

Jack B. Soll is an associate professor of management at Duke University's Fuqua School of Business, having joined Duke in 2005. Previously, he was on the faculty at INSEAD in Fontainebleau, France. He has also served as a visiting professor at the University of Pennsylvania and the University of Chicago. Professor Soll has taught courses in decision making, managerial effectiveness, leadership, negotiation, and statistics. Professor Soll received his Ph.D. from the University of Chicago Booth School of Business in 1997. He has taught extensively in both executive education and daytime MBA programs.

Professor Soll's research focuses on the psychology of judgment and decision making. His research with Richard P. Larrick on the MPG illusion has been covered widely in the national media, and was featured in the "Year in Ideas" issue of the *New York Times Magazine* in 2008. One of his major research areas is on combining opinions. Professor Soll's work shows that whereas people often prefer to follow the opinion of a chosen expert, they would often do better to average the opinions of multiple individuals. In 2010 Professor Soll and his co-authors received the "Best Empirical Paper" from the Conflict Division of the Academy of Management for their paper "Powerful and unpersuaded: The implications of power for confidence and advice taking." Professor Soll has also written extensively on the phenomenon of overconfidence—the tendency for people to believe that outcomes are more certain than they really are. He has published in a number of scholarly journals, including *Science*, *Management Science*, *Cognitive Psychology*, and the *Journal of Experimental Psychology*.