



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

Uri Simonsohn (uws at wharton.upenn.edu) writes:

As you may know, the open access journal of our society, Judgment and Decision Making <http://journal.sjdm.org/>, has had a data posting policy for a few years. One of the many advantages of such policy is facilitating the detection of fraudulent findings and appropriately removing them from the scientific record. This is exactly what happened with a recently retracted JDM paper.

Those interested in reading more about the analyses that led to the retraction, and its backstory, can check it out here:

<http://datacolada.org/2013/09/17/justpostingitworks/>.

Joe Gladstone (jjgladstone88 at gmail.com) writes:

I am writing to introduce you to a new website ... <http://www.be-events.org>, [which] aims to collate all events internationally in Behavioural Science, Behavioural Economics and Judgement and Decision Making research.

Events include both academic talks, as well as practitioner workshops.

The site is a free resource for all. To maximise its potential, it really needs your help keeping the site full of exciting events and conferences!

3 Key Features: 1. In the top right-hand corner, there is an 'add event' button, where you can create your own events for the site (please include a picture!). These new events will be moderated and appear on the site within 12 hours. 2. At the bottom left of the page, you will also see the feature to add the list of events to your google calendar (or any other kind of calendar software you use). This is a useful way of keeping up to date without having to check the site regularly. You can also click through to any individual event and add just this event to your calendar in the same way. 3. Events are categorised by geographic region, currently these are "UK", "Europe (non-uk)", "North America" and "Asia". There will be more specific categories once the site grows with more events. You can search events in just your region by clicking the 'categories' drop down box near the top of the main page.

The site was created by Joe Gladstone, and is run jointly with Jon Jachimowicz, both graduate students at the University of Cambridge.

Ana Franco-Watkins (afrancowatkins at auburn.edu) writes:

We are still seeking additional book donations for our annual JDM book auction. If you are willing to donate or have any questions, please contact me at afrancowatkins at auburn.edu or send any book donations to my office (before Nov. 13th)

Ana Franco-Watkins
226 Thach Hall
Department of Psychology
Auburn University
Auburn, AL 36849

The book auction helps increase awareness of SJDM-related titles, raises money for student-related travel, and helps students obtain fantastic books at a significantly reduced cost.

Craig Fox (craig.fox at anderson.ucla.edu) writes:

It is my honor as SJDM President to announce the results of our 2013 election. Dan Goldstein will serve on the Executive Board 2013-2016. Ellen Peters will serve as President Elect 2013-14, and SJDM President 2014-15. Congratulations to Dan and Ellen, and thanks to all who participated in the election.

Elina Halonen (elina at theirrationalagency.com) writes:

Following on from the interest generated by the practitioner interviews on InDecision <http://indecisionblog.com/in-the-wild-2/>, we're organising an informal dinner after the grad networking event on Saturday night with 2-3 short talks by practitioners who use JDM research in their work - a unique opportunity to get a glimpse into how our research is being applied in the real world.

The two speakers confirmed so far are:

- Kelly Peters, CEO and managing partner of BEWorks, a Toronto-based boutique management consulting firm specializing in applying behavioral economics to business challenges and whose executive team includes Nina Mazar and Dan Ariely
- Leigh Caldwell, SJDM member and behavioural economist, and partner in London-based market research firm The Irrational Agency, which applies JDM research commercially.

We have two potential venues that can accommodate a larger group, but as it's a Saturday night, we need to book in advance. If you're interested in coming along, please tell us which restaurant type you'd prefer and how likely you are to come along in the link: <http://www.surveymonkey.com/s/QL2HC7Y>

Despite following on from the grad networking event at 9pm, the dinner is open for everyone interested in coming along. However, due to available venue options places are limited so please sign up as soon as possible.

Jun Zhuang (jzhuang at buffalo.edu) writes:

Call for Papers: Special Issue of Risk Analysis on Validating Models of Adversary Behavior

Area Editor: Seth Guikema (Johns Hopkins University; sguikema at jhu.edu)

Guest Editors: Jun Zhuang (University at Buffalo; jzhuang at buffalo.edu) and Vicki Bier (University of Wisconsin-Madison; bier at engr.wisc.edu)

Submission Deadline: December 31, 2013

Hundreds of billions of dollars have been spent on homeland security since September 11, 2001, and numerous models have been developed to study the strategic interactions between governments (defenders) and adversaries (e.g., attackers or terrorists). Some of these models were collected in a special issue of Risk Analysis on Advances in Terrorism Risk Analysis. However, few if any models have yet been validated using empirical data, limiting the application of those models in practice.

By bridging theoretical and empirical research on adversarial modeling, the objective of the special issue is to facilitate transitioning of the best existing models of adversary behavior into practice by assessing and demonstrating their validity and applicability to real-world problems. The special issue would also encourage synergy and communication between modelers, engineers, statisticians, game theorists, risk analysts, quantitative economists, and other social scientists engaged in terrorism modeling and research.

The issue will not only consider papers presented at the First conference on Validating Models of Adversary Behavior, Buffalo/Niagara Falls, NY, June 23-26, 2013 <http://www.eng.buffalo.edu/~jzhuang/Conference13/> but will also be open to the public for submission of papers relevant to the theme.

The deadline for submission of papers is December 31, 2013. Papers should be submitted at <http://mc.manuscriptcentral.com/riskanalysis> and should follow the Risk Analysis author submission guidelines.

All submissions will go through the standard review process of Risk Analysis. Submitting authors should indicate their desire to be considered for the special issue in the cover letter, completed during the submission process. Technical questions about submissions may be directed to Managing Editor Karen Lowrie (klowrie at rutgers.edu).

For more information about the special issue, please contact the editors above.

Elina Halonen (elina at theirrationalagency.com) writes:

Just a quick update on what's been happening on the [InDecision] blog in the past couple of months...

We started a new interview series with editors of various journals [in our field](#)

So far we've had the pleasure of featuring

[Judgment and Decision Making](#), [Psychological Review](#), [Journal of Behavioral Decision Making](#), [Frontiers in Psychology](#), [Psychological Bulletin](#), [Medical Decision Making](#)

We'd like to thank all the editors so far who kindly took time out of their busy schedules to answer our questions, and hope that we'll be able to interview many more in the coming months.

We've also featured some more Research Heroes, including: [John T. Cacioppo](#), [Dan Ariely](#), [George Wu](#)

Viewpoints and other interviews:

[On the importance of making friends with your grad school peers](#); [Some advice from Mike Norton, Leif Nelson and Simona Botti at the past SCP Doctoral Consortium](#), [And an interview with Jolie Martin, an assistant professor in strategic communication turned quantitative user experience researcher at Google](#)

Lastly, we wanted to mark seven months of running the blog with a short letter from us to summarise some of the development and setting an [agenda for the future](#).

Amy Summerville ([amy.summerville at miamioh.edu](mailto:amy.summerville@miamioh.edu)) writes:

This is a second request to consider serving the society as a judge for the annual student poster competition. The poster competition is both an interesting and important opportunity to support the rising generation of JDM researchers. Every additional judge helps make the task easier for all judges, and improves the diversity, intellectual and otherwise, of the judging panel, so please consider agreeing to be a judge this year. (Special thanks to the nearly 50 of you who have already agreed to judge!)

Judging FAQ:

Q. Who can judge?

A. Anyone at the level of postdoc or higher can judge.

Q. I'm not going to the conference, so I can't judge, right?

A. Wrong! Posters are submitted electronically, so judges need not attend the poster sessions (or even the conference) in order to serve.

Q. Can I judge even if I or my student have a poster?

A. Yes! You can judge even if you or or students are authors on a poster.

Q. Will you buy me a drink if I judge?

A. Yes! The society will give you a drink ticket for the evening poster session if you agree to judge.

Q. Will I regret it if I don't agree to judge?

A. Probably! (See Gilovich Medvec, 1995)

If you have other questions, or wish to serve as a judge, please email me off list (amy.summerville at miamioh.edu). Thanks for contributing!

Ed Merkle (merkle at missouri.edu) writes:

Some of you may be interested in a new book co-authored by Michael Smithson and myself, titled "Generalized linear models for categorical and continuous limited dependent variables". In short, we describe and illustrate a variety of regression models that are often omitted from the graduate curriculum, including

- Models for binary variables such as choice.
- Models for ordinal variables such as Likert responses.
- Models for doubly-bounded variables such as probability judgments.

We have data/software examples throughout (using R and Stata), many of which have a JDM flavor based on our respective research areas. The publisher's website for the book is:

<http://www.crcpress.com/product/isbn/9781466551732>

Carolyn Yoon (yoonc at umich.edu) writes:

CALL FOR PAPERS: JOURNAL OF MARKETING RESEARCH SPECIAL SECTION ON NEUROSCIENCE AND MARKETING

Guest Co-Editors: Colin Camerer, Caltech; Carolyn Yoon, University of Michigan

The Journal of Marketing Research invites submissions for a special section on the interface between neuroscience and marketing. Tremendous gains in understanding the brain have taken place over the last decade, and with them interest in gaining deeper theoretical and process-level insights that ultimately lead to better marketing decisions.

In the corporate marketing community, practitioners are already relying widely on neuromarketing methods to measure attention, arousal, and emotional responses. Despite these trends, there is also healthy skepticism in the academic and corporate marketing communities about what neuroscientific methods really tell us. Consequently, rigorous, marketing-specific research is needed to address precisely what current neuroscience offers for understanding consumer choice, and potentially evaluating and extending methods already in use by marketing academics and practitioners.

We invite scholars from all fields to submit papers that demonstrate the power and promise of using neuroscientific knowledge and methods to answer important marketing questions. Submitted papers are expected to meet the high standards typical of top-flight research in neuroscience, and also to be relevant and clearly explicated for the JMR's readership (which has limited knowledge of neuroscientific detail).

Please submit manuscripts via <http://mc.manuscriptcentral.com/amajmr> Enter "Author Center" and then "Submit a New Manuscript" You should indicate in the cover letter that the manuscript is intended for the special section.

Submission Deadline: November 30, 2013

Expected Publication Date: December 2014

Stefan Zeisberger (stefan.zeisberger at uzh.ch) writes:

Some of you might be interested in individual parameter estimates for Cumulative Prospect Theory preferences. We recognized that such individual data is rarely reported in the literature. Therefore we would like to bring your attention to

the article Zeisberger, S., Vrecko, D., Langer, T. (2012): “Measuring the Time Stability of Prospect Theory Preferences, *Theory and Decision*”, 72, pp. 359-386, in which we elicited Cumulative Prospect Theory preference parameters for 73 subjects twice, with a time lag of one week between the two elicitation sessions. In addition to the typically reported median values, we also report individual parameters for all 73 subjects. We do so for both elicitation sessions separately and also pooled for both. We invite all scholars to use the data for their research if they wish. To facilitate the usage we provide them in form of an Excel spreadsheet downloadable at <http://www.prospect-theory.com>. Elicitation details are provided in the above mentioned paper.

Katy Milkman (kmilkman at wharton.upenn.edu) writes:

All (women and men) are welcome to attend the eighth annual Women in SJDM Luncheon from 12 pm - 1:30 pm on Sunday, November 17th in the Essex Room at the Sheraton Centre Toronto Hotel. The event’s goal is to promote the advancement of women in JDM. The event 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.

To sign-up for this luncheon, please complete this short registration survey:

<http://wharton.qualtrics.com/SE/?SID=SVcNEj1Uy64GJINBX>

(Note that we will be able to accept a maximum of 140 people, and we will keep a waiting list for the event if necessary.)

This event is free of charge thanks to generous donations from our 2013 sponsors (see below). We encourage you (especially faculty!) to consider a donation to the event fund. To donate, visit: <http://www.sjdm.org/join.html> and click on the option to donate to the Women in SJDM event. With all of your support, we can ensure that this event will continue to be an annual tradition.

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.

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

Craig Fox (craig.fox at anderson.ucla.edu) writes:

I have been asked to draw your attention to the AAAS Science Technology Policy Fellowship that now has placement opportunities for the new U.S. Social and Behavioral Science Team. This is an outstanding opportunity for would-be Nudgers to bring our science into practice serving the public interest through various government agencies.

The application deadline is Nov 1st for a fellowship that can last up to two years. Only individuals with a doctoral-level degree can apply.

<https://fellowshipapp.aaas.org/applications/>

Ayelet Gneezy and Leif Nelson write:

CALL FOR PAPERS: JOURNAL OF MARKETING RESEARCH SPECIAL ISSUE ON FIELD EXPERIMENTATION IN MARKETING RESEARCH

The Journal of Marketing Research invites submissions for a special issue on Field Experimentation in Marketing Research.

In recent years, behavioral research has experienced an increase in the number of research projects that utilize field experiments in their investigation. This trend has impacted researchers from domains relevant to marketing such as social psychology and behavioral economics. The value of field experiments is

tremendous—they provide researchers the opportunity to test theories and observe how consumers behave in their natural environment making everyday decisions. In addition, most field experiments capture data that inform marketing practitioners and policy makers about the potential impact of their actions on behavior, profits, consumer well-being, and so on. We invite scholars to submit papers that demonstrate the power and promise of applying field experimentation to marketing research. Submitted papers are expected to meet the high standards typical of research published at JMR, and also to be relevant and clearly explicated for the JMR’s readership.

We are pleased to announce that the JMR is collaborating with the organizers of the 2nd Applying Field Experimentation to Marketing Research Conference. The conference will take place on March 14-15, 2015, at the Rady School of Management, UC San Diego. All papers accepted to the conference will automatically qualify for consideration in the special issue. More information about submissions to the conference can be found at [this site](#)

Guidelines for manuscripts submitted to this special issue:

- Papers can offer a test of an existing theory/theories, use field experimentation to better understand existing theories, or demonstrate the impact and/or application of existing theories.
- Manuscripts are not required to, but could offer a theoretical contribution.
- To qualify as a field experiment, an experiment should be done in consumers’ natural environment, making sure they are unaware that factors are being manipulated, and that their behavior is being observed/recorded. In most cases this would require collaboration with a firm, non-profit, etc., though some field experiments can be carried out independent of such collaborations.
- Experiments should follow the same criteria of laboratory experiments (e.g., experimental design, sample size, random assignment)

Authors interested to submit a manuscript to the special issue directly through JMR can do so after the conference via <http://mc.manuscriptcentral.com/amajmr> Enter “Author Center,” then “Submit a New Manuscript” and then

designate the manuscript type as “Special Issue New Submission”. Please include a cover letter noting the manuscript is intended for the special section.

Rebecca Ferrer (ferrerra at mail.nih.gov) writes:

See below for updated information about NCI’s Provocative Questions Initiative. There are a few questions of relevance to JDM members (Particularly in Group A, where decisional processes are the focus of one question), and we have funded several grants coming in from decision scientists/ psychologists.

NCI Provocative Questions Initiative

The NCI Provocative Questions initiative looks for bold new approaches to answer perplexing scientific questions. NCI recently issued 20 new Provocative Questions (PQs) for 2014 on the NCI PQ website <http://provocativequestions.nci.nih.gov/>

The questions are grouped into five themes:

- Group A: Cancer Prevention and Risk
- Group B: Mechanisms of Tumor Development or Recurrence
- Group C: Tumor Detection, Diagnosis, and Prognosis
- Group D: Cancer Therapy and Outcomes
- Group E: Clinical Effectiveness

Letters of intent are due December 16, 2013, and applications will be due January 15, 2014. The NCI anticipates publication of the new Funding Opportunity Announcements (FOAs) in late September/early October 2013.

2 Conferences

The 2nd Conference on Field Experimentation in Marketing Research

Deadline for abstract submission: December 20, 2013

OVERVIEW: The goal of the conference is to bring together leading researchers in marketing and related disciplines such as psychology and economics to discuss key aspects of field experimentation. We seek to promote and advance the use of field experimentation in marketing research by exchanging ideas, discussion of findings, challenges, and best practices.

The conference will be held on March 14-15, 2014, at the Rady School of Management, UC San Diego.

We are pleased to announce that, following the conference, the Journal of Marketing Research (JMR) aims to devote a special section of papers to Field Experimentation. All presentations accepted to the conference will automatically qualify for consideration to the special section (please see additional information in the last paragraph of this announcement).

FORMAT: The conference will be a two-day event. Building on the success of the 2013 conference <http://www.rady.ucsd.edu/events/field-experiments> we will include in the program a few by leading researchers. We will also have a poster session.

ABSTRACT SUBMISSION: Deadline: December 20, 2013

We invite scholars from all relevant fields to submit abstracts. A peer group of reviewers will select papers for presentation at the symposium, based on extended abstracts (one page, 11- or 12-point fonts, 1 cm margins, single spaced). The abstract should state the paper's objectives, briefly describe the methods, summarize the results obtained, and state the conclusions. Priority will be given to papers not published prior to the conference. All abstracts should be emailed to fieldexperiments@rady.ucsd.edu by midnight EST on December 20, 2013.

Decisions will be made by January 20, 2014. Authors not selected to give a talk will still have an opportunity to present their work at a poster session. All accepted symposium presentations will automatically qualify for consideration in the special section on Field Experimentation in Marketing Research of the Journal of Marketing Research. Once a presentation is accepted to the symposium, the authors will be asked whether they wish to be formally considered.

Article submissions will, of course, be held to the same high standards expected of any article at JMR. That necessarily implies tremendous attention to methodological rigor and scientific validity. For this special issue, reviewers will be especially attentive to articles demonstrating how field experimentation can be employed to advance our understanding of consumer behavior and the practice of marketing research. In some cases that might be a demonstration of field experiments providing new theoretical insights, but it might also be employed to show a meaningful practical insight into an otherwise abstract theoretical construct. The goal is for the issue to showcase the potential and accomplishments of field experimentation in marketing research.

Papers not submitted to the conference can also be considered for the special issue via regular review. Authors interested in submitting a paper to the special issue directly through JMR can do so after the conference at <http://mc.manuscriptcentral.com/amajmr>

Ayelet Gneezy and Leif Nelson, Conference Organizers

Advances in Decision Analysis Conference

Washington DC, 16-18 June, 2014

We are pleased to announce that abstract submissions are now open for Advances in Decision Analysis, the first stand-alone conference organized by the Decision Analysis Society. The conference will be held June 16-18, 2014, hosted by the McDonough School of Business at Georgetown University.

This research-focused conference will strengthen and broaden the decision analysis community. The conference aims to promote the development of a body of work fit for the Decision Analysis Journal and the Decision Analysis areas in Management Science and Operations Research. The conference will provide a platform for interdisciplinary discussions, including researchers in statistics, economics, psychology, and other decision-making related disciplines with a prescriptive focus.

<https://www.informs.org/Community/DAS/DAS-Conference>

We hope you will join us at the first Advances in Decision Analysis conference to enjoy a stimulating research conference and the sights of Washington DC!

Submitting Conference Abstracts

We are now accepting abstracts focusing on statistics, economics, psychology, and other decision-making related disciplines with a prescriptive focus. Submissions will undergo a peer-review process. Those not selected for presentation may be invited to present a poster.

General Information

- Submission deadline: Monday, March 3, 2014
- Notification of acceptance: March 17, 2014
- Abstract length must not exceed 200 characters (including spaces), and a 3-5 page extended abstract in PDF format must also be uploaded.
- You are permitted only ONE abstract as a presenting author (speaker)
- You can be a co-author on other abstracts.
- As the presenting author, you are expected to present the work at the conference.

CONFERENCE HOTEL: We encourage everyone to stay at the Georgetown University Hotel and Conference Center, 2800 Reservoir Road NW, Washington DC 20052 (adjoining the McDonough School of Business). For reservations and further details: <http://www.acc-guhotelandconferencecenter.com/> Mention that you are with the DAS conference and the rate is 189.00 per night.

For enquiries and questions: contact Jason Merrick (jrmerric at vcu.edu) or Yael Grushka-Cockayne (grushkay at darden.virginia.edu)

Social Cognition Preconference at SPSP 2014

The deadline for submitting a poster for the Social Cognition Preconference at SPSP 2014 has been extended to Friday, November 15th, midnight EST. Apologies for the change, but the announcement of the preconference apparently did not show up in some key listservs. Please see announcement below for details on poster submission and also registration.

We are pleased to announce the Social Cognition Preconference (sponsored by the International Social Cognition Network, ISCON <http://psychology.ucdavis.edu/labs/sherman/iscon/>), which will take place on Thursday, February 13, 2014, in Austin, TX.

How many and of what? Understanding the Systems and Processes of the Social Mind

This year's program consists of a special session about whether and how the social mind can be understood in terms of multiple processes and systems.

The program features cutting-edge speakers who will talk about how their own work answers this controversial question. We are excited to announce that Jeff Sherman, a leading expert on this topic, will be giving the keynote address. The program will also feature the two ISCON award winner addresses.

We are also happy to announce that there will be a Poster Session at the preconference, where the first ever ISCON Best Poster Award will be decided. The deadline for poster submissions is midnight, EST on Friday, NOVEMBER 15, 2013.

Please see the preconference website for details on registration, program, and posters:

<https://sites.google.com/site/socialcognitionpreconference/home>)

This year's speakers include:

Nick Rule <http://www.psych.utoronto.ca/users/rule/> (ISCON 2013 Early Career Award Winner)

Michael Inzlicht <http://www.michaelinzlicht.com/> (ISCON 2013 Best Paper Award Winner)

Josh Greene <http://www.wjh.harvard.edu/7Ejgreene/>

Jan De Houwer <http://users.ugent.be/7Ejdhouwer/>

Robert Spunt <http://www.scn.ucla.edu/people/spunt.html>

Agnes Moors <http://www.liplab.ugent.be/index.php?position=1x3x2.UjCpVrxH2Hk>

Jon Freeman <http://www.dartmouth.edu/7Efreemanlab/jonfreeman/>

Jay Van Bavel <http://www.psych.nyu.edu/vanbavel/lab/index.html>

Jeff Sherman <http://psychology.ucdavis.edu/labs/sherman/site/> (Keynote Address)

FUR (Foundations of Utility and Risk conference) XVI

FUR XVI will be in Erasmus University, Rotterdam, the Netherlands June 30 - July 2, 2014

Scope: Deviations from classical decision models

Further info: <http://www.eur.nl/ese/fur2014/>

The 2014 Cooperation and Competition Pre-Conference, in connection with this year's Society of Personality and Social Psychology (SPSP) meeting in Austin, TX. The Cooperation and Competition Pre-Conference will take place on Thursday, February 13, 2014, and will run from 8:00 am to 4:30 pm. Registration is now open, at the Pre-Conference website:

<https://sites.google.com/site/spspcoop/>

At this one-time preconference, scholars from social, developmental, cognitive, and evolutionary psychology will present cutting-edge research on cooperation and conflict among individuals and groups. Cooperative behavior among nonkin is one of the central faculties that set humans apart from most other animals, allowing for the development of norms and practices that sustain our most cherished social institutions. However, the flipside of cooperation is conflict, which appears to be a common or perhaps even necessary component of social life.

We will begin by exploring the interplay of these forces in two lecture symposia. First will be Cooperation and conflict in individuals—featuring Sarah Brosnan, Kiley Hamlin, Benedikt Hermann, and David Rand—followed by Cooperation and conflict in groups—featuring Mina Cikara, Jeremy Ginges, Nir Halevy, and Marjorie Rhodes. The symposia will be followed by a buffet lunch, and then two panel discussions, Why do we cooperate?—featuring Carsten De Dreu, Joshua Greene, Robert Kurzban, and Robert Boyd—and When cooperation hurts—featuring John Dovidio, Elizabeth Levy Paluck, and Stephen Wright. These panel discussions will allow for the in-depth discussion between experts in the field that is often hard to achieve at large conferences, shedding light on the true nature and extent of agreement and disagreement.

Registration is now open at the Pre-conference website. The conference registration fee (including lunch) is 60 for students and 80 for faculty. Please register early! We hope you will share our enthusiasm for this pre-conference, and invite you to contact any of us with questions you might have. Hope to see you in February!

London Business School, July 17-19, 2014

Conference Co-chairs:

Simona Botti, London Business School

David Faro, London Business School

Yuval Rottenstreich, Rady School of Management, UC San Diego

We invite submissions of papers for the 14th biennial conference on Behavioral Decision Research in Management (BDRM), to be held at the London Business School, London, UK, on July 17-19, 2014.

BDRM is the leading conference for behavioural research conducted in business schools. We encourage submissions of original work in all areas of behavioural research including, but not limited to, the areas of decision making, consumer behaviour, experimental and behavioural economics, decision analysis, behavioural finance, organizational behaviour, negotiation, behavioural strategy, behavioural operations research, behavioural accounting, and medical and legal decision making.

We are glad to announce the following keynote speakers:

- George Loewenstein, Herbert A. Simon Professor of Economics and Psychology, Carnegie Mellon University
- David Halpern, Director of the Cabinet Office Behavioural Insights Team (the “Nudge Unit”)

We are also announcing “The Greater Good” pre-conference in partnership with the Journal of Marketing Research, which will focus on behavioural decision research that can contribute to understanding and fixing pressing social needs. The pre-conference will take place at London Business School on July 17, 2014 and will end before the BDRM evening welcome reception. “The Greater Good” pre-conference will have a maximum of 50 participants, will feature a single-track presentation format, and will focus on topics including, but not limited to, altruism, social responsibility, public policy, and consumer welfare.

In partnership with this pre-conference, the Journal of Marketing Research is planning a special section about research with social value. Paper submission to the special section is encouraged for all projects accepted to “The Greater Good” pre-conference.

For information about this pre-conference, contact Cynthia Cryder (cryder at wustl.edu) and Deborah Small (deborahs at wharton.upenn.edu).

SUBMISSION INFORMATION AND DEADLINES FOR THE BDRM CONFERENCE

Papers: Paper submissions for the BDRM conference are due by January 15, 2014. Notification of acceptances will be sent in late March 2014.

Paper submissions should include the following:

The title of the paper

The name, contact information, and affiliation of the author(s)

A 75-word short abstract for publication in the conference program

A 400-word (max) extended abstract (excluding references) for review

Submissions should be single-spaced Microsoft Word documents 12-point Times New Roman font with 1-inch margins on all sides. We will be grouping four competitive papers into a single 75 minute session. Each author will have approximately 15 minutes to present their work. The last 15 minutes will be dedicated to questions. Each participant may present only one paper. When submitting papers to this conference, you must agree to be available at any time on July 18 and July 19, 2014 to give your presentation. If you will not be available on one of these days, please arrange for a co-author to give the presentation. We will not consider date/time change requests for presentations.

All submissions will be conducted electronically through the conference website at <http://bdrm2014.org/> The website will open to submissions on November 30, 2013.

If you have questions, please email us at bdrm2014@london.edu.

Behavioral Science of Eating Conference at Carnegie Mellon University

Friday January 10, 2014

In response to the obesity epidemic and its associated societal costs, there has been a surge of behavioral research seeking to understand the source of overeating and how to create policy interventions that curb it. Researchers across the fields of behavioral economics, marketing, medicine, psychology, and public health have given priority to this topic. We are holding a specialized one-day conference at Carnegie Mellon University to provide a focused outlet for these interdisciplinary researchers to share their approaches, findings, and exchange in a discussion of their work. The conference will feature eight talks by invited speakers, and a datablitz to which conference attendees can submit their work. Registration and meals

on January 10th will be free for registered attendees, courtesy of generous external funding provided by the Penn-CMU Roybal Center, The Center for Advanced Hindsight, and the Freeman School of Business at Tulane University.

Invited Speakers

Dr. Dan Ariely, Duke University

Dr. Lawrence Barsalou, Emory University

Dan Buettner, National Geographic

Dr. Pierre Chandon, INSEAD

Dr. Julie Downs, Carnegie Mellon University

Dr. Carey Morewedge, Carnegie Mellon University

Dr. Joseph Redden, University of Minnesota

Dr. Janet Schwartz, Tulane University

Data Blitz: The goal of the data blitz is to familiarize conference attendees with research of the other attendees, provide them with feedback on their research from other experts in and outside their area, and foster interdisciplinary research collaborations. Each presenter will receive 5 minutes to present an idea or project to the conference. If you would like to participate in the datablitz, please submit a 150 word abstract and one figure to cbdr-lab at andrew.cmu.edu with "datablitz" in the subject line by November 1st, 2013. Decisions will be conveyed by November 22nd.

Registration: Registration, as well as meals on Friday, are free. Please note that this conference is limited to 50 participants due to funding and space constraints. Registration is now open and is available on a first come, first served basis. Please register at: <https://scienceofeating.eventbrite.com> The password is BSOE.

Schedule:

- Thursday, January 9th, 2014: A cocktail hour will be held from 5-7pm.
- Friday, January 10th, 2014: Talks will begin at 9:00AM. All talks and the data blitz will be held in a single-track session in room 322 in the Tepper School of Business (GSIA wing). Breakfast, lunch, and dinner will be free for registered attendees.

Lodging: A block of rooms has been reserved at the Wyndham University Center at 100 Lytton Ave, Pittsburgh, PA 15213. Please use this link to reserve a room and mention that you are affiliated with the Behavioral Science of Eating Conference at CMU to lock in the conference rate.

Questions? All questions can be directed to Ms. Tess Bailie via an email to cldr-lab at andrew.cmu.edu.

Three related workshops, a field trip, and a winter school that will be held in Israel in January 23-29, 2014. The three workshops will present different approaches to the study of decision making, learning, and bounded rationality.

In addition, graduate students and post doc fellows are invited to apply to a winter school that will be based on the three workshops with the option of getting academic credit for participation. The formal teachers of the course will be Ido Erev (Technion), Eyal Ert (Hebrew University), Doron Kliger (Haifa University), Arnon Lotem (Tel Aviv University). The school requirements include the attendance of the three workshops (the session on Saturday is optional), and one additional session (on Jan 29). The students' main task is to build on the research presented in the workshops to propose new research projects. The proposed projects will be presented on the last session, and the final papers will be submitted after two weeks.

The program:

Workshop 1: The Math Psych approach and Decision Field Theory

January 23, Room 527 Bloomfield bldg., Technion (9:30- 17:30):

Organizers: Rachel Barkan and Kinneret Teodorescu.

Speakers: Rachel Barkan, Jerome Busemeyer, James Townsend, Tim Pleskac, Adele Diederich, Amnon Rapoport, Joerg Rieskamp, Tom Wallsten, and Eldad Yechiam.

Workshop 2: Learning and bounded rationality

January 24-25, Dan Panorama, Haifa (9:30 to 17:30):

Organizers: Ido Erev, Reinhard Selten, Sabine Pittnauer and Martin Hohnisch.

The first day will include reviews of distinct approaches to learning and bounded rationality, and the second day will focus on experimental study of decisions from experience.

Speakers: Jerome Busemeyer, Jerker Denrell, Eyal Ert, Klaus Fiedler, Drew Fudenberg, Coty Gonzalez, Liat Hadar, Elad Hazan, Ralph Hertwig, Robin Hogarth, Yaakov Kareev, Howard Kunreuther, Ben Newell, Mark Pauly, Sabine Pittnauer, Amnon Rapoport, Joerg Rieskamp, Zur Shapira, Avi Shmida, Reinhard Selten and John Serman.

Field trip to the Dead Sea via Rehovot and Rahat

January 26, leaving Dan Panorama Haifa at 9:00

A visit to Sharoni Shafir's Bee laboratory in Rehovot, lunch and a discussion of the Israeli law and the Beduin culture in Rahat, hike in nature around the dead sea.

Workshop 3: Decisions, risk and ambiguity

January 27-29, the Dead Sea

Organizers: Peter Wakker, Han Bleichrodt and Ido Erev.

The first two days will include short talks on decision theory, prospect theory, and the effect of experience.

Speakers (partial list): Han Bleichrodt, Kinneret Teodorescu, Ori Plonsky, Peter Wakker, Tomas Lejarraga, Tim Rakow, Nathan Ashby, Tilmann Betsch, Renato Frey, Doron Kliger, Idan Zelikovich.

The last day (Jan 29, 9:00-12:00) will be devoted to presentations by the students of the winter school.

Our program is supported by a grant from the North-Rhine-Westphalian Academy of Sciences Humanities and the Arts, and by the Max Wertheimer Minerva center, the I-CORE center for empirical law (ISF), the Microsoft-Technion e-commerce research center, and the Erasmus-Technion fund. Some of the students accepted to the winter school will be offered free accommodation in the conference hotel in the Dead Sea.

To apply to the winter school please send a short email that explains your background, and why you want to attend, to the school's TA Michael Sobolev sobolevmic@gmail.com by December 1, 2013. Adding your CV to the letter can help.

The registration to the workshops will be opened on December 2nd, 2013. You are invited to attend part or all events. Organization committee: Ido Erev, Reinhard Selten, Sabine Pittnauer and Martin Hohnisch

We are pleased to announce that the 2nd annual Self-Regulation Pre-Conference <https://sites.google.com/site/selfregspsp/home> will take place in Austin, TX on Thursday, February 13, 2014, preceding the annual meeting of the Society for Personality and Social Psychology.

Capitalizing on the great success of last year's first-ever Self-Regulation Pre-Conference, we return with a diverse group of leading researchers who are taking on the biggest current questions, and a data blitz featuring new work from exciting senior-graduate researchers. Talks will feature the latest thinking on intrapersonal, interpersonal, and situational aspects

of self-regulation; examine emotional, cognitive, and social components; and feature analyses from the neural level up to the long-term behavioral level. Apply now to present a poster or, if you are a postdoc or 4th-6th year graduate student, to give a data-blitz talk!

Featuring:

Ozlem Ayduk

Emily Balcetis

Roy Baumeister

Elliot Berkman

James Gross

Arie Kruglanski

Greg Walton

Please see our homepage to register and for more information:

<https://sites.google.com/site/selfregspsp/home>

Do you want to present your research at this exciting meeting? You have two opportunities:

(1) Apply to present a poster, or?

(2) If you are a post-doc or senior graduate student (4th-6th year or program equivalent), apply to give a ten-minute research talk during our data blitz session.

Poster and data-blitz applications are due by November 15th, 11:59pm (in the last time zone on earth). See the website for more details.

We hope to see you there! Organizers: Benjamin Converse and Wilhelm Hofmann. Assistant Organizers: Kyle Dobson and Hiroki Kotabe

3 Jobs

Faculty Opening in Operations Research

The Department of Industrial and Systems Engineering at the University at Buffalo, State University of New York, is seeking candidates for a tenure-track Assistant Professor or Associate Professor in the broad area of Operations Research, with a start date of August 2014. Successful candidates will teach and establish a nationally visible research program in one or more of the following areas: Logistics and Supply Chain Management; Big Data Analytics; Information Fusion; or Computational OR. The application areas of particular interest to the department are defense, surface transportation, extreme events, and humanitarian systems. ISE at UB is enjoying an unprecedented period of growth; this hire will complement five recent hires in areas of operations research, manufacturing systems, and human factors. Exceptional candidates at the assistant professor position may be considered for a named professorship.

The university has several successful research enterprises that will help facilitate the professional development of the successful candidate. These include the Center for Multi-source Information Fusion (www.infofusion.buffalo.edu), Center for Computational Research (ccr.buffalo.edu), New York State Center for Engineering Design and Industrial Innovation (www.nyscedii.buffalo.edu), and the Institute for Sustainable Transportation and Logistics.

The UB ISE department has a long history of scholarship and education in Industrial and Systems Engineering and interdisciplinary research activities, including an excellent record of PhD student research and placement. The department offers B.S., M.S., Ph.D., and combined degrees with concentrations in operations research, human factors, and production systems, and has an ABET accredited undergraduate IE program. Please see www.ise.buffalo.edu for more information.

Applicants should submit a curriculum vitae, research and teaching statements, and names of three references. For full consideration applications should be received by November 15, 2013. Applicants should hold a PhD in Industrial and Systems Engineering or a closely related field which must be conferred at the time of appointment.

All applications should be submitted to UB Jobs: www.ubjobs.buffalo.edu; link directly via:

www.ubjobs.buffalo.edu/applicants/Central?quickFind=56612

or search for posting 1300687.

The University at Buffalo is a premier public university, a member of American Association of Universities, and an affirmative action/equal opportunity employer.

For further information, please contact Dr. Li Lin, Chair, Search Committee, at indlin@buffalo.edu or 716-645-4713.

The Accounting Department in the Fox School of Business at Temple University, Philadelphia, seeks applicants for one Postdoctoral faculty position.

This is a two-year position (with the possibility of extension or conversion to a Tenure-Track faculty position), beginning September 1, 2014. Salary is highly competitive and commensurate with qualifications.

Applicants from psychology and behavioral economics are welcome. The ideal candidate should have a strong analytical background and a promising research record. The candidate should be willing to commit to a related but different research and teaching area. A successful candidate will commit to developing a research portfolio over the two years applying fundamental psychology or behavioral economics skills to substantive problems in accounting. He or she will be able to work in collaboration with experienced accounting professors and other junior faculty with varied backgrounds.

Candidates should have a Ph.D. before September 1, 2014. The teaching requirements associated with the position include teaching introductory accounting courses and a course in psychology or behavioral economics to doctoral students in business.

For more information on the activities at the Fox School of Business, please check <http://www.fox.temple.edu>.

Applications should include: (i) a cover letter describing research interests and areas of expertise, (ii) a curriculum vitae with the names of reference persons, (iii) pdfs of research papers, (iv) three letters of recommendation, and (v) teaching evaluations, if available.

Please send the cover letter and CV as a single pdf file, with your name as the file name, to Ms. Nicole Stilianos (nstili@temple.edu). Review of applications will start immediately and continue until the position is filled.

For further inquiries about the position, please contact Prof. Sudipta Basu (Sudipta.Basu@temple.edu)

The Managerial Decision Sciences Department at IESE Business School (www.iese.edu) invites applications for a tenure-track position at the Assistant Professor level, starting September 2014.

IESE Business School is a top-ten international graduate school of business with strong emphasis on research and teaching excellence in MBA, EMBA, GEMBA programs and Executive Education Programs. Campuses are in Barcelona, Madrid and New York City and the school also runs programs in Brazil, Germany and China. The faculty position is to start in Barcelona; at a later point a re-location to another campus is possible.

The successful candidate must have earned a PhD in a Decision Analysis or JDM related field by Summer of 2014. He/She is expected to teach Decision Analysis topics and related concepts at the MBA level and eventually in Executive Education programs and to carry out cutting edge research in decision analysis broadly defined. Current members of the department have research interests in behavioral decision making, intertemporal choice, financial decision making, forecasting techniques and Neuroeconomics. Separate departments exist for Operations Management and Organizational Behavior and research collaborations with colleagues in these departments are encouraged.

The language of instruction in the MBA is English, in Executive Education courses it is English and Spanish. Candidates are expected to be able to teach in English at the moment of appointment and have the possibility to learn Spanish if they wish.

If you are interested in the position, please send your application together with CV, letters of recommendation, relevant papers etc. via email to Prof. Franz Heukamp (fheukamp@iese.edu). To ensure full consideration, materials should be received by December 1st, 2013.

Assistant Professor of Psychology

The Department of Psychology at Colorado College <http://www.coloradocollege.edu/> invites applications for a tenure-track assistant professor beginning in Fall 2014. The successful candidate will be a strong quantitative methodologist with expertise in one or more of the following areas: cognitive development (including language acquisition); judgment and decision making; neurophysiology; or health psychology. A Ph.D. is required by the time of appointment.

Successful candidates must exhibit the potential for excellence in teaching and for contributing to the department's scholarly activities, both through their own research and by supervising student projects. Candidates must also be able to work successfully with and be sensitive to the educational needs of our increasingly diverse student body.

The Department of Psychology is located in Tutt Science Center, which features state-of-the-art teaching and research spaces. Relevant departmental and program information can be found at the following websites:

Psychology: <http://www.coloradocollege.edu/academics/dept/psychology/>

Neuroscience: <http://www.coloradocollege.edu/academics/dept/neuroscience/>

Submit letter of application, curriculum vitae, copies of graduate transcripts, statement of teaching experience and interest, research statement, and three letters of recommendation electronically on the Colorado College Employment Career Site:

<https://employment.coloradocollege.edu/>

The application deadline is December 1, 2013.

Colorado College actively promotes a dynamic environment in which students and employees of different perspectives and cultural backgrounds learn and work in an intellectually and socially enriching environment. Candidates who can contribute to that goal are particularly encouraged to apply and to identify their strengths or experiences in this area. EQUAL OPPORTUNITY EMPLOYER: The College welcomes members of all groups and reaffirms its commitment not to discriminate on the basis of race, color, age, religion, sex, sexual orientation, gender identity, gender expression, national origin, or disability in its educational programs, activities, and employment practices.

The research group of Prof. Thorsten Hens (Financial Economics) at the University of Zurich is currently seeking applicants for a 3-year Ph.D. position (with possibility for extension). A main research area of the group is behavioral finance, and the group is part of the Department of Banking and Finance which is one of the largest finance research institutes in Europe with 19 professors.

The position comprises research in the area of behavioral finance, in particular experimental finance, investment decisions and financial advice, and a small teaching load. The yearly

salary amounts to approx. 45,000 CHF. Additional resources to fund research and conference travels are available. Applicants are required to hold a university Master's degree in economics, business administration, finance, psychology, mathematics, econometrics or a related field with a strong performance and interest in above mentioned research areas. We further expect excellent skills in English, a solid knowledge of statistics and very high motivation. Programming skills are beneficial.

The position can start immediately but later start dates are also possible. Please feel free to contact Dr. Stefan Zeisberger (Tel.: +41 44 63 45436; stefan.zeisberger at uzh.ch) for further inquiries. Additional information on the research group can be found at:

<http://www.bf.uzh.ch/cms/institut/1651224.html?type=teamsempid=60>

Please submit applications, including: Cover letter, CV, Certificates of graduation and/or employment, where applicable, Transcript of grades, Optional reference letter(s), Optional motivation letter or personal statement, in form of a single pdf document to stefan.zeisberger at uzh.ch. Review of applications will start on November 17, 2013 and will continue until the position is filled.

Offer available online: <http://www.jobs.uzh.ch/jobDetail.php?jobID=5013>

Applications are invited for a 36-month full-time post-doctoral research position in behavioural science, working on a research project on personal relative deprivation (PRD) and consumer behaviour. The project will use a range of methodologies in both lab and field studies to investigate status consumption. The project is based at the University of Essex, United Kingdom, and is led by Drs Mitchell Callan (mcallan at essex.ac.uk) and William Matthews (will at essex.ac.uk).

Full information can be found at [this link](#)

The Darden School of Business at the University of Virginia invites applications for a tenure-track or tenured faculty position in Quantitative Analysis, beginning in the fall of 2014. Applicants must have a PhD in Decision Sciences, Management Science, Operations Research, Statistics, or related areas by the date of appointment, the ability to teach successfully in our MBA and Executive Education formats, and a strong research record.

The Quantitative Analysis area at Darden specializes in teaching and research in the fields of management science and operations research, broadly defined. The area offers MBA students a concentration in business analytics. Faculty in the area teach courses in decision analysis, data analysis, optimization, advanced decision modeling, forecasting, and project management. Faculty also teach these topics in Executive Education programs.

Applications should be submitted electronically at:

<https://jobs.virginia.edu/applicants/Central?quickFind=71042>

The deadline for applications is December 9, 2013. Please submit a CV, a cover letter, a graduate transcript (if you are currently a PhD student), three letters of recommendation, and copies of publications or working papers.

Tilburg School of Social and Behavioral Sciences: Assistant Professor (Tenure Track, fulltime f/m)

Members of the Department of Social Psychology supervise students and teach a variety of modules at both Bachelors' and Masters' level, including the two-year Research Master. The global research program of the Department of Social Psychology is centered around Social Decision Making. Department members may also participate in the interdisciplinary research institute TIBER, Behavioral Economics Research, which is devoted making from an interdisciplinary perspective.

You will work in the area of Social Psychology, Organizational Psychology. You are expected to:

- conduct empirical research fitting within Department
- write and publish articles in international peer-reviewed journals
- write grant proposals
- teach courses (in Dutch or English) offered by the department at BSc and MSc level
- supervise individual students at BSc and MSc level

Qualifications

We expect you to:

- have a PhD degree in social psychology or in a related area
- be a passionate researcher/teacher
- have high quality publications in international, peer-reviewed scientific journals

- have experience and affinity with teaching in the area of Social Psychology, Economic Psychology, and/or Work and Organizational Psychology
- have good command of English at an academic level
- for non-Dutch candidates: readiness to learn Dutch

The tenure track position consists of a five-year contract with the possibility of tenure thereafter. The salary ranges between 3259 and 4462 EUR per month (for a full-time appointment, various allowances are not included) based on scale 11 of the Collective Labour Agreement (CAO) Dutch Universities. Researchers from outside the Netherlands may qualify for a tax-free allowance equal to 30 of their taxable salary. The university can apply for such an allowance on their behalf. The university offers very good fringe benefits, such as an options model for terms and conditions of employment and excellent reimbursement of moving expenses.

Additional information about Tilburg University and the Department of Social Psychology can be retrieved from: www.uvt.nl. Specific information about the vacancy can be obtained from Prof. dr. Ilja van Beest, Head of Department (tel. +31134662472, email: I.VanBeest at uvt.nl) or from Prof. dr. Marcel Zeelenberg, Professor of Economic Psychology (tel. +31134668381, email: Marcel at uvt.nl). Applications, including a curriculum vitae, a letter of motivation, and two recent (or forthcoming) publications should be send, before November 15, 2013 only by the link below to drs. J.H. Dieteren, Managing Director Tilburg School of Social and Behavioral Sciences, Tilburg University, The Netherlands.

Please use link below to apply:

<http://erec.uvt.nl/vacancy?inc=UVT-EXT-2013-0331>

The Faculty of Business and Economics (HEC Lausanne, <http://www.hec.unil.ch>) of the University of Lausanne invites applications for a Tenure Track Assistant Professor or Full Professor in Organizational Behavior to begin August 1st, 2014 or a mutually agreed upon date. We seek applicants with strong research and teaching potential in Organizational Behavior, with a specialization in leadership and leadership development. Although we currently teach leadership development in our Master's and EMBA programs, we wish to extend this training to Bachelor-level courses and offer more leadership skills development courses in other programs. Thus, applicants must have a very strong foundation in leadership and leadership development, with a particular focus on leader skill development, in addition to a basic background in organizational behavior.

Some background information: The OB Department is currently composed of 20 members (including doctoral and post-doctoral students) with a strong quantitative focus. Our six professors have broad interests in various topics related to organizational behavior such as leadership, workforce diversity, decision making, modeling, and behavioral economics. We publish in top journals, such as *Academy of Management Journal*, *Journal of Applied Psychology*, *Journal of Management*, *Psychological Review*, *Psychological Bulletin*, *Science*, *Psychological Science*, *Intelligence*, *Quarterly Journal of Economics*, *American Economic Review*, as well as in top field and practitioner journals like *Leadership Quarterly*, *Personality and Individual Differences*, and *Harvard Business Review*. We are also very active in grant acquisitions and have collectively directed several millions of Swiss francs in funded research.

We actively supervise several doctoral students, who are enrolled in our PhD program in management that has a strong teaching component, have an MSc Management specialization in OB, an OB brownbag seminar series, and are very active in research at an international level. Our university has recently built a superbly-equipped laboratory for conducting experiments, including neuroscience experiments (we have two EEGs and a NIRS) that is housed in our building. Furthermore, the Faculty has a very strong economics department with which we have solid links in areas related to personnel, labor, and behavioral economics/finance. For more information on the OB department, please follow this link: <http://www.hec.unil.ch/ob/home>

Lausanne is in a fantastic location, on the shores of Lake Geneva and Switzerland has an unsurpassed quality of life. The Faculty of Business and Economics has a very solid reputation in Switzerland and Europe in research rankings, and our management master's program is highly ranked by the *Financial Times*.

Requirements: Candidates must hold a PhD in leadership, organizational behavior, industrial psychology, social psychology, management or behavioral economics. They should also demonstrate the ability to publish in leading international journals of their field and have a strong research and teaching potential in leadership and particularly the development of leadership. Candidates should be able to speak English or French and be able to master the other language within an adjustment period of two years. Teaching will be at the Bachelor (language of instructions is generally French) and Master (language of instructions is generally English) level. Within our department we speak in English. For further information on the post see:

<https://www.hec.unil.ch/candidatures/offres/details?id=73>

For further information on the position, please contact Prof. John Antonakis (john.antonakis at unil.ch). Short-listed candidates will be informed by the end of the year or shortly thereafter.

ETS Research Development has several openings for Research Assistant and Research Associate positions in the Center for Academic and Workforce Readiness and Success (CAWRS). A primary focus of the area is to contribute to externally-funded projects as well as provide service to the program areas of ETS, which includes non-cognitive assessments in the education and workforce environments. The successful candidate will contribute to an external project to develop innovative assessments of human judgment and decision making skills for higher education and workforce applications. For more information about each position and how to apply, please go the following sites: [Research Associate Position one](#), [Research Associate Position two](#), [Research Assistant Position](#)

Dr. Niki Pfeifer (Munich Center for Mathematical Philosophy, LMU Munich) offers under the usual equal opportunity conditions one doctoral researcher position OR one early postdoctoral researcher position (i.e., if the PhD is obtained after January 1, 2013) to work in the intersection of philosophy and psychology (65, TV-L 13, 1 year, extension possibilities will depend on performance and funding situation). Moreover, one student assistant position is vacant. The (post)doctoral researcher will focus on empirical work (developing the research hypotheses, designing the experiments and running the data analysis) in the field of reasoning under uncertainty, focusing on conditionals. One student assistant will support the (post)doctoral researcher with the construction of the experimental material, collection of the data and preparation of the data for analysis. Working language is English or German.

Deadline for applications: open, until filled (filled positions will be announced on the project website).

For an application send an email including the following items to niki.pfeifer at lrz.uni-muenchen.de

- 1) a letter of motivation
- 2) curriculum vitae
- 3) a scan of the most recent academic degrees
- 4) evidence of English and mathematical skills (e.g., school/university grades)
- 5) two con-

Confidential letters of reference addressing the applicant's qualifications are required for each position. These must be sent by the referees directly to me.

The ideal candidate will be an empirically oriented analytical philosopher or an experimental psychologist interested in epistemological problems.

For selection criteria and further details see the project website: <http://www.pfeifer-research.de/spp.html>

I am seeking to hire a postdoc to work with me on basic and applied judgment and decision-making research. The successful candidate would be funded through the Natural Sciences and Engineering Council of Canada's (NSERC's) Visiting Fellowships in Canadian Government Laboratories Program. For details, on application process, requirements and funding, see [this site](#). However, interested candidates should first contact me, as I will be making the recommendation to NSERC. The fellowship is available to Canada citizens only and the successful candidate will have to secure a basic-level security clearance.

The successful candidate would work with me in primarily two areas: (1) Basic and applied research on forecasting aimed at studying the quality of intelligence analysts' forecasts using scoring rules such as Brier score decomposition (calibration, discrimination, bias, slope, scatter) and signal detection theory analysis (ROC curve, AUC) and also aimed at finding ways of boosting forecasting performance. (2) Basic and applied research on the communication of uncertainty terms (or verbal probabilities) in the intelligence realm.

The ideal candidate would be familiar with JDM research on forecasting and scoring rules, signal detection theory, the relationship between verbal and numeric probability expressions and associated methods such as eliciting membership functions for probability terms. I am also seeking a candidate with strong applied statistical/quantitative skills, a sound background in experimental design, and evidence of good writing ability.

The position could potentially start as early as January 2014 and I would like to have the position taken up by end of April at the latest. The term is for 1 year, but it is potentially renewable up to 2 additional years. The candidate would work at DRDC Toronto, which is located minutes from Toronto's Downsview subway station (near Sheppard Ave W. and the Allen Expressway) and is about 30 minutes from downtown by subway. For more information or to send an expression of interest, please email me (David Mandel) at drmandel66 at

gmail.com. If you are sending an expression of interest, please include your CV and a brief cover letter explaining how you meet the skill set I am looking for.

The Department of Psychology at the University of Basel, Switzerland (Center for Economic Psychology), is currently seeking applicants for a 3-year Ph.D. position in the area of judgment and decision making. Successful candidates will get the opportunity to work towards their Ph.D. in Psychology within a project that is funded by the Swiss National Science Foundation. The project will investigate decision making processes in the health domain such as food choice or medical decision making. The ideal candidate would have a M.Sc. in psychology, cognitive science, or a related field and should be interested in decision making and quantitative research. Prior experience with the analysis of empirical data and perhaps even mathematical or cognitive models is desirable.

The position allows focusing entirely on conducting research. Applicants will be part of an international work group and an English-speaking environment at the University of Basel. The salary will be about 45,000 Swiss Francs per year. Additional resources to fund experiments and conference travels are available.

Review of applications will start on the 1st of December 2013 and will continue until the position is filled. Please submit applications (consisting of a short cover letter describing your motivation, curriculum vitae, and a letter of recommendation) to benjamin.scheibehenne@unibas.ch. The position can start immediately but later start dates are also possible.

The Center for Economic Psychology is directed by Prof. Dr. [Joerg Rieskamp](#). The lab is part of the growing Department of Psychology at the University of Basel, one of the leading research Universities in Europe. Basel is situated at the river Rhine right at the border to France and Germany. It's a great place to live and work and the quality of life meets the highest international standards. Please do not hesitate to send us an email for further inquiries. We are looking forward to your application!

THE DEPARTMENT OF PSYCHOLOGY, UNIVERSITY OF PENNSYLVANIA, in collaboration with Penn's undergraduate program in Philosophy, Politics, and Economics (PPE) invites applications for a tenure-track assistant professor in the area of Behavioral Decision Making. Our primary focus is at the junior, Assistant Professor level, but we will consider candidates at the level of Associate Professor without tenure. The Department of Psychol-

ogy is strongly committed to Penn's Action Plan for Faculty Diversity and Excellence and to establishing a diverse faculty (for more information see:

<http://www.upenn.edu/almanac/volumes/v58/n02/diversityplan.html>

Applicants should have an active, high quality, research program that includes experimental research in areas relevant to Psychology and PPE. Such areas include, but are not limited to, social norms, fairness, trust, cooperation, and moral judgment. This position provides the opportunity to interact across multiple disciplines with Penn faculty who are interested in these research areas. Candidates should have a commitment to teaching excellence at both the graduate and undergraduate levels. Our undergraduate teaching priorities include a course in experimental methodology and a course in behavioral psychology and economics. These courses will target PPE majors and be cross-listed in Psychology.

Applications should be submitted on-line at

<http://facultysearches.provost.upenn.edu/postings/72>

and include a CV, statements of research and teaching interests, and the names of three referees whom we may contact for an appraisal. Review of applications will begin November 1, 2013 and will continue until the position is filled. The University of Pennsylvania is an Affirmative Action/Equal Opportunity Employer.

Applications are invited for a postdoctoral position in the Computational Cognitive Neuroscience Lab, led by Angela Yu, at University of California, San Diego. Initial appointment is for one year, with flexible start date and possibility of renewal.

The project is to develop a decision-theoretical framework for the inter-related problems of perceptual decision-making, active sensing, active learning, and social decision-making. Candidates must have a strong mathematical and modeling background in Bayesian statistics, reinforcement learning, machine learning, and control theory. Experience with measure-theoretic probability theory, stochastic processes, stochastic control theory (stopping problems, bandit problems, sequential decision problems), and/or dynamical systems analysis is also desirable. Applicants should be committed to applying rigorous mathematical tools to modeling cognitive and neural processes, as well as carrying out human behavioral experiments and collaborating with other human/animal neuroscience laboratories. Research experience with behavioral experiments and fMRI neuroimaging, and/or data analysis for search experiments, is a bonus.

Dr. Yu's lab is situated within the Natural Computation Lab in the Cognitive Science department of UCSD. It is affiliated with the Computer Science Department, the Temporal Dynamics of Learning Center, the UCSD Neurosciences Graduate Program, and the Institute of Neural Computation. It provides ample opportunities for collaboration with related labs across the UCSD main campus, the medical school, and the Salk Institute.

Interested candidates should send a research statement, along with a CV including publications, to Dr. Angela Yu (ajyu at ucsd.edu). Two or more letters of references should be sent directly to the same address.

PhD Applicants

Interested PhD applicants should apply through the UCSD Department of Cognitive Science PhD Program. Dr. Yu may also advise PhD students from the Neurosciences Graduate Program, Department of Computer Science and Engineering, and the Department of Electrical and Computer Engineering.

PhD applicants should have strong mathematical and computational training, fluency in Matlab programming (or equivalent), as well as coursework in psychology, cognitive science, and/or neuroscience. Research experience in behavioral experiments or fMRI brain imaging would be a bonus. Applicants should be committed to applying rigorous, quantitative tools to modeling cognitive and neural processes, as well as carrying out human behavioral experiments and/or collaborating with other human or animal research laboratories.

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

5 2013 Conference Program

Society for Judgment and Decision Making

The 2013 34th Annual Conference



Sheraton Centre Toronto Hotel
123 Queen Street West
Toronto, ON M5H 2M9
November 15 -18, 2013

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Paper Presentations Listed by Session	3-4
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Poster Titles Listed by Session	28-43

2013 Program Committee: Robyn LeBoeuf (chair), Bernd Figner, Jack Soll, Katy Milkman

Thanks to Mare Appleby (conference coordinator), Jon Baron (webmaster), Craig Fox (President), Amy Summerville (student poster awards), Anuj Shah (communication), Katherine Burson (social event), Ana Franco-Watkins (book auction), Tim Pleskac (Einhorn Award Committee chair), Daniel Read (Beattie Award Committee chair) and the ad hoc reviewers: Adam Alter, Dan Bartels, Lyle Brenner, Clayton Critcher, Jason Dana, Jeff Galak, Ayelet Gneezy, Kelly Goldsmith, Dena Gromet, Crystal Hall, Yoel Inbar, Ellie Kyung, Wendy Liu, Julia Minson, Don Moore, Carey Morewedge, Leif Nelson, Nathan Novemsky, Chris Olivola, Danny Oppenheimer, Jason Riis, Jane Risen, Aner Sela, Suzanne Shu, Joe Simmons, Uri Simonsohn, Deb Small, Mary Steffel, Abby Sussman, Oleg Urminsky, Elanor Williams.

2013 SJDM Conference Master Schedule
Sheraton Centre Toronto Hotel
November 15 -18, 2013

FRIDAY, NOVEMBER 15

Psychonomic Society JDM Sessions (See the Psychonomic Society www.psychonomic.org website for details)

5:00-7:00 pm **Welcome Reception / Early Registration** w/ Cash Bar - Civic Foyer

8:00-10:00 pm **Duncan Luce Tribute** - Civic Ballroom

SATURDAY, NOVEMBER 16

7:30-8:30 am **Registration & Continental Breakfast** - Civic Foyer

8:30 -10:00 am **Paper Session #1** - Willow East, Essex, Simcoe/Dufferin,

10:00 -10:30 am Morning Coffee Break - Civic Foyer

10:30-12:00 pm **Paper Session #2** - Willow East, Essex, Simcoe/Dufferin

12:00-1:30 pm Lunch Break (on your own)

1:30-3:00 pm **Paper Session #3** - Willow East, Essex, Simcoe/Dufferin

3:15-4:45 pm **Paper Session #4** - Willow East, Essex, Simcoe/Dufferin

4:45-5:15 pm Afternoon Coffee Break - Civic Foyer

5:15-6:45 pm **Paper Session #5** - Willow East, Essex, Simcoe/Dufferin

6:45-8:45 pm **Graduate Student Social Event** - Willow Centre

7:00-9:00 pm **Executive Board dinner** - TBD

SUNDAY, NOVEMBER 17

8:30-10:30 am **Poster Session #1 & Book Auction** - w/ Continental Breakfast - Sheraton Hall

10:30-12:00 pm **Paper Session #6** - Civic North, Civic South, Simcoe/Dufferin

12:00-1:30 pm **Women in SJDM Networking Event** - Essex Room

12:00-1:30 pm Lunch Break (on your own)

1:30-2:30 pm **Keynote Address by Susan Carey** - Grand West

2:45-4:15 pm **Paper Session #7** - Civic North, Civic South, Simcoe/Dufferin

4:15-4:45 pm Afternoon Coffee - Civic Foyer

4:45-5:30 pm **Presidential Address by Craig Fox** - Grand West

5:30-7:30 pm **Poster Session #2 & Book Auction** w/ Cash Bar - Sheraton Hall

9:00pm-1:00am **SJDM Evening Social Event** (for more information see pg. 6)

MONDAY, NOVEMBER 18

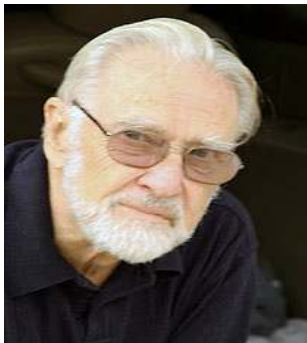
8:00-8:45 am **Business Meeting & Awards Breakfast** - Conference B & C

9:00-9:30 am **Einhorn Award** - Essex Room

9:45-11:15 am **Paper Session #8** - Civic North, Civic South, Simcoe/Dufferin

11:15-11:45 am Morning Coffee Break - Civic Foyer

11:45-1:15 pm **Paper Session #9** - Civic North, Civic South, Simcoe/Dufferin



You are invited to join us for a
Special Session Commemorating the Life and Work of Duncan Luce at SJDM

on Friday Nov 15, 2013

8:00 – 10:00 pm

Civic Ballroom, Sheraton Hotel

SJDM Tribute to R. Duncan Luce

**Friday, Nov. 15, 8 -10 pm
Civic Ballroom, Sheraton Hotel
Toronto, Canada**

Introductory Recollections

Elke U. Weber

R. Duncan Luce: Scientist and (Gentle)man

Michel Regenwetter

What it meant to be Duncan's student and house sitter

L. Robin Keller

Recalling Duncan Luce at UC Irvine

Theories of Strategic Choice

George Wu

Games and Decisions Revisited

Theories of Individual Choice

Michael H. Birnbaum

Theories of decisions under risk and uncertainty

James Townsend

From the Luce IIA (independence from irrelevant alternatives) to Process Models for Configural Decision Making

Barbara Mellers

Remembering Duncan Luce

Foundations of Measurement and Psychophysics

David H. Krantz

Think, Write, Love, and Publish, or What I Learned from Duncan Luce

Ragnar Steingrímsson

Connecting Perception and Choice via Axiomatic Modeling

Closing Recollections

Carolyn Scheer Luce

Duncan's Zest for Life and Work

SATURDAY NOV 16, 2013

Rooms - Willow East, Essex, Simcoe/Dufferin

	TRACK I Willow East	TRACK II Essex	TRACK III Simcoe/Dufferin
Session #1	Motivations and Conflicts of Interest	Risk 1	Health and the Environment
8:30am	Woolley - Money Matters Less	Dellaert - Decisions under Risk	VanEpps - Promote Healthy Eating
8:50am	Davidai - Extrinsic Incentives Bias	Schley - Assessing “economic value”	Zaval - Green and Graying
9:10am	Sah - I am Immune	Weber - Behavioral Effects	Schwartz - Consumer Energy Behavior
9:30am	Packard - No Idle Boast	Luckman - Risky/inter-temporal choice	Benjamin - Decisions/climate change
Session #2	Choice Architecture 1	Reflection, Intuition, and Insight	Biases in Judgment and Choice
10:30am	Shu - Architecture Acceptable	Meyer - Bat and Ball Problem	Bar-Hillel - “Heads or Tails?”
10:50am	Tannenbaum - Partitioning option	Baron - Open-minded thinking	Brough - Probability Judgments
11:10am	Colby - Healthy Defaults	Urminsky - Outcome neglect	Tam - Standard anchoring task
11:30am	Goswami - Search Of Optimally	Tennant - Method of deciding matters	Schrift - The Effort-Outcome Link
Session #3	Morality and Ethics 1	The Past vs. The Future	Choice 1
1:30pm	Ames - Intentional Harms	Caruso - Temporal Doppler Effect	Rader - Misjudging the impact
1:50pm	Piazza - Harmfulness and morality	Williams - Starting Your Diet	Campbell - Gaga for Lady Gaga?
2:10pm	Dillon - To kill or not to kill	Norton - Belief in a favorable future	Spiller - Matters of Taste
2:30pm	Vosgerau - Judging morality of others	Critcher - Performance Heuristic	Evangelidis - Choice Utility
Session #4	Choice Architecture 2	Risk 2	Symposium: The Relationship Between Altruism and Personal Benefits
3:15pm	Mazar - Applying Behavioral Economics	Kupor - Risky Decisions	Newman - Tainted Altruism
3:35pm	Mochon - Healthier by Precommitment	Webb - Choice Bracketing	Barasch - Selfish or selfless?
3:55pm	Hadar - Subjective Knowledge	Garcia-Retamero - Communicating Health Risks	Imas - On Prosocial Incentives
4:15pm	Kyung - “Privacy Paradox”	Yip - Following Your Gut	Olivola - Welfare-Distorting Role
Session #5	Morality and Ethics 2	Self-Control	Financial Decision Making
5:15pm	Gromet - Deviance of triangles	McGuire - Delay-of-gratification	Cryder - Spending Credit
5:35pm	DeWitt - Grouping Promotes Equality	Milkman - Hunger Games Hostage	Kettle - Debt Repayment Strategy
5:55pm	Bryan - Cheating makes you 'a cheater'	Dai - The Fresh Start Effect	Berman - Forecasting Personal Finances
6:15pm	Burns - “It all happened so slow!”	Zhou - The Burden of Responsibility	Greenberg - Spending Underestimation

SUNDAY NOV 17, 2013

Rooms – Civic North, Civic South, Simcoe/Dufferin

	TRACK I Civic North	TRACK II Civic South	TRACK III Simcoe/Dufferin
Session #6	Altruism and Charitable Giving	Predictions and Forecasts	Choice and Probability Modeling
10:30am	Banker - Altruistic Patience	Simmons - Elephants Weigh More	Broomell - Parameter Recovery
10:50am	Yang - Altruistic Performance	Swift - Fast & Frugal Forecasting	Fisher - Are People Naive Probability
11:10am	Dickert - Explaining the processes	Dietvorst - Seeing Algorithms Err	Bhatia - Reference-Dependent Choice
11:30am	Sussman - Exceptional Framing	Larrick - The fragile wisdom of dyads	Diecidue - Delay resolution of uncertainty
Session #7	Intertemporal Choice	Research and Academia	Judgment
2:45pm	Walters - Loss Aversion	Simonsohn - Failure to Replicate?	Koehler - Psychology of self-prediction
3:05pm	Scholten - Virtues and Vices	Davis-Stouber - Experimental findings	Lucas - Motivated mental imagery
3:25pm	Read - Hidden Zero Effect	Larkin - Across Workplace Hierarchies	de Langhe - Heteroscedastic randomness
3:45pm	Fisher - The Role of Attention	Oppenheimer - Peer Assessment	Bjalkebring - Multiple numeric

MONDAY NOV 18, 2013

Rooms – Civic North, Civic South, Simcoe/Dufferin

	TRACK I Civic North	TRACK II Civic South	TRACK III Simcoe/Dufferin
Session # 8	Morality and Ethics 3	Consumer Decision Making	Choice 2
9:45am	Zhang - Does Could Lead to Good?	Shah - Psychological tangibility of costs	Reeck - Reining in regret
10:05am	Moore - Competence by any Means	Ulkumen - Impact of Comparison Frames	Parker - Staying the Course
10:25am	Haran - Know who you're up against	Popovich - Acquire Wish List Items	Thomas - Knowing without Remembering
10:45am	Hilbig - Minor lies preserving	Kumar - Questioning the "I"	Baskin - What was I Thinking?
Session #9	Gambling and Insurance	Emotions, Optimism, and Well-Being	Framing and Response Elicitation
11:45pm	Zeelenberg - Hidden cost of insurance	Yang - Hedonic Durability	Goldstein - Lay Understanding
12:05pm	McKenzie - Longshots Only for Losers?	Pierce - Intense Well-Being Consequences	Levav - Imago Animi Sermo Est
12:25pm	Morewedge - Superstitious Reluctance	Moran - Issue specific emotionality	Schiro - Dichotomizing data changes
12:45pm	Tang - Differences in betting behavior	Tenney - Optimistic About Optimism	Barasz - Greater than the Sum

2013 SJDM Conference Special Events

FRIDAY, NOVEMBER 15

5:00-7:00 pm **SJDM Welcome Reception / Early Registration** - Civic Foyer

Please join us at the Welcome Reception which will feature appetizers and a cash bar. This event will also provide an opportunity for early conference registration so that you can avoid the lines Saturday morning.

8:00-10:00pm **Duncan Luce Tribute** - Special Session Commemorating the Life and Work of Duncan Luce at SJDM - Civic Ballroom (see page 2)

SATURDAY, NOVEMBER 16

7:00-9:00 pm **Executive Board Dinner** - TBA

Members of the Executive Board, JDM officers, and program chairs for this year and next year are invited to a working dinner.

6:45-8:45 pm **Graduate Student Social Event** - Willow Centre

This informal event will provide student members of SJDM an opportunity to imbibe and network with the future stars of the field. But wait, there's more: SJDM is buying the first round of drinks! For more information contact Elina Halonen at elina@theirrationalagency.com.

SUNDAY, NOVEMBER 17

8:30-10:30 am AND 5:00-7:00 pm **SJDM Book Auction** - Sheraton Hall

If you love academic books, come to the SJDM book auction table during the poster sessions. Bid on the books for a fraction of the retail cost through a sealed auction. Bidding ends at 7:00 pm during the evening poster session. Any books without bids will be offered for \$1, first come first served! For graduate students, don't miss this great opportunity to get books at discounted prices. Proceeds from the book auction support student-related travel. For more information, contact Ana Franco-Watkins at afrancowatkins@auburn.edu.

12:00-1:30 pm **Women in SJDM Networking Event** - Essex Room

All (women and men) are welcome to attend the eighth annual Women in SJDM Luncheon, focused on promoting the advancement of women in JDM. The event 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. The event is organized this year by Katy Milkman, Leslie John, and Ellie Kyung. To inquire about the event, please email Katy Milkman at milkman@wharton.upenn.edu. We will open registration up online through the SJDM mailing list and accept a maximum of 140 people, and we will keep a waiting list if necessary. In addition, when registering for the meeting: [<http://www.sjdm.org/join.html>], you will notice an option to donate to the Women in SJDM event. We encourage you (especially faculty!) to consider a donation to the event fund. With all of our support, we can ensure that this event will continue to be an annual tradition.

THANK YOU TO THE SPONSORS OF THE 2013 WOMEN IN SJDM LUNCHEON

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 | George Wu

This event is made possible entirely through sponsorship.

To help keep this event an annual tradition, please consider donating to the Women in SJDM Annual Lunch Fund.

(To make a contribution, go to: <http://www.sjdm.org/join.html>, scroll down to the statement:

"Donate to the Women in SJDM Annual Lunch Fund", and click "Donate".)

1:30-2:30 pm Keynote **Address by Susan Carey** - Grand West

The Origin of Concepts

Susan Carey (Harvard University)

Alone among animals, humans can ponder the causes and cures of pancreatic cancer or global warming. How are we to account for the human capacity to create concepts such as electron, cancer, infinity, galaxy, and democracy?

A theory of conceptual development must have three components. First, it must characterize the innate representational repertoire—that is, the representations that subsequent learning processes utilize. Second, it must describe how the initial stock of representations differs from the adult conceptual system. Third, it must characterize the learning mechanisms that achieve the transformation of the initial into the final state. I defend three theses. With respect to the initial state, contrary to historically important thinkers such as the British empiricists, Quine, and Piaget, as well as many contemporary scientists, the innate stock of primitives is not limited to sensory, perceptual or sensory-motor representations; rather, there are also innate conceptual representations. With respect to developmental change, contrary to “continuity theorists” such as Fodor, Pinker, Macnamara and others, conceptual development involves qualitative change, resulting in systems of representation that are more powerful than and sometimes incommensurable with those from which they are built. With respect to a learning mechanism that achieves conceptual discontinuity, I offer Quinian bootstrapping.

I take on two of Fodor's challenges to cognitive science: 1) I show how (and in what ways) learning can lead to increases in expressive power and 2) I challenge Fodor's claim that all learning is hypothesis testing, and that the only way new concepts can be constructed is by assembling them from developmental primitives, using the combinatorial machinery of the syntax of the language of thought.

Biographical Note

Susan Carey has been Professor of Psychology at Harvard since 2001, having previously taught at MIT (24 years) in the Department of Brain and Cognitive Sciences, and at NYU (5 years) in the Psychology Department. Her work concerns the origin of knowledge on three time scales--evolutionary, historical, and, mainly, ontogenetic.

4:45-5:30 pm Presidential **Address by Craig Fox** - Grand West

The Wisdom of Donald Rumsfeld: Metacognitive Knowledge in Decision Under Uncertainty

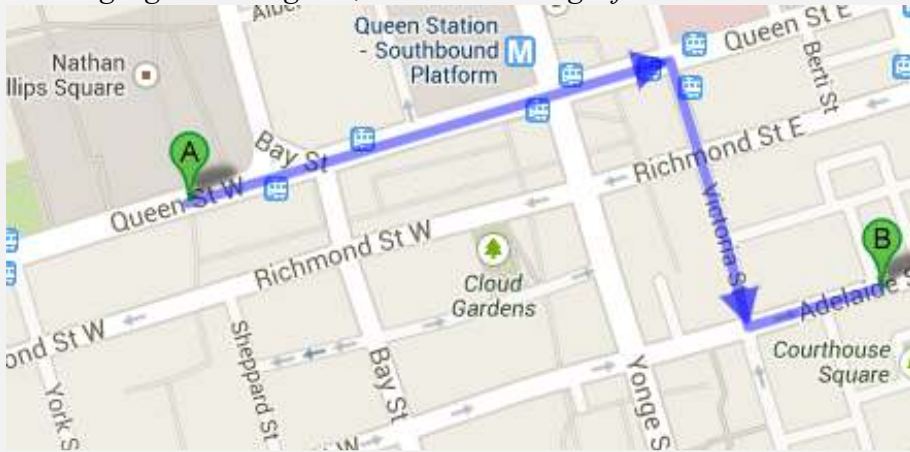
Craig R. Fox (UCLA Anderson School and Department of Psychology)

“There are known knowns... known unknowns... [and] unknown unknowns.” In my talk I will argue that decisions under uncertainty are critically influenced by what we think we know and don't know, as well as our impressions of the extent to which outcomes are knowable—and these metacognitive judgments are often biased in systematic and predictable ways. First, I will examine “known knowns” and show that appraisals of one's level of knowledge are inherently comparative and labile, and they influence a number of choice behaviors. Second, I will examine “known unknowns” and show that illusions of understanding (i.e., lack of sensitivity to what we know we don't know) contribute to judgmental overconfidence and political extremism. Third, I will examine unknown unknowns, such as “black swan” effects, and explore a hidden insight from research on decisions from experience. Finally, I will examine perceptions of what is inherently knowable in advance and show that such assessments predict judgment extremity and investment behaviors. These findings collectively reveal underappreciated wisdom in the former Secretary of Defense's most memorable public statement.

The great annual tradition returns!

SJDM SOCIAL EVENT 9:00pm-1:00am

Be sure to make your way over to **Courthouse** <http://www.liveatcourthouse.com/> to catch up with all your SJDM friends. Courthouse has plenty of comfortable seating areas for quiet conversations, a dance floor for loosening up, light and not so light snacks (poutine!), and of course a bar. Drink tickets will be distributed to the first JDMers to arrive. See you there! **Courthouse is located at 57 Adelaide Street East, just a 10 minute walk from the hotel. Google Maps suggests walking east (right) on Queen St. W., turning right on Yonge St., and then turning left onto Adelaide St. E.**



MONDAY, NOVEMBER 18

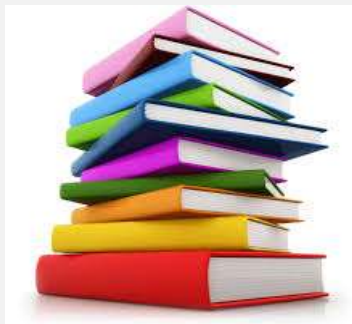
8:00-8:45 am **Business Meeting and Awards Breakfast** - Conference B & C

All members of SJDM are invited to attend the business meeting (and it's where the food is). Every vote counts. Student poster awards will be announced.

9:00-9:30 am **Einhorn Award** - Essex Room

If you want to know who won this prestigious award, you'll have to come to this session of the conference! The winner will make a presentation of the research paper for which s/he won the award.

NOTE: there will be no Monday Luncheon at this year's conference.



**Let the bidding begin for the
Annual SJDM Book Auction
held during the Sunday Poster Sessions**

Bidding ends at 7pm.

Proceeds support student travel!

If you love academic books, come to the SJDM book auction table during the Sunday poster sessions. Bid on the books for a fraction of the retail cost through a sealed auction. Bidding ends at 7:00 pm during the evening poster session. Any books without bids will be offered for \$1, first come first served! For graduate students, don't miss this great opportunity to get books at discounted prices. Proceeds from the book auction support student-related travel. For more information, contact Ana Franco-Watkins at afrancowatkins@auburn.edu.

Session #1 Track I: Motivations and Conflicts of Interest – Willow East

Money Matters Less Than You Think: External Incentives Weigh More in Planning than Doing

Woolley, Kaitlin (University of Chicago Booth School of Business); Fishbach, Ayelet (University of Chicago Booth School of Business)

We demonstrate people judge external incentives as more important when deciding to pursue an activity (e.g., applying for a job or college) than during pursuit (e.g., pursuing a job or a college degree, Studies 1& 2). Because external incentives receive greater weight in planning than in pursuit, people erroneously choose to pursue an activity for reasons that turn out to be less important during pursuit, resulting in poorer performance (increased slacking and decreased persistence) on tasks high on external, but low on internal incentives compared with tasks low on internal, but high on external incentives (Studies 3& 4). Contact: kwoolley@chicagobooth.

The Extrinsic Incentives Bias at Work: Why Tenure Is Bad For Others, But Not For Me

Davidai, Shai (Cornell University); Gilovich, Thomas D. (Cornell University)

People believe extrinsic incentives affect others more than they affect themselves. However, the consequences of this bias have received little empirical attention. In three studies, we show that lay theories of motivation shape attitudes about public policies that involve extrinsic incentives. We find that policy-related attitudes are better predicted by their anticipated effect on others' motivation than by their anticipated effect on one's own motivation. For example, attitudes regarding the academic tenure system (Study 2) and unemployment benefits programs (Study 3) are better predicted by their perceived demotivating effect on others' productivity than by their predicted effect on the self. Contact: sd525@cornell.edu

I am Immune: A Sense of Invulnerability Predicts Increased Acceptance of, and Influence from, Conflicts of Interest

Sah, Sunita (Georgetown University); Richard Larrick (Duke University)

Many scandals in government, medicine, law and industry, concern conflicts of interest in which professionals accept gifts or other incentives that appear to be barely disguised bribes. We examined managers' sense of invulnerability to the biasing effects of conflicts of interest. Managers who scored higher on professionalism, (i.e., the ability to remain objective and impartial in their decision-making), were more likely to accept, and be influenced by, small gifts, while denying, or remaining oblivious to, any bias in their decision-making. Contact: sunitasahcmu@gmail.com

No Idle Boast: Consumer Responses to Self-Enhancing Sources of Product Information

Packard, Grant (Wilfred Laurier University); Gershoff, Andrew D. (University of Texas-Austin); Wooten, David B. (University of Michigan)

We examine the impact of source self-enhancement on recipient perceptions of source credibility and persuasion. Three experiments find that cues highlighting uncertainty about a boastful (self-enhancing) source's motives moderate whether the source's advice is heeded. Participants are less likely to accept recommendations from a boastful individual when: (a) the source's motivation is linked with self-interest, (b) the recipient and source are dissimilar, (c) the recipient is exposed to an external suspicion prime, and (d) the source's self-enhancement is irrelevant to the conversation. Perceived trustworthiness mediates the relationship between source self-enhancement and persuasion. Implications for consumer judgment and decision-making are discussed. Contact: gpackard@wlu.ca

Session #1 Track II: Risk 1 - Essex

Using Preferred Outcome Distributions to Estimate Value and Probability Weighting Functions in Decisions under Risk

Donkers, Bas (Erasmus University Rotterdam); Lourenço, Carlos (Erasmus University Rotterdam); Dellaert, Benedict (Erasmus University Rotterdam); Goldstein, Daniel (Microsoft Research)

We propose the use of preferred outcome distributions to elicit individuals' value and probability weighting functions in decisions under risk. Extant approaches typically rely on chained sequences of lottery choices. In contrast, preferred outcome distributions can be elicited through an intuitive graphical interface and two preferred outcome distributions are sufficient to identify the parameters of rank-dependent utility models. We ran an incentive-compatible lab study in which participants constructed their preferred outcome distributions subject to a budget constraint. Results show that estimates of the value function are in line with previous research while probability weighting biases are diminished. Contact: dellaert@ese.eur.nl

Assessing “economic value”: Abstract magnitude representations underlie risky and riskless valuations

Schley, Dan R. (The Ohio State University); Peters, Ellen (The Ohio State University)

Diminishing marginal utility (DMU) is a basic tenet of judgment and choice models, but its determinants are little understood. We propose that individuals' representations of abstract magnitudes explain DMU in risky and riskless choice. Numerical-cognition research indicates that individuals have curvilinear representations of numeric magnitudes (e.g., perceiving the difference between 5 and 15 as larger than that between 85 and 95). In three studies we demonstrated that curvilinear representations underlie valuation and mediate numeracy's relations with riskless valuations and risky choice. Current results highlight the fundamental notion that valuing \$100 depends critically on perceptions of the abstract magnitude “100.”

Contact: schley.5@osu.edu

Expected Risks and Returns in Children's, Adolescents', and Adults' Dynamic Risky Choice: Behavioral Effects and Neural Correlates

Weber, Elke U. (Columbia University); van Duijvenvoorde, Anna C. (Leiden University); Somerville, Leah H. (Harvard University); Powers, Alisa (Sackler Institute for Developmental Psychobiology); Weeda, Wouter D. (Vrije Universiteit Amsterdam); Delgado, Mauricio R. (Rutgers University); Casey, B. J. (Sackler Institute for Developmental Psychobiology); Huizenga, Hilde M. (University of Amsterdam); Figner, Bernd (Radboud University Nijmegen; Columbia University)

Adolescence is a phase of increased risk taking, neurodevelopmentally attributed to earlier-maturing subcortical versus later-maturing prefrontal networks, implicated in affective-motivational versus controlled-deliberative processes. The few relevant studies' results are difficult to reconcile, often lacking formal decision-frameworks. Using risk-return decomposition, we investigated the psychological and neural processes in children, adolescents, and adults in a dynamic risky choice task. Developmental behavioral and neural results indicate monotonically increasing return sensitivity, quadratic risk effects, and risk insensitivity in children. Conceptually, our work shows the advantages of using well-characterized decision-making frameworks, allowing more precise interpretation of results and operationalization of crucial concepts in risky choice.

Contact: bf2151@columbia.edu

Are risk and delay psychologically equivalent? Testing a common process account of risky and inter-temporal choice.

Luckman, Ashley J. (University of New South Wales); Newell, Ben R. (University of New South Wales); Donkin, Chris (University of New South Wales)

This series of experiments investigated the relationship between risk and temporal delay in choice. The primary interest was how risk and delay are evaluated comparatively. One possibility is that risk and delay are discounted by a common process, and thus psychologically equivalent and interchangeable. Individuals' risk and delay tolerance were calculated separately for various amounts. Choices between risks and delays were then constructed based on these tolerances. In contrast to a common process account we found an overall preference for delay over risk, suggesting non-equivalence. The implications of the results for common process and utility-based accounts of choice are discussed. Contact:

a.luckman@unsw.edu.au

Session #1 Track III: Health and the Environment - Simcoe/Dufferin

Field Tests of Informational Strategies to Promote Healthy Eating

VanEpps, Eric M. (Carnegie Mellon University); Downs, Julie (Carnegie Mellon University); Loewenstein, George (Carnegie Mellon University)

Despite successful implementations in lab settings, real-world implementations of nutrition labeling on restaurant menus typically fail to reduce calorie consumption, raising the question of whether informational strategies can change eating behavior. Using an Internet-based lunch-ordering system in a corporate field setting, we experimentally manipulated different strategies designed to promote lower-calorie ordering, measuring their effects among the same individuals over multiple weeks. In this context, separating decisions from visceral cues such as aroma and visual imagery, participants were responsive to nutrition information displayed on the menu at the point of purchase, significantly reducing the total calories in their orders. Contact: eric.m.vanepps@gmail.com

Green and Graying: Age Differences in Environmental Decision Making

Zaval, Lisa (Columbia University); Spada, Erica (Columbia University); Weber, Elke (Columbia University)

Across two studies, we test theoretical arguments about age differences in environmental decision-making using a heterogeneous sample of healthy adults from early to late adulthood. We adjudicate among hypotheses on the relationship between age and climate change judgments that are related to temporal focus, generative motives, and age-related changes in affect. We find an enduring negative correlation between age and pro-environmental attitudes. Age differences were mediated by future time perspective and moderated by generative concern. These results suggest that examining sustainability as an intergenerational issue may encourage elders to defer immediate gains in order to take responsibility for future generations. Contact: erica@decisionciences.columbia.edu

Empirical Approaches to Examine the Hawthorne Effect in Consumer Energy Behavior

Schwartz, Daniel (Carnegie Mellon-SDS / University of Pennsylvania-Wharton); Fischhoff, Baruch (Carnegie Mellon University-SDS/EPP); Krishnamurti, Tamar (Carnegie Mellon University-Tepper/EPP); Sowell, Fallaw (Carnegie Mellon University-Tepper)

Often referred to as the “Hawthorne Effect,” changes in behavior due to novel treatment or subject knowledge of being in an experiment, is a phenomenon reported as one of the most influential in the social sciences. We conducted a field experiment with electricity customers notifying them about their participation in a study about household electricity usage. We found evidence for a Hawthorne (study participation) Effect, seen in a reduction of electricity usage. Responses to the follow-up survey suggested that the effect reflected heightened awareness of energy consumption. Contact: danielsp2318@gmail.com

The effect of type and source of uncertainty on decisions regarding climate change

Benjamin, Daniel (Fordham University); Budescu, David (Fordham University)

Policy-makers must make tough decisions to mitigate the effects of climate change using limited resources. We examine how two different types and sources of uncertainty affect people’s interpretation of climate projections. We distinguish (1) between uncertainty within one expert (intra-personal) and between multiple experts (inter-personal) and (2) between uncertainty in interpreting models (judgmental) and uncertainty regarding the model’s structure (structural). In a study involving 4 scenarios regarding the effects of climate change, participants who received projections from multiple experts were more sensitive to model uncertainty. Specifically, they reduced their estimated ranges more (compared to the experts’ projections) under structural uncertainty. Contact: dbenjamin3@fordham.edu

Session #2 Track I Choice Architecture 1 - Willow East

What Makes Choice Architecture Acceptable? The Role of Trust and Perceived Effectiveness

Shu, Suzanne B. (UCLA); Weber, Elke U. (Columbia University); Bang, Min (Duke University)

Critics of choice architecture argue that it is coercive, altering individuals’ decisions without consent. However, little is known about how average decision-makers react to choice architecture interventions once made aware of them, or whether they have preferences for some interventions over others. To better understand their reactions, we test framing and transparency interventions in within-subjects designs, with additional source-of-intervention manipulations and measurement of individual characteristics. We find that while interventions continue to influence choice, individuals are generally positive about such interventions, have clear ideas about which are acceptable, and are also sensitive to perceived motivations of the intervention’s source. Contact: suzanne.shu@anderson.ucla.edu

Partitioning option menus to nudge single-item choice

Tannenbaum, David (UCLA); Fox, Craig R. (UCLA); Goldstein, Noah J. (UCLA); Doctor, Jason N. (USC)

Three studies demonstrate a new decision architecture tool for single-item riskless choice-partitioning option menus. The number of options comprising a choice-set can be organized in any number of ways; we show that whenever options are individually listed out or “unpacked” they are more likely to be chosen than when those same options are grouped into a superordinate category. These partitioning effects occur both in laboratory and field settings, when participants are experts in the task domain, and when participants are motivated to accurately state their preferences. Contact: david.tannenbaum@anderson.ucla.edu

Healthy Defaults Drive Away Sales

Colby, Helen (Rutgers University); Li, Meng (University of Colorado, Denver); Chapman, Gretchen (Rutgers University)

Defaults are widely recognized as powerful tools to encourage desirable behavior. Many recommendations focus on improving choice by changing default options to healthier foods, higher contribution rates to 401(k)s, and organ donor statuses. Studies 1 and 2 demonstrate the effectiveness of healthy food defaults using real-world consumption settings. Studies 3 and 4 demonstrate that while improving healthy eating, these changes also can have negative consequences in the form of lowered sales in both a real store and hypothetical online setting. Studies 5 and 6 investigate the mechanism through which healthy defaults cause lowered sales. Contact: hcolby@rci.rutgers.edu

In Search Of Optimally Effective Defaults

Goswami, Indranil (University of Chicago, Booth School); Urminsky, Oleg (University of Chicago, Booth School)

Extant research has suggested that high defaults may be detrimental, and in practice, low defaults are most common (for 401(k) contribution rates, charitable contributions, etc.). In ten completed studies across various domains with both hypothetical and real stakes we investigated whether setting defaults too low or too high is likely to have a greater impact. Pooling data from these experiments, a meta-analysis shows very limited evidence for backlash against high defaults but instead, reduced efficacy for low defaults. High reactance and low trust reduces the effect of all defaults. Meta-analysis of other published and unpublished work reveals similar results. Contact: oleg.urminsky@chicagobooth.edu

Session #2 Track II: Reflection, Intuition, and Insight - Essex

The Bat and Ball Problem

Meyer, Andrew (Yale); Spunt, Bob (UCLA); Frederick, Shane (Yale)

We examine three explanations why people miss the “Bat and Ball” problem (Frederick, 2005): (1) failure to check answers against the problem’s constraints; (2) checking answers against a distorted version of the problem’s constraints and (3) checking answers against the actual constraints, yet violating basic arithmetic to maintain initial impressions. Though we find some evidence for each of these explanations, to our surprise, we find considerable support for the third. Mere exposure to the problem increases the rate at which respondents explicitly endorse the idea that a \$1.00 object costs \$1.00 more than a \$0.10 object. Contact: andrew.meyer@yale.edu

The CRT, system 2, reflection-impulsivity, and actively open-minded thinking

Baron, Jonathan (University of Pennsylvania); Fincher, Katrina (University of Pennsylvania); Metz, S. Emlen (University of Pennsylvania); Scott, Sydney (University of Pennsylvania)

The Cognitive Reflection Test (CRT) is thought to measure system-2 correction of an initial intuitive response. We find, however, that CRT-type items (using logic as well as arithmetic) can work just as well when they do not have obvious intuitive answers. Moreover, long response times, as well as high accuracy, are sometimes valid predictors of other effects. The CRT might thus be considered as a test of reflection-impulsivity (R-I). However, R-I is only part of actively open-minded thinking (AOT). Tests of AOT are also useful in predicting cognitive biases. We report data from such measures. Contact: baron@psych.upenn.edu

Outcome neglect: How insight failure undermines simple utility maximization.

Urminsky, Oleg (University of Chicago, Booth School); Yang, Adelle (University of Chicago, Booth School)

In a jackpot guessing game (in lab and field studies), people neglected the equal probabilities of winning across guesses but a higher conditional payoffs for larger guesses. Participants made sub-optimal guesses in the middle of the range, as opposed to guessing the highest valid number, which could not be explained by beliefs about the probabilities. Consistent with insight failure, guesses are improved (but remain non-optimal) in a simplified game or when probability and outcome are decoupled. The effect persists but is somewhat reduced for experts (MBA students, SJDM attendees), those higher in CRT or with more economics or statistics training. Contact: oleg.urminsky@chicagobooth.edu

The method of deciding matters: lessons from research on intuitive and unconscious choice

Tennant, Raegan (University of Chicago, Booth School); Xia, Jane (University of Chicago); Hastie, Reid (University of Chicago, Booth School)

Researchers have long debated which method of deciding is the best one. Some have argued intuitive choice is good, while others have advocated specific methods to help overcome bounded cognition. Our paper discusses these different approaches and empirically examines the most recent, the Unconscious Thought Effect [UTE], and we show that two psychological processes, overthinking and selective forgetting, account for the effect. Moreover, we test a novel method of deliberation that outperforms all others. We conclude by discussing the implications of the present research for the debate about the functions of consciousness and the role of procedural rationality in decision-making. Contact: rtennant@uchicago.edu

Session #2 Track III: Biases in Judgment and Choice - Simcoe/Dufferin

“Heads or Tails?” First tosses (and choices) are biased

Bar-Hillel, Maya (Center for the Study of Rationality, The Hebrew University of Jerusalem); Peer, Eyal (Heinz College, Carnegie Mellon University); Aquisti, Alessandro (Heinz College, Carnegie Mellon University)

Studies of people attempting to “be-like-a-coin” concluded that people are incapable of generating random sequences in their minds. None, however, ever investigated the very 1st toss of a mentally generated sequence. Existing data sets show that about 80% of respondents started their coin-toss sequence with Heads, rather than Tails. This we attribute to the linguistic preponderance of “Heads-or-Tails” over “Tails-or-Heads.” Our experiments revealed, however, that this bias -- though genuine -- can be reversed by task instructions or response format. We propose that the “1st-toss” bias might be a special case of a more general “1st-available-option” response bias. Contact: maya@huji.ac.il

Judging a Part by the Size of its Whole: The Category Size Bias in Probability Judgments

Isaac, Mathew S. (Seattle University); Brough, Aaron R. (Pepperdine University)

The notion that categorization influences probability estimates is referred to as partition dependence and has been attributed to variation in the number of categories into which the set of possible outcomes is divided. In this research, we propose that partition dependence can also occur because of variation in category size (i.e., the number of outcomes in each category), even when the number of categories is held constant. Five studies show that a specific outcome is perceived as more (less) likely to occur when classified into a large (small) category, even when categories are arbitrarily constructed and non-diagnostic. Contact: aaron.brough@gmail.com

On the role of automatic and deliberate processes in the standard anchoring task

Tam, Cory (University of Alberta); Schweickart, Oliver (University of Alberta); Brown, Norman R. (University of Alberta)

We introduce a new perspective on anchoring, “consistency theory,” which embeds anchoring within the broader context of information uptake, and which highlights the role of deliberate processes in numerical judgment. Consistent with this view, we demonstrate (a) that the influence of anchors on numerical estimates increases as a function of source credibility, and (b) that the standard anchoring effect is practically eliminated when people are required to evaluate the quality of the anchor value and consider it to be a bad estimate of the true value. These findings challenge the view that anchoring is primarily the result of automatic, activation-based processes. Contact: ctam2@ualberta.ca

Harder Than it Should Be: The Effort-Outcome Link and the Construction of Deliberative Choice Processes

Schrift, Rom Y. (The Wharton School); Kivetz, Ran (Columbia University); Netzer, Oded (Columbia University)

The notion that effort and hard work yield desired outcomes is ingrained in many cultures and affects our thinking and behavior. However, could the belief in the value of effort complicate our lives? In this research, we show that a strong tendency to link effort and hard work with positive outcomes leads to complicating what should be easy decisions. In four studies we find that decision-makers alter their preferences, distort the information they recall, and selectively interpret information in a manner that intensifies the conflict experienced during the deliberation phase. Contact: roms@wharton.upenn.edu

Session #3 Track I: Morality and Ethics 1 - Willow East

Intentional harms are worse, even when they're not

Ames, Daniel L. (Princeton University); Fiske, Susan T. (Princeton University)

Three sets of experiments demonstrate that people judge intended harms as worse than unintended harms, even when the two harms are objectively identical. Notably, this bias persists even when the damage is clearly quantified (in dollars) and when participants have financial incentives to be accurate. A motivational account fully mediates the effect. The potential scope of this bias is explored across diverse contexts, including humanitarian disasters, economic losses in a corporate setting, and interpersonal affective outcomes. This work provides a novel psychological mechanism for previous observations regarding the misallocation of public funds, and also has implications for legal damage assessments. Contact: dames@princeton.edu

Cruel nature: Harmfulness as an overlooked dimension in judgments of moral standing

Piazza, Jared (University of Pennsylvania); Landy, Justin (University of Pennsylvania); Goodwin, Geoffrey (University of Pennsylvania)

Past perspectives on the attribution of moral standing have focused exclusively on the role of “patience” (or experience) and “agency” (or intelligence). We contend that harmful intent is an equally, if not more important, determinant of moral standing. We provide support for this hypothesis across four studies using non-human animals as targets. We show that the effect of harmful intent on attributions of moral standing is not reducible to agency and primarily reflects a motivation to prevent human suffering. Our results also call into question the extent to which people perceive patience and agency as truly independent dimensions. Contact: jpiazza@psych.upenn.edu

To kill or not to kill: Self-regulatory affect in moral behavior

Dillon, Kyle D (Harvard University); Cushman, Fiery (Brown University)

We judge others not just by the outcomes they cause, but also by the actions they perform. We condemn actions more than omissions, harm as a means more than as a side-effect, and typical harmful behaviors more than atypical ones. Might our focus on the “act itself” when judging others ultimately derive from self-regulatory processes--that is, our aversion to performing the action ourselves? We asked participants to engage in pretend harmful behaviors, testing whether mere action--absent any harmful outcome--was sufficient to elicit self-regulatory affect, and whether this affect responded to principles that guide third party moral judgment. Contact: kdillon@g.harvard.edu

For trust not him that hath broken faith once: Judging the morality of others

Vosgerau, Joachim (Carnegie Mellon/Tilburg University); Brandimarte, Laura (Carnegie Mellon University); Kuehn, Sarah (Slippery Rock University); Acquisti, Alessandro (Carnegie Mellon University)

Do people heed the advice given in Shakespeare's play? We show that a person's past immoral/unfair behaviors have a much longer lasting impact on how s/he is evaluated and treated than her past moral/fair behaviors. The lesser depreciation over time is caused by immoral behaviors being perceived as more indicative of a person's character than moral behaviors. We also test whether people's morality judgments of others are accurate by comparing estimated recidivism likelihood ratios for violent and property offenses to actual recidivism likelihood rates. US respondents are found to grossly overestimate the stability of immorality over time and across domains. Contact: vosgerau@cmu.edu

Session #3 Track II: The Past vs. The Future - Essex

The Temporal Doppler Effect: When the Future Feels Closer than the Past

Caruso, Eugene M. (University of Chicago); Van Boven, Leaf (University of Colorado at Boulder); Chin, Mark (Swarthmore College); Ward, Andrew H. (Swarthmore College)

People routinely remember events that have passed and imagine those that are yet to come. The past and the future are sometimes psychologically close ("just around the corner") and sometimes psychologically distant ("ages away"). We demonstrate a systematic asymmetry whereby future events are psychologically closer than past events of equivalent objective distance. We suggest that this asymmetry arises because the subjective experience of movement through time (whereby future events approach and past events recede) is analogous to the physical experience of movement through space. We discuss how reducing psychological distance to the future may function to prepare for upcoming action. Contact: eugene.caruso@chicagobooth.edu

Starting Your Diet Tomorrow: People Believe They Will Have More Control Over the Future Than They Did Over the Past

Williams, Elanor F. (University of California, San Diego); LeBoeuf, Robyn A. (University of Florida)

Insanity is "doing the same thing over and over again but expecting different results." We propose a potential cause for this kind of insanity: people believe the future is different from, and specifically, more controllable than, the past. Across several real and hypothetical scenarios, participants expressed the belief that, despite the future's inherent uncertainty, future outcomes, both good and bad, would be more controllable than identical past outcomes would have been. We consider implications of this effect and discuss how it fits with the growing body of work suggesting that people perceive past and future to be fundamentally different. Contact: ewilliams@ucsd.edu

The belief in a favorable future

Rogers, Todd (Harvard Kennedy School); Norton, Michael I (Harvard Business School)

We explore people's belief in a "favorable future"--the tendency to predict that the future will align with one's preferred views of the world. People believe that their ideological, policy and entertainment preferences - from same sex marriage to American Idol - will become more common in the future. However, people's construction of the future is not a projection of their current self, but a motivated projection of a favorable future. People believe their bad attributes will become more common in the future and their good attributes rarer - such that only people's positive aspects will stand out in the crowd. Contact: todd_rogers@hks.harvard.edu

The Performance Heuristic: A Misguided Reliance on Past Success When Predicting Future Improvement

Critcher, Clayton R. (University of California, Berkeley); Rosenzweig, Emily L. (Tulane University)

Three studies show people use a performance heuristic: When forecasting the likelihood of subsequent performance improvement, people lean on previous absolute performance as a positive cue. That is, when participants' initial performance was better -- either at a darts or an anagram task -- participants bet more money, or estimated a higher subjective likelihood, that their subsequent performance would show specified improvement. Reliance on the heuristic hurt forecasting accuracy. Additional evidence distinguished two mechanistic accounts, showed how to debias participants, and established the performance heuristic as a general-purpose heuristic that is applied to non-self-related (i.e., mutual fund) improvement forecasting as well. Contact: ClaytonCritcher@haas.berkeley.edu

Session #3 Track III: Choice 1 - Simcoe/Dufferin

Misjudging the impact of advice: How advisors systematically misperceive their influence

Rader, Christina (Duke University); Sah, Sunita (Georgetown University); Larrick, Richard (Duke University)

We study advisors' perceptions of their influence and find that advisors exhibit systematic biases. In two studies we show that when advisors do not know what the advisee would have done absent the advice, advisors do not sufficiently account for that missing information. Therefore, advisees may appear to have taken advice, when in fact they were planning on taking that action in any case, leading advisors to overestimate their influence. Likewise, advisees can appear to have ignored the advice, when in fact, they shifted substantially from a position that was even further removed, resulting in advisors underestimating their influence. Contact: christina.rader@duke.edu

Would Others Be Gaga for Lady Gaga? Making Decisions For Others After Repeated Exposure

Campbell, Troy (Duke University); O'Brien, Ed (University of Michigan); Van Boven, Leaf (University of Colorado); Schwarz, Norbert (University of Michigan); Ubel, Peter (Duke University)

People often seek out individuals who are distinguished by their repeated experience with emotional content (comedy, art, Lady Gaga) to make decisions for them. However, as a result of the repeated experiences, these individuals can become desensitized. After repeated exposure, we find that these individuals incorrectly use their own desensitized reactions to predict unexposed others' reactions to similar experiences. Thus, they become worse at deciding for unexposed others. However, unexposed others predict the opposite and choose to follow recommendations from well exposed others. These studies suggest that repeated exposure can dramatically and negatively influence sharing, recommendations, and social behavior. Contact: tcampbel@gmail.com

Matters of Taste: Differences in Perceived Preference Structures

Spiller, Stephen A. (UCLA); Belogolova, Helen (UCLA)

Products vary on horizontal (taste) and vertical (quality) attributes. We find significant disagreement regarding attribute classification. Classifying an attribute as horizontal is associated with lower perceived consensus and greater connection of one's choice to one's self, as indicated by greater use of self-referential language. Explaining the choice of someone who chose a different option (compared to the choice of someone who chose the same option or one's own choice) increases the likelihood of classifying an attribute as horizontal. The relationship between horizontal quality and self-referential language is corroborated using a publicly available dataset of movie reviews. Contact: stephen.spiller@anderson.ucla.edu

Choice Utility

Evangelidis, Ioannis (Rotterdam School of Management, Erasmus University Rotterdam); Levav, Jonathan (Graduate School of Business, Stanford University)

We introduce the concept of choice utility, which describes the utility obtained by how people attain an outcome independent of what the actual outcome is. We focus on two normatively equivalent processes for obtaining the same outcome: action and inaction. Our studies show that under low (high) preference uncertainty the choice share of a high utility option (any option) decreases (increases) when it is framed as an inaction than as an action. We document preference reversals in classic decision problems such as the Asian Disease problem, Money Illusion, Asymmetric Dominance, and the Disjunction Effect. Contact: jlevav@stanford.edu

Session #4 Track I: Choice Architecture 2 - Willow East

Applying Behavioral Economics in the Field: Nudging Customers to Pay their Credit Card Dues

Mazar, Nina (University of Toronto); Ariely, Dan (Duke University)

In a large-scale field experiment over nine months with over 500,000 credit card accounts, we manipulated the automated phone messaging that customers receive when not paying their monthly dues. Across five experimental conditions plus one control condition (the standard script), we found that creating a sense of urgency, being more informative, and making customers pledge that they will pay in a specific amount of time substantially increased overdue customers' likelihood to pay their dues before the end of the next month -- thereby reducing their credit costs.

Healthier by Precommitment

Schwartz, Janet (Tulane University); Mochon, Daniel (Tulane University); Wyper, Lauren (Discovery Vitality); Morabe, Josiase (Discovery Vitality); Patel, Deepak (Discovery Vitality); Ariely {Dan, Duke University}

We tested a voluntary commitment device to help grocery shoppers improve the health of the food they purchased. Thirty-six percent of households who were offered the commitment device agreed, and subsequently showed a 3.5% increase in the percentage of healthy grocery items in each of the study's six months as compared to the control group who made a hypothetical commitment and those who were offered the commitment and declined. These results suggest that self-aware consumers will seize opportunities to create environments for themselves that restrict choices, even at if it comes at some risk of financial loss. Contact: dmochon@tulane.edu

Subjective Knowledge Attenuates Default Effects

Hadar, Liat (IDC Herzliya); Tannenbaum, David (UCLA); Fox, Craig R. (UCLA)

Model comparisons have been used to test the central claim of the adaptive toolbox approach that people use fast-and-frugal heuristics and select between them adaptively. We show that there is a methodological problem in core publications supposedly supporting this claim. Weighted compensatory strategies that are considered alternatives to fast-and-frugal heuristics are specified in a way that underestimates their use. Specifically, the common practice of not correcting validities for chance level results in a disadvantage for weighted compensatory strategies. A reanalysis of published data and simulations show overestimation of the reliance on fast-and-frugal heuristics for task environments used in prominent studies. Contact: lhadar@idc.ac.il

Information as a Constrained Resource

Kyung, Ellie (Dartmouth College, Tuck School of Business)

In this digital age, it has become increasingly easy to solicit, collect, and disseminate personal information from individuals. Although people largely agree that privacy is important and that their information is valuable, they regularly share information in relatively unprotected forums in exchange for very little, if anything at all - a "privacy paradox." Four experiments examine the how the lack of perceived constraints, relative to time or money, leads people to undervalue this resource and how priming resource constraints can lead to lower rates of personal disclosure. This research has important implications for educating consumers about valuing their personal information. Contact: ellie.kyung@tuck.dartmouth.edu

Session #4 Track II: Risk 2 - Essex

Risky Decisions, Interrupted

Kupor, Daniella (Stanford Graduate School of Business); Liu, Wendy (UCSD Rady School of Management); Amir, On (UCSD Rady School of Management)

Interruptions are ubiquitous. Across three studies, we demonstrate that interruptions in decision making can increase risk taking. When an individual is interrupted during a risky decision, we find that his/her previous consideration of the decision causes it to feel more familiar. This interruption-induced familiarity increases risk taking by decreasing avoidance motivation and increasing the perceived likelihood of a successful risk outcome. These findings have important implications for understanding how risk preferences may be powerfully influenced by the dynamic--and often interrupted--course of decision making. Contact: dkupor@stanford.edu

Choice Bracketing and Construal Level Theory: The Effects of Problem Representation and Mental Representation on Sequential Risk-Taking

Webb, Elizabeth C. (UCLA Anderson); Shu, Suzanne B. (UCLA Anderson)

We attempt to integrate the theories of choice bracketing and construal level, uncovering commonalities and/or differences in their effects on risk-taking. In three studies we demonstrate (a) construal level (manipulated through temporal distance) and choice bracketing have independent effects; (b) temporal distance acts through mental construal while bracketing acts through another mechanism; and (c) the effect of temporal distance is mediated by risk perception. We are able to confirm these effects using two types of bracketing (problem and outcome) and across different gambling types (mixed and pure-loss gambles). Ultimately, our results indicate the two theories have independent effects on risk-taking. Contact: elizabeth.webb.2013@anderson.ucla.edu

Communicating Health Risks with Visual Aids

Garcia-Retamero, Rocio (U. Granada; Max Planck Institute, Berlin); Cokely, Edward T. (Michigan Technological Univ.; Max Planck Institute, Berlin)

Informed and shared decision making require that people understand health risks. Unfortunately, many people are not risk literate and are biased by common risk communication practices. In this talk, we review a collection of studies investigating the benefits of visual aids for communicating health risks to diverse vulnerable individuals (e.g., varying in abilities, ages, risk characteristics, and cultural backgrounds). Studies show that appropriately designed visual aids are often highly effective, transparent, and ethically desirable tools for improving decision making, changing attitudes, and reducing risky behavior. Theoretical mechanisms, open questions, and emerging applications are discussed. Contact: rretamer@ugr.es

Following Your Gut: Emotion-Understanding Ability Enables the Use of Somatic Markers as Signals for Risk Avoidance

Yip, Jeremy A. (Wharton School, University of Pennsylvania); Cote, Stephane (Rotman School, University of Toronto); Carney, Dana R. (Haas School, University of California Berkeley)

We examined whether a key dimension of emotional intelligence, emotion-understanding ability, enables individuals to use their physiological reactions to make better decisions. When physiological reactions are triggered by potential danger associated with risky decision options, they provide a valuable source of information to avoid risk. While all normal individuals can generate physiological reactions, we propose that only individuals with high emotion-understanding ability are able to correctly identify their relevance and rely on their reactions to avoid risk. The results from the Iowa Gambling Task confirmed our prediction, suggesting that adaptive utilization of our physiology when making decisions requires emotional intelligence. Contact: jeremy.yip2011@gmail.com

Session #4 Track III: Symposium - The Relationship Between Altruism and Personal Benefits - Simcoe/Dufferin

Symposium description: The logic of altruism suggests that prosocial actions are tainted when the actor receives material, social or intrapsychic benefits from their good deeds. For instance, individuals often reconstrue selfless behavior as self-interested and discount prosocial acts in the presence of personal benefits (Critcher & Dunning, 2011; Lin-Healy & Small, 2011). The present symposium explores the boundaries of this skepticism and the ways in which benefits to the self-influence prosocial behavior and perceptions of altruism. The first two papers explore how individuals give others credit for their good deeds. First, Newman & Cain find that people view charitable behaviors that result in personal benefits as worse than selfish behaviors that produce no charitable benefits. Second, Barasch et al. examine when emotional benefits signal altruistic character rather than selfishness. The latter two papers explore how attitudes towards altruism influence actual behavior. Imas, Gneezy and Kennan find that individuals work harder for charity than for themselves, but only when incentive stakes are low. Finally, Olivola demonstrates that people prefer altruistic actions that involve self-sacrifice over easier, but more efficient alternatives. Together, these papers give insight into when and why personal benefits affect the judgment and performance of prosocial acts.

Tainted Altruism: When doing some good is evaluated worse than doing no good at all

Newman, George E. (Yale); Cain, Daylian M. (Yale)

Four studies find that people evaluate efforts that realize both charitable and personal benefits as worse than analogous selfish behaviors that produce no charitable benefit. This “tainted altruism effect” is observed across a variety of contexts, extending to both moral evaluations of others as well as participants’ own behavioral intentions. This effect seems to be driven by the accessibility of different counterfactuals: when someone is charitable for self-interested reasons, people consider their behavior in the absence of the self-interest. However, when someone is only selfish, people do not spontaneously consider whether the person could have been more altruistic. Contact: george.newman@yale.edu

Selfish or selfless? On the signal value of emotion in altruistic behavior

Barasch, Alexandra (Wharton, UPenn); Levine, Emma E. (Wharton, UPenn); Berman, Jonathan Z. (Wharton, UPenn); Small, Deborah A. (Wharton, UPenn)

Theories that reject the existence of altruism argue that emotional benefits imply selfishness. We find that lay beliefs about the relationship between emotion and altruism reflect the opposite: emotions signal authentic concern for others. Five studies find that emotion-driven prosocial deeds merit greater charitable credit than the same deeds performed without emotion. Furthermore, a lack of emotion, even when accompanied by logical reasons for giving, triggers suspicion. Individuals only penalize emotional prosocial actors when they are explicitly described as motivated by emotional benefits. Results suggest that authenticity of motives may be more important than selflessness for judgments of altruism. Contact: abarasch@wharton.upenn.edu

Prosocial Incentives

Imas, Alex (UC San Diego); Gneezy, Ayelet (UC San Diego); Keenan, Elizabeth (UC San Diego)

Recent studies have shown that individuals report greater happiness when spending on others than on themselves. We explore this finding using a prosocial incentive scheme, where effort is tied directly to charitable contributions. In a real-effort task, individuals indeed work harder for charity than for themselves, but only when incentive stakes are low. When stakes are raised, the difference in provided effort disappears. Additionally, individuals correctly anticipated these effects, choosing to work for charity at low incentives and for themselves at high incentives. The results have implications for optimal incentive design and the use of subjective well-being measures. Contact: aimas@ucsd.edu.

The Welfare-Distorting Role of Self-Sacrifice in Altruism

Olivola, Christopher Y. (Carnegie Mellon University)

When faced with several different routes to helping others in need (e.g., volunteering times vs. donating money), what factors do people consider? Common sense and most normative theories dictate that altruistic options bringing about the most good should be preferred, ceteris paribus. We demonstrate a striking violation of this principle: People prefer (and judge more positively) altruistic actions that involve self-sacrifice (on the part of the giver) than easier alternatives, even when the former are transparently less efficient (i.e., fewer people benefit). We explore the causes and moderators of this puzzling bias and discuss its implications for improving human welfare. Contact: colivola@andrew.cmu.edu

Session #5 Track I: Morality and Ethics 2 - Willow East

On the deviance of triangles: Differences in deviance perception partly explain ideological divides in social policy support

Gromet, Dena (The Wharton School, University of Pennsylvania); Okimoto, Tyler (University of Queensland)

We propose that political differences in social policy support may be partly driven by the tendency for conservatives to perceive greater deviance than liberals, even among non-social targets. In two studies, participants were shown geometric figures and were asked to identify the extent to which they were triangles (or circles, squares, etc.). More conservative participants perceived a larger difference between true and imperfect shapes than more liberal participants. This greater perception of geometric deviance later predicted harsher punishment of wrongdoers and less support for public aid for disadvantaged groups, partly accounting for the relationship between political ideology and social policy. Contact: denag@wharton.upenn.edu

Grouping Promotes Equality: Effect of Recipient Grouping in Allocation of Limited Medical Resources

Colby, Helen (Rutgers University); DeWitt, Jeff (Rutgers University); Chapman, Gretchen B. (Rutgers University)

The allocation of scarce medical resources often involves a tradeoff between efficiency and equality. Perceptions of fairness can be influenced by subtle features of the question, and the current studies investigated the effect of arbitrary groupings on the allocation of scarce transplant organs. Across three studies (N=746), we find support for the idea that the existence of even unmistakably arbitrary groups decreases the efficiency of resource allocation decisions because decision makers tend to spread the resource across the groups. Contact: jrd202@rci.rutgers.edu

When cheating would make you 'a cheater': Noun wording prevents unethical behavior

Bryan, Christopher J. (University of California, San Diego); Adams, Gabrielle S. (London Business School); Monin, Benoît (Stanford University)

In three experiments, people were less likely to cheat for personal gain when a subtle change in phrasing framed such behavior as diagnostic of an undesirable identity. Participants were given the opportunity to claim money they were not entitled to; instructions referred to cheating with either a verb (e.g., “cheating”) or a noun (e.g., “being a cheater”). Participants in the verb condition claimed significantly more money than participants in the noun condition. These results demonstrate the power of a subtle linguistic difference to prevent even private unethical behavior by invoking people’s desire to maintain a self-image as good and honest. Contact: cbryan@ucsd.edu

“It all happened so slow!”: The impact of action speed on assessments of intentionality

Burns, Zachary C. (Kellogg School of Management, Northwestern University); Caruso, Eugene M. (University of Chicago Booth School of Business)

From YouTube to the courtroom, people have an increasing number of opportunities to view the actions of others. We uncover a novel factor that influences the assessment of an actor’s videotaped behavior: the speed at which the recorded behavior is observed. Using videos of physical contact in various sporting events, we demonstrate that participants who view events in slow motion (compared to regular speed) believe that actions are more intentional and that the actors who committed them deserve more punishment for harmful outcomes. We discuss the implications of this phenomenon for how people evaluate the ethicality of ambiguous behavior. Contact: z-burns@kellogg.northwestern.edu

Session #5 Track II: Self-Control - Essex

Delay-of-gratification decisions emerge from rational predictions: Behavioral and neural evidence

McGuire, Joseph T. (University of Pennsylvania); Kable, Joseph W. (University of Pennsylvania)

In an uncertain world, choosing to start waiting for a delayed reward need not imply that one is willing to continue waiting indefinitely. We identify situations in which it is rational to give up on delayed rewards, and hypothesize that the choice to persist (or not) stems from a dynamic reassessment of the awaited reward's subjective value. This hypothesis is supported through behavioral manipulations of timing statistics, surveys of temporal expectations in naturalistic scenarios, and a neuroimaging investigation of value representations during a delay. Our findings suggest a new perspective on both successes and apparent failures in delaying gratification. Contact: mcguirej@psych.upenn.edu

Holding the Hunger Games Hostage at the Gym: An Evaluation of Temptation Bundling

Milkman, Katherine (The Wharton School, University of Pennsylvania); Minson, Julia (The Wharton School, University of Pennsylvania); Volpp, Kevin (The Wharton School, University of Pennsylvania)

We introduce and evaluate temptation bundling--a method for simultaneously tackling two types of self-control problems by harnessing consumption complementarities. We describe an experiment measuring the impact of bundling tempting rewards (page-turner audiobooks) with visiting the gym. Participants were randomly assigned to a full treatment condition with gym-only access to tempting audiobooks, an intermediate treatment involving encouragement to restrict audiobook enjoyment to the gym, or a control condition. Exercise initially increased in the treatment groups but later waned. Post-study, 61% of participants opted to pay to have tempting audiobook access restricted to the gym, suggesting demand for this commitment device. Contact: kmilkman@wharton.upenn.edu

The Fresh Start Effect: Temporal Landmarks Motivate Aspirational Behavior

Dai, Hengchen (The Wharton School, University of Pennsylvania); Milkman, Katherine L. (The Wharton School, University of Pennsylvania); Riis, Jason (The Wharton School, University of Pennsylvania)

The popularity of New Year's resolutions suggests that goals may be easier to tackle immediately following salient temporal landmarks. If true, this little-researched phenomenon has the potential to help people overcome important willpower problems that often limit goal attainment. Across three field studies, we show that aspirational behaviors (dieting, exercising, and goal commitment) increase following temporal landmarks (e.g., the outset of a new week/month/year/semester, birthdays, holidays). We propose that temporal landmarks relegate past imperfections to a previous mental accounting period, making the current self feel superior and thus capable of pursuing its aspirations. Results from laboratory studies support this explanation. Contact: hengchen@wharton.upenn.edu

The Burden of Responsibility: Some Interpersonal Costs of Having High Self-control

Zhou, Christy (Duke University); van Dellen, Michelle R. (University of Georgia); Fitzsimons, Gráinne M. (Duke University)

Across four studies, we showed that people have higher performance expectations and assign more task responsibilities to individuals who are high on self-control resources compared to those who are low on self-control resources, and they also underestimate how much effort is needed for high (vs. low) self-control individuals in their goal pursuits. We further suggest that the higher performance expectations, greater task responsibilities and underestimation of effort lead to a feeling of burden for high self-control individuals, leaving them feeling overwhelmed and less satisfied with their relationships with their interacting partners. Contact: christy.zhou@duke.edu

Session #5 Track III: Financial Decision Making - Simcoe/Dufferin

Spending Credit Like a Windfall Gain

Cryder, Cynthia (Washington University in St. Louis); Xiao, Laura (Washington University in St. Louis)

People spend more with credit cards than with other currency, but why? This project examines a novel reason for the "credit card premium": the term "credit" encourages people to mentally represent spending as a reduction of a gain rather than as a more subjectively painful loss. Across five experiments, participants considering "credit" compared to "loan" or a control scenario exhibited stronger associations with gain-related words, stronger associations with gain-domain bar graphs, and a greater likelihood of spending. This tendency to view spending as a reduction of a gain could contribute to overspending, and over time, to excess consumer debt. Contact: cryder@wustl.edu

Debt Repayment Strategy and Consumer Motivation to Get Out of Debt

Kettle, Keri (University of Miami); Trudel, Remi (Boston University); Blanchard, Simon (Georgetown University); Häubl, Gerald (University of Alberta); Wendel, Steve (HelloWallet)

Why does it matter how indebted consumers allocate their debt repayments across accounts? We propose that paying down debt accounts sequentially (focusing on repaying one account) rather than simultaneously (spreading repayments out across accounts) enhances consumers' motivation to repay their debt. Using credit card transaction data on 2,522 indebted consumers, we develop a measure of debt repayment strategy, and demonstrate that paying down debt accounts sequentially rather than simultaneously predicts subsequent debt repayment success in the field. A follow-up experiment shows that a sequential debt repayment strategy enhances perceived progress, and thus increases consumers' motivation to repay their debt. Contact: kkettle@bus.miami.edu

Expense Neglect in Forecasting Personal Finances

Berman, Jonathan Z. (University of Pennsylvania); Tran, An (University of Colorado Boulder); Lynch, John G. (University of Colorado Boulder); Zauberman, Gal (University of Pennsylvania)

We demonstrate evidence for an “expense neglect bias” in the manner in which individuals forecast their future finances. Specifically, we show that even though individuals expect that both their income and expenses will increase in the future, they systematically under-weigh expenses relative to income when forecasting their future finances (i.e., how much spare money they will have in the future). Six main studies and a meta-analysis demonstrate the robustness of this effect across participants with a wide range of financial conditions. We further show that those who are chronically attuned to expenses (Tightwads) are less likely to demonstrate this bias. Contact: jberm@wharton.upenn.edu

Spending Underestimation: Field Evidence from a Large Grocery Chain

Gneezy, Uri (University of California, San Diego); Greenberg, Adam Eric (University of California, San Diego)

Many studies have examined the under-saving phenomenon, but few have addressed why individuals fail to meet spending targets. We conduct a field experiment in a large grocery chain in which participants are asked how much they expect they are about to spend directly before checkout. We find that a disproportionate number of participants underestimate spending by economically significant magnitudes. Moreover, those with the lowest incomes (food stamp customers) exhibited a greater bias. We observe that consumers spend more than they expect to, and rule out a number of known biases including memory, inattention, and self-control as causes of spending underestimation. Contact: agegreenb@ucsd.edu

SUNDAY NOV 17, 2013

Rooms – Civic North, Civic South, Simcoe/Dufferin

Session #6 Track I: Altruism and Charitable Giving – Civic North

Altruistic Patience: Giving More Beats Giving Now

Banker, Sachin (MIT)

People are known to make altruistic decisions and depart from the standard rational economic model when incurring material costs to oneself to benefit others. While the basic observation that individuals do in fact care about the well-being of others is becoming better accounted for, much remains to be understood about altruistic decision-making as a distinct domain of decision problems. This work aims in particular to characterize the properties of altruistic decisions that are made over time. Here I uncover the altruistic patience bias, or the tendency of individuals to prefer larger, later donations over value-equivalent smaller, sooner donations. Contact: banker@mit.edu

Altruistic Performance, Egoistic Choice

Yang, Adelle (University of Chicago, Booth School); Hsee, Chris (University of Chicago, Booth School); Urminsky, Oleg (University of Chicago, Booth School)

In three studies using simple yet laborious low-pay tasks, we found that participants exerted more effort on the task if they were earning funds for others than if they were earning for themselves, indicating altruistic motivation. However, when given a choice, most participants chose to keep their earnings rather than donate, indicating egoistic choice. We propose that consideration of the possibility of keeping the earnings plays a crucial role in these contradictory results. These findings shed new light on research in pro-social behavior and altruism, and provide important implications for incentivizing donation behaviors. Contact: oleg.urminsky@chicagobooth.edu

Explaining the processes behind identifiability and singularity effects on charitable giving

Dickert, Stephan (Vienna University of Economics and Business); Kleber, Janet (University of Vienna); Västfjäll, Daniel (Linköping University); Slovic, Paul (Decision Research)

Two prominent findings on the valuation of human lives highlight the importance of the psychological mechanisms influencing charitable giving: (1) the identified victim effect and (2) the singularity effect. We argue that both phenomena can be understood by their specific affective and cognitive underpinnings. In two studies we present evidence that mental imagery and perceived impact of a donation are mediated by affective motivators, and postulate a model that explains effects of victim identifiability and singularity on charitable giving in terms of the indirect effects of multiple mediators. Contact: stephan.dickert@wu.ac.at

Exceptional Framing Enhances Charitable Behavior

Sussman, Abigail (University of Chicago Booth School of Business); Sharma, Eesha (Dartmouth College); Alter, Adam (New York University)

Previous research has shown that consumers spend more on the same item when they categorize it as an exceptional rather than ordinary expense (Sussman and Alter 2012). While earlier work focused on how this bias might harm individuals, the current research shows that exceptional framing can also yield societal benefits. In three lab studies and one field study, we collaborated with a health-related charity to examine whether exceptional framing of charitable behavior would increase willingness to help the charity. Results suggest that exceptional framing narrows the perceived size of the charitable expenses category and boosts charitable behavior. Contact: eesha.sharma@gmail.com

Session #6 Track II: Predictions and Forecasts – Civic South

Elephants Weigh More Than...Elephants: Intuitive Biases Can Generate Prediction Bubbles

Simmons, Joseph (University of Pennsylvania)

People's reliance on consensually held intuitions when deciding whether a quantity is too high or too low can generate prediction bubbles. In a sequential prediction task that requires people to consider whether a quantity is higher or lower than an ever-changing price, estimates (and hence prices) of intuitively large quantities tend to increase over time whereas estimates (and hence prices) of intuitively small quantities tend to decrease over time. Contact: jsimmo@wharton.upenn.edu

Fast & Frugal Forecasting for the Individual and the Crowd

Swift, Samuel A (UC Berkeley); Tetlock, Philip (University of Pennsylvania); Mellers, Barbara (University of Pennsylvania); Horowitz, Michael (University of Pennsylvania); Atanasov, Pavel (University of Pennsylvania)

We test fast and frugal approaches to geopolitical forecasting at both the individual and crowd levels in the context of the IARPA ACE forecasting tournament. A largely novel set of decision heuristics derived from political science and psychology performed worse than the average individual forecaster. An investigation into the potential for fast and frugal approaches at the aggregate level was more fruitful and revealed that forecasting performance is subject to sharply diminishing returns with respect to increasing volume, duration, and granularity of crowd judgments. Contact: samswift@berkeley.edu

Seeing Algorithms Err Increases Algorithm Aversion

Dietvorst, Berkeley (The Wharton School); Simmons, Joseph P. (The Wharton School); Massey, Cade (The Wharton School)

Forecasters prefer to rely on human judgment rather than superior statistical algorithms, but the basis for this preference is unknown. We asked participants to decide whether to base their incentivized forecasts of MBA applicants' success on their own predictions or on a (superior) statistical model. Participants were less likely to rely on the statistical model when they saw how well the model performed during a practice round, even for those who saw the model outperform their own forecasts. This suggests that people's dislike for algorithmic forecasts springs from seeing algorithms err, even when those errors are smaller than their own. Contact: diet@wharton.upenn.edu

The fragile wisdom of dyads: Discussion undermines the benefits of collaboration on quantitative judgment tasks

Minson, Julia A. (Harvard University); Mueller, Jennifer S. (University of San Diego); Larrick, Richard P. (Duke University)

We examine the effect of discussion for judgment accuracy. When making estimates on a bounded numerical scale, participants working in dyads and making estimates through discussion considered a narrower range of estimates than pairs of individuals working independently. Consequently, the estimates of dyads were no more accurate than those of individuals. When making estimates on an unbounded scale, discussion enabled dyad members to eliminate extreme "order of magnitude" errors, and led to a small accuracy benefit. We document a tradeoff whereby discussion

engenders assimilation effects that minimize the benefits of collaboration, while enhancing collaborators' ability to detect egregious errors. Contact: julia_minson@hks.harvard.edu

Session #6 Track III: Choice and Probability Modeling - Simcoe/Dufferin

Parameter Recovery for Decision Modeling Using Choice Data

Broomell, Stephen (Carnegie Mellon University); Bhatia, Sudeep (Carnegie Mellon University)

Building on research in information theory and adaptive design optimization, we develop a computational framework for applying Kullback-Leibler divergence to quantify the effectiveness of a set of decision problems for recovering choice model parameters. This method can be applied to analyze the properties of previously used decision sets and for developing new decision sets without responses from a decision maker. We demonstrate our computational approach on three recent experimental decision sets designed for estimating cumulative prospect theory parameters from choice data, and we show that these sets differ strongly in their ability to recover underlying parameters. Contact: broomell@cmu.edu

Are People Naive Probability Theorists: An Examination of the Probability Theory + Variation Model

Fisher, Christopher R. (Miami University); Wolfe, Christopher R. (Miami University)

In two studies, we found limited support for the Probability + Variation Model. The model assumes that probability judgments follow probability theory, but errors result from noisy judgments. In study 1, averaging judgments increased rather than decreased conjunction and disjunction errors and decreased semantic coherence. No change was observed for minimum conjunction and maximum disjunction errors. In study 2, averaging conditional probability judgments decreased conjunction errors, but increased conditional reversals and decreased semantic coherence. An averaging model was more consistent with some but not all of the findings. Both studies highlight the importance of modeling noise in judgments. Contact: fisherc2@miamioh.edu

Comparing Theories of Reference-Dependent Choice

Bhatia, Sudeep (Carnegie Mellon University)

Reference dependence has traditionally been attributed to loss-averse framing. Recent research has however shown that reference points can also act as primes, affecting the accessibility of associated attributes. We outline diverging choice predictions of priming and framing theories of reference dependence, and present the results of a series of studies that use these diverging predictions to compare the two theories. We find that attribute priming provides a better quantitative fit to choice data, relative to loss-averse framing. Priming can also account for a number of choice patterns not predicted by framing. Contact: sudeepb@andrew.cmu.edu

Delay resolution of uncertainty: a measurement

Abdellaoui, Mohammed (HEC); Diecidue, Enrico (INSEAD); Kemel, Emmanuel (Paris 1); Onculer, Ayse (ESSEC)

We measure the impact of the delay of resolution of uncertainty in decision under risk. In a series of choices between temporal prospects we detect a systematic effect: decision makers are willing to reduce their probability of winning in order to resolve the uncertainty at an earlier stage. We model the impact of resolution of uncertainty by prospect theory. The decision weights are sensitive to the timing of uncertainty. This dependency is expressed by probability weighting functions whose parameters are affected by the earlier resolution of uncertainty showing less elevation and less sensitivity the later the uncertainty is resolved. Contact: enrico.diecidue@insead.edu

Session #7 Track I: Intertemporal Choice - Civic North

Loss Aversion for Time and Money: Reference Dependence in Intertemporal Choice

Walters, Daniel (Anderson School of Management, UCLA); Fox, Craig (Anderson School of Management, UCLA); Read, Daniel (University of Warwick)

We demonstrate that conventional measures of temporal discounting are distorted by loss aversion for both time and money. In discount-delay tasks, more loss-averse individuals are more reluctant to give up the larger-later amount and therefore appear more patient. We introduce a measure of "delay-aversion" showing that people are more sensitive to time losses than time gains. While delay-aversion is highly correlated with loss aversion, it predicts opposite time preferences: more delay-averse individuals are more reluctant to give up the sooner payment and are therefore more impatient. Both effect sizes vary systematically with which payment is primed as the reference point. Contact: daniel.j.walters@gmail.com

Virtues and Vices in Monetary Tradeoffs: Evidence of Comparative Mental Accounting in Intertemporal Choice

Scholten, Marc (ISPA University Institute); Read, Daniel (Warwick Business School)

We provide an integrative analysis of monetary tradeoffs involving single dated outcomes, sequences of single-valence outcomes, virtues (schedules of investment followed by benefits), and vices (schedules of benefits followed by debt). Results include debt aversion, aversion to absolute and relative vices, and attraction to absolute and relative virtues. We propose a comparative mental accounting model, in which people directly compare the outcomes afforded by the options at consecutive delays. Sooner comparative gains are attenuated by later comparative losses, and sooner comparative losses are buffered by later comparative gains. This model accounts for many puzzling phenomena in choice involving sequences.

Contact: scholten@ispa.pt

Zeroing in on the Hidden Zero Effect: Asymmetric Attention to Opportunity Costs Drives Intertemporal Choice

Read, Daniel (Warwick Business School); Olivola, Christopher (Carnegie Mellon University); Hardisty, Dave (University of British Columbia)

Intertemporal choices have opportunity costs. We investigate whether people respond more to nudges that highlight earlier or later opportunity costs. We do this by adapting research showing that patience increases when both opportunity costs are highlighted by an explicit zero frame (“\$100 now AND \$0 in 1 year or \$0 now AND \$150 in one year”) relative to a hidden zero frame that highlights neither opportunity cost. We find patience increases when the later opportunity cost is highlighted (i.e., “\$0 in 1 year”) but that if only the earlier opportunity cost is highlighted (“\$0 now”) patience is unaffected. Contact: daniel.read@wbs.ac.uk

The Role of Attention in Intertemporal Choices

Fisher, Geoffrey (Caltech); Rangel, Antonio (Caltech)

We run an eye tracking experiment designed to understand how visual attention is allocated in a simple intertemporal choice environment. Subjects make decisions between receiving a payment today or a larger, delayed payment. We find that those who are more patient spend significantly more time looking at the monetary amounts, as opposed to the delays when those amounts will be implemented. Those who are impatient spend more time looking at the word “today.” Additionally, we run several experiments designed to exogenously vary how attention is deployed and report how it impacts behavior. Contact: rangel@hss.caltech.edu

Session #7 Track II: Research and Academia - Civic South

What's a failure to Replicate?

Simonsohn, Uri (Penn)

I revisit published replication attempts of the endowment effect, the impact of weather on life-satisfaction, and the embodiment of morality as cleanliness, to demonstrate the current standard, of calling a replication a failure if $p > .05$, is unacceptable. I propose a new standard: replications fail when their results indicate that the effect of interest, if it exists at all, is too small to have been detected by the original study. This new standard: changes the conclusions for several published replications towards more intuitively compelling ones, and leads to a simple sample size requirement for replications: 2.5 times the original sample. Contact: uws@wharton.upenn.edu

When are our experimental findings better than a guess?

Davis-Stober, Clinton (University of Missouri); Dana, Jason (University of Pennsylvania)

We demonstrate that, at sample and effect sizes common to behavioral research, sample means estimate their corresponding population means less accurately than a benchmark estimator that randomizes the direction of treatment effects. Given the factors under an experimenter's control - sample size and number of treatment groups - we derive how much variance must be explained to outperform this benchmark. Using simulation methods, we confirm that sample means are unreliable under these conditions by showing that they do a poor job of even capturing the correct order of the population means. We discuss implications for replication research and possible remedies. Contact: stoberc@missouri.edu

Social Comparisons and Deception Across Workplace Hierarchies: Field and Experimental Evidence

Edelman, Benjamin (Harvard Business School); Larkin, Ian (Harvard Business School)

We examine the link between negative social comparisons and deception by employees at different levels in a corporate hierarchy. In a field study, we show that full professors are more likely to deceptively download their own papers on SSRN's working paper network than junior professors when one of their papers is downloaded less often than a peer's paper. This relationship is especially strong for professors with a high degree of

previous success, measured by Google Scholar citations. Two scenario-based experiments confirm that employees higher in a hierarchy are more likely to react to negative social comparisons by engaging in deception. Contact: ilarkin@hbs.edu

Peering into Peer Assessment: Expert vs. Novice Judgments of Essay Quality

Tsai, Paige (Princeton University); Oppenheimer, Daniel M. (UCLA)

To provide college credit, Massively Online Open Course platforms (MOOCs, e.g. Coursera) must find ways to grade thousands of students' essays; a problem they have solved through peer-grading. This strategy could be informed by the literature on novice vs. expert judgment. While previous research has shown high correlations between novice (peer) and expert (TA or professor) judgments of essay quality, we show this relation to be spurious. Novices grade on writing quality, while experts grade on factual content. Smart students write both well and accurately, allowing peer-grading to approximate experts, but the relationship breaks down under predictable circumstances. Contact: daniel.oppenheimer@anderson.ucla.edu

Session #7 Track III: Judgment - Simcoe/Dufferin

On the psychology of self-prediction: How potential obstacle are, and are not, considered when people predict their future behaviour

Koehler, Derek J. (University of Waterloo); Poon, Connie S. K. (Queen Elizabeth Hospital, Hong Kong); Buehler, Roger (Wilfrid Laurier University)

We consider three reasons why people may not adjust sufficiently for potential obstacles when predicting their future behavior. First, self-predictions may focus exclusively on current intentions, ignoring potential obstacles altogether. We test this possibility with manipulations that draw greater attention to obstacles. Second, obstacles may be discounted in the self-prediction process. We test this possibility with prediction models that place greater weight on obstacles. Neither possibility was supported. Instead, the evidence supports a third possibility: In light of the uncertainty introduced by potential obstacles, self-predictions ought to be markedly regressive with respect to current intentions, but they are not. Contact: dkoehler@uwaterloo.ca

Motivated mental imagery: The role of visual-spatial distance in the mental simulation of threatening outcomes

Lucas, Brian J. (Northwestern University); Nordgren, Loran F. (Northwestern University)

Humans have the unique capacity to simulate future outcomes in order to inform their present decisions. In the current research we tested whether self-protection motivation influences the visual-spatial perception of mental images during the simulation of threatening future outcomes. In Studies 1-2 threatening outcomes were simulated with greater visual-spatial distance than non-threatening outcomes. In other words, threatening mental images were perceived as smaller in the mind's eye. Study 3 manipulated visual-spatial distances and found that those who simulated a threatening outcome with greater visual-spatial distance experienced less cognitive depletion and greater positive affect. Contact: b-ucas@kellogg.northwestern.edu

Fooled by heteroscedastic randomness: The biasing effect of heteroscedasticity on cue-outcome inferences

de Langhe, Bart (University of Colorado at Boulder); Puntoni, Stefano (Erasmus University); van Osselaer, Stijn (Cornell University); McGill, Ann (University of Chicago)

Many cue-outcome relationships across a variety of domains (e.g., consumer, managerial, medical, and legal decision making contexts) are characterized by heteroscedasticity. We show that decision makers make outcome inferences that are systematically more extreme when random variation in the outcome is heteroscedastic rather than homoscedastic. This is because experience in the region where random variation in the outcome is low leads them to believe that the cue-outcome relationship is stronger than it really is. We highlight implications of heteroscedasticity, for example, for understanding the emergence and persistence of stereotypical beliefs (e.g., "poor people are criminals," "cheap products have poor quality"). Contact: bart.delanghe@colorado.edu

Multiple numeric competencies in judgment and decision-making processes

Peters, Ellen (Ohio State University); Bjälkebring, Par (University of Gothenburg)

Numeracy includes multiple facets-Objective Numeracy Ability (ONS), Subjective Numeracy Sense (SNS), and Approximate Number Sense (ANS). We examined their relations to performance in three judgment-and-decision-related tasks (memory for numeric and non-numeric information, sensitivity to the presence of a small loss in a bet, and risky-choice valuation). We conclude that, although the competencies are correlated, they have dissociable influences. SNS taps into important motivational effects whereas ANS involves the ability to distinguish between magnitudes. ONS itself relates to attending to numbers (and number comparisons) and using logical number-related algorithms. Contact: par.bjalkebring@psy.gu.se

MONDAY NOV 18, 2013

Rooms - Civic North, Civic South, Simcoe/Dufferin

Session #8 Track I: Morality and Ethics 3 - Civic North

Does Could Lead to Good? When Contemplating Possible Actions Generates More Creative Ethical Solutions

Zhang, Ting (Harvard Business School); Gino, Francesca (Harvard Business School); Margolis, Joshua D. (Harvard Business School)

When faced with difficult dilemmas that feature competing ethical and performance-oriented objectives, individuals naturally ask themselves, “What should I do?” Across four experiments, we demonstrate that asking “What could I do?” instead helps individuals realize that these seemingly incompatible objectives are more compatible, influencing individuals to arrive at moral insights that meet both objectives. We show that individuals asked to consider “coulds” expended more effort to find creative ethical solutions. In contrast, those considering “should” were more likely to view these ethical and performance-oriented objectives as incompatible, forcing them to prioritize one objective while neglecting the other. Contact:

tzhang@hbs.edu

Competence by any Means: Cheating as a Response to Ego Threat

Moore, Celia (London Business School); Gino, Francesca (Harvard Business School); Wakeman, S. Wiley (London Business School)

Research on unethical behavior argues that individuals are willing to cheat up until the point that cheating damages their self-image. Inverting this idea, we demonstrate in 4 studies that threats to self-perceptions of personal competence can motivate cheating, and that cheating provides an alternate route to renew one’s sense of competence, circumventing legitimate routes to performance. We discuss theoretical implications for current theories of both ego-protective behavior and unethical behavior, and identify fruitful directions for future research. Contact: cmoore@london.edu

Know who you're up against: Counterpart identifiability enhances competitive behavior

Haran, Uriel (Ben-Gurion University); Ritov, Ilana (Hebrew University)

Prior research has highlighted the role of certain competitors’ attributes in determining competition intensity. We find similar effects even when competitors are anonymous, but are merely identifiable -- their identities have been determined but not revealed. Three experiments demonstrate that arbitrary information about one’s competitors enhances one’s goal-driven behavior: when their counterparts were identifiable, participants exerted more effort and performed better on a competitive task, and offered more money to outbid their counterparts in an auction, than when their counterparts were unspecified. Additionally, identifiability seems to influence both the desire to win and the aversion to losing, albeit in different ways. Contact: uharan@som.bgu.ac.il

Minor lies preserving a positive self-view or simply avoiding suspicion? A test in ethical decision making.

Hilbig, Benjamin E. (University of Mannheim)

Recent research has consistently shown that most people tend to limit their (un)ethical behavior and resort only to minor lies. This pattern is compatible with the idea that dishonesty poses a threat to one’s self view. However, many findings are actually inconclusive as they can alternatively be explained by people avoiding large (unjustified) payoffs, most plausibly because the latter are more suspicious. We teased the two explanations apart in a large-scale experiment (N = 765) using a modified dice-game paradigm. Findings clearly support the idea that people indeed avoid major lies -- not just suspicious responses. Contact: hilbig@psychologie.uni-mannheim.de

Session #8 Track II: Consumer Decision Making - Civic South

How the psychological tangibility of costs affects choice as the number of alternatives increases

Shah, Avni M. (Duke University); Bettman, Jim (Duke University); Payne, John (Duke University)

Research has demonstrated that as the number of alternatives increases, buying initially increases and then decreases, resulting in an inverted U-shape function. However, we propose that increasing (decreasing) how psychologically tangible the costs associated with decision-making are can magnify (mitigate) the negative effects of choosing from increasing assortment sets. Across three studies, we demonstrate that reducing the psychological salience of money in order to pay for an item (debit/credit versus cash), the economic cost of the item (\$0.25 versus \$1 or \$2), and purchasing an item for another person all mitigate choice overload effects. Contact: avni.shah@duke.edu

The Impact of Comparison Frames and Category Width On Strength of Preferences

Malkoc, Selin (Washington University St. Louis); Ulkumen, Gulden (University of Southern California)

The strength with which one option is preferred over another generally increases when options are perceived as more different, and thus easier to distinguish. We demonstrate that “width” (granularity) of previously exposed categorizations moderates this effect. Decision makers primed with broad categorizations adopt the salient comparison orientation (i.e., focus on either similarities or differences between options). However, decision makers primed with narrow categorizations employ both salient and non-salient comparison orientations (consider both similarities and differences between options). When differences are more salient, broad categories strengthen subsequent preferences: decisions are faster, and people pay larger premiums for chosen over non-chosen products. Contact: ulkumen@marshall.usc.edu

The Desire to Acquire Wish List Items

Popovich, Deidre L. (Emory University); Hamilton, Ryan P. (Emory University)

Consumers often postpone an online purchase by placing the item onto a wish list. Goal-directed choice theory predicts that deferring a purchase should increase the desire to acquire the item. In contrast, we demonstrate that using a wish list leads to weaker product preferences. A theoretical extension of two-stage decision making explains how and why consumers’ reevaluations decrease subsequent purchase likelihood. The mechanism driving this effect is a focus on desirability of the intended purchase in the first decision stage and later on the feasibility of purchasing the item. Five experiments lend support for the theory and empirical predictions advanced. Contact: deidre.popovich@emory.edu

Questioning the “I” in Experience: Experiential Purchases Foster Social Connection

Kumar, Amit (Cornell University); Mann, Thomas C. (Cornell University); Gilovich, Thomas D. (Cornell University)

We demonstrate that experiential purchases (money spent on doing) foster social connection more than material purchases (money spent on having). People feel more connected to those who have made the same or similar experiential purchases, even when the other person has made an “upgraded” version of their own purchase (Studies 1 and 2). After reflecting on experiential purchases, participants also report feeling more connected to people in general (Study 3), are more likely to engage in social activities (Study 4), and act more prosocially (i.e. by being more generous when assigned the allocator role in a dictator game; Study 5). Contact: ak756@cornell.edu

Session #8 Track III: Choice 2 - Simcoe/Dufferin

Reining in regret: Strategic orientations modulate regret in decision making

Reeck, Crystal (Duke University); Lai, Carmen G. (Duke University); LaBar, Kevin S. (Duke University)

Whereas the influence of regret on decision making is well-established, it remains unclear whether different strategic orientations may cognitively modulate both the affective experience of regret and its influence on decisions. The present experiment demonstrates that approaching a series of decisions as a portfolio leads to diminished influence of regret on choices compared to focusing on each decision in isolation. Moreover, this broad, portfolio orientation led to less extreme affective reactions to outcomes and lowered physiological arousal levels. These findings support a role for cognitive strategies in mitigating both the affective experience of regret and its consequences for decision making. Contact: crystalreeck@gmail.com

Staying the Course: The Impact of No-choice Options on Post-Choice Persistence

Schrift, Rom Y. (Wharton); Parker, Jeffrey R. (Georgia State University)

Decision-makers regularly face adversity in the pursuit of chosen goals. Persistence, the steadfast continuance on a course of action despite obstacles or adversity, is an important factor in determining whether or not they achieve those goals. In this paper we demonstrate that including a seemingly irrelevant no-choice option at the time of choice increases decision-makers’ persistence on their chosen courses of action. In a series of 6 studies we find this effect across several incentive-compatible tasks and show that the effect is driven by self-perception (seeing myself choosing this course of action over doing nothing) mitigating post-choice counterfactual thinking. Contact: jeffparker@gsu.edu

Knowing without Remembering: How Articulation Reduces the Accuracy of Numeric Comparisons

Kyung, Ellie (Dartmouth College, Tuck School of Business); Thomas, Manoj (Cornell University, Johnson School of Business)

Three experiments on memory-based price comparisons demonstrate a paradoxical finding: Participants first asked to articulate the comparison standard before making comparative judgments were less accurate than those not asked to do so. We propose that people rely on a subjective feeling of knowing when making comparative numerical magnitude judgments. Disrupting this FOK through (1) attempting explicit articulation of the comparison standard or (2) negative feedback can make these judgments less accurate. Ironically, merely attempting to articulate a memory-based comparison standard reduces the accuracy of comparative magnitude judgments -- an articulation paradox. A fourth experiment replicated these findings for frequency judgments. Contact: ellie.kyung@tuck.dartmouth.edu

What was I Thinking? Effect of Construal Level on Memory-Based Choice

Baskin, Ernest (Yale University); Wakslak, Cheryl (University of Southern California); Novemsky, Nathan (Yale University)

While research in construal level theory typically looks at one-time decisions, we consider decisions that require learning over time. In a series of studies, we show when construal acts through attribute weighting at the point of information retrieval rather than attentional processes in information encoding. Contact: ernest.baskin@yale.edu

Session #9 Track I: Gambling and Insurance - Civic North

The hidden cost of insurance on trust and reciprocity

Calseyde van de, Philippe (Tilburg University); Keren, Gideon (Tilburg University); Zeelenberg, Marcel (Tilburg University)

To trust is to risk and a common solution to mitigate problems of risk is to buy insurance. In multiple experiments we find that buying insurance may have a hidden cost: Trustees are more likely act opportunistically when trustors choose to be insured against the risk of betrayal. The reason that trustees are less likely to cooperate is that by choosing insurance, trustors signal that they expect the trustee to behave opportunistically. These results shed new light on the weakness of financial safeguards: The remedy against the risk of betrayal may paradoxically increase the probability of betrayal. Contact: s642391@uvt.nl

Are Longshots Only for Losers? A New Look at the Last Race Effect

McKenzie, Craig R. M. (UC San Diego); Sher, Shlomi (Pomona College); Lin, Charlette (Ohio State University); Liersch, Michael J. (Merrill Lynch); Rawstron, Anthony George (PUC Rio de Janeiro)

Betting on longshots increases in the last race of a day of horse racing. Previous models have assumed that the phenomenon is driven by bettors who have lost money and are trying to recoup their losses. To test this assumption, two laboratory experiments simulated a day at the races. The results showed a clear longshot bias in the last round, regardless of whether, and how many, points were gained or lost in previous rounds. Winning or losing, bettors prefer to "go out with a bang" at the end of a series of gambles. Contact: cmckenzie@ucsd.edu

Superstitious Reluctance to Hedge Desired Outcomes

Morewedge, Carey K. (Carnegie Mellon University)

A substantial proportion of people are unwilling to accept an emotional hedge against uncertain desired outcomes. A substantial proportion of US voters, NFL fans, and NCAA basketball fans refused a free hedge against their preferred candidate winning the 2012 Presidential election or the victory of their team, respectively. Participants refused to earn real money (or other goods) with no risk of loss to them, if the outcome did not occur. This reluctance appeared to be due to the belief that hedging against the desired outcome would reduce its probability of occurring. Contact: morewedg@andrew.cmu.edu

I can only bet on my failure, not yours: Differences in betting behavior for the self and close other

Tang, Simone (Duke University); Larrick, Richard (Duke University)

We show that people are willing to experience motivational conflict (winning money or obtaining desired event) for their own outcomes, but unwilling to do so for close others. In Study 1, despite equal expected value gambles, MBA students were more willing to bet on their favorite presidential candidate. In Study 2, participants were more likely to bet on their friends' success than their own or a stranger's. In Study 3, we replicate the effect and show that it was mediated by loyalty towards friends. These results have implications for insurance-based behaviors and reluctance for utilitarianism. Contact: simone.tang@duke.edu

Session #9 Track II: Emotions, Optimism, and Well-Being - Civic South

Hedonic Durability

Yang, Yang (Carnegie Mellon University); Hsee, Christopher (University of Chicago); Urminsky, Oleg (University of Chicago); Zhang, Li (Hong Kong University of Science and Technology)

Although individuals' happiness with most items fades over time, some items are more hedonically durable than others are. We introduce a simple survey method (i.e., the Hedonic Durability Questionnaire) to estimate the hedonic durability of different items at a single occasion. We test the validity of the HDQ and show that it produces remarkably similar results to real online measures (Study 1), and that it is sensitive to factors that have been shown to influence hedonic adaptation (Studies 2 and 3). Finally, we apply the HDQ to a variety of items in everyday life (Study 4). Contact: yy1@cmu.edu

Partisan Identity's Intense Well-Being Consequences: Losing 2012 Election Hurt More Than Newtown Shootings and Boston Marathon Bombings

Pierce, Lamar (Washington University in St. Louis); Rogers, Todd (Harvard Kennedy School); Snyder, Jason A. (UCLA)

The hurt of losing an election is worse than the joy of winning one -- and losing hurts a lot. We use a unique large dataset to study the well-being consequences of electoral outcomes for partisans in the 2012 US Presidential election. We find that election outcomes strongly affect partisan losers but have minimal impact on partisan winners, consistent with research on good-bad hedonic asymmetry. Second, this impact is intense: twice the impact of either the Newtown shootings on respondents with children or the Boston Marathon bombings on Bostonians. This highlights how central partisan identity is to the self and well-being. Contact: pierce@wustl.edu

Issue specific emotionality: Beyond effects of utility

Moran, Simone (Ben Gurion University of the Negev); Ritov, Ilana (Hebrew University)

People often deal with multiple issues varying in utility and in emotional activation. Using negotiations as an example, we manipulate intensity of issues' emotional associations, independent of their utility. Results suggest that being emotionally charged about a particular issue doesn't spill over to other issues. Moreover, negotiators are more reluctant to concede on emotionally charged (vs. neutral) issues and consequently *obtain more efficient outcomes when the higher utility issue is also the more emotional evoking one. Participants seem aware of this effect: when preparing for negotiations they are more likely to prefer emotional over non-emotional information for high utility issues.* Contact: simone@bgu.ac.il

Optimistic About Optimism: The Belief That Optimism Improves Performance

Tenney, Elizabeth R. (University of California, Berkeley); Logg, Jennifer M. (University of California, Berkeley); Moore, Don A. (University of California, Berkeley)

A series of experiments investigated why people believe it is good to be optimistic and whether they are right to do so. In Experiments 1 and 2, participants prescribed optimism for someone implementing decisions but not for someone deliberating, indicating that people prescribe optimism selectively, when it can affect performance. Additional experiments tested the accuracy of this belief; optimism did not improve performance as much as participants expected. Thus, people prefer optimism when they believe it has the opportunity to improve the chance of success -- unfortunately, people may be overly optimistic about just how much optimism can do. Contact: eliz.tenney@gmail.com

Session #9 Track III: Framing and Response Elicitation - Simcoe/Dufferin

Lay Understanding of Observed Distributions: Frequencies versus Fractiles

Goldstein, Daniel G. (Microsoft Research); Rothschild, David (Microsoft Research)

This paper examines a family of related questions concerning graphical and traditional techniques for eliciting distributions from laypeople. It shows that psychologically-grounded graphical interfaces impose lower user costs and lead to more accurate responses than stated methods. When provided the same revealed distributions, respondents can describe the data more accurately in terms of frequency distributions than in terms of fractiles or cumulative distributions. Graphical interfaces expand the range of questions researchers can efficiently ask users and thus the quantity of information obtained. Contact: Dan@Dangoldstein.com

Imago Animi Sermo Est - Speech is the Mirror of The Mind: The Effect of Vocal Expression on Preferences

Klesse, Anne-Kathrin (Tilburg University); Levav, Jonathan (Stanford University); Goukens, Caroline (Maastricht University)

We compare non-vocal elicitation modes (i.e., pushing a button) to vocal preference elicitation (i.e., expressing one's choice by speech). Three laboratory studies and one field study reveal that vocally expressing one's choice increases the likelihood to choose vices rather than virtues. Specifically, speaking prompts individuals to choose a regular ice cream rather than the low-fat version (study 1) or an unhealthy rather than a healthy dessert (study 2). Further, speaking results in snack choices higher in calorie content (study 3 and 4). The tendency to choose something one really likes mediates the effect of expression mode on choice. Contact: a.k.klesse@uvt.nl

Dichotomizing data changes perceptions of covariation

Schiro, Julie (University of Colorado, Boulder); de Langhe, Bart (University of Colorado, Boulder); Fernbach, Philip (University of Colorado, Boulder)

When inferring the strength of a relationship between two variables people place unequal weight on different types of data, focusing primarily on cases where the antecedent is present and neglecting cases where it's absent. This cell weight inequality is one of the most replicated phenomena in the judgment literature, but we show that it is substantially reduced when people reason about continuous as opposed to dichotomized data. Merely suggesting dichotomization by placing gridlines on the data is sufficient to replicate the typical effect, suggesting that previous literature has overstated the case for general accounts of reasoning about relationships between variables. Contact: julie.schiro@colorado.edu

Greater than the Sum of Its Parts: How Whole Unit Framing Increases Effort

Barasz, Kate N. (Harvard Business School); John, Leslie K. (Harvard Business School); Norton, Michael I. (Harvard Business School)

Can arbitrarily framing tasks as whole units (you are now completing task 1 out of 5), as opposed to multiple units of the same total quantity (you are now completing task 1) increase effort levels? Two studies show that whole unit framing increases the number of tasks participants are willing to complete -- even when not paid for their effort. A third study shows that individuals are more willing to accept a risky gamble in pursuit of whole unit fulfillment. Finally, we use verbal reference points to show that whole unit framing increases charitable contributions. Contact: kbarasz@hbs.edu

SJDM SUNDAY MORNING POSTER SESSION #1 & BOOK AUCTION

8:30am – 10:30am w/Continental Breakfast - Sheraton Hall

- 1) A bias in heuristics: Rational and intuitive thinking styles
Blettner, Daniela (Simon Fraser University); Rothengatter, Marloes (Tilburg University)
- 2) Anchors Bias Judgment and Increase Confidence
Smith, Andrew R. (Appalachian State University); Marshall, Lindsay D. (Appalachian State University)
- 3) Hindsight Bias: A correct judgment bias or simply a memory bias
Pinegar, Shannon (Ohio University); Chimeli, Janna (Ohio University); Bellezza, Frank (Ohio University)
- 4) Cognitive Biases in Borrowing Decisions: Implications for the Student Debt Crisis
Chabot, Aimee M. (University of California, San Diego); Parris, Julian L. (University of California, San Diego); Bryan, Christopher J. (University of California, San Diego)
- 5) Status-Quo Bias Revisited: Label versus Knowledge
He, Xin (University of Central Florida); Gong, Baiyun (Nova Southeastern University)
- 6) Complexity Bias in Stock Choice and Retirement Plan Selection
Terpstra, Natasha (Michigan Technological University); Cokely, Edward (Michigan Technological University)
- 7) Self-Perception Bias as a Barrier to Behavior Change
Amato, Michael S. (University of Wisconsin - Madison); Moore, Colleen F. (Montana State University); Shaw, Bret R. (University of Wisconsin - Madison)
- 8) Implicit categorization causes biases in the perception of sequences
Gao, Jie (Center for Decision Science, Columbia University); Corter, James (Teachers College, Columbia University)
- 9) When two heads are worse than one: Biases towards single authorship in the evaluation of creative works
Smith, Rosanna K. (Yale University); Newman, George E. (Yale University)

- 10) Does trait mindfulness attenuate cognitive biases related to the representativeness heuristic?
Young, Diana L. (Georgia College); Heppner, Whitney L. (Georgia College)
- 11) Assessing the effectiveness of an analogical debiasing technique
Bago, Bence (University of Edinburgh); Szollosi, Aba (ELTE, Hungary); Foldes, Andrei (ELTE, Hungary); Aczel, Balazs (ELTE, Hungary)
- 12) Withdrawn
- 13) How to Decrease the Amortization and Exponential Growth Bias: Experience vs. Rules
Foltice, Bryan (Finance Center Muenster); Langer, Thomas (Finance Center Muenster)
- 14) Individual differences and self-framing in the sunk cost bias
Yan, Haoyang (University of Iowa); Gaeth, Gary J (University of Iowa); Levin, Irwin P (University of Iowa)
- 15) Remembering the best and worst of times: Memories for extreme outcomes bias risky decisions
Ludvig, Elliot A. (Princeton University); Madan, Christopher R. (University of Alberta); Spetch, Marcia L. (University of Alberta)
- 16) The effectiveness of cognitive reappraisal in reducing a decision-making bias, measured using a stock market simulation
Grayson, Paul J (The Open Univesity); Fenton-O'Creevy, Mark (The Open Univesity); Hardy, Ben (The Open Univesity)
- 17) Methodological questions in measuring individual differences in decision biases
Aczel, Balazs (ELTE, Hungary); Bago, Bence (ELTE, Hungary); Foldes, Andrei (ELTE, Hungary); Szollosi, Aba (ELTE, Hungary)
- 18) The role of narcissism and should counterfactual thinking in the hindsight bias
Kausel, Edgar (University of Chile); Reb, Jochen (Singapore Management University); Culbertson, Satoris (Kansas State University); Jackson, Alexander (Kansas State University); Leiva, Pedro (University of Chile)
- 19) Wisdom of the crowd can improve confidence interval estimates, but a systematic bias could lead to underperformance
Yeung, Saiwing (Beijing Institute of Technology)
- 20) Don't Judge a Decision by its Outcome: Influence of Event Construal on the Outcome Bias
Savani, Krishna (National University of Singapore); King, Dan (National University of Singapore)
- 21) The Pearson Correlation Heuristic: Interpretations of the Pearson Coefficient of Correlation are Optimistically Biased
Gamliel, Eyal (Ruppin Academic Center); Gur, Roi (Ruppin Academic Center)
- 22) Is a picture worth a thousand words? The interaction of visual display and attribute representation in attenuating framing bias
Gamliel, Eyal (Ruppin Academic Center); Kreiner, Hamutal (Ruppin Academic Center)
- 23) Effects of training format and numeracy on Bayesian reasoning
Weber, Bethany (Iowa State University); Yeung, Kam Leung (Iowa State University); Pappas, Nikolaos (University of Wisconsin-Madison); Carpenter, Shana (Iowa State University)
- 24) Conditional Syllogism Training Improves Judgments on Wason's Selection Task
Hunt, Gayle (New Mexico State University); Trafimow, David (New Mexico State University)
- 25) Adjusting, but From Where? Judgment in the Presence of Multiple Anchors
Bixter, Michael T. (Stony Brook University); Luhmann, Christian C. (Stony Brook University)
- 26) Extending the Cognitive Reflection Test
Toplak, Maggie E. (York University); West, Richard F. (James Madison University); Stanovich, Keith E. (University of Toronto)
- 27) How working memory load impacts decision strategies
Fechner, Hanna B. (Max Planck Institute for Human Development); Schooler, Lael J. (Max Planck Institute for Human Development); Pachur, Thorsten (Max Planck Institute for Human Development)
- 28) Denominator neglect in cigarette graphic warning labels
Meilleur, Louise (Ohio State); Moreno-Vasquez, Tomas (Ohio State); Peters, Ellen (Ohio State)
- 29) Unfolding Anchoring: Individual Difference Approach
Teovanovic, Predrag (Institute for Psychology, University of Belgrade)
- 30) The Effect of Sample Size on Judgments of Average Physical Size
Price, Paul C. (California State University, Fresno); Kimura, Nicole M.. (California State University, Fresno); Smith, Andrew R. (Appalachian State University); Marshall, Lindsay D. (Appalachian State University)

- 31) Gas Neglect
Schley, Dan R. (The Ohio State University)
- 32) The When and Why of Reverse Endowment Effects: A Query Theory Investigation
Jasper, John (University of Toledo); Corser, Ryan (University of Toledo); Westfall, Jonathan E. (Centenary College of Louisiana)
- 33) Same old problems? Causal structure as an intervention to overcome Base Rate Neglect
McNair, Simon (Leeds University Business School); Feeney, Aidan (Queen's University Belfast)
- 34) The cost of liking odd numbers
Hafenbraedl, Sebastian (University of Lausanne); Woike, Jan K. (Max Planck Institute for Human Development)
- 35) Aging and the Framing Effect: A Meta-analysis
Best, Ryan (Florida State University); Charness, Neil (Florida State University)
- 36) The Psychology of Leaving Things Behind, from Parties to Partners
Sezer, Ovul (Harvard University/ Harvard Business School); Norton, Michael I. (Harvard Business School); Gino, Francesca (Harvard Business School)
- 37) A Closer Look at the Effects of Actions Versus Inactions on Post-Decisional Regret: Do Perceptions of Self Versus Others Play a Role?
Johnson, Desiree N. (University of Nebraska-Omaha); Scherer, Lisa L. (University of Nebraska-Omaha)
- 38) Can 10 minutes-10 months-10 years lead to better decisions?
Shin, Hee Yeon (Harvard Business School); Gino, Francesca (Harvard Business School)
- 39) Time preferences and environmental decisions
Stevens, Jeffrey R. (University of Nebraska-Lincoln); Arthurs, Leilani (University of Nebraska-Lincoln)
- 40) The effect of time pressure on group polarization and the first advocacy effect in group decision making
Tsuzuki, Takashi (Department of Psychology, Rikkyo University); Manabu, Kikuchi (Department of Psychology, Rikkyo University); Itsuki, Chiba (Graduate School of Psychology, Rikkyo University)
- 41) The effects of time pressure on faking
Zhang, Don (Bowling Green State University); Nye, Christopher (Michigan State University)
- 42) Money, Choices, & Time: Does understanding numbers help?
Bhattacharya, Chandrima (University of Toledo); Jasper, John D. (University of Toledo)
- 43) Combining Response Time and Choice Data in a Neuroeconomic Model of the Decision Process Improves Out-of-Sample Predictions
Clithero, John A. (Caltech); Rangel, Antonio (Caltech)
- 44) Giving Money vs. Giving Time: The Effect of Compensation on Judgments of Transgressions
Wan, Jing (University of Toronto); Aggarwal, Pankaj (University of Toronto)
- 45) Probabilistic reasoning under time pressure: Developmental evidence for good intuition
Furlan, Sarah (University of Padova); Agnoli, Franca (University of Padova); Reyna, Valerie F. (Cornell University)
- 46) Fighting for Self-Control: The Influence of Impulsivity on Unhealthy Habits
Jackson, Marc D. (Auburn University); Franco-Watkins, Ana M. (Auburn University)
- 47) Is it all about the self? The effect of self-control depletion on ultimatum game proposers
Halali, Eliran (Ben-Gurion University of the Negev); Bereby-Meyer, Yoella (Ben-Gurion University of the Negev); Ockenfels, Axel (University of Cologne)
- 48) The Emergency Reserve: The Effects of Slack on Self-Control Behavior
Sharif, Marissa A. (UCLA Anderson School of Management); Shu, Suzanne B. (UCLA Anderson School of Management)
- 49) Seeing the future in what might have been: Counterfactual thought in decision process tracing
Frame, Mary E. (Miami University); Zhang, Ruohui (Miami University); Summerville, Amy (Miami University); Bristow, R. Evan (Miami University); Johnson, Joseph G. (Miami University); Trask-Tolbert, Amanda R. (Miami University)
- 50) Epistemic vs. Aleatory Representations of Uncertainty: Content Analysis Indicators of Accuracy in Geopolitical Forecasting
Scott, Sydney E. (University of Pennsylvania); Metz, S. Emlen (University of Pennsylvania); Rohrbaugh, Nick (University of Pennsylvania); Mellers, Barbara A. (University of Pennsylvania); Tetlock, Philip E. (University of Pennsylvania); Schwartz, H. Andrew (University of Pennsylvania)

- 51) Convergence across three indicators of temporal discounting and associations with cognitive ability
Basile, Alexandra (York University); Saoud, Wafa (York University); Toplak, Maggie (York University)
- 52) Temporal Perspective and Decision Coping Patterns as Determinants of Conflict Management Styles
Upadhyay, Divya (Indian Institute of Management, Bangalore, India); Mukherjee, Kanchan (Indian Institute of Management, Bangalore, India)
- 53) Decision Field Theory-Dynamic: A Model of Planning On the Fly
Hotaling, Jared (Indiana University)
- 54) Thinking Beyond the Here and Now: Mental Simulation Across Psychological Distance
Wheeler, Natalie M. (The University of Chicago); Caruso, Eugene M. (The University of Chicago); Van Boven, Leaf (University of Colorado)
- 55) Experienced Regret and Impulsivity: To Delay or not Delay?
Darbor, Kathleen E. (Texas A& M University); Lench, Heather C. (Texas A& M University)
- 56) Training People to be Myopic or Far-Sighted
Zhang, Hang (New York University); Kim, Hyoseok (New York University); Daw, Nathaniel D. (New York University); Maloney, Laurence T. (New York University)
- 57) Self-Regulation in Decisions for the Self versus Other
Komoski, Stephanie E. (Wake Forest University); Stone, Eric R. (Wake Forest University); Masicampo, E. J. (Wake Forest University)
- 58) I'd Move Mountains for You: Construal Level Theory and Costly Sacrifices in Romantic Relationships
Asyabi-Eshghi, Behzad (University of Toronto); Impett, Emily A. (University of Toronto)
- 59) Modeling Age Differences in the Rapid Integration of Gains and Losses
Horn, Sebastian S. (Max Planck Institute for Human Development); Mata, Rui (Max Planck Institute for Human Development); Pachur, Thorsten (Max Planck Institute for Human Development)
- 60) Deferring Important Decisions
Krijnen, Job M. T. (Tilburg University); Breugelmans, Seger M. (Tilburg University); Zeelenberg, Marcel (Tilburg University)
- 61) Information distortion and the role of psychological distance
Kim, Ka Eun (Yonsei University); Rim, Hye Bin (Yonsei University)
- 62) Withdrawn
- 63) Consumer Choice in Price-Free Situations
Ramaswami, Seshan (Singapore Management University)
- 64) Experts' perspective on consumers' perception and decision making in retail finance
Jonaityte, Inga (Ca' Foscari University of Venice)
- 65) QuickChoice: Using Defaults to Help Consumers Choose High-Value Health Insurance
Gao, Jie (Columbia University); Appelt, Kirstin C. (Pacific Business Group on Health); von Glahn, Ted (Pacific Business Group on Health); Johnson, Eric J. (Columbia University)
- 66) Designing Risk Communications that Help Consumers to Make Better decisions
Liberali, Jordana M. (Erasmus University Rotterdam); Dellaert, Benedict G. C. (Erasmus University Rotterdam)
- 67) Withdrawn
- 68) The influence of online interaction in virtual community on consumer Decisions
Guan, Yuhong (Tsinghua University); Liu, Maggie Wenjing (Tsinghua University)
- 69) You Are Where You Shop: Discrepancies between Explicit and Implicit Self-Esteem and Consumer Judgment
Jin, Lu (Rotman, University of Toronto); Mitchell, Andrew (Rotman, University of Toronto)
- 70) Not All Control is Created Equal: The Effects of Behavioral and Decisional Control on Consumer Judgments
Hagen, Anna Linda (Ross School of Business, University of Michigan)
- 71) Look for the signature: The influence of personal signatures on product evaluations and purchase behavior
Kettle, Keri (University of Miami); Mantonakis, Antonia (Brock University)

- 72) The Nature and Effects of High Service Attentiveness
Liu, Maggie Wenjing (Tsinghua University); Zhang, Lijun (Peking University); Keh, Hean Tat (Monash University)
- 73) Does ownership duration really matter? Experimental study
Rosenboim, Mosi (Ben Gurion University of the Negev); Shavit, Tal (The College of Management Academic Studies)
- 74) Owning the Experience: How Possessions Shape our Memory and Decisions
Hur, Julia D. (Kellogg School of Management, Northwestern University); Nordgren, Loran F. (Kellogg School of Management, Northwestern University)
- 75) What's in it for me? The role of exchange equity in tax evasion
Plantinga, Arnoud (Tilburg University); van Wolferen, Job (Tilburg University)
- 76) Neural correlates of emotional and rational considerations in moral tradeoffs
Montaser-Kouhsari, Leila (Caltech); Hutcherson, Cendri (Caltech); Rangel, Antonio (Caltech)
- 77) Withdrawn
- 78) Morality as an argument: people think of moral beliefs as neither objective truths nor subjective preferences
Fernandez-Duque, Diego (Villanova University); McCusker, Kelly (Villanova University); Jackiewicz, Michael (Villanova University); Evans, Jessica (Villanova University)
- 79) Third Party Punishment: Retribution or Deterrence? - A Comparison Between Groups and Individuals
Tan, Fangfang (Max Planck Institute for Tax Law and Public Finance); Xiao, Erte (Carnegie Mellon University)
- 80) Essentialism of religious identity
Ginges, Jeremy (New School for Social Research); Salari Rad, Mostafa (New School for Social Research)
- 81) Giving Even When it Hurts: Highly Interdependent People are Willing to Sacrifice for a Romantic Partner Even in the Face of High Costs
Day, Lisa C. (University of Toronto); Le, Bonnie M. (University of Toronto); Impett, Emily A. (University of Toronto)
- 82) What can be learned about social preferences by investigating cognitive processes?
Fiedler, Susann (Max Planck Institute for Research on Collective Goods); Glockner, Andreas (University of Gottingen); Nicklisch, Andreas (University of Hamburg); Dickert, Stephan (University of Wien)
- 83) Influence of Belief in God on Decision Making
Wieland, Alice (U Nevada-Reno)
- 84) The Language of Trust
Radzevick, Joseph R. (Gettysburg College)
- 85) The Discloser's Iron Hand - How Disclosures Make Us Harsher
Brandimarte, Laura (Carnegie Mellon University); Acquisti, Alessandro (Carnegie Mellon University); Gino, Francesca (Harvard Business School)
- 86) Willingness to Engage in Helping Behaviors when Considering Costs and Benefits
Zhang, Ruohui (Miami University); Frame, Mary E. (Miami University); Chapa, Kayla (Miami University); Wilkin, Bryn (Miami University); Johnson, Joseph G. (Miami University)
- 87) The Good, the Bad, and the Ugly: Quantifying Presumption of Innocence in Relation to Criminal Stereotypes and Types of Crime
John, Richard (Univ. of Southern California); Scurich, Nicholas (Univ. of California, Irvine); Lee, Ryan (Univ. of Southern California)
- 88) Where did that come from? Identifying the source of a sample
Lindskog, Marcus (Uppsala University); Winman, Anders (Uppsala University); Juslin, Peter (Uppsala University)
- 89) Risk Preferences for Outcomes Involving Mood
Fuller, Elizabeth M. (University of South Florida); Schneider, Sandra (University of South Florida)
- 90) Risk and responsibility
Summers, Barbara (University of Leeds); Duxbury, Darren (University of Leeds)
- 91) Modeling riskless choice in dual process decision-making
Guo, Lisa (IMBS at UCI); Trueblood, Jennifer S. (Cognitive Sciences at UCI)
- 92) Influencing Risk Behavior: The Effect of Framing and Goal under Positive Mood
Han, Sidney Su (University of Guelph)

- 93) Self-reported risk taking across the lifespan: Meta-analyses and Survey Data
Josef, Anika K. (Max Planck Institute for Human Development); Mata, Rui (Max Planck Institute for Human Development); Hertwig, Ralph (Max Planck Institute for Human Development)
- 94) How to assess risky choice in older adults?
Frey, Renato (Max Planck Institute for Human Development); Mata, Rui (Max Planck Institute for Human Development); Hertwig, Ralph (Max Planck Institute for Human Development)
- 95) Thinking about risky choice: Cognitive motivation, ability, and resources
Stroh, Nathan W. (Appalachian State University); McElroy, Gary T. (Appalachian State University); Dickinson, David L. (Appalachian State University)
- 96) Subjective Value, Risk Preference, and Repeated Gambles
Ramirez Jr., Patrick (University of Texas at Arlington); Levine, Daniel (University of Texas at Arlington)
- 97) It All Comes Down to Risk: Ruling Out Additional Explanations for the Uncertainty Effect
Moon, Alice (UC Berkeley); Nelson, Leif D. (UC Berkeley)
- 98) Choice Behavior under Risk with High Stakes
Chen, Zhiqin (University of Southern California); John, Richard S. (University of Southern California)
- 99) Probability neglect in risky choice: the role of numeracy and intrinsic happiness
Taylor, Andrea (University of Leeds); Ranyard, Rob (University of Bolton)
- 100) Feeling Lucky: Predicting Risk-Taking Behavior
Ranieri, Andrea Y. (University of South Florida); Schneider, Sandra L. (University of South Florida)
- 101) Emotions and preferences: risky choices and retrospective frequency judgments
Heilman, Renata M. (City University London UK; Babes-Bolyai University Romania); Kusev, Petko (Kingston University London, UK; City University London, UK); van Schaik, Paul (Teesside University, Middlesbrough, UK)
- 102) The effect of positive mood on risky choice and advice
Yang, Hwajin (Singapore Management University); Yang, Sujin (The Catholic University of Korea, School of Medicine)
- 103) A Simple Approach to Predicting Risk of ACL Injury
Petushek, Erich J. (Michigan Technological University); Cokely, Edward T. (Michigan Technological University); Ward, Paul (University of Greenwich); Myer, Gregory D. (Cincinnati Children's Hospital)
- 104) Age-related Changes in Adaptive Risky Decision Making and Decision Competence: Examining Ages 8-17
Bossard, Elaine A. (University of Iowa); Levin, Irwin P. (University of Iowa); Weller, Joshua A. (Idaho State University)
- 105) Reactions to Recent Experience in Risky Situations
Stershic, Sandra (University of South Florida); Schneider, Sandra (University of South Florida)
- 106) Variations on the Balloon Analogue Risk Task
McCoy, Anthony W. (Kansas State University); Young, Michael E. (Kansas State University)
- 107) Gain versus pain: The power of probability weighting in modeling risky choice
Pachur, Thorsten (Max Planck Institute for Human Development, Berlin); Kellen, David (Albert Ludwigs University Freiburg)
- 108) Numeracy Affects Probability Weighting via Affective Reactions to Risks
Petrova, Dafina (University of Granada, Spain); van der Pligt, Joop (University of Amsterdam, the Netherlands); Garcia-Retamero, Rocio (University of Granada, Spain)
- 109) Be afraid, be very afraid: Effects of fearful and fatalistic gists on young adult risk behavior predicted by fuzzy-trace theory
Avrutine, Julie (Columbia University); Reyna, Valerie (Cornell University); Wilhelms, Evan (Cornell University); Brust-Renck, Priscila (Cornell University)
- 110) Subjective Numeracy and Mathematics Self Doubt as Predictors of Numeracy-Related Constructs and Risk Information Processing
Friedrich, James (Willamette University); Wenger, Jonathan (Willamette University); Demezas, Kirstin (Willamette University)
- 111) A cross-national study of uncertainty and perceptions of Global Climate Change
Budescu, David V. (Fordham University); Por, Han-Hui (Fordham University); Broomell, Stephen (Carnegie Mellon University); Michael Smithson (Australian National University)

- 112) Public Perception of Scientific Uncertainty**
Broomell, Stephen (Carnegie Mellon University); Kane, Patrick (Carnegie Mellon University)
- 113) The Impact of Different Sources of Uncertainty in Climate Change Communication**
Chai, Hui Yih (University of New South Wales); Newell, Ben R. (University of New South Wales)
- 114) The Relationships Among Intolerance of Uncertainty, Decision-Making and Working Memory**
Spitaletta, Jason (Department of Psychology, The Catholic University of America); Seaman, Kendra (Department of Psychology, The Catholic University of America); Sebrechts, Marc (Department of Psychology, The Catholic University of America)
- 115) The Assumption of Class-Conditional Independence in Categorization Under Uncertainty**
Jarecki, Jana (Max Planck Institute for Human Development, Berlin); Meder, Bjorn (Max Planck Institute for Human Development, Berlin); Nelson, Jonathan D. (Max Planck Institute for Human Development, Berlin)
- 116) Understanding decision making in avalanche terrain - A conceptual framework applying prospect theory**
Zweifel, Benjamin (ETH Zurich, Switzerland); Haegeli, Pascal (Simon Fraser University, Canada); Boutellier, Roman (ETH Zurich, Switzerland)
- 117) Adversary Modeling in Security Games**
Cui, Jinshu (Department of Psychology, University of Southern California); John, Richard S. (Department of Psychology, University of Southern California)
- 118) Third Party Compensation in Behavioral Games: Different Drivers in Different Contexts**
Thulin, Erik (University of Pennsylvania); Bicchieri, Cristina (University of Pennsylvania)
- 119) The effect of unpacking on probabilistic information interpretation**
Belogolova, Helen (UCLA); Fox, Craig (UCLA)
- 120) Possibilities and Probabilities**
Leonhardt, James (New Mexico State University); Keller, Robin (UC Irvine)
- 121) Improving Estimation of Joint Probabilities with Ratio Judgments**
Por, Han-Hui (Fordham University); Budescu, David V. (Fordham University)
- 122) Withdrawn**
- 123) Withdrawn**
- 124) Perceptual grouping of possible outcomes as obstacle to simple probability assessments**
Hurst, Ada (University of Waterloo)
- 125) Evidence of Systematic Rounding Errors in Human Working Memory When Estimating Conjunction Probabilities**
Tee, James (New York University); Zhang, Hang (New York University); Maloney, Laurence T. (New York University)
- 126) Booms, Crashes and Early Investment Experiences in a Laboratory Experiment**
Papadovasilaki, Dimitra (University of Nevada, Reno, Department of Economics); Guerrero, Federico (University of Nevada, Reno, Department of Economics); Safford, Amanda (University of Nevada, Reno, Department of Economics); Sundali, James (University of Nevada, Reno, Managerial Sciences Department); Stone, Gregory R. (University of Nevada, Reno, Finance Department)
- 127) Combo bets are more attractive than single bets**
Nilsson, Hakan (Department of Psychology, Uppsala University); Andersson, Patric (Stockholm School of Economics)
- 128) Effects of Asymmetry on Investment in Experimental Contests**
Hart, Einav (Hebrew University of Jerusalem, Israel); Kareev, Yaakov (Hebrew University of Jerusalem, Israel); Avrahami, Judith (Hebrew University of Jerusalem, Israel)
- 129) (When) Does Hierarchical Bayesian Modelling Pay off?**
Scheibehenne, Benjamin (University of Basel); Pachur, Thorsten (Max Planck Institute for Human Development)
- 130) Health, Beliefs and Cognition: An Exploration of the Compensatory Health Beliefs Scale**
Lavins, Bethany D. (Ohio University); Gonzalez-Vallejo, Claudia (Ohio University)
- 131) Effects of Affective Dimensions of Music on Decision Making**
Kim, Jongwan (University of South Carolina); Wedell, Douglas H. (University of South Carolina)

- 132)** The Bias Blind Spot in Jurors' Ability to Diagnose Bias during Voir Dire
Yokum, David (University of Arizona); Robertson, Christopher (University of Arizona)
- 133)** The Present Bias Revisited: Loss of Psychological Control as an Underlying Mechanism
Lee, Kelly K. (Washington University in St. Louis); Malkoc, Selin A. (Washington University in St. Louis); Rucker, Derek D. (Northwestern University)
- 134)** Higher Decision Confidence Predicts More Framing Bias: A Fuzzy-Trace Theory Approach
Corbin, Jonathan C. (Cornell); Reyna, Valerie F. (Cornell); Wilhelms, Evan A. (Cornell); Weldon, Rebecca (Cornell)
- 135)** Hindsight bias about 2012 US election outcomes: Individual differences in knowing it all along
Bruine de Bruin, Wandí (University of Leeds and Carnegie Mellon University); McNair, Simon (University of Leeds); Peters, Ellen (Ohio State University); Fischhoff, Baruch (Carnegie Mellon University)
- 136)** Adolescent Empathy Gaps
Markey, Amanda R. (Carnegie Mellon University); Downs, Julie S. (Carnegie Mellon University)
- 137)** Self-Regulatory Emotions & Cheating: How Anger, Pride & Guilt Affect Unethical Behavior
Motro, Daphna (University of Arizona); Ordonez, Lisa (University of Arizona)
- 138)** Probabilistic inferences under emotional stress: How arousal affects decision processes
Wichary, Szymon (University of Social Sciences and Humanities, Warsaw, Poland); Mata, Rui (Max Planck Institute for Human Development, Berlin, Germany); Rieskamp, Jorg (University of Basel, Switzerland)
- 139)** Prosocial Lies: When Deception Breeds Trust
Levine, Emma E. (Wharton, The University of Pennsylvania); Schweitzer, Maurice E. (Wharton, The University of Pennsylvania)
- 140)** Quitting: The Downside of Great Expectations in Professional Tennis
Tuckfield, Bradford (The Wharton School); Dietvorst, Berkeley (The Wharton School); Milkman, Katherine L. (The Wharton School); Schweitzer, Maurice E. (The Wharton School)
- 141)** Bounded emotion, the psychophysics of affect and scope: Collapse of affect in donation and non-donation judgment tasks
Vastfjall, Daniel (Decision Research); Hagma, William (Linköping University); Dickert, Stephan (Linköping University); Slovic, Paul (Decision Research)
- 142)** The Worst Sort: Judging & Punishing Sex Offenders
Lively, Chaz (University of Pennsylvania); Goodwin, Geoffrey (University of Pennsylvania)
- 143)** Agency alters social preferences and decisions
Choshen-Hillel, Shoham (The University of Chicago); Yaniv, Ilan (The Hebrew University of Jerusalem)
- 144)** Moralizing Goals Enhances Goal Commitment and Pursuit
Hosey, Christine (University of Chicago); Risen, Jane (University of Chicago)
- 145)** Fear of the unknown: An examination of the determinants of ambiguity aversion
Guney, Sule (University of New South Wales); Newell, Ben R. (University of New South Wales)
- 146)** Judging the controllability of destiny: Human agency appraisals increase helping for assistance efforts but decrease helping for victims
Carpenter, Stephanie M. (University of Michigan); Vickers, Brian D. (University of Michigan); Yates, J. Frank (University of Michigan)
- 147)** Cost for the donor and benefit for the receiver: An explanation of psychophysical numbing
Rubaltelli, Enrico (University of Padova); Hysenbelli, Dorina (University of Padova); Dickert, Stephan (Vienna University of Economics and Business); Slovic, Paul (Decision Research)
- 148)** Understanding the developmental sources of scope insensitivity in helping behavior
Kogut, Tehila (Ben Gurion University); Slovic, Paul (Decision Research & University of Oregon); Vastfjall, Daniel (Decision Research)
- 149)** Strategic cheating in monetary donations to social organizations
Ayal, Shahar (Interdisciplinary Center (IDC) Herzliya); Hochman, Guy (Duke University); Gneezy, Uri (UC San Diego); Ariely, Dan (Duke University)
- 150)** I'll be still in pain: Forecasting emotional reactions to social vs. non-social events after social exclusion
Kim, Aeri (Yonsei University); Rim, Hye Bin (Yonsei University); Sim, Olivia Suhyung (Yonsei University)

SJDM SUNDAY EVENING POSTER SESSION #2 & BOOK AUCTION

5:30pm – 7:30pm w/ Cash Bar - Sheraton Hall

- 1) A Crisis of Choice: Regulatory Focus and Mode Predict Decision Difficulty in Maximization
Hughes, Jeffrey (University of Waterloo); Scholer, Abigail A. (University of Waterloo)
- 2) How Voice Affects Choice: Auditory Heuristics and Employment Decisions
Truncellito, Richard D. (Carnegie Mellon University); Kassam, Karim S. (Carnegie Mellon University)
- 3) Set-fit effects in choice
Evers, Ellen R. K. (Tilburg University); Inbar, Yoel (Tilburg University); Zeelenberg, Marcel (Tilburg University); Loewenstein, George (Carnegie Mellon)
- 4) The description-experience choice gap is attenuated in older adults
Camilleri, Adrian R. (Duke University); McCarrey, Anna C. (National Institute on Aging)
- 5) Gain and Loss in Intertemporal choice: Impulsivity, Procrastination, and Response Dynamic Measurements
Cheng, Jiuqing (Ohio University); Gonzalez-Vallejo, Claudia (Ohio University)
- 6) Why being unattainable makes a choice alternative desirable: Thought suppression as a motive for choice
Usta, Murat (Grenoble School of Business)
- 7) Known Unknowns in Judgment and Choice
Walters, Daniel (Anderson School of Management, UCLA); Fernbach, Philip (Leeds School of Business, University of Colorado, Boulder); Sloman, Steven (Brown University)
- 8) Cognitive Processes behind Food Choices
Chimeli, Janna (Ohio University); Gonzalez-Vallejo, Claudia (Ohio University)
- 9) I'll take it because: No Paradox of Choice among satisficers and maximizers
Yamagishi, Kimihiko (Tokyo Institute of Technology); Ikawa, Norio (Macmem Inc.)
- 10) Heuristics for Trust-Based Personnel Choices
Wang, X. T. (University of South Dakota); Hu, Zhan (Fudan University)
- 11) User Acceptance of Decision Aids for Complex Choices: Regret Anticipation Moderates the Impact of Cognitive Complexity
Fytraki, Agapi Thaleia (Erasmus University Rotterdam); Dellaert, Benedict G. C. (Erasmus University Rotterdam)
- 12) Heuristic and Discount Models of Intertemporal Choice: A Quantitative Test
Regenwetter, Michel (University of Illinois at Urbana-Champaign); Stevens, Jeffrey (University of Nebraska at Lincoln); Guo, Ying (University of Illinois at Urbana-Champaign); Popova, Anna (University of Illinois at Urbana-Champaign); Zwilling, Chris (University of Illinois at Urbana-Champaign)
- 13) How do discount functions reflect attribute-based strategies in intertemporal choice?
Suter, Renata (Max Planck Institute for Human Development); Pachur, Thorsten (Max Planck Institute for Human Development); Hertwig, Ralph (Max Planck Institute for Human Development)
- 14) Wanting to Stay Versus Not Wanting to Go: Romantic Relationship Stay/Leave Decisions Conceptualized as Multiattribute Choices
Joel, Samantha (University of Toronto); Page-Gould, Elizabeth (University of Toronto); MacDonald, Geoff (University of Toronto)
- 15) Can economic models be built on bounded rationality?
Caldwell, Leigh (The Irrational Agency)
- 16) Withdrawn
- 17) Withdrawn
- 18) Color frequency affects attribute frames
McCormick, Michael (University of North Carolina at Greensboro); Seta, John J. (University of North Carolina at Greensboro)
- 19) Fatal Attractiveness: How Mating Cues Affect Managerial Decision Making
de Bellis, Emanuel (University of St. Gallen); Haubl, Gerald (University of Alberta); Hildebrand, Christian (University of St. Gallen); Hertwig, Ralph (Max Planck Institute for Human Development); Herrmann, Andreas (University of St. Gallen)

- 20) Who gets the organ? How policy framing affects public's preference
Li, Meng (University of Colorado Denver); Dewitt, Jeff (Rutgers University); Chapman, Gretchen (Rutgers University)
- 21) A New Look at the Hot Hand Fallacy: How Rate of Change Affects Gambling Behavior
Prunier, Stephen G. (University of Toledo); Jasper, John D. (University of Toledo)
- 22) Withdrawn
- 23) Predicted Emotional Reaction and Disaster Preparedness: The Change After the Prediction
Noda, Masayo (Kinjo Gakuin University)
- 24) Testing Two Pathways to Inaction - The roles of Indecisiveness, Anxiety, Perceived Control, and Worry
McNeill, Ilona (University of Western Australia); Dunlop, Patrick (University of Western Australia); Skinner, Timothy (Charles Darwin University); Morrison, David (Murdoch University)
- 25) Personality influences on the manipulation of emotion in the Iowa Gambling Task
Humeny, Courtney (Carleton University); West, Robert (Carleton University)
- 26) Withdrawn
- 27) Laboratory experiments on anxiety and procrastination
Xu, Ping (Ohio University); Gonzalez, C. Vallejo (Ohio University)
- 28) It Smells Good But Feels Bad: The Cross Cueing Effects of Olfactory Induced Emotion on Self-Regulation
Maranduik, Alex J. (University of Guelph)
- 29) Envy is a Focusing Illusion
O'Brien, Ed (University of Michigan); Ellsworth, Phoebe C. (University of Michigan); Schwarz, Norbert (University of Michigan)
- 30) Sensation Seeking and Response-Scale Effects on Rating Versus Categorizing Rewards: A Fuzzy-Trace Theory Account
Weldon, Rebecca (Cornell University); Reyna, Valerie (Cornell University); Wilhelms, Evan (Cornell University); Corbin, Jonathan (Cornell University); Chick, Christina (Cornell University); Brust Renck, Priscila (Cornell University)
- 31) Differentiating Hot-State and Construal-Level Accounts of Curiosity: Why We search for Negative Information Against Our Better Judgment
Barkan, Rachel (Ben-Gurion University, Israel); Shani, Yaniv (Tel-Aviv University, Israel); Danziger, Shai (Tel-Aviv University, Israel)
- 32) Why Are You Mad? The Effect of Different Anger Sources on Cooperation
Motro, Daphna (University of Arizona); Kugler, Tamar (University of Arizona); Connolly, Terry (University of Arizona)
- 33) Valuing the lives you can save in tragic situations
Mayorga, Marcus M. (Decision Research, University of Oregon); Slovic, Paul (Decision Research, University of Oregon)
- 34) Different mechanisms underlie the Identified Victim Effect, Proportion Dominance Effect and In-group Effect in helping situations.
Erlandsson, Arvid (Lund University)
- 35) Mood and Economic Expectations After the 2012 U.S. Presidential Election
Williamson, Leanne M. (The Ohio State University); Peters, Ellen (The Ohio State University); Bruine de Bruin, Wandl (Centre for Decision Research, Leeds University Business School; Department of Engineering and Public Policy, Carnegie Mellon University)
- 36) Nudging Hybrid Vehicle Purchase by Framing
Yeung, Kam Leung (Iowa State University); Weber, Bethany (Iowa State University)
- 37) How acceptable are nudges to the public?
Castelo, Noah (University of British Columbia); Felsen, Gidon (University of Colorado School of Medicine); Reiner, Peter B. (National Core for Neuroethics)
- 38) The Role of Conflicting Normative Information on Perceptions of Binary Sequences
Beckstead, Jason W. (University of South Florida)
- 39) Evidence of Conflict Monitoring and Numerical Ability
Corser, Ryan (University of Toledo); Voss, Raymond (University of Toledo); Jasper, John D. (University of Toledo); Bodie, Timothy (University of Toledo)
- 40) Withdrawn

- 41) Withdrawn
- 42) Misperceptions of Household Energy Consumption
Schley, Dan R. (The Ohio State University); DeKay, Michael L. (The Ohio State University)
- 43) Who Did What? The Impact of Giving Credit on Agents' Motivation
Chaudhry, Shereen J. (Carnegie Mellon University); Loewenstein, George (Carnegie Mellon University)
- 44) Social Sampling: Decisions from Experience in Ultimatum Bargaining
Fleischhut, Nadine (Max Planck Institute for Human Development, Berlin); Artinger, Florian (University of Warwick); Olschewski, Sebastian (University of Tuebingen); Volz, Kirsten (University of Tuebingen); Hertwig, Ralph (Max Planck Institute for Human Development, Berlin)
- 45) When being smarter raises your credit score: How different individual differences determine financial decision-making skill
Enkavi, Zeynep (Columbia University); Gao, Jie (Columbia University); Li, Ye (UC Riverside); Zaval, Lisa (Columbia University); Johnson, Eric J. (Columbia University); Weber, Elke U. (Columbia University)
- 46) Measuring the Collateral Costs of Fundraising
Yeomans, Mike (Chicago Booth); Al-Ubaydli, Omar (George Mason)
- 47) Cognitive segmentation tool for targeted pricing strategy: applying JDM research in the real world
Halonen, Elina (University of Turku, Finland); Caldwell, Leigh (The Irrational Agency, London)
- 48) Lexicographic Decision Making in Ultimatum Bargaining
Fleischhut, Nadine (Max Planck Institute for Human Development, Berlin); Artinger, Florian (University of Warwick); Olschewski, Sebastian (University of Tuebingen); Hertwig, Ralph (Max Planck Institute for Human Development, Berlin)
- 49) More waste, less heed: Understanding domestic food waste from a judgment and decision making perspective
Bown, Nicola (Centre for Decision Research, University of Leeds)
- 50) Goal adjustment in teams: problem-oriented search versus self-enhancement
Blettner, Daniela (Simon Fraser University); Zeigler-Hill, Virgil (Oakland University); Wang, Jim (University of Southern Mississippi)
- 51) Exploring learning goal orientation
Yaoyuneyong, Gallayanee (University of Southern Mississippi); Blettner, Daniela (Simon Fraser University)
- 52) The Influence of Active Goals on Evaluations of Hybrid Products
Kim, Moon-Yong (Hankuk University of Foreign Studies)
- 53) Working hard at not seeing the obvious: Competition, Goals & Bounded Awareness
Fletcher, Pinar (Harvard Business School)
- 54) Motivational differences in aiming for narrow or wide goals
Xu, Amy Z. (University of Waterloo); Bohns, Vanessa K. (University of Waterloo); Scholer, Abigail A. (University of Waterloo)
- 55) Buffering Against Threats in Performance Domains: Activating Goals vs. Self-Affirming
Wieland, Alice (University of Nevada, Reno); Amaral, Nelson B. (University of Minnesota)
- 56) Reference-dependent Preference Reversals: A Dynamic Modeling Account
Trueblood, Jennifer S. (University of California, Irvine)
- 57) You can't be better than me: The role of the reference point in modulating people's pursuit of wealth
Pittarello, Andrea (University of Padova); Rubaltelli, Enrico (University of Padova); Rumiati, Rino (University of Padova)
- 58) Cultural Differences in Motives for Advice-seeking
Ning, Zhang (Queen's University); Li-Jun, Ji (Queen's University); Ye, Li (Huazhong Chian Normal University); Gillian, Harper (Queen's University)
- 59) The effects of culture and content on decision mode selection
Gong, Han (Department of Psychology, Northwestern University); Medin, Douglas L. (Department of Psychology, Northwestern University)
- 60) Maximizing Tendencies: Cross-Cultural Differences in Decision Regret and Life Satisfaction
Zhu, Xiaoyuan (Susan) (University of Connecticut); Daniels, Michael (Singapore Management University); Dalal, Dev (University of Connecticut)

- 61) Physical Attractiveness Preference among Bicultural Individuals
Hsu, Yu-Wei (Northwestern University); Finkel, Eli J. (Northwestern University)
- 62) Holistic thought and optimism: A three-way cultural comparison
Chen, Stephanie (The University of Michigan); Nisbett, Richard (The University of Michigan)
- 63) Not All Fakes Are Created Equal: Authenticity and Cultural Differences in Considering Counterfeits
Chan, Steven (New York University); Amaral, Nelson (University of Minnesota)
- 64) Behavioral Microfoundations of R & D Managers in New Product Development in Indian Firms
Lakshmanan, Prasad (Indian Institute of Management, Bangalore); Garud, Niharika (Indian Institute of Management Bangalore)
- 65) Mindfulness in New Product Development Processes: Evidence from Indian Firms
Garud, Niharika (Indian Institute of Management Bangalore)
- 66) Predicting Decision Delay amongst Residents of Wildfire Prone Areas
McNeill, Ilona M. (University of Western Australia); Dunlop, Patrick D. (University of Western Australia); Skinner, Timothy C. (Charles Darwin University); Morrison, David L. (Murdoch University)
- 67) Predicting Individual Earnings and Forecasting Accuracy in Prediction Markets
Atanasov, Pavel (University of Pennsylvania); Rescober, Philip (University of Pennsylvania); Mellers, Barbara (University of Pennsylvania); Tetlock, Philip (University of Pennsylvania); Ungar, Lyle (University of Pennsylvania)
- 68) Prediction specificity harms prediction quality
Kelly, Theresa F. (University of Pennsylvania); Simmons, Joseph P. (University of Pennsylvania)
- 69) Eye Blink Rate Predicts Decision Strategy in Adolescents
Barkley-Levenson, Emily (University of Southern California); Fox, Craig (University of California Los Angeles); Huang, Olivia (University of California Los Angeles); Jones, Caroline (Boston University); Galvan, Adriana (University of California Los Angeles)
- 70) Withdrawn
- 71) "The longer you can look back, the farther you can look forward": Past duration predicts individual and collective environmental decision-making
Bang, Hye Min (Duke University); Hershfield, Hal E. (New York University); Weber, Elke U. (Columbia University)
- 72) Rational thinking and cognitive abilities in antisocial youth: The importance of considering sample characteristics when predicting outcome variables
Sorge, Geoff B. (Department of Psychology, York University); Skilling, Tracey (Centre for Addiction and Mental Health); Toplak, Maggie E. (Department of Psychology, York University)
- 73) Judgment in forecasting: Moving from artificial experiments to the organizational environment
De Baets, Shari (Vlerick Business School); Vanderheyden, Karlien (Vlerick Business School); Buelens, Marc (Vlerick Business School)
- 74) Boosting the Communicated Accuracy of Imprecise Intelligence Forecasts
Mandel, David R. (DRDC / York University)
- 75) A process tracing study of screening's impact on decision accuracy
Ganesh Pillai, Rajani (North Dakota State University); He, Xin (University of Central Florida); Echambadi, Raj (University of Illinois-Urbana Champaign)
- 76) How Accurate are Lay-Perceptions of Effect Size Indicators?
Dalal, Dev K. (University of Connecticut); Nolan, Kevin P. (Hofstra University); Zhum, Xiaoyuan (Susan) (University of Connecticut)
- 77) Probabilistic Coherence Weighting for Increasing Accuracy of Judgment
Olson, Kenneth C. (George Mason University); Karvetski, Christopher W. (George Mason University); Mandel, David R. (DRDC / York University); Twardy, Charles R.
- 78) Effects of data display types on project management decision-making
Lee, Patricia (Fordham University)
- 79) Maximizing and Decisions From Experience
Weinhardt, Justin (University of Calgary); Gonzalez, Cleotilde (Carnegie Mellon University); Harman, Jason (Carnegie Mellon University)

- 80) The upside of information distortion: It's quicker, easier, and more satisfying
Erford, Breann M. (The Ohio State University); DeKay, Michael L. (The Ohio State University)
- 81) Selective attention framing effects in narrative vs. non-narrative contexts
Steinhardt, Joseph (Cornell University); Shapiro, Michael A. (Cornell University)
- 82) The effect of framing on admission decisions in psychiatrists
Jefferies, Kiri (Herts Parts NHS Foundation Trust, Uni of Herts); Sharma, Shivani (University of Hertfordshire); Gale, Tim M. (Herts Parts NHS Foundation Trust, Uni of Herts); Hawley, Chris J. (Herts Parts NHS Foundation Trust, Uni of Herts); Georgiou, George J. (University of Hertfordshire)
- 83) Positive (and negative) effects of experience-based sampling and causal framing on intuitive statistical judgments
Hawkins, Guy E. (University of New South Wales); Hayes, Brett K. (University of New South Wales); Newell, Ben R. (University of New South Wales)
- 84) Global Warming vs Climate Change: Ideology Trumps Framing
Benjamin, Daniel (Fordham University); Por, Han-Hui (Fordham University); Budescu, David (Fordham University)
- 85) Gender differences in analytic cognitive style
Pennycook, Gordon (University of Waterloo); Barr, Nathaniel (University of Waterloo); Koehler, Derek A. (University of Waterloo); Fugelsang, Jonathan J. (University of Waterloo)
- 86) Gender, Number of Competitors, and Competition Entry Decisions
Hanek, Kathrin J. (University of Michigan, Ann Arbor); Garcia, Stephen M. (University of Michigan, Ann Arbor); Wu, Kaidi (University of Michigan, Ann Arbor); Tor, Avishalom (University of Notre Dame, The Law School)
- 87) The two sides of the coin: Thinking about money makes men more competitive about resources but less competitive about performance
Molouki, Sarah (University of Chicago); Shapira, Oren (University of Chicago); Mead, Nicole L. (Erasmus University); Caruso, Eugene M. (University of Chicago)
- 88) Withdrawn
- 89) Influencing health decision making: A study of color and message framing
Voss, Raymond P. (University of Toledo); Corser, Ryan (University of Toledo); McCormick, Michael (University of North Carolina Greensboro); Jasper, John D. (University of Toledo)
- 90) Numeracy skills in health: Providers and newly insured adults face new challenges
Tompkins, Mary Kate (The Ohio State University); Meilleur, Louise (The Ohio State University); Peters, Ellen (The Ohio State University)
- 91) Influence of social support in health-relevant decision making in women with a family history of breast cancer
Garcia-Retamero, Rocio (University of Granada); Henneman, Lidewij (VU University Medical Center); van Asperen, Christi J. (Leiden University Medical Center); Oosterwijk, Jan C. (University Medical Center, Groningen University); Menko, Fred H. (VU University Medical Center, Amsterdam); Timmermans, Danielle R. M. (VU University Medical Center, Amsterdam)
- 92) Threats to security: Ironic consequences of secure data collection in healthcare
Moher, Ester (University of Ottawa); El Emam, Khaled (University of Ottawa)
- 93) Getting Ahead of Illness: Using Metaphors to Influence Medical Decision-Making
Scherer, Aaron M. (University of Iowa); Scherer, Laura D. (University of Missouri-Columbia); Fagerlin, Angela (University of Michigan)
- 94) Theory-informed design of values clarification methods: A cognitive psychological perspective on patient treatment decision making
Pieterse, Arwen H. (Leiden University Medical Center); De Vries, Marieke (Tilburg University); Kunneman, Marleen (Leiden University Medical Center)
- 95) Do physicians want to share decision making with their patients?
Garcia-Retamero, Rocio (U. Granada; Max Planck Institute); Wicki, Barbara (AO Clinical Investigation and Documentation); Cokely, Edward T. (Michigan Technological University); Hanson, Beate (AO Clinical Investigation and Documentation)
- 96) The Polarizing Effect of Calories: How Calorie Estimation Influences Food Perceptions
Popovich, Deidre L. (Emory University)
- 97) Assessing Decision Making Competence in High-Functioning Young Adults on the Autism Spectrum
Levin, Irwin (University of Iowa); Gaeth, Gary (University of Iowa); Yegorova, Vitaliya (University of Iowa); Yan, Haoyang (University of Iowa)

- 98) Applying decision theory to child injury prevention: Testing the coexistence hypothesis in situations involving pediatric injuries
Ishikawa, Takuro (University of British Columbia)
- 99) Exploring the Contributions of Liking and Wanting to the Intention-Behavior Link
Wudarzewski, Amanda (University of Waterloo); Koehler, Derek (University of Waterloo); Scholer, Abigail (University of Waterloo)
- 100) The Effect of Distraction on Memory-based Decision Making
Huffling, Steven K. (Auburn University); Franco-Watkins, Ana M. (Auburn University)
- 101) The effects of hemispatial attention on decision making
McElroy, Todd (Appalachian State University); Stroh, Nathan (Appalachian State University); Doherty, Shannon (Appalachian State University)
- 102) Withdrawn
- 103) Impacts of maximizing tendencies on the size of information distortion
Rim, Hye Bin (Yonsei University)
- 104) Satisfaction in social microlending: The role of decision support systems and decision makers' mind sets.
Hafenbraedl, Sebastian (University of Lausanne); Pfeiffer, Jella (University of Mainz); Hoffrage, Ulrich (University of Lausanne)
- 105) Seeking an Ontology of Open-Mindedness
Metz, S. Emlen (University of Pennsylvania)
- 106) When copying hinders learning: Pitfalls of success-based group decision-making
Woike, Jan K. (ARC, Max Planck Institute f. Human Development, Berlin); Bonardi, Jean-Philippe (HEC, Universite de Lausanne); Garcia-Retamero, Rocio (Department of Experimental Psychology, University of Granada)
- 107) The relationship between components of maximization and information search behavior
Patalano, Andrea L. (Wesleyan University); Weizenbaum, E. (Wesleyan University); Anderson, A. (Wesleyan University)
- 108) Evidence for influence of frame on cue ordering
Chrabaszcz, Jeffrey S. (UMD, College Park); Yu, Erica (UMD, College Park); Sprenger, Amber M. (The MITRE Corporation); Dougherty, Michael R. (UMD, College Park)
- 109) Estimating the Effectiveness of Computer-Mediated Help-Seeking
Roghanizad, M. Mahdi (University of Waterloo); Bohns, Vanessa K. (University of Waterloo)
- 110) Point Substitutions in a Cascaded Inference Model
Beam, Colin (University of Washington); Miyamoto, John (University of Washington)
- 111) An eye tracking and verbal protocol analysis of decision strategies in the context effects of multi-attribute decision making
Itsuki, Chiba (Graduate School of Psychology, Rikkyo University); Takashi, Tsuzuki (Department of Psychology, Rikkyo University); Masashi, Soma (Graduate School of Psychology, Rikkyo University)
- 112) Sense of Power and Advice Giving: Implications for the Feasibility and Desirability of Advice
Duan, Jinyun (Soochow University); Chang, Xiaoxi (University of Ottawa); Lu, Wenjuan (Soochow University); Bonaccio, Silvia (University of Ottawa)
- 113) Development and Validation of a New Measure of Intuition: The Types of Intuition Scale (TIntS)
Pretz, Jean E. (Elizabethtown College); Brookings, Jeffrey B. (Wittenberg University); Carlson, Lauren A. (Illinois State University); Humbert, Tamara Keiter (Elizabethtown College); Roy, Michael M. (Elizabethtown College); Jones, Meghan E. (Elizabethtown College)
- 114) Expectations-based trade
Levis, Amanda (Yale Marketing); Frederick, Shane (Yale Marketing)
- 115) Comparative Decision Making: From Playgrounds to CEOs
Yazbec, Angele (Grand Valley State University); Rydecki, Krista (Grand Valley State University); Fific, Mario (Grand Valley State University)
- 116) Processing payoffs in a perceptual decision task
Diederich, Adele (Jacobs University)
- 117) Measuring Decisional Regret Amongst French-Speaking Populations: Translation And Validation Of A Regret Scale
Girard, Annie J. (University of Ottawa); Bonaccio, Silvia (University of Ottawa)

- 118)** The Case for a Broader Definition of Decision Making
Taylor, Graeme (UNSW, Australia)
- 119)** The Priceless Entrepreneur
Shyti, Anisa (HEC Paris); Paraschiv, Corina (HEC Paris)
- 120)** Withdrawn
- 121)** Is $W(1) = 1$? A purely mathematical addition
Harin, Alexander (Modern University for the Humanities)
- 122)** Agency, Risk and Responsibility judgments
Nordbye, Gro H. H. (University of Oslo); Teigen, Karl H. (University of Oslo)
- 123)** Recency and Reference Point Formation: The effect on risky choice behavior
Yeomans, Mike (Chicago Booth); Wu, George (Chicago Booth)
- 124)** Age Differences in Risk Perception and Risk Intentions across Risk Domains
Bonem, Emily (University of Michigan); Ellsworth, Phoebe (University of Michigan); Gonzalez, Richard (University of Michigan)
- 125)** Using Reference Classes Leads to Lower Risk Sensitivity
Sinayev, Aleksandr (The Ohio State University); Peters, Ellen (The Ohio State University)
- 126)** Individual Differences in Attitudes towards Nudges
Jung, Janice (UPenn); Mellers, Barbara (UPenn); Baron, Jonathan (UPenn)
- 127)** Individual Differences in Greed: The Development of a Valid and Reliable Scale
Seuntjens, Terri G. (Tilburg University); Zeelenberg, Marcel (Tilburg University); Breugelmans, Seger M. (Tilburg University); Van de Ven, N. (Tilburg University)
- 128)** Does a teaser always tease?
Tu, Yanping (University of Chicago); Hsee, Christopher (University of Chicago)
- 129)** Loss Aversion and Exploration in a Search Task
Chin, Alycia (Carnegie Mellon University); Loewenstein, George (Carnegie Mellon University)
- 130)** How the psychological tangibility of money reduces loss aversion
Shah, Avni (Duke University); Bettman, Jim (Duke University); Payne, John (Duke University)
- 131)** Size doesn't matter: The importance of small losses
Zeisberger, Stefan (University of Zurich)
- 132)** Understanding the Psychology of Scarcity: When Limited Resources Prompt Abstract Thinking
Roux, Caroline (Northwestern University, Kellogg School of Management); Goldsmith, Kelly (Northwestern University, Kellogg School of Management)
- 133)** From Individual Binary Choice to Strategic Interactions: When and How are Optimal Decisions Fueled by Competition?
Schulze, Christin (School of Psychology, University of New South Wales); van Ravenzwaaij, Don (School of Psychology, University of Newcastle); Newell, Ben R. (School of Psychology, University of New South Wales)
- 134)** Understanding local warming: How warm days lead to increased belief in global warming
Zaval, Lisa (Columbia University); Keenan, Elizabeth A. (University of California); Johnson, Eric J. (Columbia University); Weber, Elke U. (Columbia University)
- 135)** Withdrawn
- 136)** The impact of post-decisional information on confidence judgments
Yu, Shuli (Michigan State University); Pleskac, Timothy (Michigan State University)
- 137)** A Mathematical Theory of Qualitative Decision-Making
Broniatowski, David (Johns Hopkins University); Reyna, Valerie (Cornell University)

- 138)** Value beyond context and elicitation: Values constructed on the spot influence more than decisions on the spot
Vickers, Brian D. (University of Michigan); Carpenter, Stephanie M. (University of Michigan); Yates, J. Frank (University of Michigan)
- 139)** The Effects of Choosing on Subsequent Confidence: Tests of a Quantum Model of Decisions and Judgments
Kvam, Peter D. (Michigan State University); Pleskac, Timothy J. (Michigan State University); Busemeyer, Jerome R. (Indiana University)
- 140)** Exploration strategies in human decision making
Wilson, Robert C. (Princeton University); Geana, Andra (Princeton University); White, John M. (Princeton University); Ludvig, Elliot A. (Princeton University); Cohen, Jonathan D. (Princeton University)
- 141)** Intransitive cycles and rational choice
Muller-Trede, Johannes (Rady School of Management, UCSD); Sher, Shlomi (Department of Psychology, Pomona College); McKenzie, Craig R.M. (Department of Psychology and Rady School of Management, UCSD)
- 142)** Using Context to Predict Value
Hundtofte, Sean (Yale); Meyer, Andrew (Yale); Frederick, Shane (Yale)
- 143)** A Penny Saved is a Partner Earned: The Romantic Appeal of Savers
Olson, Jenny G. (University of Michigan); Rick, Scott I. (University of Michigan)
- 144)** The Effect of Using a Foreign Language on Delaying Gratification
Hayakawa, Sayuri L. (University of Chicago); Keysar, Boaz (University of Chicago); An, Sun-Gyu (University of Chicago)
- 145)** How Soon is Immediate?
Yoon, Haewon (Rutgers University Department of Psychology); Chapman, Gretchen (Rutgers University Department of Psychology)
- 146)** Flexible group decisions: Abandoning the majority rule when necessary
Juni, Mordechai Z. (University of California, Santa Barbara); Eckstein, Miguel P. (University of California, Santa Barbara)
- 147)** Exploring antecedents and consequences of decision mode selection
Gong, Han (Department of Psychology, Northwestern University); Medin, Douglas L. (Department of Psychology, Northwestern University)
- 148)** Three things that make insurance fraud seem acceptable: Deductibles, insurance companies' profit, and paying premiums
van Wolferen, Job (TIBER / Tilburg University); Inbar, Yoel (TIBER / Tilburg University); Zeelenberg, Marcel (TIBER / Tilburg University)
- 149)** On the Difficulty of Simultaneously Eliciting the Attraction, Compromise, and Similarity Effects
Berkowitsch, Nicolas, A. J. (University of Basel); Scheibehenne, Benjamin (University of Basel); Mata, Rui (Max Planck Institute for Human Development)
- 150)** A Meta-Analytic Review of Self-Licensing
Blanken, Irene (Tilburg University); van de Ven, Niels (Tilburg University); Zeelenberg, Marcel (Tilburg University)
- 151)** The Sex-Partner Discrepancy Revisited: Strategy Differences and Mode Effects
Schweickart, Oliver (University of Alberta); Brown, Norman R. (University of Alberta); Moore, Sean E. (University of Alberta-Augustana); Sinclair, Robert C. (Laurentian University)
- 152)** Selling Out
Bhattacharjee, Amit (Dartmouth College); Berman, Jonathan Z. (University of Pennsylvania); Dana, Jason (University of Pennsylvania); Mellers, Barbara (University of Pennsylvania)