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PUBLICATIONS¹

Books

- (2006) Gilovich, T., Keltner, D., & Nisbett, R.E. *Social psychology*. New York: W.W. Norton.
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Articles and Book Chapters

- (2006) Epley, N., & Gilovich, T. *The anchoring and adjustment heuristic: Why the adjustments are insufficient*. *Psychological Science*, 17, 311-318.
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- (2003) Van Boven, L., Medvec, V., & Gilovich, T. *The illusion of transparency in negotiations*. *Negotiation Journal*, 19, 117-131.
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- (2003) Savitsky, K., & Gilovich, T. *The illusion of transparency and the alleviation of speech anxiety*. *Journal of Experimental Social Psychology*, 39, 618-625.
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