



# 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

kmilkman at wharton.upenn.edu (Milkman, Katherine) writes:

Dear Likely SJDM Attendees,

With SJDM just over a week away, this is a quick reminder that if you'd like to attend the eighth annual Women in SJDM Luncheon, you can still register (but hurry to ensure you get a seat)!

The lunch will be from 12 pm - 1:30 pm on Sunday, November 17th in the Essex Room at the Sheraton Hotel, and it will feature lunch, networking opportunities, and a keynote speech from Professor Laura Kray of the University of California at Berkeley's Haas School of Business.

Register for the (free!) luncheon here: [http://wharton.qualtrics.com/SE/?SID=SV\\_cNEj1Uy64GJINBX](http://wharton.qualtrics.com/SE/?SID=SV_cNEj1Uy64GJINBX)

Best from this year's event organizers, Leslie John, Ellie Kyung and Katy Milkman

P.S. Thank you to our 2013 sponsors: Behavioral Decision Making Initiative (Ohio State University), Center for Decision Research (University of Chicago Booth School of Business), Columbia Business School, Decision Psychology Program (Ohio State University), Department of Psychology (Princeton University), Department of Social and Decision Sciences (Carnegie Mellon University), Department of Management & Organizations (University of Arizona Eller College of Management), Freeman School of Business (Tulane University), Fuqua School of Business (Duke University), Marketing Department (NYU Stern School of Business), Harvard Business School, Olin Business School (Washington University), Rady School of Management (UC San Diego), Rotman School of Management (University of Toronto), Tuck School of Business (Dartmouth College), The Wharton School (University of Pennsylvania), Cindy Cryder, Michael DeKay, Robin Keller, Ellie Kyung, and George Wu.

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Azar at som.bgu.ac.il (Ofer Azar) writes:

Call for Papers: Special Issue on "Voluntary Market Payments"

Journal of Socio-Economics

Guest Editor: Martin Natter

The Journal of Socio-Economics is inviting submissions for a special issue on Voluntary Market Payments. Voluntary market payments, such as tipping, have a long tradition and sometimes reflect a significant part of the overall payment for a service. More recently voluntary payments have also been adopted or tested at an increasing rate by diverse services such as restaurants, sports events, car repair, hotels, cinema tickets, music downloads or zoos as temporary or even as permanent pricing mechanism for the full service or part of it. Under the name "Pay-what-you-want" (PWYW) or "Pay-as-you-wish" some of these services have gained a significant number of new customers and received customers' attention while others failed. Implementations vary in their degree of interaction between seller and buyer, the usage of reference prices, combinations with social purposes, sales channels and the value of offered products or services. The increasing number of implementations enables field studies that can help to address interesting research questions.

The special issue on voluntary payments focuses on new thinking and research that helps to better understand the characteristics of and differences between different forms of voluntary payments and their implications for service implementations and the allocation of marketing investments. The special issue encourages submissions focusing on key research questions that include, but are not limited to:

- \* How does PWYW pricing influence tipping behavior when both exist (e.g., in restaurants)?
- \* What is the influence of the social context on voluntary payments?
- \* What are the roles of provider's perceived costs and effort for tipping and voluntary payments under price mechanisms such as PWYW?
- \* Do customers adapt their voluntary payments to their consumption?
- \* How can firms incorporate voluntary payments in their sales process?
- \* PWYW pricing has only been studied in B2C settings. Are there feasible implementations in a B2B setting?
- \* What is the role of provider's brand under PWYW pricing?
- \* What is the role of convenience in voluntary payment schemes and what is an appropriate model to deal with that?

The extended deadline for initial submission to this special issue is December 16th, 2013. Papers can be submitted earlier than the deadline and in that case they will start to be handled immediately. Those papers that are invited to revise and resubmit will get three months to do so. The Guest Editor's policy in most cases is to make a final decision on the second round. When submitting a paper, authors should use the EES system (<http://ees.elsevier.com/jse/default.asp>) and choose the appropriate article category (authors select SI: Voluntary Market Payments) to mark that the paper should be considered for this special issue. Only original papers not currently under review or published in other journals may be submitted.

For questions, please contact Martin Natter ([natter at wiwi.uni-frankfurt.de](mailto:natter@wiwi.uni-frankfurt.de)).

With thanks, Guest Editor Martin Natter Journal of Socio-Economics Contact: [natter at wiwi.uni-frankfurt.de](mailto:natter@wiwi.uni-frankfurt.de)

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M.A.Fonseca at [exeter.ac.uk](mailto:exeter.ac.uk) (Fonseca, Miguel) writes:

Dear colleagues,

We are happy to announce the winner of the 2013 Exeter Prize for the best paper published in the previous calendar year in a peer-reviewed journal in the fields of Experimental Economics, Behavioural Economics and Decision Theory.

The winner is Daniel Friedman and Ryan Opera for their paper "A Continuous Dilemma" by published in American Economic Review.

This paper is an excellent complementary use of theory and experiments that significantly adds to our understanding of one of the fundamental problems in game theory. It is an important study that will stand the test of time.

The winning paper was selected by the panel of Glenn Harrison (Georgia State University), Izhak Gilboa (Tel Aviv University) and Shmuel Zamir (Hebrew University and the University of Exeter). The winners receive 3000 pounds. In addition, a representative of them will be visiting the University of Exeter in May to receive the award and give a lecture.

This year was exceptionally competitive with a large number of excellent nominations. As stated above the best paper was awarded from the following fields:

Experimental Economics, Behavioural Economics and Decision Theory and papers qualified under one of the following categories. 1. Any paper that involves either lab or field experiments. 2. Any purely theoretical paper that involves "behavioral" theory (for example, non-expected utility). 3. Any empirical work that shows evidence for behavioral models (that fit under 2) or tests/rejects models (that fit under 2).

Miguel Fonseca

Todd Kaplan

Eva Poen

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johnsojg at miamioh.edu (Johnson, Joseph) writes:

This is a reminder and update regarding the Call for Papers for a special issue in the Journal of Behavioral Decision Making, with the theme: Applications and innovations of eye-movement research in judgment and decision making.

The deadline has been extended to January 31, 2014. Those with empirical and/or theoretical contributions involving the use of eye-tracking in decision research are encouraged to submit a manuscript for the special issue. Details can be found from the journal homepage, or directly at:

<http://tinyurl.com/JBDM-eye-call>

Questions can be directed to any of the Guest Editors: Nathan Ashby, Joe Johnson, Ian Krajbich, or Michel Wedel.

Thanks, and happy holidays! Dr. Joseph G. Johnson

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baron at psych.upenn.edu (Jonathan Baron) writes:

I am considering some changes in the format of the journal, so I made up a short questionnaire (16 items, all questions optional), about that and a couple of other things. If you have read any article from the journal, I would appreciate a response, before January 1.

<http://www.sas.upenn.edu/~baron/jdm1.htm>

## 2 Conferences

### CALL FOR PAPERS

Household Financial Decision Making and Behaviour

6-8 May 2014

University of Nottingham, Nottingham, United Kingdom

The Network for Integrated Behavioural Science (NIBS) is hosting a workshop on individual and household financial decision making and behaviour in financial markets. NIBS is funded by the Economic and Social Research Council and is a collaborative research initiative between three of the UK's primary centres for behavioural science research: the CeDEX group at University of Nottingham; the CBESS group at University of East Anglia; and the Behavioural Science groups (Warwick Business School and Psychology) at University of Warwick. NIBS is a cross disciplinary group including researchers from economics, psychology and computer science. We invite contributions of completed research for this workshop on individual and household financial decision making and behaviour in financial markets. We welcome papers on theoretical and applied topics, including empirical work based on analysis of secondary survey and administrative data, studies using laboratory or field experiments, applications of monitoring technologies (for example eye tracking and fMRI) and studies using non-standard data analysis techniques. We particularly welcome contributions which involve collaboration with non-academic organisations (e.g. private sector, third sector or regulators) who may have provided data or have been involved in the research design and/or implementation. Topics of interest include, but are not limited to:

- \* individual and household borrowing decisions, including decisions about specific types of credit and debt such as mortgages and credit cards, payday and peer-to-peer lending
- \* saving and portfolio choices including retirement saving, asset allocation decisions, insurance choices and housing investments
- \* financial literacy, capability and the role of cognitive skills in financial decision making
- \* the role of preferences towards risk in saving and borrowing decisions, portfolio choice and insurance
- \* the impact of self-control and time preferences in saving and borrowing choices
- \* neuroeconomic approaches to understanding individual financial decisions

\* regulation of financial markets, including regulatory approaches to suboptimal consumer behaviour and financial education. NIBS will fund economy-class travel and hotel accommodation expenses for presenters of accepted papers.

Programme Committee: Abigail Barr, John Gathergood, Chris Starmer, Neil Stewart

Submission Procedure and Deadlines: Extended abstracts or papers should be submitted by e-mail to [suzanne.robey@nottingham.ac.uk](mailto:suzanne.robey@nottingham.ac.uk) by 23 February 2014 (only electronic submissions will be considered). Acceptance and inclusion in the programme will be confirmed by 28 March 2014. If you would like to attend the workshop, but do not wish to present a paper, you can register your interest by e-mailing [suzanne.robey@nottingham.ac.uk](mailto:suzanne.robey@nottingham.ac.uk) directly. Spaces will be limited and we will reserve some, with funding for expenses, for participation from non-academic organisations. We will confirm by 28 March 2014 whether we can offer you a place on this basis.

Logistic Information: The workshop will take place at the East Midlands Conference Centre <http://www.nottinghamconferences.co.uk/home/> located at the University of Nottingham. Further logistic details will be provided once the programme is confirmed. If you have any administrative questions please contact [suzanne.robey@nottingham.ac.uk](mailto:suzanne.robey@nottingham.ac.uk) Please share this call for papers with other researchers on financial decision making and behaviour, we welcome submissions from a broad range of researchers and disciplinary backgrounds. However, due to space constraints it may not be possible to invite everyone who receives this call for papers to attend the workshop.

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CALL FOR PAPERS: Workshop on Subjective Expectations and Probabilities in Economics and Psychology: March 27-28 2014

Institute for Social and Economic Research, University of Essex, Colchester, UK

Objective: We seek to bring together researchers from the field of Economics and Psychology who analyse subjective expectations and subjective probabilities in their work. Potential topics include issues related to measurement, expectations formation, use of expectations in econometric models and substantive applications.

Keynote speakers: Charles Manski (Northwestern University) and Baruch Fischhoff (Carnegie Mellon University).



Organizers: Charles Bellemare (Laval University), Wandí Bruine de Bruin (Leeds University) and Adeline Delavande (University of Essex).

Submission: Please submit your paper or extended abstract at [aldela@essex.ac.uk](mailto:aldela@essex.ac.uk) by November 30th 2013, using the following email title "Workshop on Subjective Expectations and Probabilities."

Successful applicants will be notified by December 20th 2013. There is no registration fee. Our budget allows us to cover up to 800 for travel and two nights of accommodation.

Sponsors: The ESRC Research Centre on Micro-social Change (MISOC), the Inter-University Centre on Risk, Economic Policies, and Employment (CIRPE) and the Centre for Decision Research of Leeds University.

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Dear Colleagues:

We are pleased to announce the 12th annual SPSP Evolutionary Psychology Preconference to be held February 13, 2014 in Austin, TX . Recently, evolutionary psychology has been applied to explain a wide range of phenomena in social and personality psychology, behavioral decision-making, and consumer behavior. We are excited that this year we have invited speakers whose research demonstrates the breadth and novelty an evolutionary psychological perspective provides:

David Buss, University of Texas at Austin

Colin DeYoung, University of Minnesota

Martie Haselton, University of California-Los Angeles

Doug Kenrick, Arizona State University

Debra Lieberman, University of Miami

Gad Saad, Concordia University

Nancy Segal, California State University-Fullerton

New this year, we are also accepting competitive working papers to be included in a data blitz (in lieu of previous years' poster sessions). Each data blitz presenter will have 8 minutes to present their research and entertain 1-2 brief audience questions. For more informa-

tion about the preconference, please visit our website: <https://sites.google.com/site/evpsychspsp/>

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CALL FOR PAPERS  
SOCIETY FOR CONSUMER PSYCHOLOGY  
SUMMER CONFERENCE

Organized by APA Division 23

Washington, DC, August 7 - 10, 2014

Submission Deadline: Monday, December 2, 2013

JDM researchers may be interested in the Advancements in Judgment and Decision Making in Consumer Contexts track at the Society for Consumer Psychology (SCP) summer conference at the 122nd Annual Convention of the American Psychological Association (APA) from August 7th to 10th 2014 in Washington DC.

SCP (Division 23 of APA) represents consumer researchers and psychologists interested in a broad range of consumer research issues united by psychological theories. This conference provides opportunities for direct contact with practitioners and policy makers as well as the benefits of the vast knowledge base of APA. We are seeking competitive papers, working papers (posters), special session symposia, and skill building sessions. Diverse themes and methodological approaches are welcome. Conference co-chairs are Katherine Burson (Michigan) and Andrew Gershoff (Texas).

In addition, division 23 is working in concert with other divisions of the APA to create sessions of joint interest. Toward this end we especially welcome submissions that address topics related to:

Advancements in Judgment and Decision Making in Consumer Contexts for a planned joint session with the Society for Personality and Social Psychology (Division 8)

Green or Environmental Consumer Decisions for a planned joint session with the Society for Environmental, Population, and Conservation Psychology (Division 34)

Food Consumption and Dieting for a planned joint session with Experimental Psychology (Division 3)

All proposals will be judged on the quality of the research, the contribution to the field of consumer psychology, and the interest of the topic to Division 23 members.

#### GENERAL SUBMISSION GUIDELINES

When and How to Submit:

All submissions must be made through the APA website by the December 2, 2013 deadline:

<http://apacustomout.apa.org/ConvCall> .

#### CONFERENCE FORMS & INFORMATION

Further conference information can be found at: [www.apa.org/convention](http://www.apa.org/convention) .

If you have any questions (or any trouble using the conference submission website), please feel free to contact the Division 23 conference chairs:

Katherine Burson, Associate Professor of Marketing, Ross School of Business, University of Michigan, [kburson at umich.edu](mailto:kburson@umich.edu)

Andrew D. Gershoff, Associate Professor of Marketing, McCombs School of Business, University of Texas, [Andrew.Gershoff at mcombs.utexas.edu](mailto:Andrew.Gershoff@mcombs.utexas.edu)

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Submissions for the BDRM 2014 conference and The Greater Good pre-conference are now open!

The deadline for submissions for both events is 15 January, 2014. Please visit the website <http://bdrm2014.org/> for the Call for Papers and other conference related information.

Best wishes,

Simona Botti, David Faro, Yuval Rottenstreich

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Registration is now open for the JDM Preconference at SPSP. The preconference will feature a poster session and \*we will offer a limited number of \$200 travel reimbursements to undergraduate or graduate students who are first authors on accepted posters.\*

\*The deadline for poster submissions is December 1st, 2013\*.

Our scheduled speakers include:

Carey Morewedge, Carnegie Mellon University Katherine Milkman, University of Pennsylvania Sam Gosling, UT Austin Art Markman, UT Austin Cade Massey, University of Pennsylvania Sendhil Mullainathan, Harvard University

To register for the conference, or for more information, please visit the pre-conference website at: <http://www.andrew.cmu.edu/user/kskassam/SPSP/jdm2014.html>

Hope to see you all in Austin. -Karim, Eugene, Danny and Hal

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To: Those interested in Judgment and Decision Making Re: CALL FOR PAPERS submissions due January 6! The 52nd Annual Edwards Bayesian Research Conference will be held February 13-15, 2014 on the campus of CSU Fullerton, California. This year's conference is organized by Daniel Cavagnaro. Presentations at this conference may come from any area related to judgment and decision making and are NOT limited to Bayes theorem or Bayesian statistics. Submissions are due by January 6; Acceptances will be sent by January 14. Rooms will be available at an excellent rate at the Fullerton Marriott that is across the street from the meeting room. Visit the conference website for more information: <http://business.fullerton.edu/isds/dcavagnaro/EdwardsBayes2014/EdwardsBayes2014.htm>

Questions can be sent to Daniel Cavagnaro [dcavagnaro@fullerton.edu](mailto:dcavagnaro@fullerton.edu)

We look forward to welcoming you in sunny California in February!

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Dear researchers and students:

We write to inform you that the registration to the workshops on learning on "learning, bounded rationality and decisions" that we organize (Israel Jan 13-29) is now open. The website's address is <http://iew.technion.ac.il/lad/>

You are invited to attend part or all events.

Best regards,

The organizing committee

Ido Erev, Reinhard Selten, Martin Hohnisch and Sabine Pittnauer

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2014 Boulder Summer Conference on Consumer Financial Decision Making: Abstract Submission Deadline December 15, 2013 May 18-20, 2014 St. Julien Hotel, Boulder, Colorado

Submitting Abstracts To submit an extended abstract (1 page single spaced), please visit the conference website <http://leeds.colorado.edu/event/bouldersummerconference#overview> and click on the Submit Paper Abstract <http://leeds.colorado.edu/event/bouldersummerconference#submitpaperabstract> link. Conference Overview The Boulder Summer Conference in Consumer Financial Decision Making, now in its 5th year, is the world's foremost conference for discussion of interdisciplinary research on consumer financial decision-making. Consumer welfare is strongly affected by household financial decisions large and small: choosing mortgages; saving to fund college education or retirement; using credit cards to fund current consumption; choosing how to "decumulate" savings in retirement; deciding how to pay for health care and insurance; and investing in the stock market, managing debt in the face of financial distress. This conference brings together outstanding scholars from around the world in a unique interdisciplinary conversation with regulators, business people in financial services, and consumer advocates working on problems of consumer financial decision-making. Our goal is to stimulate cross-disciplinary conversation and improve basic and applied research in the emerging area of consumer financial decision-making. This research can inform our understanding of how consumers actually make such decisions and how consumers can be helped to make better decisions by innovations in public policy, business, and consumer education. Please see the 2010 <http://leeds.colorado.edu/event/bouldersummerconference#2010conference> ? 2014 programs on the conference website to see abstracts of research by scholars in economics, psychology, sociology, behavioral finance, consumer research, decision sciences, behavioral economics, and law. Our format allows a very high level of opportunity for conversation and interaction around the ideas presented.

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We are pleased to invite you to a full-day multi-disciplinary seminar taking place at City University London on Friday 13 December from 10:00am.

The seminar will consider risks in a variety of settings and areas, how they are perceived and how risks can reasonably be quantified, measured and regulated. The invited speakers represent a range of disciplines including Psychology, Business, Health, Pharmacology and Statistics.

Issues addressed include:

What is risk?

Can a star-rating system help when communicating risks?

Benefit-risk assessment of medicinal products

Crime as irrational risk taking

Risk of corporate catastrophes

European regulatory policy

Use of multi-criteria decision analysis to improve the drug laws

Speakers include:

Professor John Adams (University College London); Professor David Spiegelhalter (University of Cambridge); Anthony Fitzsimmons (Chairman Reputability LLP); Professor Derek Atkins (Cass Business School); Professor Larry Phillips (London School of Economics); Professor Ragnar Løfstedt (King's College London); Professor David Nutt (Imperial College London); Professor Mandeep Dhali (Middlesex University). The event is free to attend. You can find more information and register here <http://dmtrk.net/t/04Z-1ZM1F-3MRL29-TMJHI-1/c.aspx> .

### **3 Jobs**

The Department of Psychology at the University of Kansas invites applications for a tenure-track position in Social Psychology, Energy and Environment, expected to begin August 18, 2014. This position is for a social psychologist with interests in environmental issues, who would be a member of the Department of Psychology, but would also participate in a multidisciplinary team of geologists, chemical and petroleum engineers, mathematicians, and other scientists/scholars focusing on energy issues. This position is part of the campus-wide strategic initiative "Sustaining the Planet, Powering the World," and part of the planned growth of work in this area.

The successful candidate will show substantial promise in working on social psychological issues collaboratively in a multidisciplinary setting that investigates issues relevant to energy extraction, energy use, environmental justice, sustainability, and related environmental issues. A variety of possible approaches and content areas are welcome, including, but not limited to, attitudes and persuasion, cultural psychology, diversity, group processes, intergroup relations, judgment and decision-making, political psychology, social cognition, social ecology, social identity, social justice, or social protest. The position is not limited to a particular methodology, and could include experiments, field studies, naturalistic observation, surveys, and the like. An ideal candidate for this position will use theory and research to inform real-world interventions and policy development. Evidence of success or potential for securing external research funding is highly desirable.

A Ph.D. in social psychology or related field is required by the start date of the appointment. Initial review of materials begins November 15th, and will continue as long as needed to identify a qualified pool.

For a complete announcement and to apply online, go to <https://employment.ku.edu> and click "Search Faculty Jobs," then search opening by keyword. A complete electronic application will include a letter of application, a curriculum vitae, a statement of research experiences and interests, a teaching statement teaching; selected reprints/preprints, and a list of three references. In addition, candidate should arrange for three letters of recommendation to be sent separately to Cindy Sexton, Search Committee Coordinator, Department of Department of Psychology, 1415 Jayhawk Boulevard, University of Kansas, Lawrence, KS 66045-7556 (cjsexton at ku.edu). EOE M/F/D/V

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Ohio State University Diversity Postdoctoral Fellow. The psychology department at Ohio State seeks applicants for a postdoctoral fellow beginning September 1, 2014. The fellowship, part of a larger initiative within the Division of Social and Behavioral Sciences, is intended to support promising scholars who are committed to diversity in the academy and to prepare those scholars to enter tenure track faculty positions. We are particularly interested in receiving applications from individuals who are members of groups that historically have been underrepresented in the American professoriate.

**Eligibility:** Applicants must have completed all requirements for a doctoral degree in psychology or related field by August 2014. Preference will be given to individuals who are within five years past Ph.D. Applicants must be committed to an academic career. Applicants must be citizens of the United States.

**Awards:** Up to three fellowships will be awarded. The appointments are intended for two years, with re-appointment for the second year contingent upon a successful performance review. The appointments will begin September 1, 2014. The fellowships provide a \$40,000 annual stipend, university medical benefits, and some support for travel and research expenses.

**Application Process:** Required application materials: (1) Applicants should clearly identify a faculty member or members within the psychology department at Ohio State with whom they propose to work during the fellowship period (2) a curriculum vitae; (3) a one page dissertation abstract; (4) a statement outlining the specific research proposed to be undertaken during the Fellowship period, and the significance of that research (four-page limit, double-spaced); (5) a personal statement describing the applicant's background and commitment to the goal of diversity in higher education (three-page limit, double-spaced). Applicants should submit all of these materials in a single .zip formatted file. Please name the zip file using your first and last name (e.g., JaneSmith.zip). In addition, three letters of recommendation should be submitted via email.

All materials must be received by February 14, 2014, and should be submitted to SBSPost-docs at [asc.ohio-state.edu](mailto:asc.ohio-state.edu). Questions can be directed to Professor Jeffrey Cohen ([cohen.319@osu.edu](mailto:cohen.319@osu.edu)).

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The Department of Marketing Management at the Rotterdam School of Management (Erasmus University) is seeking a highly motivated PhD student wishing to work in the area of consumer decision-making. The ideal candidate has a background in psychology, economics, business, or a related field, and has the ambition to pursue an international career as a leading academic.

The project will enable the PhD student to develop new theories about consumer decision-making and support those theories with experimental research. The PhD will be completed under the supervision of Dr. Stefano Puntoni (<http://www.rsm.nl/people/stefano-puntoni/>) and Dr. Gabriele Paolacci (<http://www.rsm.nl/people/gabriele-paolacci/>) The project will be defined by the student and the supervisory team and thus requires creativity, self-direction, and passion for scientific research.

More details about the position, requirements, and application procedure can be found here: <http://www.erim.eur.nl/doctoral-programme/phd-in-management/phd-projects/detail/1084-consumer-decision-making/>

If you would like to receive further information you can contact Gabriele Paolacci at gpaolacci at rsm.nl.

The deadline for application is January 15th, 2014.

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The Graduate School of Business Administration is recruiting to fill tenure/tenure-track positions in the area of Marketing in all ranks. Candidates must have a PhD degree in Marketing or a related area and must demonstrate a strong record of research and scholarly publication in refereed top-tier journals. A research orientation of quantitative and/or empirical approaches is desirable. Appointments will be effective from October 1st 2014. Review of applicants will begin immediately and will continue until the position is filled. The Graduate School of Business Administration (<http://mba.biu.ac.il/en>) offers MBA and PhD degrees, and also runs Executive MBA and International MBA programs. The official teaching language of the university is Hebrew, though there are some opportunities for teaching courses in English. The Graduate School of Business Administration is currently undergoing an unprecedented period of growth and expansion. We invite you to take part in this opportunity. To apply for this position, applicants should submit full curriculum vitae, including educational history, teaching, research and other pertinent work experience, list

of publications and presentations as well as the contact details of three references to Prof. Gila Fruchter, Chair of the Graduate School of Business Administration: gila.fruchter at biu.ac.il

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Carnegie Mellon University's Department of Engineering and Public Policy (EPP) seeks a senior behavioral decision scientist for a tenured full Professor position. It seeks someone familiar with diverse analytical and behavioral approaches, interested in collaborative research on diverse policy-related problems in EPP's unique collegial environment ( <http://www.epp.cmu.edu/>) Please send a statement with your vision for work at EPP, resume, PDFs of three papers, and contact information for three references to epp-BehavioralDecisionSearch at andrew.cmu.edu. Carnegie Mellon is an EEO/AA ( <http://www.cmu.edu/hr/eos/>)

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Assistant or Associate Professor (12-month) tenure-track position in the Department of Human Sciences (51%) and State Specialist with Ohio State University Extension (49%).

**QUALIFICATIONS:** Candidates must demonstrate an active research and outreach program with strong potential for external funding and have a research track record related to role of public policy in influencing family finances, credit, savings and investment choices of consumers. We invite applications from across fields: public policy, consumer research, consumer sciences, applied economics, agricultural and development economics, social psychology, family studies, sociology, social work, marketing, and finance. Evidence of successful experience in working effectively with university students and community partners/Extension colleagues is preferred. An earned doctorate is required.

**RESPONSIBILITIES:** The successful candidate is expected to conduct applied research assessing consumer decision-making in the financial marketplace, work collaboratively with Extension faculty/staff on applied research and sharing research results with OSU Extension faculty and staff across Ohio through collaborative team work, professional development training and program development; publish in high-impact journals; secure external research funding; teach two courses per year in our graduate or undergraduate programs; advise master's and Ph.D. students; engage in curriculum development; and provide service to the department, college, and the university community appropriate for rank.

Our goal for this hire is to stimulate cross-disciplinary collaboration and improve our capacity for applied, impact-heavy research and community engagement in the emerging area of consumer financial decision-making. This research is expected to inform our understanding of how consumers, especially those in Ohio, can be helped to make better decisions through innovations in public policy, business, and consumer education.

REVIEW OF APPLICATIONS: Applications received before December 15, 2013, will receive priority.

EFFECTIVE DATE: Autumn Semester 2014 (negotiable).

DEPARTMENT OF HUMAN SCIENCES: The department is a cross-disciplinary group of about forty, highly active faculty members who study life decisions from the perspective of the individual and the family. We are organized in four units: consumer sciences (home unit of the open position), human development and family science, human nutrition, and kinesiology. Research strengths of the consumer sciences unit include consumer decision-making, the study of consumer experiences in the market place, and policy analysis. We are well integrated with the behavioral decision making network and the centers for innovation at OSU. The faculty and their current projects are described at the website: <http://ehe.osu.edu/human-sciences/>

APPLICATION: The Ohio State University is an Affirmative Action/Equal Opportunity employer. We encourage minorities, women, and individuals with disabilities to apply. Applicants should send a letter of application with names of three references, CV, and up to three representative publications to: Consumer Policy Search Committee c/o, Mark Wallace, 305 West 17th Avenue, A135 PAES Building, Columbus, OH 43210. Hard copy applications are required.

Inquiries and questions are should be directed to Mark Wallace (wallace.269 at osu.edu) or search committee chair Dean Lillard (lillard.13 at osu.edu).

To build a diverse workforce, Ohio State encourages applications from minorities, veterans, women, and individuals with disabilities. EEO/AA employer. Employment requires successful completion of a background check.

## 4 Online Resources

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**SJDM Web site**

[www.sjdm.org](http://www.sjdm.org)

**Judgment and Decision Making** – The SJDM journal, entirely free and online

[journal.sjdm.org](http://journal.sjdm.org)

**SJDM Newsletter** – Current and archive copies of this newsletter

[www.sjdm.org/newsletters](http://www.sjdm.org/newsletters)

**SJDM mailing list** – List archives and information on joining the email list

[www.sjdm.org/mailman/listinfo/jdm-society](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

[www.decisionsciencenews.com](http://www.decisionsciencenews.com)

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