



# SOCIETY FOR JUDGMENT AND DECISION MAKING

## Newsletter

Volume 36, Number 1, March 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

Wandi Bruine de Bruin (w.bruinedebruin at leeds.ac.uk) writes:

At the SJDM meeting in Boston, we held a tribute to Baruch Fischhoff. It was a pleasure to see so many of you come together to celebrate Baruch's wonderful contributions to SJDM, other fields, real-world policy, our work and our personal lives. Video, photos, and presentation slides from the tribute are now available at: [\[link\]](#)

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Jeremy Wolfe (jwoldf at partners.org) writes:

SJDM and Psychonomics have had close relations for years. Today, I am writing to alert you to the possibility to submit your research to the Psychonomic Society's new open access journal, *Cognitive Research: Principles and Implications*. (CRPI pronounced creepy but in a positive sort of way). CRPI publishes new empirical and theoretical work covering all areas of Cognition, with a special emphasis on use-inspired basic research: fundamental research that grows from hypotheses about real-world problems. CRPI may be an especially good outlet for JDM researchers as historically much of JDM research has been inspired by real-world problems. I invite you to learn more about CRPI and to submit your research. If you have questions or want to see if a particular manuscript would be appropriate, please feel free to email me: jwolve at partners.org. [\[link\]](#) [\[blog post\]](#)

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Giuseppe Attanasi (giuseppe.attanasi at univ-lille1.fr) writes:

I am writing to ask for contributions to the next newsletter of the Society for Advancement of Behavioral Economics: [\[link\]](#)

The SABE newsletter usually includes:

- announcements of upcoming conferences/workshops,
- announcements of upcoming special issues,
- announcements of new journals,
- short descriptions of past conferences/workshops,
- information about new books,

- information about book reviews,
  - any other announcement
- that might be of interest for behavioral economists.

I planned to send out the next newsletter by April 26th. I have some space left. Hence, I would include additional contributions if sent to my email address before April 24th.

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

The Center for Decision Research (CDR) at the University of Chicago Booth School of Business is renewing our Call for Studies for Spring and Summer 2017. We offer 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). We have now run studies for researchers at 25 institutions in ten different countries! Eligible studies will be added to our labs' offerings to our participants, and we will cover the bulk of the overhead costs associated with conducting the study (i.e., facilities and equipment costs, costs of RA time spent in actual data collection). You will only be responsible for the generation of the materials, the payment of participant compensation (typically, we pay \$1 per every 5 minutes of participation), and the cost of minimal RA time spent in preparing your study to run (a flat rate of \$50 per study for our RAs' time spent in preparing and submitting materials to our IRB, and other study-related preparations). Priority will be given to studies that: -Have, or be very close to having: 1) IRB approval at your institution, and 2) a protocol ready for us to submit to our local IRB for 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: [\[link\]](#)

If you are interested in receiving information about future data collection drives from the CDR, you can sign up for our listserv: [\[link\]](#)

You may contact me or Becky White (rebecca.white at chicagobooth.edu) with any questions you may have.

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Miguel Fonseca (m.a.fonseca at gmail.com) writes:

We would like to announce the call for nominations for the fifth annual Exeter Prize for Research in Experimental Economics, Decision Theory, and Behavioral Economics. The University of Exeter Business School will award a prize of 2,000 GBP for the most outstanding article published in a refereed journal in 2016 from the following fields: -Experimental Economics -Decision Theory -Behavioral Economics

Papers can qualify under any one of the following categories: 1. Any paper that involves either lab or field experiments. 2. Any purely theoretical paper that involves behavioral theory (for example, non-expected utility). 3. Any empirical work that shows evidence for behavioral models (that fit under 2) or tests/rejects models (that fit under 2).

In addition to the monetary prize, the author or representative from the authors of the winning paper will be invited to present that paper and related research at the University of Exeter in the Fall of this year.

We would like to invite you to nominate a paper. To qualify it must be published in 2016 and in one of the above-mentioned fields. The date must be the in-print date rather than the on-line date. You may send the nomination via an email to the following address: feelmail at exeter.ac.uk. Please write 'Exeter Prize Nomination' in the subject field. Note that you are allowed to nominate your own papers.

We will generate a shortlist of papers from the nominations. The shortlist will be evaluated by a panel, who will then decide the winner. This year our panel mem-

bers are: - Glenn Harrison (Georgia State University) - Michael Mandler (Royal Holloway University of London) - Michel Regenwetter (University of Illinois)

The deadline for submitting a nomination is May 1, 2017.

The winner of the 2016 Exeter Prize was Identifying Expertise to Extract the Wisdom of Crowds by David Budescu and Eva Chen, published in *Management Science*. The winner of the 2015 Exeter Prize was Experimental games on networks: underpinnings of behavior and equilibrium selection by Gary Charness, Francesco Feri, Miguel Melendez, and Matthias Sutter, published in *Econometrica*. The winner of the 2014 Exeter Prize was Temporal Resolution of Uncertainty and Recursive Models of Ambiguity Aversion by Tomasz Strzalecki, published in *Econometrica*. The winner of the 2013 Exeter Prize was A Continuous Dilemma by Daniel Friedman and Ryan Oprea, published in the *American Economic Review*. The winner of the 2012 Exeter Prize was Transitivity of Preferences by Michel Regenwetter, Jason Dana, and Clinton P. Davis-Stober, published in *Psychological Review*.

For more details on the prize: [\[link\]](#)

We look forward to receiving your nominations!

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Vojtech Zika (vojtech.zika at cebex.org) writes:

I would like to inform you about the CEBEX Summer School on Behavioral Sciences 2017 which is going to take place in Prague from July 30 till August 5.

This intensive week-long study program, awarded by 6 ECTS credits and taught by international scholars, is focused on Behavioral Public Policy and it is designed for those concerned with the nature of decision making who have a background in these or similar subjects: Economics, Psychology, Sociology, Political Science, and Evolutionary Biology.

To learn about the underlying phenomena, students will be given examples of successfully applied behavioral policies in topics as Public Sector Effectiveness & Tax, Consumer Protection, Energy & Environment, Financial Products, Health & Safety.

What sets this unique program apart is its strong emphasis on the methodology of experimental approach and the opportunity to run own laboratory research. Furthermore, participants can expect interesting guest lectures (e.g. by Peter Boettke) and organised social events.

Please feel free to forward this discount to anyone who might be interested in the summer school [\[link\]](#) or in a conference [\[link\]](#) that we organise on the same topic in April.

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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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Stephanie Carpenter (stedougl at umich.edu) writes:

2017 ICPSR Summer Program in Quantitative Methods of Social Research

The ICPSR Summer Program provides in-depth, hands-on training in statistical techniques and research methodologies used across the social, behavioral, and medical sciences. The ICPSR Summer Program's unique learning environment facilitates professional networking, encourages the exchange of ideas, and makes the experience of acquiring critical analytical skills enjoyable.

From May through August 2017, the Summer Program will offer more than 80 courses in cities across the US and around the world. Registration is now open for all 2017 courses. For more information, visit [\[link\]](#) or contact sumprog at [icpsr.umich.edu](mailto:icpsr.umich.edu) or (734) 763-7400.

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Dan Goldstein (dan at dangoldstein.com) writes:

FABBS (Federation of Associations in Behavioral and Brain Sciences) just announced the 2017 Early Career Impact Award winners. This award is presented to early career scientists of FABBS member societies during the first 10 years post-PhD and recognizes scientists who have made major contributions to the sciences of mind, brain, and behavior. The goal is to enhance public visibility

of these sciences and the particular research through the dissemination efforts of the FABBS in collaboration with the member societies and award winners.

For the Society for Judgment and Decision Making, the 2017 winner is Edward Cokely of the University of Oklahoma.

Dr. Edward Cokely has made significant advances in the psychology of skilled decision making, with applications in risk communication and adaptive technology. He is known for his research on cognitive abilities and inclusive decision education. In addition, Dr. Cokely's research has advanced frontiers in our scientific understanding of simple, effective decision aids, visual aids, and training programs including adaptive computerized tutors to improve high-stakes decision making among diverse and vulnerable individuals who vary widely in ability, proficiency, education, background, and country of residence.

A passage from one of his papers shows his conviction that people, regardless of background, can improve their decision making ability:

"For more than a century people have used theoretical assumptions to argue that general intelligence constrains decision making quality, causing substantial differences in human potential and outcomes [with implications for] the structure of our policies, rights, institutions, and welfare practices. [...] Setting aside moral and ethical outrage, at the heart of the scientific issue is a basic question about whether or not abilities actually constrain decision quality. [Our] experiments, training programs, and cognitive process tracing studies provide converging causal evidence [that] skilled decision making generally does not require high-levels of fluid intelligence or special abstract reasoning capacities [With the right support] nearly anyone has the ability to make well-informed and skilled decisions so long as they understand risks."

In his writings, Dr. Cokely discusses how these findings present both research opportunities and substantial scientific responsibilities (for example, all else equal, informed decision making is an ethical imperative). This foundation serves as the scientific and ethical basis for his efforts to nurture risk literacy and support science for informed decision making.

In fewer than ten years after earning his PhD, Dr. Cokely has published over 60 papers which have been cited over 2,000 times. In the same time period, he has mentored 10 PhD students and secured more than \$2,000,000 in funding



for research and student support. His research has been featured in *Scientific American*, *New Scientist Magazine*, *Chronicle of Higher Education*, and other media outlets such as the *New York Times* and *Wall Street Journal Online*. He's received several major awards including a 2013 National Science Foundation CAREER Award and the APA's Award for Best Research Paper in Applied Experimental Psychology (2012).

Dr. Cokely has developed the Berlin Numeracy Tests and associated outreach efforts via [www.RiskLiteracy.org](http://www.RiskLiteracy.org), a multinational collaborative informed decision making project. Today, more than 100,000 people from 166 countries have taken one of the Berlin Numeracy Tests. Hundreds of recent studies by research groups from business, psychology, economics, political science, law, medicine, social work, forestry, and other fields have published decision making research using the Berlin Numeracy Tests, improving our understanding of the needs and processes of diverse decision makers in more than 50 countries.

Dr. Cokely serves as Presidential Research Professor and Associate Professor of Psychology, and co-founding faculty of the National Institute for Risk & Resilience, at the University of Oklahoma and was previously a postdoctoral fellow at the Max Planck Institute for Human Development after earning his doctorate in psychology from Florida State University.

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Reifman, Alan (Alan.Reifman at ttu.edu) writes:

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. [\[link\]](#)

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

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Marek Polgesek (mb-admission at hu-berlin.de) writes:

Berlin School of Mind and Brain

<http://www.mind-and-brain.de> 2017 Travel Awards

Deadline: 30 April 2017

Travel Awards to visit the Berlin School of Mind and Brain for one to two months in 2017 The Berlin School of Mind and Brain offers awards for 6-8 students for one- to two-month lab visits in Berlin. Awards amount up to 2,500 (depending on duration and travel costs). The awards will cover a substantial part of the cost of living for the duration of your stay in Berlin (accommodation, food, transportation).

As a Travel Awardee you will work with potential supervisors with a view to elaborating on project ideas for submission to the Berlin School of Mind and Brain's doctoral program. You will take part in events and come into contact with students doing their doctorates as well postdocs through lab rotations and workshops.

During your stay you will not only get to know the lab of the faculty member you applied for but also participate in scientific soft-skill courses and work on your research proposal for the application to the doctoral program.

Further details about eligibility criteria for study at the School can be found [[at this link](#)].

## 2 Essay

### *A rule of three in Statistics*

Adapted from [Decision Science News](#)

A reader wrote in telling us about a rule of three heuristic in statistics. [According to Wikipedia](#) the rule of three states that if a certain event did not occur in a sample with  $n$  subjects ... the interval from 0 to  $3/n$  is a 95% confidence interval for the rate of occurrences in the population.

We decided to give it a test run in a little simulation. You can imagine that we're testing for defects in products coming off of a production line. Here's how the simulation works:

- We test everything that comes off the line, one by one, until we come across a defect (test number  $n + 1$ )
- We then make a confidence interval bounded by 0 and  $3/n$  and make note of it. In the long run, about 95% of such intervals should contain the true underlying probability of defect
- Because it's a simulation and we know the true underlying probability of defect, we make note of whether the interval contains the true probability of defect
- We repeat this 10,000 times at each of the following underlying probabilities: .001, .002, and .003

Let's work through an example. Suppose you watch 1,000 products come off the line without defects and you see that the 1,001st product is defective. You plug  $n = 1000$  into  $3/n$  and get .003, making your 95% confidence interval for the probability of a defective product to be the range 0 to .003.

The simulation thus far assumes the testers have the patience to keep testing until they find a defect. In reality, they might get bored and stop testing before the first defect is found. To address this, we also simulated another condition in which the testing is stopped at  $n/2$ , halfway before the first defect is found. Of course, people have no way of knowing when if they are half the way to the first defective test, but our simulation can at least let us know what kind of confidence interval one will get if one does indeed stop halfway.

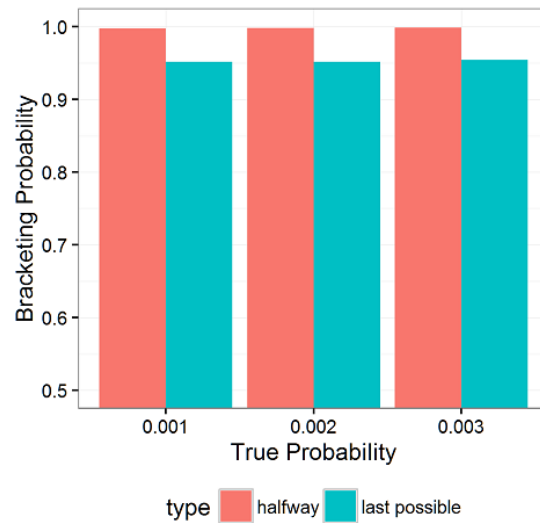


Figure 1: Relative frequencies with which the heuristic intervals contain the true underlying probabilities

Here's the result on bracketing, that is, how often the confidence intervals contain the correct value:

Across all three levels of true underlying probabilities, when stopping immediately before the first defect, we get very close to 95% confidence intervals. However, when we stop half way to the first defect, we get closer to 100% intervals (99.73%, 99.80%, and 99.86%, respectively).

So we know that the upper bounds of these confidence intervals fall above the true probability 95% to about 99.9% of the time, but where do they fall?

In Figure 2, we see the locations of the upper bounds of the simulated confidence intervals when we stop immediately before the first defect. For convenience, we draw blue lines at the true underlying probabilities of .001 (top), .002 (middle), and .003 (bottom). When it's a 95% confidence interval, about 95% of the upper bounds should fall to the right of the blue line, and 5% to the left. Note that we're zooming into to cut the X axis at .05 so you can actually see something. Keep in mind it extends all the way to 1.0, with the heights of the bars trailing off.

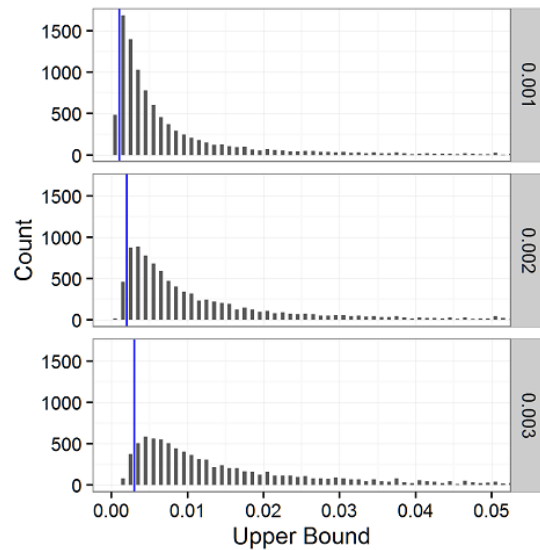


Figure 2: Locations of upper bounds, stopping immediately before the first defect

For comparison, let's look at the case in which we stop halfway to the first defect in Figure 3. As suggested by the bracketing probabilities, here we see almost all of the upper bounds exceed the true underlying probabilities. As our applied statistician reader wrote us about the rule of three, "the weakness is that in some situations it's a very broad confidence interval."

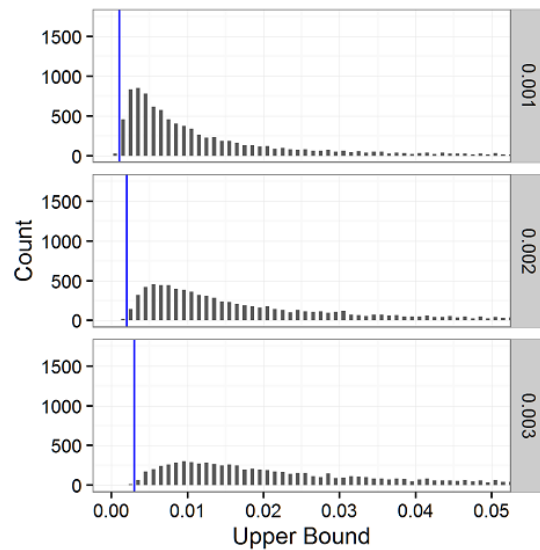


Figure 3: Locations of upper bounds, stopping halfway before the first defect

For an in-depth analysis of this heuristic, see:

Jovanovic, B. D. and P. S. Levy. A Look at the Rule of Three. *The American Statistician*, Vol. 51, No. 2 (May, 1997), pp. 137-139 DOI: 10.2307/2685405 [Stable URL](#)

R code for those who want to play along at home is available at [the Decision Science News post](#).

### 3 Conferences

SIPS

Society for the Improvement of Psychological Science Conference

<http://improvingpsych.org/>

July 30-August 1, 2017

Center for Open Science, Charlottesville, VA

Sign up here: [\[link\]](#)

The aim of the annual meeting is to generate ideas, goals, and actionable plans to improve psychological science, including:

- Improving the training and research practices of psychological scientists
- Improving institutional practices to incentivize better scientific practices (e.g., journals, societies, departments, and universities)
- Conducting meta-science, empirical tests of reforms, and critical self-evaluation
- Outreach within and outside psychology (including attention to diversity)

The meeting will have a dynamic agenda of very brief presentations, open discussion, break-out work, and action planning. We have a draft agenda here: [\[link\]](#)

Help us plan the meeting by suggesting topics here: [\[link\]](#)

Because of practical constraints, registration is limited to approximately 300 participants for the second annual meeting. Beyond the organizing team, those registering earlier will be given priority, and we will create a wait-list should interest exceed capacity. We value diversity and inclusivity, and we will strive to have the attendance of the meeting reflect the breadth of diversity of backgrounds and perspectives in our field.

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Forecasting Workshop at the ACM Conference on Economics and Computation

June 27, 2017

MIT, Cambridge, USA

[Website](#)

Paper Submission Deadline: 1 May 2017, 11:59:00 PM PST

Author Notification: 15 May 2017, 11:59:00 PM PST

Forecasting is as old as civilization itself, but the game has changed: gathering, incentivizing, and aggregating information from the crowd, as well as tapping vast sources of other data, has become the cornerstone of modern forecasting techniques. This workshop aims to bring together theoreticians, empiricists, and practitioners to discuss the elicitation and aggregation of information for prediction making, which has been an emerging theme in the EC community over the last several years. To foster inclusion both across areas and to newcomers, the format mixes evenly between high-level talks from invited speakers and contributed talks on recent work. This will be the first incarnation of the workshop.

We invite submissions on the following topics: forecasting, information elicitation, forecast aggregation, elicitation interfaces which encourage accuracy, mechanisms combining elicitation and aggregation, forecast evaluation, and related topics. We will favor submissions of broader potential interest to both theoretical and applied audiences and those likely to spark interesting discussions and future work. Submissions of work in progress or under review are encouraged. There will be no published proceedings.

Authors will submit a PDF of their work, in any format, as well as a short description of the results and why it fits in the workshop. Detailed submission instructions can be found at [\[this link\]](#)

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SPUDM 26

(The 26th Subjective Probability, Utility, and Decision Making Conference)

Technion, Haifa, Israel

August 20 - 24, 2017

<https://spudm2017.net.technion.ac.il/>

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25th International Meeting of the Brunswik Society

Vancouver, British Columbia, Canada

November 9, 2017

After a hiatus of ten years, the 25th Annual International Meeting of the Brunswik Society will be held on Thursday, November 9, 2017 in Vancouver, British Columbia, at the Vancouver Convention Center West. The program will begin at 9:00 am and end at 6:00 pm.

This meeting is dedicated to the memory of the late Kenneth R. Hammond, on the occasion of his 100th birthday. We invite papers and/or panel discussion proposals on any theoretical or empirical/applied topic directly related to Egon Brunswik's theoretical lens model framework and method of representative design, including approaches based on Brunswikian principles. Proposals focusing on Ken Hammond's contributions to the Brunswikian tradition are especially encouraged.

Please send a brief abstract (125 words), and indicate whether the paper/discussion is theoretical or empirical, to Mandeep Dhama by Monday, July 3, 2017. Kindly respect this submission due date. We cannot guarantee a presenting slot to those who do not meet the submission deadline.

Meeting organizers are Mandeep Dhama (m.dhama at mdx.ac.uk) and Jeryl Mumpower (jmumpower at tamu.edu). The meeting is held concurrently with the Psychonomic Society Annual Meeting and just before the Judgment and Decision Society meeting. More details about the 2017 meeting, including registration instructions, will be posted on the Brunswik Society website, at [\[this link\]](#).

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Online decision making and information systems design  
Part of the Decision Analytics, Mobile Services, and Service Science Track  
51st annual Hawaii International Conference on System Sciences  
[\[link\]](#) January 3-6, 2018  
Hilton Waikoloa Village, Big Island, Hawaii

#### Important Dates

June 15: Paper submissions deadline

August 17: Notification of Acceptance/Rejection

September 22: Deadline for authors to submit final manuscript for publication

October 1: Deadline for at least one author to register for HICSS-51



Research in behavioral economics, as well as psychology, has repeatedly demonstrated that due to cognitive limitations people act in a boundedly rational way, and their decision making is influenced by various heuristics and biases, either for the good or bad.

Behavioral economics has reinforced the point that the context matters when making judgments or decisions. Thus, people's decisions are not only influenced by the content of the choices; the way the choices are presented (i.e., the design of the decision environment) can nudge people into certain behaviors.

As choices are increasingly made in online contexts, it is important to understand the effects of interface design decisions i.e., digital nudges? such as setting defaults or framing decisions ( [\[link\]](#) ) that influence online decision making by nudging users into certain directions (intentionally or even unintentionally).

The main purpose of this mini-track is to explore and extend, as well as exchange, innovative research related to online decision making in the context of information systems design. In particular, this mini-track aims to examine the main applications of behavioral interventions and digital nudges in information systems design, in particular, research with an emphasis on the effects of interface design on users' behavior, judgment, and decision making in online environments. We welcome papers that draw on or combine behavioral research methods (e.g., experimentation, survey, case study, action research) and design science approaches.

#### Topics

- Applications of digital nudges
- Applications of behavioral economics findings to information system design
- Design of online choice architectures
- Issues related to information processing for decision making
- Influence of information presentation on consumption behavior (for example, feedback mechanisms in website design and sustainable behaviors)
- Framing effects in website design
- Impact of anchoring effects on online judgment and decision making
- Impact of behavioral economics principles and website design implementation on privacy and trust
- Issues related to behavioral design principles and security
- Impact of website design on loss aversion and risk perception/evaluation
- Impact of digital nudges on online judgment and decision making
- Website designs/elements that encourage rational thinking and/or nudge users into certain

behaviors

- Issues related to dynamic website design and interactive decision making
- Website design and preference building effects
- Cognitive, emotional, and social factors and information systems design
- Applications of behavioral economics principles in online platforms that influence users behaviors (for example, in online auctions and e-marketplaces, crowdfunding platform, mobility platforms, and others)

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Advances in Decision Analysis Conference

Austin, TX, June 26-27, 2017

We are pleased to announce Advances in Decision Analysis 2017, a conference organized by the Decision Analysis Society. This conference-the second of its kind-will be held June 26-27, 2017 at The University of Texas at Austin in Austin, Texas.

The conference aims to develop and promote work fit for the Decision Analysis areas in Management Science and Operations Research and the Decision Analysis journal. The conference will provide a platform for interdisciplinary discussions and will include talks by researchers in statistics, economics, psychology, and other decision-making related disciplines with a prescriptive focus.

We are also pleased to announce that Professor Jim Dyer of the McCombs School of Business at The University of Texas at Austin will offer the opening plenary. A second plenary talk will be given by Bill Klimack of Chevron.

Conference site:

<https://www.informs.org/Community/DAS/ADA-2017-Conference>

(See the links on the lower left of the page.)

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New Perspectives on Consumer Behavior in Credit and Payments Markets

Thursday, September 7, and Friday, September 8, 2017

Submission deadline: June 15, 2017

The Payment Cards Center and the Research Department of the Federal Reserve Bank of Philadelphia are co-organizing their ninth biennial conference focusing on new research in consumer credit and payments. The landscape of household finance and consumer payments is evolving rapidly, and this conference seeks to capture the latest research. We encourage

researchers to submit theoretical and empirical studies that reflect the entire range of approaches and methodologies. We also encourage submissions that address the design and efficacy of regulations for consumer credit markets. Additional details are available here: [\[link\]](#)

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#### Prague Conference on Behavioral Sciences

April 28-29, 2017

The conference aims to ignite the discussion about behavioral approaches to public policy and to create a platform for like-minded people across the region. The keynote speaker for 2017 is the experimental economist Bart J. Wilson from Chapman University who will receive the Allais Memorial Prize in Behavioral Sciences. Among other speakers will be Sam Tatam from UK's #OgilvyChange and Emanuele Ciriolo from EU's Foresight & Behavioural Insights Unit (TBC).

Please visit the conference website [\[link\]](#) to find out more details.

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#### 36th meeting of the European Group of Process Tracing Studies

<http://www.egproc.org/>

June 22-24, 2017

National University of Ireland Galway

Submissions and registrations for the meeting are open until April 18th via

<http://tiny.cc/egproc2017>

The EGPROC meeting is an annual gathering of researchers interested in process tracing research in the area of Judgment and Decision Making where participants present and discuss recent research and ideas in an open and relatively informal atmosphere.

This year, we are delighted to host Professor Neil Stewart of Warwick University as our keynote speaker. In addition, we will have a panel discussion on the first day of the conference facilitated by Dr KongFatt Wong-Lin of Ulster University on the neural plausibility of decision-making models. These events will allow attendees to discuss decision theoretic concepts with the architects of two highly-cited decision models. The 36th EGPROC is sponsored by the European Association for Decision Making (EADM). Participation fees are 50 EUR for non-EADM members and 30 EUR for EADM members.

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ReaDoubt 2017: From Reasonable Doubt to Undue Scepticism

Interdisciplinary Conference

May 4-6, 2017

Birkbeck College, London

Registration for the ReaDoubt 2017 Conference in London, May 4th-6th, 2017 is now open. Early bird tickets are on sale until April 18th. Click here to register and book your tickets. [\[link\]](#)

The conference will bring together scholars from various disciplines (psychology, epistemology, philosophy of science, law, statistics) and practicing professionals (lawyers/judges, clinicians, climate scientists, forensic scientists, journalists) to work towards an understanding of reasoning and decision-making under uncertainty through the lens of the notion of ‘reasonable doubt’. The goal is not only to encourage interdisciplinary dialogue, but also to pay particular attention to everyday practice.

This should shed new light on epistemological and psychological questions about the nature and dynamics of belief and action, as well as on difficult judicial issues. Fostering such a dialogue among disciplines, and between researchers and practitioners, should also have implications for currently pressing societal issues such as the role and credentials of experts in democracy, conspiracy theories, science denial, and the epistemology and psychology of the social media, in short, societal concerns rooted in the difficulty of navigating an overwhelming mass of information.

Further information about the conference, including the detailed programme, is available at: [\[this link\]](#) . For any question, please write us at readoubtproject at gmail.com.

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The Royal Society of Medicine is holding a whole day meeting on decision making and the way Hubris, power or gender may impact on our ability to make the correct decision We have an Everest climber talking about decision mking in extreme circumstances, a neuroscientist ( Trevor Robbins) looking at gender and decision making, an anthropologist and a classicist as well as speakers looking at hubris and micro hubris in health and in business I hope to see many of you there, do let me know if you will be attending The tickets can be bought on the Royal Society of Medicine website, under 9th May 2017 events.

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Society for the Advancement of Behavioral Economics (SABE) conference  
Newcastle, Australia (just North of Sydney)  
July 6-8, 2017  
<http://newcastle.edu.au/sabe2017>

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Behavioral Finance & Economics  
October 18-20, 2017  
Los Angeles  
Submission deadline: May 19, 2017  
<http://www.aobf.org/>

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The 3rd Multidisciplinary Conference on Reinforcement Learning and Decision Making  
(RLDM2017)  
[www.rldm.org](http://www.rldm.org)  
June 11-14 2017  
University of Michigan, Ann Arbor  
Early registration: 28 April 2017  
RLDM2017 Invited speakers: [\[link\]](#)

To ensure that you receive future announcements about RLDM2017 please join our mailing list at [\[link\]](#) (you must log in to google to see the 'join list' button, and choose 'all email' from the options at the bottom).

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2nd Annual Athens Meeting of Behavioral and Experimental Economics and Social Sciences  
Saturday, May 6, 2017  
National and Kapodistrian University of Athens

To RSVP for the event and any other inquiries regarding the event, please contact mkolom at [econ.uoa.gr](mailto:econ.uoa.gr)

One year has passed since the official inauguration of our Experimental Laboratory in Social Sciences, situated in the heart of the historical center of Athens. The Laboratory's main aim is to revive academic debate, suggest conclusive research methodologies and host interdisci-

plinary experiments in Social Sciences for international research institutions and universities. It is time to recount the experience of the 1st year and plan the future of the lab.

After the event, you are welcome to join a two-hour workshop with presentations from behavioral and experimental economists affiliated with the lab.

The event will involve three presentations with time for discussion. Our speakers will be:

Professor Rebecca Morton (NYU & NYU Abu Dhabi)

Professor Nikos Nikiforakis (NYU Abu Dhabi)

Dr. Vasileios Vlaseros (ABEESS Director)

The event is intended to bring together: 1) a steadily growing community of experimentally minded social scientists who work across Greek academic institutions 2) behavioral and experimental scientists from abroad, who want to create ties in Athens and to contribute to the development of Behavioral and Experimental Social Sciences back in the city where it all began

## 4 Jobs

The Winton Centre for Risk and Evidence Communication and the Cambridge Social Decision-Making Lab (Department of Psychology) at the University of Cambridge are inviting applications for a postdoctoral research associate to study judgment under uncertainty, particularly with respect to the contested nature of societal trust in “facts” and how to effectively communicate uncertainty in a “post-truth” society. This unique and interdisciplinary appointment is specifically devoted to advancing our understanding of the basic psychological dimensions underlying public reactions to uncertainty about evidence on one hand, and experimentally evaluating ways to effectively communicate uncertainty to diverse audiences and decision-makers, on the other. Areas that may be studied include (but are certainly not limited to) climate change, public health, medicine, immigration, fracking, GMOs, and nuclear waste.

The job description, and details of how to apply are available at: [\[link\]](#)

For academic enquiries, please contact Dr. Sander van der Linden (sander.vanderlinden at psychol.cam.ac.uk)

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The department of Social Psychology at Tilburg University is recruiting two PhD students for two projects on the Social Psychology of Big Data. Candidates are welcome to apply for both projects.

*Moral Psychology of Big Data.* The first is interested in the moral psychology of big data. The last decade has seen a swift rise in the availability of data about our everyday habits, choices, and preferences. This quick rise has outpaced understanding of what uses people find more or less appropriate for the data. Books have been published on the ethics of big data and potential pitfalls (e.g., O’Neil, 2016), but ironically this question hasn’t been tackled with data. The goal of this PhD project is to use theories and tools of moral psychology to understand how people think about the moral trade-offs involved in big data, morally motivated reasoning about the uses of big data, and people’s responses when big data goes wrong. The results will give insight into moral reasoning about a typically amoral topic (i.e., data) and provide both users and creators of big data methods the information necessary to deploy big data in way that does not violate the ethical sensibilities of the public. This project will be supervised by Dr. Mark Brandt, Dr. Christoph Kogler, and Professor Ilja

van Beest. A more detailed project description is available upon request from Dr. Mark Brandt (m.j.brandt at tilburguniversity.edu).

*Social Consequences of Big Data Analytics.* The second is interested in how people think about predictive models based on big data analytics. Models based on big data analytics have had far-reaching effects on public policy. Governments use predictive models to allocate scarce resources and inform policy decisions (Hemerly, 2013), and organizations use them in employment and promotion decisions. Big data models make good predictions, on average, but they may also systematically disadvantage specific subpopulations (O'Neil, 2016). These concerns raise questions about how organizations and policy-makers will implement big data analytics, and how the public will react to decisions based on these models. The proposed project will investigate the role of human psychology in big data analytics: First, we will investigate when policy makers prefer to rely on big data analytics (versus human judgments). Second, we will consider how people react to negative outcomes based on these data-driven models. Finally, we will ask how policy makers can use nudges to facilitate trust in the use of data-driven models. This project will be supervised by Dr. Tony Evans and Professor Marcel Zeelenberg. A more detailed project description is available upon request from Dr. Tony Evans (a.m.evans at tilburguniversity.edu).

*Tasks* Designing and conducting empirical research;  
Presenting its findings on scientific conferences;  
Reporting its findings in international journals, resulting in a dissertation  
Participating in the teaching program of the Social Psychology department

*Selection criteria* A completed master's degree (preferably Research Master) in (social) psychology or related discipline by the starting date of the project;  
Expertise and experience in empirical research;  
Statistical knowledge (e.g. analyses of variance, regression);  
Willingness to learn necessary additional programming and statistical skills (e.g., R, Inquisit);  
Fluency in spoken English and excellent writing skills in English;  
Willingness and proven ability to work independently, but also to collaborate with the team.

*Terms & Conditions.* Tilburg University is among the top Dutch employers and has an excellent policy concerning terms of employment. The collective employment terms and conditions for Dutch universities will apply.



The appointments are intended to lead to the completion of a PhD thesis. The PHD appointment begins with a period of 12 months. Continuation of the appointment with another 36 months will be based on performance evaluation. The gross salary for the PHD position amounts ? 2191 per month in the first year, rising to ? 2801 per month in the fourth year, based on a full-time appointment (38 hours per week).

The starting date is negotiable, but no later than 1 September, 2017. Applicants who are current students should include information about expected graduation date in the cover letter.

Applications and Information Additional information about the vacancies can be obtained from Dr. Mark Brandt (m.j.brandt at tilburguniversity.edu) and Dr. Tony Evans (a.m.evans at tilburguniversity.edu).

Applicants should send their CV and a covering letter to Hans-Georg van Liempd MSc, Managing Director, Tilburg School of Social and Behavioral Sciences, only by the link mentioned below. The cover letter should clearly specify what project the candidate is applying for and their motivation for applying to work on the project.

The candidate is welcome to apply for both projects and, in this case, should include a motivation letter for each project.

The closing date for applications is April 23rd 2017. The interviews will take place the week of May 8th 2017.

Apply at [\[this link\]](#)

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Post-Doctoral Fellowship in the Master of Behavioral Decision Sciences (MBDS) at the University of Pennsylvania

The Master of Behavioral Decision Sciences (MBDS) at the University of Pennsylvania is seeking candidates for a post-doctoral fellowship beginning in the Fall of 2017. Applicants must have completed a Ph.D. in a social science discipline prior to beginning the fellowship and should have a research focus. Fellows will participate in our seminars and workshops and are encouraged to pursue their own research. Fellows will manage the operations of the MBDS research laboratory and will also teach two research seminars to master students per year (one each semester). Further information about the MBDS is available at: [\[link\]](#)

Applications must include a CV, an example of written work, and a cover letter indicating how current or future research interests align with those of potential colleagues at MBDS and at Penn. Applications should be received by May 20th, 2017. Applications should be sent by electronic mail to: [gishkrau@sas.upenn.edu](mailto:gishkrau@sas.upenn.edu)

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Two post-doctoral fellowships focusing on evidential reasoning in intelligence analysis  
Department of Experimental Psychology  
University College London

Please see details at: [\[link\]](#)

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Behavioral Research Associate  
Delos Labs, Rochester, Minnesota

For more information: [\[link\]](#)

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EFL Global is a for-profit social enterprise that develops cutting-edge technology using behavioral science and psychometrics to help banks in emerging markets expand access to credit for SMEs and consumers. We are looking for a creative and passionate behavioral science researcher to join our team as R&D Manager, Behavioral Science, and drive the advancement of applied behavioral science in EFL's product R&D.

Please find the full job application at: [\[link\]](#) and learn more about EFL's work at: [\[link\]](#)

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Full Time Research Assistant - University of Chicago Behavioral Marketing

We are looking for one or two highly skilled and motivated individuals to work as full-time research assistants beginning in the summer/fall of 2017 for a period of at least one year. The job will entail close collaboration with faculty members Oleg Urminsky, Dan Bartels and Abby Sussman on a number of new and ongoing projects in behavioral science, psychology and marketing, with a focus on consumer financial decision making. This positions are ideally suited for someone interested in pursuing a PhD in marketing, psychology, or behavioral economics. For more information, and to apply, please see the following links:

Position 1: Research Professional (General, Lab Manager) [\[link\]](#)

Position 2: Research Professional (Programming and Stats Focus) [\[link\]](#)

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Dr. Krishna Savani at Nanyang Business School, Singapore, is recruiting a Postdoctoral Fellow for a project funded by the Singapore Social Science Research Council. This project extends Dr. Savani's existing program of research on culture, norms, and decision making to investigate the psychological basis of social learning. The new postdoc would be joining a lab group consisting of an existing postdoc (Arjun Sengupta, a behavioral economist), a lab manager, and a full-time research assistant. The postdoc's responsibilities would include closely collaborating with the research team to help conduct the research proposed in the grant, along with developing new research ideas on related topics. There are no teaching or administrative responsibilities involved. Researchers with an interest in topics related to culture, norms, social learning, diversity, inequality, choice, and power, would be well-suited for this project.

This fellowship will be a two-year position beginning July 1, 2017, with the option to extend for a third year. Applicants must be trained in conducting experimental social psychological research, and must have completed a PhD in a social science discipline (psychology, organizational behavior, or marketing) prior to beginning the fellowship.

To Apply: Please e-mail the following documents to Dr. Savani's lab manager Lishi Tan (lishi at ntu.edu.sg): (1) your CV, (2) one or two first-authored manuscripts, (3) two letters of recommendation (these can be emailed directly by the letter writers), and (4) a cover letter describing how your background, experience, and interests fit with the program of research described above. Please include 'Postdoc Application' in the subject line.

Applications will be considered on a rolling basis until filled. All applications received by April 30 will receive full consideration. If you have any questions, please email Krishna Savani at ksavani at ntu.edu.sg.

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#### Postdoctoral Research Position

Job Description: Conduct research to understand and improve patient and provider decision making about surgical treatments, especially breast cancer treatments. The research involves qualitative methods, survey research methods, preference elicitation, and the development and testing of decision support interventions. We collaborate closely with investigators in psychology, behavioral economics, systems engineering, sociology, communications, and

clinical epidemiology. Most of the research involves primary data collection in cancer patients and providers, with some experimental investigation in healthy subjects.

Responsibilities include developing grant proposals, performing data analyses, writing reports, supervision of research assistants and students, and the development of independent and collaborative presentations and publications. Additional opportunities exist for teaching, developing new studies, and collaborating on other ongoing studies. The scholar will be given the opportunity to develop their own projects based on specific interest as long as they are related to the broader research of the supervisor.

Approximately 80% of the post-doctoral scholar's time will be devoted to managing the research group's day-to-day activities. The remaining 20% will be devoted to the scholar's own projects and can include the development of a career development application, with the supervisor's support. This is a multi-year position. The starting salary will be based on the current NIH NRSA postdoc stipend scale, commensurate with previous experience.

Education Requirements: Applicants must have a doctoral degree in psychology, economics, clinical investigation, health services research, or related field.

Required Experience: The successful candidate must have evidence of training and research productivity in behavioral, clinical, or health services research. Experience with primary data collection and strong analytical and writing skills are required. As the work involves collaboration with clinicians and investigators at multiple sites, effective team-building and interpersonal skills are essential.

Desired experience: Experience with collecting data in clinical settings is highly desirable. Biostatistical programming skills or qualitative analysis skills would be beneficial. We strongly encourage applications from women and underrepresented minority groups.

Special Instructions: Applicants should apply through [\[this link\]](#) Follow the link and then click "view open positions". From there, click "view all openings" and search for the job ID number 426163. You will be asked to provide a letter of interest, curriculum vitae, and contact information for three professional references. These materials can also be sent directly to Dr. Clara Lee at clara.lee at osumc.edu.

## 5 Online Resources

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**SJDM Web site** [www.sjdm.org](http://www.sjdm.org)

**Judgment and Decision Making** – The SJDM journal, entirely free and online [journal.sjdm.org](http://journal.sjdm.org)

**SJDM Newsletter** – Current and archive copies of this newsletter [www.sjdm.org/newsletters](http://www.sjdm.org/newsletters)

**SJDM mailing list** – List archives and information on joining 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](http://www.decisionsciencenews.com)

**Decision Science News by email** – One email per week, easy unsubscribe. [DSN by email](#)

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