

# SOCIETY FOR JUDGMENT AND DECISION MAKING

## Newsletter

Volume 36, Number 4, December 2017

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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 \$250 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

Jonathan Baron (baron at upenn.edu) writes:

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

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Steffel, Mary (m.steffel at northeastern.edu) writes:

We are excited to announce that the GSA Office of Evaluation Sciences (OES) is currently accepting applications for fellowships beginning in October 2018 in Washington, D.C.

We're particularly seeking accomplished researchers who can take temporary leave from their universities or research institutions to serve as Fellows, as well as rising-star researchers for Associate Fellow positions. OES is also eager to host detailees from other government agencies on a reimbursable or non-reimbursable basis.

The deadline to submit an application is 11:59pm EST Sunday, January 14, 2018.

*Who is OES?* OES is a team of applied researchers tasked with applying insights from the social and behavioral sciences to federal programs, and testing and learning what works. OES partners with federal agencies to evaluate the effectiveness of new evidence-based interventions on program outcomes and provides agencies evidence to make informed programmatic decisions.

Over the past three years, OES has led over 45 randomized evaluations with agency partners. OES has made major strides improving federal programs by applying and testing the impact of behavioral insights on a diverse range of agency outcomes. For more information on our portfolio to date, go to [\[this link\]](#).

*How do I learn more?* To learn more about the responsibilities and qualifications of Fellow and Associate Fellows, and details on how to apply for this unique opportunity, please visit [\[this link\]](#). You can also send general questions to oes at gsa.gov. We encourage those with questions to join our informational webinar

January 5th, 2018 12-1pm ET. To join, enter this site at 12pm ET on January 5th [[this link](#)]. Please feel free to forward this to any interested candidates.

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

Dear Scholars and Fans of Behavioral Economics and Judgment and Decision Making,

As of January 1, 2018 Management Science - one of the world's top academic journals - will have a new editor-in-chief (David Simchi-Levi). David's first act as EiC has been to announce the elimination of the Behavioral Economics and Judgment and Decision Making departments at Management Science (see: [[this link](#)]). It appears that the Decision Analysis division of Management Science will absorb some of the papers that used to be published in the JDM and BE divisions. If you would like to support BE and JDM at Management Science, please take the following steps:

(1) Please email David at dslevi at mit.edu and CC the current president and president elect of INFORMS (president at mail.informs.org and president\_elect at mail.informs.org) (consider copying and pasting the below message to save yourself time)

Subject: Please Recognize the Value of BE & JDM in Mgmt Sci

Dear David,

I writing you to express my disappointment at your decision to eliminate the JDM and BE divisions of Management Science. These are booming fields that only strengthen the Management Science and INFORMS community, as letters you've received recently have demonstrated. I hope you will reconsider your decision. At the very least, I hope you will add DEs and AEs to the Decision Analysis Division of Management Science who are well-equipped to handle BE and JDM submissions.

Thank you for your consideration, [Your Signature with Affiliation/Title]

(2) Please consider signing a petition here expressing your disappointment about the decision and asking that JDM and BE editors be added to the Decision Analysis Division of Mgmt Sci: [[this link](#)]

If you have papers you were planning to submit to Management Science's JDM or BE divisions, you may want to submit before midnight on December 31st or, alternatively, submit them to the Decision Analysis division in 2018.

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

Call for Papers: Special Issue Honoring Kenneth Arrow  
Mathematical Models of Individual and Group Decision Making in Operations Research  
Submission deadline: May 30th, 2018

Kenneth Arrow played a leading role in many fields including operations research and economics. His work spanned diverse areas including the theory of individual and group decision making, the economics of information, healthcare, the environment, and military operations research. This special issue of Operations Research will focus on quantitative models of individual and group decision making related to Ken Arrow's areas of work in the field of operations research including but not limited to:

- Mathematical models of preference, value, and utility
- Group decision making and negotiations
- Game theory, auctions, voting theory, general equilibrium theory, and mechanism design
- Decision making in healthcare systems
- Decision making in climate change and the environment
- Decision models in computational economics and finance
- Simulation methods for individual and group decisions

We invite high-quality original submissions based on rigorous mathematical modeling as well as empirical and simulation studies that contribute to the understanding and regulation of individual and group decisions in a variety of areas. To submit your paper, go to the Operations Research ScholarOne Manuscripts site [[this link](#)] and follow the instructions provided.

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Behavioral Science & Policy Association (bspa at behavioralpolicy.org) writes:

The annual conference of the Behavioral Science & Policy Association (BSPA) will be held on May 18, 2018 in Washington DC. Attendees include leading behavioral scientists, policy makers, behavioral science consultants, private and public sector executives, and members of the media.

BSPA seeks proposals by January 31, 2018 for short (TED talk style) presentations highlighting research in six key areas in which behavioral scientists could have significant influence on policy. These include:

Education & Culture, Energy & Environment Financial Decision Making Health Justice & Ethics Management & Labor

The short presentation session is designed to inform and influence academics, policy makers, and managers. Presentations may demonstrate recent key research findings (potentially from multiple papers) with meaningful implications for policy and practice and need not present new work-in-progress. These presentations should not be highly technical.

Click here to learn more and to submit: [\[this link\]](#)

Conference Organizers: Dolly Chugh (NYU), Craig Fox (UCLA) and Sim Sitkin (Duke)

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Jon Baron (baron at upenn.edu) writes:

The Society for Judgment and Decision Making is a charity recognized by the U.S. Internal Revenue Service. Contributions are tax deductible if you itemize deductions (and meet certain other criteria).

The new tax law in the U.S. will increase the standard deduction substantially and will limit or remove some other deductions. This means that many people who now itemize deductions will not do so for 2018 taxes. As a result, they will not get the deduction for charitable contributions.

If you are in this category and plan to donate to SJDM in 2018, you might want to donate now, before the end of 2017. SJDM has a button for donations here: [\[this link\]](#). Donations may be specified for the women's lunch or the Beattie Award fund, as well as for the general fund.

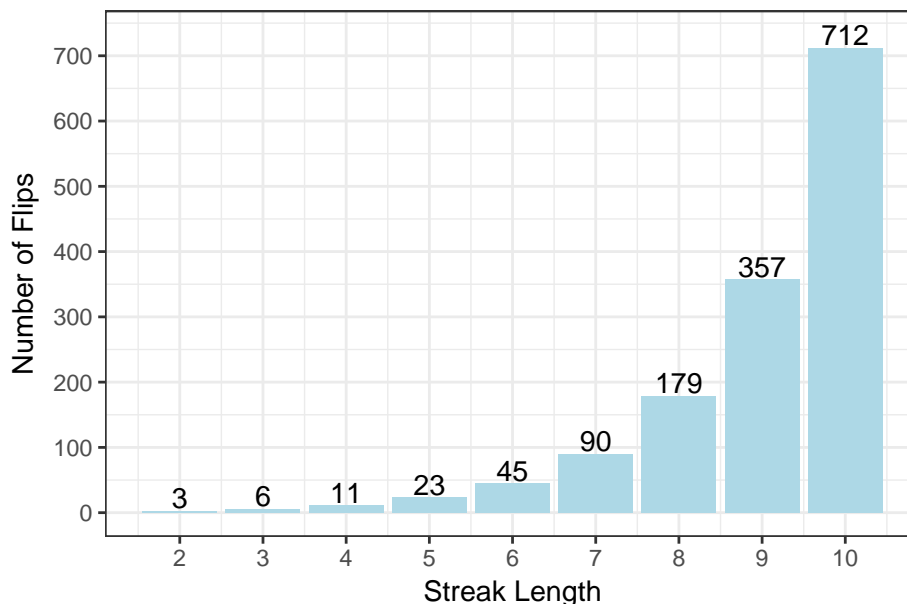
## 2 Essay

### How long do you need to flip a coin to see a streak?

by [Dan Goldstein](#) & originally on [Decision Science News](#)

#### Minimum Number of Flips Needed for a Streak To be More Likely Than Not

That is, streak probability greater than 50%



From research on the hot hand (1, 2) to the observation that people don't create enough streaks when instructed to create pseudo random data, the decision science community is pretty interested in the perception of streaks.

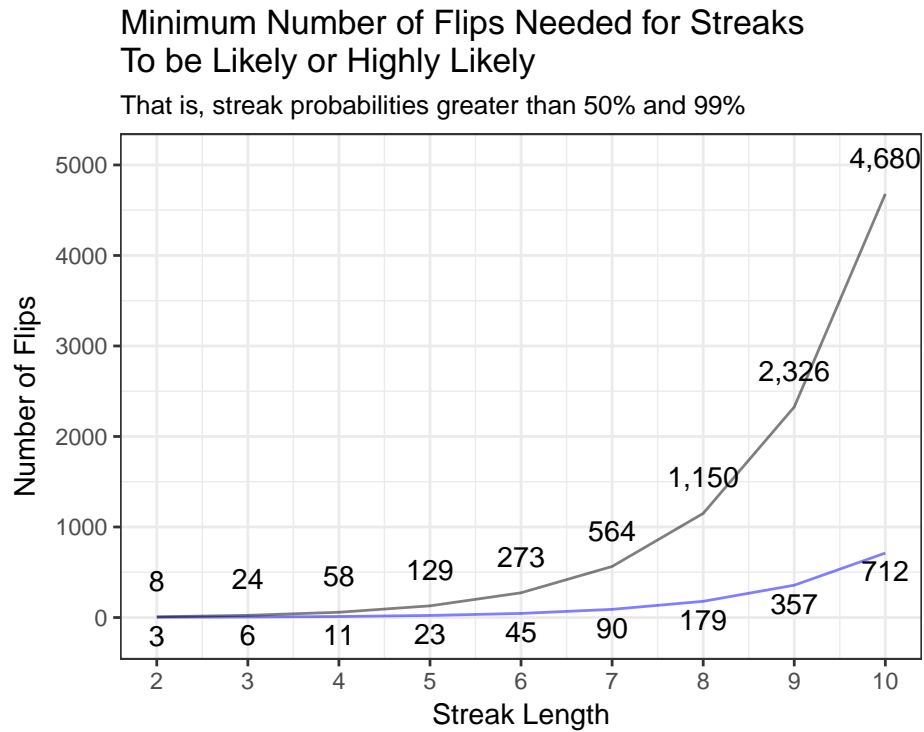
One day we got to wondering how long would you have to flip a coin for it to be more likely than not you would see a streak of length 10? And in this thought experiment, we mean a fair coin and that the streak could be one of heads or one of tails, and finally that more likely than not means greater than 50% likely.

Before reading on, guess for yourself.

Not to spend too much time on it, we adapted a nice [Markov chain solution](#) to the problem and computed the answer for streaks from length 2 to 16. The above graph has the first 10. The answer is that you need to flip 712 times to exceed a 50% chance of observing a streak of length 10. Notice that if we had said a streak of length 9, which one might shallowly process

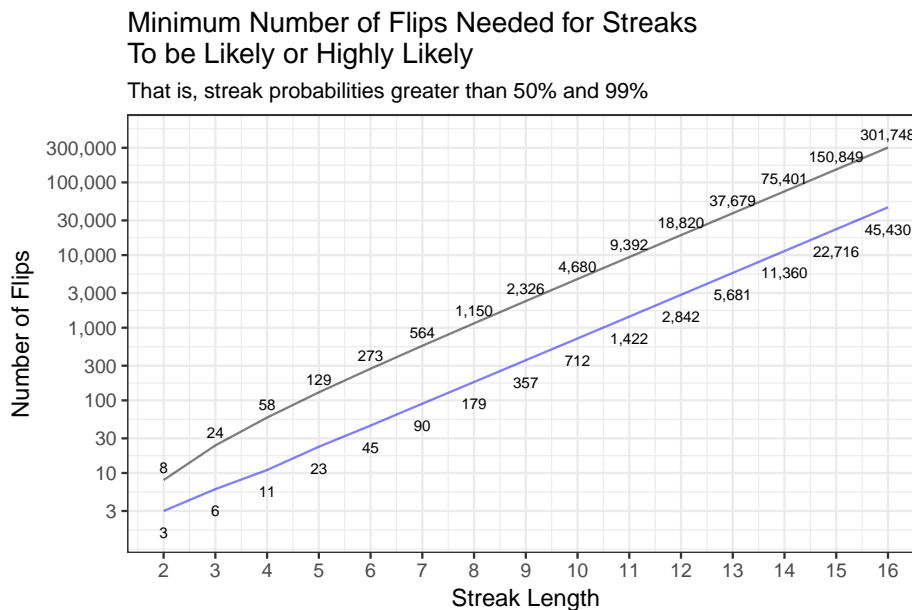
to be about the same thing, you'd need roughly half as many, 357. We wonder how sensitive people would be to streak length if given such problems and asked to guesstimate.

Next we wanted to see how the number of flips would grow if we wanted to be highly likely of seeing a streak, where highly likely means greater than 99%.



This result could be useful for betting your students that a streak will occur in classroom sample of flips. Lastly, we took the results out to 16 flips and plotted the result on a log axis.





If you want to play around with this, you can find our R code [at this link](#). The Markov chain bit could be sped up by starting `currseqlen` closer to the likely crossover point, but we'll leave that as an exercise for the reader.

### 3 Conferences

The 56th Edwards Bayesian Research Conference will be held March 1-3, 2018, on the campus of California State University, Fullerton.

Presentations at this conference may come from any area related to judgment and decision making and are *not* limited to Bayes theorem or Bayesian statistics.

Submissions are due by January 15, 2018.

We maintain certain traditions that have made these meetings so enjoyable. As Ward Edwards put it, "...the atmosphere is informal, the discussion can get intense, and many of the best debates take place during coffee breaks or in the hospitality suite at the end of the day. This conference is a good place to try out your latest, wildest set of ideas on a kindly, knowledgeable, and critical audience."

Hotel rooms will be available at an excellent rate at the Fullerton Marriott, which is across the street from the meeting room.

Visit the conference website for more information [[at this link](#)]

Questions can be sent to Daniel Cavagnaro: dcavagnaro at fullerton.edu

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2018 Boulder Summer Conference on Consumer Financial Decision Making

May 20th to 22nd, 2018

St. Julien Hotel, Boulder, Colorado

The Boulder Summer Conference in Consumer Financial Decision Making, now in its 9th year, is the world's foremost conference for discussion of interdisciplinary research on consumer financial decision-making.

Please visit the conference website at [[this link](#)]

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We would like to invite you to the 2nd edition of Prague Conference on Behavioral Sciences 2018 which takes place in Prague on May 4-5, 2018 and aims to discuss new developments and applications of current trends in behavioral sciences.

The keynote speaker is professor Cass R. Sunstein from Harvard Law School who will receive the Allais Memorial Prize in Behavioral Sciences 2018.

The call for abstracts is now open. The deadline for an abstract/paper submission is April 1st, 2018. Please visit the conference website [www.pcbs.cz](http://www.pcbs.cz) [[this link](#)] to find out more details. Note that the super early-bird fee period (reduction up to 50%) ends December 31, 2017. To register click [[this link](#)] .

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The Coller School of Management at Tel Aviv University is excited to host the 3rd Coller Conference on Behavioral Economics on July 15 and 16, 2018. The goal of the workshop is to bring together experts in Economics, Psychology, Management and other relevant fields to discuss how state of the art research insights can be used to help people and organizations achieve desirable behavior change.

The long-term goal of this initiative is to build a leading Center for Behavior Change at the Coller School of Management that will provide cutting edge behavior change solutions to real world problems.

Please find the list of confirmed speakers below and more information on the conference website at [\[this link\]](#). The conference will also have a poster session. If you are interested in participating, please register at [\[this link\]](#). If you are interested in presenting a poster, please submit a title and an abstract of up to 1 page. Participation is free, but space is limited.

Please register by February 1st. We will confirm participation by February 20, 2018.

Ayala Arad, Shai Danziger, Uri Gneezy and Yaniv Shani

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Last year the Society for the Advancement of Behavioral Economics (SABE) organized 17 sessions at the Western Economics Association International (WEAI) annual conference. The sessions included behavioral, experimental, and happiness research. The sessions were well received and attended.

This year we will again be organizing SABE sessions at WEAI annual conference. The 2018 WEAI Annual Conference will be held in Vancouver, British Columbia, Canada, June 26-30, 2018 (see [\[this link\]](#) for additional details regarding the conference).

If you would like to present a paper please complete the following submission form by Friday, January 12, 2018: click [\[this link\]](#) for the submission form .

If you would like to propose a session please email me (jifcher at scu.edu) by January 12, 2018 with the following information: session title, paper titles, abstracts, and lists of all authors (with affiliations, email, and mailing addresses). Note: Please do *not* send your paper or session directly to WEAI if you submit a paper or session through me.

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### Call for Papers

2018 Annual Meeting of Academy of Behavioral Finance & Economics

October 17-20, 2018, Chicago

Submission deadline: January 26, 2018

The Academy of Behavioral Finance & Economics offers a dedicated forum for exchange of research findings and professional advancement related to the fast-growing field of behavioral finance and economics. The objective of the annual conference is to encourage and disseminate research and inquiry in the very promising area of Behavioral Finance & Economics.

Please see [\[this link\]](#) for more information

## 4 Jobs

The Department of Management at the London School of Economics and Political Science (LSE) is hiring at Assistant Professor and Associate Professor levels, in Marketing. Below is some of the text from the Assistant ad. You can see both ads with further information, and apply, by going to [www.lse.ac.uk/LSEJobs](http://www.lse.ac.uk/LSEJobs).

The Department of Management is committed in its mission to inform and inspire better management in practice by challenging and extending the understanding of people, teams, organisations and markets, and the economic, psychological, social, political and technological contexts in which they operate worldwide. You would be joining a group with strong interests in both quantitative marketing and consumer behaviour.

Successful applicants will have, or close to obtaining a PhD, in Marketing, Economics, Psychology or a relevant related field by the post start date. Our strong social science focus means that we would welcome applications from candidates with doctorates in the core disciplines of Economics and Psychology. You will have proven ability, as evidenced by existing publications, or potential to publish in top journals, such as \*Marketing Science, Journal of Marketing Research, Journal of Consumer Research, and Management Science\*. (Note that while we expect the journals listed above to constitute the bulk of an applicant's portfolio, we welcome scholars who also publish in disciplinary journals in Economics and Psychology). Applicants will have demonstrable ability to teach on undergraduate, postgraduate, or executive programmes in management in the field of Marketing. Excellent written and oral communication skills are required, including an ability to place one's specialist work within a broader social science context. You will also demonstrate a commitment to high quality teaching and fostering a positive learning environment for students, including pastoral care. The other criteria that will be used when shortlisting for this post can be found on the person specification, which is attached to this vacancy on the LSE's online recruitment system.

The closing date for receipt of applications is *7 January 2018* (23.59 UK time). We are unable to accept any late applications.

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The Institute of Sociology at the University of Zurich aims to fill several research positions.

Post-Doctoral Researchers (75-100%)

Doctoral Student (60%)

We are looking for 2 Post-Doctoral researchers (75-100%) and 1 Doctoral Student (60%) interested in joining the newly founded Professorship of Social Theory and Quantitative Methods of Prof. Dr. Heiko Rauhut.

The group is interested in theory-guided quantitative research on social norms, cooperation, experimental game theory, analytical sociology, network analysis, stochastic actor network models, sociology of science, survey methodology and statistical modeling. The positions are funded by the SNSF Starting Grant Social norms, cooperation and conflict in scientific collaborations (CONCISE), the SNSF project Coevolution of prosociality and networks: A longitudinal, cross-country network survey in Swiss schools and by the University of Zurich. Applicants should hold a MA / PhD (or should be close to completion) in Sociology or a related field (such as Behavioral or Experimental Economics, Social Psychology, Political Science, Statistics or Computational Social Science).

We are particularly interested in attracting candidates in the following 2 research areas: 1) Experimental and behavioral research on cooperation and social norms 2) Co-evolution of social networks and prosociality. Details of these research areas and the research profile of the professorship is found at [www.suz.uzh.ch/rauhut](http://www.suz.uzh.ch/rauhut). Other research topics, especially in the areas of experimental game theory and analytical sociology, are also welcome, but should have a strong connection to the general profile of the professorship.

We offer a stimulating, dynamic and research-oriented environment. We are looking for creative, prosocial and proactive candidates. Support in teaching and research activities of the chair is expected. Post-docs are expected to support the chair in supervision of PhD and MA students and in administrative tasks. After a trial period, post-doc positions are initially limited to 3 years and PhD positions to 4 years (with an extension to max. 6 years, subject to funding).

Please send your application including a statement of interest, CV, transcripts, 2 samples of written work and 2 letters of recommendation or alternatively contact details of two referees in one pdf file until January 15th, 2018 to Heiko Rauhut via [jobs@soziologie.uzh.ch](mailto:jobs@soziologie.uzh.ch).

[\[link\]](#) seeks applications for an Assistant or Associate Professor of Marketing in the area of Consumer Behavior with an appointment start date of Fall 2018.

All candidates must at minimum have a doctoral degree in Marketing or a related discipline in hand or near completion by the start of Fall 2018. Candidates must be able to demonstrate authorization to work in the United States at the University of Minnesota by the start date.

Successful candidates will have a strong commitment to high quality research, teaching, and service commensurate with their experience. They also should be able to contribute to or participate in rank-appropriate ways to teaching (undergraduate and graduate), research, serving on committees, mentoring, and community service in the Marketing Department and affiliated programs.

Applications must be submitted online at [\[this link\]](#). (Search the keywords for 321226.) Online applications need to include a cover letter, CV, and up to three representative papers. Applicants also should have three letters of recommendation sent to the Marketing Search Committee, c/o Mikhala Stutzman, mstutzma at umn.edu. The position will remain open until filled.

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Postdoctoral Associate Positions in Decision Neuroscience  
Virginia Tech Carilion Research Institute  
Roanoke, Virginia

Multiple openings are available immediately in the labs of Dr. Pearl Chiu and Dr. Brooks King-Casas at the Virginia Tech Carilion Research Institute [\[link\]](#). Projects in the labs use fMRI to examine the neuroscience of motivated behavior and social influences on decision-making with methods adapted from behavioral & computational neuroscience, neuroeconomics, computational psychiatry, and psychology; ongoing projects focus on processes in healthy and psychiatric individuals. Qualified candidates with basic science backgrounds are welcome, and training in applied science will be provided; a subset of projects also involve multi-dimensional biomarker development. For interested candidates, the labs provide plentiful opportunities to examine how neural and behavioral anomalies may be quantified and rehabilitated in depression, substance dependence, post-traumatic stress, personality disorders, and at-risk adolescents. The labs are located in the Virginia Tech Carilion Research Institute in Roanoke, VA, just off the Blue Ridge Parkway. The VTCRI provides full access to outstanding infrastructure, including three research-dedicated Siemens 3T scanners

and a high-throughput computing cluster. The successful candidate will play a lead role in highly collaborative multidisciplinary scientific efforts. Minimum requirements for the position include: 1) a PhD in computational or cognitive neuroscience, engineering, psychology, behavioral economics, or a related field; 2) facility with computational or cognitive neuroscience, Bayesian inference, behavioral modeling, or machine learning; and 3) demonstrated potential for excellence. Please forward a statement of interest and CV. Three letters of recommendation will be required of candidates under final consideration. Consideration of applications will begin immediately and will end when the positions are filled. Salary is competitive and will be commensurate with experience and qualifications. Virginia Tech Carilion is an Affirmative Action/Equal Opportunity employer and is committed to cultural diversity and compliance with the Americans with Disabilities Act.

Send inquiries and applications to: Pearl Chiu, PhD and Brooks King-Casas, PhD.; [chiup@vtc.vt.edu](mailto:chiup@vtc.vt.edu) and [bkcasas@vtc.vt.edu](mailto:bkcasas@vtc.vt.edu)

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The National Science Foundation is initiating a national search for the Assistant Director for Social, Behavioral, and Economic Sciences (SBE) and seeks your assistance in the identification of visionary candidates to lead the Directorate in the coming years. More information at [\[this link\]](#).

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Ross School of Business at the University of Michigan  
Post-Doc in Management & Organizations

The Department of Management and Organizations at the Ross School of Business, University of Michigan is looking to fill a post-doctoral position for the academic years of 2018-2019 and 2019-2020. Responsibilities over the course of the two-year appointment include being part of the scholarly community at Ross, mentoring and working with doctoral students, conducting high-quality research, and teaching in the first year. (There would be no teaching in the second year.)

This position provides emerging scholars with an excellent opportunity to develop and extend their research programs post PhD. The many resources that post-docs can take advantage of at Michigan include: research collaborations, mentorship, two departmental and one university-wide speaker series, and excellent doctoral students. Additional resources include



several closely-related centers, the Center for Positive Organizations, the Sanger Leadership Center and the Center for Social Responsibility. Scholarly and curricular activities related to these centers provide possibilities for corporate contacts, collaboration, intellectual stimulation, and possible data collection.

The Ross MO department is a highly collaborative and inclusive intellectual community. Post-docs are extremely valued for the energy and ideas they bring and are fully integrated into this community.

The department is intellectually open and long acclaimed for its research and scholarly contributions. Further, as a university, Michigan is known for its interdisciplinary and low barriers between departments and centers. The MO department has explicit ties to our Psychology and Sociology departments and to the Organizational Studies Program, ties that yield faculty collaborators, student research assistants, and intellectual stimulation. The University also has strong depth in method training, allowing the postdoc to deepen methodological rigor during their two-year appointment. More information about Michigan can be found at [\[this link\]](#).

We welcome graduates of MO departments as well as those completing degrees in Psychology, Sociology, or related disciplines who perhaps are considering careers in business schools. Further, Michigan strongly values diversity and all applicants are encouraged to apply.

Applicants should send samples of scholarly work, their vita, evidence of teaching quality, and three letters of reference to apply. Evidence of teaching quality is also requested. The deadline for application is January 30, 2017. Application materials should be submitted through the following [\[website\]](#).

Questions should be directed to Shelly Whitmer at [sjmoore@umich.edu](mailto:sjmoore@umich.edu). The University of Michigan conducts background checks on all job candidates upon acceptance of a contingent offer and may use a third party administrator to conduct background checks. Background checks will be performed in compliance with the Fair Credit Reporting Act. The University of Michigan is an equal opportunity/affirmative action employer.

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Postdoctoral Position in Behavioral Economics or Neuroeconomics  
Chinese University of Hong Kong

A postdoctoral position in Behavioral Economics or Neuroeconomics is available at the Department of Marketing, Chinese University of Hong Kong. Our research objective is to

provide an integral framework to rationalize behavioral anomalies of decision making. The research will involve the development of theoretical models, and the empirical testing with methods in experimental economics and/or neuroscience.

The post-doctoral researcher will conduct collaborative research under the supervision of Professor Liang Guo. The position is primarily devoted to research, with no teaching and minimal administrative duties. Compensation is competitive and commensurate with qualifications. Appointment will be made on contract basis, renewable subject to mutual agreement. An ideal applicant would have: (i) Ph.D. in relevant fields; (ii) Solid background in Behavioral Economics and/or Neuroeconomic methods (EEG, MRI); (iii) Excellent record of research experience and potential.

Please provide the following documents for your application: Cover letter; Detailed CV; One writing sample or representative paper; Two reference letters (sent separately). Applications can be made online at [\[this link\]](#) or addressed to Professor Liang Guo (LiangGuo at baf.cuhk.edu.hk). Review of applications will continue until the position is filled. The start date of the position is flexible.

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University Professor (Full Professor) for Quantitative Methods in Public Health and Health Services Research

The professor will also be the Head of the new Division for Quantitative Methods in Public Health and Health Services Research at the IPH (University for Health Sciences, Medical Informatics and Technology in Tirol, Austria). Interested candidates are kindly requested to electronically send their applications, along with the usual documents, to UMIT's Rectorate (rektorat at umit.at) by January 31, 2018, at the latest. For full details, please see the attachment and this [\[this link\]](#).

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Post-Doctoral Fellowship, Human Ecology Lab  
Kellogg School of Management at Northwestern University

The Kellogg School seeks a post-doctoral researcher interested in developing, extending, and testing psychological theory in real world settings. The general focus and methods of the position are open; we value applicants interested in archival data, field experiments, or intervention studies. The goal of the position is to make psychological research more impactful in the domains of marketing, management, human behavior, and their intersection. As such, a

key emphasis of the research program will be immersive field studies, large-scale interventions, and use of archival data. The ideal candidate must have completed a doctorate in social psychology, marketing, management, behavioral sciences, or a related field of inquiry by September 25th, 2018. Derek Rucker and Loran Nordgren will jointly manage the position and collaborate with the post-doctoral researcher. In addition to working with the supervising faculty, the candidate will be encouraged to develop and pursue his or her research as well. The position will come with a generous stipend as well as funds for carrying out research. In addition, the stipend carries no teaching responsibilities. The term of this position will be a two-year commitment with the possibility of a third year. To apply, the candidate should please e-mail curriculum vitae, three letters of recommendation, and a statement of interest to Faye Palmer (faye-palmer at kellogg.northwestern.edu). The statement of interest should indicate why conducting field research, interventions, or archival data research is particularly exciting to the candidate. Salary and research budget are competitive and full medical insurance is included. Review of applications will begin on February 1st, 2018. Northwestern University is an Equal Opportunity, Affirmative Action Employer of all protected classes including veterans and individuals with disabilities.

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The Center for Bioethics and Social Sciences in Medicine (CBSSM) [\[link\]](#) a multidisciplinary research unit sponsored by the University of Michigan Medical School Dean's Office, the Office of Clinical Affairs, and the Department of Internal Medicine, has an active program for Postdoctoral Research Fellows. Dr. Brian J. Zikmund-Fisher, Associate Director of CBSSM, leads the CBSSM Postdoctoral Research Fellowship Program.

*Bioethics Post-Doctoral Research Fellow* Active projects in bioethics at CBSSM currently include the ethical, legal, and social implications of genomic medicine, human subjects research ethics, empirical research with relevance to clinical ethics, global bioethics, gender equity, reproductive justice, deliberative democratic methods in bioethics, resource allocation, ethical issues associated with learning health systems, and the sociology of medical ethics/bioethics, among others. Candidates' area of focus must be in bioethics, although their backgrounds may be in social or natural sciences, humanities, medicine, or law.

*Decision Sciences Post-Doctoral Research Fellow* This fellowship focuses on understanding and improving the health care communication and decisions made by both patients and providers. Past postdoctoral fellows have included scholars whose research in health care communication and decision making has been approached using theories drawn from social

cognition, motivation and emotion, risk communication, human factors, ethics, and economics.

The mission of CBSSM is to be the premier intellectual gathering place of clinicians, social scientists, bioethicists, and all others interested in improving individual and societal health through scholarship and service. CBSSM acts as a "home" for anyone interested in applying empirical social science methods to improve health.

Postdoctoral fellows are expected to collaborate on established projects and are encouraged to conduct independent research with an emphasis on study inception, manuscript writing, and applying for grants. CBSSM's resources and collaborative support enable fellows to build their own research programs.

Salary is competitive and commensurate with experience and education. The postdoctoral research fellowship is an annual appointment, with the possibility of renewal for one additional year contingent upon satisfactory performance and the availability of funding.

All requirements of the PhD or equivalent terminal degree must be completed before the postdoctoral research fellow appointment can begin. Candidates are required to submit a cover letter, including a detailed statement of research interests and potential fit to CBSSM areas of expertise, a CV, and a writing sample. Evaluation of candidates will begin on January 12, 2018 and will be evaluated on a rolling basis until January 31, 2018. Semi-finalists will be asked to submit three letters of recommendation, so references should be alerted that letters will be required in mid-February 2018.

All application materials (including recommendation letters) should be submitted electronically through our online application. To access the online application: [\[this link\]](#)

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Post-Doctoral Researcher  
Center for Decision Sciences  
Columbia University

The Center for Decision Sciences (CDS), is seeking an outstanding researcher for a Post-Doctoral Researcher position starting in the Summer 2018, or later. CDS is an interdisciplinary center that facilitates research and understanding on consumer behavior, the implications of decision making on public policy, and the decision neuroscience foundation of judgment and decision making. This appointment will be in Columbia's Graduate School of Business.

The post-doctoral researcher will report to the center's Director Eric J. Johnson, and will collaborate with other center researchers, post-docs, and graduate students across disciplines. The post-doc will be assist in planning and carrying out web-based surveys, lab research, and field studies, and analyzing general patterns of responses as well as individual and cultural differences. S/He we will be expected to employ a combination of approaches, from the identification and analysis of existing real-world data sets arising as the result of natural experiments, to the design and analysis of field or lab intervention studies that collect process and outcome measures related to decision making in various domains. We are particularly interested in candidates with computational modeling and strong statistical skills.

Other duties include contribution to other ongoing center projects, preparation of and participation in CDS workshops, and drafting reports and papers for publication.

#### Required qualifications

- Ph.D. in psychology (cognitive, social, or other relevant subdisciplines), consumer behavior, behavioral economics, decision sciences, or another relevant discipline.
- Familiarity with normative and descriptive theories of decision making.
- Skilled in the use of laboratory-based experiments.
- Data analysis and modeling skills using statistical software packages (preferably R) and econometrics.
- Proficiency in web-based computer programming (online experimentation and surveys).

#### Desired qualifications

- Publications
- Experience working as a member of interdisciplinary teams.
- Some familiarity with econometrics and modeling.
- Proficiency in use of process tracing software (e.g., MouseLab/Web and/or eye-movement packages).

Duration: This is a one-year position with possibility of renewal for a second year conditional on performance.

Please submit applications electronically to Shannon Duncan (shannon at decisionsciences.columbia.edu)

Application Materials: Cover letter; CV; 2 publications or writing samples; 2 recommendation letters (to be submitted directly by references)

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The Department of Psychology at Warwick is now making a major new appointment in Behavioural Sciences. The successful candidate will be appointed as a Professor of Psychology on an indefinite basis.

The Warwick Psychology Department was ranked 7th in the UK for its publications in the latest external ranking exercise (REF 2014), with Behavioural Science in particular noted for its excellence. You will complement and expand existing strengths in our Behavioural Sciences Group, an interdisciplinary research group with an international reputation in cognitive and behavioural science. The Behavioural Science Group at Warwick plays a central role in the University's Global Research Priority (GRP) in Behavioural Science, and collaborates actively with colleagues in a number of departments, including Warwick Business School (WBS), Warwick Manufacturing Group (WMG), Computer Science, Statistics and Economics.

You will have an international reputation as a leader in your field and a strong record of publishing in the world's top research journals and attaining external grant income. You will undertake research of world-leading standard, attract research funding and provide research and teaching leadership, helping to shape the future direction of the Department. For confidential enquiries contact Professor Robin Goodwin, Head of Department, on +44 (0) 24 765 22484.

The Department is strongly committed to the principles of equality, diversity, and inclusion. An initial review of the applications will commence on *3 January 2018* and will continue until the post is filled. Full details of the duties and selection criteria for this role are found in the vacancy advert on the University of Warwick jobs page.

## 5 Online Resources

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| <b>SJDM Web site</b>  | <a href="http://www.sjdm.org">www.sjdm.org</a>                         |
| <b>Judgment and Decision Making</b> – The SJDM journal, entirely free and online                          | <a href="http://journal.sjdm.org">journal.sjdm.org</a>                 |
| <b>SJDM Newsletter</b> – Current and archive copies of this newsletter                                    | <a href="http://www.sjdm.org/newsletters">www.sjdm.org/newsletters</a> |
| <b>SJDM mailing list</b> – List archives and information on joining and leaving the email list            | <a href="#">SJDM mailing list</a>                                      |
| <b>It's Your Choice</b> – Official SJDM blog  | <a href="http://blog.sjdm.org">blog.sjdm.org</a>                       |
| <b>Decision Science News</b> – Some of the content of this newsletter is released early in blog form here | <a href="http://decisionsciencenews.com">decisionsciencenews.com</a>   |
| <b>Decision Science News by email</b> – One email per week, easy unsubscribe.                             | <a href="#">DSN by email</a>   |

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