



SOCIETY FOR JUDGMENT AND DECISION MAKING

Newsletter

<http://www.sjdm.org>

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The SJDM Newsletter, published electronically four times a year (with approximate publication dates of Vol 1 in March, Vol 2 in June, Vol 3 in October, and Vol in 4 December), welcomes short submissions and book reviews from individuals and groups. Essays should: have fewer than 400 words, use inline citations and no reference list, not include a bio (a URL or email is ok). If you are interested in reviewing books and related materials, please email Dan Goldstein.

Advertising Rates: Advertising can be submitted to the editor. Inclusion of the ad and the space given to the ad is at the editor's discretion. The current charge is \$200 per page. Contact the editor for details.

Address Corrections: Please keep your mailing and/or email address current. Address changes or corrections should be sent Bud Fennema. Reports of problems in receiving or opening the pdf file should be sent to the editor.

Society membership: Requests for information concerning membership in the Society for Judgment and Decision Making should be sent to Bud Fennema.

1 Announcements

Take Charge of Your Science

Attention APS Members: Help make sure Wikipedia – the #1 online encyclopedia – represents scientific psychology fully and accurately. Join the effort to promote the science of psychology worldwide.

All APS Members are encouraged to participate:

- Teachers: make updating and creating Wikipedia entries part of coursework
- Researchers: Be sure your specialty is represented completely and accurately
- Experts (you know you are): Review existing entries and create new ones

Here is how:

1. Create a Wikipedia Account
2. Register with the [APS Wikipedia Initiative](#)
3. Specify your interest and expertise

For more information, see the [APS Wikipedia Initiative](#)

Please find the latest edition of SJDM's journal Judgment and Decision Making at <http://journal.sjdm.org/>

Alan Reifman writes:

I invite everyone to visit my newest online resource compilation, this one pertaining to practical statistics resources. The site is for people with at least some basic statistical training, who either want to branch out into new techniques or trouble-shoot roadblocks that are encountered with a particular analysis. Most of us (and our colleagues) run into questions periodically such as:

Why does a positive correlation between two variables turn into a negative association when controlling for other variables (suppression)? What should I make of a standardized regression Beta coefficient that exceeds $+1$ 1.00? How do I

break down a large chi-square table to see which cells the “action” is in? How do I compare the magnitudes of two correlations?

It’s these kinds of questions I seek to help people address. Take a look by clicking on the following link:

<http://www.webpages.ttu.edu/areifman/prac-stat.htm>

Mandeep Dhami writes:

Dear JDMers Thank you to those who replied to my query: “...Does anyone know of a written review of studies that identifies the phrases people use to represent numerical probabilities?...”. I wanted to use the review to recommend a definition of ‘beyond reasonable doubt’. I should have said that I was familiar with the work of Tom Wallsten and David Budescu, having done postdoc work with Tom (sorry). Below, I’ve listed a couple of their review papers and some of their more recent work, as well as the work of others. Beyond this work, there is also some work on standards of proof that I’ve listed, so folks can see how JDM has been applied in this legal context. It appears that the kind of review I’m looking for doesn’t exist i.e., summary over studies on quantitative interpretations of different phrases. Finally, in addition to sending me references, some of you also expressed an opinion on the issue I’m concerned with, which I’ve noted below for completeness. 1. Favour a combination of words and numbers. 2. The definition depends on the utilities for the type 1 and 2 errors that may occur in a trial, and so there is no single definition/standard. 3. It can’t be done because different people mean different things and the same person in different contexts and they don’t even know it. I’ll let you muddle over these. In the meantime, I’ll get cracking on the task at hand. With best wishes, Mandeep.

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The Scientific Research Network on Decision Neuroscience and Aging <http://www.srndna.org/> is sponsoring a methods workshop on September 29th, 2011 (the day before the Society for Neuroeconomics meeting this year in Evanston, Illinois). The full-day workshop will provide an introduction to multi-level modeling (of both behavioral and neuroimaging data) for a group of 15-20 individuals. This will of course just be a brief introduction to the topic, but hopefully enough information to jumpstart further training. The network will

significantly offset travel costs. For the majority of attendees the workshop will be completely free. Priority will be given to individuals whose research is focused on development and aging or early life decisions that affect late life outcomes.

Applications are due *August 1, 2011*.

More information and the application are available here: <http://www.srndna.org/training/methods-workshop-2011/>

The Scientific Research Network on Decision Neuroscience and Aging (<http://www.srndna.org>) will award two \$15,000 grants in 2012 to provide resources for data collection, task development, and/or to add an older adult sample to an existing dataset. The proposed research must focus directly on adult development and aging or on life course decisions that impact old age relevant outcomes.

The application deadline is September 15, 2011.

For more information see: <http://www.srndna.org/funding/20112012-grants/>

Please distribute to anyone you think might be interested.

Given the tremendous growth and importance of behavioral economics research and building on the success of our Behavioral Economics and Finance Special Issue (which is scheduled to appear in the January 2012 issue), there has been created a new department in Management Science entitled “Behavioral Economics”.

We provide below our editorial team, the editorial statement for the department and information about Management Science. Please pass on this information to all that may be interested.

Department Editors:

Uri Gneezy, University of California, San Diego

Teck-Hua Ho, University of California, Berkeley

John List, University of Chicago

Associate Editors:

Nick Bloom, Stanford University

Colin Camerer, California Institute of Technology

Jeffrey Carpenter, Middlebury College
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Stephan Meier, Columbia University
Klaus Schmidt, University of Munich
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Uri Simonsohn, University of Pennsylvania
Matthias Sutter, University of Innsbruck
Chad Syverson, University of Chicago
John van Reenen, London School of Economics
Roberto Weber, University of Zurich

Editorial Statement: The Behavioral Economics Department seeks to publish original research broadly related to behavioral economics. We welcome laboratory experiments, field studies, empirical and theoretical papers. The goal of the Department is to promote research on incentives and behavior in domains such as markets, groups and individual decision making. In the cross-disciplinary tradition of Management Science, we encourage research that draws ideas from multiple disciplines including economics, psychology, sociology, and statistics to provide novel insights on behavioral economics. In all cases, manuscripts should provide high quality original approaches to behavioral economics, should be motivated such that the importance of the results are clear to nonspecialists and have important managerial implications for business and public policy.

About Management Science: For over 50 years, Management Science has published scientific research on the practice of management. Within our scope are all aspects of management related to strategy, entrepreneurship, innovation, information technology, and organizations as well as all functional areas of business such as accounting, finance, marketing and operations. We include studies on organizational, managerial, and individual decision making, from both normative and descriptive perspectives. Our articles are based on the foundational disciplines of economics, mathematics, psychology, sociology, and statistics, and we encourage cross-functional, multidisciplinary research that reflects the diversity of the management science professions. Our interest extends to managerial issues in diverse organizational forms, such as for-profit and nonprofit firms, private and public sector institutions, and formal and

informal networks of individuals. We welcome both empirical (field or lab) and theoretical contributions.

Each year the journal publishes twelve issues containing about 140 manuscripts. We receive about 1600 new submissions per year and Management Science returns 90% of its decisions to authors within 90 days. For more information regarding Management Science, please visit our website at <http://www.informs.org/Pubs/ManSci>

PhD Research Studentships

Applications are invited for 5 PhD fulltime research studentships within the Department of Cognitive Sciences and Education at the University of Trento (Italy). The studentships are for a period of three years, subject to satisfactory progress. They provide payment of tuition fees plus an annual stipend of 13,638.47 euros. The topics of study have not been predetermined, but selection of applicants will be subject to the availability of appropriate supervision. Therefore applicants are advised to contact potential supervisors in the Department or the Head of the PhD School before submitting an application. Information on staff research activities may be obtained from the departmental website: <http://portale.unitn.it/discof>

Requirements: Applicants should have a good University degree (e.g., BA, MSc), and preferably postgraduate experience or qualifications relevant to research. Applicants are expected to submit a research proposal (no longer than 4,400 words) with the application form. Interviews will be held in September for applicants who are short-listed.

How to apply: An application form can be downloaded from the following web page:

<http://portale.unitn.it/ic/dott/scf.htm>

Please return the completed application form, stating on the envelope “Concorso per la Scuola di Dottorato di Ricerca in Scienze Psicologiche e della Formazione – 27^o” with curriculum vitae, research proposal, copies of academic qualifications, references and any other required documentation to: Magnifico Rettore dell’Università degli Studi di Trento, Via Benozani n. 12 – 38100 Trento; for on-line submissions see the site: <http://portale.unitn.it/applydottorati.htm>

Reference letters should also be sent to: Prof.ssa Paola Venuti, Coordinatore della Scuola di Dottorato in Scienze Psicologiche e della Formazione c/o Ufficio protocollo, Palazzo

Istruzione, Corso Bettini n. 84 -38068 Rovereto TN -Italia, or they can be sent by fax (same address): +39 0464 808415.

The closing date for the applications is 31 August 2011

For further information about these PhD studentships and the rules to follow in the applications see: <http://portale.unitn.it/ic/dott/scf.htm>

Don Moore sent out a request looking for cites of underprecision in judgment. What follows are responses he got back, but first I also seem to recall that Soll and Klayman found that people were underconfident building confidence intervals in the domain of fertility rates. Furthermore, their paper cites Justin, Wennerholm, & Olsson (1999), and Klayman, Soll, Gonzalez-Vallejo, & Barlas (1999) as instances in which underconfidence is sometimes observed. See Soll, Jack B. & Klayman, Joshua. (2004). Overconfidence in Interval Estimates. Journal of Experimental Psychology: Learning, Memory, and Cognition, Vol 30(2), 299–314.
–Dan Goldstein

Don Moore writes:

Thanks to all those who responded for my request for findings of underprecision in judgment. Here is a summary of what I got back:

Budescu and Du (2007, Experiment 1, section 2.2.2) report that their subjects provide 50% confidence intervals that are too wide, containing the correct answer 59% of the time. However, Teigen and Jorgensen (2005, Experiment 3) find that both 90% and 50% CIs produce hit rates of about 23%. While asking people for 10% or 20% confidence intervals might seem interesting, this elicitation raises questions about exactly how one should answer such a question if one knows the answer precisely. More interestingly, Bob Clemen (personal communication, June 24, 2011) relates that asking people for 40th and 60th quantiles produce ranges that are too wide, in the sense that they contain the right answer more than 20% of the time.

Two studies found evidence of underprecision in the accounting-related judgments of professional auditors (Solomon, Ariyo, & Tomassini, 1985; Tomassini, Solomon, Romney, & Krogstad, 1982). However, because the key judgments in these studies involved scenarios, it is difficult to know whether the underprecision they find is a consequence of some idiosyncrasy of the way the particular scenario

was written or because, as the authors claim, auditors are excessively cautious in their professional judgments.

David Mandel wrote with the following results: “I find underprecision in a calibration/discrimination study of strategic intelligence analysts’ unconditional predictions using a 0/10 to 10/10 probability scale. Based on 1075 predictions, calibration is quite good ($CI = .014$), as is discrimination ($ANDI = .68$). Although there is a bit of “local overprecision” at the extremes (0 and 10), where of course underprecision is impossible, the gestalt image is one of underprecision with convexity over the range below 5/10 and concavity over the range above the midpoint.”

Methodological point: Some people referred me to findings showing that people sometimes exhibit pessimism about their own abilities and performances. This is not an example of underprecision, since underprecision involves how sure one says one is of a particular fact. It is possible for people to underestimate themselves (or think they are worse than others) yet continue to be too sure they have correctly estimated themselves or their placement relative to others (Moore & Healy, 2008).

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Dan Goldstein writes:

SJDMers can now get weekly JDM-relevant updates between newsletters by subscribing to Decision Science News decisionsciencenews.com by email. [Visit this link to sign up.](#) Exactly one email is sent per week, and unsubscribing is easy.

Cilia Witteman writes:

For Knowledge, Rationality and Action, a permanent special section of Synthese, we would like to solicit papers for a special issue on psychological models of (ir)rationality and decision making. Further keywords include but are not limited to: preferences, analytic reasoning, intuition, emotions, and individual differences. The models may be general, pertaining to decision making in daily life, or applied to a specific professional domain. In the latter case, the domain should be introduced frugally and possible generalisations of the presented models to other domains should be discussed. Both empirical and conceptual papers are welcome.

Contributions may not exceed 25 manuscript pages (double-spaced, pitch 12) or 5,000 words, including figures, tables, and references.

Authors should follow the Publication Manual of the American Psychological Association (6th ed.) for general style and layout.

Abstracts (maximum 250 words) of proposed submissions may be sent to the guest editor of this issue at C.Witteman at socsci.ru.nl before September 1st, 2011. Suitability of the abstracts will be judged by the guest editor before October 1st, 2011. When approved, full papers are due before December 1st, 2011. Reviews will be sent out by March 1st, 2012, and revisions are expected by May 1st 2012. The aim is to publish the special issue late 2012 or early 2013.

2 Conferences

The Center for Neural Decision Making at the Fox School of Business, Temple University, is pleased to announce the second **Interdisciplinary Symposium on Decision Neuroscience** to be held in Philadelphia, September 16–18, 2011. This annual symposium brings together faculty and graduate students from multiple disciplines including neuroscience, marketing, information systems, psychology, and economics, to share research findings and discuss how neuroscience can inform decision-making.

This event is organized by Angelika Dimoka, Drazen Prelec, Vinod Venkatraman, and Carolyn Yoon, and includes presenters from universities across the country and abroad. For more information, please visit the 2011 symposium website at <http://www.fox.temple.edu/minisites/neural/event/> or email us at cndm at temple.edu.

The Fordham Council on Applied Psychometrics (FCAP) conference, which was to take place this July, has been canceled.

The organizing committee is pleased to announce the next **TeaP** (Tagung experimentell arbeitender Psychologen) which will take place in Mannheim, Germany, from April 1st to April 4th 2012.

The TeaP conference is one of the largest psychological research conferences in German speaking countries. It has a long-standing tradition reaching back to 1959. There are usually more than 500 contributions, organized in symposia, individual talks in thematic sessions, and poster sessions. “TeaP” is an abbreviation for “Tagung experimentell arbeitender Psychologen”. This means that the common denominator of the research presented here is the experimental method. Contributions are welcome from various psychological subdisciplines using or improving the experimental method, such as Cognitive Psychology, Social Psychology, Methodology etc.

Venue of the TeaP 2012 will be the main building of the University of Mannheim: The historic baroque palace – one of the largest in Europe – located between the city center of Mannheim and the river Rhine.

For the first time, the official conference language will be English. We explicitly invite colleagues from abroad to participate.

We are happy to announce four renowned and distinguished scholars who agreed to enrich the conference with keynote lectures:

- Eric J. Johnson (Columbia University),
- Nira Liberman (Tel Aviv University),
- James S. Nairne (Purdue University),
- David R. Shanks (University College London)

Online submission for contributions will be open from September 15th 2011. The submission deadline for symposia is October 15th 2011, individual papers can be submitted until November 15th. The program committee will decide on the acceptance of contributions until December 20th, 2011. Continually updated information about the conference can be found at <http://www.teap.de>. There you can also find information about Mannheim and the surrounding region.

We are looking forward to hosting this stimulating conference, and we will be happy to welcome you here in Mannheim.

The organizing committee: Arndt Bröder * Edgar Erdfelder * Benjamin Hilbig * Thorsten Meiser * Rüdiger Pohl * Dagmar Stahlberg

SPUDM 2011

European Association for Decision Making's **SPUDM** (Subjective Probability, Utility and Decision Making) 23rd Biennial meeting takes place 21st-25th August 2011 at Kingston University London, Penrhyn Road Campus. More information at <http://spudm23.eadm.eu/>

The Third Annual Meeting of the Academy of Behavioral Finance & Economics Will take place September 21-23, 2011, UCLA, Los Angeles, CA. See <http://www.aobf.org>

The 2011 Annual Meeting of the Society for Judgment and Decision Making will be held in the Sheraton Seattle Hotel, Seattle, Washington, during November 5-7, 2011.

Early registration and welcome reception will take place the evening of Friday, November 4.

Hotel reservations at the \$186/night Psychonomic convention rate are available at <https://www.starwoodmeeting.com/StarGroupsWeb/booking/reservation?id=1104068454&key=A14E8>

Ed Diener will be the keynote speaker.

PROGRAM COMMITTEE

Nathan Novemsky (Chair), Michel Regenwetter, Bernd Figner, Robyn LeBoeuf, Gretchen Chapman, Ulf Reips, Wandu Bruine de Bruin, Ellie Kyung, Anuj Shah.

Open Source Indicators (OSI) Program Proposers' Day http://www.iarpa.gov/solicitations_osi.html

IARPA-BAA-11-11 Event Date: August 3, 2011

SYNOPSIS

The Intelligence Advanced Research Projects Activity (IARPA) will host a Proposers' Day Conference for the Open Source Indicators (OSI) Program on August 3, 2011, in anticipation of the release of a new solicitation in support of the program. The Conference will be held from 8:30 AM to 4:00 PM in the Washington, DC metropolitan area. The purpose of the conference will be to provide introductory information on OSI and the research problems that the program aims to address, to respond to questions from potential proposers, and to provide a forum for potential proposers to present their capabilities and find potential team partners. This announcement serves as a pre-solicitation notice and is issued solely for information and planning purposes. The Proposers' Day Conference does not constitute a formal solicitation for proposals or proposal abstracts. Conference attendance is voluntary and is not required to propose to future solicitations (if any) associated with this program.

PROGRAM DESCRIPTION AND GOALS

Many significant societal events are preceded and/or followed by population-level changes in communication, consumption, and movement. Some of these changes may be indirectly observable from publicly available data, such as web search trends, blogs, microblogs, internet traffic, webcams, financial markets, and many others. Published research has found that many of these data sources are individually useful in the early detection of events such as

disease outbreaks and macroeconomic trends. However, little research has examined the value of combinations of data from diverse sources.

The OSI Program seeks to develop methods for continuous, automated analysis of publicly available data in order to anticipate and/or detect societal disruptions, such as political crises, disease outbreaks, economic instability, resource shortages, and natural disasters. The Program will aim to develop methods that “beat the news” by fusing early indicators of events from multiple data sources and types. Anticipated innovations include: development of empirically-driven sociological models for population behavior change in anticipation of, and response to, events of interest; collection and processing of publicly available data that represent those population behavior changes; development of data extraction techniques that focus on volume, rather than depth, by identifying shallow features of data that correlate with events; development of multivariate time series models robust to non-stationary, noisy data to reveal patterns that precede events; use of Granger causality, Phase Slope Index measures, or other novel techniques to estimate causality in time series; training of classifiers to weight combinations of time series for generating probabilistic warnings of events.

OSI will not fund research on U.S. events, the identification or movement of specific individuals, collection mechanisms that require directed participation by individuals, or advanced natural language processing. It is expected that performers will use existing, off-the-shelf technologies to extract features of interest in publicly available data, and that research will focus on methods for correlating combinations of data with events.

Collaborative efforts and teaming among potential performers will be encouraged. It is anticipated that teams will be multidisciplinary, and might include social scientists, mathematicians, statisticians, computer scientists, content extraction experts, and information theorists.

IARPA anticipates that academic institutions and companies from around the world will participate in this program. Researchers will be encouraged to publish their findings in academic journals.

REGISTRATION INFORMATION

Attendees must register no later than 5:00 pm Eastern time, July 27, 2011 at https://conference.brtrc.com/OSI_PD/Overview.aspx. Directions to the conference facility and other materials will be available on that website. No walk-in registrations will be allowed.

Due to space limitations, attendance will be limited to the first 150 registrants and to no more than 2 representatives per organization. All attendees will be required to present a government-issued photo identification to enter the conference. Foreign nationals will need to present a passport.

ADDITIONAL INFORMATION

The late morning and afternoon will include Presentation & Poster sessions to provide an opportunity for attendees to present their organizations' capabilities and to explore teaming arrangements. Attendees who wish to present organization capabilities for teaming opportunities may submit a request through the registration web site. Details on the presentation and poster formats, and the procedure for submitting a request to present, will be provided after approval to register for the conference has been granted. Time available for presentations and posters will be limited. Therefore, presentations will be limited to the first 15 registered respondents who request an oral presentation, and posters will be limited to the first 15 registered respondents who request a poster presentation. These presentations are not intended to solicit feedback from the Government, and Government personnel will not be present during the presentations. This Proposers' Day is intended for participants who are eligible to compete on the anticipated BAA. Other Government Agencies, Federally Funded Research and Development Centers (FFRDCs), University Affiliated Research Centers (UARCs), or any other similar organizations that have a special relationship with the Government, that gives them access to privileged or proprietary information, or access to Government equipment or real property, will not be eligible to submit proposals to the anticipated BAA nor participate as team members under proposals submitted by eligible entities. While such entities are not prohibited from attending the Proposers' Day, due to space limitations, preference will be given first to those organizations that are eligible to compete.

IARPA will not provide reimbursement for costs incurred to participate in this conference.

Questions concerning conference & registration can be sent to dni-iarpa-events@ugov.gov.

Questions regarding the program can be sent to dni-iarpa-baa-11-11@ugov.gov.

Contracting Office Address: Office of the Director of National Intelligence Intelligence Advanced Research Projects Activity Washington, District of Columbia 20511 United States

Primary Point of Contact: Jason Matheny Program Manager dni-iarpa-baa-11-11@ugov.gov

Neda Kerimi writes:

We are very happy to now announce the Early career event at this year's SPUDM and that Prof. Robin M. Hogarth and Dr. Cleotilde Gonzalez will be speaking at the event.

We will start the Early Career Event at 13:00 by having lunch together. Then networking activities and talks will start from 14:00. We will wrap up about 16:30 and will be very pleased if the event is followed of a more social moment (i.e. drinks). More information regarding the networking activities will be communicated closer to the event.

If you haven't signed up yet then hurry up because there are only a few slots left. You can sign up when you are registering for the SPUDM conference (<http://spudm23conference.eventbrite.com/>)

Meanwhile you can read the latest about the Early Career Event on Facebook (<https://www.facebook.com/event.php?eid=248699731813777>), and feel free to start conversation with the other attendees.

Kind regards, Neda Kerimi & Amélie Gourdon

About the speakers

Prof. Robin M. Hogarth holds a PhD from the University of Chicago, USA, where he has been a faculty member for more than 20 years, and director of the Center for Decision Research for 10 years. He also had been a faculty member at the INSEAD, France and at London Business School, UK. He is now an ICREA (<http://www.icrea.cat/web/home.aspx>) Research Professor at Universitat Pompeu Fabra, Spain. He published more than a hundred papers, books and chapters, of which more than a half as first author. He is currently associate editor of the Journal of Decision Making, secured many grants and contributed, as supervisor or more indirectly, to the success of many PhD students. Prof. Robin M. Hogarth will be talking about "How NOT to succeed".

Dr. Gonzalez is Associate Research Professor at Carnegie Mellon, USA, one of the most innovative and leading schools in decision making research. She is the founding director of the Dynamic Decision Making Laboratory (www.cmu.edu/ddmlab)

and is also affiliated with the Human Computer Interaction Institute, the Center for Cognitive Brain Imaging, the Center for Neural Basis of Cognition, all at Carnegie Mellon University, and with the Center for Research on Training at University of Colorado. She is part of the editorial board of the *Human Factors Journal*, and the Associate Editor of *Journal of Cognitive Engineering and Decision Making*. She has received many research grants and successfully published a large number of articles in notable journals. Dr. Gonzalez will be talking about how to succeed and stay motivated in academia.

3 Essay

LIMITATIONS AND CONTRIBUTIONS OF DECISION ANALYSIS

Rex Brown (rexvbrown@gmail.com)

Decision Analysis Today recently published a provocative essay on the limitations of “decision analysis” (applied decision theory) as practical decision aid. It produced no response. The following is the abstract of a revision of that essay, now available on the Social Sciences Research Network at <http://ssrn.com/author=1650865>. Once again I invite comment to (rexvbrown@gmail.com).

ABSTRACT The judgments of a perfectly rational decider D, including what action to take, would be totally coherent. If D were to translate the contents of his/her mind (at the time of decision) into a consistent set of probabilities, utilities and action preferences, they would conform to decision theory norms. However, the best way for D to approximate his ideal choice of action may not be to rely solely on a “decision analysis” model that obeys those norms, i.e. on applied decision theory (ADT). ADT models only test for the coherence of some quantified factual and value judgments, which represent imperfect and incomplete readings on D’s unstructured mind-contents. It takes more skill and effort than is typically available for an ADT model alone to improve on unaided thinking. However, D may make more rational judgments (i.e. approximate his ideal more closely) with other forms of decision aid, such as cognitive vigilance and heuristics – especially in combination. Formal ADT may be a useful part of that decision-aiding mix, but its major practical contribution may be for educating informal decision-making and for explicating and justifying institutional decisions made some other way.

4 Jobs

Decision Neuroscience - Open Level (Assistant, Associate, or Full). Claremont McKenna College Department of Psychology invites applications for an open-level position in any area of neuroscience (cognitive, social, affective, developmental, clinical) with a focus on human decision making. This position offers an endowed chair for associate/full-levels or for assistant-level hires when tenure is achieved. The ideal candidate will teach core undergraduate courses (e.g., psychological statistics) as well as elective courses in specialty areas (e.g., neuroeconomics).

Professors teach 2 courses per semester and engage undergraduates in meaningful research. They can advise graduate students at Claremont Graduate University and collaborate with neuroscience faculty at L.A.-area universities.

For further information and to apply online, please visit <https://webapps.cmc.edu/jobs/faculty/home.php>

Please include a cover letter, a statement of research and teaching interests, a summary of past teaching evaluations, a curriculum vitae, names and e-mail addresses of three references, and copies of relevant publications when uploading materials. Applications should be received by October 15, 2011.

Claremont McKenna College hires and promotes individuals on the basis of their qualifications, consistent with applicable state and federal laws, without regard to race, color, religion, gender, pregnancy, national origin, ancestry, citizenship, age, marital status, physical disability, mental disability, medical condition, or sexual orientation. Inquiries may be directed to the Director for Human Resources, 400 N. Claremont Blvd., Claremont, California 91711-4015, (909) 621-8490. Employment is contingent upon providing documents verifying U.S. citizenship or, for those who are not citizens, documents verifying legal permission to work in the United States.

Ben-Gurion University of the Negev's Guilford Glazer Faculty of Business and Management invites applicants for a full-time, tenure-track faculty position open to all ranks. Applicants must hold a PhD, and should provide evidence of an outstanding research record and strong teaching ability in areas related to Marketing, Consumer Behavior, or Organizational Behavior.

Guilford Glazer Faculty of Business and Management is a research institution committed to high-quality research as well as to educating tomorrow's leaders. Ben-Gurion University is among the leading research universities in Israel and the fastest growing one. Faculty members are extremely active and productive in research, publishing in leading journals. The Faculty of Management is well known for its young and dynamic faculty members, highly supportive environment, and friendly atmosphere.

Ben-Gurion University of the Negev values diversity and is committed to equal opportunity in employment. Women and men, and members of all racial and ethnic groups, are encouraged to apply. Teaching and all other communication can be either in English or Hebrew.

Qualified candidates should submit a letter of application, a detailed curriculum vitae, sample manuscripts, and the name, email and address of three potential references, as well as any other relevant materials, to Ms. Ifat Ben-Simon at: MGTSec at som.bgu.ac.il

Review of applications will begin November 1, 2011 and continue until the position is filled.

Consumer Financial Protection Bureau (CFPB) Fellowships in Household Finance and Credit Markets

The Office of Research in the Consumer Financial Protection Bureau is seeking to fill up to two positions in its Fellows Program and one position in its Senior Fellows Program. Appointments will be for up to two years. Researchers with expertise in the following areas of psychology and marketing are strongly encouraged to apply: Judgment and decision-making, heuristics and biases, risk perception; financial decision-making, mental accounting and budgeting; self control, identity, discrimination, social influences in decision making, cognitive psychology.

Fellows will have half time for carrying out independent, self-directed research in these areas. Fellows will also provide analytic support to various aspects of the Bureau's work concerning financial products and consumer protection, including policy development, regulation, supervision and enforcement.

Interested candidates should apply for these positions through the CFPB website. The positions will be posted during the AMA Summer Educators' Conference and for a short time afterward. Candidates who are ranked highly based on their application materials will be invited to the CFPB to interview and present their work.

Senior members of the Office of Research will be present at the AMA Summer Educators' Conference. We will hold informational sessions and host a gathering (with light refreshments) on

Friday and Saturday, August 5 and 6. All individuals interested in learning more about these positions, the Bureau, and the application process are encouraged to attend an event. To help candidates with planning, we are committing to the following schedule:

Friday, August 5

45 minute information sessions with Q&A at 8am, 9am, 10am, 11am.

Reception 5:00pm-7:00pm.

Location: AMA conference hotel, exact location to follow.

Saturday, August 6

45 minute information sessions with Q&A at 9am, 10am, 11am, 12pm.

Reception 5:00pm-7:00pm.

Location: AMA conference hotel, exact location to follow.

The Consumer Financial Protection Bureau (CFPB) is a new agency that will be an independent bureau within the Federal Reserve System. Created in July 2010 by the "Dodd-Frank Wall Street Reform and Consumer Protection Act", the CFPB will help empower consumers with the information they need to make financial decisions that are best for them and their families and will set and enforce clear, consistent rules that allow banks and other consumer financial services providers to compete on a level playing field. For more information on the CFPB, please visit our website at <http://www.consumerfinance.gov/>

5 Online Resources

- SJDM Web site** <http://www.sjdm.org>
- Judgment and Decision Making** – The SJDM journal, entirely free and online <http://journal.sjdm.org>
- SJDM Newsletter** – Current and archive copies of this newsletter <http://www.sjdm.org/newsletters>
- SJDM mailing list** – List archives and information on joining the email list <http://www.sjdm.org/mailman/listinfo/jdm-society>
- Decision Science News** – Some of the content of this newsletter is released early in blog form here <http://www.decisionsciencenews.com>
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