



# SOCIETY FOR JUDGMENT AND DECISION MAKING

## Newsletter

<http://www.sjdm.org>

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**JDM Newsletter Editor** (Submissions & Advertisements)

Dan Goldstein

Microsoft Research & London Business School

dan@dangoldstein.com

**Secretary/Treasurer** SJDM c/o Bud Fennema

College of Business, P.O. Box 3061110

Florida State University

Tallahassee, FL 32306-1110

Voice: (850)644-8231

Fax: (850)644-8234

fennema@fsu.edu

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

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 and SJDM 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](#)

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The APS writes:

The APS Postdoc Exchange is a free and searchable service created to better connect postdoctoral programs with candidates. It has been a wonderful success in its first few months of operation with over 140 postdoc positions from around the world posted since its launch. Currently, the Exchange features more than 100 exciting opportunities for postdoctoral placement. To search those postings or place a free listing, click:

<http://www.psychologicalscience.org/index.php/post-doc-exchange>

The Exchange is an excellent resource for our field and a great opportunity to advertise postdoc, fellowship, and internship positions. It is a tremendous benefit for students seeking opportunities in our field and related disciplines around the world.

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Dan Goldstein writes:

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

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Frank Yates writes:

This is an exciting time in our field of judgment and decision making. Many new and often surprising findings and perspectives on how people decide are emerging every day it seems. It is important that we continue the momentum. Building and sustaining engaging JDM courses is a great way to do that. That is where the Interuniversity Decision Behavior Teaching Repository comes into the picture: <http://sitemaker.umich.edu/dec.btr/home>

Please browse the Repository (regularly, but especially now) to see what materials your colleagues might have posted that could prove useful in crafting or updating your own course.

And really importantly: Please contribute any materials of your own that you feel might be useful to your fellow instructors. Just follow the directions on the site.

I can't wait to see and use the exciting new tools you have been developing.

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Alain 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  $\pm 1.00$ ? 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>

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Jon Leland writes:

The General Social Survey invites proposals to add questions to its anticipated 2014 survey. Proposals will accepted on the basis of scientific quality and scholarly interest. Outside funding is not necessary. The deadline for submissions is August 15, 2012. Information at <http://publicdata.norc.org:41000/gss/documents/OTHR/Module%20Competition.pdf>

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Julian Marewski writes:

The Journal of Applied Research in Memory and Cognition (JARMAC) invites researchers to submit papers that have application to judgments and decision made in real-world contexts. We are looking for innovative, creative papers that will stimulate readers' curiosity and exhilaration when reading great science. We prefer short, empirical studies (target length = 4,000 words), but we are receptive to longer papers for more complex and multi-experiment studies and literature reviews. We also have a target-commentary section to promote discussion of contentious, hot topics. For details, contact Ron Fisher (Editor) at fisherr at fiu.edu or Ronald.Fisher at fiu.edu. Details about JARMAC can be found at <http://ees.elsevier.com/jarmac>

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Kersten Green writes:

What is the right level of complexity for forecasting methods?

We invite you to send us your proposals for research on forecasting methods and the conditions under which simpler methods are better, and those under which they are not. Experimental studies examining multiple reasonable hypotheses,

replications and extensions of important studies, and meta-analyses of evidence are especially welcome.

The full Call for Papers for this Special Issue of the Journal of Business Research is available at <http://www.journals.elsevier.com/journal-of-business-research/call-for-papers/when-simpler-is-better/>

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Tim Pleskac writes:

The summer is the perfect time for students in your lab to learn new technical skills. How about having them learn how to design and program computerized behavioral experiments? Our online course E-Prime: Introduction to Programming Computerized Behavioral Tasks is designed to give students hands-on experience in making computerized experiments in E-Prime. Students learn step-by-step the full range of core elements of E-Prime. Through a series of guided exercises, students see E-Prime in action, and make their own working programs using text, images, sound, movies, and more.

The course is designed to reach a broad audience interested in learning how to program behavioral experiments including students (undergraduate and graduate), post doctoral researchers, and faculty.

Learning to program behavioral tasks can be daunting, but you don't have to scale that peak without help. Hire a guide. Take E-Prime: Introduction to Programming Computerized Behavioral Tasks and get the training you need to start your expedition.

For more information see [http://psychology.msu.edu/Workshops\\_Courses/eprime.aspx](http://psychology.msu.edu/Workshops_Courses/eprime.aspx)

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Lars Sjö Dahl writes:

Call for contributions to the Brunswik Society Newsletter 2012

According to our custom we are now preparing for the annual Brunswik Society Newsletter 2012 and are looking forward to your contributions. We welcome information about your research projects, questions and interests of theoretical or empirical character, publications, job opportunities, congresses, seminars,

new literature dealing with or bordering on Egon Brunswik's main concepts and theory-building. Brunswik's original concepts like uncertainty, vicarious functioning, compromising are boundless, there are hardly any limits to their operational variation. In other words, they are open for multifarious applications. Brunswikian concepts like intentions, proximal and distal variables originating from Brunswik's perception studies, are easily applicable to any judgment and decision field as they are defined as poles along dimensions, for example, levels of compromises and balances. Certainly, there are other fields in which Brunswik's concepts are fruitfully applied and would therefore make interesting contributions.

Today's social mobility and information exchange between different social and cultural contexts (societies) put increased demands on the individual's adaptation to trans-cultural values such as openness, mutual understanding, ability to cooperate, preparedness to respect and feel empathy. These are processes that all involve compromises and adjustments to norms, uncertainty and ambiguity. Studies dealing with societies' and the single individual's foresight and planning are therefore most welcome. Despite being uncomfortable, uncertainty as a subjective phenomenon can sometimes have a positive incentive value preventing the individual from defining goals and planning too narrowly right from the beginning.

To give you an idea of the form of the Newsletter please click on the link below:

<http://www.brunswik.org/newsletters/2011news.pdf>

We need your contribution by 1 November 2012, preferably earlier! Please add the following information:

Title

Name of author(s)

Institution(s)

Country(ies)

Email address(es)

Please send your contribution to [lars.e.sjodahl@gmail.com](mailto:lars.e.sjodahl@gmail.com)

Confirmation of the receipt of your contribution will be sent to your email address.

If you have any questions, please feel free to contact Lars at the above-mentioned email address.

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Dan Goldstein writes:

I encourage Society members to try the R language for their statistical needs. Because it is powerful, completely free (in the sense of *libre* and *gratis*), and unencumbered by restrictive licenses, R has quickly become a lingua franca among statistical scientists. Because it runs on Windows, Mac, and Linux and can be downloaded and installed in minutes, it is ideal for teaching and for publishing code in journal articles. I've made a couple [R video tutorials](#). Jon Baron has written an excellent guide for those interested in [psychological research with R](#). The home of the R project is <http://cran.r-project.org/>.

Also of great use is the ggplot2 package for statistical graphics, which is an R package written by Hadley Wickham. It is described at the ggplot2 website as follows:

ggplot2 is a plotting system for R, based on the grammar of graphics, which tries to take the good parts of base and lattice graphics and none of the bad parts. It takes care of many of the fiddly details that make plotting a hassle (like drawing legends) as well as providing a powerful model of graphics that makes it easy to produce complex multi-layered graphics.

To cite ggplot2 in publications, authors may use: H. Wickham. ggplot2: elegant graphics for data analysis. Springer New York, 2009.



## 2 Essay

### HOW TO REMEMBER NUMBERS

(Adapted from Dan Goldstein / [decisionsciencenews.com](http://decisionsciencenews.com))

#### Digit-sound equivalents

Digit	Consonant sounds	Hint
0	z, s, soft-c	'z' is the first letter of zero
1	t, th, d	't' has one downstroke
2	n	'n' has two legs (downstrokes)
3	m	'm' has three legs (downstrokes)
4	r	'r' is the last sound in fouR
5	l	'l' or L is the Roman numeral 50
6	soft-g, j, sh, ch	'g' when turned around gives '6'
7	k, q, hard-c, hard-g	'k' is made of two 7's back-to-back (
8	f, v	'f' when written in script looks like '8'
9	p, b	'p' when turned around gives '9'

#### *The digit-sound method*

You, yes you, can memorize phone numbers, passcodes, IP addresses, passport numbers, budget codes, bank account numbers, logarithms, etc., and once you do, you'll realize how much of a hassle it was to look all this stuff up all the time. Besides, its fun. But how is it done?

It is done with the digit-sound method, which I learned from Professor Jaap Murre's [neuro-Mod site at the University of Amsterdam](#). According to Murre, this amazing method traces back to 1648. You associate a digit with a sound or sounds like this

- 0 – z, s, soft-c. Why? z is the first letter of zero
- 1 – t, th, d. Why? t has one downstroke
- 2 – n. Why? n has two legs (downstrokes)
- 3 – m. Why? m has three legs (downstrokes)
- 4 – r. Why? r is the last sound in fouR
- 5 – l. Why? L is the Roman numeral 50
- 6 – soft-g, j, sh, ch. Why? g when turned around gives 6
- 7 – k, q, hard-c, hard-g. Why? k is made of two 7s back-to-back
- 8 – f, v. Why? f when written in script looks like 8
- 9 – p, b. Why? p when turned around gives 9

Then, when you want to remember a number, you simply replace the digits with sounds and try to make a vivid phrase. Any vowels or sounds not included in the chart are ignored when you are reading back the phrase. For example, suppose you want to memorize Jenny's phone number: 867-5309.

Here's how we might do it:

Change 867 to sounds, such as f, sh and k Change 5309 to sounds, such as l, m, s and b  
Now insert vowels and letters not on the chart in order to generate a vivid phrase from those sounds.

We came up with the following dialog involving a parent and child at the dinner table:

–Fish, ok?

–Lame! \*sob\*

In this mini play, we have f sh k l m s and b in order, and can easily reconstruct 867-5309. Remember, when reading it back, you ignore all vowels and letters that aren't in the chart.

The only start-up cost is memorizing the chart, but that's not hard. There's even a [training tool](#) so you can practice until you have the associations down pat.

### 3 Conferences

Please mark your calendar for the 2013 Boulder Summer Conference on Consumer Financial Decision Making, to be held May 19-21, 2013 at the St. Julien Hotel & Spa in Boulder. This conference is the most interdisciplinary venue for research on consumer financial decision making, with lively discussion by scholars, regulators, financial service professionals, and consumer advocates.

For highlights of the 2012 conference, including a YouTube video of Dick Thaler's closing thoughts on Smart Disclosure, see:

<http://leeds.colorado.edu/event/bouldersummerconference#2012conference>

We hope you will plan to join us in 2013. Please watch for our call for papers in November.

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Diagnostic Error in Medicine 2012: Fifth International Conference November 11-14, 2012, Baltimore, Maryland

Submission deadline has been extended to August 24, 2012

<https://sidm.confex.com/sidm/dem12/cfp.cgi>

We invite submissions that address the epidemiology of diagnostic error, factors that predispose to diagnostic error, or strategies to reduce diagnostic error or improve detection. In addition, medical trainees are encouraged to submit case presentations on diagnostic errors they have encountered.

Important Dates:

Friday, August 24, 2012—Deadline for submission of abstracts

Monday, November 12, 2012—Presentations for Diagnostic M&M

Monday, November 12, 2012—Poster Presentations

Tuesday, November 13, 2012—Oral Presentations

For questions regarding abstract submissions, please contact: Robert El-Kareh, MD, MPH  
University of California, San Diego [relkareh@ucsd.edu](mailto:relkareh@ucsd.edu)

Please visit the DEM conference registration website to register for the academic sessions:

<http://www.hopkinscme.edu/CourseDetail.aspx/80028747>

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You can now register for TIBER XI through the form on our website:

<http://www.tilburguniversity.nl/tiber/conferences/>

Keynote speakers are George Loewenstein and Colin Camerer. The conference will be held August 24, 2012 at Tilburg University.

We hope to see you in August!

Sincerely, on behalf of Marcel Zeelenberg, Jan Potters, Rik Pieters, Ilja van Beest, and the Tilburg Institute of Behavioral Economics Research, Job van Wolferen

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We are organizing a Consumer Neuroscience Satellite Symposium on September 27th at the University of Miami. This is a preconference for this year's Society for NeuroEconomics

annual conference to be held 28-30 September in Miami (<http://www.neuroeconomics.org/conference>).

The purpose of the symposium is to take stock of the current knowledge at the intersection of consumer research and neuroscience, provide ideas for future research, and allow interested researchers to meet and discuss research ideas. This is a half-day event, consisting of several talks by top-researchers in the area, followed by the panel consisting of marketing, psychology, and neuroscience experts.

Confirmed Speakers and Panelists: Colin Camerer, Caltech Angelika Dimoka, Temple University John Deighton, Harvard Business School Hauke Heekeren, Freie Universitaet Berlin (incoming president of the SfNE) Eric Johnson, Columbia University Barbara Kahn, The Wharton School Nina Mazar, University of Toronto Barbara Mellers, The Wharton School Read Montague, Virginia Tech Mike Norton, Harvard Business School

The attendance is limited to 35 spots reserved for consumer researchers (or those in related fields) who are already, or are interested in, using neuroscience theories and techniques in their judgement and decision-making research.

If you are interested in attending, pls e-mail Mili Mormann at [consumer.neuroscience@gmail.com](mailto:consumer.neuroscience@gmail.com).

We are looking forward to seeing you in Miami!

The Organizing Committee, Mili (Milosavljevic) Mormann, University of Miami Hilke Plassmann, INSEAD Vinod Venkatraman, Temple University Carolyn Yoon, University of Michigan

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Theoretical and empirical aspects of decision-making - Mini-conference at the University of Bristol, December 2012

The <http://www.bristol.ac.uk/decisions-research/> Decision-making Research group at the University of Bristol is organising a two day conference to explore links and gaps between theoretical and empirical research on decision-making.

It will take place in the Avon Gorge Hotel, Bristol, on 17 and 18 December 2012.

The keynote speakers are:

- Professor David Schmeidler (University of Tel Aviv & Ohio State University)

- Professor Andrew Coleman (University of Leicester)
- Professor Mohammed Abdellaoui (H.E.C. Paris)
- Professor Ido Erev (Israel Institute of Technology)

The closing date for registration is 1st October 2012

Registration and further details can be found here: <http://www.bris.ac.uk/decisions-research/conference2012/>.

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The organizers of the 55th TeaP (Tagung experimentell arbeitender Psychologen; Conference of experimental psychologists) are pleased to announce that next year the conference will be held at the University of Vienna, Austria, from March 24 to March 27, 2013.

For the second time the official language of the TeaP will be English (but talks/abstracts can be either in English or German). Contributions from all fields of experimental Psychology are invited.

Online submission will be open from September 15, 2012. The submission deadline for symposia will be October 15, 2012, and individual papers can be submitted until November 15, 2012. A separate call for papers will be sent out in the first week of September.

Next year's TeaP keynote speakers include:

- \* Martin Eimer (Birkbeck College London)
- Ludwig Huber (Messerli Research Institute, Vienna)
- Arthur Jacobs (Freie Universität Berlin)

We are looking forward to welcome you in Vienna.

On behalf of the organizing committee:

Ulrich Ansorge, Helmut Leder, Claus Lamm  
Department of Psychological Basic Research and Research Methods  
Faculty of Psychology, University of Vienna

P.S.: Please direct your questions to [teap2013@univie.ac.at](mailto:teap2013@univie.ac.at)

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### The 9th Invitational Choice Symposium Call for Workshop Proposals June 12-16, 2013

The Erasmus School of Economics at Erasmus University Rotterdam will host the 9th triennial Invitational Choice Symposium in 2013. The Symposium will begin Wednesday evening, June 12, and run through noon Sunday, June 16. It will be held at the Grand Hotel Huis ter Duin in Noordwijk, the Netherlands (<http://www.huisterduin.com>). The hotel is located directly at the beach, roughly in between Rotterdam and Amsterdam, and can be easily reached in half an hour from Schiphol, Amsterdam Airport.

The Symposium brings together leading cross-disciplinary researchers working on understanding and predicting choice and decision processes. The aim of the Symposium is to provide a highly productive environment in which leading researchers can meet to assess the state of existing knowledge and set future research priorities in well-defined topical areas related to choice and decision making. This announcement is a call for proposals for workshop topics.

Priority will be given to workshop proposals that focus on themes that will be of general interest and importance to choice and decision making. Although proposals that are largely of interest to one discipline or field are not strictly ruled out, priority will be given to topics with broad relevance and significance. Workshop chairs/co-chairs will take the lead in organizing sessions and recruiting participants. Chairs/co-chairs work with participants to develop and set an agenda for their specific workshop prior to attending the Symposium.

Ideally, proposed workshop participants also should represent a variety of backgrounds and different academic disciplines. Each workshop will be attended by about 12 participants who have made significant contributions to the topic area, or based on contributions in cognate or related areas, can be expected to make significant contributions in the future. Participants are expected to attend the entire symposium and actively participate in the activities and discussions of their workshop. Of particular note and significance is the final session of the conference when summary presentations from all workshops are presented. A review committee will select up to 18 of the submitted proposals to take part in the Symposium. We are honored to be able to report that the review committee will consist of Eric Bradlow, Tulin Erdem, Joel Huber and Bob Meyer, who are all four previous Choice Symposium organizers and highly experienced journal editors.

The outcome of each workshop is a review and/or position paper that integrates and synthesizes work in the research topic area and provides directions for future research that can

advance knowledge in the area. A collection of the best papers will appear in a special issue of *Marketing Letters*.

If you would like to submit a workshop proposal, please send an e-mail with the materials shown below in a single document (in Word or .pdf format) to the organizers at [choicesymposium2013@ese.eur.nl](mailto:choicesymposium2013@ese.eur.nl), no later than September 30, 2012. We will notify all proposal submitters about the disposition of their proposals no later than November 1st, 2012. Proposal Requirements (4 pages max.) are:

Name of workshop Chair/Co-Chairs (no more than 4) and contact emails and job affiliations

Title of workshop

Description of workshop topic (this may include a list of relevant papers, open research questions, etc), which should include a statement of its significance and how choice and decision-making research in general are likely to benefit from the discussions and conclusions of the workshop (approx. 2 pages).

A tentative list of the set of participants who would be targeted to participate, and whether they already agreed to participate if the proposal were to be approved. In the case of accepted workshop proposals, we will ask for a list of ALL proposed participants and their job affiliations. This list should not exceed 12 names in total and must include a mix of researchers from different disciplines.

We also would like to note that based on prior Symposia experience, we expect to receive a large number of workshop proposals. Typically, there are many more workshops proposed than those eventually chosen for the Symposium. Also, typically, the committee has to make some hard decisions, with the consequence that some potentially interesting proposals will not be represented at the Symposium. As previously noted, preference will be given to topics of broad interest and significance, with narrow topics and topics largely of interest to a particular discipline being given much less priority. Research on choice and decision making now occurs in a wide array of fields, such as economics, marketing, psychology, finance, transportation, political science, sociology, medicine, nursing, ecology, statistics, mathematics, etc. The 2013 Symposium aims to broaden the audience, the discussions and the topics to embrace as many views as possible and to encourage the emergence of new ideas and ways forward as possible given the limitations of an 18 workshop Symposium.

We look forward to receiving many interesting, exciting and significant proposals and a highly successful 9th Invitational Choice Symposium. We hope to see you in Noordwijk in June 2013!

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5th FPR-UCLA Interdisciplinary Conference Culture, Mind, and Brain: Emerging Concepts, Methods, Applications October 19-20, 2012 Los Angeles, California, USA <http://www.thefpr.org/conference2012/index.php>

## 4 Jobs

Applications are invited for 6 PhD fulltime research studentships within the Department of Cognitive Sciences and Education at the University of Trento (Italy) for a period of three years as follows: - 5 studentships financed by the University of Trento for which 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://www.unitn.it/discof>. - 1 studentship financed by the Fondazione Bruno Kessler on the research topic Informed consumer choice. In this case the candidate will be evaluated for the specific competence in this topic. Informal inquiries to nicolao.bonini at unitn.it

All the studentships provide a payment of an annual stipend of 13,638.47 euros plus tuition fees.

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: The application, together with all the attachments required, must be submitted online at the University of Trento using the following link <http://www5.unitn.it/Apply/en/Web/Home/dott>. The application must be definitely and positively closed by the 30th August 2012 at 04.00 p.m. Italian time.



For further information about these PhD studentships and the rules to follow in the applications see: <http://www.unitn.it/en/drspf>.

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Post-Doctoral Scholar Psychology of Human Judgment/Science Communication

The University of California, Irvine is seeking a post-doctoral scholar to work on a collaborative project entitled Evidence, Inference and Bias in WMD Forensics. The study will examine problems of communication, inferential error and bias that may arise when scientific findings of terrorism investigations are communicated to policy makers and legal triers-of-fact. The ideal candidate will have a recent Ph.D. in psychology, cognitive science or a related field, knowledge of the literature on human inference and judgmental bias, an interest in science communication, and experience conducting research with human subjects.

The project is a collaboration between UC Irvine (PI: William C. Thompson) and Lawrence Livermore National Laboratory (co-PI Steven Velsko) and involves personnel at both sites. The post-doctoral scholar will work at UC Irvine under the supervision of Prof. Thompson. The job will involve designing, conducting and publishing empirical studies examining the communication and understanding of evidence arising from forensic investigations. The initial appointment is for one year and can begin as early as October 1, 2012. The position may be expandable for up to an additional year by mutual agreement. Salary is dependent on experience. Applications may be submitted immediately and will be accepted until a qualified candidate is chosen.

The job does not require a security clearance. Non-US citizens are welcome to apply. Under Federal law, the University of California may employ only individuals who are legally authorized to work in the United States as established by providing documents specified in the Immigration Reform and Control Acts of 1986. The University of California, Irvine is an equal opportunity employer committed to excellence through diversity.

Please send a vita, relevant publications, and contact information to: William C. Thompson, Department of Criminology, Law & Society, University of California, Irvine, CA, 92697, [william.thompson@uci.edu](mailto:william.thompson@uci.edu)

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The new Center for Cognitive and Decision Sciences at the Max Planck Institute for Human Development, Berlin, Germany, under the direction of Ralph Hertwig, seeks applicants for

### 1 Research Scientist Position or 1 Postdoctoral Fellowship

These are 2-year positions (with the possibility of extension). Salary and level depends on experience. The positions are available from October 1, 2012, but later start dates are possible.

Candidates should demonstrate expertise and be interested in using behavioral, computational, and/or psychophysiological and behavioral genetics methods to study risk taking and decision making under risk and uncertainty.

Candidates must have a PhD. Apart from mentoring doctoral students and postdoctoral fellows, there are no teaching requirements for research scientists.

The Center for Cognitive and Decision Sciences takes an interdisciplinary approach to cognitive science and decision making. The Max Planck Institute for Human Development ([www.mpib-berlin.mpg.de](http://www.mpib-berlin.mpg.de)) offers an excellent infrastructure including support staff and equipment for conducting experiments (e.g., behavioral laboratory, fMRI, EEG, TMS). It provides an international research environment, with English being the working language of the Center for Cognitive and Decision Sciences.

The Max Planck Society is committed to employing more handicapped individuals and especially encourages them to apply. The Max-Planck Society seeks to increase the number of women in those areas where they are underrepresented and therefore explicitly encourages women to apply.

Applications (consisting of a cover letter describing your research interests, a curriculum vitae, up to five reprints, and two letters of recommendation) should be sent as a single PDF file, with your name as the file name, to Monika Oppong (oppong at mpib-berlin.mpg.de; Max Planck Institute for Human Development, Lentzeallee 94, 14195 Berlin). Please submit applications by September 15, 2012, to ensure consideration. However, review of applications will continue until the positions are filled.

For further inquiries about the positions, please contact Rui Mata (rui.mata at unibas.ch).

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University of Basel

The Department of Psychology of the University of Basel, Switzerland, invites applications for a Professorship in Cognitive and Decision Sciences with the appointment to begin by August 1, 2013.

The successful candidate's research focus will be in the area of cognitive and decision sciences. Research activities in additional areas – for example, consumer research, experimental economics, game theory, cognitive modeling, or development of decision making across the life span – are desirable. The successful candidate will represent cognitive psychology and decision sciences as a core discipline in research and teaching. The position will take over teaching responsibilities at the bachelor's and master's level (lectures and seminars may be held in English). At the master's level, the teaching of decision sciences will be coordinated with that of social psychology and economic psychology. Social-, economic-, and decision psychology represents one of the main research areas of the faculty which should be further strengthened by the future position. Applicants should have demonstrated a high level of academic productivity and applied successfully for research grants. They should further be committed to teaching and to university and departmental administrative service.

Depending on the successful candidate's qualifications, the position will be filled at the level of full, associate or assistant professor with tenure track. The University of Basel offers attractive terms of employment, a modern infrastructure, and a stimulating scientific environment ([www.unibas.ch](http://www.unibas.ch)). Because the University of Basel actively seeks to increase the number of women on its faculty, women are particularly encouraged to apply. To ensure full consideration, all application materials (CV, list of publications in peer-review journals with citation counts, research and teaching statement, and teaching evaluations if available) should be submitted electronically by September 15, 2012 to [marlies.pichler@unibas.ch](mailto:marlies.pichler@unibas.ch)

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The University of Maryland Center for Advanced Study of Language (CASL) is seeking a research scientist in Decision Sciences and Decision Analysis to work in its interdisciplinary research program on performance and analysis, with a focus on intelligence analysis. CASL seeks scholars with research experience in applied decision sciences. The ideal candidate will have experience and/or interest in how individuals and groups make decisions in complex real-world environments. Areas of specialization may include risk analysis, information aggregation, decision modeling, mental models, behavioral economics, game theory, prediction markets, rational choice theory, and situational awareness. Possible domains of application include intelligence analysis, cyber security, cross-cultural contexts, structured analytic methodologies, and collaborative decision making. The successful candidate will work with multidisciplinary teams on research projects that help government analysts improve decisions based on information that is incomplete or conflicting. Some examples of

current projects include: collaborative problems solving; cognitive skills needed for analyzing complex information; metrics for analytic accuracy and effectiveness; frameworks for analytic methodologies applied to specific information sources; and identifying and measuring analytic competencies.

Additional information for the position is available at <http://www.casl.umd.edu/node/1940>.

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The Department of Psychology at the University of Warwick <http://www.warwick.ac.uk/go/psychology> is pleased to announce new PhD studentships in the area of behavioural, cognitive, and decision sciences.

Warwick University is one of the strongest research universities in the UK. Warwick has a significant concentration of researchers in the areas of judgment and decision making, behavioural science, and experimental and behavioural economics. As a PhD student, you would be joining a vibrant University priority programme in Individual Behaviour, with members from Psychology, Economics, Mathematics, and the Business School. We have joint weekly seminars and lab meetings, and excellent lab facilities across Psychology, Economics, and the Business School. Our research collaboration informs a new MSc programme in Behavioural and Economic Science, with an intake of both science and economics graduates.

Closing date 15 August 2012.

Start date 1 October 2012.

Informal enquiries can be addressed to Professors Neil Stewart ([neil.stewart@warwick.ac.uk](mailto:neil.stewart@warwick.ac.uk)) or Gordon Brown ([g.d.a.brown@warwick.ac.uk](mailto:g.d.a.brown@warwick.ac.uk)).

Applications should be made through the Graduate School (<http://www2.warwick.ac.uk/services/academicoffice/gsp/prospective>).

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The Department of Psychology at Arcadia University invites applicants for a tenure-track faculty position at the Assistant Professor level in \*Decision Making Psychology\*. The position will begin fall, 2013. Candidates must have a Ph.D. in Psychology. The successful candidate will teach in our research-oriented undergraduate program and develop an active research program that involves undergraduate students. Primary teaching responsibilities

will be courses in judgment and decision making, cognition, and electives based on the individual's specific areas of interest. Other courses could include introductory psychology and research methods. Psychology faculty members are also expected to supervise independent research projects and senior thesis research. Full-time faculty members at Arcadia typically teach a 3-3 load. More information about the University and the Psychology Department is available online at [www.arcadia.edu/psychology](http://www.arcadia.edu/psychology). To apply, please send a cover letter, curriculum vitae, statements of teaching and research interests, evidence of teaching effectiveness, selected reprints/preprints, and three letters of recommendation (at least one addressing teaching) to Steven Robbins, Chair, Department of Psychology, Arcadia University, 450 South Easton Road, Glenside, PA 19038. For best consideration, application materials should be received by November 1, 2012, but applications will be accepted until the position is filled. Arcadia University is a private, comprehensive university of 3,700 students located in suburban Philadelphia that seeks candidates of diverse cultural backgrounds and abilities. As an Affirmative Action/Equal Opportunity Employer, Arcadia University encourages members of underrepresented groups to apply.

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The CyLab Usable Privacy and Security Laboratory and Heinz College at Carnegie Mellon University have an immediate opening for a post doctoral fellow to work on a four-year project that will have direct access to and explore in-depth privacy and security-related behavior from a large panel of home computer users.

This is an interdisciplinary project. It involves interacting with other faculty and students with diverse backgrounds (economics, behavioral decision research, and computer science). The ideal candidate would have experience doing research in usable security, security economics, behavioral decision making, or a related field. In addition, the ideal candidate should have substantial systems programming skills, including knowledge of Windows internals. Strong Java background is a must. Candidates are expected to be capable of working under limited supervision and should have strong communication skills. The successful candidate is expected to publish papers in top-level journals and conferences along with other faculty and students. The postdoc will work with professors Lorrie Cranor, Nicolas Christin, Alessandro Acquisti, and Rahul Telang at Carnegie Mellon University.

The initial appointment is for one year with option of renewal for another one to three years. The start date is negotiable, but ideally no later than October 1, 2012. Carnegie Mellon offers competitive salaries and benefits.

Interested candidates should forward their resume along with the names of three references to Lorrie Cranor (lorrie at cmu.edu).

CyLab Usable Privacy and Security Laboratory: <http://cups.cs.cmu.edu/>

Heinz College: <http://heinz.cmu.edu/>

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A new economic psychology group will launch at the University of Stirling on October 26th. The group has funding to recruit bright people to undertake PhDs and Postdocs in the area of behavioral economics, broadly considered.

You can find out more about these competitively-funded positions and the research group [at this link](#).

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## Cancer Research Training Award Fellowship Opportunity

Basic Biobehavioral and Psychological Sciences Branch

Post-Doctoral Fellowship in Basic Biobehavioral and Psychological Sciences, 2012

Introduction The Behavioral Research Program (BRP), within the National Cancer Institute (NCI)'s Division of Cancer Control and Population Sciences seeks to recruit a post-doctoral Cancer Research Training Award (CRTA) Fellow. For more information about BRP mission and structure, please see <http://cancercontrol.cancer.gov/brp>. BRP is pleased to invite applications from qualified candidates for this fellowship position in the Basic Biobehavioral and Psychological Sciences Branch (BBPSB). BRP is pleased to invite applications from qualified candidates for a Cancer Research Training Award (CRTA) Fellowship position in the Basic Biobehavioral and Psychological Sciences Branch (BBPSB) <http://cancercontrol.cancer.gov/brp/bbpsb/index.html>. BBPSB advances research in biobehavioral mechanisms and psychological processes to reduce cancer risk and improve outcomes.

This full-time position is based in Rockville, Maryland and provides outstanding opportunities for training and professional development in basic biobehavioral and psychological sciences research in the context of cancer prevention and control. CRTA fellows interact daily with researchers in public health, behavioral medicine, and cancer prevention, as well as with various extramural scientists at NCI and other Institutes and Centers of the National Institutes of Health.

**Position Description** The CRTA Fellow will function as a member of the BBPSB and work directly with scientists on projects related to the mission of BBPSB and BRP. Examples of research activities and programmatic areas of emphasis include affective, cognitive, and sensory sciences, mechanisms of psychosocial and behavioral influences on cancer, and basic judgment and decision-making. Day-to-day activities might include:

- \* Performing primary and secondary analyses of survey data with psychological or biobehavioral predictors and outcomes (e.g., health cognitions, psychosocial factors, demographics, anthropomorphic measures, biomarkers, biospecimens, physiological recordings from sensory and memory systems, and eye-monitoring feedback)
- \* Drafting and collaborating on scientific manuscripts, reports, and presentations
- \* Developing and assisting with systematic review or meta-analysis projects
- \* Analyzing the research portfolio and aiding in strategic planning and the development of funding initiatives
- \* Attending and developing training workshops and research partnership forums

Additionally, the post-doctoral Fellow is highly encouraged to initiate and develop his or her own projects, and may have the opportunity to attend national conferences, such as annual meetings of the American Association for Cancer Research, American Psychosomatic Society, Association for Psychological Science, Society for Personality and Social Psychology, American Psychological Association, and Society for Behavioral Medicine.

#### Qualifications

- \* Doctoral level training (Ph.D., Sc.D., M.D. or equivalent) with a psychological, cognitive, affective, perceptual, and/ or sensory science, neuroscience, or related behavioral science background is required (Experience examining interactions among the areas as listed above and biological factors is desirable)
- \* Strong interest in biobehavioral and/ or psychological sciences
- \* Strong quantitative skills and experience with statistical software (e.g., SPSS, SAS)
- \* Experience with Midlife in the US (MIDUS) survey, National Health and Nutrition Examination Survey (NHANES), the Health and Retirement Survey (HRS), or other nationally-representative datasets preferred
- \* Strong writing skills

\* Excellent academic standing

\* Excellent organizational, planning, and project management skills

\* Excellent interpersonal skills and ability to work independently and on research teams

Application Requirements To be considered for this position, the following materials must be received by the Application Deadline:

1. Cover letter (provide an explanation of your interest in the BBPSB post-doctoral fellowship and explain your professional development goals and research interests)
2. Resume or CV
3. Two letters of recommendation
4. A writing sample
5. Proof of citizenship (photocopy of birth certificate or passport)
6. Official transcripts and/ or proof of academic good standing (transcript of highest degree conferred; proof of academic good standing on official letterhead and signed by graduate program director, advisor, or equivalent)

Application materials may be submitted via email to Donna Hopkins at: [hopkinsd@mail.nih.gov](mailto:hopkinsd@mail.nih.gov); Paper copies and official transcripts and/ or proof of academic good standing must be mailed to: Ms. Donna Hopkins ATTN: BBPSB CRTA Behavioral Research Program 6130 Executive Blvd., Rockville MD 20892

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A postdoctoral position is available within the Department of Cognitive Sciences at the University of California, Irvine to develop computational models for the aggregation of human forecasts. Forecasts will involve unconditional probability estimates (e.g. “What is the probability that event X will happen before date Z”), conditional probability estimates (e.g. “What is the probability that event X will happen if Y happens”) as well as magnitude estimates (“How large will X be at date Z”). One goal in this research project is to develop Bayesian as well as non-Bayesian cognitive models that can measure individual differences in skill and expertise and correct for systematic errors and biases in human judgment. The second goal is to build aggregation models that can combine the estimates from multiple individuals while taking into account cognitive errors and individual differences. The project is part of a forecasting tournament organized by IARPA. In this tournament,



multiple teams are developing elicitation and aggregation methods to forecast events on the basis of human judgments. Teams are evaluated on the forecasting accuracy of a common set of questions.

The applicant will work in the Memory and Decision-Making Laboratory (Madlab) at the University of California, Irvine, and will primarily interact with Professor Mark Steyvers. In addition, there is the possibility of interacting and collaborating with Professor Michael Lee and other team members at six other universities who are part of the project.

Requirements: The applicant must have a Ph.D. degree in Cognitive Sciences, Computer Science, Statistics, Decision Sciences, Engineering, or related field and have expertise in computational modeling using probabilistic approaches. The applicant must have excellent computer skills in Matlab or R programming. Experience with probabilistic graphical models, Bayesian networks, and Markov chain Monte Carlo (MCMC) techniques is preferable but not required. The applicant is expected to play to a key role in the development of journal and conference publications.

Salary is commensurate with experience. The appointment can start as early as 9/23/2012, but we will consider candidates who can start at a later date.

Application procedure: Please send a letter of application, curriculum vitae, and the names of three references to:

Professor Mark Steyvers Department of Cognitive Sciences University of California, Irvine  
Irvine, CA 92697-5100 mark.steyvers at uci.edu

The University of California, Irvine is an equal opportunity employer committed to excellence through diversity.

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Ben-Gurion University of the Negev's Guilford Glazer Faculty of Business and Management invites applicants for a full-time, tenure-track faculty position. Expected starting date is October 2013, or earlier. Applicants must hold a Ph.D., and should provide evidence of an outstanding research record or potential and strong teaching ability. Applicants must hold a doctorate in a Management-related field (e.g., Marketing, Finance, Strategy, Organizational Behavior, Economics).

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 Business and Management is well known for its young and dynamic faculty members, highly supportive environment, and friendly atmosphere.

Teaching at Ben-Gurion University is primarily in Hebrew. However, selected courses can be taught in English, and for promising non-Hebrew speaking candidates, teaching in English for the first two years is conceivable.

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.

Qualified candidates should submit a letter of application, 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 15, 2012 and continue until the position is filled.

## 5 Online Resources

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