



SOCIETY FOR JUDGMENT AND DECISION MAKING

Newsletter

<http://www.sjdm.org>

Volume 32, Number 1

March 2013

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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

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](#)

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.

Martijn van den Assem, Remco Zwinkels, and Doron Kliger write:

We are happy to announce that we will be editing a special issue on empirical research in Behavioral Finance for the /Journal of Economic Behavior & Organization/ (JEBO). We particularly seek empirical work that uses non-standard data. Please note that the deadline is set at February 28, 2013, and that we will apply a one-revision policy. Further details are here: <http://tinyurl.com/jebocall>

Feel free to further disseminate this invitation through your network. Please excuse for possible cross-posting.

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.

Eugene Caruso writes:

The Center for Decision Research (CDR) at Chicago Booth is pleased to announce a \$250,000 grant competition for work that uses behavioral science to explain or inform the ways that people pursue, experience, or fulfill purpose in their lives. The CDR is now accepting letters of intent for this competition, with the expectation that several 18-month projects (with budgets of at least \$10,000, but not more than \$125,000) will ultimately be funded starting in January 2014.

This RFP is the second of two conducted as part of the New Paths to Purpose Project (<http://www.newpathstopurpose.org>) at the CDR, supported with funding from the John Templeton Foundation. Led by Richard Thaler, Ralph and Dorothy Keller Distinguished Service Professor of Behavioral Science and Economics, and Eugene Caruso, Associate Professor of Behavioral Science, the aim of these RFPs, as well as of the project itself, is to use behavioral science to reshape the study, as well as the prevalent understandings and experiences, of purposeful living.

Whereas the current RFP is guided by the same overarching aims as the first, it has a distinct focus: to support both junior (e.g., pre-doctoral) and senior researchers in revealing hidden (e.g., unrecognized, counterintuitive, or underutilized) connections between behavioral science insights and the human experience of purpose. Thus, we are looking to support:

1) Purpose “Nudges” (following Thaler & Sunstein, 2008): Applied research demonstrating how basic behavioral science insights can be used in previously unrecognized or underutilized ways to create tools, interventions, etc. that help people more effectively experience (e.g., sense, adopt, pursue, fulfill) purpose.

2) Basic research illustrating previously unrecognized or counterintuitive ways in which behavioral science phenomena (e.g., motivation and goal pursuit, attitudes and beliefs, understandings of the self and others, perception and judgment, happiness and well-being) can help to explain the ways in which people experience (e.g., sense, adopt, pursue, fulfill) purpose, or vice versa.

The full Request for Proposals for this grant competition, including details on submission guidelines, can be found at: <http://www.newpathstopurpose.org/rfp> If, after reading the full instructions on the RFP website, you have any further questions, please email them to purpose at chicagobooth.edu (purpose at chicagobooth.edu).

The deadline for Letters of Intent (LOIs) is May 15, 2013, 5:00PM Central Standard Time.

INFORMS Decision Analysis Society writes:

Call for papers: 2013 INFORMS Decision Analysis Society (DAS) Student Paper Award Submission deadline: June 01, 2013

The Student Paper Award is given annually to the best decision analysis paper by a student author, as judged by a panel of the Decision Analysis Society of INFORMS. Students who did not complete their Ph.D. prior to May 1, 2012 are eligible for this year’s competition.

The award is accompanied by a plaque and a \$500 honorarium. The award will be presented and the winner will also be invited to present his or her paper

at the DAS Awards Session at the INFORMS Annual Meeting to be held in Minneapolis, Minnesota, October 6-9, 2013.

All students doing work in or related to decision analysis (e.g., decision methodologies, experimental studies, and applications) are encouraged to submit a paper. The majority of work, including writing, must be that of the student, though faculty members or other mentors can be co-authors if appropriate. The paper should be 30 pages or less (double spaced and 12 point font) and, in the standard format of Management Science or Operations Research.

If you are a faculty member who is supervising students, please inform them of this opportunity. If you are a student reading this, please encourage your classmates (and yourself) to submit a paper and to join the Decision Analysis Society (<http://www.informs.org/Community/DAS>). While we encourage all applicants to join DAS, it is not necessary for students to be members in order to be eligible for the competition.

To be considered for this year's competition, please email both committee co-chairs, at the address given below, by the deadline, June 01, 2013, with your final submission of:

(i) An electronic version of your paper in PDF format, and (ii) A letter in PDF format from one faculty co-author (if any) articulating your role in writing this paper

Let us know if you have any questions.

Sincerely,

2013 INFORMS Decision Analysis Society (DAS) Student Paper Award Co-Chairs

E. Layne Paddock writes:

I'm writing to ask for your help in forwarding the attached call for applications to Singapore Management University's Lim Kim San Fellowship program for PhD students to qualified and potentially interested PhD students. We would like to repeat the success of the previous visitors and bring in up to three outstanding PhD students to visit with us. Each applicant will work with a faculty sponsor

on collaborative research related to leadership, broadly defined (that is, topics relevant to leaders, including, but not limited to, decision making, negotiation, justice, trust, and others).

Previous fellows, coming from a number of excellent universities, greatly enjoyed their time with us, and we with them. They also got a lot of research done. Fellows will receive airfare, accommodation and a small per diem. They will visit for 2-8 weeks between August 2013 and March 2014. Given the success of previous years, for serious consideration applicants should have their application submitted by the deadline: April 10, 2013. For more about the application, please see: [this web page](#).

Gregory R. Samanez-Larkin writes:

The Scientific Research Network on Decision Neuroscience and Aging (<http://www.srndna.org>) will award up to two \$20,000 grants in 2013 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 May 1, 2013

For more information see: <http://www.srndna.org/funding/2013-grants/>

Nina Mazar writes:

We have just published an online-report called “A Practitioner’s Guide to Nudging.” It has been written with the aims of - providing an organizational framework that categorizes nudges along a few prominent dimensions, - presenting a number of short case studies, and - giving the choice architect some process guidelines on how to develop and implement a nudge.

We believe this report is also useful for applied JDM / Behavioural Econ courses, particularly on the MBA level, that focus on societal (policy) and managerial implications of the theories.

The report can be found at [this web page](#).

Jerome Busemeyer writes:

Decision: A journal for research on judgment and decision-making.

Decision is a scholarly journal publishing peer-reviewed articles representing the science of decision making. Decision is published by the American Psychological Association and is a forum for scholarly dialogue regarding the most important emerging issues in the field.

The first issue of Decision will appear in Spring 2014. Decision is a multidisciplinary research journal focused on a theoretical understanding of neural, cognitive, social, and economic aspects of judgment and decision-making behavior. The journal will publish articles that present new theory or new empirical research addressing theoretical issues or both. To achieve this goal, Decision will publish three types of articles: long articles that make major theoretical contributions, shorter articles that make major empirical contributions, and brief review articles that target rapidly rising trends or new topics in decision making.

We will consider manuscripts on all areas related to judgment and decision-making research including probabilistic inference, prediction, evaluation, choice, decisions under risk or uncertainty, and socio-economic game behavior. For our first issues, we are interested in papers that answer the following questions:

- * What has been the most significant past progress in judgment and decision making?
- * What are important new directions in judgment and decision making?
- * How can judgment and decision theory bridge the gaps between neural, cognitive, social, and economic fields?

Jerome R. Busemeyer, PhD is the inaugural Editor of Decision. He is Provost Professor in the Department of Psychological and Brain Sciences at Indiana University, Bloomington. Dr. Busemeyer's primary area of expertise is dynamic, emotional, and cognitive models of judgment and decision-making.

We hope you will consider submitting a manuscript for publication in Decision. Every published article is included in PsycINFO(r) and PsycARTICLES(r), the world's most comprehensive and widely used psychological databases. Published

articles will be available to a global audience of nearly 3,200 institutions and 60 million potential users. Please see a description of the journal and instructions to authors on our website at:

<http://www.apa.org/pubs/journals/dec/>

Ali Abbas writes:

The Institute for Industrial Engineers' main outlet (IIE Transactions) has just launched a new Decision Analysis department. They have asked me to be department Editor and I have assembled a team of three outstanding associate editors: Alec Morton, Canan Ulu and Jason Merrick.

This is a great opportunity to spread decision analysis methodology to other areas. We invite you to submit your best papers on all aspects of decision making. The journal has been in print since 1983 and has had a 2011, 5-year impact factor of 1.469. It also has several other areas including: Stochastic Modeling and Analysis, Financial Engineering, Service Operations and Engineering, Homeland Security, Healthcare and Public Policy among others.

The web site will be updated shortly. For last year's editorial board and associate editors, please see

<http://www.tandf.co.uk/journals/pdf/editor/UIIE0Eeditors.pdf>

Alan Reifman writes:

I am pleased to announce the posting of my annual online compendium of summer statistics and methodology workshops being held across the U.S. and internationally in the coming months (see link below). Please bring this to the attention of any colleagues and students you think may be interested. Also, if you know of other programs, which I have not listed, please let me know.

[List of Summer Stats and Methodology Workshops](#)

Daniel S. Levine (levine at uta.edu) writes:

Computational Intelligence and Neuroscience: Special Issue on Theories of Judgment and Decision Making

Call for Papers

Since the seminal experiments of Allais, Ellsberg, Kahneman, Tversky, and others in the 1950s and 1960s, maximization of expected utility has lost its place as the dominant paradigm in the theory of human and animal decision making. Numerous other quantifiable theories, including Kahneman and Tversky's own prospect theory, have been developed that reproduce substantial amounts of behavioral judgment and decision data. Yet no single decision theory has emerged as globally dominant, so that synthesis and refinement of existing theoretical paradigms continue at a rapid pace. The growth of cognitive neuroscience, brain imaging data, and neural network modeling has put some of the quantitative cognitive decision theories on a more solid basis but has not settled the arguments between practitioners in the field. Hence, we are soliciting papers for a special issue on theories of judgment and decision making for an interdisciplinary audience including neuroscientists, cognitive scientists, engineers, psychologists, physicists, computer scientists, and artificial intelligence investigators, among others. The special issue welcomes, but is not limited to, papers covering the following topics:

Computational models of specific classes of behavioral decision paradigms, such as gambling tasks, framing effects, ratio biases, base rate neglect, among others; Theories of the effects of affective arousal or specific emotions on risky decision making or numerical judgment; Theories on the role of attention, memory, and context in decision making; Models and theories covering many types of decisions including consumer decisions and moral decisions; Theories of the effects of particular brain regions on decision making, such as regions involved in planning and executive function (prefrontal cortex), reward (striatum, dopamine, and opiate pathways), and emotional salience (amygdala and insula); Theories of animal foraging decisions, including any analogies between animal foraging behavior and human economic behavior; Judgment aggregation and computational social choice, voting theory, preference modeling, and reasoning, computational aspects of preference aggregation; Expository arguments in support of or opposition to one or more known theoretical paradigms, such as prospect theory, decision field theory, cognitive-experiential self-theory, fuzzy trace theory, or adaptive resonance theory

Before submission authors should carefully read over the journal's Author Guidelines, which are located at <http://www.hindawi.com/journals/cin/guidelines/>

Manuscripts Due Friday, 12 April 2013;

First Round of Reviews Friday, 5 July 2013;

Publication Date Friday, 30 August 2013

Mandeep Dhami writes:

I am pleased to announce that the call for papers for the de Finetti prize is open. This prestigious award is one of the oldest given out by EADM. The prize includes a diploma and 750 EUR. In addition the SPUDM conference fee will be waived.

The rules are:

- The PhD student should be the sole or first author and the work should be mainly that of the student. If co-authored, the paper is accompanied by a statement from the co-author(s) to the effect that the student is credited as the primary source of ideas and the main author of this paper;
- The paper should be unpublished at the moment of submission for the de Finetti competition;
- The length of the paper is the size of a regular journal publication e.g., 25 pages/5000 words. A complete thesis will not be accepted;
- Only one paper may be submitted;
- Only PhD students who did not have their PhD at the time of the last SPUDM conference (August 2011) are eligible.

The papers will be evaluated by a committee appointed by the Board of EADM. The 2013 committee is comprised of Mandeep K. Dhami (chair, and former winner), Shoham Chosen-Hillel (2011 winner), Karl Teigen, and Cilia Witteman.

To be considered for this award, papers and statements should be submitted by March 31, 2013, to m.dhami at surrey.ac.uk The winner will be notified before 3 June 2013.

Nicolao Bonini writes:

In 2006, EADM was pleased to announce the creation of the Jane Beattie Scientific Recognition Award to honor the memory of our late colleague, Jane Beattie. The award is to be made every two years and is intended for researchers who have recently completed the first stages of their careers - defined operationally by those who are 5 to 10 years post-PhD (see below).

The award is bestowed in recognition of “innovation in decision research”, as broadly understood within the SPUDM tradition. In practical terms, this means that candidates should submit to the committee (a) a statement of 1,000 words or less that makes the case for their innovation; (b) one paper in which the innovation is presented for a scientific audience; and (c) a copy of their curriculum vitae. Candidates should also provide a statement as to when, and from where they received their PhDs.

The winner will receive a prize of 1,000 EUR, a certificate, and be asked to make a presentation at SPUDM.

To be eligible for this award, candidates must have completed their PhDs no sooner than 5 years before the end of the most recent SPUDM meeting and no more than 10 years before the same date. Thus, to be eligible for the fourth award that will be presented at SPUDM in August 2013, candidates should have received their PhDs between August 2001 and August 2006.

The papers will be evaluated by a committee appointed by the Board of EADM. The 2013 committee is comprised of Nicolao Bonini (chair), Fergus Bolger, Danny Oppenheimer (the 2011 winner) and Barbara Fasolo. To be considered for this award, papers and statements should be submitted before March 31, 2013, to nicolao.bonini@unitn.it

Michael Dougherty (mdougher@umd.edu) writes:

I'm trying to gather some data on what statistics packages other institutions use in their graduate statistics courses, as well as a few other pieces of information. Since many of you teach graduate statistics, I thought this would be a convenient

sample. If you don't teach statistics, but know the answers to the following questions, I'd appreciate your responses.

I'd appreciate the following information:

1. Name of University: 2. What department do you teach in? (e.g., Psychology, Business school, etc) 3. How many graduate statistics/quant courses are required by the department? 4. What statistical software is standard in the introductory-level GRADUATE course? 5. Do the courses include (in part or whole) an introduction to Bayesian statistics? 6. Any other comments about future directions within your own program (e.g., to migrate towards R, or other curriculum changes)?

Kim Wade-Benzoni writes:

Fifth Annual COLE Dissertation Proposal Competition (Submission Deadline - May 15, 2013) Duke University's Fuqua/Coach K Center on Leadership & Ethics (COLE) is accepting applications for its 5th annual dissertation proposal competition. The competition is opened to doctoral candidates whose research contributes to the understanding of leadership and ethical issues facing the business community. Proposals will be judged on the contribution that they make to the scholarly understanding of ethical and leadership issues in business as well as on their theoretical and methodological quality. The winner will receive a \$1,000 honorarium.

Candidates in all business disciplines and in those relating to social and political sciences are invited to apply. All candidates should have successfully defended their dissertation proposal by May 15, 2013 (Final defense of dissertation itself must occur after this date). Application deadline is May 15, 2013. Interested candidates should submit the required application materials electronically to coledissertation at duke.edu (coledissertation at duke.edu). Required Materials:

- * A completed application form ([link to Word doc](#)).
- * Full dissertation proposal
- * An extended 5-page abstract of the proposal
- * Curriculum Vita

* Letter of recommendation from Dissertation Advisor

Please note: Dissertation Advisor should send letter to the Center on Leadership and Ethics, Attn: COLE Doctoral Dissertation Proposal Competition, Fuqua School of Business, Duke University, 100 Fuqua Drive, Durham, NC 27708.

For more information about the competition including sample topics, visit the COLE website

<http://www.leadershipandethics.org/competitions/dissertation/>

Questions about the Competition and/or the application process should be directed to Tejumade Ajasa (coledissertation at duke.edu), COLE Assistant Director.

Gaelle Villejoubert writes:

I'm a big fan of Twitter. I wish I would read more tweets on jdm topics from you guys (quotes, thoughts, comments/links to new papers, conferences, new blog posts, etc.). It occurred to me that we could be better at conversing together on jdm-related topics or even at doing "conference tweets" (See: <http://www.briangerald.com/tools-tips-to-live-tweet-a-conference/>).

All we need is a few people signed up to Twitter? I know a few of you are already? and a hashtag that is unique to our community (so that we create our own "twitter bulletin board" displaying our messages). All we have to do then is use that hashtag at the end of our messages when we tweet.

I propose #eadmsjdm

You don't have to be on Twitter to see what's up either. Just visit (and bookmark): <https://twitter.com/search?q=%23eadmsjdm&src=hash>

We could also showcase this on the EADM and SJDM website.

You'll see right now it's only me speaking? That's because nobody else has used that hashtag yet? But now if you add #eadmsjdm at the end of your Tweet, it'll show up on the link above too? So come on in and say hi!

OK, lunch break over. Back to work? See you on Twitter soon!

Jon Baron writes that the latest issue of *Judgment and Decision Making*, the journal of the Society, is available at <http://journal.sjdm.org>

Elina Halonen and Neda Kerimi write:

It's been a busy couple of weeks on InDecision <http://indecisionblog.com> with lots of coverage from the SCP conference in San Antonio last week focusing specifically on advice for young researchers from the doctoral consortium, courtesy of our new contributor Troy Campbell (Duke).

Additionally, this week we launched a new series of interviews with practitioners from a range of industries who use decision making psychology in their work. Decision making science is becoming increasingly popular in both the commercial sector as well as influencing public policy: well-known recent examples include the Obama campaign which employed behavioural scientists as a part of its strategy and of course the British Government's Behavioural Insights Team that has been so successful it has even been exported to Australia.

While savvy marketers have probably always intuitively known some of the quirks about human behaviour academics have now proved, decision making science has also attracted significant interest in the commercial sector in advertising, market research and user experience.

But how much do we really know about how our research is being used? What parts of our work do practitioners use most? What are the challenges that they face in taking our work and applying it in the 'real world'? How do they view the relationship between them and us, the scientists? And what advice would they give to young researchers? First in the series is Matthew Willcox, director of advertising agency Draftfcb's Institute of Decision Making <http://indecisionblog.com/2013/03/04/in-the-wild-matthew-willcox-draftfcb/> with more to come in the next couple of weeks.

As always, we welcome suggestions for people to feature (be it Research Heroes or those In The Wild), and if you're a young researcher and want to talk about your work, get in touch.

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.

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 ± 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>

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 Conferences

Workshop on Crowdsourcing and Online Behavioral Experiments (COBE 2013): A workshop at the 14th ACM Conference on Electronic Commerce, Philadelphia, June 17, 2013.

Submission Deadline: April 26, 2013

Official Web Page: <http://www.decisionresearchlab.com/cobe/>

OVERVIEW

The World Wide Web has resulted in new and unanticipated avenues for conducting large-scale behavioral experiments. Crowdsourcing sites like Amazon Mechanical Turk, oDesk, and Taskcn, among others, have given researchers access to a large participant pool that operates around the clock. As a result, behavioral researchers in academia have turned to crowdsourcing sites in large numbers. Moreover, websites like eBay, Yelp and Reddit have become places where researchers can conduct field experiments. Companies like Microsoft, Facebook, Google and Yahoo! conduct hundreds of randomized experiments on a daily basis. We may be rapidly reaching a point where most behavioral experiments will be done online.

This workshop seeks to bring together researchers and academics to present their latest online behavioral experiments.

TOPICS OF INTEREST:

Topics of interest for the workshop include but are not limited to:

- Crowdsourcing
- Online behavioral experiments
- Online field experiments
- Online natural or quasi-experiments
- Online surveys
- Human Computation

PAPER SUBMISSION:

Submit papers electronically by visiting

<https://www.easychair.org/conferences/?conf=cobe2013>

... logging in or creating an account, and clicking “New Submission” at the top left.

Submissions are non-archival, meaning contributors are free to publish their results subsequently in archival journals or conferences. There will be no published proceedings. Submissions should be up to 6 pages including references. Accepted papers will be presented as talks.

Deadline for submissions: April 26, 2013

Notification of acceptance: May 15, 2013

ORGANIZATION:

- Siddharth Suri, Microsoft Research
- Winter A. Mason, Stevens Institute of Technology
- Daniel G Goldstein, Microsoft Research

2013 Boulder Summer Conference On Consumer Financial Decision Making

May 19-21, 2013 St. Julien Hotel, Boulder, Colorado

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

The International Choice Modelling Conference (July 3–5, 2013 at The Sebel Pier One, Sydney, Australia) brings together leading researchers and practitioners from across different areas of study, with presentations looking both at state of the art methodology as well as innovative real world applications of choice models.

Key note speakers for the 2013 conference include: George Lowenstein, Herbert A. Simon Professor of Economics and Psychology, Department of Social and Decision Making Sciences, College of Humanities and Social Science, Carnegie Mellon University; and Trudy Ann Cameron, Raymond F. Mikesell Professor of Environmental and Resource Economics, Department of Economics, University of Oregon

<http://www.icmconference.org.uk>

The 15th ICSD will be held in Zurich Switzerland from July 10th (Wednesday) to July 13th (Saturday) this Summer (2013). The conference will be hosted by the ETH (the Swiss Federal Institute of Technology) and will take place in the main building at the center of campus overlooking the city center.

The conference website is now active:

<http://www.socio.ethz.ch/icsd2013>

2nd Conference on Games, Interactive Rationality, and Learning (G.I.R.L.13 at LUND), Lund, Department of Philosophy and Cognitive Science, April 23-26, 2013

Website of the conference: <http://girl2013.loriweb.org/>

ASSOCIATION FOR CONSUMER RESEARCH 2013 ANNUAL CONFERENCE

Hilton Palmer House Hotel, Chicago, IL October 3-6, 2013

Conference Co-chairs:

Simona Botti, London Business School

Aparna Labroo, University of Toronto

The theme of this conference is “Making a Difference”, which was inspired by the energy of Chicago, by its ability to change, adapt, and remain cutting edge in creative domains such as architecture, food, arts, and music. We hope that this conference will be an opportunity for consumer researchers from all over the world to discuss ways in which our ideas can make a difference to established theory and practice, as well as advance our understanding of consumers in the lab and in the field. The Call for Papers is now available, please check the conference website at <http://www.acrweb.org/acr/Public/index.aspx>

If you need to contact us, please email acr2013@london.edu

Conference on the Wisdom of the Crowd at UCI in Irvine on April 18-19, 2013

The Institute for Mathematical Behavioral Sciences (IMBS) at UC Irvine will host a conference on the “Wisdom of the Crowd.” The aim of the conference is to share recent advances in

models and methods for combining human knowledge, and explore current and future applications in areas like forecasting, crowd-sourcing and prediction markets. The list of speakers includes researchers with a diverse set of academic and industry backgrounds.

The conference will be held at UC Irvine in the Luce Conference Room, Social Science Plaza A, Room 2112 on Thursday, April 18 and Friday, April 19. It will begin on Thursday around lunch time April 18, and end late on Friday, April 19.

There will also be a conference dinner Thursday evening.

Speakers (in alphabetical order, final order TBA)

William Batchelder - Cognitive Sciences, UCI

David Budescu - Psychology, Fordham

Seyda Ertekin - Sloan School of Management, MIT

Stefan Herzog -Max Planck Institute for Human Development

Michael Lee - Cognitive Sciences, UCI

Kenneth Lichtendahl – Business Administration, University of Virginia

David Pennock - Microsoft Research

Jack Soll - Fuqua School of Business, Duke

Mark Steyvers - Cognitive Sciences, UCI

Thomas Wallsten - Psychology, University of Maryland

Robert Winkler - School of Business, Duke University

Registration

Interested individuals are welcome to attend and participate. There are no costs associated with conference registration but we do ask that you send an email to Janet Phelps (jjphelps at uci.edu (jjphelps at uci.edu)) to indicate your interest in attending.

Updated information about the program schedule and a list of abstracts will be made available here:

<http://www.imbs.uci.edu/Workshop.html>

The 46th Annual Meeting of the Society for Mathematical Psychology (SMP) - Call for papers

The 46th Annual Meeting of the Society for Mathematical Psychology (SMP) will take place at the University of Potsdam, Potsdam, Germany. The preconference meeting of women mathematical psychologists and the conference welcome reception will be held on August 4th, 2013. The conference will run from August 5th to August 7th. There will be two plenary speakers and three invited symposia during the conference. More information about the SMP meeting the link to the conference website is

<http://www.mathpsych.org/conferences/2013/>

Key Dates:

Abstract Submission Closes: Monday April 15;

Notification of Acceptance: Wednesday May 15

Earlybird Conference Registration Closes: Saturday June 15;

Online Registration Ends: Monday July 15;

Meeting of Women Mathematical Psychologists Sunday August 4;

Start of Conference: Sunday August 4 (Welcome Reception);

Start of Scientific Program: Monday August 5;

End of Conference: Wednesday August 7

MAX PLANCK SUMMER INSTITUTE ON BOUNDED RATIONALITY 2013 DECISION MAKING IN A SOCIAL WORLD

June 18 to 25, 2013 Max Planck Institute for Human Development Berlin, Germany

This summer Gerd Gigerenzer and Ralph Hertwig will host the annual Summer Institute on Bounded Rationality, with a focus on 'Decision Making in a Social World'.

Dr. Duncan Watts, author of 'Six Degrees: The Science of a Connected Age', will give the keynote address. This year marks the first time the event is jointly presented by the Center for Adaptive Behavior and Cognition as well as the Center for Adaptive Rationality at the Max Planck Institute for Human Development in Berlin.

Join renowned faculty and international participants across various disciplines for talks and workshops during the one-week Summer Institute. 35 young scholars will have the opportunity to explore how bounded rationality helps the navigation of the complex social world, as well as present their research and receive feedback from and network with distinguished researchers and fellow young scholars.

We invite talented graduate students and post-doctoral fellows to apply before April 10, 2013. Details on the Summer Institute and the application process are available at

[Summer Institute Web Page](#)

Questions are welcomed to summerinstitute2013@mpib-berlin.mpg.de.

Managerial Agility and Innovation: Managing Change Deadlines and Accommodations notifications

Among the participants are: Ap Dijksterhuis (Radboud University); Ido Erev (Technion and IDC); Ayelet Fishbach (University of Chicago); Craig Fox (UCLA); Adam Galinsky (Columbia University); Uri Gneezy (UCSD); Tory Higgins (Columbia University); Aaron Kay (Duke University); Michael Morris (Columbia University); Yaacov Trope (NYU and IDC) and Wendy Wood (USC).

The full program can be found at the conference's website: www.idc.ac.il/MAI13

The Society for the Advancement of Behavioral Economics (SABE), the International Association for Research in Economics & Psychology (IAREP), and the International Confederation for the Advancement of Behavioral Economics and Economic Psychology (ICABEEP) invite you to join their next international interdisciplinary conference in Atlanta, July 25-29, 2013.

PLENARY SPEAKERS: James Cox - Director, Experimental Economics Center, Georgia State University – Theory and Experiment for Homo Reciprocans

Glenn Harrison - Director, Center for the Economic Analysis of Risk, Georgia State University – Behavioral Econometrics: the Good, the Bad and the Ugly

David Laibson - Harvard University (Kahneman Lecturer) – How to Design a Commitment Contract

Amnon Rapoport - University of Arizona (SABE Lecturer) – Behavioral Traffic Flow in Congestible Networks

* Information and registration on the conference website:

<http://www.clayton.edu/2013-sabe-iarep-icabeep-conference>

* Call for papers attached. Please distribute to interested individuals/institutions. (Conference flyer available for download on the website)

I'd be happy to answer your questions– Shabnam Mousavi (program co-chair)

http://carey.jhu.edu/faculty_research/Faculty_Bios/shabnam_mousavi.html

The European Association for Decision Making invites you to attend its next biannual 24th Subjective Probability, Utility, and Decision Making Conference (SPUDM 24), which will be held at IESE Business School - University of Navarra in Barcelona, Spain, on August 18-22, 2013.

The organizing committee is pleased to announce that the conference will feature the following invited speakers:

Timothy D. Wilson, University of Virginia, USA ; Colin F. Camerer, California Institute of Technology, USA ; Robin Hogarth, Universitat Pompeu Fabra, Spain ; Ralph Hertwig, Max Planck Institute for Human Development, Berlin, Germany

<http://www.iese.edu/en/events/OtrosEventos/SPUDM24/Home/Home.asp>

We look forward to seeing and welcoming you in Barcelona!

The local organizing committee:

Elena Reustkaja (IESE, Spain); Mario Capizzani (IESE, Spain), Franz Heukamp (IESE, Spain), and Robin Hogarth (UPF, Spain).

Announcement for the 6th Annual JDM Workshop for Young Researchers in Berlin from 17-19 July 2013

We are excited to announce the sixth workshop for judgment and decision-making scientists taking place at the Max Planck Institute for Human Development in Berlin from July 17-19 2013! The workshop is organized almost entirely by PhD students and is meant to bring

young researchers (pre-docs and recent post-docs) interested in decision sciences together to share research, present ideas, and network. This year, we are very happy to host the workshop at the MPI for Human Development in the beautiful and thriving city of Berlin. We would like to invite you to submit an abstract and join us this summer!

This year's program will be comprised of both long and short oral presentations as well as workshops held by experts in our field. We invite pre and post-docs conducting research relevant to decision science to submit proposals for either a "Blitz" talk (5 min presentation plus 5 discussion) or an extended talk (15 min presentation + 15 min discussion). These talks should address current empirical research and/or theoretical or methodological topics in JDM. Because the JDM workshop is designed to provide a forum to discuss new research designs and get fruitful, supportive feedback from colleagues, we especially encourage the submission of new research ideas and proposals for future research.

Submissions

The deadline for submission for talks (both extended and blitz) is April 19th 2013. The workshop language is English. All proposals and presentations must be prepared in English. Proposals for extended talks should consist of an abstract that is no longer than 300 words. Abstracts for blitz talks should be no longer than 150 words.

For more details and to submit an abstract for the workshop, please visit [this web page](#).

We look forward to seeing many young JDM researchers this summer in Berlin

We are happy to announce that the 12th TIBER Symposium on Psychology and Economics will take place on August 16, 2013, at Tilburg University.

We are proud to have economist John List (<http://home.uchicago.edu/jlist/>) of the University of Chicago as one of this year's keynote speakers. In addition, we will host a number of +/- 20 minute-talks in parallel sessions as well as a poster session.

The call for papers can be found at the TIBER website (<http://www.tilburguniversity.edu/research/institutes-and-research-groups/tiber/when/>). The announcement of a second keynote speaker and all other information on TIBER XII will soon be available at the same website.

35th Annual Meeting of the Society for Medical Decision Making Bench, Bedside and Be-

yond: Medical Decision Making and Public Policy October 20 - 23, 2013, Hilton Baltimore, Baltimore, Maryland, USA

Call for Abstracts Accepted abstracts will be presented at the meeting in either oral or poster format and published online in Medical Decision Making, SMDM's peer-reviewed scientific journal.

Submissions are being accepted through Friday, May 17, 2013. All submissions will be reviewed and notifications will be sent out by Friday, July 26, 2013.

<http://www.smdm.org/2013meeting/index.shtml>

If you have any questions regarding your submission please contact the SMDM office at info at smdm.org

Applying Field Experimentation to Behavior Research Conference May 15, 2013, Rady School of Management

Overview The conference will be most valuable to early career researchers looking to enhance their research methods and test their predictions outside the lab. Priority will be given to junior faculty and advanced graduate students (year 3 and after). To facilitate interaction and learning, we are planning on a small-size conference with a total of 50 participants.

Applications Detailed Call for Application can be found at:

<http://rady.ucsd.edu/blasts/events/fe-applications/>

Application deadline: April 7, 2013

Decision notification: April 15, 2013

Questions and inquiries please email: fieldexperiments@rady.ucsd.edu

3rd Annual Interdisciplinary Symposium on Decision Neuroscience

May 3-5, 2013

Fox School of Business, Temple University

Philadelphia, PA 19122

The Center for Neural Decision Making at Temple University, together with MIT and the University of Michigan, invites you to be a part of the 3rd Annual Interdisciplinary Symposium on Decision Neuroscience in Philadelphia, PA.

Early Bird Discount - Save \$50 if you register by April 05, 2013

Early registration is now available. Please visit our website(<http://www.fox.temple.edu/minisites/neural/event/register.html>) to secure a spot at the 3rd Annual Interdisciplinary Symposium on Decision Neuroscience.

More details about the conference, registration and accommodations can be found at: <http://www.fox.temple.edu/neural/event/>

If you have any questions, please do not hesitate to contact us by email: cndm@temple.edu

4th Summer Institute in Cultural Neuroscience

<http://culturalneuroscience.isr.umich.edu/home.htm>

July 15 - 26, 2013

Center for Culture, Mind, and the Brain University of Michigan Ann Arbor, Michigan

Co-Directors: Shinobu Kitayama (kitayama@umich.edu) Carolyn Yoon (yoonc@umich.edu)

ISIPTA '13 – 8th International Symposium on Imprecise Probability:

1 - 5 July 2013

Universite de Technologie de Compiegne, France <http://www.sipta.org/isipta13>

NeuroPsychoEconomics Conference 2013, Bonn, Germany

June 6-7, 2013

For further Information: <http://www.jnpe.org>

5th Annual Meeting of the Academy of Behavioral Finance & Economics

September 17-20, 2013, Chicago, IL, USA

Keynote Speaker: Professor Werner DeBondt

<http://www.aobf.org>

3 Jobs

2013-2014 Post Doctoral Position

This post doctoral candidate will have the opportunity to work with many others on a large forecasting project designed to investigate how people make the most accurate possible forecasts in political, economic, military, social, and health domains. Psychology, business, statistics, political science and computer science faculty from UC Berkeley, Penn, Rice, and the Hebrew University have been funded as one of five research teams competing in a tournament that pits elicitation methods and algorithms against each other on a level playing field. Applicants interested in the elicitation of uncertainty, surveys, aggregation methods for combining multiple opinions, prediction markets, individual differences in forecasting ability, overconfidence, conversational norms, and prediction heuristics are encouraged to apply. Statistical skills are necessary, and programming skills are desirable but not required. The stipend is competitive and includes health coverage for the applicant. The position is for one year, with the possibility of an additional year of funding. The tournament has been active for two years, and third year will begin this summer, so the preferred starting date for this position is June 1, 2013. Please send inquires to Janna Rapoport at jannarapoport@gmail.com. The University of Pennsylvania is an affirmative action/equal opportunity employer.

The Ohio State University's Department of Human Sciences is accepting applications for three planned hires that are expected to seek meaningful interactions with each other resulting in an integrated and dynamic research, teaching, and university extension program that will have substantial impact in the discipline and the state of Ohio. Detailed job descriptions are available at <https://ehe.osu.edu/jobs/faculty/>

Consumer Financial Policy Position: Focuses on consumer financial decision making and is expected to inform our understanding of how consumers, especially those in Ohio, can be helped to make better decisions related to family finances, credit, savings and investment choices through innovations in public policy, business and consumer education. For inquiries contact Dr. Caezilia Loibl (loibl.3@osu.edu; 614-370-6884).

Family Decision Making and Policy Position: Focuses on how individuals and families make decisions across a wide range of family domains, including: family formation and dissolution, strategies to balance work and family demands, family finances, health and nutrition of adults

and children, and caring for dependents. Understanding how family policies help shape these decisions and behaviors is also central to this position. For inquiries contact Dr. Anastasia Snyder (snyder.893 at osu.edu; 614-688-4169).

Food Security Position: Focuses on food security and food security education, especially in Ohio and its neighboring states, as it relates to human wellness throughout the lifespan. For inquiries contact either Dr. Karen Bruns (bruns.1 at osu.edu; 614-292-9613) or Dr. Mark Failla (failla.3 at osu.edu; 614-688-1444).

Review of applications will begin April 8, 2013 and continue until the positions are filled.

Technion, Israel - 2 Post Docs positions

The Technion - Israel Institute of Technology, Behavioral Science Area (Faculty of Industrial Engineering and Management) seeks to recruit two Postdoctoral Fellows for a period of one to two years, with a flexible starting date. The two research positions are in the Behavioral Decision Making laboratory of professor Eldad Yechiam.

Position 1: The researcher will take part in a project that examines brain activation and other physiological indices associated with reinforcement structures and choice patterns. Relevant candidates must have prior knowledge and experience in EEG or FMRI; as well as knowledge in decision making and modeling. They should have at least a few publications in these domains.

Position 2: The researcher will take part in a project that examines judicial decision making. The appropriate person for this position should have wide knowledge in legal behavior (preferably a law degree) as well as some experience in systems that simulate judicial decision making. They should have a relevant record of publications.

This position is open to candidates who have recently earned their Ph.D., or who are expecting to obtain it in 2013. Salary will be competitive.

Applicants should submit 1) A cover letter describing their research interests. 1) A curriculum vitae. 2) Names and contact details of three recommenders.

Formal review of applications will begin on May 15, 2013.

Applications should be sent to: Ariel Telpaz at arielt at techunix.technion.ac.il

Professorship in Social Cognition at The Berlin School of Mind and Brain

See [the full posting here](#).

A number of scholarship opportunities are available at Leeds University Business School and the University of Leeds, covering both EU and International applicants.

The Centre for Decision Research in the Business School is keen to encourage applications from students wishing to undertake a PhD in the area of decision making, and would be interested in discussing potential projects with students who would like to study here. An overview of the Centre for Decision Research can be found on our website at <http://www.leeds.ac.uk/decision-research/>.

The awards available are (ordered by deadline):

Leeds University Business School - School Studentships

Up to two studentships are available. Applicants can be from within or outside the EU. The deadline for application for these is Monday, 15th April 2013.

University Research Studentships

Two scholarships are available from the University of Leeds. These are open to students from the UK and EU and the deadline for application for these is Monday 3rd June 2013.

Details of the awards above, including qualifications required, and other funding opportunities, can be found on the Business School website: <http://business.leeds.ac.uk/phd/funding-and-scholarships/>

If you are interested in these opportunities please contact Dr Barbara Summers (bs at lubs.leeds.ac.uk(bs at lubs.leeds.ac.uk)) in the first instance.

The Los Angeles Behavioral Economics Laboratory (LABEL) in the Department of Economics at the University of Southern California seeks applicants for one Postdoctoral Research Associate.

This is a 2-year position (with the possibility of extension). Salary depends on experience. The position is available from May 1, 2013, but later starting dates are possible.

Applicants will work with the Lab directors, Pr. Isabelle Brocas and Pr. Juan D. Carrillo on a variety of new and on-going projects on experimental economics with physiological recording and other non-choice measures.

Applicants from psychology, neuroscience and economics are welcome. The ideal candidate should have a strong analytic background and research record, a demonstrated expertise with the BIOPAC physiological recording system and the ability to program experiments in Matlab.

Candidates must have a PhD. There are no teaching requirements associated with the position but the candidate is expected to allocate 25% of his/her time to laboratory duties. These include helping with the maintenance of the subject pool, experimental software and hardware, supervision of the recruiting and payment of subjects in experiments, and supervision of the experimental procedures and IRB compliance of the experimenters.

For more information on the activities at LABEL, please check <http://dornsife.usc.edu/label>.

Applications should include: (i) a cover letter describing research interests and expertise with physiological recording and programming, (ii) a curriculum vitae with the names of the reference persons, (iii) up to five reprints, and (iv) three letters of recommendation to be sent separately.

Please send the package as a single PDF file, with your name as the file name, to Ms. Young Miller (ymiller at usc.edu). Review of applications will start in May 2013 and continue until the position is filled.

For further inquiries about the position, please contact Pr. Juan D. Carrillo (juandc at usc.edu).

USC strongly 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.

The Center for Adaptive Rationality (ARC) at the Max Planck Institute for Human Development, Berlin, Germany, under the direction of Dr. Ralph Hertwig, seeks applicants for 1 Postdoctoral Fellowship

This is a 2-year position (with the possibility of extension). Salary and level depends on experience. The position is available from April 1, 2013, but later starting dates are possible.

Candidates should demonstrate expertise in using behavioral, computational, and/or neuroscience methods to study the connection between perceptual and higher-order decision making, in particular, in situations involving risk and uncertainty.

Candidates must have a PhD and there are no teaching requirements associated with the position.

The Center for Adaptive Rationality takes an interdisciplinary approach to cognitive science and decision making. The Max Planck Institute for Human Development <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 Adaptive Rationality.

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(oppong at mpib-berlin.mpg.de); Max Planck Institute for Human Development, Lentzeallee 94, 14195 Berlin). Please submit applications by April 1, 2013, to ensure consideration. However, review of applications will continue until the positions are filled.

For further inquiries about the positions, please contact Rui Mata (mata at mpib-berlin.mpg.de

4 Online Resources

SJDM Web site	www.sjdm.org
Judgment and Decision Making – The SJDM journal, entirely free and online	journal.sjdm.org
SJDM Newsletter – Current and archive copies of this newsletter	www.sjdm.org/newsletters
SJDM mailing list – List archives and information on joining the email list	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
