Problems of Free Will, Actor–Observer Differences, & Bias Correction
\$286,776, 2008–2012

Financial Industry Regulatory Authority (formerly NASD), Investor Education Foundation
Pitfalls of Investor Decision-Making in the Social Interaction Context
\$111,019, 2008–2011

NASD, Investor Education Foundation
Overcoming Psychological Biases to Promote Wise Investing
\$77,400, 2005–2007

Honors, Awards, and Fellowships

Society for Personality and Social Psychology
Theoretical Innovation Prize, 2009

National Institute of Mental Health
National Research Service Award (NRSA) Postdoctoral Fellowship, 2001–2003

National Science Foundation
Graduate Research Fellowship, 1996–2000

American Psychological Society
RiSE-UP Award (for student research on underrepresented populations), 2000

Stanford University Center for Teaching and Learning
Award and invited address, 2000

Yale University
Angier Prize for Best Senior Research Project in Psychology, 1996
Phi Beta Kappa, 1995

National Merit Scholar, 1992–1996

Publications

Molouki, S., & Pronin, E. (in press). Self and other. In M. Mikulincer, P. Shaver, E. Borgida, J. Bargh, et al., Eds., *APA Handbook of Personality and Social Psychology*. Washington, DC: APA Books.

Hansen, K., Gerbasi, M., Todorov, A., Kruse, E., & Pronin, E. (2014). People claim objectivity after knowingly using biased strategies. *Personality and Social Psychology Bulletin*. DOI: 10.1177/0146167214523476.

Yang, K., Friedman-Wheeler, D. G., & Pronin, E. (2014). Thought acceleration boosts positive mood among individuals with minimal to moderate depressive symptoms. *Cognitive Therapy and Research*. DOI: 10.1007/s10608-014-9597-9.

Pronin, E. (2013). When the mind races: Effects of thought speed on feeling and action. *Current Directions in Psychological Science*, 22, 283-288.

Chandler, J. J., & Pronin, E. (2012). Fast thought speed induces risk taking. *Psychological Science*, 23, 370-374.

Hansen, K. E., & Pronin, E. (2012). Illusions of self knowledge. In S. Vazire & T. D. Wilson, Eds., *Handbook of Self Knowledge*. New York: Guilford Press.

Kennedy, K. A., & Pronin, E. (2012). Bias perception and the spiral of conflict. In J. Hanson, Ed., *Ideology, Psychology, and Law*. New York: Oxford University Press.

Pronin, E., & Schmidt, K. (2012). Claims and denials of bias and their implications for policy. In E. Shafir, Ed., *The Behavioral Foundations of Public Policy*. Princeton, NJ: Princeton University Press.

Pronin, E. (2011). An impenetrable machine. In J. Brockman, Ed., *Is the Internet changing the way you think?* New York: Harper Collins.

Pronin, E., & Kugler, M. B. (2010). People believe they have more free will than others. *PNAS: Proceedings of the National Academy of Sciences of the United States of America*, 107, 22469–22474.

Gromet, D. M., & Pronin, E. (2009). What were you worried about? Actors' concerns about revealing fears and insecurities relative to observers' reactions. *Self and Identity*, 8, 342–364.

- Pronin, E. (2009). The introspection illusion. In M. P. Zanna, Ed., *Advances in Experimental Social Psychology, Volume 41*. Burlington, MA: Academic Press.
- Kennedy, K. A., & Pronin, E. (2008). When disagreement gets ugly: Perceptions of bias and the escalation of conflict. *Personality and Social Psychology Bulletin, 34*, 833–848.
- Pronin, E. (2008). How we see ourselves and how we see others. *Science, 320*, 1177–1180.
- Pronin, E., Fleming, J. J., & Steffel, M. (2008). Value revelations: Disclosure is in the eye of the beholder. *Journal of Personality and Social Psychology, 95*, 795–809.
- Pronin, E., & Jacobs, E. (2008). Thought speed, mood, and the experience of mental motion. *Perspectives on Psychological Science, 3*, 461–485.
- Pronin, E., Jacobs, E., & Wegner, D. M. (2008). Psychological effects of thought acceleration. *Emotion, 8*, 597–612.
- Pronin, E., Olivola, C. Y., & Kennedy, K. A. (2008). Doing unto future selves as you would do unto others: Psychological distance and decision making. *Personality and Social Psychology Bulletin, 34*, 224–236.
- Pronin, E. (2007). Perception and misperception of bias in human judgment. *Trends in Cognitive Sciences, 11*, 37–43.
- Pronin, E., Berger, J., & Molouki, S. (2007). Alone in a crowd of sheep: Asymmetric perceptions of conformity and their roots in an introspection illusion. *Journal of Personality and Social Psychology, 92*, 585–595.
- Pronin, E., & Kugler, M. B. (2007). Valuing thoughts, ignoring behavior: The introspection illusion as a source of the bias blind spot. *Journal of Experimental Social Psychology, 43*, 565–578.
- Pronin, E., Kennedy, K., & Butsch, S. (2006). Bombing versus negotiating: How preferences for combating terrorism are affected by perceived terrorist rationality. *Basic and Applied Social Psychology (Special Issue: In the era of 9/11: Social psychology and security), 28*, 385–392.
- Pronin, E., & Ross, L. (2006). Temporal differences in trait self ascription: When the self is seen as an other. *Journal of Personality and Social Psychology, 90*, 197–209.
- Pronin, E., & Wegner, D. M. (2006). Manic thinking: Independent effects of thought speed and thought content on mood. *Psychological Science, 17*, 807–813.
- Pronin, E., Wegner, D. M., McCarthy, K., & Rodriguez, S. (2006). Everyday magical powers: The role of apparent mental causation in the overestimation of personal influence. *Journal of Personality and Social Psychology, 91*, 218–231.
- Pronin, E., Gilovich, T. D., & Ross, L. (2004). Objectivity in the eye of the beholder: Divergent perceptions of bias in self versus others. *Psychological Review, 111*, 781–799.
- Pronin, E., Steele, C. M., & Ross, L. (2004). Identity bifurcation in response to stereotype threat: Women and mathematics. *Journal of Experimental Social Psychology, 40*, 152–168.
- Pronin, E., Lin, D. Y., & Ross, L. (2002). The bias blind spot: Perceptions of bias in self versus

others. *Personality and Social Psychology Bulletin*, 28, 369–381.

Pronin, E., Puccio, C., & Ross, L. (2002). Understanding misunderstanding: Social psychological perspectives. In T. Gilovich, D. Griffin, & D. Kahneman, Eds., *Heuristics and Biases: The Psychology of Intuitive Judgment*. New York: Cambridge University Press.

Pronin, E., Kruger, J., Savitsky, K., & Ross, L. (2001). You don't know me, but I know you: The illusion of asymmetric insight. *Journal of Personality and Social Psychology*, 81, 639–656.

Detweiler, J. B., Bedell, B. T., Salovey, P., Pronin, E., & Rothman, A. J. (1999). Message framing and sunscreen use: Gain-framed messages motivate beach-goers. *Health Psychology*, 18, 189–196.

Encyclopedia Entry

Pronin, E., & Olivola, C. Y. (2006). Egocentrism. In N. J. Salkind, K. DeRuyck, & K. Rasmussen (Eds.), *Encyclopedia of Human Development* (pp. 441–442). Thousand Oaks, CA: Sage Publications.

Conference Presentations, National and International Meetings

Blackman, S. F., & Pronin, E. (2014, February). *Asymmetric perceptions of agreement with the self and others*. Annual meeting of the Society for Personality and Social Psychology, Austin, TX.

Hansen, K., & Pronin, E. (2013, January). *The bias blind spot and making objective decisions despite it*. Annual meeting of the Society for Personality and Social Psychology, New Orleans, LA.

Blackman, S. F., & Pronin, E. (2012, January). *Perceptions of conformity to the self versus others*. Annual meeting of the Society for Personality and Social Psychology, San Diego, CA.

Yang, K., & Pronin, E. (2012, January). *Boosting mood through speed: Effects of thought acceleration on positive mood in a dysphoric sample*. Emotion preconference at the annual meeting of the Society for Personality and Social Psychology, San Diego, CA.

Hansen, K., & Pronin, E. (2011, January). Unaffected by bias: Claiming objectivity after knowingly using a biased strategy. In E. Tenney (Chair), *Actor/observer 2.0: New directions in judging self and others*. Annual meeting of the Society for Personality and Social Psychology, San Antonio, TX.

Pronin, E. (2011, January). It's not what you think: Thought speed and psychological life. In E. Pronin (Chair), *Time and the Mind*. Annual meeting of the Society for Personality and Social Psychology, San Antonio, TX.

Pronin, E. (2010, July). *Barriers to intimacy caused by self–other differences in perceptions of self-disclosures*. Annual meeting of the International Association for Relationship Research, Herzliya, Israel.

Kennedy, K. A., & Pronin, E. (2010, June). *Temporal distance as an intervention in the bias-perception conflict spiral*. In C. De Dreu (Chair), *Psychological distance and level of*

- construal in social decision making*. Annual meeting of the International Association for Conflict Management, Boston, MA.
- Contreras, J. M., & Pronin, E. (2010, January). *The self–other difference in the perception of free will*. Annual meeting of the Society for Personality and Social Psychology, Las Vegas, NV.
- Hansen, K., & Pronin, E. (2010, January). *“I know this is biased, but...”: Effects of knowingly engaging in a biased process*. Annual meeting of the Society for Personality and Social Psychology, Las Vegas, NV.
- Kennedy, K., Olivola, C., & Pronin, E. (2008, October). Do we give more of our present selves or our future selves? Psychological distance and prosocial decision making. In C. Olivola (Chair), *The impact of psychological distance on charitable fundraising*. Annual North American meeting of the Association for Consumer Research, San Francisco, CA.
- Steffel, M., Pronin, E., & Fleming, J. (2008, April). A roadblock to rapport: Why revealing personal values is viewed as unrevealing. Biannual meeting of Behavioral Decision Research in Management, San Diego, CA.
- Kennedy, K. A., & Pronin, E. (2008, February). The role of bias perceptions in the spiral of conflict. Annual meeting of the Society for Personality and Social Psychology, Albuquerque, NM.
- Pronin, E., & Wegner, D. M. (2008, February). Manic thinking: Positive psychological effects of thought speed. In E. Pronin (Chair), *Fast and easy: Effects of psychological speed on judgment and emotion*. Annual meeting of the Society for Personality and Social Psychology, Albuquerque, NM.
- Pronin, E. (2007, October). The introspection illusion as a barrier to perspective taking. In Y. Trope (Chair), *Perspective taking: Transcending the present self*. Annual meeting of the Society for Experimental Social Psychology, Chicago, IL.
- Pronin, E. (2007, July). Bombing versus negotiating: The effect of perceptions of bias on attitudes towards combating terrorism. In C. D. Landsheer (Chair), *Decisions for war and peace: Vietnam, Iraq, and the Global War on Terrorism*. Annual meeting of the International Society for Political Psychology, Portland, OR.
- Gromet, D., & Pronin, E. (2007, January). *What were you worried about?: Self–other differences in worry about revealing personal information*. Annual meeting of the Society for Personality and Social Psychology, Memphis, TN.
- Kennedy, K. A., & Pronin, E. (2007, January). *Let’s talk it over... or maybe not? How perceptions of bias influence strategic responses to conflict*. Annual meeting of the Society for Personality and Social Psychology, Memphis, TN.
- Kugler, M., & Pronin, E. (2007, January). *Introspective education as a cure for the bias blind spot*. Annual meeting of the Society for Personality and Social Psychology, Memphis, TN.
- Pronin, E., Wegner, D. M., Rodriguez, S., & McCarthy, K. (2007, January). Hexes, cheers, and everyday magic: When private thoughts lead to belief in magical powers. In J. Risen (Chair), *Magical thinking: When everyday thought processes lead to fantastical beliefs*. Annual meeting of the Society for Personality and Social Psychology, Memphis, TN.

- Rodriguez, S., Pronin, E., & Wegner, D. M. (2007, January). *Magical thinking and athletics: The effects of spectators' thoughts on perceived personal influence in sporting events*. Annual meeting of the Society for Personality and Social Psychology, Memphis, TN.
- Butsch, S., Kennedy, K., & Pronin, E. (2006, May). *The role of psychological perceptions of terrorists in shaping attitudes towards terrorism*. Annual meeting of the American Psychological Society, New York, NY.
- Molouki, S., Pronin, E., & Berger, J. A. (2006, February). *The "alone in a crowd of sheep" effect: Exploring a self-other asymmetry in perceptions of conformity*. Annual meeting of the Society for Personality and Social Psychology, Palm Springs, CA.
- Pronin, E., & Fleming, J. (2006, February). Revealing oneself in social interaction: When speakers misunderstand what listeners find revealing. In D. Ames (Chair), *Getting over yourself: New evidence on the boundaries and consequences of projection and perspective-taking*. Annual meeting of the Society for Personality and Social Psychology, Palm Springs, CA.
- Pronin, E., Berger, J. A., & Molouki, S. (2005, February). Alone in a crowd of sheep: Perceptions of social influence on self versus others. In E. Pronin & G. L. Cohen (Chairs), *Implicit social influence*. Annual meeting of the Society for Personality and Social Psychology, New Orleans, LA.
- Pronin, E., Wegner, D. M., & McCarthy, K. (2004, October). Apparent magical powers: Effects of private thoughts on perceived personal influence. In E. Pronin (Chair), *The psychology of magical beliefs*. Annual meeting of the Society for Experimental Social Psychology, Fort Worth, TX.
- Pronin, E. (2004, May). The bias blind spot: Introspection versus insight. In D. A. Armor (Chair), *Naïve realism, the bias blind spot, and illusions of objectivity*. Annual meeting of the American Psychological Society, Chicago, IL.
- Pronin, E., Gilovich, T. D., & Ross, L. (2004, January). The bias blind spot: Mechanisms, and implications for social conflict. In E. Pronin (Chair), *Psychological misunderstandings: Errors in self and social perception and their implications for social conflict*. Annual meeting of the Society for Personality and Social Psychology, Austin, TX.
- Pronin, E., & Ross, L. (2003, February). Actor–observer biases in the perception of self over time: Seeing one's past and future selves through the eyes of an observer. In L. Van Boven (Chair), *Temporal perspectives on the self and social world: Links between current experience and perceptions of the past and future*. Annual meeting of the Society for Personality and Social Psychology, Universal City, CA.
- Pronin, E., & Ross, L. (2002, February). *Seeing one's "self" as an "other": Effects of time on self-perception*. Annual meeting of the Society for Personality and Social Psychology, Savannah, GA.
- Pronin, E., Lin, D. Y., & Ross, L. (2001, February). Perceptions of bias in self versus other. In K. Savitsky (Chair), *Egocentrism in everyday judgment*. Annual meeting of the Society for Personality and Social Psychology, San Antonio, TX.
- Pronin, E., Steele, C. M., & Ross, L. (2000, June). How threatening stereotypes about math ability shape women's gender identities. In M. Inzlicht (Chair), *Stigma: How belonging*

to a disadvantaged group affects perceptions of discrimination, group identity, and performance. Annual meeting of the American Psychological Society, Miami, FL.

Pronin, E., & Ross, L. (1998, August). *Perception of intrapersonal and interpersonal knowledge in self versus other.* Annual meeting of the American Psychological Association, San Francisco, CA.

Pronin, E. Steele, C. M., & Ross, L. (1998, August). *Biased assimilation and identity adaptation in response to stereotype threat.* Annual meeting of the American Psychological Association, San Francisco, CA.

Departmental Colloquia and Area Talks

Duke University, Psychology (2013)
Yale University, Social and Developmental Psychology (2013)
Columbia University, Social and Cognitive Psychology (2013)
Arizona State University, Social Psychology (2012)
Cornell University, Psychology (2011)
Sherman Kent School - Central Intelligence Agency University (2010)
UMDNJ-Robert Wood Johnson Medical School, Institute for Study of Child Development (2010)
Wharton School of Business, Decision Processes (2008)
New York University, Social Psychology (2008)
Harvard Business School, Negotiation, Organizations & Markets (2007)
Columbia Business School, Management (2007)
Duke University, Social Psychology (2007)
University of North Carolina, Social Psychology (2007)
Yale University, Personality and Social Psychology (2006)
University of Chicago, Social Psychology (2006)
Carnegie Mellon University, Center for Behavioral Decision Research (2006)
University of Massachusetts, Personality and Social Psychology (2006)
Lehigh University, Social Psychology (2005)
Columbia University, Social Psychology (2004)
Northeastern University, Personality and Social Psychology (2003)
Harvard University, Social Psychology (2002)
Yale University, Social/Personality Psychology (2001)
University of Chicago, Management and Organizational Behavior (2001)
Princeton University, Psychology (2001)
University of Wisconsin, Psychology (2001)
University of Florida, Psychology (2000)

Other Invited Talks and Addresses

Templeton Foundation (2013)
Fifth Annual Ruvim and Nina Poretsky Memorial Lecture, Beth Israel Medical Center (2009)
Festschrift in Honor of John Darley, Princeton University (2009)
Second Annual Conference of Project on Law and Mind Sciences, Harvard Law School (2008)
American Association of Physics Teachers (2000)

Teaching

Department of Psychology, Princeton University

PSY 313 (Undergraduate lecture on social cognition)

PSY 400 (Undergraduate seminar on misunderstanding and conflict)

PSY 550 (Graduate seminar on psychology of conflict)
PSY 551 (Social psychology research seminar, i.e., “social lunch”)

Woodrow Wilson School of Public and International Affairs, Princeton University

WWS 502 (Psychology and public policy for MPA students – core course)
WWS 594P (Psychology and public policy for MPP students)
WWS 595 (Graduate seminar on psychological roots of conflict)

Department of Psychology, University of Pennsylvania (course taught by ~5 Princeton faculty)

PSYCH 600 (Graduate proseminar in social psychology)

Departmental and University Committees

Psychology

Social Neuroscience Search Committee (2013–)
Social Psychology Area Coordinator (2010–2011)
Edward E. Jones Lectures Committee (2006–2007)
Edward E. Jones Memorial Prize Committee (2006–2007, 2009–2010)
Graduate Admissions Committee (2003–2004, 2004–2005, 2005–2006)
Miller-Schroeder Memorial Prize Committee (2003–2004)

Woodrow Wilson School

Undergraduate Committee (2012–2013)
Graduate Admissions Committee (2012–2013)
QE1 Committee (2007–2008, 2008–2009)
Search Committee, for joint assistant professor in psychology (2003–2004)

University

Search Committee, Dean of the Woodrow Wilson School (2009)
Committee on the Course of Study (2008–2009)
Institutional Review Panel for Human Subjects (2004–2007)

External Service

Journals – Reviewing

Basic and Applied Social Psychology, Cortex, European Journal of Social Psychology, Group Dynamics, Group Processes and Intergroup Relations, Journal of Applied Social Psychology, Journal of Cross-Cultural Psychology, Journal of Experimental Psychology – General, Journal of Experimental Social Psychology (also on Editorial Board), Journal of Personality, Journal of Personality and Social Psychology (ASC, IRGP, PPID), Organizational Behavior and Human Decision Processes, Personality and Social Psychology Bulletin, Personality and Social Psychology Review, Perspectives on Psychological Science, Proceedings of the National Academy of Science, Psychological Review, Psychological Science, Science, Social Cognition, Social and Personality Compass, Social Psychological and Personality Science, Trends in Cognitive Science

Book Publishers – Reviewing

Guilford, McGraw-Hill, Norton, Oxford

Funding Agencies – Reviewing

National Science Foundation – Social Psychology
National Science Foundation – Decision, Risk, and Management Science

Society Committees

Society for the Study of Motivation, Program Committee, 2013
Society for Personality and Social Psychology, Program Committee, 2011
Society for Personality and Social Psychology, Theoretical Innovation Prize Committee, 2010

Advisory

Technical Advisory Group, Educational Testing Service, project concerning bias reduction
Ambassador, John F. Templeton Foundation, grant initiative concerning intellectual humility

Media (Selected)

Bias Blind Spot and Introspection Illusion

Boston Globe, Business Week, Los Angeles Times, New York Times, Scientific American, PBS Nightly Business Report, Kiplinger's Personal Investing

Thought Speed

Chicago Tribune, Psychology Today, Scientific American Mind, Shape, The Times [London], Kiplinger's Personal Finance, Huffington Post, Wall Street Journal

Magical Thinking

ABC News 20/20, New York Times, NPR Weekend America, Self, Washington Post

Identity Bifurcation

Psychology Today, Reuters Health

Affiliations and Visiting Positions

Contributing Writer, *The Situationist*, Project on Law and Mind Sciences, Harvard University
Faculty Associate, Program in Law and Public Affairs, Princeton University
Fellow, Mathey College, Princeton University
Visiting Scholar, Positive Psychology Institute, University of Pennsylvania (June 2007)
Visiting Scholar, Department of Psychology, Tel Aviv University (Summer 2006)