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J. Jay Gerber Distinguished Professor of
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Kellogg School of Management
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Academic History:

- 2001 - Present J. Jay Gerber Distinguished Professor of Dispute Resolution and Organizations, Northwestern University
- 1995 - 2001 John L. & Helen Kellogg Distinguished Professor of Management and Organizations, Northwestern University
- 1995 - Present Adjunct Professor of Psychology, Northwestern University
- 1994 - 1995 Fellow, Center for Advanced Study in the Behavioral Sciences
- 1992 - 1995 Associate Professor of Psychology, University of Washington
- 1993 - 1995 Adjunct Associate Professor, Management & Organization, University of Washington
- 1988 - 1992 Assistant Professor of Psychology, University of Washington
- 1984 - 1988 Ph.D. Psychology, Northwestern University
- 1982 - 1984 M.A. Education, University of California, Santa Barbara
- 1978 - 1982 B.S. Speech, Northwestern University

Research Grants:

- 1999 - 2001 Citigroup Behavioral Research Council
- 1998 - 2001 National Science Foundation, Decision, Risk & Management Science Program
- 1991 - 1998 Presidential Young Investigator Award, National Science Foundation
- 1995 - 1996 Alan & Mildred Peterson Foundation
- 1993 - 1994 American Bar Foundation, Chicago, Illinois
- 1990 - 1994 National Science Foundation [2]
- 1987 - 1988 National Institute for Dispute Resolution

Awards & Honors:

- 2010 Emerald Literati Network Award Winner for Outstanding 2010 publication, Emerald Publishing Group
- 2009 Fellow, Society for Experimental Social Psychologists
- 2008 Most Influential Paper (2000-2003) Academy of Management Conflict

- Management Division
- 2008 Outstanding Article Award (2006) International Association of Conflict Management
- 2008 Bookbuilders of Boston Best Professional Non-illustrated Book Award (The Truth about Negotiations)
- 2001 Best paper award, International Association of Conflict Management
- 2000 CPR Institute for Dispute Resolution, book award (nominated)
- 1998 Best paper award, Academy of Management (Conflict Division)
- 2000 Outstanding People of the 20th Century
- Twentieth Century Award for Achievement
- International Who's Who of Intellectuals
- 1997 The World Who's Who of Women
- Twentieth Century Award for Achievement
- 1996 Who's Who in the West
- Fellow, American Psychological Society
- Men of Achievement!
- 1995 Fellow, Center for Advanced Study in the Behavioral Sciences
- Who's Who in the World
- Who's Who of American Women
- 1994 Who's Who in Science and Engineering
- 1992 Scholar, Center for Advanced Study in the Behavioral Sciences, Summer
- 1991 Presidential Young Investigator Award, National Science Foundation
- 1989 S. Rains Wallace Dissertation Award, American Psychological Association
- Society for Experimental Social Psychology, Dissertation award, semi-finalist
- Hillel Einhorn New Investigator Research Award, semi-finalist
- 1987 National Institute of Dispute Resolution Research Award
- Sigma Xi Graduate Research Award
- 1985 Phillip Brickman Fellowship, Northwestern University
- 1984 Western Psychological Association Scholarship
- Kappa Delta Pi Honor Society in Education
- University of California Regents Fellowship

Professional Activities:

Director:

- Co-Director, Negotiation Strategies Executive Program (2000 - present)
- Kellogg Team and Group Research Center (1997 - present)
- Leading High Impact Teams, Kellogg Executive Program (1997 - present)
- Behavioral Research Lab, Kellogg (1995 - 2006)
- University of Washington, Social-Personality Program (1993 - 1995)

Editorial boards and associate editorships:

Organization Behavior & Human Decision Processes (1991 - present)
Journal of Personality & Social Psychology (2002 - present)
Journal of Experimental Social Psychology (1993 - present)
International Journal of Conflict Management (1992 - present)
Journal of Behavioral Decision Making (1997 - present)
Group Decision Making & Negotiation (1990 - present)
Kellogg Journal of Organizational Behavior (1997 - present)

Program reviewer and panelist:

NSF Decision, Risk & Management Science program (1993 - 1998)
 National Women's Conference (1995)

Consulting, Companies:

Abbott Pharmaceuticals, Akzo Nobel, AT&T, Baxter Healthcare, Cargill, Case, Caterpillar, CDW, Chamberlain Group, Chevron Texaco, Chiquita Brands, Chubb Insurance, Colliers, Bennett & Kahnweiler Realty, Compaq, Data Direct Technologies, Eisai Inc., Fresh Express, First Industrial Realty, Fleet Financial, Gold Eagle, Heller Financial, Jefferson Wells, Lamb Weston, MacLean-Fogg, Microsoft, Novartis, OpenConnect Systems, Premier Healthcare, Sears Holdings, Schneider Electric, Storaenso, UBS Asset Management

Consulting, Organizations:

American Bar Association, American Corporate Counsel Association, American Medical Association, Chicago Office of Tourism, Children's Memorial Hospital, Evanston Northwestern Healthcare, Federal Reserve, Illinois Attorney General, Illinois Department of Professional Regulation, Sandia National Laboratories, Society of Automotive Engineers, University of Kansas, Venture Club of Indiana, Washington State Attorney General, Washington State Trial Lawyers

Teaching Awards:

2007 Teaching Honor Roll award*
 2006 Teaching Honor Roll award*
 2005 Teaching Honor Roll award*
 2004 Teaching Honor Roll award*
 2003 Teaching Honor Roll award*
 2002 Teaching Honor Roll award*
 2001 Teaching Honor Roll award*
 2000 Teaching Honor Roll award*
 1999 Teaching Honor Roll award*

*Given for outstanding MBA teaching, awarded by the Dean of Students of Kellogg

Professional Associations:

Academy of Management
 American Psychological Association
 American Psychological Society (fellow)

Cognitive Science
 Judgment and Decision Making Society
 International Association for Conflict Management
 Midwestern Psychological Association
 Sigma Xi
 Society for Experimental Social Psychologists
 Society for Personality and Social Psychology
 Western Psychological Association

Media Mentions:

Daily Northwestern (October 5, 2011). Kellogg Prof balances motherhood, cycling

<http://www.dailynorthwestern.com/campus/kellogg-prof-balances-motherhood-cycling-1.2645730#.ToxXTv6BqU9>

New York Times (July 24, 2011). Planning the perfect vacation.

<http://travel.nytimes.com/2011/07/24/travel/planning-the-perfect-vacation.html?emc=eta1>

Chicago Tribune (October 6, 2010). Professor's 4 year plan.

Sequim Gazette (September 22, 2010). Paths of Glory.

Winnetka Talk (September 7, 2010). Local athlete captures world championship.

The Week (July, 2010, vol 10, issue 472). The last word: The (scientifically) perfect vacation

New York Times (March 28, 2010). Rages' DNA: Mad as hell...

BNET Insight (June 11, 2010). Guess What? Your staff is not awed by you

Good Morning America ABC News (April, 2010).

Chicago Tribune (October 16, 2009) Negotiate or pay the price, women told

Forbes (September 16, 2009) Negotiation 101: Gender war or gender peace and prosperity? (ForbesWoman)

San Francisco Chronicle (July 16, 2009) How to say no without saying no.

The Mint (March 9, 2008) 53 Truths about Negotiations. (Dow Jones publication in India).

Sequim Gazette (August 6, 2008) Sequim cyclist takes Masters title

Winnetka Talk (July 31, 2008) Winnetka's Thompson pedaling on fast track

Los Angeles Times (December 2006) The new FBI means business: As the bureau adapts to the post-9/11 world, it sends supervisors and agents to corporate management school.

Chattanooga Times Free Press (March 2005) Does one's disposition fit job position? Tests help decide.

Chicago Tribune (October 2004) Critics wary as more jobs hinge on personality tests.

Harvard Gazette (October 2004) Confronting stereotypes at negotiation table.

Ask Inc. (October, 2004). Managing the mediocre.

Sunday Times (South Africa, September 26, 2004). How to speak the language of persuasion.

New York Times (June 22, 2004). Fear in the workplace: The bullying boss.

Los Angeles Times (May 10, 2004) and *Chicago Tribune* (May 12, 2004). There's no getting away: So much hope may be riding on vacations that we can't help but end up disappointed.

Science News (May 4, 2002). The Social Net: Scientists hope to download some insight into online interactions.

Economist.com (April 22, 2002). Mixed emotions.

The Toronto Star (October 19, 2001). The psychology of leadership.

The Processes of International Negotiation Project Network Newsletter (16/2001), Book Reviews: Business Negotiations in Practice and Theory. (p. 7-8).

The Economist (April 8, 2000). Negotiating by e-mail. (p. 65)

Chicago Tribune (July 5, 1998). Teams don't always work. (Section 13, p. 7).

Kellogg World (July, 1998). The Future of work: Mastering the Art of Electronic Communication. (p. 27)

The International Journal of Conflict Management. (1998). Book review of The Mind and Heart of the Negotiator. (vol. 9 (3), 286-288).

Glamour (October, 1997). Negotiating so both sides win. (p. 62).

Kellogg World (July, 1997). Negotiating @ Kellogg.edu. (p. 10-11).

The Levinson Letter (November 1, 1995). When it takes three to thrash things out. (p. 2).

Harvard Business Review (Nov-Dec, 1993). Negotiations: Are two heads better than one? (p. 13-14).

Perspectives UW (Autumn, 1992). Negotiating daily life. (vol. 4 (1), p. 13).

Publications:

2012 & in press:

Smith, E., Menon, T., and Thompson, L. (2012). Status differences in the cognitive activation of social networks. *Organization Science*, (23),1, 67-82.

Hershfield, H., Cohen, T. and Thompson, L. (2012). Short horizons and tempting situations: Lack of continuity to our future selves leads to unethical decision making and behavior. *Organizational Behavior and Human Decision Processes*, 117, 298-310.

Thompson, L. (2012). *The mind and heart of the negotiator*. Pearson: Upper Saddle River, NJ: 5th edition.

Thompson, L. (in press). *The creative conspiracy: How the secrets of collaboration can transform your organization*. Harvard Business School press.

Menon, T. and Thompson, L. (in progress). *The Money Fix: Costless ways to create value at work*. Harvard Business School press.

Thompson, L. and Cohen, T. (2012). Metacognition in teams and organizations. In P. Brinol and K. DeMarree (Eds.). *Social meta-cognition: Frontiers of social psychology*. Chapter 15, 283-302, Psychology press.

Thompson, L. and Cohen, T. (in press). Negotiation and group decision making. In M. Zeelenberg and D. Stapel (Eds.), *Behavioral economics and economic psychology*. Frontiers in Social Psychology, Psychology press.

Thompson, L., Richardson, E. and Lucas, B. (in press). Future directions in negotiation. In G.E. Bolton and R. Croson (Eds.). *The Oxford handbook of economic conflict resolution*. New York, NY: Oxford University press.

Thompson, L., Richardson, E., and Lucas, B. (in press). Negotiation for the future. In B. Goldman and D. Shapiro (Eds.). *The psychology of negotiations in the 21st century workplace: SIOP Frontier series*. LEA: Psychology press.

Thompson, L., Lucas, B. and Richardson, E. (in progress). Negotiation bandwidth. In N.M. Ashkanasy, O.B. Ayoko, and K.A. Jehn (Eds.) *Handbook of Research in Conflict Management*. Edward Edgar Publishing, UK.

Lucas, B and Thompson, L. (under revision). Pride and pratfalls: Embarrassing stories increase team creativity.

Cohen, T., Leonardelli, G. and Thompson, L. (under review). Avoiding the agreement bias: Teams facilitate impasse in negotiations with negative bargaining zones.

2011:

Lee, S. and Thompson, L. (2011). Do agents negotiate for the best (or worst) interest of principals? Secure, anxious, and avoidant principal-agent attachment. *Journal of Experimental Social Psychology*, 47, 681-684.

Thompson, L. (2011). *Making the team*. 4th Edition. Pearson: Upper Saddle River, NJ.

Cohen, T. and Thompson, L. (2011). When are teams an asset in negotiation and when are they a liability? In B. Mannix, M. Neale, and J. Overbeck (Eds.). *Research on managing groups and teams: Negotiation in groups*, 14, 3-34.

2010:

Menon, T. and Thompson, L. (2010). Managing envy. *Harvard Business Review*, April, 74-79.

Thompson, L., Wang, J., and Gunia, B. (2010). Negotiation. In S. Fiske (Ed.). *Annual Review of Psychology*, 61, 491-515.

2009:

Gentner, D., Loewenstein, J., Thompson, L., and Forbus, K. (2009). Reviving inert knowledge: Analogical encoding supports relational retrieval of past events. *Cognitive Science*, 33, 1343-1382.

Crotty, S. and Thompson, L. (2009). When your heart isn't smart: How different types of regret change decisions and profits. *International Journal of Conflict Management*, 20 (4), 315-339.

Tenbrunsel, A.E., Wade-Benzoni, K.A., Tost, L.P., Medvec, V.H., Thompson, L., and Bazerman, M. (2009). The reality and myth of sacred issues in ideologically-based negotiations. *Negotiation and Conflict Management Research*, 2 (3), 263-284.

Thompson, L. (2009). *The mind and heart of the negotiator*. Pearson: Upper Saddle River, NJ. 4th edition.

- translated into Mandarin, Pearson Education Asia, LTD & China Renmin University press (Chinese edition)
- international edition, Pearson Education
- translated into Portuguese, Monitor LDA (Portuguese edition)
- translated into Korean, Hanul Publishing Co. (Korean edition)

2008:

Thompson, L. (2008). *The truth about negotiations*. Upper Saddle River, NJ: Pearson Education, Inc. publishing as FT Press.

- translated into Portuguese, Actual Editoria: Lisboa, Portugal (November, 2007)
- translated into Thai, DMG Books/Direct Media Group, Bangkok, Thailand (November, 2007)
- translated into Greek, Papasotirou Publications, Athens, Greece (November, 2007)
- translated into Hindi, Dorling Kindersley, Delhi, India (November, 2007)
- published in English for Singapore, India, Sri Lanka: Dorling Kindersley (April, 2008)
- published in Chinese Simplified, Pearson Education Asia LTD., Contemporary China Publishing House (February, 2009)
- published in Russian, U-RAIT publishers, Perviy Pankovskiy proezd, Moscow, Russia (June, 2009)

Thompson, L. (2008). *Organizational behavior today*. Upper Saddle River, NJ: Pearson Education, Inc.

- translated into Mandarin, Posts & Telecom press, People's Republic of China (November, 2008)
- translated into Mandarin, Pearson Education Taiwan Ltd. (Taiwanese edition). (November, 2009)

Thompson, L. (2008). *Making the team*. 3rd edition. Upper Saddle River, NJ: Pearson Education, Inc.

- international edition, Pearson Education
- translated into Korean, Hanul Publishing Co. (Korean edition)

2007:

Seeley, E., Gardner, W. and Thompson, L. (2007). The role of the self-concept and social context in determining the behavior of power-holders: Self-construal in intergroup vs. dyadic dispute resolution negotiations. *Journal of Personality and Social Psychology*, 93, (4), 614-631.

Menon, T. and Thompson, L. (2007). Don't hate me because I'm beautiful: Self-enhancing biases in threat appraisal. *Organizational Behavior and Human Decision Processes*, 104 (1), 45-60.

Behfar, K. & Thompson, L.. (2007). Conflict within and between organizational groups: Functional, dysfunctional, and quasi-functional perspectives. Ch 1, p.3-35 in L. Thompson and K. Behfar (eds). *Conflict in Organizational Teams*. Evanston, Illinois: Northwestern University press.

-international edition, Replika Press, India

Thompson, L. & Pozner, J. (2007). Organizational Behavior. Ch. 40, p.913-939 in E.T. Higgins & A.W. Kruglanski, (Eds). *Social psychology: A handbook of basic principles* (2nd ed.). New York: Guilford Press.

2006:

Menon, T., Thompson, L. and Choi, H. (2006). Tainted knowledge versus tempting knowledge: People avoid knowledge from internal rivals and seek knowledge from external rivals. *Management Science*, 52 (8), 1129-1144.

Thompson, L., Nadler, J. & Lount, R. (2006). Judgmental biases in conflict resolution and how to overcome them. In M. Deutsch, P.T. Coleman, and E.C. Marcus (Eds.) *Handbook of Conflict Resolution*, 2nd Edition, Jossey-Bass.

Wang, C.S. and Thompson, L. (2006). The negative and positive psychology of leadership and group research. In S. Thye and E. Lawler (eds.). *Advances in Group Processes: Social psychology of the workplace*. Volume 23.

Thompson, L. and Choi, H-S. (2006). *Creativity and innovation in organizational teams*. Mahwah: NJ: Lawrence Erlbaum.

Choi, H-S. and Thompson, L. (2006). Membership Change in Groups: Implications for Group Creativity. In Thompson, L. & Choi, H-S., (Eds.). *Creativity and innovation in organizational teams*. Mahwah: NJ: Lawrence Erlbaum, p.87-108.

Thompson, L. (2006). *Negotiation theory and research*. Series editors: A.W. Kruglanski & J.P. Forgas, Frontiers of Social Psychology. New York: Psychology Press.

Loewenstein, J. & Thompson, L. (2006). Learning to negotiate: Novice and experienced negotiators. In L. Thompson (ed). *Negotiation Theory and Research*. Psychology Press, Chapter 5, 77-97.

Kopelman, S., Rosette, A., and Thompson, L. (2006). The three faces of Eve: An examination of the strategic display of positive, negative, and neutral emotions in negotiations. *Organizational Behavior and Human Decision Processes*, 99 (1), 81-101.

2005:

Kray, L., Thompson, L. and Lind, A. (2005). It's a Bet! A Problem Solving Approach Promotes the Construction of Contingent Agreements. *Personality and Social Psychology Bulletin*, 31 (8), 1039-1051.

Choi, H.S. & Thompson, L. (2005). Old wine in a new bottle: Impact of membership change on group creativity. *Organization Behavior and Human Decision Processes*, 98 (2), 121-132.

Loewenstein, J., Morris, M., Chakravarti, A., Thompson, L., and Kopelman, S. (2005). At a loss for words: Dominating the conversation and the outcome in negotiation as a function of intricate arguments and communication media. *Organizational Behavior and Human Decision Processes*, 98 (1), 28-38.

Rosette, A. & Thompson, L. (2005) The camouflage effect: Separating achieved status and unearned privilege in organizations. In Mannix, E & Neale, M (eds.). *Research on managing groups and teams: Status and groups*, Volume 7, 259-281.

Kray, L. & Thompson, L. (2005). Gender Stereotypes and Negotiation Performance: An Examination of Theory and Research. In B. Staw and R. Kramer (Eds). *Research on Organizational Behavior*, 26, 103-182.

Loyd, D.L., Kern, M.C., and Thompson, L. (2005). Classroom research: Bridging the ivory divide. *Academy of Management Journal: Learning and Education*. 4 (1), 8-21.

Thompson, L. (2005). *The Mind and Heart of the Negotiator*. 3rd edition. Upper Saddle River, NJ: Pearson Prentice Hall.

- translated into Korean, Hanul Publishing Company: Seoul (2006)

2004:

Anderson, C. & Thompson, L. (2004). Affect from the top down: How powerful individuals' positive affect shapes negotiations. *Organizational Behavior & Human Decision Processes*, 95 (2), 125-139.

White, J.B., Tynan, R.O., Galinsky, A., & Thompson, L. (2004). Face threat sensitivity in negotiations: Roadblock to agreement and joint gain. *Organizational Behavior and Human Decision Processes*, 94, 102-124.

Thompson, L. & Rosette, A. (2004). Leading by analogy. In S. Chowdhury (Ed.). *Next generation business handbook: New strategies from tomorrow's thought leaders*. Chapter 5. Wiley: New Jersey.

Thompson, L. & Leonardelli, G. (2004) The big bang: The evolution of negotiation research. *Academy of Management: Executive*, 18 (3), 113-117.

Thompson, L., Neale, M. & Sinaceur, M. (2004). The evolution of cognition and biases in negotiation research: An examination of cognition, social perception, motivation, and emotion. (Chapter 1) In M. Gelfand & J. Brett (Eds.), *The handbook of negotiation and culture*. Palo Alto, CA: Stanford University Press.

Thompson, L. & Leonardelli, G. (2004). Why negotiation is the most popular business school course. *Ivey Business Journal*, July/August 2004.

Kray, L., Reb, J., Galinsky, A. & Thompson, L. (2004). Stereotype reactance at the bargaining table: The effect of stereotype activation and power on claiming and creating value. *Personality and Social Psychology Bulletin*, 30 (4), 399-411.

Thompson, L., (2004). *Making the team: A guide for managers*, 2nd edition. Upper Saddle River, NJ. Prentice Hall.

- translated into Korean, Hanul Publishing Company: Seoul (2004)
- translated into Russian, PiterBook JS CO. LTD., St. Petersburg

2003:

Thompson, L., & Loewenstein, J. (2003). Mental models of negotiations; Descriptive, prescriptive and paradigmatic implications. In M.A. Hogg and J. Cooper (Eds.) *Sage Handbook of Social Psychology*. London: Sage, Ch. 23, 494-511.

VanBoven, L. & Thompson, L. (2003). A look into the mind of the negotiator: Mental Models of Negotiation. *Group Processes and Intergroup Relations*, 6 (4)

Nadler, J., Thompson, L. & van Boven, L. (2003). Learning negotiation skills: Four models of knowledge creation and transfer. *Management Science*, 49 (4), 529-540.

Gentner, D., Loewenstein, J. & Thompson, L. (2003). Learning and transfer: A general role for analogical encoding. *Journal of Educational Psychology*, 95 (2), 393-408.

Loewenstein, J., Thompson, L., & Gentner, D. (2003). Analogical learning in negotiation teams: Comparing cases promotes learning and transfer. *Academy of Management Learning and Education*, 2 (2), 119-127.

Thompson, L., Kern, M., & Loyd, D.L. (2003). Research methods of micro organizational behavior. In C. Sansone, C. Morf, and A. Panter (Eds.), *Handbook of Methods in Social Psychology*. Thousand Oaks, CA: Sage, Ch. 21, 457-470.

McGinn, K. L., Thompson, L. & Bazerman, M. (2003). Dyadic processes of disclosure and reciprocity in bargaining with communication. *Journal of Behavioral Decision Making*, 16, 17-34.

Thompson, L. (2003). Improving the creativity of organizational work groups. *Academy of Management Executive*, 17 (1), 96-109.

Thompson, L. (2003). *The social psychology of organizational behavior: Key readings*. Edited volume. Philadelphia: Psychology Press.

2002:

Kray, L.J., Galinsky, A. & Thompson, L. (2002). Reversing the gender gap in negotiations: An exploration of stereotype regeneration. *Organizational Behavior and Human Decision Processes*, 87 (2), 386-409.

Wade-Benzoni, K., Hoffman, A. J., Thompson, L., Moore, D., Gillespie, J. and Bazerman, M. (2002). Contextualizing ideologically-based negotiations: uncovering barriers to wise resolution. *Academy of Management Review*, vol 27(1), 41-57.

Valley, K., Thompson, L., Gibbons, R. & Bazerman, M. (2002). How communication improves efficiency in bargaining games. *Games and Economic Behavior*, vol 38(1), 127-155. [🔗](#)

Thompson, L., & Nadler, J. (2002). Negotiating via information technology: Theory and application. *Journal of Social Issues*, 58, (1), 109-124.

Morris, M., Nadler, J., Kurtzberg, T. & Thompson, L. (2002). Schmooze or lose: social friction and lubrication in e-mail negotiations. *Group Dynamics*, vol 6(1), 89-100.

2001:

Lind, A.E., Kray, L., and Thompson, L. (2001). Primacy effects in justice judgments: Testing predictions from fairness heuristic theory. *Organization Behavior & Human Decision Processes*, 85 (2), 189-210.

Kray, L., Thompson, L., and Galinsky, A. (2001). Battle of the sexes: Gender stereotype confirmation and reactance in negotiations. *Journal of Personality and Social Psychology*, 80 (6), 942-958.

Brodtt, S. & Thompson, L. (2001). Negotiating Teams: A levels of analysis approach. *Group Dynamics*, 5 (3), 208-219.

Thompson, L. (2001). *The Mind and Heart of the Negotiator*. 2nd edition. Upper Saddle River, NJ: Prentice Hall.

Thompson, L., Medvec, V.H., Siedens, V. & Kopelman, S. (2001). Poker face, smiley face, and rant and rave: Myths and realities about emotion in negotiation. In M. Hogg & S. Tindale (Eds.) *Blackwell Handbook in social psychology*, Vol. 3: Group Processes, Ch. 6., 139-163.

Thompson, L., Aranda, E., & Robbins, S.P. (2001). *Tools for Teams*. University of Phoenix, Pearson Custom Publishing.

2000:

Loewenstein, J. & Thompson, L. (2000). The challenge of learning. *Negotiation Journal*, October, 399-408.

Rosette, A.S., Kopelman, S. & Thompson, L.L. (2000). High-performance contract negotiation skills. *Product Management Today*, 11 (7), 38-41.

Thompson, L., Loewenstein, J. and Gentner, D. (2000). Avoiding missed opportunities in managerial life: Analogical training more powerful than individual case training. *Organization Behavior and Human Decision Processes*, 82 (1), 60-75.

- also reprinted in: Bazerman, M.H. (2004). *Negotiation, decision making, and conflict management*.

Peterson, E., Mitchell, T., Thompson, L. and Burr, R. (2000). Collective efficacy and aspects of shared mental models as predictors of performance over time in work groups. *Group Processes and Intergroup Relations*, 3 (3), 296-316.

Thompson, L. & Nadler, J. (2000). Judgmental biases in conflict resolution and how to overcome them. In M. Deutsch & P. Coleman, (Eds.) *Handbook of constructive conflict resolution: theory and practice*, Ch. 10, 213-235.

Thompson, L. & Fox, C. (2000). Negotiation within and between groups in organizations: Levels of analysis. In M. Turner (Ed.), *Groups at work: Advances in theory and research*. Hillsdale, NJ: Lawrence Erlbaum, Ch. 8, 221-266.

Thompson, L. (2000). *Making the Team: A Guide for Managers*. Upper Saddle River, NJ: Prentice Hall.

Thompson, L. & Kim, P. (2000). How the quality of third parties' settlement solutions are affected by the relationship between negotiators. *Journal of Experimental Psychology: Applied*, 6 (1), 1-16

1999:

Murnighan, K., Babcock, L., Thompson, L. & Pillutla, M. (1999). The information dilemma in negotiations: Effects of experience, incentives, and integrative potential. *International Journal of Conflict Management*, 10 (4), 313-339.

Loewenstein, J., Thompson, L. & Gentner, D. (1999). Analogical encoding facilitates knowledge transfer in negotiation. *Psychonomic Bulletin & Review*, 6 (4), 586-597.

Thompson, L. & Fine, G. (1999). Socially shared cognition, affect and behavior: A review and integration. *Personality and Social Psychology Review*, 3 (4), 278-302.

Gillespie, J.J., Thompson, L., Loewenstein, J., & Gentner, D. (1999). Lessons from analogical reasoning in the teaching of negotiation. *Negotiation Journal*, October, 363-371.

Moore, D., Kurtzberg, T., Thompson, L. & Morris, M. (1999). Long and short routes to success in electronically-mediated negotiations: Group affiliations and good vibrations. *Organization Behavior & Human Decision Processes*, 77 (1), 22-43.

Hoffman, A.J., Gillespie, J., Moore, D., Wade-Benzoni, K.A., Thompson, L., Bazerman, M.H. (1999). Introduction: A mixed-motive perspective on the economic environment debate. *American Behavioral Scientist*, 42 (8).

Thompson, L., Nadler, J. & Kim, P. (1999). Some like it hot: The case for the emotional negotiator. In L. Thompson, J. Levine & D. Messick (eds.). *Shared cognition in organizations: The management of knowledge*. Hillsdale, NJ: Lawrence Erlbaum. Ch. 7 (139-161).

Thompson, L., Levine, J., & Messick, D. (1999). *Shared Cognition in Organizations: The Management of Knowledge*. Hillsdale, NJ: Lawrence Erlbaum.

1998:

Lind, A., Kray, L. & Thompson, L. (1998). The social construction of injustice: Fairness judgments in response to own and others' unfair treatment by authorities. *Organization Behavior & Human Decision Processes*, 75, (1), 1-22.

Thompson, L., Kray, L. & Lind, A. (1998). Cohesion and respect: An examination of group decision making in social and escalation dilemmas. *Journal of Experimental Social Psychology*, 34, 289-311.

Thompson, L. (1998). A new look at social cognition in groups. *Basic & Applied Social Psychology*, 20, (1), 3-5.

Thompson, L. & DeHarpport, T. (1998). Relationships, goal incompatibility, and communal orientation relationships in negotiations. *Basic & Applied Social Psychology*, 20, (1), 33-44.

Bazerman, M., Gibbons, R., Thompson, L. & Valley, K. (1998). Can negotiators outperform game theory? In J. Halpern & R. Stern (Eds.), *Debating Rationality: Nonrational aspects of organizational decision-making*. Ithaca, New York: ILR press, Ch. 4 (78-98).

Thompson, L. (1998). *The Mind and Heart of the Negotiator*. Upper Saddle River, NJ: Prentice Hall.

1997:

Peterson, E. & Thompson, L. (1997). Negotiation teamwork: The impact of information distribution and accountability for performance depends on the relationship among team members. *Organization Behavior & Human Decision Processes*, 72, (3), 364-383.

Mitchell, T., Thompson, L. Peterson, E. & Cronk, R. (1997) Temporal Adjustments in the evaluation of events: The "Rosy View". *Journal of Experimental Social Psychology*, 33, 421-448.

Thompson, L. & Gonzalez, R. (1997). Environmental disputes: Competition for scarce resources and clashing of values. In M. Bazerman, D. Messick, A. Tenbrunsel, & K. Wade-Benzoni (Eds.). *Environment, ethics and behavior: The psychology of environmental evaluation and degradation*. San Francisco: New Lexington books.

1996:

Thompson, L. & Hrebec, D. (1996). Lose-lose agreements in interdependent decision making. *Psychological Bulletin*, 120, (3), 396-409.

Thompson, L., Peterson, E. & Brodt, S. (1996). Team negotiation: An examination of integrative and distributive bargaining. *Journal of Personality & Social Psychology*, 70, (1), pp, 66-78.

Levine, J. & Thompson, L. (1996). Conflict in groups. In E.T. Higgins & A. Kruglanski (Eds.), *Social psychology: Handbook of basic principles*. Ch. 24 (745-776) New York: Guilford.

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1988:

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** Authorship credit equally shared; authorship order is alphabetical.

Invited Talks and Addresses:

2011:

International Association of Conflict Management, Istanbul (June, with Professor Sujin Lee)

2010:

Research on Managing Groups and Teams: Negotiation in groups, Stanford Business School, Stanford University (May).

16th Annual Social Psychologists of Chicago conference (April 10, with Dr. Taya Cohen)

2009:

Ratcliffe Annual Science Symposium: Improving decision making: Interdisciplinary lessons from the natural sciences (April)

2008:

Complexity in Action Conference (Northwestern University)

2006:

Harvard University

2004:

Harvard University

2002:

Harvard Business School

Microsoft Corporation

Research@Kellogg

2001:

MIT, Sloan School of Management

University of California, Irvine, Management School

2000:

Midwest Academy of Management, keynote address, Chicago

Northwestern University, DRRC - E-negotiations conference

Harvard University, Hewlett conference

Duke University, Fuqua School of Business

Northwestern University, Alumni Association

Northwestern University, Women's Board

1999:

Harvard University, Business School

Yale University, Management

DRRC, Winter Dinner Colloquium (w/ Steve Goldberg & Ken Kaye)

Northwestern University, Management & Policy Domain Dinner

Dispute Resolution Research Center, Evening seminar

Academy of Management, Chicago (invited symposium)

Dispute Resolution Research Center, Annual Board Meeting

Women in Science and Engineering, Northwestern University

Western Academy of Management, invited address

1998:

Indiana University, Psychology

Pennsylvania State College, Altoona

Carnegie-Mellon University, Learning and transfer in organizations

New Directions in Decision-Making [2]

University of Chicago, Graduate School of Business

Psychology Graduate Seminar, Northwestern University

Northwestern Alumni Association, Seminar Day
Cognitive Psychology Course, Northwestern University

1997:

Kellogg Alumni Association
Council of 100, Northwestern University
Midwestern Psychological Association, invited symposia
American Corporate Counsel Association
Sidley & Austin
Society of Industrial & Organizational Psychologists
Association of Northwestern University Women
Widening Our World program, Kellogg School

1996:

Northwestern University, Shared Cognition in Organizations conference
Academy of Management, Doctoral consortium, Conflict Management division
University of Massachusetts, Psychology of Adversity conference
University of Pittsburgh, Psychology
American Psychological Society, invited symposium
Northwestern University, featured faculty speaker, Kellogg alumni

1995:

Northwestern Univ., Environmental & Ethical Decision Making conference
University of California Berkeley, Cognitive Psychology
University of California, Berkeley, Organization Behavior, Haas School of Business
Stanford University, Management & Organization Behavior Department
Northwestern University, Organization Behavior, Kellogg School
University of California Berkeley, Social Psychology
Stanford University, Department of Psychology
Center for Advanced Study in the Behavioral Sciences

1994:

Northwestern University, Dispute Resolution Research Center
Stanford Business School, Economics Department
Stanford Business school, Social Context in Negotiations conference
Attorney General of Washington, Paralegal Education seminar, Seattle
University of Washington, AIDS Education and Training Center, Health Education

1993:

Cornell University, Nonrationality in Organizations conference
Academy of Management (symposium), Atlanta [2]
Association for Consumer Research, Nashville
Washington State Trial Lawyers Association, Seattle

1992:

University of California, Berkeley, Department of Psychology
 Northwestern University, Department of Psychology
 Northwestern University, Dispute Resolution Research Center
 Northwestern University, Kellogg School
 University of Arizona, Department of Management

1991:

Academy of Management, Miami
 Northwestern University, Kellogg School
 Guardian Ad Litem annual conference, Seattle

1990:

Society for Judgment and Decision Making, New Orleans
 Columbia University, Department of Psychology
 Princeton University, Department of Psychology
 Yale University, Department of Psychology
 Rutgers University, Department of Psychology
 Center for Advanced Study in the Behavioral Sciences
 Guardian Ad Litem annual conference, Seattle

1989:

American Psychological Association, New Orleans
 Northwestern University, Research on Negotiations in Organizations (discussant)

1988:

Nagshead Conference Center, Judgment and Decision
 Negotiating in Organizations conference, Deer Creek, Ohio

Conference Presentations:**2012:**

Academy of Management Meeting, Boston, Massachusetts

2010:

Academy of Management, Montreal, Canada
 IACM (International Association of Conflict Management), Boston

2006:

Academy of Management, Atlanta

2005:

Academy of Management (3)
 KTAG conference on conflict (2)

2004:

Cognitive Science Conference
 Academy of Management [3]
 Frontiers of Negotiation conference, Kellogg School

2003:

Academy of Management meetings: Seattle (August) [4]
 KTAG conference on creativity and innovation: Evanston (June) [2]
 Stanford-Cornell Groups and Teams Conference: Ithaca (May)
 International Association of Conflict Management: Australia (June)

2002:

Academy of Management [3]

2001:

International Association of Conflict Management [2]
 Academy of Management
 Administrative Sciences Association of Canada
 Western Psychological Association [2]

2000:

Academy of Management, Toronto

1999:

Academy of Management, Chicago [2]
 International Association of Conflict Management [2]

1998:

Academy of Management, San Diego

1997:

Society of Experimental Social Psychologists, Toronto
 Academy of Management, Boston

1996:

Academy of Management, Cincinnati, Ohio [2]

1995:

Academy of Management, symposium, Vancouver, B.C.
 International Association of Conflict Management, Denmark
 Social Justice conference, Reno

1994:

Experimental Economics, Tucson
 Society of Experimental Social Psychologists, Lake Tahoe
 Behavioral Decision Research in Management, MIT, Boston
 Academy of Management, Dallas [2]
 International Association of Conflict Management, Eugene [3]

1993:

Judgment and Decision Making Society, Chicago
 International Association of Conflict Management, Belgium

1992:

Academy of Management, Las Vegas
 Midwestern Psychological Association, Chicago
 Society of Organizational Behavior, Tucson

1991:

Academy of Management, Miami
 Academy of Management, Miami (symposium)
 Midwestern Psychological Association, Chicago [2]

1990:

Academy of Management, San Francisco
 International Association of Conflict Management, Vancouver, B.C.
 Midwestern Psychological Association, Chicago

1989:

SPUDM conference, USSR
 Academy of Management, Washington, D.C.

1988:

Academy of Management, Anaheim, California [2]
 TIMS/ORSA meetings, Washington, DC.

1987:

Academy of Management, New Orleans [2]
 Midwestern Psychological Association, Chicago

1986:

American Psychological Association, Washington, D.C.
 Midwestern Psychological Association, Chicago

1985:

American Psychological Association, Los Angeles

1984:

American Psychological Association, Toronto
 Western Psychological Association, Los Angeles

Cycling Race Results:**2011**

ABR/MATTTS Rider of the Year, Winner

MATTTS Time Trial Series Overall Winner

http://www.ambikerace.com/2011/results/2011%20MATTTS_Women%209-24-11.pdf

ABR Fall Fling Time Trial, September 25, Gold Medal, fastest female

https://docs.google.com/spreadsheets/pub?hl=en_US&hl=en_US&key=0AogcIWe-6cDZdHBEMTNvOWR4Yl9NWfVXRmpDZmtNTUE&output=html

MATTTS Finale, September 17, Gold medal, fastest female

<http://www.ambikerace.com/2011/results/RESULTS%20MATTTS%20Finale%202011.pdf>

FIAC-ABR Team Time Trial National Championship, September 10, rode as solo competing against 4-person teams; 2nd place

<http://www.ambikerace.com/2011/results/RESULTS%20TTT%202011v1.pdf>

USA Cycling Illinois State Time Trial Championship, September 3, Gold medal, fastest female

<https://www.usacycling.org/results/?permit=2011-3064>

USA Cycling Masters National Time Trial Championship, August 31st, Bronze medal

https://www.usacycling.org/results/index.php?year=2011&id=177&info_id=41029

Double Bong ABR Wisconsin State Championship, July 28, Gold Medal, fastest female

<http://www.ambikerace.com/2011/results/Double%20Bong%20results%202011.pdf>

Kirke Vei Time Trial, 20K, August 20, Silver Medal

<http://www.ambikerace.com/2011/results/RESULTS%202011v.pdf>

Bryce Master 19K, August 6, Silver Medal

http://www.ambikerace.com/2011/results_11.htm

ABR-MATTTS Illinois State Time Trial Championship, June 26, State Champion, Gold Medal, fastest female overall

<http://www.teamapache.org/2011apachettresults.pdf>

Harvard 33.3 K Time Trial, June 11, Gold Medal, fastest female

http://www.ambikerace.com/2011/results/Harvard_Results_6-11-11_v1.pdf

Bong-and-a-half Time Trial, June 12, Gold medal, fastest female

http://www.ambikerace.com/2011/results/Bong_and_a_Half_Results_6-12-11_v3.pdf

Scarlet Fire Two Person Team Time Trial, May 8, Gold Medal, fastest female team

<http://www.ambikerace.com/2011/results/Scarlet%20Fire%20TTT%20results%202011v2.pdf>

Single Bong 20K, May 1, Gold Medal, fastest female

<http://www.ambikerace.com/2011/results/Single%20Bong%20results%205-07-11.pdf>

2010

UCI Time Trial Masters World Championship, August 25th (Austria) [Gold Medal, First Place World Champion 50-54, Rainbow Jersey](#)

USA Cycling Masters National Championship Time Trial: August 3rd (Louisville) [Bronze Medal, Time Trial W50-54](#)

USA Cycling Illinois State Time Trial Championship, September 4, [Gold Medal, Women Open, Fastest female, State Jersey](#)

USA Cycling Wisconsin State Time Trial Championship: August 7th [First place: Fastest female](#)

FIAC-ABR Team Time Trial National Championship, September 12 [First place, Gold Medal: fastest women's team \(Kelli Richter, Julie Kennedy, Erin Finnegan\)](#)

Harvard 33.3 K Time Trial, June 12, [Gold medal: fastest female](#)

ABR State Championship Time Trial, June 5th: [Gold medal: fastest female](#)

Bong-and-a-half Time Trial, June 13, [Bronze medal: 3rd fastest female](#)

Single Bong 20K Time Trial, April 25th: [Silver medal: 2nd fastest female](#)

John Fraser Memorial Time Trial, April 11th: [Silver medal, 2nd fastest female](#)

2009

[MATTS 40K Final Time Trial Event](#), September 19, 2009 Gold Medal, fastest female of day

[FIAC Team Time Trial National Championship](#), September 13, 2009 Silver Medal Champion Team (2nd fastest women's team)

[USA Cycling Illinois State Time Trial Championship](#), September 5, 2009 State Champion: Gold Medal, Fastest Female

[UCI Masters World Championship Time Trial](#), August 26, 2009 Tirol, Austria 5th place, Women 45-49

[Pleasant Prairie Triathlon](#), August 16, 2009 1st place co-ed relay team Fastest female rider of the day; 11th fastest/640 total

[USA Cycling Masters Nationals](#), July 1, 2009 4th place, Time Trial

[Harvard 33.3K Time Trial](#), June 14, 2009 Gold medal: Fastest female of the day Harvard 33.3km Time Trial

[Bong-and-a-Half Time Trial](#), May 31, 2009 Gold medal: Fastest female of the day

[ABD 2-person Team Time Trial](#), May 9, 2009 Gold medal: Fastest women's team of day

[John Fraser Memorial Time Trial](#), May 2, 2009 Silver medal: 2nd fastest female rider & 2nd place, Women's Open

[Single Bong 20K Time Trial](#), April 26, 2009 Silver medal: 2nd fastest female rider & 2nd place, Women's Open

[Cherry Valley 30K Time Trial](#), April 19, 2009 Silver medal : 2nd fastest female rider & 2nd place, Women's Open

[ABD Indoor Time Trial Series #2](#) (February 1st)
2nd & 3rd fastest Female Rider

Vision Quest Coaching Indoor Time Trial Series Winner
Fastest Female Rider Overall

[Vision Quest Coaching Indoor Time Trial #4](#) (January 18th)
Fastest Female Rider Overall

[ABD Indoor Time Trial Series #1](#) (January 11th)

Third fastest Female rider

[Vision Quest Coaching Indoor Time Trial #3](#) (January 4th)
Fastest Female Rider Overall

2008

[Vision Quest coaching Indoor Time Trial #2](#) (December 21st)
Fastest Female Rider Overall

[Vision Quest Coaching Indoor Time Trial #1](#) (December 14th)
Fastest Female Rider Overall

[El Tour de Tucson 109 mile Road Race](#) (November 22, 2008) (15th/1000+ females)
Michael J. Coles USA Award (first Illinois woman to finish)

[American Bicycle Racing IL & WI Rider of the Year](#) (ROTY), 2008

[Mid America Time Trial Series \(MATTS\) Overall Winner \(Women's pro-1-2-3\)](#), 2008

[ABR Fall Fling Time Trial, October 4, 2008](#) (2nd fastest female rider overall & 2nd place
Women Open & 1st place 40+ (2nd race)

[MATTS-ROTY 39.8k Time Trial Final Event. Sept.13, 2008](#) (Fastest female rider & 1st
place Women's Open)

[FIAC National Championship 4-Person Team Time Trial, September 7, 2008](#) (1st place, Gold
medal & Stars & Stripes National jersey, Fastest Female Team)

Chicago Time Trial Series:

[Illinois State Championship, August 30, 2008](#)
(State Silver Medal & 1st place Women 40-49)

Chicago Time Trial Series:

[Willow Springs 30K, August 24, 2008](#)
(Fastest female rider & Best Hill Female Hill climber & First place, Women's Open)

[USA Cycling Masters Time Trial National Championship](#)

Louisville, Kentucky, June 30, 2008
(1st place, Gold medal & Stars & Stripes jersey, Women 45-49)

[Team Apache 40k Time Trial, June 21, 2008](#)

(Fastest female rider & 1st place, Women's Open)

[Wisconsin State Time Trial Championship 40k, May 31, 2008](#)

(2nd fastest female rider & 2nd place, Women's Open)

[Double Bong 40K Time Trial, May 18, 2008](#)

(2nd fastest female rider & 2nd place, Women's Open)

[ABD 40K 2-man Team Time Trial, Garden Prairie, May 10th, 2008](#)

(1st place Women's Open & 2nd fastest women's team overall)

[Harvard 33.3K Time Trial, April 27, 2008](#)

(2nd fastest female rider & 2nd place, Women's Open)

[Cherry Valley 30K Time Trial, April 20, 2008](#)

(3rd fastest female rider & 3rd place, Women's Open)

[Single Bong 20K Time Trial, April 13, 2008](#)

(3rd fastest female rider & 3rd place, Women's open)

[John Fraser Memorial Outdoor Time Trial, April 6, 2008](#)

(Fastest female rider overall & 1st place, Women's Open)

[ABD 2008 Indoor Time Trial Series](#)

(Fastest female rider overall series)

[ABR MATTs Indoor Time Trial, March, 2008](#)

(Fastest female rider overall & 1st place, Women's Open)

[ABR MATTs Indoor Time Trial, February, 2008](#)

(Fastest female rider overall & 1st place, Women's Open)

[MATTs Indoor Time Trial, January, 2008](#)

(2nd fastest female rider overall & 2nd place, Women's Open)

2007

[Double Bong 40K Time Trial, May, 2007](#)

(1st place, Cat 4)

[Wisconsin State Championship-Spring Prairie Road Race, June, 2007](#)

(3rd place, Cat 4)

[ABR World Championship 4-Man Team Time Trial, September, 2007](#)

(2nd place, Women's Open)

[El Tour de Tucson 109mile Road Race, November, 2007](#)

(29th/1004 females; 5:01 time, platinum finish)

Michael J. Coles USA Award (first Illinois woman to finish)