

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  
Assistant Professor, Psychology and Public Affairs, 2003–present

Harvard University  
Postdoctoral Fellow, Psychology, 2001–2003

Honors, Awards, and Fellowships

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

Grants

National Science Foundation  
*The Introspection Illusion and Problems of Free Will, Actor–Observer Differences, & Bias Correction*  
\$286,776, 2008–2011

Financial Industry Regulatory Authority (formerly NASD), Investor Education Foundation  
*Pitfalls of Investor Decision-Making in the Social Interaction Context*  
\$111,019, 2008–2010

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

Journal Articles, Peer-Reviewed

(Theory and Review)

Pronin, E., & Jacobs, E. (in press). Thought speed, mood, and the experience of mental motion. *Perspectives on Psychological Science*.

Pronin, E. (2008). How we see ourselves and how we see others. *Science*, 320, 1177–1180.

Pronin, E. (2007). Perception and misperception of bias in human judgment. *Trends in Cognitive Sciences*, 11, 37–43.

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.

(Experiments)

Gromet, D. M., & Pronin, E. (in press). What were you worried about? A self–other difference in concern for revealing personal fears and insecurities. *Self and Identity*.

Pronin, E., Fleming, J. J., & Steffel, M. (in press). Value revelations: Disclosure is in the eye of the beholder. *Journal of Personality and Social Psychology*.

Pronin, E., Jacobs, E., & Wegner, D. M. (in press). Psychological effects of thought acceleration. *Emotion*.

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., 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., 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., 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., 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.

### Chapters

- Pronin, E. (in press). The introspection illusion. In M. P. Zanna, Ed., *Advances in Experimental Social Psychology, Volume 41*.
- Pronin, E., & Schmidt, K. (invited, under review). Claims and denials of bias and their implications for policy. In E. Shafir, Ed., *Behavioral Foundations of Policy*.
- 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.

### 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 Talks, National and International Meetings

- 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.
- 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.

- 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., 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.

#### Conference Posters, National and International Meetings

- Steffel, M., Pronin, E., & Fleming, J. (2008, April). A roadblock to rapport: Why revealing personal values is viewed as unrevealing. Annual 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.
- 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.
- 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., & 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., & 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

- Wharton School of Business, Decision Processes (2008)
- Harvard Law School, Project on Law and Mind Sciences [conference] (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)

## Teaching

### *Department of Psychology, Princeton University*

PSY 313 (Undergraduate lecture on social cognition), 2004, 2006  
PSY 400 (Undergraduate seminar on misunderstanding and conflict), 2003  
PSY 550 (Graduate seminar on psychology of conflict), 2007  
PSY 551 (Social psychology research seminar, i.e., “social lunch”), 2004, 2007

### *Woodrow Wilson School of Public and International Affairs, Princeton University*

WWS 502 (Core lecture for MPA students on psychology for policy), 2005, 2007, 2008  
(2005: with J. Darley, E. Shafir; 2007, 2008: with J. Darley, A. Todorov)  
WWS 595 (Graduate seminar on psychological roots of conflict), 2004

### *Department of Psychology, University of Pennsylvania (ad hoc team-taught course)*

PSYCH 600 (Graduate proseminar in social psychology), 2005, 2008  
(2005: with J. Cooper, S. Fiske, D. Prentice, N. Shelton; 2008: with J. Cooper, J. Darley, S. Fiske, V. Kwan, D. Prentice, A. Todorov)

## Departmental and University Committees

### *Psychology*

Miller-Schroeder Memorial Prize Committee (2003–2004)  
Graduate Admissions Committee (2003–2004, 2004–2005, 2005–2006)  
Edward E. Jones Lectures Committee (2006–2007)  
Edward E. Jones Memorial Prize Committee (2006–2007)

### *Woodrow Wilson School*

Search Committee, for joint assistant professor in psychology (2003–2004)  
QE1 Committee (2007–2008)

### *University*

Institutional Review Panel for Human Subjects (2004–2007)  
Course of Study Committee (beginning 2008–2009)

## Reviewing

### *Journals*

Basic and Applied Social Psychology, Cortex, Group Dynamics, Group Processes and Intergroup Relations, Journal of Cross-Cultural Psychology, Journal of Applied Social Psychology, Journal of Experimental Social Psychology (also on Editorial Board), Journal of Personality, Journal of Personality and Social Psychology (ASC, IRGP), Organizational Behavior and Human Decision Processes, Personality and Social Psychology Bulletin, Personality and Social Psychology Review, Perspectives on Psychological Science, Psychological Review, Psychological Science, Science

### *Book Publishers*

Guilford, McGraw-Hill, Norton, Oxford

### *Funding Agencies*

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

### Media (Selected)

#### *Bias Blind Spot and Introspection Illusion*

Boston Globe, Business Week, Los Angeles Times, New York Times, Scientific American

#### *Thought Speed*

Chicago Tribune, MSNBC.com, Psychology Today, Shape, The Times [London]

#### *Magical Thinking*

ABC 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)

### Professional Memberships

Member, American Psychological Association (APA)

Member, Association for Psychological Science (APS)

Member, Society for Experimental Social Psychology (SESP)

Member, Society for Personality and Social Psychology (SPSP)