

# SOCIETY FOR JUDGMENT AND DECISION MAKING

## Newsletter

Volume 37, Number 2, June 2018

## Contents

1	Announcements	3
2	Essay	8
3	Conferences	11
4	Jobs	15
5	Online Resources	20

## 2017–2018 Executive Board

**Chris Hsee** (christopher.hsee@chicagobooth.edu) President

**Rick Larrick** (rick.larrick@duke.edu) Past President

**Nina Mazar** (nina.mazar@rotman.utoronto.ca) President Elect

**Suzanne Shu** (suzanne.shu@anderson.ucla.edu) Elected Member 2017-2020

**Oleg Urminsky** (oleg.urminsky@chicagobooth.edu) Elected Member 2016-2019

**Katy Milkman** (kmilkman@wharton.upenn.edu) Elected Member 2015-2018

**Bud Fennema** (fennema@fsu.edu) Secretary-Treasurer

**Jon Baron** (baron@psych.upenn.edu) Webmaster

**Jon Baron** (baron@psych.upenn.edu) Journal Editor

**Dan Goldstein** (dan@dangoldstein.com) Newsletter Editor

**Oleg Urminsky** (oleg.urminsky@chicagobooth.edu) Program Committee Chair 2018

**Nathan Cheek** (nncheek@princeton.edu) Student Representative 2017-2018

**SJDM Newsletter Editor** (Submissions & Advertisements)

Dan Goldstein

Microsoft Research

dan@dangoldstein.com

**Secretary/Treasurer** SJDM c/o Bud Fennema

College of Business, P.O. Box 3061110

Florida State University

Tallahassee, FL 32306-1110

Voice: (850)644-8231

Fax: (850)644-8234

fennema@fsu.edu

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>

---

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

Organizational Behavior and Human Decision Processes (OBHDP) is Featuring a Special Issue on Nudges and Choice Architecture in Organizations

Deadline for submissions extended: July 15, 2018

Scope of special issue: Appropriate papers should present field experiments (alone or in combination with laboratory experiments) that explore the efficacy of nudging and choice architecture in organizations. By "field experiment", we mean a study with random assignment of participants to conditions and participants who engaged in the tasks under study in an environment where they naturally undertake these tasks. We are most interested in experiments (a) whose outcomes are measures of actual behavior (rather than self-report), (b) that include participants who are not MTurk workers, undergraduates in a laboratory, or survey panelists from services like Qualtrics and ClearVoice, and (c) that were conducted in real-world organizational settings. We adopt the following definition of a nudge: nudges "aim to change 'people's behavior in a predictable way without forbidding any options or significantly changing their economic incentives. To count as a mere nudge, [an]...intervention must be easy and cheap to avoid. Nudges are not mandates' (Thaler & Sunstein, 2008). Nudges do not impose material costs but instead alter the underlying 'choice architecture,' for example by changing the default option to take advantage of people's tendency to accept defaults passively. Nudges stand in contrast to traditional policy tools, which change behavior with mandates or bans or through economic incentives (including significant subsidies or fines)." (Benartzi et al., 2017)

We particularly seek manuscripts that have several of the following features: introduce new tools of choice architecture, shed light on important ongoing de-

bates in the literature, yield important new empirical or theoretical insights about previously-studied nudges, are of policy importance, or open up promising directions for future research.

An illustrative, but not exhaustive list of topics that fall within the scope of this special issue is provided below:

1. Field validation and testing of nudges or choice architecture techniques in organizations that have previously only been tested in the laboratory or in limited field contexts.
2. Field validation and testing of novel, untested nudges or choice architecture techniques in organizations.
3. Comparisons of effect sizes or cost effectiveness of multiple nudges and/or economic levers related to managerially relevant outcomes.
4. Field results that shed light on novel mechanisms underlying nudges or choice architecture

To learn more or submit a manuscript, visit: [\[this link\]](#)

GUEST EDITORS: Katherine L. Milkman, University of Pennsylvania (Managing Guest Editor) Gretchen Chapman, Carnegie Mellon University David Rand, Yale University Todd Rogers, Harvard University Richard H. Thaler, University of Chicago

---

Rieber, Steven (steven.rieber at iarpa.gov) writes:

IARPA (the Intelligence Advanced Research Projects Activity) seeks thousands of people to test the analytic methods developed for the CREATE (Crowdsourcing Evidence, Argumentation, Thinking and Evaluation) program. CREATE is a multi-million-dollar, multi-year R&D effort to improve the core process of intelligence analysis for national security: making well-reasoned inferences from incomplete information. If effective, CREATE analytic tools could greatly assist other disciplines that depend on good reasoning, including law, medicine, and public policy.

Here is the [\[signup page\]](#)

---

Jon Baron (baron at upenn.edu), referring to the DARPA Systematizing Confidence in Open Research and Evidence (SCORE) program, writes:

Here is the [\[URL\]](#) for this interesting proposal (for an impossible task, but then that is the idea).

---

Kelly Goldsmith (Kelly.Goldsmith at owen.vanderbilt.edu) writes:

Call for Papers. Journal of Consumer Psychology Special Issue: Consumer Psychology for the Greater Good

Co-Editors: Kelly Goldsmith & Aparna A. Labroo

Every day, consumers make a myriad of decisions that have the ability to affect the greater good, which we define as the collective well-being of the broader social group. Such decisions range from deciding whether or not to speak up in the face of unfair practices to accurately reporting one's financial information on their taxes to understanding and empowering vulnerable consumers. Given their broad communal consequences, such decisions are of great interest to a variety of constituencies, including policy makers, non-profit organizations, communities, and marketers, as well as individuals. Accordingly, theory-driven inquiry into the antecedents and consequences of consumer behaviors that serve the greater good offers great theoretical and practical value.

Consumer psychology over the past several decades has made substantive contributions to the understanding of consumer behavior; however, research truly motivated by impacting the greater good has remained limited. To be clear, there is a difference between research motivated by the greater good versus research that is relevant to the greater good. In the former, the genesis of the research is a problem motivated by the greater good; in the latter, the greater good might be referenced as a loosely-related implication drawn from a broader inquiry. This Special Issue in JCP seeks research that fits the former category.

The research could propose novel theories of how to promote the greater good, question whether outcomes stereotypically thought of as generating greater good indeed serve the greater good, or even propose downstream problems that a quest for greater good might create. Applications of existing consumer decision making

theories to promote the greater good are welcome, but only as long as a greater good problem is central to the paper and the application is consequential.

Submitted manuscripts could either be Research Reports or Research Articles in standard JCP format. All submissions are encouraged to provide complete methodological and other details in accompanying web appendices. To see the full call for papers, including a list of potential (non-binding) areas of investigation, visit: [\[this link\]](#)

Deadline for initial manuscript submission: August 1, 2019 Authors are encouraged to submit manuscripts early and any time before the submission deadline as papers will be evaluated on a rolling basis.

---

David Leiser (dleiser at bgu.ac.il) writes:

I am happy to announce that my book “How we Misunderstand Economics and Why it Matters : The Psychology of Bias, Distortion and Conspiracy” is now available, in both print and e-book formats. Abstract of each chapter, endorsements, purchase information etc are all available on the associated [\[website\]](#)

This is the first book to explain why people usually misunderstand economic phenomena (as opposed to economic misbehavior). It explains the mismatch between the limits of our cognitive endowment and the specific way economics analyzes economic phenomena (both micro and macro). It documents numerous examples of misunderstanding and bias, and present the tools laypeople use to make sense of what is largely not understandable to them: metaphors, heuristics, ideology, reliance on psychological traits and more. The book lays out what all this means for policy makers, and makes recommendations based on the (glum) picture it documents.

---

Steve Shu (shu at digitai.org) writes:

Request for Proposals: Field Experiments on Reducing Consumer Spending

There is a large body of behavioral economics research focused on helping people save more for retirement. See, for instance, the work I did with Richard Thaler on the Save More Tomorrow program, or the important work of Beshears, Choi,

Madrian, Laibson and others. Similarly, many FinTech startups focus on helping people start saving. Acorns, for example, has helped more than three million users start saving by either rounding up their purchases and saving the change, or making recurrent deposits into an investment account.

One interesting question is whether we could also address the savings crisis by studying interventions that help consumers reduce their spending. It feels to me as though we need more research in this area.

In partnership with Acorns, I am pleased to announce a request for research proposals for field experiments that would be focused on reducing consumer spending. Acorns has the ability to track the spending of many of its users as well as send personalized messages and calls to action. For instance, Acorns can use transaction data to count how many times a user dines out and suggest that he or she cuts dining out by one or two times per week. Of course, we'd like many more ideas for how Acorns can help its users reduce spending.

If you are as excited as I am about the possibility of running large field experiments in this area, please send over a very brief overview of the intervention you'd like to test. If there is a mutual interest in running the experiment, you will be provided a unique opportunity to run the field experiment, and publish the results, while Acorns' users will benefit from the proposed intervention.

Please submit all proposals to Steve Shu at [shu@digitai.org](mailto:shu@digitai.org) no later than June 30th, 2018.

---

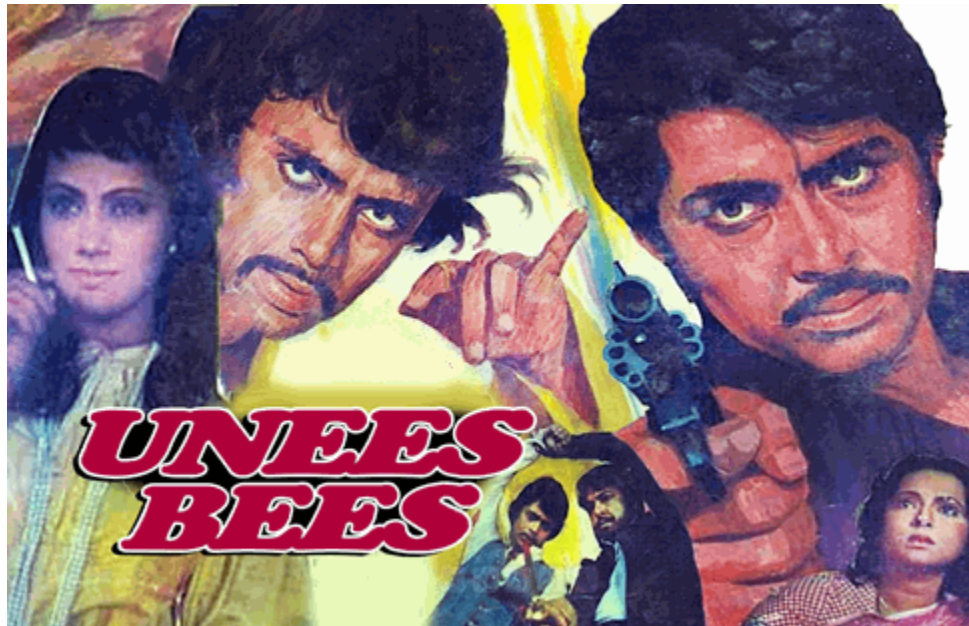
Dan Goldstein ([dan at dangoldstein.com](mailto:dan@dangoldstein.com)) writes:

Some of the important announcements in this newsletter are released early in [Decision Science News](#). Over 3,000 professors and grad students in decision making fields subscribe to the Decision Science News weekly email. You can [\[subscribe at this link\]](#) and unsubscribe anytime.

## 2 Essay

### Nineteen vs Twenty

From a [Decision Science News](#) post by Dan Goldstein (dan@dangoldstein.com)



We were getting an egg and cheese on a roll at a deli the other day and started chatting with the cashier about politics and he said that two people were like 19 vs 20.

We said, “19 vs 20, what’s that mean?”

He said, “It means basically the same thing. Different but not really different”

We said, “Where do they say that?”

He said, “Pakistan”

As we continued walking to work, we were thinking “this is the best saying ever.”

In the psychology of sensation and perception, differences in sensation of 5% (e.g., 19 vs 20) are often not detectable. People can’t reliably tell if a rock that weighs 19 pounds is lighter than a rock that weighs 20 pounds. If the threshold for detecting differences is  $k$ ,  $k$  is called the Weber fraction. Here are some estimated Weber fractions (as percentages) for a number of stimulus dimensions:



STIMULUS DIMENSION	RESOLUTION	WEBER FRACTION (%)
Surface texture (roughness)	0.06 $\mu\text{m}$ <sup>[21]</sup>	5-12% <sup>[22] [23]</sup>
Curvature	9 $\mu\text{m}$ <sup>[24]</sup>	10% <sup>[25]</sup>
Temperature	0.02-0.09°C <sup>[26]</sup>	0.5-2% <sup>[27]</sup>
Skin indentation	11.2 $\mu\text{m}$ <sup>[28]</sup>	14% <sup>[29]</sup>
Velocity of tactile stimuli		20-25% <sup>[30]</sup>
Vibrotactile frequency (5-200 Hz)	0.3 Hz <sup>[31]</sup>	3-30% <sup>[31] [32] [33]</sup>
Vibrotactile amplitude (20-300 Hz)	0.03 $\mu\text{m}$ <sup>[34]</sup>	13-16% <sup>[35] [36]</sup>
Pressure	5 gm/mm <sup>2</sup> <sup>[4]</sup>	4-16% <sup>[37]</sup>
Force	19 mN <sup>[38]</sup>	7% <sup>[39] [40]</sup>
Tangential force		16% <sup>[41]</sup>
Stiffness/compliance		15-22% <sup>[14] [42] [43]</sup>
Viscosity		19-29% <sup>[44] [45]</sup>
Friction		10-27% <sup>[46] [47]</sup>
Electric current	0.75 mA <sup>[48]</sup>	3% <sup>[49]</sup>
Moment of inertia		10-113% <sup>[50] [51]</sup>

As we can see, in many domains,  $k$  is greater than 5%, meaning that for many things, the 19 vs 20 difference is not detectable.

Next, we wanted to see if we could find some web pages on this topic, you know, for blogging.

Searching on “19 vs 20” in English was not a successful search strategy.

We thought, well, maybe if it is said in Pakistan, it is said in India, too? We asked a couple of Indian colleagues in the lab and bingo, both knew the phrase. In Hindi, it’s “unees bees ka fark:”

unees means ‘nineteen’

bees means ‘twenty’

ka fark means ‘the difference between’

My colleague Chinmay Singh adds the following

There is question on Quora about this topic [\[link\]](#)

The exact words can be loosely translated as “difference of nineteen twenty”, as in the difference between two things being compared is the same as that between nineteen and twenty.

Please note there is subtle difference between this idiom and the English variant “six of one, half a dozen of the other”. The Hindi phrase acknowledges that the difference actually exists, but should be ignored because it is (statistically) insignificant. The English phrase suggests that it’s only a matter of saying it differently as the two choices are identical otherwise.

#### Other notes

- While we wish the Weber fraction was named for JDM researcher Elke Weber, it is actually named for Ernst Heinrich Weber who unfortunately died in 1878.
- The ideas of the just noticeable difference and Weber fraction are useful but false models that have been supplanted. When we wrote a term paper on the topic for Stephen Stigler’s History of Statistics class, we learned about the 1885 attack on the just noticeable difference (unterschiedsschwelle) by Charles Sanders Peirce and Joseph Jastrow.
- As the image above shows, “nineteen twenty” is the name of an awesome looking movie as well.

### **3 Conferences**

The Society for Judgment and Decision Making (SJDM) conference is generally considered the best conference on earth and will be held in New Orleans November 17-19, 2018.

---

The National Cancer Institute (NCI), in collaboration with Cancer Research U.K. (CRUK), will host a “sandpit” workshop (i.e., ideas lab) on October 28-31, 2018, in Potomac, Maryland.

**WORKSHOP BACKGROUND.** This intensive residential workshop will bring together a broad, multidisciplinary group of participants to generate new insights on the contextual factors (e.g., social, cultural, and organizational) that influence the implementation and uptake of digital health interventions for cancer prevention. The research ideas generated at the workshop will inform dissemination and implementation efforts, with the ultimate goal of increasing the reach, adoption, and maintained use of digital health tools. On the last day of the workshop, CRUK will invite up to four of the teams formed at the workshop to apply for CRUK seed grants to test the feasibility of their ideas.

**APPLICATION DETAILS.** Early- and mid-career professionals based in the U.S. or U.K. who are interested in contributing their expertise, transformative ideas, and novel thinking are especially encouraged to apply. However, please note that Ph.D. students are not eligible for this opportunity.

Applications must include the following components: a CV an 800-word cover letter describing the applicant’s interest in the workshop a visual representation (e.g., diagram or mental model) that illustrates a conceptual schema of the applicant’s area of interest, along with a 300-word caption a letter of commitment from the applicant’s organization or institution

Application materials must be emailed to Sandpit\_Workshop at mail.nih.gov by July 18, 2018 at 5 p.m. EDT / 10 p.m. BST.

NCI will support standard-class travel accommodation costs (in accordance with NIH Travel Policy) for applicants selected to participate and committed to attending the entire Sandpit event. Additional details about the Sandpit and full application instructions are available at [\[this link\]](#)

EQUAL OPPORTUNITIES. NCI is committed to providing reasonable accommodations for qualified individuals with a disability.

CONTACT INFORMATION. Kara L. Hall, Ph.D. [\[link\]](#) Health Behaviors Research Branch  
Phone: (240) 276-6831 Email: hallka at mail.nih.gov

---

We are pleased to announce that the third Advances in Decision Analysis Conference organized by the Decision Analysis Society of INFORMS, will be held on June 19-21, 2019 at Bocconi University, Milan, Italy.

The conference aims to bring together scientists working in decision analysis, broadly defined. The conference will provide a platform for interdisciplinary discussions and will include talks by researchers in decision analysis, behavioral economics, judgment and decision-making, machine learning, statistics, and other related disciplines with a prescriptive focus. Details on extended abstract submission and registration will be available on the conference website in the fall of 2018. We are excited about our keynote speakers: Robyn S. Wilson from Ohio State University and Massimo Marinacci from Bocconi University. The conference will be hosted at Bocconi University in Milan and supported by the IGIER and BIDS research centres of Bocconi University. [\[conference link\]](#)

We hope you will join us at the Advances in Decision Analysis 2019 Conference to enjoy the research talks and take in the sights of the wonderful city of Milan!

Emanuele Borgonovo, John Butler, Melissa Kenney, Jason Merrick, Yael Grushka-Cockayne, and Jay Simon

Key Dates: Sept 30, 2018: Registration opening January 10, 2019: Deadline for abstract submissions. January 30, 2019: Abstract acceptance May 1, 2019: Final date for abstract changes. May 19, 2019: Early registration deadline & refund deadline. \*Preliminary, may be subject to slight changes.

Preliminary Program. The conference will start on Wednesday June 19th 2019 with a full day program (morning and afternoon), will continue on Thursday June 20th (morning and afternoon) and will close at 13.00 of June 21st 2019. A conference dinner will be held on June 20th 2019.

The Tilburg Institute for Behavioral Economics Research is happy to announce the TIBER 2018 Symposium on Psychology and Economics, to be held on August 24, 2018.

The symposium aims to bring together Economists, Psychologists, Marketing researchers and others who work on Behavioral Decision Making, either in individual or interdependent settings. The symposium consists of two keynotes, a number of parallel sessions with presentations of about 20-30 minutes, and a poster session.

We are proud to present Axel Ockenfels [\[link\]](#) (University of Cologne) and Frans de Waal [\[link\]](#) (Emory University and Utrecht University) as this year's keynote speakers.

The goal of this series of symposia is to establish contact and discussion between researchers of the different fields. We look for empirical contributions from diverse fields, such as Individual Decision Making, Consumer Behavior, Bargaining, Social Dilemmas, Experimental Games, Emotions, Fairness and Justice, Rational Choice, and related subjects.

Information regarding the program of the symposium and the keynote speakers, as well as the location of the symposium and the registration forms can be found on our [\[website\]](#).

If you have any questions regarding the conference, please send an email to [tiberconference2018 at gmail.com](mailto:tiberconference2018@gmail.com).

---

### 2019 Choice Symposium Call for Proposals

The 11th Triennial Invitational Choice Symposium, co-chaired by Simon Blanchard and Debora V. Thompson from Georgetown University, will be held from May 29th to June 2nd 2019, at the Hyatt Regency Chesapeake Bay Resort located on the Eastern shore in Maryland.

Scholars who are interested in organizing a workshop on a specific theme for the symposium may submit a proposal by September 10th, 2018.

**Workshop Topics:** Workshop proposals should focus on the study of topics relevant to the understanding of individual choice behavior and decision making, ideally spanning multiple academic disciplines.

**Workshop Schedule:** The symposium typically includes 2.5 days of scheduled academic activities and one half day of leisure activities. Typical schedules include time for participants to present their own work and have ample time for integrative discussions. Sample proposals from past symposiums are available on the symposium website.

Workshop Participants: Workshop organizers are responsible for recruiting a roster of participants for their proposed session. Each workshop proposal should include a minimum of 12 and a maximum of 15 participants - inclusive of the organizers.

Submission deadline: Workshop proposals must be submitted by September 10th 2018.

Proposal review: Submitted workshop proposals will be reviewed and evaluated by members of the program committee, and decisions will be communicated to the corresponding workshop co-organizers by November 15, 2018. For more information, visit [\[this link\]](#).

## 4 Jobs

Assistant Professor of Marketing (Behavioral) at Yale School of Management

The Yale School of Management seeks applicants in the general area of Behavioral Marketing for a tenure-track faculty position at the rank of Assistant Professor.

We are seeking applications from graduating students, post-docs and others who show exceptional promise. Applicants must have a Ph.D. or equivalent degree (or will earn the degree within one semester from the start of the appointment) in Behavioral Marketing, or a related field such as Psychology, Organizational Behavior, or Decision Science. Appointment as Associate Professor may be possible for more experienced applicants who meet the University's qualifications for that rank.

You would be joining our group of 15 full-time faculty with 9 members focused on behavioral research: Ravi Dhar, Shane Frederick, Nathan Novemsky, Gal Zauberman, Daylian Cain, George Newman, Taly Reich, Jason Dana, and Zoe Chance.

The selected candidate will be expected to conduct high-quality research, representing early demonstration of intellectual leadership, in their area of study. The position also requires teaching graduate- and/or PhD-level courses and advising and mentoring students.

Appointment terms This is a full-time, tenure track faculty position located at the Yale School of Management in New Haven, Connecticut. Appointments will be made for the 2019-2020 fiscal year, beginning July 1, 2019. The initial term is typically three years.

To Apply Only complete applications submitted to [\[this link\]](#) will be accepted or considered. Applicants should submit a cover letter, curriculum vitae, writing sample, research statement (optional) and contact information for at least two letters of reference. Request for references will be immediately sent via e-mail request.

Timing In order to be considered for an interview at the 2018 AMA Summer Academic Conference in August, you must submit a complete application no later than July 1, 2018. Mention in your cover letter that you will be attending AMA. The position will be open until filled but no later than April 30, 2019. Applicants are encouraged to submit their materials by September 1, 2018 to ensure full consideration.

Questions about this position may be directed to Ravi Dhar at <mailto:ravi.dhar@yale.edu>. Applications sent via email cannot be considered.

Yale University is an Affirmative Action/Equal Opportunity employer. Yale values diversity among its students, staff, and faculty and strongly welcomes applications from women, persons with disabilities, protected veterans, and underrepresented minorities.

---

The University of Pennsylvania, Social and Behavioral Science Initiative (SBSI) seeks applicants for a postdoctoral fellowship position for the 2018/2019 academic year. Funding is guaranteed for one year with the possibility of renewal for an additional year.

SBSI is a new interdisciplinary initiative comprised of scholars within the School of Arts and Sciences interested in the study of human social behavior and decision making.

The position is designed for individuals who have recently obtained a PhD degree in psychology or a related behavioral science discipline. The position is intended as a springboard for excellent researchers to help them build and establish their own research program. We are particularly interested in applicants who will pursue collaborative research with more than one SBSI scholar.

Applicants should specify in their cover letter how their work connects with the interests of faculty in the SBSI. SBSI faculty are located primarily in the psychology department, but also in SAS departments that share an interest in human behavior and decision making, including communication, criminology, linguistics, philosophy, and political science.

Topics of interest of faculty include judgement and decision-making, morality and cooperation, social cognition and evolutionary and cultural origins of behavior.

Benefits. Fellows receive a competitive salary and health insurance plus a modest research and travel budget. Fellows also benefit from access to the greater community of academics and leading research facilities equipped with cutting-edge instrumentation all on an urban campus in a vibrant city. Fellows are invited to join regular working group meetings within their field, plus career development workshops aimed at young researchers. Funding is guaranteed for one year with the possibility of renewal for an additional year.

Eligibility & Application. Applicants must have formally completed all requirements of the PhD. Candidates must submit a research statement that identifies potential collaborative opportunities with SBSI faculty at Penn, along with a CV, and contact information for two referees.



All eligible and complete applications will be evaluated by the Selection Committee and judged based on scientific excellence and fit.

Please direct applications and questions to: [dir-sbsi@sas.upenn.edu](mailto:dir-sbsi@sas.upenn.edu)

Penn adheres to a policy that prohibits discrimination on the basis of race, color, sex, sexual orientation, gender identity, religion, creed, national or ethnic origin, citizenship status, age, disability, veteran status, or any other legally protected class. Background check required after a conditional job offer is made. Consideration of the background check will be tailored to the requirements of the job.

---

The Department of Marketing in the Marshall School of Business at the University of Southern California invites applicants for tenure-track positions at all levels beginning in fall 2019. Candidates should provide evidence of outstanding research productivity or potential and strong teaching ability. Applicants must hold a doctorate in Marketing or a closely related field or be ABD with completion expected prior to joining. Salary will be highly competitive and commensurate with qualifications.

The USC Marshall School of Business is a private research and academic institution committed to educating tomorrow's diverse and global leaders. We are a collaborative and inclusive group of scholars who often work together and with teams of graduate students. The marketing department is extremely research active and productive. In the UT Dallas ranking of publications in the *Journal of Consumer Research*, the *Journal of Marketing*, *Journal Marketing Research* and *Marketing Science*, we placed 5th in the North American rankings for the 2014-2018 time period. Faculty stipends and benefits are on par with leading business schools. Over the past five years, the Dean's office has implemented a Thought Leadership Initiative that has significantly expanded the size of the Marshall School's tenure-track faculty, and is still heading toward fruition. The Initiative also reduces teaching responsibilities for new assistant professors and provides enhanced research resources for research-active junior faculty. We are also committed to an environment that embraces a diversity of topics and methodological approaches.

The University of Southern California combines the strengths of a major, large research university with the advantages of a private college. Located in the heart of Los Angeles, the university provides a pleasant work and living environment with all of the amenities, challenges and opportunities of a world-class city, which some expert observers characterize as the eastern capitol of the Pacific Rim.

USC is an equal opportunity, affirmative action employer. All qualified applicants will receive consideration for employment without regard to race, color, religion, sex, sexual orientation, gender identity, national origin, protected veteran status, disability, or any other characteristic protected by law or USC policy. USC will consider for employment all qualified applicants with criminal histories in a manner consistent with the requirements of the Los Angeles Fair Chance Initiative for Hiring ordinance.

Qualified candidates should apply on-line at [\[this link\]](#)

Candidates should submit their application documents including a detailed curriculum vitae or resume; contact information for three recommendation letter writers; sample manuscripts and other materials no later than July 5th, 2018.

---

We're looking for a bright, motivated person to come and work on a collaborative project between the University of Cambridge and Vizzuality, a data-visualization company. The work will involve using insights from cognitive science to understand how people process and use complex data visualizations when making judgments and decisions. The goal is to help improve the way that Vizzuality approaches their work.

The position will involve working outside academia, but will involve undertaking translational research. We're considering applications from people both with and without a PhD, but need someone who can start before mid-August 2018. Further details can be found here: [\[this link\]](#). If you are interested in finding out more, feel free to contact Dr William Skylark: wjm22 at cam.ac.uk

---

The Behavioural Science Group in Warwick Business School are looking to appoint a full time postdoctoral researcher for 18 months on an ESRC funded project examining decision processes. The project Accumulating to Choose is led by Prof. Neil Stewart, with co-investigators Prof. Chris Starmer (University of Nottingham), Prof. Colin Camerer (Cal-Tech), and Dr Timothy Mullett (Warwick Business School).

The project examines how preferences are formed, and how attention can predict choice. A particular focus is given to evidence accumulation models of decision making. Methods will include a mix of behavioural experiments and eye tracking, with potential for choice modelling and model simulation work.

The successful candidate will be based at Warwick Business School and join the prestigious international collaboration. They will develop both behavioural and eye tracking studies across a range of choice domains. This will involve implementation of the experimental design, data collection, and analysis. They will then lead the writing and publication of the results. Informal enquiries may be sent to Prof. Neil Stewart (neil.stewart at wbs.ac.uk). [\[application link\]](#)

---

Assistant Professor in Behavioural Science, Warwick Business School, The University of Warwick

We are continuing our search for top-flight talent to join our outstanding faculty. Applications are invited at the level of Assistant Professor in Behavioural Science.

We are looking for an internationally oriented, ambitious yet collegial early career scholar who will contribute to research and teaching within the Behavioural Science Group. WBS, and Warwick more broadly, is internationally renowned for interdisciplinary work on pure and applied behavioural science, and Behavioural Science is one of the University's Global Research Priorities.

We especially welcome applications from researchers with a strong background in economics, psychology, decision science, neuroscience or data science or a related discipline as it applies to the study of human behaviour.

The successful candidate will have completed or will be near completion of their doctoral studies and will have demonstrable capacity to publish at top level. The successful candidate will also have an ambition future research agenda. The ability and experience of teaching in behavioural science, especially behavioural economics and decision making, would be a strong advantage. Deadline to apply July 11, 2018. [\[application link\]](#)

---

The Nature Conservancy is pleased to solicit applications for the NatureNet Science Fellowship a trans-disciplinary postdoctoral fellowship and research grant program. The NatureNet Science Fellows program bridges academic excellence and conservation practice to create a new generation of climate change leaders who combine the rigor of academic science with real-world application. For more information on the NatureNet Science Fellowship and to apply please visit [\[this link\]](#)

## 5 Online Resources

---

<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://www.decisionsciencenews.com">www.decisionsciencenews.com</a>
<b>Decision Science News by email</b> – One email per week, easy unsubscribe.	<a href="#">DSN by email</a>

---