Society for Judgment and Decision Making Newsletter

Society for Judgment and Decision Making

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Contents

Executive Board 2018–2019 **3**

Masthead **4**

Announcements **6**

Jobs **15**

Conferences **23**

Online Resources **28**

2019 Conference Program **29**

Executive Board 2018–2019

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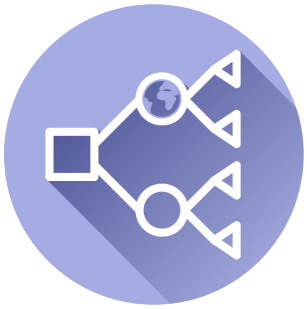
Danny Oppenheimer	doppenh1@andrew.cmu.edu	Program Committee Chair 2019
Nathan Cheek	nncheek@princeton.edu	Student Representative 2017-2019

Masthead



SOCIETY FOR JUDGMENT AND DECISION MAKING

SJDM Newsletter Editor

(Submissions & Advertisements)

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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.

Announcements

Jon 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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Anna Dreber (anna.dreber at gmail.com) writes:

Replication Markets (RM) invites you to help us predict outcomes of 3,000 social and behavioral science experiments over the next year. We actively seek scholars with different voices and perspectives to create a wise and diverse crowd, and hope you will join us. We invite you - your students, and any other interested parties - to join our crowdsourced prediction platform. By mid-2020 we will rate the replicability of claims from more than 60 academic journals. The claims were selected by an independent team that will also randomly choose about 200 for testing (replication).

RM's forecasters bet on the chance that a claim will replicate and may adjust their assessment after reading the original paper and discussing results with other players. Previous replication studies have demonstrated prediction accuracy of about 75% with these methods. RMs findings will contribute to the wider body of scientific knowledge with a high-quality dataset of claim reliabilities, comparisons of several crowd aggregation methods, and insights about

predicting replication. Anonymized data from RM will be open-sourced to train artificial intelligence models and speed future ratings of research claims. RMs citizen scientists predict experimental results in a play-money market with real payouts totaling over $100K. Payouts will be distributed among the most accurate of its anticipated 500 forecasters. There is no cost to play the Replication Markets.

Our project needs forecasters like you with knowledge, insight, and expertise in fields across the social and behavioral sciences. Please share this invitation with colleagues, students, and others who might be interested in participating. We hope to see you in the markets!

For more infomation, see:
http://mail.sjdm.org/pipermail/jdm-society/2019-August/008278.html

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Mirta Galesic (galesic at santafe.edu) writes:

Public Opinion Quarterly, an official journal of the American Association for Public Opinion Research, seeks submissions for a special issue called New Data in Social and Behavioral Research.

The special issue is devoted to new types of data that might be used to conduct social or behavioral research either in conjunction with surveys, in place of surveys, or to address questions that cannot be addressed by surveys. Examples of these new data include social media posts, search strings, online prices, and sensor data such as location, activity, and sound. Potential topics for submissions include, but are certainly not limited to:

- The integration of social media content with survey data
- The use of call records and other mobile network operating data tostudy behavior
- Analysis of administrative records to reduce survey costs and burden on respondents

- Issues of ethics and privacy when using these new data
- Measurement error in new data sources
- The feasibility of tracking public opinion via Internet search terms and browsing behavior
- Comparison of estimates from self-reports and data collected passively with sensors

Submissions can be methodological in orientation or can be substantive applications that demonstrate the usefulness and assess the validity of these new data sources.

The issue is scheduled for publication in early 2021. Submissions of relevant research articles, research syntheses, and research notes are welcome and will be considered through February 1, 2020.

For more infomation, see:
http://mail.sjdm.org/pipermail/jdm-society/2019-September/008316.html

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Rick Larrick (rick.larrick at duke.edu) writes:

The journal Behavioral Science & Policy (BSP) https://behavioralpolicy.org/publications/ is accepting submissions a Spotlight on "Harnessing Behavioral Science to Understand and Address Human Impact on the Environment." This Spotlight will focus on how we can leverage behavioral science insights to shape environmental policies; a particularly important issue in the Anthropocene. The Anthropocene is increasingly used to define our current geological age in which human behavior has become the dominant influence on climate and our environment.

This scientific reality presents new opportunities for behavioral science. If human behavior is the main influence on our environment and climate, then does it follow that behavioral

science should be the main policy response to climate and environmental challenges? How do behavioral levers compare to other policy responses to Anthropocene challenges? How is behavioral science already being used to mitigate Anthropocene challenges? How is behavioral science (unintentionally) contributing to these challenges?

This Spotlight seeks submissions which shed light on such questions, and welcome ideas across the social and political spectrum. We are interested in a wide range of topics, cutting across traditional viewpoints, which highlight and clarify the role of behavioral science in meeting climate and environmental challenges. Examples of topics that may fit this Spotlight include, but are not limited to intersections of behavioral science with:

- Climate change and other planetary boundaries: Research under this umbrella might identify reasons for the behavior that has led us to exceed these boundaries in some cases and avoid and extend them in others. Which policies have effectively worked with these behaviors? How do proposed policies, as well as technological, and purely behavioral, responses to these boundaries reinforce each other?

- How do environmental and social goals overlap? Possible topics in this area include, but are not limited to, air quality, climate engineering, material life-cycles, consumption and acquisitiveness, energy (supply and demand, water (quality and quantity), and scientific analysis of environmental justice issues.

- Wildlife protection and conservation: Research under this category can address the protection/conservation of individual species as well as larger ecologies and natural habitats. Relevant examinations include the psychological underpinnings of taking action to protect wildlife, the situational factors that interfere with peoples conservation behavior, and examples of successful strategies and policies that leveraged behavioral science.

For full consideration, please submit a 250 word abstract (or an indication of interest) to the guest editors by September 30. Competitive abstracts will be invited to submit a full

manuscript by January 31, 2020.

Guest Editors for this Spotlight Issue are: Leidy Klotz (lk6me at virginia.edu), Izzy Gainsburg (izzyg at umich.edu), Julia Lee (profjlee at umich.edu), and Rick Larrick (rick.larrick at duke.edu).

For more infomation, see:
http://mail.sjdm.org/pipermail/jdm-society/2019-September/008335.html

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

We are happy to announce the winner of the 2019 Exeter Prize for the best paper published in the previous calendar year in a peer-reviewed journal in the fields of Experimental Economics, Behavioural Economics and Decision Theory.

The winners are Samuel M. Hartzmark (University of Chicago) and Kelly Shue (Yale University) for their paper A Tough Act to Follow: Contrast Effects in Financial Markets, published in The Journal of Finance. The paper provides evidence that contrast effects exist in an important real-world setting: Financial markets. The contrast effect has previously been shown to be a psychological bias that inversely distorts humans perception of information. That is, individuals perceive signals as higher or lower than their true values, depending on what the recently observed signal was even if that benchmark signal is actually irrelevant for the present evaluation. While this bias has been demonstrated primarily in controlled laboratory environments, evidence from the field is more limited but available for individual decision making contexts of, for example, speed dating and consumer housing and commuting choices. Hartzmark and Shues paper goes substantially further by providing evidence for the existence of contrast effects in the presence of typically disciplining arbitrage opportunities and expertise; that is, in sophisticated markets with professionals who make repeated investment decisions. Hartzmark and Shue show that contrast effects to preceding

earnings announcements of oftentimes even irrelevant firms distort equilibrium prices and capital allocation. Furthermore, they find that this costly mispricing effect reverses within approximately 50 trading days. Finally, the authors argue convincingly that this contrast effect likely biases perceptions of news rather than expectations. Together, Hartzmark and Shues paper demonstrates to us that markets may not be as efficient as economists typically assume: Prices react not only to the absolute content of information but are also prone to perceptional errors stemming from relative comparisons.

The winning paper was selected by the panel of Nina Mazar (Boston University), Rosemarie Nagel (ICREA-UPF-Universitat Pompeu Fabra), and Eyal Winter (Hebrew University of Jerusalem and Lancaster University)

Samuel will be visiting the University of Exeter to receive the award and give a public lecture.

This year was again exceptionally competitive with a large number of excellent nominations. In addition to the winner, this years shortlist was:

- Andersen, S., Cox, J. C., Harrison, G. W., Lau, M. I., Rutstrm, E. E., & Sadiraj, V. (2018). Asset Integration and Attitudes toward Risk: Theory and Evidence. Review of Economics and Statistics, 100(5), 816-830.

- Apesteguia, J., & Ballester, M. A. (2018). Monotone stochastic choice models: The case of risk and time preferences. Journal of Political Economy, 126(1), 74-106.

- Baillon, A., Huang, Z., Selim, A., & Wakker, P. P. (2018). Measuring ambiguity attitudes for all (natural) events. Econometrica, 86(5), 1839-1858.

- Sanchez, C., & Dunning, D. (2018). Overconfidence among beginners: Is a little learning a dangerous thing?. Journal of Personality and Social Psychology, 114(1), 10-28.

For more infomation, see:
http://mail.sjdm.org/pipermail/jdm-society/2019-September/008338.html

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Juliana Schroeder (jschroeder at haas.berkeley.edu) writes:

The Psychology of Technology Institute is funding dissertation awards aimed at helping doctoral students gain support and visibility for their work. The Institute will award 3 dissertation grants of $1,000 and 3 additional Honorable Mentions. This initiative is in line with the Psychology of Technology Institute's mission of connecting and supporting scholars from multiple scientific disciplines who conduct research examining the factors that shape people's attitudes about new technologies (e.g., social media, smartphones, algorithms, self-driving cars, robots, artificial intelligence), and how the adoption and use of these technologies are transforming how people live, work, play, and interact. The deadline for submitting your brief application is November 15, 2019. Full details at: https://www.psychoftech.org/dissertation-award/

Please email Nate Fast (nathanaf at usc.edu) or Juliana Schroeder (jschroeder at haas.berkeley.edu) with any questions.

For more infomation, see:
http://mail.sjdm.org/pipermail/jdm-society/2019-October/008347.html

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Anna Dreber (anna.dreber at gmail.com) writes:

We invite you to predict scientific results of 22 central hypotheses from the DARPAs NextGeneration Social Science program Cycle 3. The tested hypotheses concern group innovation in competitive or uncertain environments, with a design by Diego-Rosell et al. (https://osf.io/wbckq/) that tests theories against one another. Diego-Rosell et al. plan to recruit up to5000 participants to a multi-player online gaming platform where participants will face a resource maximization challenge. Diego-Rosell et al. will use a between-participant experimental design with repeated measures. The outcome variable is the group motivation

to innovate. For each hypothesis, you can bet on two things:

1. You can bet on a binary outcome: whether the hypothesis will be supported or not, with supported being defined as a test result in the same direction as the hypothesis, with a Bayes Factor of at least 10.

2. You can bet on the actual standardized effect size. Everybody is eligible to participate in the prediction markets as long as you have at least a MSc degree or are working on related topics. We also ask participants to fill out a survey on the binary result and effect size before the prediction markets.

The prediction markets are subsidized. All participants will get $50 on their prediction account to trade with. How much money you make depends on how you bet on different hypotheses and the outcome of the replications (on average participants will earn about $50 on an Amazon gift card). The prediction markets will open mid-October and be open for two weeks, with the caveat that if we get fewer than 50 participants we will not run the prediction markets.

If you are willing to participate in the prediction markets, please send an email to anna.dreber at hhs.se by October10 and we will set up an account for you. Before we open up the prediction markets (once we know we will have at least 50 participants), we will send you a survey about the same hypotheses as in the market. We will also send you more information about the hypotheses tested in Diego-Rosell et al., and more information can be found here: https://osf.io/wbckq/ (Where we only predict hypotheses from the Boomtown experiments.) The prediction markets are run in collaboration with Cultivate Labs.

For more infomation, see:
http://mail.sjdm.org/pipermail/jdm-society/2019-October/008348.html

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Eesha Sharma (Eesha.Sharma at tuck.dartmouth.edu) writes:

People of all genders are welcome to attend a networking reception sponsored by Women in SJDM from 4:30 pm - 6:00 pm on Friday, November 15th at the SJDM Annual Conference held at the Palais des congrs in Montreal.

Attendees will be assigned to several small breakout groups for short periods of time. Groups will be comprised of both junior and senior scholars, and during our time together we will have the opportunity to discuss a variety of professional topics (we will have suggested discussion questions, but feel free to talk about whatever matters to you). Drinks and light snacks will be served to make this event fun and relaxing!

This networking event will continue into the main conference opening reception, which will take place in an adjacent room. Women in SJDM will be sponsoring this event. (Drinks on us!) Our hope is that after having some interesting and thought-provoking conversations about professional development, the attendees of the networking event will join the reception for more light-hearted socializing.

You must RSVP to attend the networking event, but the opening reception does not require registration. To sign-up for the networking event, complete this short registration survey by Friday, November 1: [survey link]

When registering for the SJDM conference, you will notice an option to donate to the Women in SJDM event (http://www.sjdm.org/join.html). We encourage you (especially faculty!) to consider making a donation to the event fund. If your institution might be interested in sponsoring the event or for any questions, please contact Eesha at eesha.sharma at tuck.dartmouth.edu. With all of our support, we can ensure that this event will continue to be an annual tradition.

For more infomation, see:
http://mail.sjdm.org/pipermail/jdm-society/2019-October/008353.html

Jobs

The Department of Natural and Applied Sciences at Bentley University is accepting applications for a tenure-track faculty position in Psychology with a Fall 2020 start date.

We seek applicants who are both excellent teachers and outstanding researchers. Preference will be given to those candidates who have expertise in the cognitive psychology of risk and decision-making. We are eager to attract a talented academic, employing cutting-edge methods in research that substantially advance both theory and practice in human judgment. For example, we would be especially interested in a researcher harnessing behavioral science data to enhance our understanding of fundamental cognitive and neurological processes such as comprehension, reasoning, and effective problem solving.

The Natural and Applied Sciences department has two overlapping domains in health and sustainability. We looking for candidates who can contribute to one or both of these domains. An example of this could be a researcher who studies how individuals assess health or environmental risks through both analytical and emotional appraisals.

Rich opportunities exist for collaboration within our department and across campus, and candidates with a track-record of multidisciplinary research and teaching is preferable. We value partnerships across traditional academic boundaries and welcome a teacher-scholar who is excited about interdisciplinary collaborations. Because we enjoy a strong comradery, casual conversations have often initiated rewarding team projects. A candidate with experience creating partnerships across academia, policy, and commercial practice would be valued.

Being a teacher-scholar is central to Bentley's academic mission. The NAS department values faculty who are active participants in the life of the university and who will help mentor learners and engage them in research. We seek a colleague who enjoys connecting with students outside the classroom through advising our Liberal Studies Majors and Psychology Minors, attending lectures and events, and supervising group and individual student projects.

Bentley University provides a transformative business education grounded in the liberal arts and sciences. We instill in our students a deep sense of social responsibility and prepare them to succeed. We seek faculty who represent diverse backgrounds, interests and talents, and are dedicated to high ethical standards.

Bentley University provides new faculty with a highly competitive array of financial and infrastructural resources. Tenure-track faculty are generally on a 2-2 teaching load with opportunities for supplemental summer grants. Bentley University is proud to be an employer of choice and offers a comprehensive and competitive benefits package.

Founded in 1917, Bentley University is an AACSB and EQUIS accredited institution that enrolls approximately 5,500 students at the undergraduate, graduate and doctoral levels. Bloomberg ranks Bentley in the top 10 undergraduate business programs in the United States, and in the top 100 places to obtain an MBA. U.S. News & World Report ranked Bentley as 3rd in the Best Regional Universities-North category.

Minimum Qualifications:

Candidates should have completed a Ph.D. in Psychology or a doctorate in a closely related field.

Special Instructions to Applicants:

All application materials should be submitted through Bentley's on-line employment site at https://bentley.wd1.myworkdayjobs.com/faculty

Applications should include curriculum vitae, cover letter, teaching philosophy statement and research plans statement. Names and contact information for three references are required upon application. Bentley will contact these confidential references for those candidates moving forward in the process. We will begin reviewing applications received by November 1, 2019, although applications will be accepted until the position is filled. Teaching and post-doctoral research or industry experience is preferred. Anticipated start date is July 1, 2020.

Bentley University requires references checks and may conduct other pre-employment screening.

Diversity Statement:

Bentley University strives to create a campus community that welcomes the exchange of ideas, and fosters a culture that values differences and views them as a strength in our community.

Bentley University is an Equal Opportunity Employer, building strength through diversity. The University is committed to building a community of talented students, faculty and staff who reflect the diversity of global business. We strongly encourage applications from persons from underrepresented groups, individuals with disabilities, covered veterans and those with diverse experiences and backgrounds.

Application Information

Contact: Human Resources, Bentley University, Fax: 781-891-2494.

[Online Application Form]

https://www.higheredjobs.com/clickthru/redirect.cfm?JobCode=177081747

Bentley University is an equal opportunity employer who builds strength through diversity.

For more infomation, see:
http://mail.sjdm.org/pipermail/jdm-society/2019-September/008304.html

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The Department of Psychology of the College of Arts and Science at Vanderbilt University and the Vanderbilt Brain Institute (VBI) jointly invite applications for up to two positions at the tenure-track Assistant Professor level in the fields of non-human primate (NHP) neuroscience or human neuroscience. For each field, we seek applicants with innovative research programs at the interface of psychology and neuroscience.

Applicants are urged to submit their materials at their earliest convenience, and no later than by November 15, 2019. Review of applications will begin on November 4. Informal inquiries may be sent via email to frank.tong at vanderbilt.edu mailto:frank.tong at vanderbilt.edu.

For more infomation, see:
http://mail.sjdm.org/pipermail/jdm-society/2019-September/008323.html

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Postdoc in Computational Social Science at Microsoft Research NYC

Application deadline: December 8, 2019

The Computational Social Science group at Microsoft Research NYC is actively seeking a qualified postdoctoral researcher to join us in advancing the state-of-the-art in computational social science and online experimentation. The ideal applicant will possess awareness of the theoretical and experimental social science literature, experience with experimental design,

as well as demonstrated statistics and computer programming expertise.

Microsoft Research offers an exhilarating and supportive environment for cutting-edge, multidisciplinary research with access to an extraordinary diversity of big and small data sources, ample budget for online experimentation, an open publications policy, and close links to top academic institutions around the world. We seek applicants with the passion and ability to craft and pursue an independent research program, including a strong publication record at top research venues.

To be assured of full consideration, all application materials, including reference letters, need to be received by December 8, 2019. Applications received after that date may or may not be considered.

For more information please visit:
[The Microsoft Research job listing for the postdoc position]

Researcher (Professor-Level) Position at Microsoft Research NYC

Application deadline: December 1, 2019

We seek outstanding applicants for full-time researcher positions at Microsoft Research NYC. We are hiring in the areas of Computational Social Science; Economics and Computation and Microeconomics; Fairness, Accountability, Transparency, and Ethics in AI (FATE); and Systems. We seek junior as well as more experienced applicants, with the passion and ability to craft and pursue an independent research program. We encourage candidates with both theoretical and applied interests to apply. The earliest start date is July 1, 2020.

Microsoft Research NYC offers an exhilarating and supportive environment for cutting-edge research, both theoretical and applied, with access to an extraordinary diversity of big and small data sources, an open publications policy, and close links to top academic institutions

around the world. We are particularly proud of the interdisciplinary work that MSR-NYC has been able to foster, and welcome applications from those interested in working across disciplines. For more information on the lab's members and their interests, see the lab's webpage.

As a community, we are committed to building an inclusive, diverse, and pluralistic research environment. We work collectively to make MSR a welcoming and conducive space for all researchers.

To be assured of full consideration, all application materials, including reference letters, need to be received by December 1, 2019. Applications received after that date may or may not be considered.

For more information please visit:
[The Microsoft Research job listing for the Researcher position]

Two Tenure Track Assistant Professor positions in Cognitive Psychology at Syracuse University

As part of our multiyear hiring plan, the Department of Psychology at Syracuse University invites applications to two full time tenure-track positions at the rank of assistant professor. This recruitment is part of ongoing ambitious *Invest Syracuse* initiatives in *Aging, Behavioral Health, and Neuroscience,* and *Computational* Cognitive Science, with one current opening in each area.

Applications will be reviewed beginning November 1, 2019 and will continue until the position is filled.

For more infomation, see:
http://mail.sjdm.org/pipermail/jdm-society/2019-September/008331.html

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Postdoctoral Fellowship in Behavioral Science, Department of Earth System Science, Woods Institute for the Environment

Inviting applications for a postdoctoral position to work on a large-scale field experiment in the U.S. Gulf of Mexico assessing the potential of technology-assisted engagement to enhance cities adaptive capacity and resiliency. Seeking a candidate with a strong interdisciplinary background in psychology, decision science, communications, or behavioral economics. The candidate should have a demonstrated ability to work as part of an interdisciplinary research team. This position is a full-time, 36-month position with research expectations.

For more infomation, see:
http://mail.sjdm.org/pipermail/jdm-society/2019-October/008344.html

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The Center for Bioethics and Social Sciences in Medicine (CBSSM) at the University of Michigan is accepting applications for postdoctoral research fellows in the areas of (a) Bioethics, and (b) Decision Sciences. We are also partnering with the UM School of Public Health to recruit postdoctoral fellows in the Ethical, Legal, and Social Implications (ELSI) of Genomics.

For more infomation, see:
http://mail.sjdm.org/pipermail/jdm-society/2019-October/008354.html

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Seeking candidates for an open postdoc position in Psychology/Consumer Behavior at the University of Geneva (Consumer Decision and Sustainable Behavior Lab). The successful candidate will work in an interdisciplinary research team on consumer judgment and decision making in the renewable energy domain.

For more infomation, see:

http://mail.sjdm.org/pipermail/jdm-society/2019-October/008355.html

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Seeking to recruit a postdoctoral researcher for 3 years to work full time on the following programme of research:

The research programme titled Cancer risk tools and their influence on clinical judgement is funded by Cancer Research UK and led by Dr Olga Kostopoulou. It will explore how cancer risk tools (algorithms that calculate the probability that a patient will develop a cancer within a specific timeframe) interact with clinical judgement, and it will investigate ways to optimise the presentation of risk scores.

For more infomation, see:
http://mail.sjdm.org/pipermail/jdm-society/2019-October/008356.html

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Assistant Professor position in Social/Personality Psychology at the University of Toronto:

For more infomation, see:
http://mail.sjdm.org/pipermail/jdm-society/2019-October/008362.html

Conferences

The 2019 Society for Judgment and Decision Making conference will take place in Montreal, Canada on November 15-18, 2019.

Early registration for the meeting is now open. The early registration fee is $300 for regular members, $350 (US, not CDN) for non-members, and $150 for student members. The late registration fee, after Nov 4, is $50 more for everyone. The direct link for registration and dues is http://www.sjdm.org/join.html and further details are described there.

U.S. citizens flying to the conference do need a passport. An "enhanced" drivers license will not suffice as those only work for land crossings into Canada.

Canadian Visa information can be found at http://www.cic.gc.ca/english/visit/visas.asp

A preliminary schedule of talks is also available at http://sjdm.org

For more infomation, see:
http://mail.sjdm.org/pipermail/jdm-society/2019-August/008294.html

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The 15th annual Judgment and Decision Making Pre-Conference at the Society for Personality and Social Psychology annual meeting will be held from 8:00am to 4:30pm on Thursday, February 27th, 2020 in New Orleans, LA. Registration is now open. The pre-conference

will explore both foundational and groundbreaking ideas at the intersection of social and personality psychology and judgment and decision making research.

Scheduled speakers include:

- Keith Chen (UCLA)
- Alain Cohn (University of Michigan)
- Bob Frank (Cornell University)
- Minah Jung (New York University)
- Katie Kinzler (University of Chicago)
- Julia Minson (Harvard University)
- Oleg Urminsky (University of Chicago)

Attendees are encouraged to submit research projects to be presented in a poster session during lunch. To submit a poster for consideration, please send the title of your poster, all authors, a 200 word (max) abstract, and one figure or table of data to jdmspsppreconference at gmail.com. The deadline for submissions is December 1, 2019, at 11:59pm EST.

In addition, current graduate students who are first author on an accepted poster are also eligible for the opportunity to present their poster as a 10-minute data blitz talk during the pre-conference. To be considered for the data blitz, please indicate that the first author is a student in your poster submission.

To register for the conference, or for more information, please visit the pre-conference website at: http://meeting.spsp.org/preconferences/judgment

For more infomation, see:
http://mail.sjdm.org/pipermail/jdm-society/2019-September/008306.html

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Poster submissions and registration is now open for the mathematical psychology pre-meeting at the annual Psychonomics Society Meeting in Montreal Canada.

The link (with more info) is http://mathpsych.org/conferences/sandbox/

We are unveiling a new *unconference* event at this year's meeting. Descriptions and schedule of events are below

Hosts: Clintin Davis-Stober, Timothy J. Pleskac
Date: Thursday, November 14, 2019
Time: 9:00 a.m. to 3:30 p.m.
Location: 516A

The Society for Mathematical Psychology promotes the advancement and communication of research in mathematical psychology and related disciplines. Mathematical psychology is broadly defined to include work of a theoretical character that uses mathematical methods, formal logic, or computer simulation. The day long symposium will showcase the latest theoretical and modeling advances spanning a broad range of topics, including: perception, memory, decision making, and methodology. The symposium will consist of a set of invited presentations, a poster session, and an unconference session. What is an unconference? Come find out because we arent sure either, but we promise it will be different, that you will learn something, and that by participating you will have the opportunity to help advance your own research and the field of mathematical psychology. For more information, email stoberc at missouri.edu or pleskac at ku.edu.

For more infomation, see:
http://mail.sjdm.org/pipermail/jdm-society/2019-September/008314.html

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We invite proposals for the first Pan-Asian summit on wisdom, morality, and character in the polarized world, to be held on May 10-13, 2020, at the Hilton Colombo, Sri Lanka. The goal of this conference is to address the scientifically-based, psychological foundations of the ever-important concepts of wisdom, character and morality today.

Interested? Visit the registration website for more info: http://bit.ly/WisdomAsia

For more infomation, see:
http://mail.sjdm.org/pipermail/jdm-society/2019-September/008324.html

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9th Conference on Thinking (ICT-2020)
22-25 July 2020
Paris, France
https://www.ict-2020.eu

The 9th Conference on Thinking (ICT-2020) will take place for the first time in Paris, France in the beautiful historic City Hall of Paris and is now open for the submission of extended abstracts for individual talks, poster presentations, and symposiums.

The deadline for symposium submissions is on the 15th of January. For individual talks and poster presentations, the deadline is the 15th of February.

For more infomation, see:
http://mail.sjdm.org/pipermail/jdm-society/2019-October/008346.html

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Society For Consumer Psychology Boutique Conference: Paucity in the Midst of Opulence: How Scarcity, Luxury, and Inequality Impact Consumer Behavior

Where: Alohilani Resort Waikiki Beach, Honolulu, HI

When: July 19-21, 2020

Call for paper: http://bit.ly/scpscarcity

Submission deadline: January 31, 2020, by email to scpscarcity at gmail.com

This boutique conference aims to bring together researchers working on the topics of scarcity, luxury, and inequality to share their most exciting and recent research. Our hope is that this interaction will help guide new research by fostering a cross-fertilization of ideas and perspectives, and by facilitating collaborations that strengthen research in these areas.

For more infomation, see:
http://mail.sjdm.org/pipermail/jdm-society/2019-October/008350.html

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The 45th IAREP conference will be hosted by The School of Business and Law at the University of Agder (UiA), in Kristiansand, Norway (see: https://www.uia.no/en). The annual IAREP conference is an interdisciplinary meeting point of scholars who are interested in the intersection of economics and psychology, as well as sociology, anthropology, neuroscience, and biology. The 2020 IAREP conference will take place June 11-14, 2020.

We invite you to submit your extended abstract (max 1,000 words) or full paper before February 1, 2020.

The Kahneman lecture will be delivered by Professor Barbara Mellers, University of Pennsylvania. More information about the venue, accommodation and other practical information can be found at [this link]. You can contact the organizers via iarep2020 at uia.nomailto:iarep2020 at uia.no

For more infomation, see:
http://mail.sjdm.org/pipermail/jdm-society/2019-October/008352.html

Online Resources

Resource	Link
SJDM Web site	www.sjdm.org
Judgment and Decision Making – The SJDM journal, entirely free and online	journal.sjdm.org
SJDM Newsletter – Current and archive copies of this newsletter	SJDM newsletters
SJDM mailing list – List archives and information on joining and leaving the email list	SJDM mailing list
Decision Science News – Some of the content of this newsletter is released early in blog form here	www.decisionsciencenews.com
Decision Science News by email – One email per week, easy unsubscribe	DSN by email

2019 Conference Program

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Society for Judgment and Decision Making
The 2019 40th Annual Conference

Montreal Convention Center *(Palais des congrés de Montréal)*
1001 Place Jean-Paul-Ripoelle, Montréal, Canada
November 15–18, 2019

CONTENTS **PAGES**

Master Schedule	2
Paper Presentations Schedule	3-5
Special Events	6-8
Paper Abstracts Listed by Session	9-29
Poster Titles Listed by Session	30-48

2019 Program Committee: Daniel Oppenheimer (Chair), Abigail Sussman, Barbara Fasolo, & Oleg Urminsky

THANKS TO: Kaye de Kruif and Kate Wessels (conference coordinators), Jon Baron (webmaster), Nina Mažar (President), Hengchen Dai (social event), Irene Scopelliti (student poster award), and the ad hoc reviewers: On Amir, Peter Ayton, Dan Bartels, Sudeep Bhatia, Alison Brooks, Stephen Broomell, Wandi Bruine de Bruin, Stephanie Chen, Cindy Cryder, Jason Dana, Bart De Langhe, Michael DeKay, Berkeley Dietvorst, Ellen Evers, Ayelet Gneezy, Dan Goldstein, Etan Green, Kareem Haggag, Stefan Herzog, Janina Hoffmann, Alex Imas, Mirjam Jenny, Leslie John, Minah Jung, Natalia Karelaia, Uma Karmarkar, Ian Krajbich, Rick Larrick, Robyn LeBoeuf, Jingyi Lu, Selin Malkoc, Johannes Maller-Trede, Cade Massey, Craig McKenzie, Daniel Mochon, Gideon Nave, Leif Nelson, Nathan Novemsky, Christopher Olivola, Thorsten Pachur, Todd Rogers, Dan Schley, Juliana Schroeder, Daniel Schwartz, Ovul Sezer, Anuj Shah, Eesha Sharma, Lucy Shen, Suzanne Shu, Joe Simmons, Uri Simonsohn, Jack Soll, Stephen Spiller, David Tannenbaum, Jennifer Trueblood, Claire Tsai, Bettina von Helversen, George Wu.

2019 SJDM Conference Master Schedule
Palais des congrés de Montréal, Canada
November 15-18, 2019

FRIDAY, NOVEMBER 15th

4:00-7:00 pm	**Registration** (*Foyer 516, Level 5*) *NOTE: Welcome Reception Starts at 5:00 pm)*
4:30-6:00 pm	**Women in SJDM Networking Event** (*514ABC, Level 5*)
5:00-7:00 pm	**Welcome Reception Sponsored by Women in SJDM** (*516AB, Level 5*)
7:15-9:00 pm	Executive Board Dinner *(Invite only)*

SATURDAY, NOVEMBER 16th

8:00-9:00 am	**Registration** with Continental Breakfast (*Foyer 516, Level 5*)
9:00-10:20 am	**Paper Session #1** (*513ABC, 513DEF, 514ABC, Level 5*)
10:20-10:40 am	Morning Coffee Break (*Foyer 516, Level 5*)
10:40-12:00 pm	**Paper Session #2** (*513ABC, 513DEF, 514ABC, Level 5*)
12:00-1:00 pm	Lunch Break (on your own)
1:00-2:00 pm	**Keynote Address** (*516 CDE, Level 5*)
2:10-3:30 pm	**Paper Session #3** (*513ABC, 513DEF, 514ABC, Level 5*)
3:30-3:50 pm	Afternoon Coffee Break (*Foyer 516, Level 5*)
3:50-5:10 pm	**Paper Session #4** (*513ABC, 513DEF, 514ABC, Level 5*)
5:15-5:45 pm	**Einhorn Award Address** (*516CDE, Level 5*)
6:30-8:30 pm	**Graduate Student Social Event** (*512AE, Level 5*)

SUNDAY, NOVEMBER 17th

9:00-11:00 am	**Poster Session #1** with Continental Breakfast (*517 ABC, Level 5*)
11:00-12:20 pm	**Paper Session #5** (*513ABC, 513DEF, 514ABC, Level 5*)
12:20-1:30 pm	Lunch Break (on your own)
1:30-2:50 pm	**Paper Session #6** (*513ABC, 513DEF, 514ABC, Level 5*)
2:50-3:10 pm	Afternoon Coffee (*Foyer 516, Level 5*)
3:10-4:10 pm	**Presidential Address:** *Behavioral Insights in Action* **Nina Mažar** (*516CDE, Level 5*)
4:15-6:15 pm	**Poster Session #2** (*517ABC, Level 5*)
9:00 pm-1:00 am	**SJDM Evening Social Event** (*Bar Pamplemousse, 1579 St Laurent Blvd*)

MONDAY, NOVEMBER 18th

8:15-9:15 am	**Business Meeting** w/ Breakfast & **Student Poster Award** (*515ABC, Level 5*)
9:15-10:35 am	**Paper Session #7** (*513ABC, 513DEF, 514ABC, Level 5*)
10:35-10:55 am	Morning Coffee Break (*Foyer 516, Level 5*)
10:55-12:15 pm	**Flash Session #1** (*513ABC, 513DEF, 514ABC, Level 5)*

SATURDAY NOVEMBER 16, 2019			
Montreal Convention Center (Palais des congress de Montreal) Main Entrance: 1001 Place Jean-Paul-Riopelle All Rooms Located on Level 5			
	Track I: 513 ABC	**Track II: 513 DEF**	**Track III: 514 ABC**
Session #1	**Social Signaling**	**Numeracy and Numbers**	**Consumer Behavior**
9:00 AM	Prinsloo - Disclosure of Successes and Failures as Social Utility	Attali - CRT items are nothing more (or less!) than mathematics problems	Lee - Unanticipated benefits of price promotions for consumption utility
9:20 AM	Schwartz - Encouraging Pro-Environmental Behavior with Identity Labeling	Werbeloff - The role of statistical numeracy in models of risky choice	Abrams - The Joy of Receipt
9:40 AM	Umphres - The benefit of bias: Individuals who exhibit sunk cost bias receive social and economic rewards for doing so	Goswami - Undersum Bias	Park - "Swipe Left for No" Why Options That Survive Rejection Are More Likely to Be Purchased
10:00 AM	Shah - An illusion of mutual knowledge and its effects on prosociality	Converse - Subtraction neglect: Problem solvers think about adding before subtracting	Munz - Not-so Easy Listening: Roots and Repercussions of Auditory Choice Difficulty in Voice Commerce
Session #2	**Belief Based Social Judgment**	**Methods**	**Risky Choice**
10:40 AM	Molnar - "It's not about the money. It's about sending a message!" - Belief-based motives behind punishment	Hofman - The effect of (not) presenting effect sizes: How the standard way of presenting scientific results causes people to overestimate effect sizes	Hardisty - Easy, breezy, risky: Lay investors fail to diversify because correlated assets feel more fluent and less risky
11:00 AM	Scott - Good People Don't Need Medication: How Moral Character Beliefs Affect Medical Decision-Making	Simonsohn - Rethinking Interactions: Most Published Interactions Have Been Misinterpreted	Atanasov - Edge and Endowment Insensitivity in Bet Sizing
11:20 AM	Cheek - The Thick Skin Bias in Judgments About the Poor	Goldstein - Manipulating and Measuring Model Interpretability	Weingarten - Inherently Risky Sure Things
11:40 AM	Vosgerau - Belief-based Discrimination: Beauty Premium and Beauty Penalty	Johnson - Using EEG to better understand decision behavior, models, and experimental techniques	Rowsey - Risk Attitudes in Multi-Attribute Choice: The Guaranteed Change Effect
Session #3	**Debiasing**	**Underestimation and Overestimation**	**Modeling**
2:10 PM	Iwama - Introducing the Decision Advisor: A simple online tool that helps people overcome cognitive biases and experience less regret in real-life decisions	Powell - Everyday Nostalgia: People Underestimate the Nostalgic Value of Routine Experiences	Zhao - Towards a space of behavioral interventions: Insights from the drift diffusion model
2:30 PM	Morewedge - Social Learning as a Debiasing Intervention	Logg - Everybody argues and everybody wins: Overestimation of success as a driver of debate	Urminsky - Modeling Context Effects as the Accumulation of Simple Comparisons
2:50 PM	Fath - Blinding curiosity: Exploring preferences for "blinding" one's own judgment	Mastroianni - People Overestimate How Much American Public Opinion Has Changed	Golman - The Dual Accumulator Model of Strategic Deliberation and Decision Making
3:10 PM	Pleskac - Comparison of single- and double-blind review of scientific abstracts for a high stakes international conference	Atir - Everyone You Meet Has Something to Teach You: People Underestimate How Much They Learn From Conversations	Kane - Applications of the Bias Variance Decomposition to Human Judgment
Session #4	**Algorithms**	**Charitable Giving and Prosocial Values**	**Perceptions of Time and Probability**
3:50 PM	Esther - Algorithm aversion by teachers?	Gurdamar Okutur - Allocating Money to Multiple Charities Simultaneously	Jang - How Soon is Now? Present Bias and the Mental Accounting of Time
4:10 PM	Dietvorst - People Reject Even the Best Possible Algorithm in Uncertain Decision Domains	Keenan - Overcoming Overhead Aversion with Choice	Shani-Feinstein - Slow and Steady Versus Fast and Furious: The Effect of Speed on Decision Making
4:30 PM	Demirdag - A Look Inside the Black Box: Explainability of Algorithms Drives Satisfaction in the Digital World	Jung - People Can Predict the Intended Effects of Nudges, But Cannot Predict their Side Effects	Zilker - Probability weighting without probabilities
4:50 PM	Levin - Inferring competence from (un)certainty	Sussman - Do Investors Value Sustainability?	Klusowski - Does Choice Cause an Illusion of Control?

SUNDAY NOVEMBER 17, 2019			
Montreal Convention Center (Palais des congress de Montreal) Main Entrance: 1001 Place Jean-Paul-Riopelle All Rooms Located on Level 5			
	Track I: 513 ABC	**Track II: 513 DEF**	**Track III: 514 ABC**
Session #5	**Choice Architecture and Nudging in the Real World**	**Moral Judgment 1**	**Context Effects**
11:00 AM	Kareev - Using Reverse Contests to Curb Polluting Activity	Goodwin - People make sub-optimal moral decisions about euthanizing humans as compared with animals.	Langer - The Processing of Weight and Strength in Different Information Environments
11:20 AM	Roll - Promoting Retirement Savings Accounts During Tax Filing: Evidence from a Field Experiment	Herzog - Precommitment to Moral Values	Wang - "Seeing" the Attraction: Trade-Offs Amplify the Attraction Effect among Visually-Presented Alternatives
11:40 AM	Milkman - A Mega-Experiment Promoting Lasting Exercise Habits in 24 Hour Fitness Gym Members	Huppert - The social consequences of absolute moral proclamations	Wall - Semantic Similarity Underlies Multiple Mental Accounting Phenomena
12:00 PM	Saccardo - When Pre-Commitment Backfires	Zhao - The impact of direct giving on people experiencing homelessness: Experimental evidence from Vancouver, Canada	Hsee – A new look at some old biases
Session #6	**Moral Judgment 2**	**Coordination**	**Motivation and Incentives**
1:30 PM	Yalcin - Benevolent Partiality in Prosocial Behavior	Yeomans - Topic Selection	Lieberman - Testing the Role of Motivation and Procrastination in Colorectal Cancer Screening
1:50 PM	Meyers - Wronging Past Rights: The Sunk Cost Bias Distorts Moral Judgment	Levari - The Takeover Toll: Taking over for teammates hurts task performance	Permut - Working Hard or Hardly Working?: Comparing Incentives' Effects on Work Output and Quality
2:10 PM	Levine - Honesty without looking	Leong - Exploiting Asymmetric Signals from Choices Through Default Selection	Shen - As Wages Increase, Do People Work More or Less? A Wage Frame Effect
2:30 PM	Choshen-Hillel - Lying to appear honest	Gordon-Hecker - Leaving with something: When do people experience an equity-efficiency conflict?	Sharif - The Categorization Bias: The Effect of Categorization on Goal Progress Perceptions and Motivation

MONDAY NOVEMBER 18, 2019			
Montreal Convention (Center Palais des congress de Montreal) Main Entrance: 1001 Place Jean-Paul-Riopelle All Rooms Located on Level 5			
	Track I: 513 ABC	**Track II: 513 DEF**	**Track III: 514 ABC**
Session #7	**Contrast effects**	**Forecasting**	**Information Neglect**
9:15 AM	Li - Free-Riding and Cost-Bearing in Discrimination	Comerford - Attribute Substitution in Forecasts and Trend Judgments: Evidence and a Debiasing Technique	Klein - People use less information than they think to form judgments
9:35 AM	Mrkva - Salience Theory of Exposure Effects: Relative Exposure Influences Judgment and Choice	Simmons - Does Dialectical Bootstrapping Improve The Wisdom Of The Inner Crowd?	Nan - Conforming to Other's Rejections but not to Other's Choices
9:55 AM	Kirgios - Going It Alone: Competition Increases the Attractiveness of Minority Status	Himmelstein - Identifying Skilled Forecasters: Psychometric and Longitudinal Approaches	Heck - Does overconfidence persist despite precise and accurate information about one's skill? A study of 2,614 tournament chess players
10:15 AM	Chang - The Isolated Choice Effect and Its Implications for Gender Diversity in Organizations	He - The Wisdom of Model Crowds	Webb - Searching, Fast and Slow: How Time Preferences Influence Credit Card Search and Choice
Flash Talks	**Nudges and Interventions**	**Organizational Behavior, Prosocial Behavior, and Interpersonal Interaction**	**Cognition and Choices**
10:55 AM - 12:15 PM	Inbar - In Europe and the United States, Most GE Food Opposition is Moral and Responds Specifically to Moral Countering	Daniels - What happens if women do ask? Gender and negotiation in an online labor market	Zou - Modeling Judgment Errors in Naturalistic Numerical Estimation
	Mazar - "What-the-Hell:" Dishonest behavior can escalate to continuous ethical transgression	Dannals - Do managers underinvest in gender diversity? Evidence from the technology sector, the financial sector, and the lab	MacDonald - Calculating Calculated Risks: Numeric Confidence and Risk Propensity
	Mehr - Copycat Prompts: A New Nudge to Promote Goal Achievement	Kausel - Paying due heed to others' opinions: A meta-analysis on gender differences in advice taking	Angulo - The Influence of Numeric Precision in Donation Requests
	Michaelsen - Downstream Consequences of Disclosing Nudges: How Increased Transparency Affects the Effectiveness and Perceptions of Interventions	Rai - Group Size and Its Impact on Diversity in Hiring Decisions	Skowronek – The Fear and Experience of Embarrassment Promote Antisocial Behavior
	Carbone - Privacy and the Desire to Disclose	Rabinovitch - Achieving More with Less: Intuitive Correction in Selection Decisions	Pachur - Predicting Preference from Attention: An Analysis with Prospect Theory
	Ebert - Using a habit formation intervention to increase sustainable walking activity in midlife working adults	Vomfell - Understanding stop and search decisions	Kim - How Skewness, Information, and Framing Shape Loss-Chasing and Overall Risk-Taking
	Jenkins - When Apology is Not the Best Policy: The Negative Impact of Apologies on Consumer Judgment and Behavior	Rogers - Too Naïve to be Fair	Gurney - Complex Choice
	Plonsky - Best to be last: Serial position effects in legal decisions in the field and in the lab	Kang - The landfall effect: Are people less prosocial when others face the greatest harms?	Feiler - Gerrymandering Attributes
	Melnikoff - The Automatic Influence of Advocacy among Lawyers and Novices	Kumar - It's surprisingly nice to hear you: Miscalibrated expectations of connection and awkwardness affect how people choose to connect with others	Gaertig - Why (and When) Are Uncertain Price Promotions More Effective Than Equivalent Sure Discounts?
	Ruttan - The Unexpected Power of Positivity: Beliefs versus Decisions about Advisor Selection	Dorison - You can't handle the truth! Errors in affective perspective taking during disagreement	Rao - Predicting outcomes in a sequence of binary events: A belief-updating account of hot hand and gambler's fallacy judgment patterns
	Roberts - Love is Patient: People are more willing to wait for things they like	Cusimano - Regulating emotion regulation: When people make others feel worse in order to make them feel better	Teodorescu - Searching more or less: The impact of value range on search behavior
	Leung - Searching for the Tree and Missing the Forest: How Broadening Search Promotes Belief Updating	Tomm - An attentional account for compassion fade	Wade - Pains and gains: Lose-now-gain-later intertemporal choices predict self-care behaviors

2019 SJDM Conference Special Events

FRIDAY, NOVEMBER 15th

4:30-6:00 pm **Women in SJDM Networking Event** (Room 514ABC, Level 5)

All (women and men) are welcome to attend the annual Women in SJDM networking event. This year's event will be a networking reception divided into two parts. During the first part (from 4:30-6pm; registration required), attendees will be assigned to several small breakout groups for short periods of time. Groups will be comprised of both junior and senior scholars, and during your time together you will have the opportunity to discuss a variety of professional topics. Drinks and light snacks will be served to make this event fun and relaxing! The second part of the event will merge with the welcome reception, sponsored by Women in SJDM. The event is organized this year by, Abby Sussman, Eesha Sharma, Jen Dannals.

5:00-7:00 pm **Welcome Reception Sponsored by Women in SJDM/ Registration** – Room 516AB, Level 5

Thank You to the Sponsors of the 2019 Women in SJDM Event
As of November 5, 2019

Institutions:

Social & Decision Sciences | Carnegie Mellon University
Columbia Business School | Columbia University
Tuck School of Business | Dartmouth College
Fuqua School of Business | Duke University
Negotiations, Organizations & Markets Unit | Harvard Business School
Women and Public Policy Program | Harvard Kennedy School
Centre for Decision Research | Leeds University Business School
Department of Management | London School of Economics
Sloan School of Management | MIT
Department of Psychology | Princeton University
Kahneman-Treisman Center for Behavioral Science & Public Policy | Princeton University
Anderson School of Management | UCLA
Center for Decision Research | University of Chicago Booth School of Business
Department of Psychology | University of Oklahoma
The Wharton School | University of Pennsylvania
Department of Marketing | Vanderbilt University
Olin School of Business | Washington University

Individuals:

Ashley Angulo, Ann Bostrom, Wandi Bruine de Bruin, Helen Colby, Edward Cokely, Cynthia Cryder, Jennifer Dannals, Alexander DePaoli, Margaret Echelbarger, Victoria Fast, Dan Feiler, Ilona Fridman, Celia Gaertig, Kelly Goldsmith, Crystal Hall, David Hardisty, Nahid Ibrahim, Elizabeth Keenan, Erika Kirgios, Eleanor J. Kyung, Samantha Lamas, Rick Larrick, Robyn LeBoeuf, Jennifer S. Lerner, Patricia Linville, Shwetha Mariadassou, Nina Mažar, Rebecca McDonald, Stephanie Mertens, Daniel O'Leary, Nailya Ordabayeva, L. Taylor Phillips, Mariola Paruzel-Czachura, Christina Rader, Caroline Roux, Juliana Schroeder, Dan Schley, Eesha Sharma, Abigail Sussman, George Wu, Uri Zak, Meng Zhu.
Plus many anonymous donors.

This event is made possible entirely through sponsorship.
To help keep this event an annual tradition, please consider donating to the Women in SJDM Annual Fund.
(To make a contribution, go to: http://www.sjdm.org/join.html, scroll down to the statement:
"Donate to the Women in SJDM Annual Event Fund", and click "Donate".)

SATURDAY, NOVEMBER 16th

8:00-9:00 am **Registration w/ Continental Breakfast** (*Foyer 516, Level 5*)

1:00-2:00 pm **Keynote Address:** *Scaling Theory & Data for Decision-making*

Recent technological advances offer unprecedented opportunities for studying human decision-making. However, with these opportunities come significant challenges: How can we specify theories of human decision-making that have both precision and generality? How do we best leverage large data sets to inform these theories?

Tom Griffiths, Princeton University (*516 CDE, Level 5*)

5:15-5:45 pm **Einhorn Award** (*516 CDE, Level 5*)

6:30-8:30 pm **Graduate Student Social Event** (*512 AE, Level 5*)

This informal event will provide student members of SJDM an opportunity to network with the future stars of the field. But wait, there's more: SJDM is buying the first round of drinks!

SUNDAY, NOVEMBER 17th

9:00-11:00 am **Poster Session #1** w/ Continental Breakfast (*517 ABC, Level 5*)

Speed Dating with NSF

At the poster sessions, Bob O'Connor and Jeryl Mumpower, program officers for the U.S. National Science Foundation's Decision, Risk, and Management Sciences program, will be available to engage in brief, informal conversations of approximately 10 minutes. Visitors to this site will have the opportunity to inquire about project ideas, proposal-writing strategies, funding opportunities, review processes, program fit, and other questions related to the Decision, Risk, and Management Sciences program and other NSF programs and competitions of potential interest to the JDM communities.

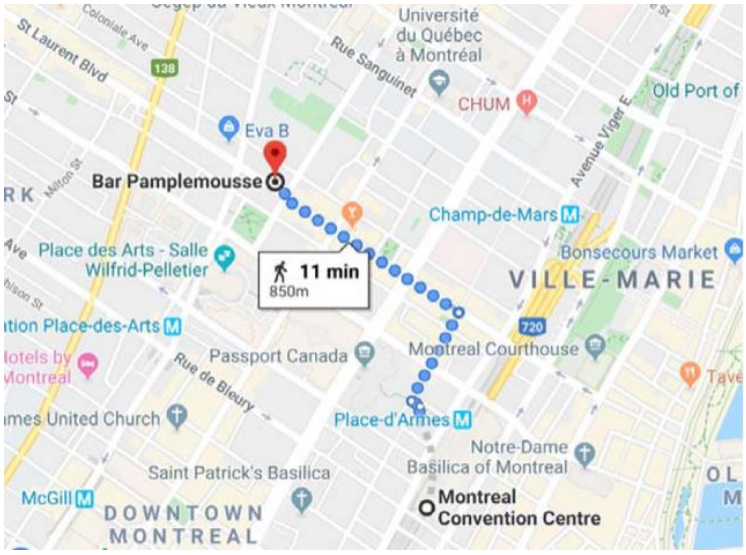
3:10-4:10 pm **Presidential Address:** *Behavioral Insights in Action*
Nina Mažar, Boston University (*516 CDE, Level 5*)

4:15-6:15 pm **Poster Session #2** w/ Cash Bar (*517 ABC, Level 5*)

Speed Dating with NSF *(Description above)*

9:00pm-1:00am **SJDM Evening Social Event** – Offsite

Come and join your colleagues at Bar Pamplemousse (https://www.barpamplemousse.com) at 1579 St Laurent Blvd (a 10 minute walk from the Montreal Convention Center) for an informal evening of fun! Drink tickets will be distributed to the first JDMers to arrive. See you there!



MONDAY, NOVEMBER 18th

8:15am-9:15am **Business Meeting** with Continental Breakfast and **Student Poster Award** (*Room 515 ABC, Level 5*)

2019 SJDM Conference Paper Abstracts

SATURDAY NOVEMBER 16, 2019

Session #1 Track I: Social Signaling - Room 513 ABC, Level 5 - Saturday 9:00 am - 10:20 am

Disclosure of Successes and Failures as Social Utility

Prinsloo, Emily (Harvard); Scopelliti, Irene (City, University of London); Loewenstein, George (Carnegie Mellon); Vosgerau, Joachim (Bocconi)

Disclosure of personal successes and failures not only provides others with information, but often instills emotions, such as envy or pity, depending on the recipients' own achievements. We propose that such disclosures carry social utility for both senders and recipients, and that senders take this utility into account when deciding whether to disclose. In three preregistered studies, we show that people tend to respond in kind to the disclosures of personal successes and failures by others, and respond differently when they receive the information from the person who experienced the success or failure, or from a third party.

Encouraging Pro-Environmental Behavior with Identity Labeling

Schwartz, Daniel (University of Chile); Loewenstein, George (Carnegie Mellon University); Aguero, Loreto (University of Chile)

We examine the role of the identity labeling technique in motivating green product purchases. We also combine and compare this marketing technique with price discounts. In two field studies and one lab study, shoppers could purchase green products that, in some conditions, were accompanied by a green label (e.g., "this product is for green shoppers"). This identity-labeling increases the purchase of green products, especially when shoppers are accompanied by another person, and even when the product is promoted with a price discount. We find that people buying green products are affected by the identity-labeling because they reattribute their pro-environmental values.

The benefit of bias: Individuals who exhibit sunk cost bias receive social and economic rewards for doing so

Umphres, Christopher (Harvard University); Dorison, Charles A. (Harvard University); DeWees, Bradley (Harvard University); Lerner, Jennifer S. (Harvard University)

While prescriptive decision theory characterizes the influence of sunk costs on decision-making as an irrational influence, descriptive studies of choice in social contexts reveal a more nuanced story. In four pre-registered experiments (combined N=2,119), we hypothesized and found that decision-makers who rationally wrote off sunk costs were perceived as less competent, warm, and confident than individuals who persisted in a failing course of action. Moreover, decision makers who wrote off sunk costs received financial punishments from observers, an effect mediated by decreased evaluations of competence. Such social and economic sanctions may help explain the remarkable robustness of sunk cost bias.

An illusion of mutual knowledge and its effects on prosociality

Shah, Anuj K. (University of Chicago Booth School of Business); Furstenberg-Beckman, Hannah (ideas42); LaForest, Michael (Crime Lab New York)

People often encounter situations where they feel anonymous. Such anonymity can decrease prosocial behavior. Here, we test a novel approach to reducing feelings of anonymity. Across several lab experiments, we find that when people have more information about others, they believe that others have more information about them, and this can deter dishonest behavior. We then used this principle to design a policing intervention for NYC housing developments. We find that giving residents mundane facts about neighborhood officers (a) increases their belief that officers would know if residents broke the law and (b) reduces crime around the housing developments.

Session #1 Track II: Numeracy and Numbers - Room 513 DEF, Level 5 - Saturday 9:00 - 10:20 am

CRT items are nothing more (or less!) than mathematics problems

Attali, Yigal (Educational Testing Service); Bar-Hillel, Maya (Hebrew University of Jerusalem)

The CRT is a powerful predictor of performance in a range of tasks requiring reasoning and decision making. However, research has mostly glossed over the fact that it is composed of math problems. Using Confirmatory Factor Analysis (CFA), we show that the best supported measurement model for the underlying abilities required by the CRT and standard math problems (covering concepts of arithmetic, algebra, and geometry) is a single-factor model. Furthermore, the ability of all items (CRT or other) to predict performance on choice and reasoning tasks was strongly predicted from the items' quality as math ability indicators.

The role of statistical numeracy in models of risky choice

Werbeloff, Merle (University of the Witwatersrand)

Statistical numeracy is not considered directly in models of risky choice. Thus, if model validity depends on individuals' statistical numeracy, resultant policy decisions may be biased. In an online quantitative empirical study of risky choice, the researcher categorized Wits University students into numeracy groups and measured their risk preferences through risky choice pairs. Analyses of model outcomes incorporated Wilcox context-dependent model for response error, and Markov chain Monte Carlo sampling methods for hierarchical Bayesian analysis. Results reveal differences between numeracy groups, particularly on probability weightings, suggesting the need for simplified approaches to presenting probabilistic risk information to avoid biased choices.

Undersum Bias

Goswami, Indranil (State University of New York, Buffalo)

I report a robust finding that consumers systematically underestimate the sum of a sequence of positive numbers, such as the total bill payable after grocery shopping (the Undersum Bias). This bias is robust to different presentation formats (e.g., simultaneous or sequential, ascending or descending order, etc.), a variety of sequence types (different variances, different sums, different length of sequences, etc.), and incentives - including an incentive to err only on the higher side of the sum. In a simulated shopping experiment, the bias is shown to negatively affect consumers' price perception and post-purchase satisfaction with a new store.

Subtraction neglect: Problem solvers think about adding before subtracting

Converse, Benjamin A. (University of Virginia); Adams, Gabrielle S. (University of Virginia); Hales, Andrew H. (University of Virginia); Klotz, Leidy E. (University of Virginia)

We propose that people systematically overlook subtraction when revising existing artifacts. We observe, for example, that people are more likely to revise a block tower by making it bigger rather than smaller, to improve an essay by making it longer rather than shorter, and to improve an itinerary by making it busier rather than sparer. Five experiments attribute this behavior to an "additive search heuristic." For example, participants were more likely to identify superior subtractive solutions under low (vs. high) cognitive load. Problem solvers may be missing opportunities to make their lives simpler, their interventions cheaper, and their footprints smaller.

Session #1 Track III: Consumer Behavior - Room 514 ABC, Level 5 - Saturday 9:00 am - 10:20 am

Unanticipated benefits of price promotions for consumption utility

Lee, Chang-Yuan (Boston University); Buechel, Eva (University of Southern California); Morewedge, Carey (Boston University)

The economics and psychology literatures hold diverging views of the impact of price promotions on consumption utility. We propose that the economic view tends to formulate consumption utility in prospect, whereas the psychological view examines consumption utility in experience. Comparing the influence of price promotions on the consumption utility of goods in prospect and experience, we find that estimates of consumption utility are not sensitive to price promotions, but price promotions increase consumption utility in experience. This discrepancy leads consumers to underestimate the emotional benefit of price promotions for consumption utility.

The Joy of Receipt

Abrams, Deborah (Georgia Tech); Bond, Samuel (Georgia Tech)

This paper looks at how the recipients in a transaction react to being paid in cash rather than other monetary formats. We define "joy of receipt" (JOR) as a positive affective reaction that consumers experience when receiving money, and we explore how different monetary formats influence JOR and subsequent spending behavior. Three studies show that consumers feel wealthier when they are paid in cash than in other formats, due to cash being a more salient form of money. These feelings of wealth lead to greater joy of receipt and greater likelihood to spend.

"Swipe Left for No" Why Options That Survive Rejection Are More Likely to Be Purchased

Park, Jen (Stanford University); Simonson, Itamar (Stanford University)

Most options considered by decision makers are rejected or not chosen, yet the manner in which individuals pass on options has not received much attention. We propose that explicitly rejecting options in sequential evaluation process increases psychological closure on the evaluated options, thereby increasing the attractiveness of the "rejection survivors." We test in five studies (a) the predicted difference between options that survive explicit rejection and those identified through implicit rejection or choice, and (b) the mechanisms underlying these predictions. Our findings indicate that individuals who evaluate choice candidates through option rejection have larger choice sets and greater purchase likelihood.

Not-so Easy Listening: Roots and Repercussions of Auditory Choice Difficulty in Voice Commerce

Munz, Kurt P. (New York University); Morwitz, Vicki G. (Columbia University)

Six experiments demonstrate that information presented by voice is more difficult to process than the same information in writing. As a result, auditory choosers are less able to differentiate choice options, leading them to choose recommended items more often, but also to defer choice at higher rates. Difficulty making comparisons contributes to these effects, reducing the impact of certain context effects. Voice presentation also negatively affects evaluations of single items when compared against a salient reference in memory, and thus may have important ramifications for decision makers using digital voice assistants for shopping.

Session #2 Track I: Belief Based Social Judgment - Room 513 ABC, Level 5 - Saturday 10:40 pm - 12:00 pm

"It's not about the money. It's about sending a message!" - Belief-based motives behind punishment

Molnar, Andras (Carnegie Mellon University); Chaudhry, Shereen J. (University of Chicago, Booth School); Imas, Alex (Carnegie Mellon University); Loewenstein, George (Carnegie Mellon University)

We argue that belief-based preferences play a crucial role in punishment decisions, independently of distributive and retributive motives. In a novel experiment we show that people punish transgressors *more likely* when transgressors eventually learn why they are punished, as opposed to when they remain ignorant, even though the welfare consequences are the same in both cases. We also demonstrate that this desire to affect beliefs is often prioritized over distributive and retributive preferences: people who would otherwise enact harsh punishments, are willing to punish *less severely*, if by doing so they can tell the transgressor why they are punishing them.

Good People Don't Need Medication: How Moral Character Beliefs Affect Medical Decision-Making

Scott, Sydney E. (Washington University in St Louis); Landy, Justin F. (Nova Southeastern University)

How do people make decisions? Prior research focuses on how people's cost-benefit assessments affect which medical treatments they choose. We propose that people also worry about what these health decisions signal about who they are. Across four studies, we find that medication is thought to be the "easy way out", signaling a lack of willpower and character. These moral beliefs lower the appeal of medications. Manipulating these beliefs--by framing medication as a signal of superior willpower or by highlighting the idea that treatment choice is just a preference--increases preferences for medication.

The Thick Skin Bias in Judgments About the Poor

Cheek, Nathan N. (Princeton University); Shafir, Eldar (Princeton University)

A series of studies (N = 1,653) show that people erroneously believe that individuals from low socioeconomic backgrounds are less impacted by negative life events, including even traumatic events like a school shooting. Participants report this belief regardless of the gender, race, or age of the person they judge, and this "thick skin" bias extends to professionals such as teachers and social workers as well as lay participants. The thick skin bias may have important theoretical and applied implications for understanding the neglect and mistreatment the poor experience across a wide variety of situations in both everyday and professional settings.

Belief-based Discrimination: Beauty Premium and Beauty Penalty

Zhu, Meng (Johns Hopkins University); Nian, Tingting (University of California Irvine); Vosgerau, Joachim (Bocconi University)

We show that discrimination based on beauty - a beauty premium or a beauty penalty - can occur because people hold incorrect beliefs about the relationship between beauty and productivity. We demonstrate a beauty premium when social skills are deemed important, and a beauty penalty when analytical skills are deemed important. Even within analytical skills, we find evidence for both a beauty penalty and beauty premium. Among new programmers (with low reputation scores), unattractive programmers are treated more favorably than attractive ones, but among experienced programmers (with high reputation scores), attractive programmers are treated more favorably than unattractive ones.

Session #2 Track II: Methods - Room 513 DEF, Level 5 - Saturday 10:40 pm - 12:00 pm

The effect of (not) presenting effect sizes: How the standard way of presenting scientific results causes people to overestimate effect sizes

Hofman, Jake M. (Microsoft Research); Goldstein, Daniel G. (Microsoft Research); Hullman, Jessica (Northwestern University)

The replication crisis in behavioral research, which grew out of work presented at JDM, concerns not only false-positives but also effects which turn out to be smaller than imagined. Why are scientists' perceptions of effect sizes inflated? Much justified attention has been paid to p-hacking and file drawer effects. We test whether a third mechanism plays a role: the manner in which behavioral results are visually displayed. Across three pre-registered studies with over 4,000 participants, we find that the prevalent, primary means of graphing results, which focuses on statistical significance, leads to greatly overestimated perceptions of effect sizes.

Rethinking Interactions: Most Published Interactions Have Been Misinterpreted

Simonsohn, Uri (ESADE & Penn)

Hypotheses involving interactions are common in social science. Are unexpected losses more impactful than expected ones? Does construal moderate power posing? Etc. Linear regressions, as in y=ax+bz+cxz are the most common way in which such interactions are tested, and they are too likely to give the wrong answer. The false-positive rate can reach >50%, the sign of the estimate is often wrong, and simple-slopes (AKA spotlight & floodlight) is hopeless. I identify three questions we often ask from interaction effects, and explore trustworthy alternatives to the current approach to answering them.

Manipulating and Measuring Model Interpretability

Poursabzi-Sangdeh, Forough (Microsoft Research); Goldstein, Daniel G. (Microsoft Research); Hofman, Jake M. (Microsoft Research); Wortman Vaughan, Jenn (Microsoft Research); Wallach, Hanna (Microsoft Research)

With the increased use of machine learning in consequential decision-making scenarios, there has been a growing interest in creating human-interpretable models. How do features of interpretable models---specifically the number of features used or transparency of model internals---impact decision quality and trust in algorithmic decision aids? We study this through four large-scale, pre-registered experiments. Contrary to what one might expect when manipulating interpretability, reducing features and increasing transparency made no substantial difference in multiple measures of people's trust in the models' predictions. Even more surprisingly, increased transparency hampered people's ability to detect when a model has made a sizeable mistake.

Using EEG to better understand decision behavior, models, and experimental techniques

Johnson, Joseph (Miami University)

I will present in an accessible way some recent advances using EEG to better understand behavior, models, cognitive processes, and experimental techniques commonly employed in decision research. First, I will describe novel techniques for utilizing EEG alongside behavioral data to inform computational decision models by showing how EEG data can generate model parameter estimates associated with constructs such as evidence accumulation and the degree of evidence required (threshold). Second, I will show how EEG provides validation for popular mouse-tracking methods by supporting a neural analogue to the real-time preference assumed to be revealed using mouse-tracking.

Session #2 Track III: Risky Choice - Room 514 ABC, Level 5 - Saturday 10:40 pm - 12:00 pm

Easy, breezy, risky: Lay investors fail to diversify because correlated assets feel more fluent and less risky

Cornil, Yann (University of British Columbia); Hardisty, David J. (University of British Columbia); Bart, Yakov (Northeastern University)

Lay investors prefer investing in assets with positively correlated returns, which results in less diversified and riskier investment portfolios than intended. Using a mixed-method approach, we find that lay investors rely on a lay perception of portfolio risk: assets with positively correlated returns feel more fluent (more familiar, simple, and predictable), and thus are erroneously perceived as less risky. We find that lay investors succeed in forming diversified, lower-risk portfolios when they are provided with aggregate portfolio returns, or when--paradoxically--they are encouraged to take more risk.

Edge and Endowment Insensitivity in Bet Sizing

Atanasov, Pavel (Pytho LLC); Dana, Jason (Yale University); Philip Tetlock (University of Pennsylvania); Barbara Mellers (University of Pennsylvania)

Behavioral decision research has taught us much about how people choose among risky options, but much less is known about the choices of how much to invest in a risky option. We developed variants of a task in which participants bet on a series of virtual coin-flips with a varying and known bias toward Heads. Two biases emerged: edge insensitivity, where bet sizes did not respond to profitability of the gamble, and endowment insensitivity, where bet sizes did not respond to increasing amounts of investable cash. Both biases contributed to financial underperformance in the task.

Inherently Risky Sure Things

Weingarten, Evan (Arizona State University); Rottenstreich, Yuval (UCSD); Wu, George (University of Chicago)

Much research characterizes sure things as safe and uncertain prospects as risky. We question the identification of sure things with safety, by highlighting a way in which every option is inherently risky. Sure things eliminate uncertainty concerning what specific outcome will obtain, but there can always be uncertainty about the subjective experience of any specific outcome. People readily perceive the inherent risk of some options, like consumer purchases, but not others, like cash. We thus distinguish riskless and risky sure things. In our experiments, the familiar tendency to favor sure alternatives over uncertain prospects is attenuated for risky sure things.

Risk Attitudes in Multi-Attribute Choice: The Guaranteed Change Effect

Rowsey, Donovan (Booth School of Business); Wu, George (Booth School of Business)

"We investigate whether risk attitudes captured by reference-dependence models such as prospect theory generalize to more complex situations in which there may be gains and losses across multiple dimensions. In a series of 4 experiments, we document a consistent pattern of risky choice: the standard reflection effect when gambles include the reference point, but no difference between loss and gain frames when outcomes are either a guaranteed gain or loss. This pattern is inconsistent with prospect theory but can be explained with a modification of prospect theory with a discontinuity at the reference point.

Session #3 Track I: Debiasing - Room 513 ABC, Level 5 - Saturday 2:10 pm - 3:30 pm

Introducing the Decision Advisor: A simple online tool that helps people overcome cognitive biases and experience less regret in real-life decisions

Iwama, Gabriela (Max Planck Institute for Intelligent Systems); Greenberg, Spencer (Clearer Thinking); Moore, Doug (Clearer Thinking); Lieder, Falk (Max Planck Institute for Intelligent Systems)

Cognitive biases shape many decisions people come to regret. To help people overcome these biases, ClearerThinking.org developed a free online tool, called the Decision Advisor (https://programs.clearerthinking.org/decisionmaker.html). The Decision Advisor assists people in big real-life decisions by prompting them to generate more alternatives, guiding them to evaluate their alternatives according to principles of decision analysis, and educates them about pertinent biases while they are making their decision. In a within-subjects experiment, 99 participants reported significantly fewer biases and less regret for a decision supported by the Decision Advisor than for a previous unassisted decision.

Social Learning as a Debiasing Intervention

Yoon, Haewon (Indiana University); Scopelliti, Irene (City, University of London); Morewedge, Carey (Boston University)

We examine whether social learning, learning indirectly by observing and modeling the behavior of others, could be an effective debiasing intervention. In Experiment 1, a social learning-based intervention produced a large immediate reduction in the propensity of research participants to exhibit anchoring biases, over-reliance on the representativeness heuristic, and social projection. In Experiment 2, it increased the frequency and quality with which participants incorporated useful advice into their judgments, and had a unique debiasing effect beyond instructions alone. The results suggest adding social learning to the cannon of four debiasing training interventions most commonly used since the 1980's.

Blinding curiosity: Exploring preferences for "blinding" one's own judgment

Fath, Sean (Duke University, Fuqua School of Business); Larrick, Rick P. (Duke University, Fuqua School of Business); Soll, Jack B. (Duke University, Fuqua School of Business)

"Blinding"--purposefully limiting the information used in an evaluation--is helpful as a policy-level solution to evaluator bias (e.g., blind review in academia). Here, four studies explore whether people will choose for themselves to see--or be blind to--potentially biasing information. We find that most people acknowledge they should be blind to potentially biasing information, but fewer choose to be blind when such information is readily available. We present evidence that curiosity, accuracy, and fairness are competing motivations in blinding decisions and test the effectiveness of two interventions to encourage self-blinding. We discuss implications for bias reduction in organizations.

Comparison of single- and double-blind review of scientific abstracts for a high stakes international conference

Pleskac, Timothy (University of Kansas); Kyung, Ellie (Dartmouth College); Chapman, Gretchen (Carnegie Mellon University); Urminsky, Oleg (University of Chicago)

Concerns of possible bias during peer-review often prompt calls to move from single-blind review (identities of reviewers are withheld but not the authors') to double-blind review (identities of reviewers and authors are withheld). We compared these two systems in a large-scale field study where each abstract submitted for the 2018 SJDM Annual Meeting received single- and double-blind reviews. The quality and attendance of each talk at the conference were also assessed. Results reveal a small but significant bias for single-blind review to favor papers with more senior co-authors. However, neither review process successfully predicted the quality or popularity of talks.

Session #3 Track II: Underestimation and Overestimation - Room 513 DEF, Level 5 - Saturday 2:10 - 3:30 pm

Everyday Nostalgia: People Underestimate the Nostalgic Value of Routine Experiences

Powell, Emily R. (NYU Stern School of Business); Barasch, Alixandra (NYU Stern School of Business); Alter, Adam (NYU Stern School of Business)

What types of experiences make people nostalgic? And can people accurately identify today what will make them nostalgic in the future? In this research, we investigate an overlooked source of nostalgia: routine experiences (those repeated across time). We demonstrate that nostalgic memories are more routine than people expect (Study 1) and that thinking about past routines makes people more nostalgic than they predict (Studies 2a-b). Finally, we show that routines provide just as much nostalgia as momentous life events, though people only underestimate the nostalgic value of routines (Study 3).

Everybody argues and everybody wins: Overestimation of success as a driver of debate

Logg, Jennifer M. (Georgetown University); Berg, Logan A. (Harvard University); Minson, Julia A. (Harvard University)

We examine why people argue despite limited success in persuading others. In 10 experiments (N=2,911), our participants overclaim past argument success (Experiment 1) and mispredict future success (Experiments 2-6). Mispredicting future success results in higher entry into arguments and a greater willingness to bet money on predicted success (Experiment 2). Such biased assessments are robust to constrained definitions of winning (Experiments 3A-3D) and increases when the definition is based on logic (Experiment 4). Biased assessments of argument success seem to stem more from overconfidence in the "correctness" of individual's views than in debate skills (Experiment 5 & 6).

People Overestimate How Much American Public Opinion Has Changed

Mastroianni, Adam (Harvard University); Dana, Jason (Yale University)

Evidence from four studies suggests that people overestimate how much American public opinion has changed. Participants read public opinion questions and estimated how respondents answered at the most distant and most recent time point for which data were available. Participants incorrectly identified the direction of change on 18% of items and correctly estimated both the direction and amount of change on 14% of items. On the remaining 68% of items, participants correctly identified the direction of change but overestimated the amount. Further studies suggest the error arises because people overestimate how much historical events drive opinion change.

Everyone You Meet Has Something to Teach You: People Underestimate How Much They Learn From Conversations

Atir, Stav (University of Chicago, Booth School of Business); Wald, Kristina (University of Chicago, Booth School of Business); Epley, Nicholas (University of Chicago, Booth School of Business)

Other people can be a source of information as well as a source of connection, and any conversation holds considerable potential for learning. But do people recognize the extent to which they learn from others during conversation? A series of experiments suggests that people systematically underestimate how much they learn from even a brief conversation with a stranger or friend compared to people's post-conversation reports of how much they'd actually learned, a miscalibrated expectation that we believe can serve as a barrier to engaging with others in conversation. Other people seem to be surprisingly good teachers.

Session #3 Track III: Modeling - Room 514 ABC, Level 5 - Saturday 2:10 pm - 3:30 pm

Towards a space of behavioral interventions: Insights from the drift diffusion model

Zhao, Wenjia Joyce (University of Pennsylvania); Coady, Aoife (University of Pennsylvania); Bhatia, Sudeep (University of Pennsylvania)

Choice can be influenced by different types of behavioral interventions, including those pertaining to presentation format, emotion, social belief, and cognitive capacity. In this paper we propose a space of seventeen different behavioral interventions, based on data from a large-scale choice experiment. Our space analyzes these interventions using the drift diffusion model, a quantitative theory of decision making whose parameters offer a theoretically compelling characterization of the cognitive underpinnings of choice behavior. By representing a large number of behavioral interventions using the model parameters, we are able to interpret these effects in terms of their descriptive, mechanistic, and normative implications.

Modeling Context Effects as the Accumulation of Simple Comparisons

Trueblood, Jennifer (Vanderbilt University); Urminsky, Oleg (University of Chicago Booth School of Business); Holmes, William (Vanderbilt University)

One of the most interesting findings in multi-alternative, multi-attribute choice is that preferences are sensitive to context. While a large literature has explored empirical demonstrations of context effects, theoretical development has lagged behind. We show that models of evidence accumulation can shed new light on decision-making by elucidating the circumstances necessary for context effects to occur. Using data from four experiments (total of 3092 participants), we examine 6 predictions regarding the presence and strength of context effects derived from a cognitive model (the Comparison Sampling Model). Results show this model outperforms three prior heuristics-based models of context effects.

The Dual Accumulator Model of Strategic Deliberation and Decision Making

Golman, Russell (Carnegie Mellon University, Social & Decision Sciences); Bhatia, Sudeep (University of Pennsylvania, Psychology); Kane, Patrick B. (McGill University)

What are the cognitive processes underlying strategic deliberation and decision making? We propose a bidirectional evidence accumulation model to describe the formation of preferences along with beliefs about an opponent in a process of deliberation with limited iterated reasoning. Our dual accumulator model accounts for a variety of behavioral patterns and provides a good quantitative fit to existing behavioral data. It makes more accurate out-of-sample predictions of individuals' choices across games than other popular behavioral game theory models. It also offers predictions about response-time patterns, time-pressure effects, and attention during deliberation. Stochastic sampling and dynamic accumulation are critical cognitive mechanisms.

Applications of the Bias Variance Decomposition to Human Judgment

Kane, Patrick B (McGill University); Broomell, Stephen B (Carnegie Mellon University)

Understanding the accuracy of prediction based on cues is important in both the study of forecasting and statistical modeling. While both fields often rely on similar measures of error, like the mean squared error (MSE), the assumptions they use to analyze these errors differ. We demonstrate the conceptual link between error decompositions in the two fields, and explain how the bias-variance decomposition from statistics and machine learning can be used to better understand human errors in forecasting, including which domains will be most error prone and why techniques like bootstrapping are successful.

Session #4 Track I: Algorithms - Room 513 ABC, Level 5 - Saturday 3:50 pm – 5:10 pm

Algorithm aversion by teachers?

Esther, Kaufmann (University of Zurich); Budescu, David V. (Fordham University)

The literature suggests that expert (mathematical) models can improve the quality of decisions, but people are not always eager to accept such models. We run two experiments to test teachers' receptiveness to advice from computerized expert models. Teachers (N = 240) evaluated student profiles that varied in several personal and task relevant factors. They were offered, or could ask for, advice from either expert models or human advisors. Overall, teachers requested and followed advice of expert models less frequently than advice from humans. Task relevant factors seem to be more salient than personal factors for teachers' willingness to receive advice.

People Reject Even the Best Possible Algorithm in Uncertain Decision Domains

Dietvorst, Berkeley (University of Chicago); Bharti, Soaham (University of Chicago)

Across 8 studies, we find that people are less likely to use the best possible algorithm to make predictions the more irreducible uncertainty there is in the decision domain. But why? We propose that people choose to rely on the decision-making method that they believe to have the highest likelihood of providing a perfect answer. This decision strategy creates risk-seeking preferences. When the amount of irreducible uncertainty in the forecasting task is high, making a perfect forecast improbable for even the optimal algorithm, people reject algorithms and turn towards riskier (and often worse performing) options like human judgment.

A Look Inside the Black Box: Explainability of Algorithms Drives Satisfaction in the Digital World

Demirdag, Ipek (UCLA Anderson School of Management); Shu, Suzanne (UCLA Anderson School of Management)

Despite potential benefits of algorithmic decisions, people often opt to choose for themselves and are uncomfortable with algorithms that choose on their behalf. Nonetheless, we demonstrate that in some instances, people are more content with algorithmic choice. The effects of algorithmic choice on satisfaction are driven by trust in the algorithm, which result from people's perception that the algorithm is not a black box and that its decision is explainable relative to the explainability of human choice.

Inferring competence from (un)certainty

Levin, Joel (University of Pittsburgh)

Research on whether expressing certainty makes people appear more or less competent has yielded ambiguous results. I propose and test an account to reconcile these findings. People compare the certainty that others express with their own beliefs about the predictability of the environment. Fit between expressed certainty and perceived predictability suggests calibration and in turn competence. I find support for this account across four studies: people display a preference for others who express more certainty in more predictable environments and less certainty in less predictable environments. These preferences are driven by perceived epistemicness (S1b, S2) and subjective certainty (S3).

Session #4 Track II: Charitable Giving and Prosocial Values - 513 DEF, Level 5 - Saturday 3:50 pm - 5:10 pm

Allocating Money to Multiple Charities Simultaneously

Gurdamar Okutur, Nazli (London Business School); Berman, Jonathan Z. (London Business School)

Five studies show that when donating to multiple charities, individuals contribute less money when they determine their total donation budget before identifying which charities to support than vice versa. This effect holds regardless if charity options are selected from a list or self-determined, and does not go away when participants are made to deliberate over the choice set in advance of setting a budget. Rather, we argue that individuals neglect how much each charity will get when setting up their total donation budget prior to charity choice, causing them to donate less than they would when the charities are identified.

Overcoming Overhead Aversion with Choice

Keenan, Elizabeth (Harvard University); Saccardo, Silvia (Carnegie Mellon University)

Building on recent work on overhead aversion, we test whether offering donors the choice to support overhead is an effective tool for overcoming donors' aversion to overhead. Using field data plus 5 lab experiments, we show that simply giving donors the choice of how to allocate their donation between programmatic and overhead expenses (whether they change it or not) makes donors more likely to give and to give more compared to not having choice. This increase in giving is due in part to an increase in the sense of impact and warm glow that donors feel when given this choice.

People Can Predict the Intended Effects of Nudges, But Cannot Predict their Side Effects

Shennib, Fuad A. (Stanford University); Jung, Minah H. (New York University); Nelson, Leif D. (University of California, Berkeley)

The advent of nudge-science has shown that nudges can have important consequences both intended and unintended. Furthermore, policy makers seem aware of some, but not all, of those consequences. We conducted a large-scale study (N = 2,218) with anchoring nudges to compare nudge experiencers to nudge predictors. Increased donation suggestions led to increased donation amounts, a result that predictors strongly intuited. However, increased donation suggestions also decreased the likelihood of donation, a result in opposition to the increase intuited by predictors. This suggests that nudges can be a risky tool for naÃ¯ve policy-makers to deploy.

Do Investors Value Sustainability?

Hartzmark, Samuel (University of Chicago); Sussman, Abigail (University of Chicago)

Examining a shock to the salience of the sustainability of the US mutual fund market, we present causal evidence that investors market wide value sustainability. Being categorized as low sustainability resulted in net outflows of more than $12 billion while being categorized as high sustainability led to net inflows of more than $24 billion. Experimental evidence suggests that sustainability is viewed as positively predicting future performance, but we do not find evidence that high sustainability funds outperform low sustainability funds. The evidence is consistent with positive affect influencing expectations of sustainable fund performance and prosocial motives influencing investment decisions.

Session #4 Track III: Perceptions of time and probability - Room 514 ABC, Level 5 - Saturday 3:50 pm - 5:10 pm

How Soon is Now? Present Bias and the Mental Accounting of Time

Urminsky, Oleg (University of Chicago); Jang, Minkwang (University of Chicago)

Research on intertemporal choice has found that people's degree of patience is not stable over time. Present bias explains this instability by arguing that rewards lose more value when delayed from the present time. However, previous research has not established what counts as "now." In six studies, we found that delaying both options in an intertemporal choice by longer amounts of time makes people more patient. We also found that change in patience is inconsistent with the predictions of the standard discounting models (exponential, hyperbolic, and quasi-hyperbolic) and can be partially explained by people's subjective categorization of time when budgeting.

Slow and Steady Versus Fast and Furious: The Effect of Speed on Decision Making

Kyung, Ellie J. (Dartmouth College); Shani-Feinstein, Yael (Ben-Gurion University, Israel); Goldenberg, Jacob (IDC Herzelia, Israel)

Technology has fundamentally changed the decision-making experience. With mobile devices, people make decisions while moving with actual speed. With video technology, people make decisions while moving with implied speed. Through nine studies involving both real (moving trains) and simulated (videos, starfields) speed, we demonstrate that speed influences: 1) the mental representation of information and 2) decision-making involving trade-offs based on these mental representations including product preference, choice, and risk tolerance. Moving with greater speed is associated with preference for more desirable (versus feasible) options. Furthermore, our results suggest that these effects are driven more by perceived speed than actual speed.

Probability weighting without probabilities

Zilker, Veronika (Max Planck Institute for Human Development); Pachur, Thorsten (Max Planck Institute for Human Development)

We demonstrate that distortions in probability weighting in risky choice may be due to asymmetric attention allocation across the available options. We simulated choices between safe and risky options in the attentional drift diffusion model, assuming different degrees of attentional biases to the safe or risky option. The choices were then modeled with cumulative prospect theory (CPT). The attentional biases had highly systematic signatures in CPT's weighting function. We also demonstrate the link between attentional biases and probability weighting empirically. This suggests new attentional explanations for phenomena linked to nonlinear probability function (certainty effect, fourfold pattern, description-experience gap).

Does Choice Cause an Illusion of Control?

Klusowski, Joowon (University of Pennsylvania); Small, Deborah A. (University of Pennsylvania); Simmons, Joseph P. (University of Pennsylvania)

Researchers have long believed that choice causes an illusion of control: having a choice increases people's tendency to believe that they can control outcomes that cannot be controlled. For example, people believe they are more likely to win lotteries if they choose the tickets themselves. In 11 preregistered experiments (N = 5,885), we set out to explore the boundary conditions of this canonical effect. To our surprise, we find no evidence that choice causes an illusion of control - across different tasks, incentive structures, and outcome measures. We find that choice increases perceived control only when it confers actual control.

Session #5 Track I: Choice architecture and Nudging in the real world - Room 513 ABC, Level 5 - Sunday 11:00 am - 12:20 pm

Using Reverse Contests to Curb Polluting Activity

Kareev, Yaakov (The Hebrew University of Jerusalem); Avrahami, Judith (The Hebrew University of Jerusalem); Budescu, David (Fordham University)

Agents engaging in polluting production typically stand to profit more, the more they produce. Regulators face the challenge of curbing pollution, without completely eliminating incentives to produce. We propose holding reverse contests to reduce production; in these contests agents invest in profitable production but attempt to avoid a fine, levied on the highest polluter. Because in common contests contestants tend to over-invest, we expected contestants in reverse contests to under-invest. In two experiments, contestants differing in budgets or in efficiency, indeed invested markedly below the maximally profitable level of production, thus demonstrating the potential of reverse contests for curbing pollution.

Promoting Retirement Savings Accounts During Tax Filing: Evidence from a Field Experiment

Roll, Stephen (Washington University in St. Louis); Grinstein-Weiss, Michal (Washington University in St. Louis); Kondratjeva, Olga (Washington University in St. Louis); Bufe, Sam (Washington University in St. Louis)

In 2015, the U.S. Department of Treasury launched the myRA program, a new public retirement account. Using administrative tax data from a 2016 field experiment incorporating choice architecture and messaging approaches, we explore the potential interest among over 300,000 low- and moderate-income tax filers in opening and funding myRA retirement accounts during the tax filing process. We find that if our most effective intervention had been shown to all intervention participants, a statistically significant 4,000 additional tax filers would have deposited their tax refunds into myRA. This study shows how low-touch interventions can promote long-term financial security of lower-income households.

A Mega-Experiment Promoting Lasting Exercise Habits in 24 Hour Fitness Gym Members

Milkman, Katherine (The University of Pennsylvania); 31 additional behavioral scientists whose names cannot be listed due to space constraints

We conducted a "mega-study" comprised of 20 different pre-registered field experiments (N=62,747) in a single trial. We tested 53, 28-day digital interventions promoting exercise designed by different scientists. Interventions were compared to a placebo control involving a $1.08 payment - the expected incentive from other interventions. Most interventions produced significantly more gym visits (up to 25% more) than the placebo. Every extra weekly gym visit induced experimentally during the intervention produced 0.30 extra weekly gym visits in the 20 weeks post-intervention. However, no psychologically novel, pre-registered interventions significantly outperformed a combination of planning, reminders and $0.22 incentives for gym visits.

When Pre-committing Backfires

Morvinski, Coby (Ben Gurion University); Saccardo, Silvia (Carnegie Mellon University); Amir, On (UCSD)

Self-regulation failures are commonplace. One of the primary mechanisms suggested to overcome such failures is pre-commitment. Despite the prevalence of such pre-commitment options, we find that in the case of avoiding greedy behavior they may backfire. We demonstrate that people expect such commitment devices to be helpful, but in fact instead of limiting subsequent behavior they license transgressions. In three experiments we find that people who write the salary they intend to take for work performed take a lot more money than those who take money without such pre-commitments. Our findings contribute to the design of pre-commitment nudges.

Session #5 Track II: Moral Judgment 1 - Room 513 DEF, Level 5 - Sunday 11:00 am - 12:20 pm

People make sub-optimal moral decisions about euthanizing humans as compared with animals.

Goodwin, Geoffrey P. (University of Pennsylvania); Hung, Henry (University of Pennsylvania)

"Mercy killing" is an unproblematic concept when used to justify the active killing of animals in extreme pain that would die anyway. But, for humans, deontological ethics prohibits active killing, notwithstanding its potential benefits. Paradoxically, this could mean that the higher status of humans as compared with other animals renders them subject to moral decision-making that pays less heed to their best interests. We document this pattern across four preregistered studies showing that while active killing is judged to be in the best interests of both human and animal victims, it is only judged morally optimal for animals.

Precommitment to Moral Values

Herzog, Nicholas R. (The University of Chicago Booth School of Business); Landy, Justin F. (Franklin and Marshall College); Levine, Emma E. (The University of Chicago Booth School of Business)

When faced with reoccurring tradeoffs between moral values, people can address them by considering the specifics of each case or by setting policies that predetermine how they will address similar cases. Previous research on moral judgment has often focused on isolated tradeoffs, and therefore, it is unclear which decision strategies are preferred in contexts with reoccurring tradeoffs. Across our studies, participants judged people who precommitted to always prioritizing one value more positively than people who adjusted their priorities based on the specifics of each case. Our findings have important implications for understanding public perceptions of complex policies.

The social consequences of absolute moral proclamations

Huppert, Elizabeth (The University of Chicago); Herzog, Nicholas (The University of Chicago); Landy, Justin (Nova Southeastern University); Levine, Emma (The University of Chicago)

Across six studies (N = 3348), we find that people prefer targets who make absolute proclamations (i.e. "It is never okay for people to lie") over targets who make ambiguous proclamations ("It is sometimes okay for people to lie"), even when both targets tell equivalent lies. Preferences for absolutism stem from the belief that moral proclamations send a true signal about moral character--they are not cheap talk. Therefore, absolute proclamations signal moral character, despite also signaling hypocrisy. This research sheds light on the consequences of absolute proclamations and identifies circumstances in which hypocrisy is preferred over consistency.

The impact of direct giving on people experiencing homelessness: Experimental evidence from Vancouver, Canada

Dwyer, Ryan (The University of British Columbia); Williams, Claire (New Leaf Project); Zhao, Jiaying (The University of British Columbia)

The current study is the first randomized control trial in developed nations examining the impact of direct giving on people experiencing homelessness. Specifically, we have distributed a one-time unconditional cash grant of $7,500 to each of 50 recently homeless individuals in Vancouver, Canada. We are tracking the long-term impact on 16 life outcomes, including housing, employment, spending, savings, cognitive function, and subjective well-being, relative to a control group. Our preliminary findings suggest that cash transfers produce positive impacts and can be an effective tool to empower homeless individuals to attain more stability in their lives.

Session #5 Track III: Context effects - Room 514 ABC, Level 5 - Sunday 11:00 am - 12:20 pm

The Processing of Weight and Strength in Different Information Environments

Baars, Maren (University of Muenster); Langer, Thomas (University of Muenster); Mohrschladt, Hannes (University of Muenster)

Experimental evidence by Griffin and Tversky (1992) shows that subjects tend to underreact towards information weight (number of signals) while focusing on information strength (relative proportions of signal sets). We show that this finding crucially depends on the specific decision setting. First, we theoretically derive that the setting of Griffin and Tversky can be considered as an extreme case with respect to the normative relevance of weight and strength. Second, we conduct an experimental analysis in which we vary the information environment. Our results point out that there also exist reasonable information environments in which subjects overreact towards information weight.

"Seeing" the Attraction: Trade-Offs Amplify the Attraction Effect among Visually-Presented Alternatives

Wang, Jiaqian (Jane) (Northwestern University Kellogg School of Management); Urminsky, Oleg (University of Chicago Booth School of Business)

This research investigates the attraction effect for visually-presented stimuli across eight pre-registered experiments. We propose that the attraction effect requires detection of the dominance relationship in the choice configuration and application of the relationship when making the decision. When stimuli are presented visually (vs. numerically), identifying the relative attractiveness of alternatives is more challenging, leading to a weaker attraction effect. We find robust visual attraction effects, which are stronger (a) among participants who successfully discern the relative attractiveness of alternatives and (b) when people make more attribute-based trade-offs when examining the options, which increases the detectability of the relative attractiveness.

Semantic Similarity Underlies Multiple Mental Accounting Phenomena

Wall, Daniel (Carnegie Mellon University); Chapman, Gretchen (Carnegie Mellon University)

I show that posting expenses to a mental account and the creation of mental accounts are predicted by semantic similarity based on a vector representation of words. Specifically, semantic similarity predicts how typical an expense is for a mental account; when participants will flexibly categorize expenses; when participants create two topical accounts versus one; and why exceptional expenses lead to overspending relative to ordinary purchases. These results give form to the mental representations underlying mental accounts and suggest that mental accounts may have linguistic origins.

A New Look at Some “Old” Biases

Hsee, Christopher K. (Chicago Booth); Yang, Yang (University of Florida); Li, Xilin (Chicago Booth)

People show systematic biases in judgment and decision-making, We propose and find that many seemingly unrelated biases, ranging from the sunk cost fallacy and the anchoring bias to base rate neglect, all reflect a common underlying mechanism--insensitivity to the relevance of some given information. Furthermore, manipulating the relevance of the information can eliminate the original bias or even generate the reverse of the original bias. This research offers a new look at these "old" biases, suggesting that each individual bias is not general because it can be reversed, but collectively, these biases are general because they all reflect relevance insensitivity.

Session #6 Track I: Moral Judgment 2 - Room 513 ABC, Level 5 - Sunday 1:30 pm - 2:50 pm

Benevolent Partiality in Prosocial Behavior

Paolacci, Gabriele (Erasmus University); Yalcin, Gizem (Erasmus University)

How should altruistic people choose whom to help? Rooted in consequentialist philosophy, the Effective Altruism movement urges to choose the causes that benefit most individuals irrespective of their characteristics. Conversely, we show that people weigh the well-being of members of disadvantaged groups more than what disadvantage prescribes from a consequentialist point of view. We suggest that prosocial aid is constructed as an opportunity to correct morally aversive inequalities, thus making disadvantaged recipients a more justifiable target of help. Benevolent partiality is reduced when people reflect on what to prioritize before donating.

Wronging Past Rights: The Sunk Cost Bias Distorts Moral Judgment

Meyers, Ethan A. (University of Waterloo); Bialek, Michal,. (Kozminski University); Fugelsang, Jonathan A. (University of Waterloo); Koehler, Derek J. (University of Waterloo); Friedman, Ori. (University of Waterloo)

When people invest in an endeavor, they typically persist in it, even when it becomes obvious that it will fail. We show this bias extends to moral decision-making. Across two experiments (N=1592) we show that people are more willing to proceed with a futile, immoral action when costs have been sunk. Moreover, we show that sunk-costs distort people's morality by increasing how acceptable they find actions that have received past investment. We find these results when persisting would lead to no obvious benefit and only further harm. Our findings illustrate a novel way that the past can impact moral judgment.

Honesty without looking

Levine, Emma (University of Chicago); Jensen, Sarah (University of Chicago); White, Michael (University of Chicago)

People proclaim that honesty is the best policy, while also recognizing that lying is often ethical. We present an explanation for these competing beliefs: people have divergent beliefs about the information they are obligated to find out about, and information they are obligated to use when making moral decisions. Specifically, though people believe that they should consider the social consequences of honesty when this information is certain (and lie when honesty causes harm), they also believe it is moral to avoid finding out about these consequences. This research sheds light on how knowledge acquisition influences ethical decision-making.

Lying to appear honest

Choshen-Hillel, Shoham (Hebrew University of Chicago); Shaw, Alex (University of Chicago); Caruso, Eugene M. (UCLA)

People attempt to avoid appearing dishonest. Although efforts to avoid appearing dishonest can often reduce lying, we argue that, at times, such efforts can actually lead people to lie. We refer to these cases as "lying to appear honest" and argue that they occur in cases where the truth is highly favorable to oneself, and telling the truth might make one appear dishonest to others. We provide evidence from real world scenarios and behavioral lab studies that people under-report high outcomes that they deserve, so that others would not think that they lied by selfishly over-reporting.

Session #6 Track II: Coordination - Room 513 DEF, Level 5 - Sunday 1:30 pm - 2:50 pm

Topic Selection

Yeomans, Michael (Harvard Business School); Wood Brooks, Alison (Harvard Business School)

Conversation is ubiquitous and important, but we know surprisingly little about the descriptive, generative, and prescriptive models underlying conversational behavior. Here, we study a decision made after every turn of conversation: should we stay on this topic or switch to another one? Across thousands of synchronous and asynchronous conversations, we explore behavioral limits to effective topic selection in conversation. Humans fail to detect many cues of others' interest in topics (compared to machine learning algorithms as a normative benchmark). We also identify an intervention that led to Pareto improvements in conversational enjoyment: empowering strangers to switch topics more readily together.

The Takeover Toll: Taking over for teammates hurts task performance

Levari, David E. (Harvard Business School); Mastroianni, Adam M. (Harvard University); Verrey, Jacob J. (Harvard University); Gilbert, Daniel T. (Harvard University)

When watching a teammate perform a difficult task, how do you decide whether you should intervene and do the task yourself? If you do intervene, do you do a better job? In five studies using a variety of tasks, we show that on average, taking over from teammates hurts overall performance, despite predictions to the contrary. Why? People tend to focus on whether they can perform at a higher level than teammates, neglecting the costs of learning curves and switching itself. Taking over can decrease team performance in ways that are difficult to anticipate and even more difficult to overcome.

Exploiting Asymmetric Signals from Choices Through Default Selection

Leong, Lim M. (University of California, San Diego); Yin, Yidan (University of California, San Diego); McKenzie, Craig R. M. (University of California, San Diego)

People tend to stick with default options, but little is known about situations where people can select their own default settings. Using hypothetical scenarios and incentivized economic games, we examine whether people driven by image concerns would select a default regime with the intention of switching from the default. We found that observers perceive stronger signals from choices obtained by switching from, rather than staying with, the default, even though the final outcome is the same. More importantly, participants were able to strategically exploit this asymmetric signal in the presence of observers by self-selecting into the appropriate default setting.

Leaving with something: When do people experience an equity-efficiency conflict?

Gordon-Hecker, Tom (Ben-Gurion University of the Negev); Schneider, Iris (University of Cologne); Shalvi, Shaul (University of Amsterdam); Bereby-Meyer, Yoella (Ben-Gurion University of the Negev)

When allocating resources, people often must compromise between equity and efficiency. We propose that it is easier to pursue equity when recipients are already in possession of some resources. Data from three experiments suggests that people are less likely to waste resources when recipients end up with nothing, even if it means deviating from equity. Moreover, using mouse tracking techniques we demonstrate that the conflict between equity and efficiency arises mostly when recipients have nothing, but when the resource being allocated is one of many others, people experience smaller conflict, and more easily discard the resource to maintain equity.

Session #6 Track III: Motivation and Incentives - Room 514 ABC, Level 5 - Sunday 1:30 pm - 2:50 pm

Testing the Role of Motivation and Procrastination in Colorectal Cancer Screening

Lieberman, Alicea (University of California, San Diego); Gneezy, Ayelet (University of California, San Diego); Gupta, Samir (University of California, San Diego)

Colorectal cancer is the second leading cause of cancer death in the U.S. While screening saves lives, participation is low, especially among underserved populations. Two large randomized controlled trials aimed to increase fecal immunochemical test (FIT) completion. The first study (N=8,565) offered incentives to complete screening annually for 3 years and discontinued incentives in Year 4. In Study 2 (N=7,771), patients were invited to complete a FIT with either declining incentives or non-incentivized deadlines. Results indicated that non-declining incentives did not encourage screening; however, both declining incentives and deadlines were equally effective at increasing screening relative to a control.

Working Hard or Hardly Working?: Comparing Incentives' Effects on Work Output and Quality

Permut, Stephanie (Carnegie Mellon University); Saccardo, Silvia (Carnegie Mellon University)

The relationship between incentives and effort is typically studied using "real-effort" tasks, where participants complete menial work under different incentive schemes. Notably, in these tasks participants' actions are constrained such that they cannot cut corners to appear productive. As corner cutting is possible and problematic in non-experimental settings, researchers should consider how incentives affect honesty alongside total work when evaluating incentives' effectiveness. We introduce a task that can be completed with and without shortcuts and compare how incentives affect total and honest work. We find that nominally high-performing incentives produce worse quality work when shortcuts are possible and accounted for.

As Wages Increase, Do People Work More or Less? A Wage Frame Effect

Shen, Luxi (CUHK Business School); Hirshman, Samuel D. (University of Chicago Booth School of Business)

This research works on an open question in economics: as wages increase, do people work more or less? While the extant labor economics literature finds it hard to draw a definitive conclusion, we suggest a reliable way to predict the effect of wage change on labor supply. When the wage change is communicated as a new workload over the old payment (vs. a new payment over the old workload), work supply changes in the opposite (vs. same) direction of the wage change. A series of experiments document this wage-frame effect with real work behavior and consequences and its underlying mechanism.

The Categorization Bias: The Effect of Categorization on Goal Progress Perceptions and Motivation

Sharif, Marissa A. (Wharton School of the University of Pennsylvania); Woolley, Kaitlin (Cornell University)

During goal pursuit, people monitor their progress to determine how close or far they are from their goal. But people's perceptions of goal progress are not always accurate. In eight studies (N=8077) we identify one factor systematically biasing goal monitoring processes: categorization. When people group goal related-actions into categories (e.g., arm vs. leg workouts), their goal progress perceptions are anchored on the proportion of categories completed, rather than on the absolute amount of progress made (number of workouts). Such categorization can cause people to infer greater progress when farther from their goal, and less progress when closer to their goal.

Session #7 Track I: Contrast effects - Room 513 ABC, Level 5 - Monday 9:15 am - 10:35 am

Free-Riding and Cost-Bearing in Discrimination

Li, Xilin (Chicago Booth); Hsee, Christopher K. (Chicago Booth)

We study how the temporal position in which an advantaged person (e.g., a good-looking customer) and a disadvantaged person (e.g., an unattractive-looking customer) encounter an actor (e.g., a salesperson) influences the treatment they get. Four experiments (including a field experiment), concerning physical appearance, race, and gender, find that both the disadvantaged and the advantaged person will get better treatment if the advantaged person first approaches the actor than the reverse sequence. This research highlights the importance of choice architecture in mitigating discrimination.

Salience Theory of Exposure Effects: Relative Exposure Influences Judgment and Choice

Mrkva, Kellen (Columbia University); Van Boven, Leaf (University of Colorado Boulder)

Meta-analyses of over one hundred experiments in psychology and marketing have suggested that mere exposure increases liking and choice (Montoya et al., 2017). Across several experiments, we demonstrate that a) it is not "mere" absolute exposure but rather relative exposure that increases liking and choice, b) relative exposure makes evaluations more extreme rather than unidirectionally increasing liking, and c) relative salience accounts for so-called mere exposure effects, whereas fluency and other alternative mediators do not. In sum, salience, the relative quality of standing out in relation to other stimuli in the surroundings, explains effects previously attributed to "mere" absolute exposure.

Going It Alone: Competition Increases the Attractiveness of Minority Status

Kirgios, Erika (The Wharton School); Chang, Edward (The Wharton School); Milkman, Katherine (The Wharton School)

Joining groups where we will be "tokens" rather than surrounded by similar others is unpleasant, but do we ever elect to do it strategically? Across six preregistered experiments (N=2,738), we show people are more willing to opt-in to being in the numeric minority when choosing colleagues against whom they will compete for scarce resources. When competing for rewards, women are willing to join all-male groups and Black participants are willing to join all-White groups at a significantly higher rate than when facing no such competition. Participants' desire to stand out and to avoid in-group competition mediate this effect.

The Isolated Choice Effect and Its Implications for Gender Diversity in Organizations

Chang, Edward (The Wharton School); Kirgios, Erika (The Wharton School); Rai, Aneesh (The Wharton School); Milkman, Katherine (The Wharton School)

We present evidence from incentivized and hypothetical hiring decisions that decision makers are less likely to choose candidates who add diversity to organizations when making isolated choices (i.e., when selecting a single group member) than when making sets of choices (i.e., when selecting multiple group members). Across four preregistered experiments (N=2,103), we demonstrate that this "isolated choice effect" has important consequences for gender diversity. When making sets of hiring and selection decisions (rather than a single hire), people construct more gender-diverse groups. We find that people making isolated choices think less about group diversity, which mediates our effect.

Session #7 Track II: Forecasting - Room 513 DEF, Level 5 - Monday 9:15 am - 10:35 am

Attribute Substitution in Forecasts and Trend Judgments: Evidence and a Debiasing Technique

Comerford, David (University of Stirling); Soll, Jack (Fuqua School of Business)

A majority of Americans reported the economy to be worsening when objective indicators showed it recovering. We explain this contradiction as stemming from respondents using information about levels to answer questions about trends. This trend/ level conflation gives rise to two pervasive anomalies in forecast data: partisan differences and extrapolation bias. Trend/ level conflation can be eliminated if forecasts are elicited using an implicit format. The implicit format asks respondents to rate conditions at both timepoints and so imposes on respondents a normative framework for evaluating trends. It delivers trend measures that show greater consensus across the partisan divide.

Does Dialectical Bootstrapping Improve The Wisdom Of The Inner Crowd?

Gaertig, Celia (University of Chicago); Simmons, Joseph P. (University of Pennsylvania)

Research suggests that people's forecasts are more accurate when they make two guesses and average them than when they make one forecast. Research further suggests that this "wisdom-of-the-inner-crowd" effect can be enhanced by increasing the independence between a person's first and second guess, for example, by encouraging them to think about why their first guess was incorrect ("dialectical bootstrapping"). In two preregistered studies, we found that although dialectical bootstrapping encouraged participants to make second guesses that were further away from their first guesses, it did not increase the benefits of averaging beyond asking people to make a different second guess. Contact:

Identifying Skilled Forecasters: Psychometric and Longitudinal Approaches

Himmelstein, Mark (Fordham University); Atanasov, Pavel (Pytho LLC); Budescu, David (Fordham University)

Recent studies have identified geopolitical forecasting accuracy as a stable trait. We validate and extend the work on identifying forecasting skill using data collected from Hybrid Forecasting Competition (HFC), a program designed to integrate human and machine forecasting components to create maximally accurate, flexible, and scalable forecasting capabilities. Item Response Theory was utilized to measure cognitive ability and develop a more reliable metric of forecasting accuracy than Brier Scores alone. We also studied the relative importance of individual difference measures and past performance in predicting future forecasting accuracy at different time points throughout the competition.

The Wisdom of Model Crowds

He, Lisheng (University of Pennsylvania); Analytis, Pantelis P. (University of Southern Denmark); Bhatia, Sudeep (University of Pennsylvania)

Dozens of behavioral theories have been advanced to account for risky decision making. However, there is little consensus regarding which model offers the best account, and it is unclear how we can combine these models to obtain novel descriptive and predictive insights regarding risky choice. In this paper we offer two solutions to this issue. First, we conduct a large-scale comparison of prominent risky decision models. Second, we show that crowds of models can perform better than individual models alone, suggesting that different models may capture different aspects of the decision process and offer complementary accounts of individual choice behavior.

Session #7 Track III: Information neglect - Room 514 ABC, Level 5 - Monday 9:15 - 10:35 am

People use less information than they think to form judgments

Klein, Nadav (INSEAD); O'Brien, Ed (University of Chicago)

People readily categorize things as good or bad, a welcome adaptation that enables action and reduces information overload. The present research reveals an unforeseen consequence: People fail to appreciate this immediacy of judgment, instead assuming that they will consider more information and data before forming judgments than they actually do. This discrepancy in perceived versus actual information use reveals a general psychological bias that is particularly relevant in today's information age. The present research suggests mere access to information is not enough: Even after paying costs to acquire and share ever-more information, people do not incorporate it into their judgments.

Conforming to Other's Rejections but not to Other's Choices

Nan, Xianglan (University of Florida); Yang, Yang (University of Florida)

Decisions between two options can be framed as either choosing the more preferred option or rejecting the less preferred one. Imagine that you are choosing between two products A and B. Would you choose differently when you learn that another consumer who faced the same decision chose Product A versus did not choose Product B? Across six studies, we find that people conform more to another person's decision when that person's decision is framed as a rejection than as a choice. This effect occurs because people make differential causal attributions for that person's decision depending on the framings.

Does overconfidence persist despite precise and accurate information about one's skill? A study of 2,614 tournament chess players

Heck, Patrick (Geisinger Health System); Benjamin, Daniel (University of Southern California); Simons, Daniel (University of Illinois at Urbana-Champaign); Chabris, Christopher (Geisinger Health System)

Are people overconfident even when their skill level is objectively measured, regularly fed back to participants, and publicly accessible? In a preregistered study conducted in collaboration with the United States Chess Federation, 2,614 tournament chess players reported their current rating, the rating they believe captures their true skill, and several other overconfidence-related measures. We used a rating database to measure players' objective overconfidence, improvement over time, and the Dunning-Kruger effect among hobbyists and experts alike. Chess players' self-perceptions remained unrealistically positive, suggesting that overconfidence endured even when people receive regular, objective, and public feedback about their ability.

Searching, Fast and Slow: How Time Preferences Influence Credit Card Search and Choice

Mrkva, Kellen (Columbia University); Webb, Elizabeth C. (Colorado State University); Johnson, Eric J. (Columbia University)

Across eight studies (n=18,405), we show that present-biased individuals are unwilling to engage in unpleasant search when looking for credit cards. Consequently, they terminate search quickly, and search less overall relative to their patient counterparts. Further, process evidence shows that impatient individuals search less for all information associated with available credit cards--they do not search less because they focus only on a subset of attributes. As a result, impatient people are more likely to choose credit cards that accrue higher fees and have higher total costs.

Flash Talks: Track I: Nudges and Interventions - Room 513 ABC, Level 5 - Monday 10:55 am- 12:15 am

In Europe and the United States, Most GE Food Opposition is Moral and Responds Specifically to Moral Countering -- Inbar, Yoel (University of Toronto); Scott, Sydney (Olin Business School); Rozin, Paul (University of Pennsylvania)

What-the-Hell: Dishonest behavior can escalate to continuous ethical transgression -- Reeck, Crystal (Temple University); Mazar, Nina (Boston University); Ariely, Dan (Duke University)

Environmental Inequalities and the Allocation of Necessary Evils -- Makov, Tamar (School of Forestry & Environmental Studies, Yale University); Newman, George (Yale School of Management, Yale University); Zauberman, Gal (Yale School of Management, Yale University)

Copycat Prompts: A New Nudge to Promote Goal Achievement -- Mehr, Katie S (University of Pennsylvania); Geiser, Amanda E (University of Pennsylvania); Milkman, Katherine L (University of Pennsylvania); Duckworth, Angela L (University of Pennsylvania)

When Pre-Commitment Backfires -- Morvinski, Coby (Ben Gurion University); Saccardo, Silvia (CMU); Amir, On (UCSD)

Downstream Consequences of Disclosing Nudges: How Increased Transparency Affects the Effectiveness and Perceptions of Interventions -- Michaelsen, Patrik (University of Gothenburg); Nystrom, Lina (University of Gothenburg); Luke, Timothy J. (University of Gothenburg); Johansson, Lars-Olof (University of Gothenburg); Hedesstrom, Martin (University of Gothenburg)

Privacy and the Desire to Disclose -- Carbone, Erin (Carnegie Mellon University); Loewenstein, George (Carnegie Mellon University)

Using a habit formation intervention to increase sustainable walking activity in midlife working adults -- Ebert, Jane EJ (Brandeis University)

When Apology is Not the Best Policy: The Negative Impact of Apologies on Consumer Judgment and Behavior -- Jenkins, Mason (Northeastern University); Fombelle, Paul (Northeastern University); Steffel, Mary (Northeastern University)

The Automatic Influence of Advocacy among Lawyers and Novices -- Melnikoff, David E. (Yale University); Strohminger, Nina (University of Pennsylvania)

The Unexpected Power of Positivity: Beliefs versus Decisions about Advisor Selection -- Hur, Julia (New York University); Ruttan, Rachel (University of Toronto); Shea, Catherine (Carnegie Mellon University)

Love is Patient: People are more willing to wait for things they like -- Roberts, Annabelle (UChicago Booth); Shaddy, Franklin (UCLA Anderson); Fishbach, Ayelet (UChicago Booth)

Flash Talks: Track II: Organizational Behavior, Prosocial Behavior, and Interpersonal Interactions - Room 513 DEF, Level 5 - Monday 10:55 am - 12:15 am

Black Men Get Shorter Sentences: Narrative Elaboration Reveals Incoming Stereotypes --Eskreis-Winkler, Lauren (UPenn); Fishbach, Ayelet (UChicago)

What happens if women do ask? Gender and negotiation in an online labor market -- Daniels, David (HKUST); Koval, Christy (HKUST)

Do managers underinvest in gender diversity? Evidence from the technology sector, the financial sector, and the lab -- Daniels, David (HKUST); Dannals, Jennifer (Dartmouth); Lys, Thomas (Kellogg); Neale, Margaret (Stanford)

Paying due heed to others' opinions: A meta-analysis on gender differences in advice taking -- Kausel, Edgar (P. Universidad Catolica de Chile); Ventura, Santiago (P. Universidad Catolica de Chile); Bonaccio, Silvia (University of Ottawa)

Group Size and Its Impact on Diversity in Hiring Decisions -- Rai, Aneesh (University of Pennsylvania); Chang, Edward H. (University of Pennsylvania); Kirgios, Erika L. (University of Pennsylvania); Milkman, Katherine L. (University of Pennsylvania)

Achieving More with Less: Intuitive Correction in Selection Decisions -- Rabinovitch, Hagai (Ben Gurion University of the Negev); Bereby-Meyer, Yoella (Ben Gurion University of the Negev); Budescu, David V. (Fordham University)

Understanding stop and search decisions -- Vomfell, Lara (Warwick Business School)

Too Naive to be Fair -- Rogers, Ben (UNC); Sezer, Ovul (UNC); Klein, Nadav (INSEAD)

The landfall effect: Are people less prosocial when others face the greatest harms? -- Kang, Polly (Wharton); Daniels, David (HKUST); Schweitzer, Maurice (Wharton)

It's surprisingly nice to hear you: Miscalibrated expectations of connection and awkwardness affect how people choose to connect with others -- Kumar, Amit (University of Texas at Austin); Epley, Nicholas (University of Chicago Booth School of Business)

You can't handle the truth! Errors in affective perspective taking during disagreement -- Dorison, Charles (Harvard Kennedy School); Minson, Julia (Harvard Kennedy School)

Regulating emotion regulation: When people make others feel worse in order to make them feel better -- Cusimano, Corey (University of Pennsylvania); Goodwin, Geoffrey P. (University of Pennsylvania)

An attentional account for compassion fade -- Tomm, Brandon (University of British Columbia); Slovic, Paul (Decision Research; University of Oregon); Zhao, Jiaying (University of British Columbia)

Flash Talks: Track III: Cognition and Choices - Room 514 ABC, Level 5 - Monday 10:55 am - 12:15 am

Modeling Judgment Errors in Naturalistic Numerical Estimation -- Zou, Wanling (University of Pennsylvania); Bhatia, Sudeep (University of Pennsylvania)

Calculating Calculated Risks: Numeric Confidence and Risk Propensity -- MacDonald, Tyler (Ohio State University); Bjaelkebring, Par (Ohio State University); Peters, Ellen (University of Oregon)

The Influence of Numeric Precision in Donation Requests -- Angulo, Ashley (University of Oregon); Oppenheimer, Daniel (Carnegie Mellon Univerity); Li, Jieming (University of Illinois-Urbana Champagne)

The Fear and Experience of Embarrassment Promote Antisocial Behavior – Skowronek, Sam (University of Pennsylvania); Schweitzer, Maurice (University of Pennsylvania)

Predicting Preference from Attention: An Analysis with Prospect Theory -- Pachur, Thorsten (Max Planck Institute for Human Development)

How Skewness, Information, and Framing Shape Loss-Chasing and Overall Risk-Taking -- Kim, Jinwoo (Carnegie Mellon University); Imas, Alex (Carnegie Mellon University); Olivola, Christopher (Carnegie Mellon University)

Complex Choice -- Gurney, Nikolos (Carnegie Mellon University); Miller, John (Carnegie Mellon University; Santa Fe Institute)

Gerrymandering Attributes -- Feiler, Dan (Dartmouth College); Dannals, Jennifer (Dartmouth College)

Why (and When) Are Uncertain Price Promotions More Effective Than Equivalent Sure Discounts? -- Gaertig, Celia (Booth School of Business, University of Chicago); Simmons, Joseph P. (Wharton, University of Pennsylvania)

Predicting outcomes in a sequence of binary events: A belief-updating account of hot hand and gambler's fallacy judgment patterns -- Rao, Kariyushi (The University of Chicago Booth School of Business); Hastie, Reid (The University of Chicago Booth School of Business)

Searching more or less: The impact of value range on search behavior -- Teodorescu, Kinneret (Technion - Israel Institute of Technology); Roth, Yefim (University of Haifa)

Searching for the Tree and Missing the Forest: How Broadening Search Promotes Belief Updating -- Leung, Eugina (A.B. Freeman School of Business, Tulane University); Urminsky, Oleg (Booth School of Business, University of Chicago)

Pains and gains: Lose-now-gain-later intertemporal choices predict self-care behaviors -- Wade, Wade (University of British Columbia); Li, Ye (University of California-Riverside); Hardisty, David (University of British Columbia)

SJDM Morning Poster Session #1

Sunday 9:00-11:00 am with Continental Breakfast - **Room 517ABC Level 5**

1. What we can learn from five field experiments that failed to shift commuter behavior
   Kristal, Ariella (Harvard University); Whillans, Ashley (Harvard University)
2. A demonstration of positive nudge-induced behavioral spillover
   Hedesström, Martin (University of Gothenburg); Patrik Michaelsen (University of Gothenburg); Lina Nyström (University of Gothenburg); Timothy J. Luke (University of Gothenburg); Lars-Olof Johansson (University of Gothenburg)
3. Increasing transparency may improve net effects of default nudges
   Nyström, Lina. (University of Gothenburg); Michaelsen, Patrik. (University of Gothenburg); Luke, Timothy J. (University of Gothenburg); Hedesström, Martin. (University of Gothenburg)
4. Using Partition Dependence to Nudge Household Savings
   Arundel, Patrycja K. (University of California, Los Angeles); West, Colin (University of California, Los Angeles); Ülkümen, Gülden (University of Southern California); Fox, Craig R. (University of California, Los Angeles)
5. Water Risk Literacy: Promoting Autonomy for Water Reuse Decisions
   Tanner, Braden (University of Oklahoma Department of Psychology); Feltz, Adam (University of Oklahoma Department of Psychology)
6. Nudging to reduce plastics waste in an office environment
   Luo, Yu (University of British Columbia); Zhao, Jiaying (University of British Columbia)
7. The Impact of Changing Enrollment Procedures on the Take-Up of Homecare Services among Holocaust Survivors
   Kondratjeva, Olga (Social Policy Institute, Washington University in St. Louis); Roll, Stephen (Social Policy Institute, Washington University in St. Louis); Mantzura, Odelia (IDC Herzliya); Grinstein-Weiss, Michal (Social Policy Institute, Washington University in St. Louis)
8. Giving support to the Oath Approach in Stated Preference Surveys Using a Lie Detector
   Crastes dit Sourd, Romain (Choice Modelling Centre, University of Leeds); Mahieu, Pierre-Alexandre (LEMNA, University of Nantes); Zawojska, Ewa (Faculty of Economic sciences, University of Warsaw)
9. Unintentional Creations: How Unintentionality Can Increase Quality Perceptions of Creations
   Fulmer, Alexander (Yale University); Reich, Taly (Yale University)
10. Neuro-monikers in Entrepreneurial Behavior
    Satpathy, Jyotirmaya (Fakir Mohan University,India); Bandopadhay, Samir (JIS University, India); Ahalya Hejmadi (Pennsylvania University, USA); Prabhati Pati (ASCI, India); Guy Hochman (IDC Israel)
11. Examining the Latent Relationship Between Feelings of Disadvantage and General Risk Preference
    Novakowski, Dallas (University of Calgary, Haskayne School of Business); Mourali, Mehdi (University of Calgary, Haskayne School of Business)
12. True and False Memories for Risk Information about Medications: A Fuzzy-Trace Theory Approach
    Reyna, Valerie F. (Cornell University); Garavito, David (Cornell University); Chiu, Austin (Cornell University); Brainerd, Charles (Cornell University); Blalock, Susan (University of North Carolina)
13. Risky Decisions In The Brain: A statistical mechanical model
    Rebei, Adnan (University of Illinois at Urbana-Champaign)
14. The Exemplar Confusion Model: A Cognitive Process Model of Decisions from Experience
    Hotaling, Jared M. (University of New South Wales); Donkin, Chris (University of New South Wales); Jarvstad, Andreas (City, University of London); Newell, Ben R. (University of New South Wales)
15. Towards a Typology of Risk Preference: Evidence for Four Risk-Types From a Large and Diverse Sample of the U.S. Population
    Frey, Renato (University of Basel & Princeton University); Duncan, Shannon M. (Columbia University); Weber, Elke U. (Princeton University)

16. Through the Window of My Mind: Mapping the Cognitive Processes Underlying Risk Preferences
Steiner, Markus M. (University of Basel); Seitz, Florian (University of Basel); Frey, Renato (University of Basel)

17. The Bell Curve Is Counter-intuitive
Fei, Lin (University of Chicago Booth School of Business); Shen, Luxi (The Chinese University of Hong Kong)

18. Elucidating the differential impact of extreme information in perceptual and in preferential choice
Vanunu, Yonatan (University of New South Wales); Hotaling, Jared M. (University of New South Wales); Newell, Ben R. (University of New South Wales)

19. Validating measures of Individual Differences in Risk Attitudes under Prospect Theory
Griffin, Dale (University of British Columbia); Gopalakrishnan, Sajinth (University of British Columbia); Nagarajan, Mahesh (University of British Columbia); Gonzalez, Richard (University of Michigan)

20. Reciprocity Under Uncertainty
Chadd, Ian S (Rensselaer Polytechnic Institute); Ozbay, Erkut (University of Maryland, College Park)

21. Behavioral Portfolio Theory Revisited: Lessons Learned from the Field
Oehler, Andreas (Bamberg University); Horn, Matthias (Bamberg University)

22. "You're not you when you're hungry": The effects of drive states on the correlation between alpha and theta frontal asymmetry and impulsivity
Garavito, David M. N. (Cornell University); Rounds, James D. (Cornell University); Reyna, Valerie F. (Cornell University); Zhao, Iris (Cornell University); Nudelman, Nicole T. (Cornell University); Chen, Matthew S.

23. "Tell me it's cheap, not that it works": Why increased risk perception does not always lead people to take the necessary protective actions
Chaudhry, Shereen (University of Chicago, Booth School of Business); Czajkowski, Jeff (Wharton Risk Center); Kunreuther, Howard (Wharton Risk Center)

24. How recalling values from the edges of the distribution supports evaluation and choice.
Mason, Alice (University of Warwick); Ludvig, Elliot (University of Warwick)

25. Conditional Risk Sequences and Time, Risk and Sequence Preferences
McDonald, Rebecca (University of Birmingham); Arroyos-Calvera, Danae (University of Birmingham); Hayes, Ty (University of Warwick)

26. The Context and Dynamics of Law Enforcement Officers' Lethal Force Decisions
Pennington, John T. (Middle Tennessee State University); Baca, Isaac K. (Middle Tennessee State University); Bradley, Emma J. (Middle Tennessee State University); Carroll, Bonnie M. (Middle Tennessee State University)

27. Communicating warnings: Does Color-Coding Help?
Gulacsik, Gala R. (University of Washington); Joslyn, Susan L. (University of Washington); Robinson, John (University of Washington)

28. Description-experience gap in context-dependent risky decision making
Park, Inkyung (University of Iowa); Windschitl, Paul D. (University of Iowa); Smith, Andrew R. (Appalachian State University)

29. Role of emotional experience on descriptive choices under risk
Goyal, Shruti (Indian Institute of Technology Gandhinagar); Miyapuram, Krishna P. (Indian Institute of Technology Gandhinagar)

30. Knowing more about knowing more about disasters: replicating the disaster information effect
Liang, Garston (The University of New South Wales, Sydney); Newell, Ben (The University of New South Wales, Sydney); Rakow, Tim (Kings College London); Yechiam, Eldad (Technion-Israel Institute of Technology)

31. Exploring the Ambiguity Aversion Nomological Net
Huang, Susannah (Bowling Green State University); Samo, Andrew (Bowling Green State University); Haylee Min (University of Central Florida); Christopher M. Gallagher (Bowling Green State University); Margaret E. Brooks (Bowling Green State University); Scott Highhouse (Bowling Green State University); Samuel T. McAbee (Bowling Green State University)

32. An Apples-to-Apples Framework for Risky-Choice Framing
Dou, Shiyu (The Ohio State University); DeKay, Michael L. (The Ohio State University)

33. Generalizing Financial Decision Making to Other Domains
Prike, Toby (University of Southampton); Bijak, Jakub (University of Southampton); Higham, Philip A. (University of Southampton)

34. Information search and probability weighting in risky choices between options with different representations of probabilities
Tiede, Kevin E. (University of Konstanz); Gaissmaier, Wolfgang (University of Konstanz)

35. Influence of Presentation Format and Problem Domain in Risky Decision Making
Beard, Elizabeth C. (Temple University); Rosenbaum, Gail (New York University); Zaneski, Laura (Temple University); Chein, Jason (Temple University); Venkatraman, Vinod (Temple University)

36. How People Interpret Numerical and Graphical Displays of Risk: Evidence from Eye-tracking
Gao, Aijia (Psychology Department, Wake Forest University); Stone, Eric (Psychology Department, Wake Forest University); Sali, Anthony (Psychology Department, Wake Forest University); Okan, Yasmina (Leeds University Business School)

37. Acceptance of autonomous vehicles, openness to new technologies and affect heuristic
Muda, Aleksandra (Flow Science Ltd); Muda, Rafał (Maria Curie-Sklodowska University)

38. Decisions to Reject lead to Loss-Insensitivity
DePaoli, Alexander (Northeastern University)

39. The Role of Expertise in Risky Engineering Decisions
Marti, Deniz (George Washington University); Broniatowski, David A. (George Washington University)

40. Do Fluctuations in Subjective Affect Influence Risk Taking?
Young, Nathaniel A. (DePaul University); Chen, Alicia (DePaul University); Mikels, Joseph A. (DePaul University)

41. An Attention-Based Approach to Understanding the Influence of Induced Affective States on Risky Decision-making
Gong, Rui (Columbia University); Corter, James (Columbia University)

42. Portfolio Composition and Investment Decisions
Mueller-Dethard, Jan (University of Mannheim); Weber, Martin (University of Mannheim)

43. Numeric Cognition and Experience-Based Economic Valuation
Olschewski, Sebastian (University of Basel); Oberholzer, Yvonne (University of Geneva); Newell, Ben R. (University of New South Wales); Scheibehenne, Benjamin (University of Geneva)

44. Gambling behavior and associated problems among a sample of rural African American youths: Preliminary results
Reilly, Theresa R. (University of Georgia); Goodie, Adam S. (University of Georgia); Kogan, Steven M. (University of Georgia)

45. The Transplant Paradox: Why are donor hearts discarded while patients die waiting for them?
Butler, Alison (Carnegie Mellon University); Chapman, Gretchen (Carnegie Mellon University)

46. Water Risk Literacy: Validating an Objective Measure of Water Reuse Knowledge
Mahmoud Elhaji, Dana (University of Oklahoma); Feltz, Adam (University of Oklahoma)

47. Food Risk Literacy: Knowledge and Measurement of Animal Product Consumption
Feltz, Silke (University of Oklahoma); Caton, Jacob (Arkansas State University); Cogley, Zac (Northern Michigan University); Engel, Mylan (Northern Illinois University); Ilea, Ramona (Pacific University); Johnson, L. Syd; Feltz, Adam

48. Modifying attitudes about modified foods: increased knowledge leads to more positive attitudes
McPhetres, Jonathon (MIT, University of Regina); Rutjens, Bastiaan T. (University of Amsterdam); Brisson, Jennifer A. (University of Rochester); Weinstein, Netta (University of Cardiff)

49. Perception of Adverse Reactions Among College Students
Shuai, Jack S (University of Toledo); Jasper, John D (University of Toledo)

50. Communicating Probabilistic Tornado Forecasts: Does Numeracy Matter?
Savelli, Sonia (University of Washington); Joslyn, Susan (University of Washington); Qin, Chao (University of Washington); Demuth, Julie L. (National Center for Atmospheric Research); Morss, Rebecca (National Center for Atmospheric Research); Ash, Kevin

51. How do Narrative and Systematic Reviews Influence the Ethical Review of Clinical Trials?
Yu, Michael (McGill University); Kimmelman, Jonathan (McGill University)

52. Cognitive ability and risk aversion: A systematic review and meta analysis
Lilleholt, Lau (Department of Psychology, University of Copenhagen)

53. Perception of effort in joint versus separate evaluation
Ashburner, Michelle (University of Waterloo); Risko, Evan F. (University of Waterloo)

54. Reward Sensitivity and Magnitude of Reward in Adolescents versus Adults: When the Highs are Higher
Edelson, Sarah M. (Cornell University); Reyna, Valerie F. (Cornell University); Erez, Yuval (Cornell University); Weldon, Rebecca B. (SUNY Polytechnic Institute); Tarpinian, Lindsey (Cornell University)

55. Turning up the heat: The Impact of Temperature on Cognitive Processes and the Validity of Self-Report
Stroom, Martijn (Maastricht University); Eichholtz, Piet M. A. (Maastricht University); Kok, Nils (Maastricht University)

56. Socioeconomic Status (SES) and Gist Processing: How SES is Related to Concussion Reporting Intentions
Ajayi, Peter T. (Cornell University); Garavito, David M. N. (Cornell University); Reyna, Valerie F. (Cornell University)

57. Cognitive aspects of decision making that promote concussion reporting: The role of gist processing and numeracy
Ajayi, Peter T. (Cornell University); Garavito, David M.N. (Cornell University); Reyna, Valerie F. (Cornell University)

58. Look before you leap: Developmental changes in pre-decision information seeking
FitzGibbon, Lily (University of Reading); Fastrich, Greta (University of Reading); Lau, Johnny (University of Reading); Murayama, Kou (University of Reading)

59. How do we cooperate under uncertainty ? A dual-process perspective
Costa, Daniela (University of Minho); Keating, José (University of Minho); Arantes, Joana (University of Minho)

60. Developing and Validating a Method of Coherence-Based Judgment Aggregation
Ho, Emily (Fordham University); Budescu, David (Fordham University)

61. The Unpredictable Positive Effects of Sports Gambling: Affective Forecasting Errors in Wagering
Voichek, Guy (Yale University); Novemsky, Nathan (Yale University)

62. Avoiding a Bad Deal or Exploiting a Good Deal: A Novel Explanation of the Uncertainty Effect
Gao, Randy Y (NYU Stern School of Business); Jung, Minah H (NYU Stern School of Business)

63. The Contingent Impact of Price Changes and Frequency on Purchase Deferral
Gunadi, Manissa (Erasmus University Rotterdam); Evangelidis, Ioannis (Bocconi University)

64. Predicting the Outcomes of Clinical Trials: The Effect of Feedback
Doussau, Adelaide (McGill University); Kimmelman, Jonathan (McGill University); Kane, Patrick B (McGill University)

65. Asymmetric weighting of probability from different sources in a two-stage lottery task
Ota, Keiji. (New York University); Kim, Jinsoo. (New York University); Maloney, Laurence T. (New York University)

66. Towards a psychometric measure of ambiguity attitudes
Csonka-Peeren, Jacqueline (University of Waterloo)

67. Trading in search of structure: Market relationships as a compensatory control tool
Gasiorowska, Agata (SWPS University of Social Sciences and Humanities); Zaleskiewicz, Tomasz (SWPS University of Social Sciences and Humanities)

68. Keep It Simple (Sometimes): Consumer Perception of Brand Simplicity and Risk
Light, Nicholas (University of Colorado Boulder); Fernbach, Philip (University of Colorado Boulder)

69. The Power of Status Consumption: When a Self-Centered Behavior Leads to Prosocial Choice
Klucarova-Travani, Sona (University of Central Florida); He, Xin (University of Central Florida)

70. Antecedents of Consumer Happiness
Steinman, Ross (Widener University); Cannon, Jaime (Widener University)

71. It Can (Cannot) Be Mine: How a Person in a Photo Impacts the Viewer's Perception of a New Experiential Product
Lu, Zoe Y. (University of Wisconsin - Madison); Peck, Joann (University of Wisconsin - Madison); Barfield, Jessica (University of Wisconsin - Madison)

72. Not Even LeBron James Can Stop Predecisional Distortion of Product Information
Bowers, Marcus W. (College of Wooster); Wilhelms, Evan A. (College of Wooster)

73. Recommendation Modality Affects Choice: Auditory Recommendations are Followed More Than Visual
Mariadassou, Shwetha (Stanford GSB); Bechler, Christopher J. (Stanford GSB); Levav, Jonathan (Stanford GSB)

74. The Upgrade Effect: When Left-digit Pricing Discourages Consumers to Upgrade
Kim, Junha (The Ohio State University); Goodman, Joseph K. (The Ohio State University); Malkoc, Selin A. (The Ohio State University)

75. The Role of Attention in Opportunity Cost Neglect
Smith, Stephanie M. (The Ohio State University); Spiller, Stephen A. (UCLA); Krajbich, Ian (The Ohio State University)

76. Vicarious Gamification: How Chance Selection of Products for Promotion Increases Preference
Fulmer, Alexander (Yale University); Reich, Taly (Yale University)

77. Automated Decision Assistants Can Undermine Consumers' Sense of Autonomy
Lim, Mi-Kyoung (Sogang Business School, Sogang Univerisity); Chung, JungHan (Sogang Business School, Sogang Univerisity); Ha, Young-Won (Sogang Business School, Sogang Univerisity)

78. Harnessing evaluability to promote electric vehicles: Metric familiarity increases sensitivity to efficiency advantages and WTP
Herberz, Mario (University of Geneva); Hahnel, Ulf J. J. (University of Geneva); Brosch, Tobias (University of Geneva)

79. The Downside of Product Bundle Customization
Hong, Jennifer Seokhwa (New York University); Bonezzi, Andrea (New York University); Meyvis, Tom (New York University)

80. Judging Other People's Preference: In Matters of Taste, I Know Best
Gurney, Nikolos (Carnegie Mellon University); Loewenstein, George (Carnegie Mellon University)

81. Exploiting consumers in the long term? A model of context effects with complete learning.
Huang, Yu-Chun (University of Warwick); Brown, Gordon D. A. (University of Warwick); Walasek, Lukasz (University of Warwick)

82. Reconsidering visual context effects in practice: A case for the attraction effect in consumer judgments.
Alman, Sophie (University of Chicago); Urminsky, Oleg (University of Chicago Booth School of Business); Trueblood, Jennifer (Vanderbilt University)

83. A Speed Premium: inferences and choice based on the frequency of product updates
Desiraju, Shweta (University of Chicago); Urminsky, Oleg (University of Chicago)

84. Perceptions of Personality in Interactive Agents
Hyun, Na Kyong (Georgia Institute of Technology); Bond, Samuel D. (Georgia Institute of Technology)

85. Choosing the Light Meal: Real-time Aggregation of Calorie Information Reduces Meal Calories
VanEpps, Eric M. (University of Utah); Molnar, Andras (Carnegie Mellon University); Downs, Julie (Carnegie Mellon University); Loewenstein, George (Carnegie Mellon University)

86. Anthropomorphism Increases Willingness to Buy Used Goods
Li, Charis (University of Florida); Ruan, Bowen (University of Iowa)

87. A glimpse of nature, awe, and openness to diverse news
Li, Xingyu (Stanford University); Huang, Pufan (Stanford University); Li, Shunyao (Peking University); Cohen, Geoffrey (Stanford University)

88. Ethnicity and Time Discounting
Yu, Jiaqi (University of Chicago); Urminsky, Oleg (University of Chicago)

89. Confidence from Uncertainty: Uncertain Decision Makers are More Confident in their Preferential Choices
Waisman, Rory M. (University of Alberta)

90. Nuanced Effects of Decision Effort on Decision Confidence
Ibrahim, Nahid (University of Alberta); Häubl, Gerald (University of Alberta)

91. The Foundations of Object History Value
Li, Charis (University of Florida)

92. The effect of salt labelling on purchase probability of salt reduced food– how guilt, taste expectations and sense of conflict plays a role in choice
Mørk, Trine (MAPP at Aarhus University); Grunert, Klaus. G (MAPP at Aarhus University)

93. Consumer Trust in Artificial Intelligence Services
Frank, Darius-Aurel (Aarhus University); Ariely, Dan (Duke University); Chrysochou, Polymeros (Aarhus University); Mitkidis, Panagotis (Aarhus University)

94. Time is Money? How a Scarcity Mindset Shifts How Consumers Trade off Time and Money Savings.
Caserotti, Marta (University of Padova); Pittarello, Andrea (Virginia Tech); Roux, Caroline (Concordia University); Rubaltelli, Enrico (University of Padova)

95. The Effect of Inter-Good Scarcity: Changing Valuations Without Changing Availability
Overton, Graham (Bocconi University); Greenberg, Adam E. (Bocconi University)

96. Reminders of Resource Scarcity Decrease State Social Self-esteem and Increase the Desire for Self-Improvement Products
Tezer, Ali (HEC Montreal); Roux, Caroline (Concordia University, John Molson School of Business); Goldsmith, Kelly (Vanderbilt University, Owen Graduate School of Management)

97. How do we harness others' opinions? An investigation on self-other discrepancies
Itsuki, Fujisaki (The University of Tokyo); Hidehito, Honda (Yasuda Women's University); Kazuhiro, Ueda (The University of Tokyo)

98. On the Design of Marketing Interventions that Encourage Eco-friendly behaviour: a conceptual review
Ramaswami, Seshan (Singapore Management University); Lee, Michelle P Y (Singapore Management University)

99. Violation of Independence in Sequential Decision Making: Compensation and Consistency
Krefeld-Schwalb, Antonia (University of Geneva); Rieskamp, Joerg (University of Basel); Berkowitsch, Nicolas (University of Basel); Scheibehenne, Benajmin (University of Geneva)

100. The Quality-Quantity Tradeoff in Decision Making
Singh, Tanya (Concordia University, John Molson School of Business); Roux, Caroline (Concordia University, John Molson School of Business)

101. Perceptual errors in judgment can be more for LESS: Downsizing is less accurate than upsizing for both quantity and price
Mukherjee, Sumitava (Indian Institute of Technology Delhi); Pant, Savarni (Jesus & Mary College, University of Delhi)

102. Attentional Bias and Judgments
Shrivastava, Sunaina (Rensselaer Polytechnic Institute); Jain, Gaurav (Rensselaer Polytechnic Institute); Nayakankuppam, Dhananjay (University of Iowa); Gaeth, Gary J (University of Iowa)

103. The Dual Impact of New Feature Information on its Perceived Value
Goyal,Vikas. (IIM Indore)

104. The Numerical Landmarks and Decision Biases
Jain, Gaurav (Rensselaer Polytechnic Institute); Nayakankuppam, Dhananjay (University of Iowa); Gaeth, Gary J (University of Iowa)

105. Do maximizers maximize in private? The influence of public versus private context on maximizing
Luan,Mo (Tsinghua University); Li,Hong (Tsinghua University)

106. How do default options influence sequential decision making?
Li, Avery Siying (Cornell University)

107. Composition of Consumption Contexts: How Increasing vs. Decreasing Consumption Sequences Influence Hedonic Decline
Kim, Jinwoo (Carnegie Mellon University); Galak, Jeff (Carnegie Mellon University)

108. Prediction of choice by attention model: Time series analysis of eye-gaze behavior
Murakami, Hajime (Department of Psychology, Waseda Univ.; JSPS Research Fellow); Watanabe, Rammaru (Department of Psychology, Waseda Univ.); Kawasugi, Keita (Department of Psychology, Waseda Univ.); Amano, Makoto (BIKO IMC Co.,Ltd.); Takemura, Kazuhisa (Faculty of Letters Arts and Sciences, Waseda Univ.)

109. Steering vs. Guiding: Comparing the Cognitive and Behavioral Effects of Nudges and Decision Signposts
Mertens, Stephanie (University of Geneva); Weber, Elke U. (Princeton University); Brosch, Tobias (University of Geneva)

110. Different Moral Intuitions About Equivalent Product Discrimination
Baum, Stephen M. (University of California, Berkeley – Haas School of Business); Evers, Ellen R. K. (University of California, Berkeley – Haas School of Business); Inbar, Yoel (University of Toronto, Scarborough)

111. Don't Take My Warm Glow: Unasked Prosocial Gifts Reduce Subsequent Donations
Habib, Rishad (Sauder School of Business, UBC); Ok, Ekin (Sauder School of Business, UBC)

112. The Influence of Future Event Markers on Time Perception: The Moderating Role of Self-Construal
Jeon, Jin A (Sogang Business School, Sogang University); Ha, Young-Won (Sogang Business School, Sogang University)

113. Reducing monotony for breakfast: A goal-based account
Cadario, Romain (Boston University); Morewedge, Carey K. (Boston University)

114. Psychological mechanisms driving socioeconomic differences in dietary decision-making
O'Leary, Daniel (Stanford University); Shiv, Baba (Stanford University); Gross, James (Stanford University)

115. What's in a Click? The Simple Act of Clicking Can Facilitate Motivated Reasoning for Indulgent Choices
Park, Jen (Stanford University); Huang, Szu-chi (Stanford University)

116. "Saved for Later:" The Positive and Negative Effects of a Delayed Indulgence
Kliamenakis, Argiro (Concordia University); Sobol, Kamila (Concordia University)

117. When do consumers like minimalist product design? The Influence of construal level on evaluation of minimalist product design
Hwang, Sooa (Sogang University); Jun, Sung Youl (Sogang University); Kim, Kyung Ho (Keimyung University)

118. Forming Implicit and Explicit Attitudes about Everyday Objects through Instrumental Learning
Hyebin Kim (New York University), Jeffrey J. Berg (New York University), David M. Amodio (New York University, University of Amsterdam)

119. Cultural differences in imagining and forecasting future investments
Ji, Li-Jun (Queen's University); Son, Eun Ju (Queen's University); Miao, Milo (Queen's University); Li, Jie (Inner Mongolian Normal University)

120. Designing Effective Financial Tips to Guide Debt Repayment
Roll, Stephen (Washington University in St. Louis); Kondratjeva, Olga (Washington University in St. Louis); Bufe, Sam (Washington University in St. Louis); Grinstein-Weiss, Michal (Washington University in St. Louis)

121. Understanding the Drivers of Household Budgeting
Zhang, C. Yiwei (University of Wisconsin - Madison); Sussman, Abigail B. (University of Chicago, Booth School of Business); Lyu, Jennifer (University of Colorado-Boulder)

122. The Impact of Payment Plans on Feelings of Financial Constraint
Kan, Christina (Texas A& M University); Katz, Daniel (University of Chicago); Sussman, Abigail (University of Chicago)

123. The Benefits of Social-Digital Platforms on Peer Debt Repayment
Park, Alexander (Washington University in St. Louis, Olin Business School); Cryder, Cynthia (Washington University in St. Louis, Olin Business School); Gershon, Rachel (UC - San Diego, Rady School of Management)

124. The effect of financial resources on hurricane-related decision making
Losee, Joy E. (University of Florida); Webster, Gregory D. (University of Florida)

125. Exploring the Payday Effect: Anxiety about Financial Constraints Leads to Overspending
Goodyear, Laura (University of Toronto); Shah, Avni (University of Toronto)

126. Can Behavioral Nudges Help Overcome Thinking Blind-Spots in Investment Goals?: Results from Two Studies
Sin, Ray (Morningstar, Inc); Murphy, Ryan O. (Morningstar Investment Management); Lamas, Samantha (Morningstar, Inc)

127. Mental Time Horizon and Savings Behavior
Newcomb, Sarah C. (Morningstar, Inc.); Murphy, Ryan (Morningstar, Inc); Wendel, Stephen (Morningstar, Inc.)

128. The context matters: A comparative analysis of contextualized and noncontextualized measures of decision making style
Voss, Nathaniel M. (Kansas State University); Lake, Christopher J. (Kansas State University); Chlevin-Thiele, Cassandra (Kansas State University); Drake, Becca (Kansas State University); Boerger, Rachel (Kansas State University); Warren, Chi-Leigh; Newkirk, Erin; Fiscus, Justine; Acedo, Sydney

129. The Tragedy of the Common Polluters
Dhaliwal, Amandeep (UT Arlington); Davis, Brittany (UT Arlington); Levine, Daniel (UT Arlington)

130. The Downside of Delegation: The Interpersonal Consequences of Decision Support Choices
Blunden, Hayley (Harvard Business School); Steffel, Mary (Northeastern University)

131. The Dynamics of Inquiry: A Model of Information Seeking in Interpersonal Settings
Boyce-Jacino, Christina (Carnegie Mellon University); Chapman, Gretchen (Carnegie Mellon University)

132. Optimal Predictions Revisited: Assessing the Rationality of a Bayesian Model
Sun, Chengyao (Washington University in St. Louis); Urminsky, Oleg (The University of Chicago)

133. Cooperative Norm Communication in Mediation
Akhwand, Zahraa (University of Pennsylvania)

134. Core Memory Processes in Choice Behavior
Aka, Ada (University of Pennsylvania & The Wharton School, UPENN); Bhatia, Sudeep (University of Pennsylvania & The Wharton School, UPENN)

135. Improving Classification Performance through Prediction Integration: A Methodology for Building Redundancies in Support Systems
Dadzie, Emmanuel Akyirefi (North Carolina A& T State University); Seong, Younho (North Carolina A& T State University)

136. System 3: From causal to implication graphs in mental simulation
Caldwell, Leigh (Irrational Agency)

137. Testing a Voting Agent Model of Preferences using parameter-contingent choice patterns
Sloman, Sabina (Carnegie Mellon University); Oppenheimer, Daniel (Carnegie Mellon University)

138. The positive and the negative impact of monitoring and punishing undesired behaviors
Erev, Ido (Technion)

139. A Cognitive Model of Dishonest Reporting in a Coin-Flip Task
González-Iraizoz, Marta (Warwick Business School); Stewart, Neil (Warwick Business School); Ludvig, Elliot A. (University of Warwick)

140. On the interpretation of intertemporal choice model parameters: A parameter recovery study of 11 models
Ballard, Timothy (University of Queensland); Luckman, Ashley (University of Warwick); Konstantinidis, Emmanouil (University of Leeds)

141. Delay discounting in dyads and small groups
Bixter, Michael T. (Montclair State University); Luhmann, Christian C. (Stony Brook University)

142. When is Now?: Empirical Tests of Quasi-Hyperbolic Discounting
Bartels, Daniel (Chicago Booth); Hirshman, Samuel (Chicago Booth)

143. We know people discount their future, but do they discount their present?
Efendic, Emir (Université Catholique de Louvain); D'Hondt, Catherine (Université Catholique de Louvain); De Winne, Ruddy (Université Catholique de Louvain); Corneille, Olivier (Université Catholique de Louvain)

144. Nonlinear Cue-Based Models Better Explain Intertemporal Choice
Chen, Cathy Xi (University of Chicago); Urminsky, Oleg (University of Chicago Booth School of Business)

145. Orienting visual attention towards future rewards reduces temporal discounting
Ramos, Jairo (University of Colorado Boulder); Mrkva, Kellen (Columbia University); Van Boven, Leaf (University of Colorado Boulder)

146. Time Money Preferences in Decisions from Experience
Shavit, Yael (Technion - Israel Institute of Technology); Roth, Yefim (University of Haifa); Teodorescu, Kinneret (Technion)

147. Individuals' Intertemporal Choices are Best Predicted by a Mixture of Heterogeneous Models
Loatman, Phillip A (Stony Brook University); Luhmann, Christian C (Stony Brook University)

148. No Free Lunch: Illustrating Inherent Theoretical Tradeoffs in the Context of Intertemporal Choice
Loatman, Phillip (Stony Brook University); Luhmann, Christian (Stony Brook University)

149. Pains and gains: Lose-now-gain-later intertemporal choices predict self-care behaviors
Wade, Wade (University of British Columbia); Li, Ye (University of California-Riverside); Hardisty, David (University of British Columbia)

150. Exploring the mechanism of intertemporal choices with evidence from both process and outcome
Li, Zhongquan (Nanjing University); Zhao, Xia (Nanjing University)

151. How we succeed at self-control: Using Mouse-Tracking and Functional Data Analysis to Test Models of Self-Control
Stillman, Paul E (Yale); Wilson, James D (University of San Francisco); Ferguson, Melissa J (Cornell University)

152. High-Level Construal Reduces Present Bias
Desai, Nitisha (The Ohio State University); Fujita, Kentaro (The Ohio State University); Stillman, Paul (Yale School of Management); Krajbich, Ian (The Ohio State University)

153. Relational aspects of fairness – an analysis of the light and dark triad personality factors in the Ultimatum Game
Heilman, Renata M. (Department of Psychology, Babes-Bolyai University, Cluj-Napo); Trif, Sabina R (Department of Psychology, Babes-Bolyai University, Cluj-Napo)

154. "Three is better than two": Increasing donations with the attraction effect
Pittarello, Andrea (Brooklyn College); Caserotti, Marta (University of Padova); Rubaltelli, Enrico (University of Padova)

155. Fourth Party Punishment: When, why, & how do people punish bystanders?
Kaufmann, Lauren (University of Pennsylvania, Wharton); Chaudhry, Shereen (University of Chicago, Booth School of Business)

156. Minimal Territory Privilege
Hoss, Anat. (Ben Gurion University); Gilead, Michael. (Ben Gurion University); Bereby-Meyer, Yoella. (Ben Gurion University)

157. Advice taking and psychological capital
Snyder, Deirdre (Providence College); Rader, Christina (Colorado College)

158. Ownership Alters Learning and Beliefs About Products
Hirshman, Samuel (Chicago Booth); Sussman, Abigail B. (Chicago Booth); Hartzmark, Samuel M. (Chicago Booth); Imas, Alex (Carnegie Mellon University)

159. Willingness to Travel: The Role of Purchase Type
Urumutta Hewage, Ganga (Bryant University); He, Xin (University of Central Florida)

160. Intuition, Trust, and Analytics in Executive Decision Making
Liebowitz, Jay (Harrisburg University of Science and Technology)

SJDM Evening Poster Session #2

Sunday 4:15-6:15 pm with Cash Bar - **Room 517ABC Level 5**

1. Money Maker or Penny Pincher: On the Psychological Foundation of Poverty Traps
   Zhang, Luyao (Vienna University of Economics and Business); Jiang, Shuguang (Zhejiang University of Finance and Economics); Wei, Qian (Shandong University)
2. Consciously motivated behaviors
   Exley, Christine L. (Harvard Business School); Hauser, Oliver P. (University of Exeter)
3. Menu Set Complexity and Investment Choice
   Scholl, Brian (U.S. Securities and Exchange Commission)
4. Choice Overload and Annuity Selection: Evidence from the Chilean Pensions System
   Searle, Pamela (Leeds University); Clacher, Iain (Leeds University); Ayton, Peter (City University of London)
5. Information Illusion: Placebic Information and Stock Price Estimates
   Oehler, Andreas (Bamberg University); Horn, Matthias (Bamberg University); Wendt, Stefan (Reykjavik University)
6. Incentivizing Streaks
   Mehr, Katie S (University of Pennsylvania); Silverman, Jackie (University of Delaware); Sharif, Marissa (University of Pennsylvania); Barasch, Alixandra (New York University); Milkman, Katherine L (University of Pennsylvania)
7. The Reward Recasting Effect: Foregoing Payments to Signal Pure Motives
   Kirgios, Erika (The Wharton School); Chang, Edward (The Wharton School); Levine, Emma (UChicago Booth); Milkman, Katherine (The Wharton School); Kessler, Judd (The Wharton School)
8. Nudging Savings Behavior Across Binary and Continuous Decisions
   De La Rosa, Wendy (Stanford Graduate School of Business); Simonson, Itamar (Stanford Graduate School of Business)
9. A Loss Frame and not a Social Norm Activates People to Adjust their Pensions
   Van Putten, Marijke (Leiden University); Potter van Loon, Rogier (Erasmus University, Rotterdam); Turlings, Marc (Achmea); Van Dijk, Eric (Leiden University)
10. Don't feed the trolls: are patents an effective tool for increasing innovation
    Lampert, Hodaya (Technion); Meir, Reshef (Technion); Teodorescu, Kinneret (Technion)
11. Reducing Burnout in Front Line Workers: A Field Experiment
    Linos, Elizabeth (UC Berkeley); Ruffini, Krista (UC Berkeley); Wilcoxen, Stephanie (Behavioral Insights Team)
12. Transitivity in gains and losses
    Niño, José M. (Faculty of Psychology, UNAM); Villalobos, Elena. (Faculty of Psychology, UNAM); Villarreal, Jesús M. (Faculty of Psychology, UNAM); Chávez, Adriana F. (Faculty of Psychology, UNAM); Lira, Frida M. (Faculty of Psychology, UNAM)
13. Trading off probability and reward in single-peaked preference tasks
    Maloney, Laurence T (New York University); Juni, Mordechai Z. (UCSB); Bercovitch, Denise (New York University); Gureckis, Todd M. (New York University)
14. Encouraging People to Drive Less: Experimental Evidence Based on Varying Fixed Costs and Fixed Costs
    Wang,Yan (Nanyang Technological University); Savani, Krishna (Nanyang Technological University,SIDM member); S., Viswanathan (Nanyang Technological University)
15. How Analysis of Big Data Can Inform the Upper Echelon Theory
    TKACIK, Marcel (University of Economics in Prague); HOUDEK, Petr (University of Economics in Prague)
16. Judgmental selection of forecasting models: algorithm aversion or algorithm appreciation?
    De Baets, Shari (Ghent University); Harvey, Nigel (University College London)
17. Overestimating the Visibility of Our Needs
    Jaroszewicz, Ania (Harvard University / Carnegie Mellon University)

18. Behavior and Decision-Making process in eCommerce, an interdisciplinary review
Bolaños, Laura (Universidad Camilo José Cela); Visintin, Stefano (Universidad Camilo José Cela)

19. Heuristics and Voting Behavior in Multi-Winner Approval Voting
Scheuerman, Jaelle (Tulane University); Harman, Jason L. (Louisiana State University); Mattei, Nicholas (Tulane University); Venable, K. Brent (Tulane University)

20. Can regret make us do better? The role of attitudes toward regret in repeated decision-making
Huang, Yuqi (Tsinghua University); Sun, Pei (Tsinghua University); Han, Linfeng (Tsinghua University)

21. Regret and Disappointment are Differentially Associated with Norm Compliant and Norm Deviant Failures
Tunc, Mehmet Necip (Tilburg University); Brandt, Mark J. (Tilburg University); Zeelenberg, Marcel (Tilburg University)

22. Emotional consequences of narcissism and maximizing tendency in dating choices
Park, J. April (Fort Hays State University); Whitaker, Whitney (Fort Hays State University); Callis, Tanner (Fort Hays State University)

23. Self-focused imagination and the illusion of courage
Kudo, Eriko (Tokyo Woman's Christian University); Hirano, Mayuko (Tokyo Woman's Christian University)

24. “It is possible” makes you “happy”: The explicit and implicit associations between verbal probabilities and emotional valence
Gu, Yuanqi (The University of Tokyo); Honda, Hidehito (Yasuda Women's University); Ueda, Kazuhiro (The University of Tokyo)

25. Bullshit Makes the Art Grow Profounder
Turpin, Martin Harry (University of Waterloo); Kara-Yakoubian, Mane (University of Waterloo); Walker, Alexander C (University of Waterloo); Gabert, Nina N (University of Waterloo); Fugelsang, Jonathan A (University of Waterloo); Stolz, Jennifer A

26. The Central Role of Affect in Health Message Framing
Mikels, Joseph A. (DePaul University); Young, Nathaniel A. (DePaul University)

27. How Different Encoding Processes Influence Confidence
Maimone, Giulia (UCSD); Amir, On (UCSD); Karmarkar, Uma R. (UCSD)

28. Studies about Framing Effect. Compatibility in Language.
Ruiz, Norma K. (Faculty of Psychology, UNAM); Niño, José M. (Faculty of Psychology, UNAM); Chávez, Adriana F. (Faculty of Psychology, UNAM)

29. Non-Gain and Non-Losses: an Elicitation of Preferences for Alternative Options.
Fridman, Ilona (Duke University); Ubel, Peter (Duke University); Scherer, Laura (University of Colorado)

30. Encouraging Canadian Armed Forces prospects to continue with the application process
Gooch, Steve (Department of National Defence); Kemp, Colin (Department of National Defence); Howell, Glen T. (Department of National Defence); O'Keefe, Damian (Department of National Defence); Sylvester, Benjamin (Department of National Defence)

31. Framing Fake News: Fuzzy-Trace Theory Accounts for Asymmetric Attribute-Framing Bias in Favorable and Unfavorable Outcomes
Gamliel, Eyal (Ruppin Academic Center); Kreiner, Hamutal (Ruppin Academic Center)

32. Responsibility and accountability for decisions when flipping a coin
Douneva, Maria (University of Basel, Switzerland); Jaffé, Mariela E. (University of Basel, Switzerland); Greifeneder, Rainer (University of Basel, Switzerland)

33. Formal hierarchy, control, and responsibility in group decision-making
Behrend, Julia (Safety Research Air France); Koechlin, Etienne (Ecole Normale Supérieure Paris)

34. Reacting in rage: Transient anger's effect on polarization in policy preference
Conell-Price, Lynn (Carnegie Mellon University); Heursen, Lea (Humboldt University of Berlin)

35. Emotion, Impatience, and Addictive Behavior
Dorison, Charles (Harvard Kennedy School); Wang, Ke (Harvard Kennedy School); Rees, Vaughan (Harvard T.H.Chan School of Public Health); Kawachi, Ichiro (Harvard T.H.Chan School of Public Health); Ericson, Keith (Boston University Questrom School of Business); Lerner, Jennifer

36. Social Debt Sharing Characterizes Communal Relationship
Peng, Cong (Tilburg University); Nelissen, Rob (Tilburg University); Zeelenberg, Marcel (Tilburg University)

37. The Connection Between Racism and Depression
Sacchet, Cameron J (St. John's University); Chesney, Dana (St. John's University)

38. The Effect of Social Anxiety on Dysfunctional Attitudes
Zahura,Syeda (St. John's University); Chesney, Dana (St. John's University)

39. Partners in crime: Gratitude increases corrupt collaboration
Wang, Ke (Harvard University); Moore, Molly (Harvard University); Lerner, Jennifer S. (Harvard University)

40. Repeated donation decisions: consistency versus regulatory mechanisms
Shlefer, Shirley (Ben Gurion University); Kogut, Tehila (Ben Gurion University)

41. When less is enough: The relationship between prosocial effort and moral character judgments
Berry, Zachariah (Cornell University); Lucas, Brian (Cornell University)

42. Morality of autonomous vehicles, the role of guilt and openness to new technologies
Pieńkosz, Damian (Maria Curie Skłodowska University); Białek, Michał (University of Waterloo, Akademia Leona Koźmińskiego)

43. Economic Punishment for Unethical Behavior
Blaywais, Reut (Ben-Gurion University of the Negev); Haran, Uriel (Ben-Gurion University of the Negev); Rosenboim, Mosi (Ben-Gurion University of the Negev)

44. Better the Devil you Know Than the Devil you Don't: Predictability Influences Moral Judgments
Walker, Alexander C. (University of Waterloo); Turpin, Martin H. (University of Waterloo); Bialek, Michal (University of Waterloo); Fugelsang, Jonathan A. (University of Waterloo)

45. Foreign language reduces sensitivity to consequences and norms without affecting general action tendencies
Paruzel-Czachura, Mariola (University of Silesia in Katowice); Bialek, Michal (Kozminski University in Warsaw); Gawronski, Bertram (University of Texas at Austin)

46. Relative deprivation increases altruistic giving for personal benefit
Sahai, Abhishek (Indian Institute of Technology Gandhinagar); Manjaly, Jaison A. (Indian Institute of Technology Gandhinagar)

47. Communal and agentic narcissism, and their roles in moral decision making
He, Ning (Shaanxi Normal University); Goodie, Adam S. (University of Georgia); Li, Hangzhou (Shaanxi Normal University); Edmonds, Sarah B. (University of Georgia)

48. Market mindset impacts moral decisions: The exposure to market relationships makes moral choices more utilitarian by means of proportional thinking
Zaleskiewicz, Tomasz (SWPS University of Social Sciences and Humanities); Gasiorowska, Agata (SWPS University of Social Sciences and Humanities); Korotusz, Przemyslaw (SWPS University of Social Sciences and Humanities); Tomczak, Pawel (SWPS University of Social Sciences and Humanities); Kuzminska, Anna (University of Warsaw)

49. Moral appraisals and punitive decisions of regular vs. autonomous car drivers
Schurr, Amos (Ben-Gurion University); Moran, Simone (Ben-Gurion University)

50. Eye Movements Increase Utilitarian Responding in Moral Dilemmas but Only for Certain Individuals
Clarkson, Evan (The University of Toledo); Dr. Jasper, John (The University of Toledo)

51. Competence in Moral Decision-Making is Related to Feelings of Anger, Expression and Control
LaFollette, Kyle (University of Arizona Department of Psychiatry); Botello, Renata (University of Arizona Department of Psychiatry); Satterfield, Brieann C. (University of Arizona Department of Psychiatry); Lazar, Michael (University of Arizona Department of Psychiatry); Killgore, William D. S. (University of Arizona Department of Psychiatry)

52. Moral Decision Making and Perspective Taking in Autistic Adults
Jasper, John D. (University of Toledo); Clarkson, Evan (University of Toledo); Rose, Jason (University of Toledo)

53. Tough Choices are Good to Make: The Effects of Agency and Time on Moral Responsibility
Malter, Maayan (Columbia University); Kim, Seung Eun (Columbia University); Metcalfe, Janet (Columbia University)

54. Voluntary promises reduce cheating in adolescents
Woike, Jan Kristian (ARC, MPI for Human Development, Berlin); Sunderarajan, Jahnavi (Faculty of Education and Psychology,Freie Universität Berlin); Kanngiesser, Patricia (Faculty of Education and Psychology,Freie Universität Berlin)

55. Deliberate Ignorance and Image Concerns: Self and Social
Moyal, Adiel (The Hebrew University of Jerusalem); Choshen-Hillel, Shoham (The Hebrew University of Jerusalem); Ritov, Ilana (The Hebrew University of Jerusalem)

56. Unfair but Also Unbiased: How Consumer Acceptance of Price-Setting Algorithms Depends on the Basis of Price Discrimination
Duani, Nofar (New York University); Barasch, Alixandra (New York University); Morwitz, Vicki (New York University)

57. Zero-sum beliefs and racial wealth inequality
Tepper, Stephanie J. (Cornell University); Krosch, Amy R. (Cornell University)

58. Value Pricing and Distributional Concerns
Zallot, Camilla (Erasmus University Rotterdam); Paolacci, Gabriele (Erasmus University Rotterdam); Bhattacharjee, Amit (Erasmus University Rotterdam)

59. Deliberation Enhances Endorsements of the "Maximin" Allocation (as Opposed to the Egalitarian Allocation) in Third-party Distributive Decisions
Ueshima, Atsushi (The University of Tokyo); Kameda, Tatsuya (The University of Tokyo)

60. Motivational Orientation to Gains and Losses Across Adulthood
Horn, Sebastian S. (University of Zurich); Freund, Alexandra M. (University of Zurich)

61. The Subjective Experience of Goal Failure: How Choosing the Lesser Evil Eradicates the Negative Consequences of Goal Failure
Sobol, Kamila (John Molson School of Business, Concordia University); Robitaille, Nicole (Smith School of Business, Queen's University); Walsh, Darlene (John Molson School of Business, Concordia University)

62. I don't have enough time to be honest: Time constraints and cheating behavior.
Danaj, Eriselda (IESE Business School); Reutskaja, Elena (IESE Business School); Vaccaro, Antonino (IESE Business School)

63. On-and-off Track: How (Broken) Streaks Affect Future Behavior
Silverman, Jackie (University of Delaware); Barasch, Alixandra (New York University)

64. The Goal Characteristics (GC) questionnaire: A comprehensive measure for goals' content, attainability, interestingness, and usefulness
Iwama, Gabriela Y. (Max Planck Institute for Intelligent Systems); Wirzberger, Maria (Max Planck Institute for Intelligent Systems); Lieder, Falk (Max Planck Institute for Intelligent Systems)

65. What Are My Options? Option Generation in a Context of Potential Sexual Assault
Yu, Karen (Sewanee: The University of the South); Castillo Gomez, Julia (Sewanee: The University of the South); Scott, Ethan (Sewanee: The University of the South)

66. Investigating the Influences of Numeracy, Affect, and Instruction Set on a Ratio-Bias Task
Voss Jr., Raymond P. (Purdue University - Fort Wayne); Gator-Bitting, Devin (Purdue University - Fort Wayne); Johnson, Eryk L. (Purdue University - Fort Wayne); King, Katerina (Purdue University - Fort Wayne); Blaettner, Isabella M. (Purdue University - Fort Wayne); Whitcraft, Allison, Purdue University - Fort Wayne

67. When Numeracy can Blind: Computations as a Distraction to Understanding
Lawson, M. Asher (Duke University); Larrick, Richard (Duke University); Soll, Jack (Duke University)

68. Communicating a Coastal Crisis: Issue Presentation's Influence on Environmental Attitudes and Behavior
Goodwin, Raleigh (University of Oregon); Harman, Jason (Louisiana State University)

69. Avoiding Information to Protect Privately and Socially Determined Self-Image
Arroyos-Calvera, Danae (University of Birmingham); McDonald, Rebecca (University of Birmingham); Read, Daniel (University of Warwick); Rigal, Bruce (St Mary University)

70. Audience Influence on Health Information Avoidance
Lipsey, Nikolette P. (North Carolina State University); Shepperd, James A. (University of Florida)

71. Can motivational variables affect inter-temporal decision making?
Jeeyoun, Kim (Ajou university); Seonhee, Choi (Ajou university); Kyungil, Kim (Ajou university)

72. Types of cursor trajectories in Likert type rating decisions
Shiina, Kenpei (Waseda University)

73. Comparing yourself to your bleak past and rosy future: present selves look better (worse) after evaluating past (future) selves
Hillman, James G. (Queen's University); Hauser, David (Queen's University)

74. Beliefs about animal beauty as determinants of animal conservation need
Simonyan, Yvetta (University of Bath); Varzhapetyan, Anna (Beechen Cliff School)

75. A Relational Mindset: Choosing for Others Increases Weight of Comparative Utility
Lu, Jingyi (East China Normal University); Shang, Xuesong (East China Normal University)

76. Investigating Everyday Mistakes
Kovacs, Marton (Institute of Psychology, ELTE, Eotvos Lorand University, Bud); Aczel, Balazs (Institute of Psychology, ELTE, Eotvos Lorand University, Bud); Peter, Szecsi (Institute of Psychology, ELTE, Eotvos Lorand University, Bud); Barnabas, Szaszi (Institute of Psychology, ELTE, Eotvos Lorand University, Bud); Bence, Bago (IAST, Toulouse School of Economics)

77. With Neither a Crowd nor a Referee: Is there Home Advantage in Chess?
Zak, Uri (The Hebrew University of Jerusalem); Avrahami, Judith (The Hebrew University of Jerusalem); Kareev, Yaakov (The Hebrew University of Jerusalem)

78. Repeated practice and feedback have minimal impact on the bat-and-ball problem
Raoelison, Matthieu T.S. (Université de Paris, LaPsyDÉ, CNRS, F-75005 Paris, France); Janssen, Eva M. (Utrecht University, Department of Education, P.O. Box 80140,); De Neys, Wim (Université de Paris, LaPsyDÉ, CNRS, F-75005 Paris, France)

79. Considering the Opposite is not an Effective Strategy for Reducing Anchoring Effects: Conceptual Replications of Mussweiler, Strack, and Pfeiffer (200
Smith, Andrew R. (Appalachian State University)

80. Confirmation Bias in Graphical Displays
Xiong, Cindy (Northwestern University); Lee, Elsie (Northwestern University); Franconeri, Steven (Northwestern University)

81. The structure of information provision affects current and future decision strategy utilisation.
Qing, Han (University of Bristol); Casimir, Ludwig (University of Bristol); Susanne, Quadflieg (University of Bristol)

82. Future events seem less likely in a foreign language
Geipel, Janet (University of Chicago); Cai, Rendong (Guangdong University of Foreign Studies); Han, Wenjie (University of Chicago); Keysar, Boaz (University of Chicago)

83. The Complementarity Heuristic: An interpretive response to joint estimation tasks
Hauser, Ryan (Yale School of Management); Frederick, Shane (Yale School of Management)

84. Lay Statistics and Advice-Taking: Do people understand the wisdom of small crowds?
Fernandez-Duque, Diego (Villanova)

85. Wishful Thinking Beyond Dichotomous Outcomes
Smith, Cassandra L. (The Ohio State University); Smith, Andrew R. (Appalachian State University); Windschitl, Paul D. (University of Iowa)

86. Forewarning Does Not Increase Adjustment From Self-Generated Anchors: Failures to Replicate Epley and Gilovich (2005)
Norris III, Victor L. (Appalachian State University); Smith, Andrew R. (Appalachian State University)

87. Is the Wisdom of the Inner Crowd Effect A Generalizable Phenomenon?
Bowen, Dillon (The Wharton School); Simmons, Joseph (The Wharton School); Gaertig, Celia (Chicago Booth School of Business)

88. The Supremacy of Predictive Agency Over Causal Agency
Shiri, Amin (University of Alberta); Häubl, Gerald (University of Alberta)

89. Preference for Predicting One-Shot Random Events
Fei, Lin (University of Chicago Booth School of Business); Dietvorst, Berkeley (University of Chicago Booth School of Business)

90. Is anybody listening? People do not detect listening accurately during live conversation
Minson, Julia A. (Harvard University); Collins, Hanne K. (Harvard University); Kristal, Ariella K. (Harvard University); Wood Brooks, Alison (Harvard University)

91. Naturals and Strivers: Do People Prefer the Innately Gifted as Their Trainers?
Tolsa-Caballero, Nuria (UCL); Tsay, Chia-Jung (UCL)

92. Response Dynamics of the Police Officer's Dilemma: The Role of Time Pressure and Cue Presentation Order as Attenuating Factors of Bias
Frame, Mary (Wright State University); Dandignac, Mitchell (Miami University); Davidson, Lauren (Miami University); Drew, Anthony (Miami University); Johnson, Joseph (Miami University); Pettit, Elizabeth (Miami University)

93. The market efficiency of bets on Swedish harness racing
Almqvist, Gustav (Stockholm School of Economics)

94. Communication of Science News
Anglin, Stephanie (Hobart and William Smith Colleges); Drummond, Caitlin (University of Michigan); Downs, Julie (Carnegie Mellon University)

95. Information Sampling and the Dynamics of Group Polarization
Konovalova, Elizaveta (Max Planck Institute For Human Development); Le Mens, Gael (Universitat Pompeu Fabra)

96. Are Decisions While 'Thinking of Being in a Group' Similar to Those of Actually 'Being in a Group'?
Hinsz, Verlin B. (North Dakota State University); Semanko, Anna M. (North Dakota State University); Young, Gracynn R. (North Dakota State University)

97. Party Over Product: The Exaggerated Use of Political Cues in Apolitical Decisions for Others
Pomerance, Justin (University of Colorado, Boulder); Van Boven, Leaf (University of Colorado, Boulder)

98. Social media search volume predicts political bias and election landslides across U.S. counties
Ma-Kellams, Christine (San Jose State University); Cervantes-Gonzalez, Fabio (University of La Verne)

99. On the belief that beliefs should change according to evidence: Implications for conspiratorial, moral, paranormal, political, religious, and science
Pennycook, Gordon (University of Regina); Cheyne, James A (University of Waterloo); Koehler, Derek (University of Waterloo); Fugelsang, Jonathan (University of Waterloo)

100. Truth detection in social media following extreme events
Byrd, Katie (University of Southern California); Mengtian, Zhao (University of Southern California); John, Richard S. (University of Southern California)

101. Cross-cultural comparisons between US and Chinese college students on broad-based probability judgment biases
Goodie, Adam S. (University of Georgia); He, Ning (Shaanxi Normal University); Edmonds, Sarah B. (University of Georgia); Li, Hangzhou (Shaanxi Normal University)

102. Pseudocertainty, the 100% Effect, and Numeracy
Silverstein, Michael (University of Oregon); Bjaelkebring, Par (The Ohio State University); Bhardwaj, Shivangi (The Ohio State University); MacDonald, Tyler (The Ohio State University); Peters, Ellen (University of Oregon)

103. The foreign language effect and transitivity of preferences
Domurat, Artur (Kozminski University); Muda, Rafał (Maria Curie Sklodowska University); Białek, Michał (Kozminski University)

104. Willingness to self-sacrifice for greater good when using a foreign language
Muda, Rafal (Maria Curie-Sklodowska University); Białek, Michal (University of Waterloo)

105. Do individuals selectively engage their analytical reasoning abilities?
Drummond, Caitlin (University of Michigan); Anglin, Stephanie (Hobart and William Smith Colleges); Broomell, Stephen B. (Carnegie Mellon University)

106. Biased Information Encoding Influences Both Gist and Verbatim Postdecision Memory for Attribute Information
Falco, David E. (Ohio State University); Erford, Breann M. (Ohio State University); DeKay, Micheal L. (Ohio State University)

107. Exploring Autism Spectrum Conditions as an Individual Difference in Context Effects in Choice
Pettibone, Jonathan C (Southern Illinois University Edwardsville)

108. Cortisol. James Cortisol
Prochazka, David Anthony (University of Economics in Prague)

109. Self-serving optimism in hedonic prediction: People believe in a bright future for themselves and their friends, but not for their enemies
Sjåstad, Hallgeir (SNF at Norwegian School of Economics); Skard, Siv (Norwegian School of Economics); Thorbjørnsen, Helge (Norwegian School of Economics); Norman, Elisabeth (University of Bergen)

110. Children, Like Adults, Underestimate the Positive Impact of their Random Acts of Kindness
Echelbarger, Margaret (University of Chicago); Epley, Nicholas (University of Chicago)

111. Measuring Uniqueness in Open-ended Response Tasks
Burns, Zachary C. (University of San Francisco); Jaeger, Garrett J. (LEGO Foundation)

112. Induced Value for Personal Data in Controlled Laboratory Environments - An Experimental Testbed for Revealed Privacy Decision-making
Fast, Victoria (University of Passau); Schnurr, Daniel (University of Passau)

113. Selection effects on dishonest behavior: Do experiments on dishonesty have external validity?
Houdek, Petr (University of Economics, Prague); Bahník, Štěpán (University of Economics, Prague); Vranka, Marek (University of Economics, Prague); Hudík, Marek (University of Economics, Prague)

114. A Consensus-Based Transparency Checklist for Social and Behavioral Researchers
Szaszi, Barnabas (ELTE, Eötvös Loránd University.); Aczel, Balazs (ELTE, Eötvös Loránd University.); Sarafoglou, Alexandra (University of Amsterdam.); Kekecs Zoltan (ELTE, Eötvös Loránd University.); Kucharský, Simon (University of Amsterdam.); Wagenmakers, Erik-Jan

115. Coherence Weighting Versus Coherentizing In Parkionson's Disease Forecasts
Kane, Patrick B (McGill University); Kimmelman, Jonathan (McGill University); Benjamin, Daniel (University of Southern California)

116. Using Crowd Consensus to Guide Forecast Aggregation Strategy
Haravitch, Lucas J (University of Southern California); Benjamin, Daniel M (Information Sciences Institute, USC)

117. Trust Cue Substitution: Naturalness as a Signal of Trustworthiness
Linder, Jessica (Washington University in St. Louis, Olin Business School); Scott, Sydney (Washington University in St. Louis, Olin Business School)

118. Belief in the Infallibility of Intuitions and Trust of Lifestyle Branding
Stein, Randy (Cal Poly Pomona); Sarraf, Michelle (Cal Poly Pomona)

119. Shared provenance = more trustworthy? An investigation of Montrealers' trust attributions towards different accents
Bossard, Erica (McGill University (SCSD)); Caballero, Jonathan A. (McGill University (SCSD)); Pell, Marc D. (McGill University (SCSD))

120. Exploring Advice-Seeking in Workplace Decisions
Dovel, Jordan (BGSU); Brooks, Margaret (BGSU)

121. "Motivated search" and judgment formation– the implications of motivated reasoning for the design of public information webpages.
Julienne, Hannah (Economic and Social Research Institute, Dublin); Robertson, Deirdre (Economic and Social Research Institute, Dublin); Lunn, Pete (Economic and Social Research Institute, Dublin)

122. Beliefs about the God of the other promote prosociality: Experimental results from Israel and Palestine
Shackleford, Crystal (The New School); Pasek, Michael (ARTIS International; The New School); Vishkin, Allon (Hebrew University Jerusalem); Ginges, Jeremy (ARTIS International; The New School)

123. Does Lying Repair My Relationship When I Feel Guilty? Asymmetric Perceptions in Transgressors and Victims about Prosocial Deception
Shike, Li (IE Business School); Kriti, Jain (IE Business School)

124. Prescribing Optimism and Accuracy: A Replication and Extension of Armor, Massey, and Sackett (2008)
Miller, Jane E. (University of Iowa); Park, Inkyung (University of Iowa); Smith, Andrew R. (Appalachian State University); Windschitl, Paul D. (University of Iowa)

125. Perceived credibility of forecasts: Effects of probability format, probability level, and forecast accuracy
Mandel, David R. (DRDC); Collins, Robert N. (DRDC)

126. Who to trust? Improving expert judgements with the IDEA protocol
Hemming, Victoria (The University of British Columbia)

127. Fake news, fast and slow: Deliberation reduces belief in false (but not true) news headlines
Bago, Bence (Institute for Advanced Study in Toulouse); Rand, David G. (Massachusetts Institute of Technology); Pennycook, Gordon (University of Regina)

128. Using the Negotiation Process to Pursue Ulterior Motives
Kang, Polly (Wharton); Anand, Krishnan (Eccles School of Business); Feldman, Pnina (Questrom School of Business); Schweitzer, Maurice (Wharton)

129. Vaccination Decision Determinant Among Mothers in Nigeria
Adeyanju, Collins G. (University of Erfurt)

130. Global-Local Incompatibility: The Misperception of Reliability in Judgment Regarding Global Variables
Broomell, Stephen B. (Carnegie Mellon University)

131. The Value of Finding a Solution and Not Just Knowing It
Fastrich, Greta Marie (University of Reading); Kuratomi, Kei (Aichi Shukutoku University); Murayama, Kou (University of Reading)

132. Suggesting diagnostic alternatives early on can reduce physicians' confidence but may not change their diagnosis
Kourtidis, Ploutarchos (Imperial College London); Nurek, Martine (Imperial College London); Delaney, Brendan (Imperial College London); Kostopoulou, Olga (Imperial College London)

133. Autonomous Identities Promote Decision Confidence
Morgan, Carter (University of South Florida); Kettle, Keri L. (University of Manitoba); Reed II, Americus (University of Pennsylvania)

134. The Claim that Confidence Can Predict Accuracy in Deception Detection is Premature
Luke, Timothy J. (University of Gothenburg); Ask, Karl (University of Gothenburg); Michaelsen, Patrik (University of Gothenburg); Nyström, Lina (University of Gothenburg)

135. People Who Endorse Actively Open-Minded Thinking (AOT) are Sensitive to Cues that may Indicate the AOT of Potential Dources
Baron, Jonathan (University of Pennsylvani); High II, Derrick (University of Pennsylvania)

136. The Leadership Fallacy: How misattribution of leadership skills leads to overconfidence
Frollová, Nikola (Faculty of Business Administration, University of Economics); Houdek, Petr (Faculty of Business Administration, University of Economics); Tkáčik, Marcel (Faculty of Business Administration, University of Economics)

137. The Pitfall of Talent-Targeted Recruitment: Organizations seeking talent attract narcissistic job seekers
Baik, Sooyun (London Business School); Kesebir, Selin (London Business School); Cable, Dan (London Business School)

138. The Development of Goal-Directed Learning and Corticostriatal Connectivity Across Adolescence
Rosenbaum, Gail (New York University); Hartley, Catherine (New York University)

139. Brain Activity Reflecting Risk-avoidance Based on Task Performance
Kitamura, Yasuhiro (Railway Technical Research Institute); Kawachi, Yousuke (Tohoku Fukushi University)

140. Thinking in foreign language distorts metacognition
Bialek, Michal (Kozminski University); Muda, Rafal (Maria Curie-Skłodowska University); Pienkosz, Damian (Maria Curie-Skłodowska University); Niszczota, Pawel (Poznań University of Economics and Business); Stewrat, Kaiden (University of Waterloo)

141. Latent Profiles of Decision Making Styles
Gallagher, Christopher (Bowling Green State University); Highhouse, Scott (Bowling Green State University); Brooks, Margaret (Bowling Green State University); Dovel, Jordan (Bowling Green State University); Melick, Sarah (Bowling Green State University)

142. Perceptions of Wise Decision Making
Dorfman, Anna (University of Waterloo); Grossmann, Igor (University of Waterloo)

143. Individual differences in belief bias: Inhibition leads to better reasoning but also to more confirmation bias
Iwama, Gabriela Y. (University of Brasília); Franco, Víthor R. (University of Brasília); Buratto, Luciano G. (University of Brasília)

144. Cognitive Style Impacts Preferences for Human-AI Advice Taking
Yang, Heather (MIT); Gosline Richardson, Renée (MIT)

145. The Association Between Metacognitive Insight and Bullshit Receptivity
Littrell, Shane (University of Waterloo); Fugelsang, Jonathan (University of Waterloo); Risko, Evan F. (University of Waterloo)

146. Measurement Invariance of Two Maximizing Tendency Scales
Foss, Paige M (University at Albany, State University of New York); Dalal, Dev K (University at Albany, State University of New York)

147. Understanding the Construct Maximizing
Dowden, Aileen J (University at Albany, SUNY); Dalal, Dev K (University at Albany, SUNY); Sassaman, Levi (University at Albany, SUNY)

148. The Dark Triad and Advice Seeking Behavior
Bruno, Rachel J. (Middle Tennessee State University); Jackson, Alexander T. (Middle Tennessee State University); Frame, Mark C. (Middle Tennessee State University); Hein, Michael (Middle Tennessee State University)

149. Is Anybody Listening? People do not detect listening accurately during live conversation
Minson, Julia A. (Harvard Kennedy School); Collins, Hanne K. (Harvard Business School); Kristal, Ariella (Harvard Business School); Wood Brooks, Alison (Harvard Business School)

150. Does Praising Your Game Partner Lead to Generosity or Free-riding?
Luo, Zixi (Central University of Finance and Economics); Lv, Jieyu (Central University of Finance and Economics)

151. Ostracism and Sharing in an Intergroup Context
Kogut, Tehila (Ben Gurion University); Zeev-Wolf, Maor (Ben Gurion University); Reem, Hila (Ben Gurion University)

152. Bullshitting Ability and Social Navigation
Kara-Yakoubian, Mane (University of Waterloo); Turpin, Martin Harry (University of Waterloo); Walker, Alexander C. (University of Waterloo); Pavicic, Jacob D. (University of Waterloo); Stolz, Jennifer A. (University of Waterloo); Fugelsang, Jonathan A. (University of Waterloo)

153. Is Criminal Sentencing Influenced by Type of Disorder?
Koch, Christopher (George Fox University); Jones, Tessa (George Fox University)

154. Natural vs. Unnatural: Developing a Scale to Assess Naturalness Preference
Syed, Adnan (University of Colorado-Denver); Bayerman, Shawna (University of Colorado-Denver); Li, Meng (University of Colorado-Denver); Scherer, Laura (Anschutz Medical Campus)

155. Low Past-Self-Continuity Attenuates Sunk Cost Bias
Schanbacher, Anja D. (Duke University, Center for Advanced Hindsight); Gurdamar Okutur, Nazli (London Business School); Faro, David (London Business School)

156. Do we Accurately Evaluate Teachers' Judgment Achievement? A publication bias estimation check
Esther, Kaufmann (University of Zurich)

157. Attentional Processes in Multiple-Cue Judgments
Makarina, Nadiia (Department of Psychology, University of Konstanz, Germany); Hoffmann, Janina A. (Department of Psychology, University of Bath, UK)

158. Why so Negative? Belief Formation in Boom and Bust Markets
Kieren, Pascal (University of Mannheim); Mueller-Dethard, Jan (University of Mannheim); Weber, Martin (University of Mannheim)

159. The Role of Cognitive Control in Social Preferences - a tDCS study
Slater, Jonathan (Bar-Ilan University); Lavidor, Michal (Bar-Ilan University); Halali, Eliran (Bar-Ilan University)