



SOCIETY FOR JUDGMENT AND DECISION MAKING

Newsletter

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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 acceptable).

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

Dan Goldstein (dan at dangoldstein.com) writes:

I'm pleased to announce that the following outstanding scholars have accepted committee appointments with the Society:

- **SJDM Program Track**

- Oleg Urminsky (University of Chicago Booth School, Marketing), through 2019

- **SJDM Conference Track**

- Bettina von Helversen (University of Basel, Psychology), through 2019

- **Einhorn Award Committee**

- Alex Imas (Carnegie Mellon University, Social and Decision Sciences), through 2019
- Sudeep Bhatia (University of Pennsylvania, Psychology), through 2019
- Ellie Kyung (Dartmouth Tuck School, Marketing), through 2019

- **Beattie Award Committee**

- Marijke van Putten (University of Leiden, Psychology), through 2019

- **Supervisory Committee for Judgment and Decision Making** (the journal)

- Ellen Peters, through 2018

All committee members are listed [on this page of the Society's website](#). On behalf of the Society, I thank them for their service.

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

The current issue of the Society's journal *Judgment and Decision Making* is available at <http://journal.sjdm.org>

Abbas, Ali (aliabbas at price.usc.edu) writes:

Decision Analysis Journal of INFORMS Special Issue on Decision Analysis and Social Media

Submission deadline: September 1, 2016

The essence of decision analysis is in making better decisions. With the rise of the near-ubiquitous nature of social media, untapped information is now available to address many types of decisions at a depth that was not previously possible. This special issue of the Decision Analysis journal, partnered with the Social Media Analytics subdivision, aims to bring together novel research from disciplines that have the potential to contribute to this theme. We invite high-quality original submissions based on rigorous mathematical modeling as well as empirical and simulation studies that contribute to the understanding of decision making with social media.

Sample topics include (but are not limited to):

- The formulation of new classes of decisions.
- The development of new mathematical and methodological approaches to incorporate this new information.
- New findings from empirical methods using the wealth of data that is now available.
- Perspectives on challenges and opportunities that lay ahead.

Submitting a Paper

The deadline for submission of papers is September 1, 2016. Papers should be submitted at <http://mc.manuscriptcentral.com/deca> and should follow the Decision Analysis author submission guidelines given [here](#). All submissions will go through the standard review process of Decision Analysis. Submitting authors should indicate their desire to be considered for the special issue in the cover letter to Editor-in-Chief Rakesh Sarin, during the submission process. Technical questions about submissions may be directed to Managing Editor Kelly M. Kophazi (kelly.kophazi at informs.org).

Gale Lucas (lucas at ict.usc.edu) writes:

Call for Intelligent Virtual Agents (IVA) 2016 Doctoral Consortium

Important Dates

Submissions Due: June 24, 2016

Consortium Notifications: July 5, 2016

The Intelligent Virtual Agents (IVA) 2016 Doctoral Consortium occurs September, 20, 2016, the day before the start of the main conference. We invite Ph.D. students working in the area of intelligent virtual agents to present their research to peers and a panel of distinguished researchers, who will then provide students with valuable feedback, additional ideas, and suggestions about parallel ongoing work. The Doctoral Consortium will also introduce the students to a network that can be very helpful with their career once they graduate. We particularly encourage applications from Ph.D. candidates who have made some progress on a clear topic and research approach, but are not too far advanced to benefit from feedback and guidance.

Based on the student applications, the organizing committee will select a group of students that will be invited to participate. The students selected are expected to attend and to give an oral presentation at the Doctoral Consortium. Students will also be given the possibility to present a poster during the poster session of the main conference.

Submissions consist of the following:

1. A four-page extended abstract of the student's thesis work (in the IVA submission format) submitted through the IVA submission system.
2. A short (2-page) resume (Curriculum Vitae) of the student.
3. A recommendation letter from the student's advisor/supervisor.

The last two items should be emailed to the Doctoral Consortium chair: Volkan Ustun (ustun (at) ict.usc.edu <http://ict.usc.edu/>). The student's advisor/supervisor should directly email their letter of recommendation to the consortium chair. The letter should address the expected benefit of the student attending, the significance of the research, and the anticipated graduation date of the student.

The registration details for the doctoral consortium will be announced later.

My annual compendium of summer statistics and research-methods courses is now live! Just click on the link below. Please forward to colleagues and students you think may be interested.

[Compendium of summer courses.](#)

A kind request: Before sending me a request to add your program, please look over the list to see if it's already there!

Roman Prinz (prinz at mpib-berlin.mpg.de) writes:

We cordially invite you to this year's edition of the Summer Institute on Bounded Rationality at the Max Planck Institute for Human Development, directed by Gerd Gigerenzer and Ralph Hertwig. The 2016 Summer Institute on Bounded Rationality will take place on June 27 - July 5, 2016 in Berlin, Germany.

The 15th Summer Institute brings together renowned scientists, talented young researchers and early career practitioners whose aim is to understand and improve decision-making. They should be receptive to crossing disciplinary boundaries and be willing to critically evaluate reigning assumptions in their fields. The aim is to foster understanding the process and quality of decisionmaking and to apply this knowledge to the real world, enabling people to make better choices for themselves. To this end, it offers a unique forum for decision-making scholars and practitioners from various disciplines to share their approaches, discuss their research and applications, and to inspire each other. This year's Summer Institute focuses on how we can understand decision-making in individuals and groups for better environmental, economic, government policy-making, and health choices.

The keynote address will be given by Sir David Spiegelhalter, Winton Professor of the Public Understanding of Risk in the Statistical Laboratory at the University of Cambridge.

On behalf of the directors of the Summer Institute, Gerd Gigerenzer and Ralph Hertwig, we invite scholars and young practitioners from all fields to apply. Participation will be free, accommodation will be provided, and travel expenses will be partly reimbursed.

[Further information](#) (incl. contact details and application procedure):

Deadline for applications: 27 March 2016

Shaul Shalvi (S.Shalvi at uva.nl) writes:

The European Association for Decision Making (EADM) is pleased to announce its 3rd Judgment and Decision Making (JDM) Summer School for PhD Students. It will take place between 11-16 July 2016 at the University of Amsterdam, The Netherlands. The Summer School will consist of a weeklong program of courses covering issues of methodology in JDM research including theory building (Martijn van Zomeren, Groningen), cognitive modeling (Ido Erev, Technion), Bayesian statistics and open science (Daniel Lakens, Eindhoven; Susann Fiedler, MPI Bonn), panel data analysis (Andreas Gloeckner and Marc Jekel, Goettingen), games (Ori Weisel, Nottingham), and process tracing (Michael Schulte-Mecklenbeck, Bern; Martijn Willemsen, Eindhoven).

Invited talks by leading JDM experts who are (current or previous) associate editors of some of the main outlets for JDM research (JDM, OBHDP; JESP; J of Risk and Uncertainty; Management Science; Theory and Decision; J of Mathematical Psychology; Emotion; and more). Those include EADM president Barbara Summers (Leeds), Astrid Homan (Amsterdam), Marcel Zeelenberg (Tilburg), Michel Handgraaf (Wageningen), Bernard Nijstad (Groningen), Peter Wakker (Erasmus), Susann Fiedler (MPI Bonn), Ilana Ritov (Hebrew Jerusalem), Wilco van Dijk (Leiden), and Shaul Shalvi (Amsterdam). Participants will have the opportunity to discuss their research with the speakers and teaching staff.

Applications are invited from PhD students working on any area of JDM research or related field (e.g., social cognition, behavioral economics) from both inside and outside Europe. Applications are also accepted from researchers who have recently completed their PhD or from graduate students who are about to start the PhD. Participants will be selected by an academic board and preference will be given to applicants who are (or want to become) EADM members, and those in early years of their PhD research.

Accepted participants take part at the Summer School free of charge due to the generous funding by the EADM as well as the Research Priority Area: Behavioral Economics at the University of Amsterdam. Accommodation, food and travel costs are not covered. The organizing committee seeks to assist participants

with finding affordable accommodation. Places will only be offered to applicants who will attend the entire Summer School. English is the language of tuition for the Summer School. The summer school follows two other events taking place in The Netherlands the week before, namely IAREP/SABE (international association for research in economic psychology) Annual meeting in Wageningen (8-10 July 2016), and the University of Amsterdam Experimental Economics Summer School (4-9 July 2016).

Application: To apply for the Summer School the following materials are required: (a) 2-page CV that gives details of your academic achievements, (b) 2-page (max) summary of PhD research, (c) 1-page letter of recommendation from an academic with knowledge of your research (e.g., supervisor). Please email these documents as attachments in pdf format to: summerschool2016 at eadm.eu by April 8th, 2016 with EADM Summer School Application in the subject line. Decisions will be communicated to applicants by the end of April.

EADMers are encouraged to forward this call to PhD students who may be interested to apply! Best regards on behalf of the organizing team,

Shaul Shalvi, Andreas Gloeckner, Susann Fiedler, and Michael Schulte-Mecklenbeck

Landy, Justin (Justin.Landy at chicagobooth.edu) writes:

The Center for Decision Research (CDR) at the University of Chicago Booth School of Business (Chicago Booth) is conducting a call for studies for Winter 2016, through which we are offering researchers at other institutions an opportunity to conduct behavioral science research in two of our laboratories – one on the UChicago campus (college student and community participants), and the other in downtown Chicago (50% college students from colleges and trade schools, 50% general public; very diverse in ethnicity and age). Eligible studies will be added to our labs' offerings to our participants, and we will cover all overhead costs (facilities and staffing costs) except for study materials and participant payment (typically, we pay \$1 per every 5 minutes of participation).

Priority will be given to studies that:

- Have, or be very close to having: 1) IRB approval at your institution, and 2) (if you are not affiliated with UChicago) a protocol ready for us to submit for

our local IRB approval.

- Are non-urgent: we must prioritize research conducted by members of the CDR, so the studies you submit to us must be able to tolerate a somewhat variable pace of data collection.
- Are simple. We will offer basic research assistance, but cannot support complicated protocols that would require extensive RA training. If you are local and can provide your own trained RA(s), this requirement can be relaxed. It is also possible for us to hire RAs to run more complex studies, if you are able to provide the necessary funds.

If you have one or more studies that you would like to run in our labs during this data collection drive, please complete the following online [request form](#). If you are interested in receiving information about future data collection drives from the CDR, you can sign up for our [listserv](#).

Contact Rebecca White at rebecca.white@chicagobooth.edu with any questions you may have.

Giuseppe Attanasi (attanasi@unistra.fr) writes:

please find the Fall 2015 Issue of the SABE (Society for the Advancement of Behavioral Economics) Newsletter, at this [link](#).

This issue of the SABE newsletter includes:

- message from the SABE President,
- announcement of the upcoming 2016 IAREP/SABE Joint Conference,
- announcement of a SABE/AEA Session at 2016 AEA/ASSA Meetings,
- short descriptions of 2015 conferences/workshops,
- announcements of other 2016 upcoming conferences/workshops,
- announcements of upcoming Graduate schools,
- announcements of recently published books,
- other announcements

that might be of interest for behavioral economists and researchers in related social sciences.

Jerome R. Busemeyer (jbusemey@indiana.edu) writes:

Please send your theoretical work to [Decision!](#)

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- Reference point effects in riskless choice without loss aversion. Trueblood, Jennifer S.; *Decision*, Vol 2(1), Jan, 2015 pp. 13-26.
- Older adults are highly responsive to recent events during decision-making. Worthy, Darrell A.; Otto, A. Ross; Doll, Bradley B.; Byrne, Kaileigh A.; Maddox, W. Todd; *Decision*, Vol 2(1), Jan, 2015 pp. 27-38.
- Decision from models: Generalizing probability information to novel tasks. Zhang, Hang; Paily, Jacienta T.; Maloney, Laurence T.; *Decision*, Vol 2(1), Jan, 2015 pp. 39-53.
- Modeling the interplay between affect and deliberation. Loewenstein, George; O'Donoghue, Ted; Bhatia, Sudeep; *Decision*, Vol 2(2), Apr, 2015 pp. 55-81.
- Noisy retrieval models of over- and undersensitivity to rare events. Marchiori, Davide; Di Guida, Sibilla; Erev, Ido; *Decision*, Vol 2(2), Apr, 2015 pp. 82-106.
- The effect of sample size and cognitive strategy on probability estimation bias Shteingart, Hanan; Loewenstein, Yonatan; *Decision*, Vol 2(2), Apr, 2015 pp. 107-117.
- Trust me (or not): Regret and disappointment in experimental economic games Martinez, Luis F.; Zeelenberg, Marcel; *Decision*, Vol 2(2), Apr, 2015 pp. 118-126.
- How outcome dependencies affect decisions under risk. Andraszewicz, Sandra; Rieskamp, Joerg; Scheibehenne, Benjamin; *Decision*, Vol 2(2), Apr, 2015 pp. 127-144.
- Testing a class of models that includes majority rule and regret theories: Transitivity, recycling, and restricted branch independence. Birnbaum, Michael H.; Diecidue, Enrico; *Decision*, Vol 2(3), Jul, 2015 pp. 145-190.

- Unpacking the exploration-exploitation tradeoff: A synthesis of human and animal literatures. Mehlhorn, Katja; Newell, Ben R.; Todd, Peter M.; Lee, Michael D.; Morgan, Kate; Braithwaite, Victoria A.; Hausmann, Daniel; Fiedler, Klaus; Gonzalez, Cleotilde; *Decision*, Vol 2(3), Jul, 2015 pp. 191-215.
- The effects of construal level on heuristic reasoning: The case of representativeness and availability. Braga, Joao N.; Ferreira, Mario B.; Sherman, Steven J.; *Decision*, Vol 2(3), Jul, 2015 pp. 216-227.
- Individual Differences and Fitting Methods for the Two-Choice Diffusion Model of Decision Making. Ratcliff, Roger; Childers, Russ; *Decision*, Vol 2(4), Oct 2015, 237-279.
- Transitivity in Context: A Rational Analysis of Intransitive Choice and Context-Sensitive Preference. Mueller-Trede, Johannes; Sher, Shlomi; McKenzie, Craig R. M.; *Decision*, Vol 2(4), Oct 2015, 280-305
- A Bayesian Latent-Mixture Model Analysis Shows That Informative Samples Reduce Base-Rate Neglect. Hawkins, Guy E.; Hayes, Brett K.; Donkin, Chris; Pasqualino, Martina; Newell, Ben R.; *Decision*, Vol 2(4), Oct 2015, 306-318
- Nudging Investors Big and Small Toward Better Decisions Newell, Philip W. S.; Love, Bradley C.; *Decision*, Vol 2(4), Oct 2015, 319-326
- Item Response Models of Probability Judgments: Application to a Geopolitical Forecasting Tournament. Merkle, Edgar C.; Steyvers, Mark; Mellers, Barbara; Tetlock, Philip E.; *Decision*, Vol 3(1), Jan 2016, 1-19
- How bad is incoherence? Arkes, Hal R.; Gigerenzer, Gerd; Hertwig, Ralph. *Decision*, Vol 3(1), Jan 2016, 20-39.
- Agency and rationality: Adopting the intentional stance toward evolved virtual agents. Pantelis, Peter C.; Gerstner, Timothy; Sanik, Kevin; Weinstein, Ari; Cholewiak, Steven A.; Kharkwal, Gaurav; Wu, Chia-Chien; Feldman, Jacob. *Decision*, Vol 3(1), Jan 2016, 40-53
- Description-experience gap in choice deferral. Noguchi, Takao; Hills, Thomas T. *Decision*, Vol 3(1), Jan 2016, 54-61

- Sensitivity to hypothesis size during information search. Hendrickson, Andrew T.; Navarro, Daniel J.; Perfors, Amy *Decision*, Vol 3(1), Jan 2016, 62-80

Ulrich Schmidt (u1366 at gmx.de) writes:

We are announcing the 10th Kiel Institute Summer School 2016 from July 25 to July 30, 2016 in Kiel, Germany.

This years' topic is Education, Preferences, and Economic Outcomes and lectures and keynotes will be given by George Loewenstein, Rachel Croson, Matthias Sutter, J.H. Sonnemans, Jens Mueller and Ralph Hertwig.

Further information can be found at the Institute's [website](#). The Summer School addresses graduate (MA or PhD) students and Post-docs with a strong academic record and a keen interest in policy issues, and staff members of policy institutions.

In case of questions please contact: [kissep at ifw-kiel.de](mailto:kissep@ifw-kiel.de)

Leslie John (ljohn at hbs.edu) writes:

BIG Ideas Graduate Student Workshop

Join us on August 18 & 19, 2016 for a small conference for doctoral students and faculty to discuss interesting, cutting-edge ideas in behavioral research and policy for the public good, hosted by the Behavioral Insights Group [BIG](#) at the Harvard Kennedy School. Join behavioral scientists from across Harvard University for a discussion on the future of the field.

Where do interesting ideas come from?

How can you move good ideas from inception to publication?

How can you write, present, and review effectively to shape the field and the world?

To Apply

Please submit a CV, statement of interest (no longer than one page), and a list

of two references by April 15, 2016 to abigail.dalton@hks.harvard.edu. BIG Ideas Graduate Workshop 2014 and 2015 attendees should feel free to apply.

Event Details

August 18, 2016, 8:30am - 5:00pm, Harvard Business School

August 19, 2016, 8:30am - 12:00pm, Harvard Business School

Faculty Participants will Include:

Max Bazerman; John Beshears; Ryan Buell; Christine Exley; Leslie John; Elizabeth Keenan; David Laibson; Brigitte Madrian; Michael Norton; Guatam Rao; Todd Rogers; Josh Schwartztein; and Alison Wood Brooks

Financial assistance for travel available in some circumstances; please include a short paragraph describing your funding needs in your application. Co-Hosted by the Negotiation, Organizations, and Markets Unit at Harvard Business School. Questions? Contact: abigail.dalton@hks.harvard.edu, 617.496.4391

Guy Hawkins (guy.e.hawkins@gmail.com) writes:

June 27 - July 1 2016 will see the third Model-Based Neuroscience Summer School, hosted at the University of Amsterdam.

The summer school will provide students with hands-on experience in both cognitive modeling using diffusion and accumulator models and simple neuroscience methods. The program includes a series of lectures on model-based decision neuroscience in both humans and non-human primates from experts including Michael Shadlen, Gordon Logan, Andrew Heathcote, Uta Noppeney, Brandon Turner, Jane Neumann, and Birte Forstmann.

The summer school is aimed at PhD students and early postdocs who wish to combine cognitive modeling with experimental and theoretical neuroscience research. Students should be familiar with general programming concepts and state in their application which programming languages and software packages they typically use.

The summer school will be co-located at the University of Amsterdam with a one-day symposium on model-based neuroscience of mind wandering, to be held on July 2, 2016. The symposium will involve a series of lectures from experts in

the scientific study of mind wandering with a focus on model-based neuroscience approaches. The symposium will provide a unique opportunity to see how the concepts introduced in the summer school can provide insight into an important research topic.

Application and registration:

The registration fee for the summer school is 500 euro. The registration fee for combined attendance at the summer school and the one-day mind wandering symposium is 600 euro. We ask that students make their own housing arrangements. Space is limited, therefore we ask that you provide a statement of interest. We will select students based on the relevance of the summer school to their research. The application deadline is April 22, 2016.

More information about the summer school including teachers, preliminary program and application can be found at [this site](#)..

We look forward to welcoming you in Amsterdam!

Steven Rieber (sdrieber at gmail.com) writes:

The Intelligence Advanced Research Projects Activity (IARPA) has just announced a new funding opportunity for research on crowdsourced reasoning. [CREATE](#) (Crowdsourcing Evidence, Argumentation, Thinking and Evaluation) is soliciting proposals from interdisciplinary research teams.

The basic idea is to extend crowdsourcing beyond its traditional applications. Whereas Wikipedia and prediction markets use the power of crowds to consolidate information and produce forecasts, CREATE will link crowdsourcing to structured techniques in order to improve reasoning about complex analytic issues. The resulting methods are expected to have value not just for intelligence analysis but also for science, law, and policy—in fact, any domain where people must think their way through complex questions.

CREATE is a multi-year research program, and IARPA anticipates multiple awards. The proposal due date for the initial round of selections is April 18, 2016. The announcement is on FedBizOpps [Link 1](#) [Link 2](#)

2 Conferences

The 54th Edwards Bayesian Research Conference will take place April 7-9 in Fullerton, California. For further information, please visit the [conference website](#)

The Society to Improve Diagnosis in Medicine (SIDM) invites you to submit abstracts to the Diagnostic Error in Medicine 1st International Conference June 30-July 1, 2016 in Rotterdam, the Netherlands. As the premier educational event dedicated to the problem of diagnostic error, the Diagnostic Error in Medicine Conference will provide valuable insight and meaningful dialogue for this important topic in healthcare.

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

Submit your abstract for consideration by 11:00 pm on Friday, April 8, 2016, Central European Time. More information and instructions can be found [here](#)

For questions regarding abstract submissions, please contact the abstract committee at dem-europe at improvediagnosis.org.

[Conference Registration](#)

We wish to announce an interdisciplinary conference on "Intelligent Virtual Agents," for which the conference proceedings are archival (i.e., published book chapters). Relevant topics include human-computer interaction and computational models of psychological processes (decision-making, cognition, affect, etc.). However, topics are not limited to these areas, and researchers from the fields of human-human interaction or human-robot interaction are encouraged to submit any work with relevance to intelligent virtual agents.

Intelligent Virtual Agents conference 2016 (IVA2016)

September 20-23, 2016

University of Southern California, Institute for Creative Technologies

<http://iva2016.ict.usc.edu/>

IMPORTANT DATES

Paper, Poster and Demo Submissions

Submissions deadline: May 2, 2016

Author notification: July 5, 2016

CONFERENCE

Intelligent virtual agents are interactive characters that exhibit human-like qualities and communicate with humans or with each other using natural human modalities such as facial expressions, speech and gesture. They are capable of real-time perception, cognition and action that allow them to participate in dynamic social environments. The International Conference on Intelligent Virtual Agents (IVA) is an interdisciplinary annual conference and the main leading scientific forum for presenting research on modeling, developing and evaluating intelligent virtual agents with a focus on communicative abilities and social behavior. In addition to presentations on theoretical issues, the conference encourages the showcasing of working applications. Researchers from the fields of human-human and human-robot interaction are also encouraged to share work with a relevance to intelligent virtual agents.

SUBMISSION DETAILS

Prospective authors are invited to submit full papers (12 pages), short papers (8 pages), or poster papers (4 pages). We also welcome demonstrations (please submit a 4-page description). Submissions should be anonymous and in Springer LNCS format. Detailed author instructions will become available on the conference website <http://iva2016.ict.usc.edu/> shortly.

[Norms, Actions, Games \(NAG 2016\)](#)

June 20-21, 2016, Institute for Advanced Study in Toulouse (IAST).

In strategic interaction, where multiple agents pursue personal objectives, conflict is bound to arise, as the actions of the individual agents have an effect on the welfare of the others. In such situations the need arises for the explicit regulation of individual and collective behaviour which has traditionally followed two alternative approaches, well-known in the economics literature: the spontaneous order approach, which studies how norms result from endogenous agreements among rational individuals or how conventions emerge through repeated interactions and learning, and the mechanism design approach, which studies how norms are exogenously designed in order to reach desirable properties. The present symposium

sium is motivated by the conviction that the two paradigms to understand norms in strategic interaction are by no means incompatible and can be effectively used together for regulative purposes. The aim of the NAG 2016 workshop is to gather researchers looking at norms in strategic interaction from different perspectives, i.e., philosophy, computer science, game theory, logic, linguistic fostering discussion and interdisciplinary collaboration. Researchers will be given the opportunity of presenting their work in a stimulating environment, without novelty constraints on the contributions.

Submissions: The two-day workshop will give opportunity for paper presentations and discussions. Potential contributors should submit an extended abstract of approximately 5-10 pages in PDF format using the following [link](#).

Important dates:

March 25, 2016 : Paper submission deadline

April 20, 2016 : Author notification

June 20-21, 2016 : Workshop

Social and Biological Roots of Economics Workshop (SBREW 2016)

The Kiel Institute for the World Economy (IfW) <http://www.ifw-kiel.de/> is excited to announce the Social and Biological Roots of Economics Workshop (SBREW 2016). The conference is organized by the research group “Social and Behavioral Approaches to Global Problems” at the Institute for the World Economy in Kiel. The workshop will be held in Kiel, Germany from July 27 to 29, 2016. We are delighted to announce that Rachel Croson (U. Texas Arlington), Ralph Hertwig (MPI for Human Development), George Loewenstein (Carnegie Mellon), Joep Sonnemans (Amsterdam), and Matthias Sutter (Cologne) will present their work at SBREW 2016.

Please find additional details at <http://www.sbrew2016.com/>. The deadline for submission is June 1 and the deadline for registration will be July 1. Please send participation or submission requests (along with abstract) to sbrew2016 at gmail.com. The conference registration fee is 250 EUR, but PhD students may register for 150 EUR. Participants must arrange their own travel to and accommodation in Kiel. Please feel free to forward this call to colleagues you think may be interested in the workshop.

SBREW will take place during the same week as the 10th Kiel Institute Summer School on Education, Preferences, and Economic Outcomes. Students interested in attending SBREW

are particularly encouraged to apply for the summer school. More information may be found [here](#).

Scope of the workshop

Many of the global problems faced by human society are caused by either insufficient cooperation (e.g. carbon abatement, poverty reduction) or excessive risk taking (e.g. financial crises). Traditional economic policy recommendations have thus far failed to solve these problems. By failing to account for the rich processes by which people arrive at these decisions, policies that work through pecuniary incentives may be ineffective. The workshop's agenda is therefore to explore the underlying individual and social determinants of economic behavior, including interactions between these levels. Our approach draws on recent research in experimental economics and evolutionary biology suggesting that the successful emergence of cooperation within groups depends on the specific characteristics of culture-specific social norms, moral values, and individual preferences, which become established in a society. We seek work that synthesizes insights from cognitive sciences, physiology and (epi-)genetics with empirical or theoretical social science. We will welcome all submissions that explore the interface between economics and both the social and biological roots of human decisions or which use methodologies from any of the life or social sciences to investigate economic questions. Submissions can use experiments, observation, or theory to expand our understanding of human decision making. These include, but are not limited to behavioral and evolutionary game theory, psychology, sociology, and experiments utilizing fMRI, SCR, pulse and blood pressure readings, eye tracking, genetic analysis, hormone studies and pharmaceutical or other medical treatment interventions. We particularly seek work that integrates these disparate insights by studying the interaction between social and individual determinants of behavior.

The International Conference on Thinking

Deadline: March 31, 2016

Date: August 4-6, 2016 (Note: The Cognitive Science Society conference will be in Philadelphia the following week).

Location: Brown University, Providence, RI, USA

This conference brings cognitive scientists, psychologists, philosophers, decision-making researchers, and others together every 4 years to discuss the latest research and ideas about how people think. You can obtain information about the conference and submit a paper or symposium [here](#). The best submission by a student will receive The Student Award

for Outstanding Scientific Contribution presented by *Cognition*, the International Journal of Cognitive Science

Keynote Speakers:

Cass Sunstein, Program on Behavioral Economics and Public Policy at Harvard Law School

Nick Chater, Warwick Business School

Shaun Nichols, University of Arizona

Lance Rips, Northwestern University

Michael Tomasello, Max Planck Institute for Evolutionary Anthropology

Elke Weber, Columbia Business School

Conference Chair: Steven Sloman, Brown University

Program Committee Chair: David Lagnado, University College London, UK

Program Committee: Daniel Bartels, University of Chicago; Ulrike Hahn, Birkbeck, University of London; Joshua Knobe, Yale University; Tania Lombrozo UC Berkeley; Mike Oaksford, Birkbeck, University of London; Daniel Oppenheimer, UCLA; David Over, Durham University

Workshop: Coherence-Based Approaches to Decision Making, *Cognition*, and Communication. Berlin, Germany, July 9-10, 2016

One challenge in the field of decision-making is to develop detailed process models that can also be applied outside the lab and to complex societal challenges. Specifically, models should (a) provide valid descriptions of cognitive processes that are cognitively plausible and compatible with findings from controlled and simplified experimental paradigms and (b) sufficiently general and simple to apply them to real-world problems that involve communication between different agents, sense-making based on unreliable or missing information, and many other complications. Coherence-based approaches provide one framework that allows addressing these challenges. They rest on the assumption that information processing can be described as a process of active information-structuring and sense-making. In this process, coherent interpretations (e.g., dominant options, gute Gestalten, stories) are formed by taking into account the incoming current evidence (bottom up effects) as well as prior knowledge (top down effects). Many of the models assume that this process can be modelled as spread of activation and interactive competition in network models. In contrast to most established models of decision-making as well as standard rational utility-maximisation approaches, coherence-based approaches therefore break with the basic idea that information

processing is conducted in a serial, step-wise manner by applying (a set of simple) decision rules. In a 2-day workshop in Berlin, Germany, we want to bring together researchers interested in coherence-based approaches to decision making, cognition and communication, to discuss and exchange recent ideas and developments. We particularly also aim to bridge the gap between basic cognitive research and applied real-world problem-solving using a coherence approach as connecting layer.

Keynote speakers will be Paul Thagard (University of Waterloo), Dan Simon (University of Southern California), and Bruce Edmonds (Centre for Policy Modeling, Manchester Metropolitan University).

The workshop will be held at the Berlin facilities of FernUniversität Hagen (SpreePalais am Dom) in collaboration with the Potsdam University of Applied Sciences (FH Potsdam) on the 9th/10th of July, 2016. The event is sponsored jointly by the European Association for Decision-Making (EADM), FernUniversität Hagen, and FH Potsdam, so participation is free of charge (participants will cover their own travel costs).

If you are interested in presenting your work, please submit title and abstract (max. 1 page) of your possible contribution (20-minute presentation + 10 min discussion) no later than March 31st, 2016 to marc.jekel at fernuni-hagen.de. Researchers that are interested to participate without a contribution please also send a brief email to marc.jekel at fernuni-hagen.de before the deadline (if possible).

The number of participants is limited to 40 due to room size.

Exploring Ignorance: The acquisition, selection and processing of information
May 18-20 2016 in Konstanz, Germany.

[About the Symposium](#)

How is information used in decision-making, and how can we study and understand its variation across decision-makers and contexts? Being a central issue in the field of decision sciences, these questions have mainly been studied isolated within the disciplines of Psychology, Economics, and Political Sciences, using discipline-specific theoretical and methodological approaches. The 2nd GSDS symposium brings together an interdisciplinary group of researchers to initiate an exchange on the common insights and challenges regarding the role of information in decision-making processes. The goal is not only to achieve a better understanding of the role and determinants of information behavior (acquisition, selection

and processing of information) in individual and collective decision-making, but also to offer a unique platform for interdisciplinary discussions. The 2016 GSDS Symposium is organized around keynote and focus sessions held by distinguished speakers on selected key research areas in information behaviour. These are complemented by paper and poster presentations of over 30 research projects submitted from researchers all over the world. We encourage you to join us in advancing interdisciplinary research in information behavior. A detailed program can be found [here](#).

Keynote Speakers:

Gerd Gigerenzer (MPI Human Development, Berlin)

Arthur Lupia (University of Michigan)

Focus Speakers:

Alex Mintz (IDC Herzliya), Marco Steenbergen (University of Zurich), Stefan Schulz-Hardt (Univ. Gottingen), Thorsten Pachur (MPI f. Human Development, Berlin), Susann Fiedler (MPI f. research on collective goods, Bonn), Ian Krajbich (Ohio State Univ, USA)

If you have any questions, do not hesitate to contact us via gsds.overloadinfo2016@uni-konstanz.de.

We are pleased to accept submissions for poster presentations for the 64th [Annual Nebraska Symposium on Motivation](#) from 21-22 April 2016 at the University of Nebraska-Lincoln. This year's topic is Impulsivity: How Time and Risk Influence Decision Making, and we have a fantastic [program](#), with speakers including Warren Bickel, Suzanne Mitchell, Philip Peake, Michael Platt, Valerie Reyna, Trevor Robbins, and Bram Tucker.

Posters should present research focused on impulsivity, self-control, risk-taking, patience, decision making or motivation, broadly defined. The poster session will take place during a reception on Thursday, April 21. To submit an abstract for consideration, please email nesymposium@unl.edu with the title, authors, author affiliations, and abstract/summary (no more than 300 words). Please also include full contact information for the corresponding author and put "poster submission for NSM" in the subject line of the e-mail.

All submissions are due by March 31, 2016. Posters will not be part of the subsequent published volume. If you plan to present a poster or just attend, please [register](#) for the symposium.

Behavioural Finance Working Group [BFWG](#) Conference: Call for Papers

Dates: 13-14 June 2016

Location: University of London, UK

Keynote Speaker: Hersh Shefrin (Santa Clara University).

Organisers: Gulnur Muradoglu and Kim Kaivanto

Special Issue: Accepted papers will be considered for a special issue of *The European Journal of Finance* which will publish a selection of research presented at the conference.

Overview: In this two-day meeting, we will consider how the fields of behavioural finance, economic psychology, financial socio-analysis and other related areas can enhance our understanding of financial regulation. Papers exploring any Behavioural Finance issue will be considered but those related to the developing area of financial regulation and the politics of finance, more broadly will be particularly welcomed.

As usual, we will consider papers in all areas of common concern to those working in behavioural finance and related areas. These include processes underlying the financial judgments and decisions involved in investing, trading, forecasting, risk assessment, asset valuations, acquisitions, IPOs, asset pricing bubbles, financial crises, and other financial behaviours. As well as such associated cognitive phenomena as overconfidence, framing, loss aversion, herding, optimism, biased information search, and the money illusion, we are equally interested in drawing on emotional and psychodynamic perspectives, group psychology, personality theory, and narratology in the context of financial activity. We seek contributions relating to these issues at the level of markets and institutions of various types, households, corporations, boards and other financially active groups, individual and institutional investors and traders. We will have dedicated PhD sessions supported by ICAEW's Charitable Trusts and a Practitioner's Round Table. Best Paper Awards: Two best paper awards will be given for the papers presented at the conference. *The European Journal of Finance* will give a Best Quantitative Paper Award and the *Qualitative Research in Financial Markets* will give a Best Qualitative Paper award.

We invite you to submit extended abstracts, papers-in-progress or full papers by the deadline of April 1st 2016. The organizers will come back with a decision within three weeks after this deadline. To submit a paper or extended abstract for consideration please email a PDF version of the manuscript to tobfwg@qmul.ac.uk

We are delighted to invite submissions of talks to the 35th Meeting of the European Group of Process Tracing Studies (EGPROC), June 23-25, 2016 in Bonn, Germany. This year's EGPROC meeting will be extended by an (optional) one day pre-conference symposium on Recent Theory Developments in Process Tracing and J/DM. In this symposium Prof. Ian Krajbich, Prof. Andreas Glockner, Prof. Michael Birnbaum, Prof. Carlos Alos-Ferrer and other experts in J/DM theory and its relation to the underlying cognitive processes will present and discuss recent developments in the field.

Submissions can be made via www.coll.mpg.de/EGPROC by April 15, 2016. Notification of acceptance: 30th April, 2016. Conference fee: 30 EUR for non-EADM members, and 15 EUR for EADM members (including coffee breaks). We thank the EADM for their generous support of this event! Please find more information & the complete call for papers [here](#).

3 Jobs

Postdoctoral Research Fellowship: Frank Batten School of Leadership and Public Policy, University of Virginia

The Frank Batten School of Leadership and Public Policy at the University of Virginia invites applications for a postdoctoral research position. The position is offered for one year, with the possibility of a second year appointment, contingent upon funding and satisfactory performance. In addition to carrying out his or her own research, the appointee will collaborate with one or more psychology faculty members at the Batten School (Eileen Chou, Benjamin Converse, Sophie Trawalter).

A PhD degree in Psychology or related disciplines with behavioral and policy relevance is required. Strong quantitative, communication, and project management skills are also required. Applicants with a track record of publication are strongly preferred.

To apply, visit <https://jobs.virginia.edu> search on posting number 0618372, and complete a candidate profile. Include a CV, contact information for three references, and a cover letter describing your research and research interests.

For immediate consideration, please apply by March 25, 2016. The position will remain open until filled.

The University of Virginia is an equal opportunity/affirmative action employer. Women, minorities, veterans and persons with disabilities are encouraged to apply.

Post-doctoral fellowship at the University of Minho (Portugal), aim is to have a strong candidate in the field of decision making. This fellowship is in a full-time base. It will have an initial duration of 12 months, and it can be renewed up to a maximum of six years. More information can be found [here](#).

The Center for Cognitive and Decision Sciences (Prof. Dr. Rui Mata) at the Department of Psychology, University of Basel, Switzerland, seeks applicants for 1 Postdoctoral Position (3 years)

The position is available from September 1st 2016, but later starting dates are possible. The position is for 3 years with a possibility of extension. Candidates should be interested

in studying individual and age differences in cognitive and decision processes. The ideal candidate has solid knowledge of experimental research methods, computational modeling, and/or neuroimaging. Applicants will be part of an international group and an English-speaking environment. Teaching requirements involve two seminars per semester that can be taught in either English or German. For more information about our group see <http://www.cds.unibas.ch>.

The University of Basel is an equal opportunity and family friendly employer committed to excellence through diversity and we strongly encourage applications from women.

Applications (consisting of a cover letter describing your research interests, curriculum vitae, representative publications, and the names of potential writers of recommendation letters) should be sent as a single PDF file, with the applicant's name as the file name, to Laura Wiles (laura.wiles at unibas.ch). Applications must be submitted by April 1st, 2016, to ensure consideration but review of applications will continue until the position is filled.

The Lee Kuan Yew School of Public Policy (National University of Singapore), a premier public policy institution in Asia, invites applications for three full-time tenure track positions (rank open) in Public Management. Candidates are expected to demonstrate evidence of a high level of competence in policy-relevant, theoretically sound, and empirically grounded research on public management.

For more information see [this link](#).

Multiple Positions (including endowed chairs) in Experimental Business Research (Open Rank)

The University of California at Riverside (UCR) is embarking on a major new hiring initiative that will add 300 tenured and tenure-track positions in 33 cross-disciplinary areas selected through a peer-reviewed competition. Over the next three years, we will hire multiple faculty members in each area and invest in research infrastructure to support their work. This initiative will build critical mass in vital and emerging fields of scholarship, foster truly cross-disciplinary work and further diversify the faculty at one of America's most diverse research universities. We encourage applications from scholars committed to excellence and seeking to help redefine the research university for the next generation. For more information about UCR's cluster hiring initiative, visit <http://www.clusterhiring.ucr.edu>.

This announcement aims to fill up to two positions in the area of Experimental Business Research. Experimental Business Research adopts laboratory/field based experimental methods to study an array of business and policy issues spanning the entire business domain including accounting, finance, information systems, marketing, management and operation and supply chain management. The full announcement is available at [this link](#).

Interested candidates should upload a cover letter, CV, evidence of research and teaching excellence, selected articles or working papers, diversity statement that addresses potential contributions to academic diversity and names and contact information for three references to:

Associate & Full Professor: <https://aprecruit.ucr.edu/apply/JPF00496>

Assistant Professor: <https://aprecruit.ucr.edu/apply/JPF00489>

Inquiries may also be made to Professor Thomas Kramer thomas.kramer@ucr.edu

The Social Psychology program at The Ohio State University anticipates funding to appoint a postdoctoral fellow for the 2016-2017 academic year, with the possibility of renewal for a second year. The postdoctoral fellow would work closely with one or more of the core faculty in the social psychology program: Robert Arkin, Jennifer Crocker, Russell Fazio, Kentaro Fujita, Lisa Libby, Ellen Peters, Richard Petty, Steven Spencer, Baldwin Way, Dylan Wagner, or Duane Wegener. Salary is \$40,812 annually. Applicants should submit a CV and a statement describing their research interests and accomplishments, including identification of the faculty member(s) with whom they seek to work. Applicants also should arrange for the submission of two letters of recommendation.

For full consideration, applications should be received by April 1, 2016, but applications will be processed until the position is filled.

All application materials may be sent to Caitlyn Pena via email (pena.63@osu.edu). For more information about the department, visit: <http://www.psy.ohio-state.edu>. The Ohio State University is an equal opportunity employer. All qualified applicants will receive consideration for employment without regard to race, color, religion, sex, sexual orientation or identity, national origin, disability status, or protected veteran status.

Ph.D. Positions at Tel Aviv University on Usable Privacy

Position 1: Modeling Responses to Privacy-related Indications

The Ph.D. will develop models of user responses to privacy-related indications from systems or other information sources and validate these models with empirical research to generate effective privacy notifications and information. Supervisor: Prof. Joachim Meyer (Engineering)

Position 2: Informed Consent in Privacy: Functionality, Usability, and Legality

The Ph.D. will analyze legal and technological paradigms of consent in privacy, develop new models of consent that can be effectively applied to contemporary information systems, and assess how users respond and make use of these new models. Supervisors: Dr. Eran Toch (Engineering), Prof. Michael Birnhack (Law)

For more information see [this link](#).

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 and leaving the email list	SJDM mailing list
Decision Science News – Some of the content of this newsletter is released early in blog form here	www.decisionsciencenews.com
Decision Science News by email – One email per week, easy unsubscribe	DSN by email
