



## Leslie Ellis, Ph.D.

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Dr. Leslie Ellis is a Director in DecisionQuest's Washington, D.C. office. She has conducted research on legal decision making for over 25 years and has consulted on hundreds of cases. She works with attorneys on high-risk and complex civil cases to develop themes and storylines, settlement and trial strategies, witness preparation, voir dire and jury selection. She assists clients in jury trials, bench trials, arbitrations and regulatory hearings.

Utilizing her strong research background and many years of investigating legal decision making, Dr. Ellis provides quantitative and qualitative analysis through initial case assessments, focus groups, mock trials, issues analyses, damages assessments, large scale surveys and venue analyses. Her research interests include the dynamics of jury, judge and arbitrator decision making, the relationship between juries' liability and damages decisions, how juries decide damage awards, jury reform and minority representation on juries.

Dr. Ellis has been involved in a wide range of high-stakes and high-profile cases, including securities fraud, accounting/auditing fraud, False Claims Act, antitrust, intellectual property, insurance, mortgage fraud, white collar crime, contract, toxic tort, products liability, class action and employment matters. She is a frequent speaker on the topic of juror, judge and arbitrator decision making.

### MEMBERSHIPS

- American Society of Trial Consultants (Current President)
- American Bar Association, Litigation Section
- Women's Bar Association of D.C.
- American Psychology-Law Society
- American Psychological Association
- University Club of D.C.

### SELECT MEDIA APPEARANCES

- Feathers, T. (March 3, 2020) Quoted in article on using predictive analytics in jury selection. "This Company is Using Racially-Biased Algorithms in Jury Selection," in *Motherboard (Tech by Vice)*. <https://www.vice.com/en/article/epgmbw/this-company-is-using-racially-biased-algorithms-to-select-jurors>
- Bultman, M. (September 20, 2019) Quoted in an article on jury selection in patent trials, "5 Keys to Selecting a Jury in a Patent Case" in *Law360*. <https://www.law360.com/articles/1201363/5-keys-to-selecting-a-jury-in-a-patent-case>

- Layne, N. (August 28, 2018). Quoted in an article on change of venue in the Paul Manafort trial. "Ex-Trump Campaign Chief Manafort Seeks to Move Second Trial out of Washington," in *Reuters*. <https://www.reuters.com/article/us-usa-trump-russia-manafort/ex-trump-campaign-chief-manafort-seeks-to-move-second-trial-out-of-washington-idUSKCN1LD1UW>
- Clifford, S. (July 19, 2017). Quoted in an article on jury selection strategy. "In Juries, Lawyers Now Favor the Uninformed," in *New York Times*. <https://www.nytimes.com/2017/07/19/business/dealbook/in-juries-lawyers-now-favor-the-uninformed.html>
- Kellogg, S. (December 2016). Quoted in an article on using social media in the jury selection process. "Government & Gavel," in *Washington Lawyer*. Page 16.
- Clifford, S. (August 20, 2014). Interviewed and quoted for an article on the use of juror questionnaires in high profile cases. "TV Habits? Medical History? Tests for Jury Duty Get Personal," in *New York Times*. <https://www.nytimes.com/2014/08/21/nyregion/for-service-on-some-juries-expect-a-lengthy-written-test.html>
- Elias, P. (June 22, 2014). Quoted in an article on the rise in using social media sites to research potential jurors, and the ethical considerations and guidelines for doing such research. "ABA: Lawyers Can Scour Jurors' Social Media Sites," in *Associated Press*. Picked up by the American Bar Association, NBC, *Daily Business Review*, *The Syracuse Post-Standard*, *The Daily Mail*, *the African-American Newspapers*, *the Muscatine Journal* and other online publications. <https://www.law.com/dailybusinessreview/almlD/1202660428925/ABA-Lawyers-Can-Scour-Jurors-Social-Media-Sites/>
- Matthews, Christopher M. (March 18, 2014). Quoted in an article covering the criminal prosecutions of Bernard L. Madoff Investment Securities LLC staff, and the impact of long trials on jurors. "Madoff Staff Trial Likely Sets Duration Record," in *Wall Street Journal*. <https://www.wsj.com/articles/BL-LB-47461>
- MacLean, P. (April 2011). Quoted in an article reviewing jurors' inappropriate use of social media during trials, and the resulting need for retrials in some cases. "Jurors Gone Wild," in *California Lawyer*. Page 22.
- Caulfield, C. (October 9, 2008). Quoted in article reporting on the impact of the economic recession on responses to jury duty summons, and the racial and socio-economic composition of juries. "Economic Blues Could Make for Whiter Juries," in *Law360*. <https://www.law360.com/articles/72230/economic-blues-could-make-for-whiter-juries>

## SELECT PUBLICATIONS

- Ellis, L. (in publication). *Inside the Black Box: How Psychology Informs the Arbitration Hearing*.
- Ellis, L. and Schwartz, S. (March 2017). *The Rising Importance of Social Media in the Courtroom*. For the Defense. Page 16-21.
- Ellis, L. (Summer 2015). *Are Juries Really Such a Wildcard Compared with Judges?* American Bar Association Mass Torts Litigation Newsletter.
- McAuliffe, B.D., Ellis, L. & Phillips, M (2011). *May It Please the Court: A social-cognitive primer on persuasion in legal contexts*. Chapter in *Handbook on Trial Consulting*. (Eds. Richard L. Weiner and Brian H. Bornstein). Pages 33-62.
- Dial, A. and Ellis, L. (Spring 2010). *Building a Believable Case Through Credible Witness Testimony*. The Brief. Page 33.

- Ellis, L. (July 13, 2009). *Jury Consulting Beyond Trial: How Jury Research Can Make the Difference During ADR*. The Legal Intelligencer.
- Ellis, L. (2008). *The rocky road of resolving securities cases*. The Federal Lawyer. Vol. 55, Page 20. Pages 20-21, 41.
- Kuslansky, L. and Ellis, L. (March 21, 2005). *No easy formula for determining how juries decide damages*. New York Law Journal. Page S6-S7.
- Ellis, L. and Diamond, S.S. (2003). *Race, Diversity, and Jury Composition: Battering and Bolstering Legitimacy*. Chicago-Kent Law Review. Vol. 78, Page 1033-1058.
- Diamond, S.S., Vidmar, N., Rose, M., Ellis, L. & Murphy, B. (2003). *Jury Discussions During Civil Trials: Studying an Arizona Innovation*. Arizona Law Review, Vol. 45, Page 1-81.

### SELECT SPEAKING ENGAGEMENTS

- Ellis, L. (February 2019). *The Psychology of Judicial Reasoning*. Keynote Speech for the Scuola Superiore Magistratura Psychology of Judging Judicial Training Program in Florence, Italy.
- Ellis, L. (March 2019). *Inside the Black Box: How Psychology Informs the Arbitration*. Keynote Speech for the Istanbul Arbitration Center Psychology of International Arbitration Conference in Istanbul, Turkey.
- Ellis, L. (February 2017). *Effective Communication and Persuasion in the Courtroom*. CLE for Collier County Women's Bar Association in Naples, FL.
- Ellis, L. (November 2016). *Effective Voir Dire*. Guest Lecture to the National Institute of Trial Advocacy in Washington, D.C.
- Ellis, L., et al. (July 2016). *Linking In: How to Enhance Your Legal Marketing, Trial and Other Practitioner Skills Through Social Media*. CLE for the National Association of Women Lawyers Annual Meeting in New York, NY.
- Ellis, L. (May 2016). *Wild Card Judges: Cognitive Error and Bias in Judicial Decision Making*. CLE for the DRI Drug and Medical Device Seminar in Chicago, IL.
- Ellis, L. (April 2015). *Jury Psychology in IP Litigation*. CLE for the Nashville Bar Association in Nashville, TN.
- Ellis, L. (May 2015). *Effective Presentation of Expert Witness Testimony*. CLE for the SEAK Annual Meeting in Washington, D.C.
- Ellis, L., et al. (April 2015). *Jurors and Social Media*. CLE for the ABA Litigation Section Annual Meeting in New Orleans, LA.
- Ellis, L. (October 2012). *Voir Dire*. Invited Panelist at the ABA Jury Commission's National Symposium on the American Jury System: The Optimal Jury Trial in Chicago, IL.

### EDUCATION

**University of Illinois, Chicago** Ph.D., Social Psychology

**University of Illinois, Chicago** M.A., Social Psychology

**Northwestern University** B.A., Psychology