

Curriculum Vitae for Richard E. Nisbett
May 1, 2020

Address: Department of Psychology
The University of Michigan
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Employment History:

The University of Michigan

Theodore M. Newcomb Distinguished University Professor Emeritus 2017-
Research Professor, Institute for Social Research, 2003-2017
Theodore M. Newcomb Distinguished University Professor, 1992-2017
Theodore M. Newcomb Professor of Psychology, 1989-1992.
Co-Director, Culture and Cognition Program, 1991-
Director, Research Center for Group Dynamics, 1989-1996.
Director, Cognitive Science Program, 1983-1984.
Senior Research Scientist, Research Center for Group Dynamics, 1997-2003
Research Scientist, Research Center for Group Dynamics, 1978-1997.
Professor of Psychology, 1976-.
Associate Professor of Psychology, 1971-1976.

Yale University

Assistant Professor of Psychology, 1966-1971.

Columbia University

Instructor, 1965

Education:

A.B., 1962, Tufts University, Psychology major.
Ph.D., 1966, Columbia University, Department of Social Psychology.

Undergraduate Honors:

A.B. Summa cum laude, Society of Scholars, Phi Beta Kappa, Tau Kappa
Alpha, Psi Chi, Wendell Phillips Prize Fellowship.

Graduate Honors:

University Fellow, 1962-1963; President's Fellow, 1963-1965; John W. Burgess Honorary
Fellowship 1964; NSF Fellow, 1965-1966.

Professional Honors:

National Science Foundation Fellowship for research and writing, 1969.
Morse Junior Faculty Fellowship from Yale for research and writing, 1969.
Langfeld Lecturer, Princeton University, 1980.
Invited to be a Fellow of the Center for Advanced Studies in the Behavioral Sciences, 1981.
Donald T. Campbell Award for Distinguished Research in Social Psychology, awarded by the American Psychological Association, 1982.
Social Psychology Lecture Series, Peking University, 1982.
Donald Taylor Memorial Lecturer, Yale University, 1984.
Invited Address: British Psychological Society Meeting, 1985.
William Howard Taft Lecturer in Philosophy, University of Cincinnati, 1989.
Distinguished Scientific Contribution Award, American Psychological Association, 1991.
Perspectives in Cognitive Science Series Lectures, Department of Philosophy, Notre Dame University, 1991.
Ernest Hilgard Lecturer, Stanford University, 1992.
Carl Hovland Lecturer, Yale University, 1992.
Elected to the American Academy of Arts and Sciences, 1992.
Invited Address: French Psychological Society, 1993.
Distinguished Senior Scientist Award, Society for Experimental Social Psychology, 1995
Wei Lun Visiting Professor of Psychology, Chinese University of Hong Kong, 1995.
William James Fellow Award for Distinguished Scientific Achievements, American Psychological Society, 1996.
Invited Address, American Psychological Society, 1997.
Distinguished Research Award, University of Michigan, 1997.
J. McKeen Cattell Fellowship Award, 1998.
Keynote Address, Human Behavior and Evolution Society, 1998.
Master Lecture, American Psychological Association, 2000
Edward E. Jones Memorial Lectures, Princeton University, 2001.
Russell Sage Foundation Visiting Scholar, 2001, 2003
John Simon Guggenheim Fellowship, 2002
Elected to the National Academy of Sciences, 2002
Ernest R. Hilgard Visiting Professor Lectures, Stanford, December, 2002
Elected to the Society for Experimental Psychology, 2003
American Psychological Association's William James Book Award for "The Geography of Thought," 2004
Invited address, American Psychological Association, 2005
Hovland Memorial Lecturer, Yale University, 2005
Oswald Külpe Award of the University of Würzburg, 2007
Invited address, Society for Personality and Social Psychology, 2008
Invited address, Association for Psychological Science, 2009
Fiske Lecture, University of Chicago, 2010
Invited address, World Economic Forum, 2010
Henry Russel Lecture, University of Michigan, 2010
Invited address, World Bank, 2011
Fritz Heider Lecture, University of Kansas, 2011
Invited address, Rockefeller University, 2012
Honorary Doctor of Philosophy, State University of New York, 2012
Otto Klineberg Intercultural and International Relations Prize, 2013
Gold Medal Award for Lifetime Mentorship, Association for Psychological Science, 2014
Featured Speaker, Asian Leadership Conference, Seoul, South Korea, 2015

Workshop on Reasoning for CIA Department Heads on the National Intelligence Council, 2015
 Outstanding Achievement Award for Advancing Cultural Psychology, Society for Personality and Social Psychology, 2016
 Culture of Service Award, American Psychological Association, 2017

Professional Service:

Member, Basic Sociocultural Research Review Committee, National Institute of Health, 1979-1980.
 Member, Committee on Research Support, American Psychological Association, 1981-1984.
 Member, Committee on Tax Compliance of National Research Council, 1984-1986.
 Testimony on the National Science Foundation Budget to the U.S. House of Representatives, April 27, 1988.
 Testimony on the National Science Foundation Budget to the U.S. Senate, May 10, 1988.
 Testimony before the U.S. House of Representatives Committee on Armed Services on the Subject of USS VINCENNES' Downing of the Iran Air Flight 655, October 6, 1988.
 Member, International Advisory Committee, Chinese Institute of Psychology, Chinese Academy of Science, 2001-.
 Chair, William James Fellow Award Selection Committee, American Psychological Society, 2001-2004.
 Visiting Committee, Harvard University Department of Psychology, 2002
 Chair, Membership Committee, Psychology Section, National Academy of Sciences, 2004-5
 Member, Advisory Council, Institute of Cognition and Culture at the Queen's University, Belfast, 2006-.
 Member, National Academy of Sciences Board on Behavioral, Cognitive, and Sensory Sciences, 2006-2013.
 Consultant, U.S. Air Force, 2006-2007.
 Member, Global Panel on Decision-Making and Behavioral Science, World Economic Forum, 2009-
 Member, Rockefeller University Scientific Advisory Council on Child and Adolescent Health, 2012-
 Member, National Research Council Panel on Revision of Institutional Review Board Rules, 2012-2013.
 Consultant, Buddhism Installation, Detroit Institute of the Arts, 2016.
 Advisor, Templeton Geography of Philosophy Project, 2018-
 Member, Food Waste Committee, National Science Foundation, 2019-2020

Editorial Boards:

Acta Psychologica Sinica, 2006-
Psychological Review, 1982-1989; 1996-2000
Psychological Science, 2007-2010
Cognitive Psychology, 1977-1992
Cognition, 1995-2001
Evolutionary Psychology, 2006-2009
Journal of Personality and Social Psychology, 1969-1971; 1973-1977; 1979-1988.

Journal of Behavioral Decision-Making, 1987-1997.
Journal of Experimental Social Psychology, 1973-1978.
Journal for the Theory of Social Behavior, 1979-1983.
European Journal of Social Psychology, 1982-1985.
Cahiers de Psychologie Cognitive, 1993-2002
Polish Psychological Bulletin, 1989-2000
Japanese Journal of Experimental Social Psychology, 1991-1998.
Personality and Social Psychology Review, 1995-2000
Evolution and Human Behavior, 1995-1999.
Journal of Cognition and Culture, 2000-2010
Moral Psychology, 2006-2009
Frontiers in Cultural Psychology, 2010-2016
 Consulting Editor, Behavioral Science and Policy, 2012-
 Advisory Board, The Psych Report, 2013-
 Editorial Board, Current Research in Ecological and Social Psychology, 2020-

Publications:

Books:

- Jones, E. E., Kanouse, D. E., Kelley, H. H., Nisbett, R. E., Valins, S., & Weiner, B. (1972). Attribution: Perceiving the causes of behavior. New York: General Learning Press.
- Gergen, K., Clapp, G., Nisbett, R. E., & Rosenhan, D. (Eds.). (1974). Social psychology: Explorations in understanding. Del Mar, CA: CRM Corporation.
- London, H. S., & Nisbett, R. E. (Eds.). (1974). Thought and feeling: Cognitive alteration of feeling states. Chicago: Aldine-Atherton.
- Nisbett, R. E., & Ross, L. D. (1980). Human inference: Strategies and shortcomings of social judgment. Englewood Cliffs, NJ: Prentice-Hall. Translated into Italian and Korean.
- Holland, J. H., Holyoak, K. J., Nisbett, R. E., & Thagard, P. (1986). Induction: Processes of inference, learning, and discovery. Cambridge, MA: Bradford Books/The MIT Press. Translated into Japanese.
- Gruneberg, N. E., Nisbett, R. E., Rodin, J., & Singer, J. E. (Eds.). (1987). A distinctive approach to psychological research: The influence of Stanley Schachter. Hillsdale, NJ: Lawrence Erlbaum Associates.
- Ross, L. D., & Nisbett, R. E. (1991). The person and the situation: Perspectives of social psychology. New York: McGraw-Hill. Translated into Italian, Russian. 2nd Edition London: Pinter and Martin.
- Nisbett, R. E. (1992). Rules for reasoning. Hillsdale, NJ: Lawrence Erlbaum.

Nisbett, R. E., & Cohen, D. (1996). Culture of honor: The psychology of violence in the South. Denver, CO: Westview Press. Translated into Japanese.

Nisbett, R. E. (2003). The geography of thought: How Asians and Westerners think differently...and why. New York: The Free Press. Editions also published for the U. K. and Commonwealth countries, China, Italy, Japan, Korea, Poland, Taiwan, Turkey, Thailand, Russia, Egypt and Vietnam.

Nisbett, R. E. (2009). Intelligence and how to get it: Why schools and cultures count. New York: Norton. Translated into Japanese, Polish, Chinese, Russian and Korean.

Gilovich, T., Keltner, D., & Nisbett, R. E. (2015). Social psychology. New York: Norton. 4th Edition. New York: Norton

Nisbett, R. E. (2015). Mindware: Tools for smart thinking. New York: Farrar, Straus and Giroux. Other editions published in China, Korea, Canada, Great Britain, Germany, Brazil, Spain, Romania, Turkey, Poland, Vietnam, United Arab Emirates, the Netherlands, and Azerbaijan. Audio version by Audible.

Articles:

*Nisbett, R. E., & Schachter, S. (1966). Cognitive manipulation of pain. Journal of Experimental Social Psychology, 2, 227-236.

*Nisbett, R. E., & Gordon, A. (1967). Self-esteem and susceptibility to social influence. Journal of Personality and Social Psychology, 5, 268-276.

*Nisbett, R. E. (1968). Birth order and participation in dangerous sports. Journal of Personality and Social Psychology, 8, 351-353.

Nisbett, R. E. (1968). Taste, deprivation, and weight determinants of eating behavior. Journal of Personality and Social Psychology, 10, 107-116.

*Nisbett, R. E. (1968). Determinants of food intake in obesity. Science, 159, 1254-1255.

*Nisbett, R. E., & Kanouse, D. (1969). Obesity, food deprivation and supermarket shopping behavior. Journal of Personality and Social Psychology, 12, 289-294.

*Kiesler, C. A., Nisbett, R. E., & Zanna, M. P. (1969). On inferring one's beliefs from one's behavior. Journal of Personality and Social Psychology, 11, 321-327.

*Nisbett, R. E. (1970). Girth control: Review of J. Mayer's Overweight. Contemporary Psychology, 15, 92-94.

*Indicates article has been reprinted in collections or reprint series one or more times.

Nisbett, R. E., & Gurwitz, S. (1970). Weight, sex, and the eating behavior of human newborns. Journal of Comparative and Physiological Psychology, 73, 245-253.

*Storms, M. D., & Nisbett, R. E. (1970). Insomnia and the attribution process. Journal of Personality and Social Psychology, 16, 319-328.

Nisbett, R. E., & Valins, S. (1971). Perceiving the causes of one's own behavior. New York: General Learning Press.

*Jones, E. E., & Nisbett, R. E. (1971). The actor and the observer: Divergent perceptions of the causes of behavior. New York: General Learning Press.

*Valins, S. Nisbett, R. E. (1971). Attribution processes in the development and treatment of emotional disorders. New York: General Learning Press.

Nisbett, R. E. (1972). Eating behavior and obesity in men and animals. In R. Reichsman (Ed.), Hunger and satiety in health and disease, Vol. 7 of Advances in Psychosomatic Medicine, 173-193.

*Nisbett, R. E. (1972). The hunger of the obese. Obesity and Bariatric Medicine, 2, 28-32.

*Nisbett, R. E. (1972). Hunger, obesity and the ventromedial hypothalamus. Psychological review, 79, 433-453.

*Nisbett, R. E., Caputo, C., Legant, P., & Marecek, J. (1973). Behavior as seen by the actor and as seen by the observer. Journal of Personality and Social Psychology, 27, 154-164.

*Lepper, M. R., Greene, D., & Nisbett, R. E. (1973). Undermining children's intrinsic interest with extrinsic reward: A test of the overjustification hypothesis. Journal of Personality and Social Psychology, 28, 129-137.

Nisbett, R. E., Hanson, L. R., Harris, A., & Stair, A. (1973). Taste responsiveness, weight loss and the ponderostat. Physiology and Behavior, 11, 641-645.

Nisbett, R. E., & Storms, M. D. (1973). Cognitive and social determinants of food intake. In H. S. London & R. E. Nisbett (Eds.), Thought and feeling. Chicago: Aldine-Atherton.

Nisbett, R. E., Braver, A., Jusela, G., & Kezur, D. (1975). Age and sex differences in behaviors mediated by the ventromedial hypothalamus. Journal of Comparative and Physiological Psychology, 88, 735-746.

*Nisbett, R. E., & Borgida, E. (1975). Attribution and the psychology of prediction. Journal of Personality and Social Psychology, 32, 932-943.

*Indicates article has been reprinted in collections or reprint series one or more times.

- Nisbett, R. E., & Temoshok, L. (1976). Is there an "external" cognitive style? Journal of Personality and Social Psychology, 33, 36-47.
- *Nisbett, R. E., Borgida, E., Crandall, R., & Reed, H. (1976). Popular induction: Information is not always informative. In J. Carroll & J. Payne (Eds.), Cognition and social behavior. Hillsdale, NJ: Lawrence Erlbaum Associates.
- Nisbett, R. E. (1977). Interactions vs. main effects as goals of personality research. In D. Magnusson & N. S. Endler (Eds.), Personality at the crossroads: Current issues in interactional psychology. Hillsdale, NJ: Lawrence Erlbaum Associates.
- Borgida, E., & Nisbett, R. E. (1977). The differential impact of abstract vs. concrete information on decisions. Journal of Applied Social Psychology, 7, 258-271.
- *Nisbett, R. E., & Wilson, T. D. (1977). Telling more than we can know: Verbal reports on mental processes. Psychological Review, 84, 231-259.
- Nisbett, R. E., & Wilson, T. D. (1977). The halo effect: Evidence for unconscious alteration of judgments. Journal of Personality and Social Psychology, 35, 250-256.
- *Nisbett, R. E., & Bellows, N. (1977). Verbal reports about causal influences on social judgments: Private access vs. public theories. Journal of Personality and Social Psychology, 35, 613-624.
- Wilson, T. D., & Nisbett, R. E. (1978). The accuracy of verbal reports about the effects of stimuli on evaluations and behavior. Social Psychology, 41, 118-131.
- Nisbett, R. E. (1978). A guide for reviewers: Editorial hardball in the '70s. American Psychologist, 33, 519-520.
- *Stich, S., & Nisbett, R. E. (1980). Justification and the psychology of human reasoning. Philosophy of Science, 47, 188-202.
- Hamill, R., Wilson, T. D., & Nisbett, R. E. (1980). Insensitivity to sample bias: Generalizing from atypical cases. Journal of Personality and Social Psychology, 39, 578-589.
- Nisbett, R. E. (1980). The trait construct in lay and professional psychology. In L. Festinger (Ed.), Retrospections on social psychology. New York: Oxford University Press.
- Nisbett, R. E., Zukier, H., & Lemley, R. (1981). The dilution effect: Nondiagnostic information weakens the implications of diagnostic information. Cognitive Psychology, 13, 248-277.
- Nisbett, R. E. (1981). Lay arbitration of rules of inference. Behavioral and Brain Sciences, 4, 349-350. (commentary)

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Pietromonaco, P., & Nisbett, R. E. (1982). Swimming upstream against the fundamental attribution error: Subjects' weak generalizations from the Darley and Batson study. Social Behavior and Personality, 10, 1-4.

Abbey, A., & Nisbett, R. E. (1982). Lay assessment of experimental costs and benefits: Are laypeople good human subjects' reviewers? Academic Psychology Bulletin, 4, 495-502.

Thagard, P., & Nisbett, R. E. (1982). Variability and confirmation. Philosophical Studies, 50, 250-267.

Thagard, P., & Nisbett, R. E. (1982). Rationality and charity. Philosophy of Science, 42, 379-394.

*Nisbett, R. E., Krantz, D. H., Jepson, C., & Fong, G. T. (1982). Improving inductive inference. In D. Kahneman, P. Slovic, & A. Tversky (Eds.), Judgment under uncertainty: Heuristics and biases. New York: Cambridge University Press.

Nisbett, R. E., & Thagard, P. (1983). Psychology, statistics, and analytical epistemology. Behavioral and Brain Sciences, 6, 257-258. (commentary)

Jepson, D., Krantz, D. H., & Nisbett, R. E. (1983). Inductive reasoning: Competence or skill? Behavioral and Brain Sciences, 6, 494-501.

*Nisbett, R. E., Krantz, D. H., Jepson, D., & Kunda, Z. (1983). The use of statistical heuristics in everyday reasoning. Psychological Review, 90, 339-363.

Nisbett, R. E., & Kunda, Z. (1985). The perception of social distributions. Journal of Personality and Social Psychology, 48, 297-311.

Kunda, Z., & Nisbett, R. E. (1986). The psychometrics of everyday life. Cognitive Psychology, 18, 195-224.

*Fong, G. T., Krantz, D. H., & Nisbett, R. E. (1986). The effects of statistical training on thinking about everyday problems. Cognitive Psychology, 18, 253-292.

Cheng, P., Holyoak, K. J., Nisbett, R. E., & Oliver, L. (1986). Pragmatic versus syntactic approaches to training deductive reasoning. Cognitive Psychology, 18, 293-328.

Kunda, Z., & Nisbett, R. E. (1986). Prediction and the partial understanding of the law of large numbers. Journal of Experimental Social Psychology, 22, 339-354.

Holyoak, K. J., Koh, K., & Nisbett, R. E. (1987). Conditioning and learning within rule-based default hierarchies. Proceedings of the Ninth Annual Conference of The Cognitive Science Society.

*Indicates article has been reprinted in collections or reprint series one or more times.

- *Nisbett, R. E., Fong, G. T., Lehman, D. R., & Cheng, P. W. (1987). Teaching reasoning. Science, 238, 625-631.
- Nisbett, R. E. (1987). Lay trait theory: Its nature, origins, and utility. In N. E. Grunberg, R. E. Nisbett, J. Rodin, & J. E. Singer (Eds.). A distinctive approach to psychological research: The influence of Stanley Schachter. Hillsdale, NJ: Lawrence Erlbaum Associates.
- Holyoak, K. J., & Nisbett, R. E. (1987). Induction. In R. Sternberg & E. E. Smith (Eds.), The psychology of human thought. New York: Cambridge University Press.
- Kunda, Z., & Nisbett, R. E. (1988). Predicting individual evaluations from group evaluations and vice versa: Different patterns for self and other? Personality and Social Psychology Bulletin, 14, 326-334.
- Holland, J. H., Holyoak, K. J., Nisbett, R. E., & Thagard, P. (1988). Classifier systems, Q-morphisms, and induction. In L. Davis (Ed.), Genetic algorithms and simulated annealing. London: Pitman.
- Lehman, D. R., Lempert, R. O., and Nisbett, R. E. (1988). The effects of graduate training on reasoning: Formal discipline and thinking about everyday life events. American Psychologist, 43, 431-443.
- Holyoak, K. J., Koh, K., & Nisbett, R. E. (1989). A theory of conditioning: Inductive learning within rule-based default hierarchies. Psychological Review, 96, 315-340.
- Nisbett, R. E., & Smith, M. (1989). Predicting interpersonal attraction from small samples: A reanalysis of Newcomb's acquaintance study. Social Cognition, 7, 67-73.
- Nisbett, R. E. (1990). The anti-creativity letters: Advice from a senior tempter to a junior tempter. American Psychologist, 45, 1078-1082.
- Larrick, R. P., Morgan, J. N., & Nisbett, R. E. (1990). Teaching the use of cost-benefit reasoning in everyday life. Psychological Science, 1, 362-370.
- Lehman, D., & Nisbett, R. E. (1990). A longitudinal study of the effects of undergraduate education on reasoning. Developmental Psychology, 26, 952-960.
- Nisbett, R. E. (1990). Evolutionary psychology, biology, and cultural evolution. Motivation and Emotion, 14, 255-263.
- Fong, G. T., & Nisbett, R. E. (1991). Immediate and delayed transfer of training effects in statistical reasoning. Journal of Experimental Psychology: General, 120, 34-45.
- Nisbett, R. E. (1992). How is your reasoning? How do you know? Contemporary Psychology, 37, 417-418.

*Indicates article has been reprinted in collections or reprint series one or more times.

- Josephs, R., Larrick, R. P., Steele, C., & Nisbett, R. E. (1992). Protecting the self in decisions under risk. Journal of Personality and Social Psychology, *62*, 26-37.
- *Smith, E. E., Langston, C., and Nisbett, R. E. (1992). The case for rules in reasoning. Cognitive Science, *16*, 1-40.
- Nisbett, R. E. (1992). Thinking about suboptimal thought. Contemporary Psychology *37*, 417-418.
- Ross, L. D., & Nisbett, R. E. (1992). Perspectives on personality and social psychology. Psychological Inquiry, *3*, 99-102.
- *Morris, M. W., & Nisbett, R. E. (1992). Tools of the trade: Deductive reasoning schemas taught in psychology and philosophy. In R. E. Nisbett, Rules for reasoning. Hillsdale, N.J.: Lawrence Erlbaum.
- Cheng, P. W., & Nisbett, R. E. (1992). Pragmatic constraints on causal deduction. In R. E. Nisbett, Rules for reasoning. Hillsdale, N.J.: Lawrence Erlbaum.
- Nisbett, R. E. (1992). Why the friendly south is also the violent south. Atlanta Constitution, December 29, p. A9.
- *Nisbett, R. E. (1993). Violence and U. S. regional culture. American Psychologist, *48*, 441-449.
- *Larrick, R. P., Nisbett, R. E., & Morgan, J. N. (1993). Who uses the cost-benefit rules of choice? Implications for the normative status of microeconomic theory. Organizational Behavior and Human Decision Processes, *56*, 331-347.
- Nisbett, R. E. (1993). Rules, reasoning and choice behavior. In G. Harmon (Ed.) Conceptions of the human mind: Essays in honor of George Miller. Cambridge, MA.: MIT/Bradford Books.
- Cohen, D., & Nisbett, R. E. (1994). Self-protection and the culture of honor: Explaining southern violence. Personality and Social Psychology Bulletin, *20*, 551-567.
- *Nisbett, R. E. Blue genes. New Republic, October 31, 1994.
- Nisbett, R. E. (1994). Warning! Dangerous curves ahead. Newsday, October 23, p. A39.
- Morris, M. W., Nisbett, R. E., & Peng, K. (1995). Causality across domains and cultures. In D. Sperber, D. Premack, & A. J. Premack (Eds.) Causal cognition. New York: Oxford University Press.
- *Indicates article has been reprinted in collections or reprint series one or more times.

- Nisbett, R. E. (1995). Race, IQ, and scientism. In S. Fraser (Ed.). The Bell Curve Wars. New York: Basic Books.
- Nisbett, R. E., Polly, G., & Lang, S. (1995). Homicide and U. S. regional culture. In B. Ruback & N. Weiner (Eds.). Interpersonal violent behavior: Social and cultural aspects. New York: Springer.
- Nisbett, R. E. (1995). Letter invited by editors in response to article on The Bell Curve by Charles Murray. Commentary, 100, 17-18.
- Cohen, D., Nisbett, R. E., Bowdle, B., & Schwarz, N. (1996). Insult, aggression, and the Southern culture of honor: An "experimental ethnography." Journal of Personality and Social Psychology, 70, 945-960.
- Henderson, E., & Nisbett, R. E. (1996). Anti-Black prejudice as a function of exposure to the negative behavior of a single black person. Journal of Personality and Social Psychology, 71, 654-664.
- Choi, I., Nisbett, R. E., & Smith, E. E. (1997). Culture, category salience and inductive reasoning. Cognition, 65, 15-32.
- Cohen, D., & Nisbett, R. E. (1997). Are there differences in fatalism between rural southerners and northerners? Journal of Applied Social Psychology, 23, 1188-1199.
- Cohen, D., & Nisbett, R. E. (1997). Field experiments examining the culture of honor: The role of institutions in perpetuating norms about violence. Personality and Social Psychology Bulletin, 23, 1188-1199.
- Peng, K., Nisbett, R. E., & Wong, N. (1997). Validity problems of cross-cultural value comparison and possible solutions. Psychological Methods, 2, 329-341.
- Fiske, A. P., Kitayama, S., Markus, H., & Nisbett, R. E. (1998). The cultural matrix of social psychology. In D. T. Gilbert, S. T. Fiske, & G. Lindzey (Eds.). Handbook of social psychology, 4th edition (pp. 915-981). Boston: McGraw-Hill.
- Nisbett, R. E. (1998). Essence and accident. In J. Darley and J. Cooper (Eds.). Attribution processes, person perception, and social interaction: The legacy of Ned Jones (pp. 169-200). Washington, D. C.: American Psychological Association.
- Nisbett, R. E. (1998). Race, genetics, and IQ. In C. Jencks and M. Phillips (Eds.) Black-white test score differences. Washington, D. C.: Brookings Institution.
- Nisbett, R. E., & D. Cohen (1999). Men, honor and murder. Scientific American Presents, 10, 16-19.

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- Park, D. C., Nisbett, R. E., & Hedden, T. (1999). Culture, cognition, and aging. Journal of Gerontology, *54B*, 75-84.
- Norenzayan, A., Choi, I. & Nisbett, R. E. (1999). Eastern and western perceptions of causality for social behavior: Lay theories about personalities and social situations. In D. Prentice and D. Miller (Eds.), Cultural divides: Understanding and overcoming group conflict (pp. 239-272). New York: Sage Publications.
- Choi, I., Nisbett, R. E., & Norenzayan, A. (1999). Causal attribution across cultures: Variation and universality. Psychological Bulletin, *125*, 47-63.
- Peng, K., & Nisbett, R. E. (1999). Culture, dialecticism, and reasoning about contradiction. American Psychologist, *54*, 741-754.
- Ji, L., Schwarz, N., & Nisbett, R. E. (2000) Culture, autobiographical memory, and social comparison: Measurement issues in cross-cultural studies. Personality and Social Psychology Bulletin, *26*, 585-593.
- *Norenzayan, A., & Nisbett, R. E. (2000). Culture and causal cognition. Current Directions in Psychological Science, *9*, 132-135.
- Sanchez-Burks, J., Nisbett, R. E., & Ybarra, O. (2000). Cultural styles, relationship schemas, and prejudice against outgroups. Journal of Personality and Social Psychology, *79*, 174-189.
- Ji, L., Peng, K., & Nisbett, R. E. (2000). Culture, control, and perception of relationships in the environment. Journal of Personality and Social Psychology, *78*, 943-955.
- Choi, I., & Nisbett, R. E. (2000). Cultural psychology of surprise: Holistic theories and recognition of contradiction. Journal of Personality and Social Psychology, *79*, 890-905.
- *Nisbett, R. E., Peng, K., Choi, I., & Norenzayan, A. (2001). Culture and systems of thought: Holistic vs. analytic cognition. Psychological Review, *108*, 291-310.
- Masuda, T., & Nisbett, R. E. (2001). Attending holistically versus analytically: Comparing the context sensitivity of Japanese and Americans. Journal of Personality and Social Psychology *81*, 992-934.
- Ji, L., Nisbett, R. E., & Su, Y. (2001). Culture, change and prediction. Psychological Science, *12*, 450-456.
- Norenzayan, A., Choi, I., & Nisbett, R. E. (2002). Cultural similarities and differences in social inference: Evidence from behavioral predictions and lay theories of behavior. Personality and Social Psychology Bulletin, *28*, 109-120.

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- Hedden, T., Park, D. C., Nisbett, R. E., Ji, L., Jing, Q., & Jiao, S. (2002). Cultural variation in verbal versus spatial neuropsychological function across the lifespan. Neuropsychology, *16*, 65-73.
- Nisbett, R. E., & Norenzayan, A. (2002). Culture and cognition. In D. Medin & H. Pashler (Eds.), Stevens' handbook of experimental psychology, Third Edition, Volume Two: Memory and cognitive processes. New York: John Wiley & Sons.
- Norenzayan, A., Smith, E.E., Kim, B. J. & Nisbett, R. E. (2002). Cultural preferences for formal versus intuitive reasoning. Cognitive Science, *26*, 653-684.
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