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Education

Ph.D. Yale University, 1979 (Psychology)
M.A. University of British Columbia, 1976
B.A. University of British Columbia, 1975

Experience

2005-2006 Russell Sage Scholar

2002- present Mitchell Professor of Organizational Behavior, Haas School of Business, University of California Berkeley (also affiliated with psychology and political science)

1996-2001 Harold Burt Professor of Psychology and Political Science The Ohio State University

1993-1994 Fellow, Center for Advanced Study in the Behavioral Sciences, Stanford

1993-1995 Distinguished Professor, University of California, Berkeley

1988-1995 Director, Institute of Personality and Social Research, University of California, Berkeley

1987-1996 Professor of Psychology

1984-1987 Associate Professor, Department of Psychology, University of California, Berkeley

1980-1995 Research Psychologist, Survey Research Center, University of

California, Berkeley

1979-1984 Assistant Professor, Department of Psychology, University of California, Berkeley

Awards and Honors

Woodrow Wilson Award for best book published on government, politics, or international affairs and Robert E. Lane Award for best book in political psychology, both from American Political Science Association in 2005, for Expert political judgment: How good is it? How can we know?

National Academy of Sciences Award for Behavioral Research Relevant to the Prevention of War, 1999

Nevitt Sanford Award for Distinguished Professional Contributions to Political Psychology, International Society of Political Psychology, 1997.

Woodrow Wilson Book Award, American Political Science Association (co-recipient with P. Sniderman & R. Brody, for Reasoning and Choice: Explorations in Political Psychology), 1992.

American Association for the Advancement of Science Prize for Behavioral Science Research, 1988.

MacArthur Fellow in International Security and Conflict Resolution, 1987-1989; 1999-2001.

Fellow of Division 8 of the American Psychological Association, 1987.

Erik H. Erikson Award of the International Society of Political Psychology, 1987.

Fellow at the Center for Advanced Study in the Behavioral Sciences, 1987.

Distinguished Scientific Award for Early Career Contribution to Social Psychology, American Psychological Association, 1986.

Canada Council Doctoral Fellowship, 1977-1979.

Yale University Fellowship, 1976-1977.

Governor-General's Gold Medal, Award for Undergraduate Academic Excellence, 1975.

British Columbia Psychological Association Gold Medal, 1975.

Books and Edited Volumes

- Tetlock, P.E., Lebow, R.N., & Parker, G. (Eds) (2006). Unmaking the West: What-if scenarios that rewrite world history. Ann Arbor, MI: University of Michigan Press.
- Tetlock, P.E. (2005). Expert political judgment: How good is it? How can we know? Princeton: Princeton University Press.
- Tetlock, P. E. & Belkin, A. (Eds.) (1996). Counterfactual thought experiments in world politics. Princeton: Princeton University Press.
- Sniderman, P., Fletcher, J., Russell, P. & Tetlock, P. E. (1996). The clash of rights: Liberty, equality, and legitimacy in liberal democracy. New Haven: Yale University Press.
- Sniderman, P., Tetlock, P. E., & Carmines, E. G. (Eds.) (1993). Prejudice, politics, and the American dilemma. Stanford: Stanford University Press.
- Suedfeld, P. & Tetlock, P. E. (Eds.) (1991). Psychology and social policy. Washington, D.C.: Hemisphere.
- Sniderman, P. M., Brody, R., & Tetlock, P. E. (1991). Reasoning about politics: Explorations in political psychology. Cambridge University Press.
- Breslauer, G., & Tetlock, P. E. (Eds.), (1991). Learning in U.S. and Soviet foreign policy. Boulder: Westview Press.
- Tetlock, P. E., Husbands, J., Jervis, R., Stern, P., & Tilly, C. (Eds.) Behavior, society, war. Oxford: Oxford University Press. Volume 1 (1989), Volume 2 (1991), Volume 3 (1993).

Journal Articles, Chapters, and Reviews

2006

- Tetlock, P. E., Visser, P., Singh, R., Polifroni, M., Elson, B., Mazzocco, P., & Rescober, P. (in press). People as intuitive prosecutors: The impact of social control motives on attributions of responsibility. Journal of Experimental Social Psychology.
- Moore, D., Tetlock, P. E., Tanlu, L. & Bazerman, M. (2006). Conflicts of interest and the case of auditor independence: Moral Seduction and Strategic Issue Cycling. Academy of Management Review, 31, 10-29.
- Bazerman, M. Moore, D., Tetlock, P. E., Tanlu, L. (2006). Reports of solving the conflicts of interest in auditing are highly exaggerated. Academy of Management Review, 31, 43-49.

- Tetlock, P. E. & Parker, G. (2006). Counterfactual thought experiments: Why we can't live with them and how we must learn to live with them. In Tetlock, P.E., Lebow, R.N., & Parker, G. (Eds) (2006). Unmaking the West: What-if scenarios that rewrite world history. Ann Arbor, MI: University of Michigan Press.
- Parker, G. & Tetlock, P. E. (2006). Counterfactual history: Its advocates, its critics and its uses. In Tetlock, P.E., Lebow, R.N., & Parker, G. (Eds) (2006). Unmaking the West: What-if scenarios that rewrite world history. Ann Arbor, MI: University of Michigan Press.
- Tadmor, C. & Tetlock, P. E. (in press). Biculturalism: A model of the effects of second-culture exposure on integrative complexity. Journal of Cross-Cultural Psychology.
- Tetlock, P.E. (in press). Psychology and politics: The challenges of integrating levels of analysis in social science. In E. T. Higgins & A. Kruglanski (eds.), Social Psychology: Handbook of basic principles. New York: Guilford.
- Mitchell, P. G. & Tetlock, P. E. (in press). Experimental political philosophy: Justice judgments in the hypothetical society paradigm. In Krosnick, J. and Chiang, I. (eds), New explorations in political psychology. New York: Taylor and Francis.
- Tetlock, P. E. (in press). Observing political observers: Biases in judgments of possible pasts and probable futures. Pp. 58-79 in Garling, T., Backenroth-Ohsako, T., & Ekehammar, B. (Eds.) (2006). Diplomacy and psychology: Prevention of armed conflicts after the cold war. Singapore: Marshall Cavendish.
- Tadmor, C.T., Tetlock, P.E., & Peng, K. 2006. Biculturalism and Integrative Complexity: Testing the Acculturation Complexity Model. In K. Mark Weaver (Ed.), Proceedings of the Sixty-fifth Annual Meeting of the Academy of Management (CD), ISSN 1543-8643.
- Mitchell, P. G. & Tetlock, P. E. (in press). An empirical inquiry into the relation of corrective justice to distributive justice. Journal of Empirical Legal Studies.
- Mitchell, P. G. & Tetlock, P. E. (in press). Anti-discrimination law and the perils of mind reading. The Ohio State University Law Review.
- Reich, D., Green, M., Brock, T. C. & Tetlock, P. E. (in press). Biases in research evaluation: Inflated assessment, oversight or error-type weighting. Journal of Experimental Social Psychology.
- Suedfeld, P., Tetlock, P. E., & Jhangiani, R. (in press). The Bush Doctrine and the psychology of alliances. In S. A. Renshon and P. Suedfeld (eds.), Understanding the Bush Doctrine: Psychology and Strategy in an Age of Terrorism. New York: Routledge Press.
- Tadmor, C.T., & Tetlock, P.E. (in press). "Value pluralism model" and "Integrative complexity" entries. In R. F. Baumeister & K. D. Vohs (Eds.), Encyclopedia of social psychology.

Thousand Oaks, CA: Sage.

Tetlock, P.E. (in press). Factors promoting forecasting accuracy among experts: Some multi-method convergence. Interfaces.

2005

Tetlock, P. E. (2005). Gauging the heuristic value of heuristics. Behavioral and Brain Sciences.

Tetlock, P. E., & McGraw, P. (2005). Theoretically framing relational framing. Journal of Consumer Psychology, 15(1), 2-16.

McGraw, P. & Tetlock, P.E. (2005). Taboo trade-offs, relational framing, and the acceptability of exchanges. Journal of Consumer Psychology, 15(1), 35-38.

2004

Arkes, H. & Tetlock, P. E. (2004) Attributions of implicit prejudice, or “Would Jesse Jackson ‘fail’ the Implicit Association Test?” Psychological Inquiry, 15(4), 257-278.

Tetlock, P. E., & Arkes, H. (2004). The implicit-prejudice exchange: Islands of consensus in a sea of controversy. Psychological Inquiry, 15(4), 311-321.

Tetlock, P. E. & Henik, E. (2004). Accountability. In Nicholson, N., Audia, P., & Pillutla, M. (Eds.). Blackwell Encyclopedic Dictionary of Organizational Behavior. Cambridge, MA: Blackwell Publishers.

Tetlock, P.E. & Henik, E. (2004). Theory-driven versus imagination-driven reasoning about what could have been: Are we fated to be prisoners of our preconceptions? In D. Mandel, D. Hilton, & P. Catellani (eds), The psychology of counterfactual thinking. London: Routledge.

Rucker, D., Polifroni, M., Tetlock, P.E. & Scott, A. (2004). On the assignment of punishment: The impact of general societal threat and the moderating role of severity. Personality and Social Psychology Bulletin, 30(6), 673-684.

Tetlock, Philip, McGraw, A. Peter, & Kristel, Ori (2004). Proscribed forms of social cognition: Taboo trade-offs, blocked exchanges, forbidden base rates, and heretical counterfactuals. In N. Haslam (Ed.), Relational models theory: A contemporary overview. Mahway, NJ: Erlbaum.

McGraw, P., Mellers, B. A. & Tetlock, P. E. (2004). Expectations and emotions of Olympic Athletes. Journal of Experimental Social Psychology, 41, 438-446.

Tetlock, P. E. (2004). Political psychology: The challenges of sustaining interdisciplinary research programs. Contemporary Psychology, 49(2), 170-173.

2003

Tetlock, P.E. (2003). Thinking about the unthinkable: Coping with secular encroachments on sacred values. Trends in Cognitive Science, 7, 320-324.

McGraw, P, Tetlock, P. E., & Kristel, O. (2003). The limits of fungibility: Relational schemata and the value of things. Journal of Consumer Research, 30, 219-229.

Mitchell, P.G., Tetlock, P.E., Newman, D. & Lerner, J. (2003). Experiments behind the veil: A hypothetical societies approach to the study of social justice. Political Psychology, 24, 519-547.

Suedfeld, P., Guttieri, K. & Tetlock, P. E. (2003). Assessing integrative complexity at a distance: Archival analyses of thinking and decision-making. In J. Post (ed.), The psychological assessment of political leaders. Ann Arbor: University of Michigan Press.

Suedfeld, P. & Tetlock, P.E. (2003). President Clinton: Cognitive manager in trouble. In J. Post (ed.), The psychological assessment of political leaders. Ann Arbor: University of Michigan Press.

Tetlock, P.E. (2003). Correspondence and coherence indicators of good judgment. In D. Hardman & L. Macchi (eds). Thinking: Psychological perspectives on reasoning, judgment and decision making. Cambridge University Press.

2002

Tetlock, P.E. (2002). Exploring empirical implications of deviant functionalist metaphors: People as intuitive politicians, prosecutors, and theologians. In T. Gilovich, D. W. Griffin, & D. Kahneman (2000). Inferences, heuristics and biases: New directions in judgment under uncertainty. New York: Cambridge University Press.

Tetlock, P.E. (2002). Cognitive biases in path-dependent systems: Theory driven reasoning about plausible pasts and probable futures in world politics. In T. Gilovich, D. W. Griffin, & D. Kahneman. (Eds.). Inferences, heuristics and biases: New directions in judgment under uncertainty. New York: Cambridge University Press.

Tetlock, P.E. & Mellers, B. (2002). The great rationality debate: The impact of the Kahneman and Tversky research program. Psychological Science, 13, 94-99.

Tetlock, P.E. (2002). Social-functionalist frameworks for judgment and choice: The intuitive politician, theologian, and prosecutor. Psychological Review, 109, 451-472.

Peterson, R. & Tetlock, P. E. (2002). Review of M. Turner (ed.) *Groups at Work: Theory and Research*. Administrative Science Quarterly, 47, 178-181.

2001

Tetlock, P.E. & Lebow, R.N. (2001). Poking counterfactual holes in covering laws: Cognitive styles and historical reasoning. American Political Science Review, 95, 829-843.

Tetlock, P. E. (2001). The virtues of cognitive humility: For us as well as them. In R. Gowda and J. Fox (Eds.), Judgments, Decisions, and Public Policy: Behavioral Decision Theoretic Perspectives and Applications. New York: Cambridge University Press.

Goldgeier, J. & Tetlock, P. E. (2001). Psychology and international relations theory. In N. Polsby (ed.), Annual Review of Political Science, 2001, (volume 4). Palo Alto: Annual Reviews Press.

Lerner, J. & Tetlock, P.E. (2001). The impact of accountability on cognitive bias: Bridging individual, interpersonal, and institutional approaches to judgment and choice. In S. Schneider and J. Shanteau (eds), Emerging perspectives in judgment and decision-making. New York: Cambridge University Press.

Suedfeld, P. & Tetlock, P.E. (2001). Individual differences in information processing. In A. Tesser & N. Schwartz, Blackwell International Handbook of Social Psychology: Intra-individual Processes, (Vol 1). London: Blackwell Publishers.

Herrmann, R., Tetlock, P. E., and Diascro, M. (2001). How Americans think about trade: Resolving conflicts among money, power, and principles. International Studies Quarterly, 45, 191-218.

Sniderman, P.M., Tetlock, P.E. & Elms, L. (2001). Public opinion and democratic politics: The problem of non-attitudes and the social construction of political judgment. In J. Kuklinski (ed.), Citizens and politics: Perspectives from political psychology. New York: Cambridge University Press.

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Tetlock, P.E. (2000). Cognitive biases and organizational correctives: Do both disease and cure depend on the ideological beholder? Administrative Science Quarterly, 45, 293-326. Reprinted in L. Thompson (ed.), The social psychology of organizational behavior. (pp. 384-406). New York: Taylor and Francis Books. Reprinted in M. Bazerman (ed), The

International Library of critical writings in business and management. Cheltenham: Elgar.

- Tetlock, P.E., Kristel, O., Elson, B., Green, M., and Lerner, J (2000). The psychology of the unthinkable: Taboo trade-offs, forbidden base rates, and heretical counterfactuals. Journal of Personality and Social Psychology, 78, 853-870.
- Markman, K. D., & Tetlock, P. E. (2000). AI could not have known@: Accountability, foreseeability, and counterfactual denials of responsibility. British Journal of Social Psychology.
- Green, M., Visser, P., & Tetlock, P.E. (2000). Coping with accountability cross-pressures: Low-effort evasive tactics and high-effort quests for complex compromises. Personality and Social Psychology Bulletin, 26, 1380-1392.
- Tetlock, P. E. & Goldgeier, J. (2000). Human nature and world politics: Cognition, influence, and identity. International Journal of Psychology, 35, 87-96.
- Conway, L., Suedfeld, P., & Tetlock, P.E. (2000). Integrative complexity and political decisions that lead to war or peace. In R. Wagner and D. Christie (eds.), Handbook of Peace Psychology. Hillsdale, NJ: Erlbaum.
- Tetlock, P. E. & Visser, P. (2000). Thinking about Russia: Possible pasts and probable futures. British Journal of Social Psychology, 39, 173-196.
- Tetlock, P. E. (2000). Counterfactual reasoning and public policy. In I. Katznelson and K. Prewitt (eds.), International Encyclopedia of the Social and Behavioral Sciences. London: Elsevier Science Publishers.
- Sniderman, P., Fletcher, J., Russell, P., Tetlock, P.E., & Prior, M. (2000). The theory of democratic elitism revisited. Canadian Journal of Political Science, 33, 569-581.
- Tetlock, P.E. (2000). Review of J.M. Post and R.S. Robbins, Political paranoia: The psychopolitics of hatred. American Political Science Review , 753-754.
- Markman, K. D., & Tetlock, P. E. (2000). Accountability and close-call counterfactuals: The loser who almost won and the winner who almost lost. Personality and Social Psychology Bulletin, 26, 1213-1224.
- Tetlock, P.E. (2000). Coping with trade-offs: Psychological constraints and political implications. In S. Lupia, M. McCubbins, & S. Popkin (eds.), Political reasoning and choice. Berkeley: University of California Press.
- Sniderman, P.M., Tetlock, P.E. & Elms, L. (2000). Public opinion and democratic politics: The problem of non-attitudes and the social construction of political judgment. In J. Kuklinski

(ed.), Doing political psychology. New York: Cambridge University Press.

1999

Lerner, J. & Tetlock, P.E. (1999). Accounting for the effects of accountability. Psychological Bulletin, 125, 255-275.

Tetlock, P.E. (1999). Theory-driven reasoning about possible pasts and probable futures: Are we prisoners of our preconceptions? American Journal of Political Science, 43, 335-366.

Fiske, A. & Tetlock, P.E. (1999). Taboo trade-offs: Constitutive prerequisites for social life. In S.A. Renshon and J. Duckitt (eds), Political Psychology: Cultural and Cross-cultural Perspectives. London: MacMillan.

Mellers, B. A., Erev, I., Fessler, D.M. T., Hemelrijk, C. K., Hertwig, R., Laland, K. N., Scherer, K. R., Seeley, T. D., Selten, R., & Tetlock, P.E. (1999). Effects of emotional and social processes on bounded rationality. In G. Gigerenzer and R. Selten (Eds.) Bounded rationality: The adaptive toolbox. Cambridge: MIT Press.

Hermann, R., Tetlock, P.E., & Visser, P. (1999). Mass public decisions on going to war: A cognitive-interactionist framework. American Political Science Review, 93. 553-574.

Goldberg, J. H., Lerner, J. S. & Tetlock, P. E. (1999). Rage and reason: The psychology of the intuitive prosecutor. European Journal of Social Psychology, 29, 781-795.

Tetlock, P.E. (1999). The ever-shifting psychological foundations of democratic theory: Do citizens have the right stuff? Critical Review, 12, 545-561.

Tetlock, P.E. & Lerner, J. (1999). The social contingency model: Identifying empirical and normative boundary conditions on the error-and-bias portrait of human nature. In S. Chaiken & Y. Trope (eds.), Dual process models in social psychology. New York: Guilford Press.

Tetlock, P.E. (1999). Accountability theory: Mixing properties of human agents with properties of social systems. In J. Levine, L. Thompson, & D. Messick (eds.), Shared cognition in organizations: The management of knowledge. Erlbaum: Hillsdale, N.J.

Tetlock, P. E. (1999). Prospecting for evidence for prospect theory. Review of R. McDermott, Risk-taking in international politics: Prospect theory in American foreign policy. Contemporary Psychology, 44, 399-401.

Tetlock, P.E. (1999). Review of R. Nisbett & D. Cohen, Culture of honor: The psychology of violence in the South. Political Psychology, 20, 211-213.

1998

- Tetlock, P.E. (1998). Close-call counterfactuals and belief system defenses: I was not almost wrong but I was almost right. Journal of Personality and Social Psychology, 75, 639-652.
- Tetlock, P. E. (1998). Social psychology and world politics. In S. Fiske, D. Gilbert, & G. Lindzey (eds.), Handbook of social psychology (4th ed.). New York: McGraw-Hill.
- Tetlock, P.E. (1998). Losing our religion: On the collapse of precise normative standards in complex accountability systems. In R. Kramer & M. Neale (eds.), Influence processes in organizations: Emerging themes in theory and research. Thousand Oaks, CA: Sage.
- Lerner, J., Goldberg, J. & Tetlock, P.E. (1998). Sober second thought: The effects of accountability, anger, and authoritarianism on attributions of responsibility. Personality and Social Psychology Bulletin, 24, 563-574.
- Peterson, R., Owens, P., Tetlock, P.E., Fan, E. & Martorana, P. (1998). Group dynamics in top management teams: Groupthink, vigilance, and alternative models of failure and success in organizations. Organizational Behavior and Human Decision Processes, 73, 77-99.

1997

- Tetlock, P.E. (1997) Psychological dimensions of foreign policy: Cognition, identity, and influence. Published in Italian as Dimensioni psicologiche della politica internazionale: Processi cognitivi, influenza ed identità. In V. Girotto & P. Legrenzi (eds.), Psychologia epolitica. Milan: R. Cortina Editore.
- Fiske, A. & Tetlock, P. E. (1997). Taboo trade-offs: Reactions to transactions that transgress spheres of justice. Political Psychology, 18, 255-297. Reprinted in M. Bazerman (ed), Negotiation, Decision Making and Conflict Management. Blackwell.
- Kuklinski, J.H., Sniderman, P., Knight, K., Piazza, T., Tetlock, P.E., Lawrence, G.R. & Mellers, B. (1997). Racial prejudice and attitudes toward affirmative action. American Journal of Political Science, 41, 402-419.
- Tetlock, P.E. (1997). Psychological perspectives on international conflict and cooperation. In D. Halpern (ed.), States of mind: American and post-Soviet perspectives on contemporary issues in psychology. New York: Oxford University Press.
- Tetlock, P.E. (1997). Mending the tripartite division of mind. Review of P.W. Gollwitzer & J.A. Bargh (eds.), The psychology of action: Linking cognition and motivation to action. Contemporary Psychology, 42, 904-906.
- Tetlock, P.E. (1997). Review of G. Brunk, D. Secrest, & H. Tamashiro, Understanding attitudes about war: Modeling moral judgments. American Political Science Review, 91, 776-777.

1996

- Tetlock, P.E., Lerner, J., & Boettger, R. (1996). The dilution effect: Judgmental bias, conversational convention, or a bit of both? European Journal of Social Psychology, *26*, 915-935.
- Tetlock, P. E. & Tyler, A. (1996). Winston Churchill's cognitive and rhetorical style: The debates over Nazi intentions and self-government for India. Political Psychology, *17*, 149-170. Reprinted in H. Gyorgy (ed.), Historical and political psychology. Budapest: Osiris Publishing House/Malden, MA: Blackwell (1998).
- Buchman, T., Tetlock, P. E., & Reed, R. O. (1996). Accountability and auditors' judgments about contingent events. Journal of Business Finance and Accounting, *23*, 379-398.
- Tetlock, P. E., Peterson, R. & Lerner, J. (1996). Revising the value pluralism model: Incorporating social content and context postulates. In C. Seligman, J. Olson, & M. Zanna (Eds.), Ontario symposium on social and personality psychology: Values. Hillsdale, NJ: Erlbaum.
- Tetlock, P. E. & Belkin, A. (1996). Counterfactual thought experiments in world politics: Logical, methodological, and psychological perspectives. In P. E. Tetlock & A. Belkin (eds), Thought experiments in world politics. Princeton: Princeton University Press.
- Tetlock, P. E. (1996). Accountability and social systems: A psychological perspective. In P. Stenning (Ed.), Accountability for criminal justice. Toronto: University of Toronto Press.
- Tetlock, P.E. (1996). Political or politicized psychology revisited: Is the distinction worth respecting? Review of M. Ettin, J. Fiedler, & B. Cohen (eds.), Group process and political dynamics. Contemporary Psychology, *41*, 1200-1201.
- Tetlock, P. E. (1996). A great historiometrician examines greatness. Review of D. Simonton, Greatness. Contemporary Psychology, *40*, 1137-1138.

1995

- Tetlock, P. E. (1995). Agreeing to disagree: A respectful reply to a senior statesman of political psychology. Political Psychology, *16*, 671-675.

1994

- Tetlock, P. E. (1994). The psychology of futurology and the future of psychology. Psychological Science, *5*, 1-4.

- Tetlock, P. E. (1994). The consequences of taking consequentialism seriously: Commentary on Jonathan Baron's "Nonconsequentialist decisions". Behavioral and Brain Sciences, 17, 31-33.
- Tetlock, P. E. (1994). Political psychology or politicized psychology: Is the road to scientific hell paved with good moral intentions? Political Psychology, 15, 509-530.
- Tetlock, P. E. (1994). How politicized is political psychology and is there anything we should do about it? Political Psychology, 15, 567-577.
- Tetlock, P. E., Armor, D. & Peterson, R. (1994). The slavery debate in antebellum America: Cognitive style, value conflict, and the limits of compromise. Journal of Personality and Social Psychology, 66, 115-126.
- Tetlock, P. E. & Boettger, R. (1994). Accountability amplifies the status quo effect when change creates victims. Journal of Behavioral Decision Making, 7, 1-23.
- Tetlock, P.E. (1994). Accountability. In M. Hewstone & A.S.R. Manstead (eds.), Dictionary of social psychology. Oxford: Blackwell.
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- Lerner, J. & Tetlock, P. E. (1994). Accountability and social cognition. Encyclopedia of Human Behavior. New York: Academic Press.
- Tetlock, P.E. (1994). The market experience: The worst system except for all the others? Review of R. Lane, The market experience. Contemporary Psychology, 39, 589-591.

1993

- Mitchell, P. G., Tetlock, P. E., Mellers, B. A. & Ordonez, L. (1993). Judgments of social justice: Compromises between equality and efficiency. Journal of Personality and Social Psychology, 65, 629-639.
- Skitka, L. & Tetlock, P. E. (1993). Providing public assistance: Cognitive and motivational processes underlying liberal and conservative policy preferences. Journal of Personality and Social Psychology, 65, 1205-1224.

- Sniderman, P., Northrup, D., Fletcher, J., Russell, P. & Tetlock, P. E. (1993). Psychological and cultural foundations of prejudice: The case of anti-semitism in Quebec. Canadian Review of Sociology and Anthropology, 30, 242-270.
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- Skitka, L. & Tetlock, P. E. (1993). Of ants and grasshoppers: The political psychology of allocating public assistance. In B. Mellers & J. Baron (Eds.), Psychological perspectives on justice. Cambridge: Cambridge University Press.
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- Sniderman, P., Tetlock, P. E., Carmines, E. G., & Peterson, R. (1993). The politics of the American dilemma: Issue pluralism. In P. Sniderman, P. E. Tetlock, & E. G. Carmines (Eds.), Prejudice, politics and the American dilemma. Stanford: Stanford University Press.
- Tetlock, P. E. & Mitchell, P. G. (1993). Liberal and conservative approaches to justice: Conflicting psychological portraits. In B. Mellers & J. Baron (Eds.), Psychological perspectives on justice. Cambridge: Cambridge University Press.
- Tetlock, P. E. (1993). Like good wine, good research takes time. Review of D. F. Alwin, R. Cohen, & T. M. Newcomb, *Political attitudes over the life span: The Bennington women after 50 years*. Contemporary Psychology, 38, 347-348. Review of the same book also appears in American Political Science Review (1993).

1992

- Tetlock, P. E. (1992). The impact of accountability on judgment and choice: Toward a social contingency model. In M. Zanna (ed.), Advances in experimental social psychology (vol. 25) (pp. 331-376). New York: Academic Press.
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- Tetlock, P. E. (1992). Good judgment in international politics: Three psychological perspectives. Political Psychology, 13, 517-540.
- Skitka, L. & Tetlock, P. E. (1992). Allocating scarce resources: A contingency model of distributive justice. Journal of Experimental Social Psychology, 28, 491-522.

- Sniderman, P., Tetlock, P. E., & Peterson, R. (1992). Racism and liberal democracy. Politics and the individual.
- Tetlock, P. E., McGuire, C., Peterson, R., Feld, P., & Chang, S. (1992). Assessing political group dynamics: A test of the groupthink model. Journal of Personality and Social Psychology, 63, 402-423.
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1991

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Tetlock, P. E., & Suedfeld, P. (1976). Inducing belief stability without a persuasive message: The roles of attitude centrality, individual cognitive differences, and sensory deprivation. Canadian Journal of Behavioral Science, 8, 324-333.

Publications in Mass Media

Tetlock, P. E. How accurate are your pet pundits? Project Syndicate website, with publication in following affiliated newspapers between May 11 and May 20, 2006): Daily Times, Pakistan; the Korea Herald; the Taipei Times; Ziu (Romania); Rzeczpospolita (Poland), RevistaPresei.rol.ro (Romania), El Nuevo Diario (Nicaragua), Prensa (Panama); Clarin (Uruguay); and La Vanguardia Digital, Spain.

Wax, A. & Tetlock, P. E. "We are all racists at heart." Wall Street Journal, Op-ed, A 15, December 1, 2005.

Weber, S. & Tetlock, P.E. New Economy: The Pentagon's plan for futures trading. New York Times, Business Section, August 11, 2003, C3.

Tetlock, P.E. (1998). The what-if school of history. TIME, 151, 163.

Tetlock, P.E. (1989). Gorbachev: His thinking is complex. Washington Post, Outlook Section, December 17, 1989, B5.

Papers Given at Scientific Meetings

Arkes, H. & Tetlock, P.E. (April, 2003). A JDM perspective on social psychological work on prejudice. Invited address to the Western Psychological Association, Vancouver, Canada.

Tetlock, P.E. (February, 2003). Defending sacred values against secular encroachment. Paper presented at Society for Personality and Social Psychology, Los Angeles, CA

Elson, S.B., Tetlock, P.E., Mellers, B.A., (June, 2002). Accountability reduces biases in probability judgment. Paper presented at the American Psychological Society Annual Meeting, New Orleans, Louisiana

Polifroni, M., Rucker, D.D., & Tetlock, P. E., (February, 2002). Threats to Social Order and the Intuitive Prosecutor. Poster presented at the 3rd Annual Meeting of the Society for Personality and Social Psychology, Savannah, GA.

McGraw, A.P., & Tetlock, P.E. (November, 2001). The limits of fungibility: Relational schemata and the value of things. Society for Judgment and Decision Making; Orlando, FL.

McGraw, A.P., & Tetlock, P.E. (October, 2001). The limits of fungibility: Relational schemata and the value of things. Association for Consumer Research; Austin, TX.

McGraw, A. P., Kristel, O., & Tetlock, P. (June, 1999). A social relational approach to object

- ownership: The effect of value tradeoffs. American Psychological Society; Denver, CO.
- Kristel, O, McGraw, A.P., & Tetlock, P. (June, 1999). Relational schemata and the meaning of things:
The limits of fungibility. American Psychological Society; Denver, CO.
- Tetlock, P.E. (1999). Ideological variation in willingness to trust (Or why many conservatives believe that the fundamental attribution error is neither fundamental nor erroneous). Graduate School of Business, Stanford, November, 1999.
- Tetlock, P.E. (1998). Social psychology and world politics: Bridging the theory-policy gap. Invited address to Organizing Committee of XXVII International Congress of Psychology. Stockholm: August, 1998.
- Tetlock, P.E. (1998). Close-call counterfactuals and belief-system defense. Invited address to International Society of Political Psychology, Montreal, Canada, July, 1998.
- Tetlock, P.E. Good judgment in world politics: Historical counterfactuals, conditional forecasts, and policy preferences. Paper presented at the annual meeting of the American Political Science Association, San Francisco, September, 1996.
- Tetlock, P.E. The empirical and normative status of the dilution effect: The joint impact of accountability and conversational norms. Paper presented at the annual meeting of the American Psychological Society, San Francisco, June 1996.
- Tetlock, P. E. Logical, methodological and psychological issues in judging counterfactual claims.
- Tetlock, P. E. Revising the value pluralism model of ideological reasoning: Ten years of hindsight. Paper presented at the annual meeting of the American Political Science Association, Chicago, September, 1995.
- Tetlock, P. E. Counterfactual thought experiments in world politics. Paper presented at the European Community Conference on Reasoning and Choice, University of Siena, June, 1995.
- Tetlock, P. E. Good judgment in world politics: Who gets what right, when, and why? Invited address to the annual meeting of the American Psychological Society, Washington, D.C., July, 1994.
- Tetlock, P. E. Assessing political group dynamics in historical settings: When is quality of process related to goodness of outcome? Paper presented at the annual meeting of the American Psychological Society, Washington, D.C., July, 1994.
- Paper presented at the eighth annual Ontario Symposium on Social-Personality Psychology, University of Western Ontario, London, Canada, August, 1993.

- Kahneman, D. & Tetlock, P. E. Accounting for conservatism among accountants: Cognitive and social psychological explanations. Paper presented at annual meeting of the American Association of Accountants, San Francisco, August, 1993.
- Tetlock, P. E. Political or politicized psychology: Is the road to scientific hell paved with good moral intentions? Paper presented at Society for Experimental Social Psychology, San Antonio, TX, October, 1992.
- Tetlock, P. E. Competing functionalist metaphors in research on judgment and choice. Invited address to the annual meeting of Society for Judgment and Decision Making. San Francisco, CA, November, 1991.
- Tetlock, P. E. An integratively complex look at integrative complexity. Paper presented at the annual meeting of the American Psychological Association, San Francisco, August, 1991.
- Tetlock, P. E. Conflict, cooperation, and integrative complexity. Paper presented at the third annual meeting of the Soviet and American Academies of Science Conference on Interdependency, Moscow, U.S.S.R., June, 1991.
- Tetlock, P. E. Judgmental bias in political cognition. Invited address to Office of Leadership Analysis, U.S. Government, Washington, D.C., October, 1990.
- Tetlock, P. E. Accountability and social rationality. Invited address to the annual meeting of the American Political Science Association, San Francisco, August, 1990.
- Tetlock, P. E. Cognitive structural analysis of political rhetoric: What have we learned? Paper presented at the annual meeting of the American Political Science Association, San Francisco, August, 1990.
- Skitka, L. & Tetlock, P. E. Allocating aid: resource scarcity, locus of responsibility, values, and cognitive style. Paper presented at the annual meeting of the American Psychological Association, Boston MA, August, 1990.
- Tetlock, P. E. Motivating integrative complexity: Intrapsychic, interpersonal, and institutional perspectives. Invited address to the annual meeting of the Society for Experimental Social Psychology, Santa Monica, October, 1989.
- Tetlock, P. E. Integrative complexity of American and Soviet political leaders. Paper presented at the second joint Soviet and American Academies of Science Conference on Interdependence, Tallinn, Estonia, U.S.S.R., January, 1989.
- Tetlock, P. E., Cohen, S., & Faeges, R. Growing integrative complexity of Soviet views of the international environment. Paper presented at the annual meeting of the American

- Association for the Advancement of Slavic Studies, Honolulu, Hawaii, November, 1988.
- Tetlock, P. E. Psychology and national security policy. Invited address to the Congressional Science Seminar of the Federation of Behavioral, Psychological and Cognitive Sciences, Washington, D.C., June, 1988.
- Tetlock, P. E. Cognitive style and political ideology in the Soviet Union. Invited address given to the annual meeting of the Western Psychological Association, San Francisco, May, 1988.
- Tetlock, P. E. Cognitive thresholds for acknowledging interdependence. Paper presented at the first joint Soviet and American Academies of Science Conference on Interdependence, Washington, D.C., January, 1988.
- Tetlock, P. E. Integrative complexity as a moderator of aesthetic evaluations of texts. Paper presented at the IREX-sponsored Hungarian-American conference on text analysis, Budapest, Hungary, August, 1987.
- Tetlock, P. E. Value conflict and policy reasoning. Paper presented at the annual meeting of the American Psychological Association, New York, August, 1987.
- Tetlock, P. E. Cognitive style and political ideology in the Soviet Union and the United States: Parallel relationships? Paper presented at the International Society of Political Psychology, San Francisco, July, 1987.
- Tetlock, P. E. Preventing nuclear war: What role should behavioral and social scientists play? Invited address given at the annual meeting of the Canadian Psychological Association, Vancouver, June 1987.
- Tetlock, P. E. Psychology and policy advocacy: Where should we draw the line? Invited address given at the annual meeting of the Australian Psychological Society, Townsville, Australia, September 1986.
- Tetlock, P. E. Assessing the cognitive and rhetorical styles of Soviet leaders. Paper presented at the annual meeting of the American Psychological Association, Washington, D.C., August 1986.
- Tetlock, P. E. Psychological advice on foreign policy: What do we have to offer? Paper presented at the annual meeting of the American Psychological Association, Washington, D.C., August 1986.
- Tetlock, P. E. The Gorbachev effect on the integrative complexity of Soviet policy statements: What does it mean? Paper presented at the International Society of Political Psychology (Amsterdam, July 1986) and the International Union of Applied Psychology (Jerusalem, July 1986).

- Tetlock, P. E. Psychological and moral issues in foreign policy debates: The old fact-value distinction revisited. Invited address given at the Western Psychological Association, Seattle, May 1986.
- Sniderman, P., Green, D., & Tetlock, P. E. Consistency mechanisms in mass belief systems. Paper presented at the annual meeting of the Midwestern Political Science Association, Chicago, April 1986.
- Hannum, K., & Tetlock, P. E. A content analysis of crisis decision-making during the Three Mile Island crisis. Paper presented at the annual meeting of the Western Psychological Association, San Jose, CA, April 1985.
- Sniderman, P. M., Hagen, M. G., Tetlock, P. E., & Brady, H. E. Reasoning chains: A causal model of policy reasoning in mass publics. Paper presented at the annual meeting of the Midwestern Political Science Association, Chicago, April 1985.
- Tetlock, P. E. The integrative complexity approach to the analysis of verbatim data. Paper presented at the Conference on the Analysis of Verbatim Data, Lancaster, England, February 1985.
- Tetlock, P. E. Psychological research on international relations. Paper presented at the meetings of the International Congress of Psychology, Acapulco, Mexico, September 1984.
- Tetlock, P. E. A value pluralism model of ideological reasoning. Paper presented at the annual meeting of the American Psychological Association, Toronto, August 1984.
- Tetlock, P. E. Words and deeds in American-Soviet relation. Paper presented at the annual meeting of the American Psychological Association, Toronto, August 1984.
- Tetlock, P. E. Predicting Soviet foreign policy behavior. Paper presented at the Institute on Global Conflict and Cooperation conference on "Sources of International Conflict." Institute of International Studies, Berkeley, CA, April 1984.
- Tetlock, P. E. Multi-method convergence in psychological research on foreign policy: An optimistic perspective. Paper presented at the annual meeting of the Society for Experimental Social Psychology, Pittsburgh, Pennsylvania, October 1983.
- Tetlock, P. E. Accountability and the elimination of the primacy effect in judgment. Paper presented at the annual meeting of the American Psychological Association, Anaheim, CA, August 1983.
- Tetlock, P. E., Bernzweig, J., & Guest, L. Stability and change in the complexity of senatorial debate. Paper presented at the meeting of the American Psychological Association, Anaheim, CA, August 1983.
- Hannum, K., & Tetlock, P. E. The Nuclear Regulatory Commission and Three Mile Island: Testing

the conflict model of crisis decision-making. Paper presented at the annual meeting of the American Psychological Association, Anaheim, CA, August 1983.

Barrett, T., & Tetlock, P. E. A social identity analysis of the self-monitoring scale. Paper presented at the annual meeting of the American Psychological Association, Anaheim, CA, August 1983.

Tetlock, P. E. A value pluralism model of the relationships between cognitive style and political ideology. Paper presented at the annual meeting of the International Studies Association, Mexico City, April 1983.

Tetlock, P. E. Cognitive style and political ideology. Paper presented at the annual meeting of the American Psychological Association, Washington, D.C., 1982.

Tetlock, P. E. Integrative complexity and international conflict. Paper presented at the annual meeting of the American Psychological Association, Los Angeles, 1981.

Tetlock, P. E. Self-schemas, audience expectations and self-presentation. Paper presented at the 89th annual meeting of the American Psychological Association, Los Angeles, 1981.

Tetlock, P. E. Accounting for failure: A social psychological perspective. Paper presented at the Conference on "Alcohol and disinhibition: The nature and meaning of the link." School of Public Health, Berkeley, CA, 1981.

Tetlock, P. E. Integrative complexity as a variable in foreign policy decision making. Paper presented at the annual meeting of the International Studies Association, Los Angeles, 1980.

Tetlock, P. E. The social consequences of defensive and counterdefensive attributions. Paper presented at the annual meeting of the American Psychological Association, New York, 1979.

Tetlock, P. E., & Levi, A. A multi-method study of the Japanese decision to attack Pearl Harbor. Paper presented at the annual meeting of the Canadian Psychological Association, Quebec City, 1979.

Grants and Contracts Received

U.S. Institute of Peace, Cognitive biases in political forecasting: The Korean peninsula, 2001-2003.

MacArthur Foundation, Good judgment in world politics, 2000-2001.

National Science Foundation, The impact of accountability on judgment and choice, 1995-1999.

Mershon Center, The Ohio State University, Good judgment in world politics: In search of an

elusive construct, 1996-2000.

National Science Foundation, Prejudice and politics in the Netherland, 1996-1998 (Co-PI with P. Sniderman, Administered through Stanford).

National Science Foundation, Dynamics of political persuasion, 1992-1994 (Co-PI with P. M. Sniderman and H. Brady).

National Science Foundation, Race and political preference, 1988-1992 (Co-PI with P. M. Sniderman).

MacArthur Foundation, Cognitive perspectives on international conflict, 1987-1993.

Office of Leadership Analysis, Political group dynamics and leadership effectiveness. Period: 1987-1993.

Institute on Global Conflict and Cooperation, Psychological dynamics of international conflict. Periods: July, 1982- June, 1985; July, 1986 - June, 1987; July, 1988 - June, 1993.

MacArthur Foundation, Behavioral and social science perspectives on nuclear war. Period: 1986-1988.

Social Science and Humanities Research Council, The status of civil liberties in Canada: A proposal to study citizen attitudes and policy reasoning. Period: 1986-1989. (With Paul Sniderman, Joseph Fletcher, and Peter Russell.)

Canadian Studies Faculty and Institutional Research Grant, Cognitive processes underlying public attitudes toward civil liberties, Canadian Embassy, 1986-1993.

National Institute of Mental Health, Accountability: The neglected social context of judgment and choice (RO1 MH39942). Period: 1985-1988.

National Institute of Mental Health, Determinants of self-presentation (RO3 MH35907). Period: 1981-1983

Public Health Service, Biomedical Research Support Grant, Health care allocation decisions: Coping with difficult value trade-offs. Period: 1981-1984; 1986-1990.

Instructional Improvement Grants, University of California, Support for undergraduate psychological research. Period: 1981-1983.

Editorial Board Memberships Spanning Career

Annual Review of Psychology

Psychological Science

Journal of Personality and Social Psychology:

Attitudes and Social Cognition

International Studies Quarterly

Journal of Behavioral Decision Making

Journal of Conflict Resolution

Political Psychology

Organizational Behavior and Human Decision Processes

Administrative Experience

Director, Institute of Personality Assessment and Research (renamed in 1992 as Institute of Personality and Social Research), University of California, Berkeley, 1988-1995

Group Chair, Organizational Behavior and Industrial Relations, Haas School of Business, University of California, Berkeley, 2002-present

Associate Dean for Academic Affairs, Haas School of Business, University of California, Berkeley, 2003-2004.

Director, Ph.D. programs, Haas School of Business, University of California, Berkeley