

VITA**DAVID DUNNING**

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CONTACT INFORMATION

Department of Psychology
Cornell University
240 Uris Hall
Ithaca, NY 14853-7601
607/255-6391
607/255-8433 (fax)

email: dad6@cornell.edu
Web: <http://cornellpsych.org/sasi/index.php>

EDUCATION

Ph.D., Psychology, Stanford University, Stanford, California, 1986
B.A., Psychology, Michigan State University, East Lansing, 1982

PROFESSIONAL EXPERIENCE

Cornell University
Professor, 1999-present
Associate Professor, 1992-1998
Assistant Professor, 1986-1992

Visiting Appointments
Visiting Fellow, University of Michigan, January-June 2000
Whitebox Fellow in Behavioral Finance, Yale University School of Management, August 2004.
Visiting Scholar, SonderForschungsBereich 504 [Collaborative Research Center 504], University of Mannheim, Germany, June 2005.
Visiting Instructor, Instituts für Wirtschafts und Sozialpsychologie [Institute for Economics and Social Psychology], University of Cologne, Germany, July 2008, June 2009

OUTSIDE PROFESSIONAL ACTIVITIES

Fellow,
American Psychological Association
Member, Early Career Award Committee (Social Psychology), 2002
American Psychological Society

Member,
American Psychology-Law Society
Society for Experimental Social Psychology

- Society for Personality and Social Psychology
 Publications Committee: Member, 2001, Chair, 2002
 Student Publication Award Committee Member, 2002
 Executive Committee, 2003-2004
 Donald T. Campbell Award Committee, Chair, 2003-2004
 Executive Officer Designate, 2004
 Executive Officer, 2005-2010
- Division 8, American Psychological Association (Personality and Social Psychology)
 Executive Officer, 2005-2010
- Foundation for Personality and Social Psychology
 Executive Officer, 2006-2010
- Associate Editor,
Journal of Personality and Social Psychology: Attitudes and Social Cognition, 2000-2002
- Guest Editor
Motivation and Emotion (March and June 2001; Special Issue on “Self-Motives and Social Perception”)
- Editorial Board,
Basic and Applied Social Psychology, 1999-present
Journal of Behavioral Decision Making, 2002-present
Motivation and Emotion, 1994-2006
Personality and Social Psychology Bulletin, 1999-2000, 2005-present
Self and Identity, 2000-2005, 2008-present
Psychological Science, 2007-present
Psychological Science in the Public Interest, 2005-present
Journal of Personality and Social Psychology: Attitudes and Social Cognition, 2003-Present
Social Psychology and Personality Science, 2009-present
- Ad Hoc Reviewer,
American Sociological Review, *Applied Cognitive Psychology*, *Basic and Applied Social Psychology*, *Journal of Abnormal Psychology*, *JAMA*, *Journal of Applied Psychology*, *Journal of Applied Social Psychology*, *Journal of Behavioral Decision Making*, *Journal of Clinical and Social Psychology*, *Journal of Experimental Psychology: Cognition, Learning, and Memory*, *Journal of Experimental Psychology: Applied*, *Journal of Experimental Social Psychology*, *Journal of Experimental Psychology: General*, *Journal of Personality and Social Psychology*, *Journal of Research in Personality*, *Journal of Social and Clinical Psychology*, *Motivation and Emotion*, *Political Psychology*, *Personality and Social Psychology Bulletin*, *Perspectives in Psychological Science*; *Psychological Bulletin*, *Psychological Methods*, *Psychological Reports*, *Psychological Review*, *Psychological Science*, *Psychological Science in the Public Interest*, *Psychology and Aging*, *Social Cognition*, *Social Psychology Quarterly*, *Sociological Spectrum*
- Ad hoc Grant Reviewer,
 National Science Foundation, Social Sciences and Humanities Research Council of Canada, Israeli Science Foundation, University Grant Council in Hong Kong
- Textbook Reviewer,
 Brooks/Cole, Dorsey Press, McGraw-Hill, Wadsworth, Worth
- Webpage Designer
 The Psychology Place, Peregrine Publishers, designed learning activity entitled “Stereotypes, Expectations, and Social Judgment”

RESEARCH INTERESTS

Social Psychology

Accuracy and Error in Self-Judgment
 Accuracy and Error in Judgments of Others
 Motivated Social Cognition and Perception
 The Self and Its Relation to Social Judgment
 Tacit Inference Processes in Stereotypes, Attitudes, and Memory

Psychology and Law

Distinguishing Eyewitness Accuracy from Error
 Cross-Racial Eyewitness Identification
 Emotion and Eyewitness Behavior

GRANT SUPPORT

Motivated reasoning without awareness, National Science Foundation. September 1, 2008-August 31, 2011 (\$282,792 for three years)

Accuracy and error in self-judgment. National Institute of Mental Health. April 1, 2001-March, 2006. (\$469,958 for 4 years plus continuation)

Self, esteem, and social judgment. National Institute of Mental Health. April 1, 1997-March 31, 2001, including no cost extension. (\$216,368; 3 years plus continuation)

BOOKS AND MONOGRAPH

Alicke, M., Dunning, D., & Krueger, J. (Eds.) (2005). *The self and social judgment*. New York: Psychology Press.

Dunning, D. (2005). *Self-insight: Roadblocks and detours on the path to knowing thyself*. New York: Psychology Press.

Dunning, D., Heath, C., & Suls, J. (2004). Flawed self-assessment: Implications for health, education, and the workplace. *Psychological Science in the Public Interest*, 5, 69-106.

PUBLICATIONS; Refereed Journal Articles

Balcetis, E., & Dunning, D. (in press). Wishful seeing: Desirable objects are seen as closer. *Psychological Science*.

Critcher, C. R., & Dunning, D. (in press). How chronic self-views influence (and mislead) self-evaluations of performance: Self-views shape bottom-up experiences with the task. *Journal of Personality and Social Psychology*.

Fetchenhauer, D., & Dunning, D. (in press). Why so cynical? Asymmetric feedback underlies misguided skepticism in the trustworthiness of others. *Psychological Science*.

Critcher, C. R., & Dunning, D. (2009). Egocentric pattern projection: How implicit personality theories recapitulate the geography of the self. *Journal of Personality and Social Psychology*, 97, 1-16.

- Fetchenhauer, D., & Dunning, D. (2009). Do people trust too much or too little? *Journal of Economic Psychology*, *30*, 263-276.
- Balcetis, E., & Dunning, D. (2008). A mile in moccasins: How situational experience reduces dispositionism in social judgment. *Personality and Social Psychology Bulletin*, *34*, 102-114.
- Balcetis, E., Dunning, D., & Miller, R. L. (2008). Do collectivists “know themselves” better than individualists?: Cross-cultural investigations of the “holier than thou” phenomenon. *Journal of Personality and Social Psychology*, *95*, 1252-1267.
- Ehrlinger, J., Johnson, K., Banner, M., Dunning, D., & Kruger, J. (2008). Why the unskilled are unaware? Further explorations of (lack of) self-insight among the incompetent. *Organizational Behavior and Human Decision Processes*, *105*, 98-121.
- Balcetis, E., & Dunning, D. (2007). Cognitive dissonance and the perception of natural environments. *Psychological Science*, *18*, 917-921.
- Selected as editor’s choice, *Science*, November 3, 2007.
- Risen, J. L., Gilovich, T., & Dunning, D. (2007). One-shot illusory correlations and stereotype formation. *Personality and Social Psychology Bulletin*, *33*, 1492-1502.
- Balcetis, E., & Dunning, D. (2006). See what you want to see: The impact of motivational states on visual perception. *Journal of Personality and Social Psychology*, *91*, 612-625.
- Dawson, E., Savitsky, K., & Dunning, D. (2006). “Don’t tell me, I don’t want to know”: Understanding people’s reluctance to obtain medical diagnostic information. *Journal of Applied Social Psychology*, *36*, 751-758.
- Epley, N., & Dunning, D. (2006). The mixed blessings of self-knowledge in behavioral prediction: Enhanced discrimination but exacerbated bias. *Personality and Social Psychology Bulletin*, *32*, 641-655.
- Caputo, D. D., & Dunning, D. (2005). What you don’t know: The role played by errors of omission in imperfect self-assessments. *Journal of Experimental Social Psychology*, *41*, 488-505.
- McElwee, R. O., & Dunning, D. (2005). A broader view of “self” in egocentric social judgment: Current and possible selves. *Self and Identity*, *4*, 113-130.
- Van Boven, L., Loewenstein, G., & Dunning, D. (2005). The illusion of courage in social prediction: Underestimating the impact of fear of embarrassment on other people. *Organizational Behavior and Human Decision Processes*, *96*, 130-141.
- Van Boven, L., Loewenstein, G., & Dunning, D. (2003). Biased predictions of others' tastes: Underestimation of owners' selling prices by “buyer's agents.” *Journal of Economic Behavior and Organization*, *51*, 351-365.
- Ehrlinger, J., & Dunning, D. (2003). How chronic self-views influence (and potentially mislead) assessments of performance. *Journal of Personality and Social Psychology*, *84*, 5-17.

- Dunning, D., & Perretta, S. F. (2002). Automaticity and eyewitness accuracy: A 10- to 12-second rule for distinguishing accurate from erroneous positive identifications. *Journal of Applied Psychology, 87*, 951-962.
- Kruger, J., & Dunning, D. (2002). Unskilled and unaware—But why? A reply to Krueger and Mueller. *Journal of Personality and Social Psychology, 82*, 189-192.
- McElwee, R. O., Dunning, D., Tan, P. L., & Hollmann, S. (2001). Evaluating others: The role of who we are versus what we think traits mean. *Basic and Applied Social Psychology, 23*, 123-136.
- Dunning, D., & Beauregard, K. S. (2000). Regulating impressions of others to affirm images of the self. *Social Cognition, 18*, 198-222.
- Epley, N., & Dunning, D. (2000). Feeling “holier than thou”: Are self-serving assessments produced by errors in self or social prediction? *Journal of Personality and Social Psychology, 79*, 861-875.
- Van Boven, L., Dunning, D., & Loewenstein, G. (2000). Egocentric empathy gaps between owners and buyers: Misperceptions of the endowment effect. *Journal of Personality and Social Psychology, 79*, 66-76.
- Kruger, J. M., & Dunning, D. (1999). Unskilled and unaware of it: How difficulties in recognizing one’s own incompetence lead to inflated self-assessments. *Journal of Personality and Social Psychology, 77*, 1121-1134.
- Beauregard, K. S., & Dunning, D. (1998). Turning up the contrast: Self-enhancement motives prompt egocentric contrast effects in social judgments. *Journal of Personality and Social Psychology, 74*, 606-621.
- Story, A. L., & Dunning, D. (1998). The more rational side of self-serving prototypes: The effects of success and failure performance feedback. *Journal of Experimental Social Psychology, 34*, 513-529.
- Dunning, D., & Sherman, D. A. (1997). Stereotypes and tacit inference. *Journal of Personality and Social Psychology, 73*, 459-471.
- Reprinted in D. Hamilton (Ed.), *Social cognition: Classic and contemporary readings*. New York: Psychology Press, 2004.
- Hayes, A. F., & Dunning, D. (1997). Construal processes and trait ambiguity: Implications for self-peer agreement in personality judgment. *Journal of Personality and Social Psychology, 72*, 664-677.
- Dunning, D., & Hayes, A. F. (1996). Evidence for egocentric comparison in social judgment. *Journal of Personality and Social Psychology, 71*, 213-229.
- Dunning, D. (1995). Trait importance and modifiability as factors influencing self-assessment and self-enhancement motives. *Personality and Social Psychology Bulletin, 21*, 1297-1306.
- Dunning, D., Leuenberger, A., & Sherman, D. A. (1995). A new look at motivated inference: Are self-serving theories of success a product of motivational forces? *Journal of Personality and Social Psychology, 59*, 58-68.

- Dunning, D., & McElwee, R. O. (1995). Idiosyncratic trait definitions: Implications for self-description and social judgment. *Journal of Personality and Social Psychology*, 68, 936-946.
- Dunning, D., & Stern, L. B. (1994). Distinguishing accurate from inaccurate eyewitness identifications via inquiries about decision processes. *Journal of Personality and Social Psychology*, 67, 818-835.
- Ross, D. F., Ceci, S. J., Dunning, D., & Tolia, M. P. (1994). Unconscious transference and mistaken identity: When a witness misidentifies a familiar but innocent person. *Journal of Applied Psychology*, 79, 918-930.
- Dunning, D., & Cohen, G. L. (1992). Egocentric definitions of traits and abilities in social judgment. *Journal of Personality and Social Psychology*, 63, 341-355.
- Dunning, D., & Stern, L. B. (1992). Examining the generality of eyewitness hypermnesia: A close look at time delay and question type. *Applied Cognitive Psychology*, 6, 643-658.
- Dunning, D., Perie, M., & Story, A. L. (1991). Self-serving prototypes of social categories. *Journal of Personality and Social Psychology*, 61, 957-968.
- Dunning, D., & Story, A. L. (1991). Depression, realism, and the overconfidence effect: Are the sadder wiser when predicting future actions and events? *Journal of Personality and Social Psychology*, 61, 521-532.
- Dunning, D., Griffin, D. W., Milojkovic, J. H., & Ross, L. (1990). The overconfidence effect in social prediction. *Journal of Personality and Social Psychology*, 58, 568-592.
- Griffin, D. W., Dunning, D., & Ross, L. (1990). The role of construal processes in overconfident predictions about the self and others. *Journal of Personality and Social Psychology*, 59, 1128-1139.
- Ross, D. F., Dunning, D., Tolia, M. P., & Ceci, S. J. (1990). The child in the eyes of the jury: Assessing mock jurors' perceptions of the child witness. *Law and Human Behavior*, 14, 5-24.
- Dunning, D., Meyerowitz, J. A., & Holzberg, A. D. (1989). Ambiguity and self-evaluation: The role of idiosyncratic trait definitions in self-serving assessments of ability. *Journal of Personality and Social Psychology*, 57, 1082-1090.
- Reprinted in T. Gilovich, D. Griffin, & D. Kahneman, *Judgment under uncertainty II: Extensions and applications*. New York: Cambridge University Press, 2001.
- Dunning, D., & Parpal, M. (1989). Mental addition versus subtraction in counterfactual reasoning: On assessing the impact of personal actions and life events. *Journal of Personality and Social Psychology*, 57, 5-15.

PUBLICATIONS: Book Chapters, Commentaries, Reviews, Abstracts

- Dunning, D. (in press). Notes on the rocky and uncertain road to self-discovery. In G. R. Goethals and J. T. Wren (Eds.), *Leadership and discovery*. New York: Palgrave Macmillan.

- Reis, H. T., & Dunning, D. (in press). Society for Personality and Social Psychology. In I. B. Weiner & E. Craighead (Eds.), *Corsini's encyclopedia of psychology* (4th ed.). New York: John Wiley & Sons.
- Carter, T. J., & Dunning, D. (2008). Faulty self-assessment: Why evaluating one's own competence is an intrinsically difficult task. *Personality and Social Psychology Compass*, 2, 346-360.
- Dunning, D., Balcetis, E., & Carter, T. (2008). Motivated reasoning below awareness. *International Journal of Psychology*, 43, 9.
- Fetchenhauer, D., Dunning, D., Schlösser, T., Gresser, F., & Haferkamp, A. (2008). Vertrauen gegenüber fremden: Befunde aus dem spieltheoretischen labor und dem echten leben. [Trust among strangers: Findings from game theory in the lab and real life.] In E. Rohmann, M. J. Herder, & D. Fetchenhauer (Eds.), *Sozialpsychologische beiträge zur positiven psychologie*. Lengerich, Germany: Pabst Science.
- Dunning, D. (2007). Social cognition. *International Encyclopedia of the Social Sciences* (2nd edition). New York: Macmillan.
- Dunning, D. (2007). Central versus peripheral traits. In R. Baumeister & K. D. Vohs (Eds.), *Encyclopedia of social psychology*. Thousand Oaks, CA: Sage.
- Dunning, D. (2007). Implicit personality theory. In R. Baumeister & K. D. Vohs (Eds.), *Encyclopedia of social psychology*. Thousand Oaks, CA: Sage.
- Dunning, D. (2007). Self. In R. Baumeister & K. D. Vohs (Eds.), *Encyclopedia of social psychology*. Thousand Oaks, CA: Sage.
- Dunning, D. (2007). Self-enhancement. In R. Baumeister & K. D. Vohs (Eds.), *Encyclopedia of social psychology*. Thousand Oaks, CA: Sage.
- Dunning, D. (2007). Self-image motives and consumer behavior: How sacrosanct self-beliefs sway preferences in the marketplace. *Journal of Consumer Psychology*, 17, 237-249.
- Dunning, D. (2007). Self-image motives: Further thoughts and reflections. *Journal of Consumer Psychology*, 17, 258-260.
- Caputo, D. D., & Dunning, D. (2007). Distinguishing accurate eyewitness identifications from erroneous ones: Post-dictive indicators of eyewitness accuracy. In R. C. L. Lindsay, D. F. Ross, J. D. Read, & M. P. Toglia (Eds.), *Handbook of eyewitness psychology: Volume 2: Memory for people* (pp. 427-452). Mahwah, NJ: Erlbaum.
- Dunning, D. (2007). Prediction: The inside view. In E. T. Higgins & A. Kruglanski (Eds.), *Social psychology: Handbook of basic principles* (2nd edition, pp. 69-90). New York: Guilford.
- Dunning, D. (2006, May 5). Not knowing thyself. *Chronicle of Higher Education*, 52 (35), B24.
- Dunning, D. (2006). Strangers to ourselves? *The Psychologist* (U.K.), 19, 600-603.

- Fetchenhauer, D. & Dunning, D. (2006). Perception of prosociality in self and others. In D. Fetchenhauer, A. Flache, B. Buunk & S. Lindenberg (Eds.), *Solidarity and prosocial behavior. An integration of psychological and sociological perspectives* (pp. 61-76). New York: Kluwer Academic/Plenum Publishers.
- Amir, O., Ariely, D., Cooke, A., Dunning, D., Epley, N., Gneezy, U., Koszegi, B., Lichtenstein, D., Mazar, N., Mullainathan, S., Prelec, D., Shafir, E., & Silva, S. (2005). Behavioral economics, psychology, and public policy. *Marketing Letters*, *16*, 443-454.
- Balcetis, E., & Dunning, D. (2005). Judging for two: Some connectionist proposals for how the self informs and constrains social judgment (pp. 181-212). In M. Alicke, D. Dunning, & J. Krueger (Eds.), *Self and social judgment*. New York: Psychology Press.
- Dunning, D., Heath, C., & Suls, J. (2005). Picture imperfect. *Scientific American MIND*, *2*(4), 20-27.
- Dunning, D., Krueger, J., & Alicke, M. (2005). The self and social perception: Looking back, looking ahead. In M. Alicke, D. Dunning, & J. Krueger (Eds.), *Self and social judgment* (pp. 269-280). New York: Psychology Press.
- Heath, C., Dunning, D., & Suls, J. M. (2005, December 3). Ignorance is bliss: We can't all be above average—yet most of us think we are. *Guardian* (U.K.), p. 3.
- Krueger, J., Alicke, M., & Dunning, D. (2005). The self as source and constraint of social perception. . In M. Alicke, D. Dunning, & J. Krueger (Eds.), *Self and social judgment* (pp. 3-16). New York: Psychology Press.
- Dunning, D. (2004). But what would a balanced approach look like? *Behavioral and Brain Sciences*, *27*, 332-333.
- Dunning, D. (2004). Plunging into the self. (Review of *Psychological dimensions of the self* by A. Buss). *Contemporary Psychology: The APA Journal of Books*, *49*, 193-94.
- Dunning, D., Johnson, K., Ehrlinger, J., & Kruger, J. (2003). Why people fail to recognize their own incompetence. *Current Directions in Psychological Science*, *12*, 83-86.
- Dunning, D. (2002). The relation of self to social perception. In M. Leary and J. Tangney (Eds.), *Handbook of Self and Identity* (pp. 421-441). New York: Guilford.
- Dunning, D. (2002). The zealous self-affirmer: How and why the self lurks so pervasively behind social judgment. In S. Fein & S. Spencer (Eds.) *Motivated social perception: The Ontario symposium* (vol. 9, pp. 45-72), Mahwah, NJ: Erlbaum.
- Beauregard, K. S., & Dunning, D. (2001). Defining self worth: Trait self-esteem moderates the use of self-serving trait definitions in social judgment. *Motivation and Emotion*, *25*, 135-162. (Special Issue on *Self-Motives and Social Perception*).
- Dunning, D., Van Boven, L., Loewenstein, G. (2001). Egocentric empathy gaps in social interaction and exchange. In S. Thye, E. J. Lawler, M. Macy, & H. Walker (Eds.), *Advances in Group Processes* (vol. 18; pp 65-97), Stamford, CT: JAI.
- Dunning, D. (2001). On the motives underlying social cognition. In N. Schwarz & A. Tesser (Eds.) *Blackwell handbook of social psychology: Volume 1: Intraindividual processes* (pp. 348-374). New York: Blackwell.

Reprinted in M. B. Brewer & M. Hewstone (Eds.), *Emotion and motivation*. New York: Blackwell, 2004.

- Dunning, D. (2001). What is the word on self-motives and social perception: Introduction to the special issue. *Motivation and Emotion*, 25, 1-6. (Special Issue on *Self-Motives and Social Perception*).
- Dunning, D. (2000). Social judgment as implicit social comparison. In J. Suls & L. Wheeler (Eds.), *Handbook of social comparison: Theory and research* (pp. 353-378). New York: Plenum.
- Dunning, D. (1999). A newer look: Motivated social cognition and the schematic representation of social concepts. *Psychological Inquiry*, 10, 1-11.
- Dunning, D. (1999). On the social psychology of hearsay evidence. *Psychology, Public Policy, and Law*, 5, 473-484.
- Dunning, D. (1999). Postcards from the edge: Notes on social psychology, the story so far. (Review of *The handbook of social psychology*, vols. 1 and 2. [4th edition]). *Contemporary Psychology: The APA Journal of Books*, 44, 6-8.
- Dunning, D., Kunda, Z., Murray, S. L. (1999). What the commentators motivated us to think about. *Psychological Inquiry*, 10, 79-82.
- Dunning, D., & Madey, S. F. (1995). Comparison processes in counterfactual reasoning. In N. Roese & J. Olson (Eds.), *What might have been: The social psychology of counterfactual thinking* (pp. 103-132). Hillsdale, NJ: Erlbaum.
- Ross, D. F., Ceci, S. J., Dunning, D., & Tolia, M. P. (1994). Unconscious transference and lineup identification: Toward a memory blending approach. In D. Ross, J. D. Read, & M. P. Tolia (Eds.) *Adult eyewitness testimony: Current trends and developments* (pp. 80-100). New York: Cambridge University Press.
- Stern, L. B., & Dunning, D. (1994). Distinguishing accurate from inaccurate eyewitness identifications: A reality monitoring approach. In D. Ross, J. D. Read, & M. P. Tolia (Eds.) *Adult eyewitness testimony: Current trends and developments* (pp. 273-299). New York: Cambridge University Press.
- Tolia, M. P., Ross, D. F., Dunning, D., & Ceci, S. J. (1994, Spring). Jurors' perceptions of child witnesses: A reply to Sonner. *Prosecutors Perspective*, 11.
- Dunning, D. (1993). Words to live by: The self and definitions of social concepts and categories. In J. Suls (Ed.) *Psychological perspectives on the self* (vol. 4, pp. 99-126). Hillsdale, NJ: Erlbaum.
- Dunning, D. (1989). Research on children's eyewitness testimony: Perspectives on its past and future. In S. J. Ceci, D. F. Ross, & M. P. Tolia (eds.) *New directions in child witness research*. (pp. 230-247). New York: Springer-Verlag.
- Ross, D. F., Dunning, D., Tolia, M. P., & Ceci, S. J. (1989). Age stereotypes, communication modality, and mock juror perceptions of the child witness. In S. J. Ceci, D. F. Ross, & M. P. Tolia (eds.) *New directions in child witness research*. (pp. 37-56). New York: Springer-Verlag.

UNDER REVIEW

- Balcetis, E., & Dunning, D. *On the generality of “holier than thou” phenomena: Are people better social psychologists than self-psychologists?* Under review, *Social Psychology and Personality Science*
- Balcetis, E., & Dunning, D. *Object desirability determines initial dominance in binocular rivalry.* Under review, *Nature*.
- Critcher, C. R., & Dunning, D. *Affirmations provide perspective: Reducing defensiveness by expanding the working self-concept.* Under review, *Psychological Science*.
- Fetchenhauer, D., & Dunning, D. *Betrayal aversion versus principled trustfulness: How to explain risk avoidance and risky choices in trust games.* Revision under review, *Journal of Economic Behavior and Organization*.

IN PREPARATION

- Balcetis, E., & Dunning, D. *Hear what you want to hear: Motivational influences on audition.*
- Balcetis, E., & Dunning, D. *Wishful seeing: Motivational influences on visual perception of the physical environment.* Chapter prepared for E. Balcetis & D. Lassiter (Eds.), *The social psychology of sight*.
- Critcher, C. R., Armor, D. A., & Dunning, D. *Self-affirmation and the reduction of defensiveness: Timing is everything.*
- Critcher, C. R., & Dunning, D. *No good deed goes unquestioned: Asymmetric cynical attributions maintain the norm of self-interest.*
- Critcher, C. R., Helzer, E., & Dunning, D. *Self-enhancement via redefining social concepts.* Chapter being prepared for M. Alicke & C. Sedikides (Eds.), *Handbook of self-enhancement*. Guilford.
- Dunning, D. *Do psychologists think too casually about causality?*
- Dunning, D. *Handbook of social motivation.* New York: Psychology Press. (edited volume; due Spring 2009).
- Dunning, D. *My relatively unknown article about “unknown unknowns.* Chapter being prepared for R. Arkin (Ed.), *Most underappreciated: 50 prominent social psychologists talk about hidden gems*. Oxford University.
- Dunning, D., & Carter, T. *Misguided exceptionalism: Why people are better social psychologists than self-psychologists in behavioral prediction.*
- Fetchenhauer, D., & Dunning, D. *Why we trust.* Chapter being prepared for D. Dunning (ed.) *Handbook of social motivation*. New York: Psychology Press.

Li, J. C., & Dunning, D., & Malpass, R. L. *Cross-racial identification among European-Americans: Basketball fandom and the contact hypothesis.*

Perretta, S. F., & Dunning, D. *Testing the automatic versus process of elimination distinction in differentiating accurate from inaccurate eyewitnesses.*

Schlösser, T., Fetchenhauer, D., & Dunning, D. *The role of immediate versus anticipated emotions in economic choice.*

Schlösser, T., Fetchenhauer, D., & Dunning, D. *The role of emotion in decisions to trust.*

Van Boven, L., Loewenstein, G., Welch, E., & Dunning, D. *The illusion of courage: Underestimating the impact of fear of embarrassment on the self.*

PRESENTATIONS (last 10 years)

Dunning, D., & Helzer, E. (2010, January). Are people better social psychologists than self-psychologists? In J. Beer (chair), *New insights into social evaluation biases: From brain to behavior*. Symposium presented at the annual conference of the Society for Personality and Social Psychology, Las Vegas, NV.

Critcher, C. R., & Dunning, D. (2009, February). Affirmations provide perspective: Reducing defensiveness by expanding the working self-concept. Paper to be presented at the 10th annual conference of the Society for Personality and Social Psychology, Tampa, FL.

Dunning, D. (2009, February). Why people fail to recognize their own incompetence: Implications for gerontological education and health. Plenary keynote address to be presented at the annual conference of the Association for Gerontology in Higher Education. San Antonio, TX.

Dunning, D., & Critcher. (2009, November). Top-Down Self-Beliefs Alter Perceptions of Bottom-Up Experience: Implications for Performance Evaluation. In C. Massey (chair), *Whither optimism: Inquiries into the existence and persistence of optimistic biases*. Symposium presented at the annual conference of the Society for Judgment and Decision Making, Boston, MA.

Critcher, C. R., & Dunning, D. (2008, February). Pattern projection: Assessing covariation by assessing the self. In C. R. Critcher (chair), *Self-centered but social: Dual roles of the self in judging others*. Symposium to be presented at the annual convention of the Society for Personality and Social Psychology, Albuquerque, New Mexico.

Dunning, D. (2008, October). On the vagaries of self-evaluation. Paper presented at the annual conference of the Person Memory Interest Group, Petaluma, CA.

Dunning, D., Balciotis, E., & Carter, T. (2008, July). Motivated reasoning below awareness. Paper presented in invited symposium *Motivation, recall, and information processing*, R. Sanitioso (chair). Annual Convention of the International Congress of Psychology, Berlin, Germany.

- Dunning, D., & Fetchenhauer, D. (2008, February). Why we trust: Evidence from economic games. Invited talk at the Judgment and Decision Making Preconference of the annual convention of the Society for Personality and Social Psychology, Albuquerque, New Mexico.
- Carter, T. J., & Dunning, D. (2007, May). Non-conscious inhibition of threatening concepts: A social-cognitive take on Freudian repression. Paper presented at the annual convention of the Association for Psychological Science, Washington, DC.
- Critcher, C. R., & Dunning, D. (2007, January). Pattern projection: Egocentrism and implicit personality theories. Paper presented at the annual convention of the Society for Personality and Social Psychology, Memphis, Tennessee.
- Critcher, C. R., & Dunning, D., & Armor, D. (2007, May). Self-affirmations pre-emptively block, but do not reverse defensiveness. Paper presented at the annual convention of the Midwestern Psychological Association, Chicago, Illinois.
- Dunning, D. (2007, March). Metacognitive errors influencing estimation of everyday outcomes. Invited talk in *8th Biennial Mt. Sinai Conference on Cognition in Schizophrenia*, Colorado Springs, Colorado.
- Dunning, D. (2007, September). Notes on the rocky and uncertain road to self-discovery. Invited talk presented at the Jepson School of Leadership Studies Conference, Richmond, Virginia.
- Dunning, D., & Fetchenhauer, D. (2007, October). The minimal relation phenomenon in economic trust games. In M. Brewer & M. Foddy (chairs), *Parallel universes or converging disciplines? Behavioral economics and experimental social psychology*. Symposium presented at the annual conference of the Society for Experimental Social Psychology, Chicago, Illinois.
- Balcetis, E., & Dunning, D. (2006, May). Losing track of time: Dissonance induced arousal biases time perception. Paper presented at the annual convention of the Association for Psychological Science, New York.
- Balcetis, E., & Dunning, D. (2006, January). Motivated perception: Cognitive dissonance reduction influences visual processing. In E. Balcetis & K. Johnson (chairs), *Take it from the top: How top-down processes affect basic perception*. Symposium presented at the annual convention of the Society for Personality and Social Psychology, Palm Springs, California.
- Dunning, D. (2006, January). Roadblocks and detours on the road to accurate views of self. Invited talk presented at the annual convention of the National Institute of the Teaching of Psychology. St. Petersburg, Florida.
- Dunning, D., & Caputo, D. (2006, January). "Unknown unknowns" and the inherent difficulty of achieving accurate self-assessments. In S. Vasire (chair), *Self-knowledge: Perspectives from social, personality, clinical, and neuropsychology*. Symposium presented at the annual convention of the Society for Personality and Social Psychology, Palm Springs, California.

- Dunning, D., Balcetis, E., Carter, T., & Hanko, K. (2006, January). Motivated reasoning below awareness. Invited paper presented at the Self Pre-conference of the International Society for Self and Society at the annual convention of the Society of Personality and Social Psychology, San Antonio, Texas.
- Hanko, K., & Dunning, D. (2006, May). Accuracy incentives do not eliminate wishful thinking. Paper presented at the annual convention of the Association for Psychological Science, New York.
- Reed, A. E., & Dunning, D. (2006, May). Divergent impact of top-down influences on academic self-assessment: Motivation biases, memory de-biases. Paper presented at the annual convention of the Association for Psychological Science, New York.
- Schlösser, T., Fetchenhauer, D., & Dunning, D. (2006, September). Against all odds? Anticipated and anticipatory emotions and decisions to trust. Paper presented at the 5th Symposium on Psychology and Economics, Tilburg, the Netherlands.
- Balcetis, E., & Dunning, D. (2005, May). What naked eye?: Motivated perception in visual object identification. Paper presented at the annual conference of the Midwestern Psychological Association, Chicago, Illinois.
- Dunning, D. (2005, June). Accuracy in self-judgment (I. Perceptions of competence; II. Perceptions of character). Workshop sponsored by the SonderForschungsBereich 504 [Collaborative Research Center 504]. Presented at the University of Heidelberg, Germany.
- Dunning, D. (2005, May). Flawed self-assessment: Implications for health, education, and the workplace. Invited paper at the annual convention of the American Psychological Society, Los Angeles, CA.
- Dunning, D. (2005, August). Lack of insight into one's own incompetence: Its causes, its consequences. Invited paper presented at the annual convention of the American Psychological Association, Washington, DC.
- Dunning, D., & Balcetis, E. (2005, October). Motivation and its impact on vision. In D. Dunning (chair) *Implicit motivated reasoning: Wish fulfillment and esteem repair below awareness*. Symposium to be presented at the annual conference of the Society for Experimental Social Psychology, San Diego, California.
- Dunning, D., & Fetchenhauer, D. (2005, January). Do people trust too much or too little? In D. Dunning (chair), *Psychological perspectives on economic choice*. Symposium presented at the annual convention of the Society for Personality and Social Psychology, New Orleans, LA.
- Williams, E. F., & Dunning, D. (2005, May). From formulas to faith; Consistent theories lead to confidence. Paper presented at the annual conference of the Midwestern Psychological Association, Chicago, Illinois.
- Balcetis, E., & Dunning, D. (2004, May). Motivated perception: Seeing what you want to see. Paper presented at the Annual Convention of the American Psychological Society, Chicago, Illinois.

- Balcetis, E., & Dunning, D. (2004, January). What's the big deal?: Consequences of feeling holier than thou. Poster presented at the Society for Personality and Social Psychology annual conference, Austin, TX.
- Caputo, D., & Dunning, D. (2004, January). What you don't know: The role played by errors of omission in imperfect self-assessment. Poster presented at the Society for Personality and Social Psychology, Austin, TX.
- Dunning, D. (2004, October). Motives and the quest for accurate self-knowledge. In J. Shah and A. Kruglanski (chairs), *The current role of motivation in social psychology*. Informal symposium presented at the annual conference of the Society for Experimental Social Psychology, Ft. Worth, Texas.
- Dunning, D. (2004, October). New perspectives on distinguishing accurate from inaccurate eyewitness identifications. Invited paper presented at the Fat Tire Conference on Eyewitness Identification. El Paso, Texas.
- Dunning, D. (2004, June). On the psychology of incompetence. Paper presented at D. Ariely & D. Prelec (chairs) workshop on *Behavioral economics: The role of psychology and behavioral economics in policy*. Sixth triennial Invitational Choice Symposium, Estes Park, CO.
- Dunning, D. (2004, July). On the psychology of incompetence. Invited paper presented at the Small Group Conference on Social Metacognition, Heidelberg, Germany.
- Dunning, D., & Balcetis, E. (2004, October). See what you want to see: Motivational influences on visual processing. Invited paper presented at the Self Pre-conference of the International Society for Self and Society, Fort Worth, TX.
- Dunning, D., & Perretta, S. F. (2004, March). Decision times and eyewitness accuracy: A 10- to 12-second rule. In S. Gronlund and S. Clarke (chairs), *Decision Processes in Eyewitness Identification*. Symposium at the bi-annual conference of the American Psychology-Law Association, Scottsdale, Arizona.
- Balcetis, E., & Dunning, D. (2003, April). Holier than who?: Cross-cultural applicability of the holier than thou effect. Paper presented at the Southeastern Psychological Association, New Orleans, LA.
- Caputo, D., & Dunning, D. (2003, July). Sequential lineups: Decision processes of accurate and inaccurate eyewitnesses. Paper presented at the Psychology and Law International Interdisciplinary Conference, Edinburgh, Scotland.
- Ehrlinger J. M., & Dunning, D. (2003, February). How chronic self-views influence (and mislead) estimates of performance. Paper presented at the Society for Personality and Social Psychology, Los Angeles, CA.
- Fetchenhauer, D., & Dunning, D. (2003, August). Gullibility versus social paranoia: Do people trust too much or too little? Paper presented at the 2nd Tilberg Symposium on Psychology and Economics: Games and Decisions, Tilberg, Germany.
- Fetchenhauer, D., & Dunning, D. (2003, August). Gullibility versus social paranoia: Do people trust too much or too little? In M. Marquis (chair) *Rationality and Society*. Symposium presented at the Annual Convention of the American Sociological Association, Atlanta, Georgia.

- Dunning, D. (2002, August). Why people fail to recognize their own incompetence. Invited address, Division 3 (experimental psychology), Annual Convention of the American Psychological Association, Chicago, Illinois.
- Dunning, D. (2002, November). Why people fail to recognize their own incompetence: Consequences for medicine. 20th Annual RIME [Research in Medical Education] Invited Address, Annual Convention of the American Association of Medical Colleges, San Francisco, California.
- Caputo, D. D., & Dunning, D. (2002, February). Errors of omission and self-perception. Paper presented at the annual conference of the Society for Personality and Social Psychology, Savannah, Georgia.
- Dawson, E., Savitsky, K., & Dunning, D. (2002, February). Don't ask, don't tell: How disease severity and modifiability impact decisions to seek medical testing. Paper presented at the annual conference of the Society for Personality and Social Psychology, Savannah, Georgia.
- Ehrlinger, J., & Dunning, D. (2002, February). How chronic self-views influence (and potentially mislead) performance estimates. Paper presented at the annual conference of the Society for Personality and Social Psychology, Universal City, California.
- Chase, E., & Dunning, D. (2001, June). Social comparison and its influence on behavior. Paper presented at the annual convention of the American Psychological Society, Toronto, Ontario, Canada.
- Dunning, D. (2001, March). The "holier than thou" problem in predicting pro-social behaviors by self and others. Invited paper presented at the Conference on Pro-Social and Solidarity Behavior, Schiermonnikoog, Netherlands.
- Dunning, D. (2001, February). Ignorance as bliss. Invited paper presented at the Self Preconference of the Annual Conference of the Society of Personality and Social Psychology, San Antonio, Texas.
- Dunning, D. (2001, February). On self-insight, or rather the lack thereof. Invited address at the Annual Conference of the Society of Personality and Social Psychology, San Antonio, Texas.
- Ehrlinger, J., & Dunning, D. (2001, June). Explaining women's avoidance of science through metacognitive judgments. Paper presented at the annual convention of the American Psychological Society, Toronto, Ontario, Canada.
- Ehrlinger, J., Lawson, K., & Dunning, D. (2001, February). How self-theories mislead self-assessment of performance. Paper presented at the annual convention of the Society for Personality and Social Psychology, San Antonio, Texas.
- Epley, N., & Dunning, D. (2001, November). On the inverse relationship between confidence and calibration in self and social prediction. Paper presented at the Annual Conference of the Society for Judgment and Decision Making, Orlando, Florida.
- Johnson, K. L., & Dunning, D. (2001, November). The problem with proprioception: How internal cues lead self-judgments of emotion astray. Paper presented at the annual conference of the Society for Judgment and Decision Making, Orlando, Florida.

- Lawson, K., Ehrlinger, J., & Dunning, D. (2001, February). Insight into one's performance: The role of feedback and general theories in a real world setting. Paper presented at the annual convention of the Society for Personality and Social Psychology, San Antonio, Texas.
- Loewenstein, G., Van Boven, D., & Dunning, D. (2001, May). Self-regulation and self-knowledge: What you don't know can hurt you! Paper presented at the American Psychological Society, Toronto, Canada.
- Van Boven, L., Loewenstein, G., Welch, E., & Dunning, D. (2001, November). The illusion of courage: Underestimating social-risk aversion in self and others. Paper presented at the annual conference of the Society for Judgment and Decision Making, Orlando, Florida.
- Dawson, E., Savitsky, K., & Dunning, D. (2000, March). "Don't tell me, I don't want to know": The effects of disease severity and modifiability on individuals' desire to submit to medical diagnostic tests. Paper presented at the Society of Personality and Social Psychology, Nashville, TN.
- Dunning, D. (2000, May). The zealous self-affirmer: Implications of self-goals for social judgment. Invited paper to be presented at the 9th Ontario Symposium on Social Cognition, Waterloo, Ontario, Canada.
- Ehrlinger, J., Lawson, K., & Dunning, D. (2000, June). On the relationship between perceived and actual performance. Paper presented at the Annual Convention of the American Psychological Society, Miami, Florida.
- Epley, N., & Dunning, D. (2000, June). Self and social predictions: Sometimes knowing more means predicting less. Paper presented at the Annual Convention of the American Psychological Society, Miami, Florida.
- Keegan, T., & Dunning, D. (2000, June). Implicit group identification and intergroup behavior. Paper presented at the Annual Convention of the American Psychological Society, Miami, Florida.
- Dawson, E., & Dunning, D. (1999, June). The little old ladies lineup: Age matters, but differently than you think. Paper presented at the Annual Convention of the American Psychological Society, Denver, Colorado.
- Dunning, D., & Epley, N. (1999, October). Do self-serving comparisons of self with others involve misjudgments about the self or mispredictions about others? In D. Dunning (chair), *Mispredicting the self*. Symposium presented at the annual conference of the Society for Experimental Social Psychology, St. Louis, Missouri.
- Van Boven, L., Dunning, D., & Loewenstein, G. (1999, August). Are people aware of the endowment effect?: Egocentric perceptions of others' tastes. Paper presented at the Academy of Management Annual Conference, Chicago, IL.

CONFERENCES ORGANIZED

Fourth Annual SESP Preconference on the Self, International Society for Self and Identity, St. Louis, Mo, October 1999. (with Michael Kernis)

Fifth Annual SESP Preconference on the Self, International Society for Self and Identity, Atlanta, GA, October 2000. (with Jeff Greenberg)

INVITED TALKS AND COLLOQUIA

Colgate University
 Cornell University Law School
 Florida International University
 Harvard University, Department of Psychology
 Harvard University Medical School
 Indiana University
 Leonard M. Miller School of Medicine at the University of Miami
 Michigan State University
 New York University, Department of Psychology
 New York University, Stern School of Business
 Northeastern University
 Northwestern University
 Ohio State University (two visits)
 Ohio University
 Princeton University (2 visits: Cognitive Science Program, Psychology Department)
 Rochester Institute of Technology, National Technical Institute for the Deaf
 SUNY--University at Buffalo
 SUNY--Syracuse, Psychiatry Department, Health Science Center
 Syracuse University
 University of Basel (Switzerland)
 University of California, San Diego, Rady School of Management
 University of Chicago, Graduate School of Business, Decision Research Center (two visits)
 University of Köln (Cologne, Germany; 3 visits)
 University of Groningen (Dept. of Psychology; Dept. of Sociology.)
 University of Iowa
 University of Maryland
 University of Massachusetts (2 visits)
 University of Miami (Ohio)
 University of Michigan (Social Psychology Area; Decision Consortium)
 University of Michigan Medical School, Medical Education Scholars Program
 University of New Hampshire (Mary Hennessey Blum Memorial Lecture)
 University of Pennsylvania, Wharton School
 University of Toronto, Faculty of Medicine (Robert Stone Lecture)
 University of Toronto, Psychology Department (Mississauga Campus)
 University of Waterloo
 University of Wisconsin, Madison
 University of Würzburg (Germany)

Stanford University, Department of Psychology
Stanford University Graduate School of Business
Weill Medical College of Cornell University, Research Methodology Conference (2 visits)
Williams College
Yale University, Psychology Department
Yale University, School of Management (3 visits)

MEDIA APPEARANCES (Selected)

Television

Science Today, Discovery Channel, Canada (1/18/00, 3/21/01)
Canada AM, CTV (1/19/00)
The Early Show, CBS (1/20/00)
World News Now, ABC (6/20/00)
ScienCentral (local ABC news stations; 12/27/05, 8/17/06)

Radio

All Things Considered, NPR (1/18/00, 10/8/07)
Gene Burns Show, Talk America Network (1/18/00)
Armstrong Williams Show, Talk America Network (1/18/00)
Today, BBC Radio 4 (1/19/00)
Midmorning, Minnesota Public Radio (1/25/00)
Australian Broadcasting Corporation (2/15/01)
CBC Radio National (2/21/01)
Science Watch (syndicated; 4/2/01)
BBC World Service (11/18/05)

Interviewed for articles appearing in:

New York Times, *USA Today*, *Wall Street Journal*, Reuters News Service, *Kansas City Star*, *Pittsburgh Post-Gazette*, *Portland Oregonian*, *Seattle Times*, *US News & World Report*, *Gallup Management Journal*, *Cornell Magazine*, *People*, *Mademoiselle*, *Psychology Today*, *Entrepreneur*, *London Times* (U.K.), *Workplace News* (Canada), *New York Times Magazine*, *Superinterresante* (Brazil), *El Mercurio* (Santiago, Chile), *El Mundo* (Madrid, Spain), *CNR* (Barcelona, Spain), *ABCnews.com*, *salud.com*, *discoverychannel.com* (Canada), *ReutersHealth.com*

HONORS AND AWARDS

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| Faculty Mentor, Merrill Presidential Scholars Award, received twice | 1993 |
| National Research Service Award, post-doctoral grant, NIMH, declined | 1986 |
| National Science Foundation Graduate Fellowship | 1983-1986 |
| Summa Cum Laude, Michigan State University | 1982 |
| Phi Kappa Phi Honorary Society | 1981 |
| Phi Beta Kappa Honorary Society | 1981 |
| Mortar Board Honor Society | 1981 |
| Michigan State University Alumni Distinguished Scholarship | 1978 |

COURSES TAUGHT

Psychology and Law, Cornell University
Research Methods in Psychology, Cornell University
The Self
Director, Senior Honors Program, Cornell University
Cognitive Social Psychology, graduate course, Cornell University

DISSERTATIONS SUPERVISED

Lisa Beth Stern (now at Interstar Pharmaceutical Research, Quebec)
Amber L. Story (now at the National Science Foundation)
Rory O'Brien McElwee (now at Philadelphia University)
Andrew F. Hayes (now at Department of Communication, Ohio State University)
Scott F. Perretta (now at Griggs Andersen, Portland, Oregon)
Justin Kruger (Stern School of Business, New York University; co-directed with Thomas Gilovich)
Jeanine Prime (now at Catalyst, Inc.)
Emily Coleman (now at Syracuse University)
Deanna Caputo (now at BAE Analysts, Virginia)
Emily Balcetis (now at New York University; winner 2007 SESP Dissertation Award)
Travis Carter (now at Booth School of Business, University of Chicago)

DEPARTMENT AND UNIVERSITY COMMITTEES

Graduate Field Member
 Psychology, 1986-present
 Cognitive Studies, 1995-present
Director, Graduate Field of Psychology, 1998-2001
Law and Society Undergraduate Concentration
 Member, 1986-present
 Executive Council, 1988-1992
 Director, 1989-1990, 1997-2000
Affiliate, Center for Behavioral and Economic Decision Research, 1987-present
Psychology Graduate Field Admissions Committee, 1987, 1994-2002
Psychology Department Colloquium Series Director, 1991-1997
Psychology Department Search Committee, member, 1997, 1998 (co-chair), 1999, 2000, 2001, 2005, 2006 (chair)
Director, Awards and Fellowships Committee, 1997-1998
Cornell University Faculty Council of Representatives, 1988-1991
University Committee for Human Subjects, 1990-1991, 1995-present
University Hearing Board, 1997-1998
Independent Major Board, College of Arts and Sciences, 2001-present
Participant, Cornell University Social Science Faculty Seminar on Inequality, 2001-2002
Member, Search Committee for Dean of the College of Human Ecology, 2003-2004
Ad Hoc Committee on External Funding for the Social Sciences, 2005-2006