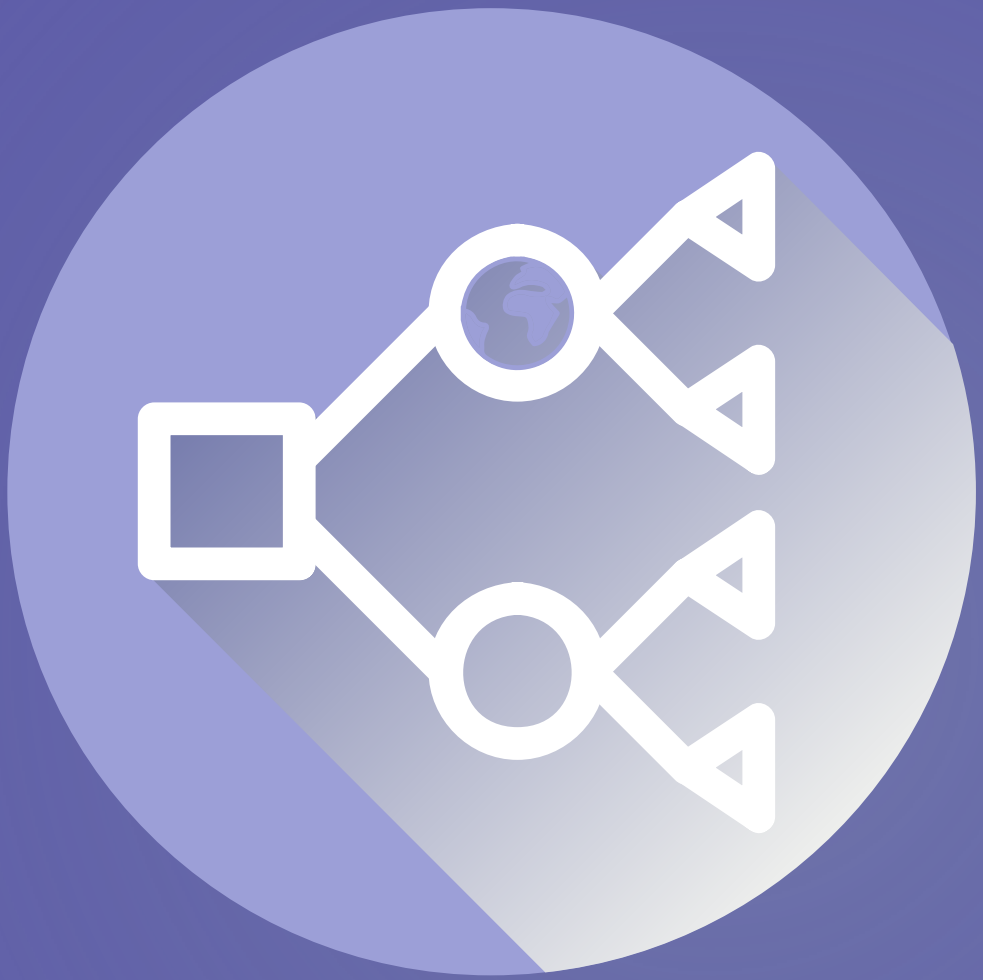
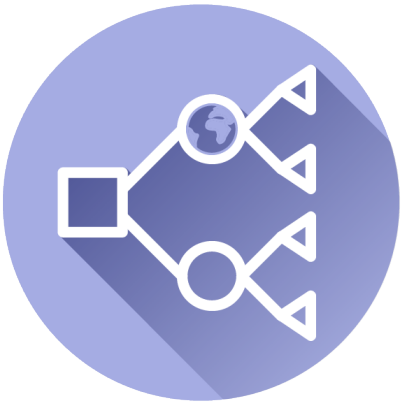
Society for

JUDGMENT AND DECISION MAKING

Newsletter





Society for Judgment and Decision Making

Society for Judgment and Decision Making Newsletter

Volume 41, Number 3, October 2022

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Executive Board 2021–2022

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Abigail Sussman	abigail.sussman@chicagobooth.edu	President Elect
Danny Oppenheimer	doppenh1@andrew.cmu.edu	Past President
Dan Bartels	daniel.bartels@chicagobooth.edu	Elected Member 2019-2022
Oleg Urminsky	oleg.urminsky@chicagobooth.edu	Elected Member 2020-2023
Sudeep Bhatia	bhatiasu@sas.upenn.edu	Elected Member 2021-2024
Bud Fennema	fennema@fsu.edu	Secretary-Treasurer
David Hardisty	david.hardisty@sauder.ubc.ca	Webmaster
Jon Baron	baron@psych.upenn.edu	Journal Editor
Dan Goldstein	dan@dangoldstein.com	Newsletter Editor
Dan Feiler	df@dartmouth.edu	Program Chair 2022
Preeti Srinivasan	preeti23@stanford.edu	Student Representative 2020-2022

Masthead

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The SJDM Newsletter, published electronically four times a year, 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 to the Secretary/Treasurer.

Society membership: Requests for information concerning membership in the Society for Judgment and Decision Making should be sent to the Secretary/Treasurer.

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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Jinsol Lee (jinsol at alliancefordecisioneducation.org) writes:

The Alliance for Decision Education is an education nonprofit with the mission to empower students with essential skills and dispositions for making better decisions. We would like to share a $1,500 scholarship award opportunity for graduate students from any academic discipline (masters or doctoral level) who are interested in Decision Education.

Please find details about the Decision Education Scholarship Award in the following link and feel free to share the opportunity with any graduate students in your networks that may be interested: link.

Decision Education is focused on teaching K-12 students the skills, concepts, and dispositions that will help them become effective decision-makers. Decision Education is a new and growing interdisciplinary field drawing on concepts from psychology, education, neuroscience, behavioral economics, and decision sciences. Please reach out to members of our Research Department at research at alliancefordecisioneducation.org if you have any questions regarding the award.

For more infomation, see:
https://sjdm.org/pipermail/jdm-society/2022-September/009359.html

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M.J. Crockett (mollycrockett at gmail.com) writes:

We are excited to invite you to our Moral Narratives Workshop this semester. This virtual workshop aims to kickstart and develop an interdisciplinary, empirical study of moral narratives. As you can read in the longer description on our website, our goal is to bridge different approaches to studying moral communication by bringing together researchers working on morality and communication.

The workshop will be held online, roughly every two weeks from September 27th to December 6th (always 11am-12pm EST). We have invited speakers from a variety of fields (e.g., psychology, philosophy, linguistics, and communications) to present their perspective on moral narratives. The workshop is supported by funding from the John Templeton Foundation.

If you would like to attend the talks, please fill out this form, and we will send you event reminders and Zoom links. We hope you will join us!

For more infomation, see:
https://sjdm.org/pipermail/jdm-society/2022-September/009360.html

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Crystal Reeck (crystal.reeck at temple.edu) writes:

PhD students from around the world are invited to submit interdisciplinary and multi-methodological dissertation proposals to the inaugural Center for Applied Research in Decision Making CARD-IPSOS Dissertation Proposal Award! The competition is organized by CARD and the Fox School's Department of Marketing, and co-sponsored by Ipsos North America.

The Center for Applied Research in Decision Making (CARD) at Temple University's Fox School of Business leverages recent developments in diverse fields like economics, psychology, neuroscience and business administration to advance our understanding of how people make

decisions. This interdisciplinary center aims to be the forefront of translational research, facilitating dialogue among academic researchers, practitioners, business clients and the broader society to translate fundamental research insights into practical business solutions.

We encourage all eligible doctoral students who are studying topics related to decision making using multi-methodological approaches to submit summaries of their dissertation proposals.

The deadline to submit is Nov. 30, 2022. The winners will be announced in Spring 2023. The winner will receive an award of $2,500 and the second prize will receive $1,000. Winners may also be invited to present their proposal at an appropriate forum, details of which will be provided later.

For more infomation, see:
https://sjdm.org/pipermail/jdm-society/2022-September/009362.html

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Nathan Dieckmann (dieckman at ohsu.edu) writes:

Call For Papers - Communicating Scientific Uncertainty about Issues that Impact Human Health

We are pleased to invite you to contribute to a new article collection we are co-editing in Frontiers titled "Communicating Scientific Uncertainty about Issues that Impact Human Health." The participating Frontiers sections are Science and Environmental Communication (Frontiers in Communication), Health Communication (Frontiers in Communication), and Health Psychology (Frontiers in Psychology).

The goal of the collection is to examine scientific uncertainty as it relates to human health. This includes its conceptualization by scientists and other stakeholders, its communication by various brokers, its perception by diverse audiences, and its effects on various outcomes such as trust, understanding, decision-making, and behavior. We are particularly interested in understanding what communication methods are more effective both in general and for certain topics, situations, and audiences. Details of the call are available here.

Deadlines:

Abstract deadline: November 30, 2022

Manuscript deadline: May 30, 2023

Extended manuscript deadline: June 30, 2023

Publication fees may be applicable but will need to be paid only if a manuscript is accepted at the end of the peer-review process. Fees vary depending on the journal and article type, and a full breakdown for Frontiers in Communication is available here and for Frontiers in Psychology is available here

Various solutions are available for authors to assist with the fees and more information about these can be obtained from communication.submissions at frontiersin.org.

For more infomation, see:
https://sjdm.org/pipermail/jdm-society/2022-September/009366.html

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Glen William Spiteri (glenwilliamspiteri at gmail.com) writes:

Call for Chapters - Wellbeing and Policy: Evidence for Action

We are pleased to invite you to contribute to a new article collection co-edited by Dr Marie Briguglio (University of Malta), Dr Natalia V Czap (University of Michigan-Dearborn), and Dr Kate Laffan (London School of Economics and Political Science).

Scholars, practitioners and policy makers are invited to submit chapters which synthesize the evidence of the determinants of wellbeing and interventions that have targeted wellbeing across different policy domains.

Details of the call and contributor guidelines can be found here

Initial inquiries should be made to marie.briguglio at um.edu.mt, nczap at umich.edu, or k.m.laffan at lse.ac.uk. Submissions should include authors' information (names, affiliations, emails, and short bios).

Deadlines:

Chapter proposal deadline: 30 November, 2022

Chapter Submission deadline: 31 May, 2023

For more infomation, see:
https://sjdm.org/pipermail/jdm-society/2022-October/009378.html

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Susann Fiedler (susann.fiedler at googlemail.com) writes:

Strategy & Psychology Speaker Series

Please find the full list of speakers talk titles here for the next months. *Time: UTC 1pm / LA 6am / NY 9am / London 2pm / Vienna 3pm / Tel Aviv 4pm / Abu Dhabi 5pm*

If you want to join and receive information and zoom links for the individual seminars, please sign up here

For more infomation, see:
https://sjdm.org/pipermail/jdm-society/2022-October/009382.html

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Fergus Bolger (fbolger42 at gmail.com) writes:

We are looking for papers on the use of judgment in forecasting for a special issue of the International Journal of Forecasting, an ABS 3-rated journal with a 2021 impact factor of 7.022. Please see the call below.

JUDGEMENT IN FORECASTING

The use of judgement in forecasting is well-established and has been widely employed in economics, marketing, operations and elsewhere. Early methods were mostly pragmatic approaches relying on personal experiences. However, more scientific methods have now been developed. The editors of the International Journal of Forecasting are planning to produce a special issue to be published in 2024, the prime objective of which is to explore

the key scientific advancements in the use of judgement in forecasting, and to evaluate and compare the various judgemental forecasting methods.

A number of methods have been proposed in the literature related to the elicitation and aggregation of judgmental forecasts. Based on the source of the data, they can be classified as direct or indirect methods. Direct methods use an approach of collecting information from a sample of the target population for which a forecast is required (e.g. intention/expectation/probability surveys, role playing, scenario-based forecasting). Indirect methods collect information from individuals who have knowledge about the target population or the variable for which a forecast is required (e.g. unaided judgement, prediction markets, Delphi, structured analysis, judgemental bootstrapping, expert systems, judgemental adjustment of forecasts from statistical models, identification and use of 'superforecasters' in geopolitical forecasting). These methods differ from one another in the nature of data collected, source of data and analyses conducted. They have all been successful in forecasting future events and their performance has frequently been studied with regards to the wisdom of crowds.

A second important aspect is how judgment and statistical forecasts interact, and the organizational processes involved, as well as the role of forecasting support systems in enhancing the quality of judgements. A related issue is the use of judgement in the development, calibration and selection of complex forecasting models, which includes decisions regarding the data, variables and logical procedures to be used in the forecasting process and may be of particular relevance where more complex methods are used (e.g. machine learning/AI-based models).

Finally, there are issues concerning forecasters' behaviour, the cognitive processes that underlie it (e.g., use of heuristics), and resulting biases that potentially undermine standard models of economic rationality. Research examining judgmental biases related to algorithm aversion or algorithm appreciation in forecasting may fall into this area. Applications could range from demand planning to earnings forecasting, macroeconomic, technological and political forecasting and include betting markets.

The editors of this special issue aim to bring together empirical evaluations and compar-

isons of these methods (and possibly new methods) in a single volume. It is intended to provide readers with knowledge of these methods, and the opportunity to assess the various advancements made in this area of forecasting.

Paper submission

Submit a proposal to any one of the editors of this special issue, and they will give a quick response as to whether the topic is suitable. Following which, authors may develop a full paper for submission. Please refer to the journal requirements for preparing papers for submission Guide for authors - International Journal of Forecasting - ISSN 0169-2070 (elsevier.com)). Papers received will be subjected to normal refereeing procedures before being selected for inclusion in the special issue.

The cut-off date for submission of full papers is 30 October 2023. The editors of this special issue have high expectations. Their aims remain the same as those of the earlier special sections on the topic published in 2007 (23:3), 2013 (29:2) and 2017 (33:1): to advance knowledge of useful forecasting procedures, processes and systems where judgement is used. And that of course is in most if not all applications!

Editors of the Special Issue

Robert Fildes, Lancaster University, r.fildes at lancaster.ac.uk
Paul Goodwin, University of Bath, p.goodwin at bath.ac.uk
Fergus Bolger, Anglia Ruskin University, fb17 at aru.ac.uk
Nigel Harvey, University College, London: n.harvey at ucl.ac.uk
Matthew Seifert, IE Business School: Matthias.Seifert at ie.edu

For more infomation, see:
https://sjdm.org/pipermail/jdm-society/2022-October/009391.html

Jobs

Tenure track Assistant Professorship. Social and Decision Sciences. Carnegie Mellon University.

The Department of Social & Decision Sciences (SDS) seeks candidates with research focus in behavioral economics and potential for pioneering advancements.

Candidates should have a PhD in Economics, Behavioral Science, or a related discipline by the start of the appointment. Of special interest are candidates whose behavioral economics research is informed by a deep understanding of psychology or uses modern computational or data analytic techniques such as machine learning, but the search committee is eager to evaluate all qualified candidates. The successful candidate will collaborate with current SDS faculty, engage early-stage PhD students, and teach in the undergraduate major in Behavioral Economics, Policy, and Organizations.

SDS is committed to building a diverse faculty and we encourage applications from underrepresented groups, including racial and ethnic minorities, women, individuals with disabilities, veterans, and/or from researchers whose work involves these populations. Application review will begin on November 15, 2022.

Apply at https://apply.interfolio.com/111026. Carnegie Mellon University is an Equal Opportunity Employer. Web link to full posting.

For more infomation, see:
https://sjdm.org/pipermail/jdm-society/2022-August/009302.html

Postdoc. Department of Environmental Health Sciences at Columbia University. Mailman School of Public Health

As part of a four-year grant from the NSF, we are seeking a postdoctoral researcher that is interested in working at the intersection of data, computational science, behavior, and public health. The position will be in the Department of Environmental Health Sciences at Columbia University's Mailman School of Public Health, under the direction of Dr Sen Pei, Dr Jeffrey Shaman, Dr Wan Yang, and me. The Postdoctoral Research Scientist will work on a project focusing on human behavior and modeling of respiratory diseases such as COVID-19 and influenza.

The ideal candidate will have a PhD in a quantitative field including but not limited to applied math, statistics, epidemiology, data science and computer science. Strong programming skills (R, MATLAB, or Python) are required. Competitive salary including full benefits will be provided commensurate with experience and qualifications.

Position details: https://apply.interfolio.com/112186

Full grant overview: https://www.nsf.gov/awardsearch/showAward?AWD_ID=2229605

If you have any questions, please write to Dr Sen Pei: sp3449 at cumc.columbia.edu

For more infomation, see:
https://sjdm.org/pipermail/jdm-society/2022-October/009374.html

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Professorships. University of Glasgow. Centre for Social, Cognitive and Affective Neuroscience.

Two faculty posts (FT permanent, Full Professor/Associate Prof/Asst Prof) are available in the Centre for Social, Cognitive and Affective Neuroscience (cSCAN) in the School of Neuroscience and Psychology at the University of Glasgow, Scotland.

Deadline: 3 Jan 2023

We are particularly interested in internationally competitive interdisciplinary researchers using innovative approaches to the computational modelling of social perception, cognition,

interaction, and/or communication, with a focus on dynamic signalling, dyadic interactions, and/or dialogue in human-human and/or human-agent interactions.

cSCAN members benefit from a wide variety of state-of-the-art techniques, technologies, and expertise within a lively and ambitious research-rich environment.

For more details, please visit this site and search for reference number 092068 or contact Prof Rachael Jack on rachael.jack at glasgow.ac.uk

For more infomation, see:
https://sjdm.org/pipermail/jdm-society/2022-October/009385.html

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Applied Complexity Fellow position at the Santa Fe Institute

The Santa Fe Institute seeks a postdoctoral Applied Complexity Fellow to play a key role in a project studying the interplay of belief and social networks, funded by Siegel Family Endowment. The project involves measuring existing beliefs and social networks in different communities using surveys and analysis of online discussions, developing theoretically grounded computational models to understand the dynamics of these networks and their resilience to different shocks and interventions, and communicating and engaging with relevant practitioners on the modeling approach and results.

The ideal starting date for this Fellowship is Spring of 2023, although Fall of 2023 might be possible. This is a two year appointment. SFI provides a competitive salary, generous benefits, paid family leave insurance, paid time off, and modest relocation support. Additional resources are available to assist with travel and other research needs.

Full consideration will be given to applications received by November 30, 2022. More information and instructions on how to apply:

https://tinyurl.com/3etez7nu

For more infomation, see:
https://sjdm.org/pipermail/jdm-society/2022-October/009386.html

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Postdoc. University of Pennsylvania. Computational Perception and Cognition Laboratory.

A postdoc position is available in the Computational Perception and Cognition Laboratory of Alan Stocker at the University of Pennsylvania, USA.

The position is part of the ongoing NSF-funded project 'Choice-induced biases in human decision-making' in collaboration with the laboratory of Tobias Donner https://tobiasdonner.net/ at the University Medical Center Hamburg, Germany. The goal of the project is to understand how decisions influence the memory of past (consistency bias) but also the evaluation of future evidence (confirmation bias) in human decision-making. The project employs a highly interdisciplinary approach that combines psychophysical and functional neuroimaging (MEG) experiments with theory and computational modeling.

The position focuses on the development of computational and neural models of subjects' behavior in such decision-tasks and their validation against psychophysical and neural data. The project provides the opportunity to visit the partner lab in Hamburg and gain first-hand experience with MEG data acquisition and analysis.

Candidates from all backgrounds are considered. However, a good theoretical/ computational background and experience in working with computer models and simulations is expected. Experience with the technical aspects of running psychophysical experiments is a plus. Above all, however, we are looking for candidates who are deeply curious about the theoretical principles underlying human decision- behavior.

The position is funded for up two years with the possibility for extensions. The lab laboratory is embedded in the University of Pennsylvania's strong and vibrant neuroscience and cognitive science community mindCORE, CNI, providing the new lab member with a very interactive research environment.

Please send any questions and submit applications (CV, publications, brief statement of research interests and skills, and names of 2-3 references) to Alan Stocker (astocker at psych.upenn.edu)

For more infomation, see:
https://sjdm.org/pipermail/jdm-society/2022-October/009389.html

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Professorship. Shanghai Tech University. School of Entrepreneurship and Management

The School of Entrepreneurship and Management (SEM) at Shanghai Tech University invites applications for Professor/Associate Professor/Assistant Professor whose expertise can potentially make substantial contribution to the teaching of and research on innovation, creativity, entrepreneurship and their intersection with technology. Lateral moves to assistant professorship or untenured associate professorship will also be considered. For positions starting from 2023, we are particularly interested in candidates with disciplinary backgrounds in accounting, OB/HRM, operations management, and strategy.

The SEM is a new School with a unique mission to help innovators in STEAM fields to become successful entrepreneurs and to train students with both management and technology skills.

Junior applicants should have a PhD degree when reporting duty and high potential in teaching and research. Candidates for Associate and Full Professor posts are expected to have demonstrated academic leadership. Appointment with tenure can be offered to candidates with outstanding research and teaching record.

Salary and benefits will be competitive, commensurate with experience and academic accomplishments.

Application Requirements:

- Cover Letter
- CV
- Research and Teaching Statements
- Published and Working Papers
- Three Letters of Reference
- Any additional materials relevant to evaluating the candidate's potential

Please submit all application materials electronically to sem-recruit at shanghaitech.edu.cn. Review of applications will begin immediately and be considered on a rolling basis and will remain open until filled.

For additional information of the SEM, please visit: https://sem.shanghaitech.edu.cn.

For more infomation, see:
https://sjdm.org/pipermail/jdm-society/2022-October/009390.html

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Postdoc. Johns Hopkins University. Carey Business School.

The Johns Hopkins Carey Business School has a postdoc opening. We are looking for candidates with strong writing/communication skills who are interested in digital health and AI. Technical background is welcome but not required. Please see more detailed descriptions below.

Johns Hopkins Carey Business School invites applications for a postdoctoral fellowship position in the academic area of information systems, with a particular emphasis on digital health.

- This is a full-time research position
- The position is a 12-month appointment with the possibility of an extension.
- The position offers competitive compensation and benefits.
- The appointment will begin this AY.

We are seeking candidates who have an interest in studying the social, behavioral and economic interactions underlying the use of digital technologies, analytics, and artificial intelligence in the healthcare sector. Candidates with a strong background in their disciplinary theories are preferred.

We welcome applications from candidates motivated by the unique opportunity to participate in building a world-class business school at a premier private university.

Qualifications Qualified candidates for the postdoc position must have the following:

- A PhD degree in business ,social sciences (preferably sociology, psychology, or economics) or a related field is required and must be conferred by employment start date.
- A demonstrated strong commitment to academic research.

Application Instructions Applications MUST be submitted using Interfolio https://apply.interfolio.com/111285 and include:

- curriculum vitae
- three (3) names of reference
- relevant research paper(s), maximum two
- a letter of interest summarizing qualifications, areas of expertise, research interests, and career goals.

Johns Hopkins Carey Business School conducts a pre-employment background check and degree verification on all candidates upon acceptance of a contingent offer.

Applications will be reviewed by the Search Committee and will be accepted until the position is filled. Interviews will be conducted on a rolling basis.

The search committee is dedicated to hiring candidates who, through their research, teaching, and service will contribute to the excellence and diversity of the Carey Business School, Johns Hopkins University, our students, and the broader academic community. The leadership, faculty, and staff of the Carey Business School are committed to enhancing our school culture through an environment that welcomes and respects everyone.

For more infomation, see:
https://sjdm.org/pipermail/jdm-society/2022-October/009396.html

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Professorship. Department of Psychology. University of Virginia.

The Department of Psychology at the University of Virginia invites candidates to apply for an Associate/Full tenured position in Social Psychology. We are seeking a candidate to join our

vibrant research community and contribute to our collaborative culture. The appointment begins with the fall term of 2023, with a target start date of August 25, 2023.

We are seeking a candidate who is conducting cutting-edge research in any area of social psychology, including, but not limited to, attitudes, social cognition, emotion, motivation, culture, interpersonal processes, relationships, stereotyping and prejudice, judgment and decision making, intervention science, and individual differences. Our department values a strong publication record, engagement with and dissemination of research within and beyond the academy, evidence of pursuing grant funding, evidence of rigorous and transparent research practices, inclusive mentorship of students and effective teaching. In addition to seeking out external funding to support research endeavors, candidates will be expected to teach undergraduate and graduate courses in psychology, and to be an effective mentor to graduate students and junior faculty. Candidates will also be expected to be committed to promoting diversity, equity, and inclusion in the Department of Psychology and the University of Virginia.

The Department of Psychology has a strong social psychology program, and the candidate is expected to be a central member of this program. In addition, there are faculty with interests in social psychology in several other schools in the University, including the Frank Batten School of Leadership and Public Policy, the School of Education and Human Development, the Darden School of Business, the McIntire School of Commerce, the School of Engineering and Applied Science, and the School of Architecture. There are ample opportunities for collaboration with faculty in other departments and schools.

Review of applications will begin November 30, 2022 and the search will remain open until filled.

Apply online here and attach the following:

- Cover Letter (2 page maximum) describing your interest and fit with the position, and your demonstrated past experience working on issues of diversity, equity and inclusion and/or working with diverse populations and/or cultivating a diverse, equitable, and inclusive culture in your work. In addition, please identify up to 3 manuscripts citations which effectively reflect your research program.

- Research Statement (4 pages maximum) describing your research and research trajectory.
- Teaching Statement (2 pages maximum) describing your teaching and mentoring record and philosophy.
- Curriculum Vitae.
- Please provide the contact information for three people who can serve as references. References will only be contacted for candidates whose applications have advanced to a later round review.

For questions regarding the position, please contact, Jazmin Brown-Iannuzzi, Associate Professor, at (jb3jd at virginia.edu)

For questions regarding the application process, contact Rich Haverstrom, Faculty Search Advisor, at rkh6j at virginia.edu

UVA assists faculty spouses and partners seeking employment in the Charlottesville area. To learn more please visit http://provost.virginia.edu/dual-career. For more information about UVA and the surrounding area, please visit http://uvacharge.virginia.edu/guide.html.

COVID Vaccination Requirement and Guidelines. Please visit the UVA COVID-19 Job Requirements and Guidelines webpage prior to applying for current information regarding vaccination requirements and guidelines for employment at UVA.

The University of Virginia, including the UVA Health System which represents the UVA Medical Center, Schools of Medicine and Nursing, UVA Physician's Group and the Claude Moore Health Sciences Library, are fundamentally committed to the diversity of our faculty and staff. We believe diversity is excellence expressing itself through every person's perspectives and lived experiences. We are equal opportunity and affirmative action employers. All qualified applicants will receive consideration for employment without regard to age, color, disability, gender identity or expression, marital status, national or ethnic origin, political affiliation, race, religion, sex (including pregnancy), sexual orientation, veteran status, and family medical or genetic information.

For more infomation, see:

https://sjdm.org/pipermail/jdm-society/2022-October/009399.html

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Professorships. Carnegie Mellon University. Department of Engineering & Public Policy.

The Department of Engineering & Public Policy (EPP) at Carnegie Mellon University invites applications for tenure-track faculty positions, at any level, with a preference for junior candidates. EPP is a unique, interdisciplinary academic department, located in CMU's College of Engineering, addressing public policy questions where science and engineering knowledge matters. Its members are widely known for their innovative, collaborative approaches to societal problems.

We will consider candidates with policy interests and expertise in (i) social, behavioral and decision science; (ii) artificial intelligence, machine learning, and data science; and (iii) privacy, security, information technology and telecommunications.

We are looking for colleagues who can both advance and apply basic research, working on major public policy problems. Current EPP research topics include climate change, energy, technological innovation, cybersecurity, telecommunications, transportation, air quality, risk analysis and communication, human factors, public health, and medicine. Our faculty have broad disciplinary training, strong analytical skills, and a passion for changing the world.

Successful candidates will be expected to develop an internationally recognized, externally funded, and collaborative research program; provide excellent classroom instruction and supportive student mentoring; and help nurture an inclusive and culturally diverse environment in our department and university. Joint appointments with other departments are common for EPP faculty and strongly supported.

EPP is deeply committed to creating a community that values both professional advancement and quality of life for its faculty, staff and students. It has strong academic ties with other Carnegie Mellon departments. It has strong policy ties, locally, nationally, and internationally, and a commitment to public service.

Carnegie Mellon University is an equal opportunity employer and is committed to increasing the diversity of its community on a range of intellectual and cultural dimensions. Carnegie

Mellon welcomes faculty applicants who will contribute to this diversity through their research, teaching and service, including women, members of minority groups, protected veterans, individuals with disabilities, and others who would contribute in different ways.

Carnegie Mellon seeks to meet the needs of dual-career couples and is a member of the Higher Education Recruitment Consortium (HERC), which assists dual-career searches.

Carnegie Mellon offers highly competitive salaries and start-up packages, in an attractive urban environment. It also offers a unique social and intellectual environment that encourages collaboration among diverse faculty on projects that advance science and society. We proudly believe that there is nowhere quite like it.

Qualifications

Applicants should have a Ph.D. in a relevant discipline, and should demonstrate competence in research and teaching, as well as a commitment to collaborative work, public service, and inclusive and equitable practices. The tenure-track appointment will be made at a level commensurate with the experience of the successful applicant.

Application Instructions

Applicants should submit all materials electronically here including:

- a cover letter describing your fit to this call (up to two pages);
- curriculum vitae;
- three writing samples;
- a research statement: outlining a compelling vision for a research program that goes beyond your prior (typically PhD or post-doc) experience. Your statement should include initial research projects that can be immediately pursued with graduate students, given your current expertise, and for which external funding can realistically be sought. Statements also should include a longer-term vision with more far-reaching plans, and may reference potential collaborators in the department or elsewhere at CMU (up to two pages);
- a teaching statement: outlining both your experience and philosophy as well as a list of courses you are interested in teaching (up to two pages);

- a diversity statement: outlining how you have contributed to as well as plan to contribute to diversity, inclusion, and equity (up to two pages);
- name and contact information for three individuals that we might contact for letters of recommendation.

We will review all applications received before December 15th, 2022, and continue accepting applications after that date until the position is filled.

For more infomation, see:
https://sjdm.org/pipermail/jdm-society/2022-October/009400.html

Conferences

The 2022 SJDM Conference

This year's Annual Meeting of the Society for Judgment and Decision Making will be generously hosted by the UCSD Rady School of Management on its campus in the La Jolla neighborhood of San Diego. We are very excited to have the chance to share research and connect with each other again. All talks and sessions will be presented in person.

On behalf of the SJDM Board, Program Committee, and Conference Coordinators, we invite you to register for SJDM 2022 here taking place November 10-13. Note that you must be a member of SJDM to register for the conference. To become a member, join here.

If you haven't already, take a look at the exciting program.

Accommodation information is availble at sjdm.org

We have 81 fantastic talks lined up to be presented live and two exciting keynote presenters – the computational and evolutionary biologist (and author of "Calling Bullsh*t") Carl Bergstrom and our SJDM President, Suzanne Shu, world-renowned researcher of nudges and the psychology of ownership. We will also have over 200 poster presentations across multiple sessions, which are always a highlight for engaging with research and for giving and receiving feedback. The conference kicks off with a great Underrepresented Scholars in SJDM event (allies are encouraged to attend!) leading into the opening reception, which will certainly be a festive occasion as we celebrate being together again in-person.

There will be many great opportunities to both meet new people and reconnect with SJDM friends throughout the conference. If you are a first-time attendee, we'll be excited to welcome you into the fold!

Conference Overview

- Nov. 10 Thursday - 4pm onward - Underrepresented Scholars in SJDM event (all welcome), Opening reception
- Nov. 11 Friday - all day into evening - Talk sessions, Presidential address, Poster session, Graduate student social event
- Nov. 12 Saturday - all day into late evening - Talk sessions, Keynote speaker, Poster session, All-Conference social event
- Nov. 13 Sunday - ending by 9:15am - SJDM business meeting

General Information

- For conference questions, please email SJDM.Conf at gmail.com
- For technical questions involving the registration interface and payment, please email our webmaster, Dave Hardisty at dhardisty at sjdm.org
- The Financial Hardship waiver and the Supporting Diversity waiver are available in the registration process to cover the registration fee for some students and post-docs.
- We expect recordings of the sessions to be available to SJDM members after the conference in some form. The above registration is for in-person participation.
- Danny Oppenheimer is available for surfing advice.

Program Committee: Dan Feiler (chair), Stephen Spiller, and Jennifer Trueblood

For more infomation, see:
https://sjdm.org/pipermail/jdm-society/2022-September/009364.html

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The 18th annual Judgment and Decision-Making Pre-Conference at the Society for Personality and Social Psychology annual meeting will be held in person in Atlanta, Georgia on Thursday, February 23, 2023, from 8:30am-4:30pm EST.

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

Confirmed speakers include:

Betsy Levy Paluck (Princeton University)
Quentin Andre (University of Colorado, Boulder)
Cory Clark (Adversarial Collaboration Project at University of Pennsylvania)
Rachel Gershon (University of California, San Diego)
Sandra Matz (Columbia University)
Silvia Saccardo (Carnegie Mellon University)
Sally Sadoff (University of California, San Diego)

In addition, the conference will feature a small set of flash talks as well as a poster session.

Graduate students and postdocs are encouraged to submit research projects. To submit a paper for consideration, please send the title of your paper, all authors, a 200 word (max) abstract, and one figure or table of data to jdmpreconference at gmail.com. The top rated papers will be invited to give flash talks.

The deadline for submissions is November 15, 2022, at 11:59pm EST.

Registration is now open. To register for the conference, or for more information, please visit the pre-conference website here

For more infomation, see:
https://sjdm.org/pipermail/jdm-society/2022-August/009325.html

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Persuasive 2023: The 18th International Conference on Persuasive Technology 2023 Conference Hosted by Eindhoven University of Technology, Eindhoven, The Netherlands, 19-21 April 2023

Conference Website persuasivetech.org

Paper Submission deadline: 9 December 2022

In a world in which technology is increasingly present in people's lives, and changing human behavior and attitudes is often the key to solving many societal and personal problems, studying how technology might be used to influence humans (in their behavior, attitudes and information processing), is paramount.

Persuasive technology is a vibrant interdisciplinary research field, focusing on the design, development and evaluation of technologies aimed at influencing people's attitudes and/or behaviors through informed persuasion, but not through coercion or deception. The research community aims at enriching people's lives in various domains such as health, sustainability, education and well-being, by supporting the setting and achieving of goals they set for themselves, and thus change their behaviors.

The 2023 conference will be hosted by Eindhoven University of Technology, The Netherlands. The conference series seeks to bring together researchers and practitioners from industry and academia working with various topics of persuasive technology. These researchers have very diverse scientific backgrounds, ranging from engineering, computer science, human-computer interaction, design, psychology, ethics, communication, and many other specializations.

We welcome the following categories of papers:

- Technical papers that introduce novel persuasive technology approaches and solutions alongside evidence of their potential.
- Empirical studies which seek to provide evidence and explanation of methods, principles and theories in persuasive systems.
- Conceptual-theoretical papers which primarily seek to contribute to the general understanding of the field's core themes and specificities.
- Other papers, e.g. literature reviews or experience reports.

SCOPE

The scope of the conference includes (but is not limited to) the following topics:

Persuasive systems' design; Behavior change support systems; Interaction with persuasive systems, interfaces, visualization; Interactive agents in persuasive systems; AI for persuasive

technology; Tailored and personalized persuasion; Gamification for persuasion; Evaluation and validation of persuasive applications; Software architectures and technical infrastructures for persuasive systems; Smart environments, e.g. IoT, and persuasion; Digital Marketing, eCommerce, eTourism and SMART ecosystems; Motivational, cognitive and perceptual factors in persuasive technology; Application domains for persuasive technologies such as safety, healthy living, sustainable behaviors, learning and training, marketing and commerce, work environments, organizations Positive technology; Humanizing and/or dehumanizing effects of persuasive technology; Values and ethics in persuasive technology; Privacy, perceived security and trust in persuasive technology; Resilience and counter-persuasion; Detecting persuasive strategies in social media posts; Encouraging adherence to safety measures in pandemic situations

SPECIAL TRACKS

As earlier conferences, persuasive 2023 welcomes special track submissions. You can find more information about these on the conference website, on the page about the Call for Papers.

SUBMISSION TYPES

REGULAR PAPERS

This format is suitable for original research, which is completed work at the time of submission and, regardless of the length of the paper, is a self-sufficient scientific contribution. Papers can be full papers (12 pages, excluding references) or short papers (6 pages, excluding references) in Springer LNCS format, and describe work not presented, published or simultaneously submitted elsewhere. Accepted papers will be included in the conference proceedings and be devoted a timeslot for oral presentation.

POSTERS OR TECHNICAL DEMONSTRATIONS

This format is suitable for descriptions of smaller studies, project outlines, technical demonstrations, or work-in-progress. Authors should submit a 2-page abstract in Springer LNCS format. Accepted posters will be included in the adjunct conference proceedings (CEUR Workshop Proceedings). Posters will be displayed and presented during a dedicated session

of the conference. For abstracts on technical demonstrations or other physical or virtual setups, presenting at the conference an actual poster is not obligatory (although possible): such presentations can also consist solely of the technical demonstration or setup.

DOCTORAL CONSORTIUM PAPERS

The Doctoral Consortium is a special session of the conference where PhD students can receive advice in a constructive atmosphere. Students present and discuss their research with other PhD students and a panel of established researchers in the area of persuasive technology. Students interested in participating in the Doctoral Consortium should submit a 4-page abstract in Springer LNCS format describing their research question, its position with respect to the state of the art, their research plans and methodology, ideas, and results achieved so far. Accepted abstracts will be included in the adjunct conference proceedings (CEUR Workshop Proceedings) unless opted out by the student.

WORKSHOPS AND TUTORIAL PROPOSALS

Workshops are meant to gather a number of people to work interactively on an emerging topic and exchange ideas. Tutorials are intended to help people attending the conference organize a related scientific meeting on a specific topic or instruct on a specific practice. Approved workshops and tutorials will be announced on the conference website. Tutorials and workshops will take place during a half- or full-day session before the conference. If you want to organize a workshop, please submit a proposal as a maximum 4-page description in Springer LNCS format, including a description of the topic, motivation, organization, expected outcome, and supporting materials. Workshop and tutorial descriptions will be included in the adjunct conference proceedings (CEUR Workshop Proceedings). Workshop chairs must commit to create their Call for Papers and their website and EasyChair accounts within one week from the notification.

SUBMISSION GUIDELINES

- Please consult Springer's authors' guidelines when preparing your paper:
- Make sure to use the Springer LNCS proceedings template, either for LaTeX or for Word, when preparing your paper.

- Remember the page limit for each type of submission.
- Remember that your paper must be anonymised as we implement a double-blind review process. That means removing author names, emails and affiliations and avoiding any explicit reference to the authors' identity in the paper.

We look forward to receiving your submission! Please submit your manuscript through the conference website.

PUBLICATIONS

Accepted regular and special track papers (full and short) will be published by Springer in a volume of the Lecture Notes in Computer Science series. Workshop and demo descriptions, abstracts from posters, and doctoral consortium abstracts will be published as an adjunct proceedings volume with an ISBN (CEUR Workshop Proceedings).

IMPORTANT DATES

Regular papers submissions:

Paper Submission deadline: December 9, 2022
Decision notification: February 4, 2023
Final versions due: March 6, 2023

Workshop and tutorial proposals:

Submission deadline: January 6, 2023
Notification deadline: January 20, 2023

Poster, technical demonstration and doctoral consortium submission:

Submission deadline: February 18, 2023
Decision notification: February 25, 2023
Camera-ready: March 4, 2023

For more infomation, see:
https://sjdm.org/pipermail/jdm-society/2022-September/009330.html

Call for Abstracts

28th International (Virtual) Meeting of the Brunswik Society

The Brunswik Society will hold a virtual international meeting again this year. We invite abstracts of research on any theoretical or empirical (basic or applied) topic related to Egon Brunswik's theory of probabilistic functionalism, lens model framework or method of representative design. This includes recent expansions to topics such as ecological rationality. Research focusing on Ken Hammond's contributions to the Brunswikian tradition are also encouraged (e.g., multi-cue probability learning, inter-personal learning, inter-personal conflict, cognitive continuum theory). In addition, we would be interested in hearing about connections between (neo)-Brunswikian ideas and other perspectives. We encourage participation from scholars at every stage of their career, from student to emeritus. For more information on this area see https://brunswiksociety.org/

Dates: December Thursday 8th and Friday 9th 2022
Starting Time: Noon US Eastern Time (17.00 GMT, 18.00 CET)
Location: Zoom

Anticipated Format: 120 min session on each day (short presentations, Q&A, and group discussion). We also hope to plan a social hour which would start 15mins after the end of the meeting on the 9th.

Participation: If you simply wish to attend and listen and/or contribute to the open discussions then please register your name, affiliation and email address with Esther Kaufmann by Monday 5th December 2022 in order to receive the Zoom meeting link (e-mail: esther.kaufmann at gmx.ch

This scholarly event is free! Please forward to students/early career researchers in your department. If you have any questions please contact one of the meeting organizers:

Mandeep Dhami m.dhami at mdx.ac.uk
Gijs Holleman g.a.holleman at uu.nl
Esther Kaufmann esther.kaufmann at gmx.ch
Karolin Salmen karolinsalmen at gmail.com

For more infomation, see:
https://sjdm.org/pipermail/jdm-society/2022-September/009347.html

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BIG Difference BC 2022 Conference

Friday, November 4, 2022
9:00am-4:00pm PT
Online

BIG Difference BC is an annual online conference that celebrates using the behavioural and decision sciences to have a positive, lasting impact across a wide range of topics and sectors in British Columbia, across Canada, and beyond. This year we are excited to feature:

- Keynote on behavioural science and anti-racism by Crystal Hall, University of Washington
- Special session on behavioural insights in organizations moderated by Dilip Soman, University of Toronto
- Lightning talks and micro-presentations sharing case studies, research results, best practices, and lessons learned

Register now for free: https://bit.ly/BIGdiffBC2022registration

More details: https://bigdifferencebc.ca/conference-overview

BIG Difference BC is co-hosted by the University of British Columbia's Decision Insights for Business & Society (UBC-DIBS), the BC Behavioural Insights Group (BC BIG), and WorkSafeBC.

For more infomation, see:
https://sjdm.org/pipermail/jdm-society/2022-October/009377.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

Program

Society for Judgment and Decision Making Annual Conference 2022

UCSD Rady School of Management & Hilton La Jolla Torrey Pines
San Diego, California, USA
November 10–13, 2022

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2022 Program Committee: Dan Feiler (Chair), Stephen Spiller, and Jennifer Trueblood

Conference Coordinator: Kate Wessels

Webmaster: Dave Hardisty

2022 SJDM Conference Master Schedule
UCSD Rady, San Diego & The Hilton La Jolla Torrey Pines
November 10-13, 2022

THURSDAY, NOVEMBER 10th

4:30-6:30 pm	**Registration** (*Hilton Torrey Pines*) *NOTE: Welcome Reception Starts at 5:00 pm)*
4:00-5:00 pm	**Underrepresented Scholars in SJDM Networking Event** (*Hilton Torrey Pines)*
5:00-6:30 pm	**Welcome Reception** (*Hilton Torrey Pines)*
7:00-9:00 pm	Executive Board Dinner *(Invite only)*

FRIDAY, NOVEMBER 11th

7:45-9:00 am	**Registration** (*UCSD Rady*)
8:15-9:15 am	**Paper Session #1** (*UCSD Rady*)
9:30-10:30 am	**Paper Session #2** (*UCSD Rady*)
10:45-11:45 am	**Paper Session #3** (*UCSD Rady*)
12:00-1:00 pm	Lunch Break (Lunches Provided)
1:00-2:00 pm	**Presidential Address: Suzanne Shu** (*UCSD Rady*)
2:15-3:15 pm	**Paper Session #4** (*UCSD Rady*)
3:30-4:30 pm	**Paper Session #5** (*UCSD Rady*)
5:00-6:00 pm	**Poster Session #1** (*Hilton Torrey Pines)*
6:00-8:00 pm	**Graduate Student Social Event** (*Hilton Torrey Pines)*

SATURDAY, NOVEMBER 12th

8:15-9:15 am	**Paper Session #6** (*UCSD Rady*)
9:30-10:30 am	**Paper Session #7** (*UCSD Rady*)
10:45-11:45 am	**Keynote Address: Carl Bergstrom** (*UCSD Rady*)
12:00-1:00 pm	Lunch Break (Buffet Lunches)
1:00-2:00 pm	**Paper Session #8** (*UCSD Rady*)
2:15-3:15 pm	**Paper Session #9** (*UCSD Rady*)
3:30-4:00 pm	**Einhorn Award Address** (*UCSD Rady*)
4:30-5:30 pm	**Poster Session #2** (*Hilton Torrey Pines)*
8:00-11:00 pm	**Closing Social Event**

SUNDAY, NOVEMBER 13th

8:15-9:15 am	**Business Meeting** w/ Complimentary Breakfast & **Student Poster Award** (*Hilton Torrey Pines)* *All SJDM Members Welcome to Attend*

FRIDAY NOVEMBER 11, 2022			
UCSD Rady School of Management			
	Track A:	**Track B:**	**Track C:**
Session #1	**Consumer Behavior**	**Social Judgment**	**Risk**
8:15 AM	Desiraju - Reason Defaults: Presenting Defaults with Reasons For Choosing Each Option Helps Decision Makers With Minority Preferences	Reiff - When Peer Comparison Information Harms Physician Well-being	Mellers - Reference-Point Theory: How Emotions about Reference Points Influence Risk Preferences
8:35 AM	Shaddy - The Bundle Halo Effect	Kristal - Going Beyond the "Self" in Self-Control: Interpersonal Consequences of Commitment Strategy Use	Hirshman - Tests of Rank-dependent Probability Weighting in Risky Choice
8:55 AM	Sharif - Changeable Choices Shift Consumers Towards Uncertain Options,	O'Brien- Failure to Launch: Repeated Failures to Change Reveal a Hidden Harshness to Growth Mindset	Kapadia - Conceptual and Psychometric Issues in Behavioral Measures of Risk-Taking
Session #2	**Methods & Metascience**	**Discrimination**	**Decision Modeling**
9:30 AM	Maimone - Sexual Misconduct, Scientific Fraud, and Citation Penalties	Chang - The "Hidden" Gender Gap in Self-Promotion and its Consequences	Trueblood - Contextual Sensitivity in Naturalistic Multi-alternative Choice
9:50 AM	Brigden - Multitasking in Online Studies	Kirgios - The Effect of Positive and Negative Feedback About Bias on Subsequent Discrimination	McCoy - Not by Choices Alone: Evaluating Strength of Preference Judgments
10:10 AM	Charlton - Noise In The Process: An Assessment Of The Evidential Value Of Mediation Effects In Marketing Journals	Shah - A Cognitive View of Police Misconduct	Johnson - Joint Modeling of Eye-and mouse-tracking to Understand Dynamic Decision Processes
Session #3	**Financial Decision Making**	**Interpersonal Perception**	**Cognitive Psychology**
10:45 AM	Batista - Understanding the Co-Holding Puzzle through a Field Experiment	Guenoun - Sending Signals: Strategic Displays of Warmth and Competence	Meyers – On the Breadth of the Illusion of Explanatory Depth
11:05 AM	Shah - Identifying Data-Driven Heterogeneity Using Machine-Learning: Evidence from Text-Message Nudges Encouraging Retirement Savings Contributions in Mexico	Turetski - Anticipating Giving Feedback Changes Feedback	McKenzie - Who Accepts Description Invariance?
11:25 AM	Sharma - Scarcity and Intertemporal Choice	Wood Brooks - How Verbal, Nonverbal, and Paralinguistic Interpersonal Cues Mislead Predictions	Dekay - An Inverted-U Pattern for the Risky-Choice Framing Effect: An Experiment, a Meta-Analysis, and a Comparison of Theories
Session #4	**Policy/Nudges**	**Negotiation & Conflict**	**Decision Analysis**
2:15 PM	Tor - When Should Governments Invest More in Nudging? Revisiting Benartzi et al. (2017)	Long- Is Transparency Enough? The Effect of Historical Pay Information on Negotiations	Kieren - A Test of Recursive Models of Ambiguity Aversion
2:35 PM	Dai - Two Lessons for Nudge Scalability: Evidence from the Randomized Controlled Trials	Ren - Disagreement Is A Short-hand For Poor Listening: People Judge Listeners Who Disagree With Them To Be Worse Listeners And Less Open-minded Than Listeners That Agree With Them	Palley - Combining Judgmental Forecasts With Base Rates To Improve Decision Making: A Data-Driven Application To 20 Years Of Drug Development Predictions
2:55 PM	Linos - The Formality Effect	Hart - "I Avoid Negotiating Because I Care": Negotiation Avoidance Due to (Inflated) Concern about Jeopardizing a Deal	Stroom - Network Risk Dispersion: Do Network Characteristics influence Human Network Assessment?

FRIDAY NOVEMBER 11, 2022			
UCSD Rady School of Management			
	Track A:	**Track B:**	**Track C:**
Session #5	**Health & Healthcare**	**Moral Judgment / Ethics**	**Prediction & Algorithms**
3:30 PM	Shavit - Promoting Healthful Behaviors by Incentivizing Exploration for Health-Promoting Alternatives	Rude - Asymmetric Reactions to Erroneous Punishments and Rewards	Rabinovitch - Effective But Unappreciated: People Adopt Algorithmic Advice, But Do Not Value This Help
3:50 PM	Choshen-Hillel - A Wake Up Call: The Effect Of Nightshifts On Physicians' Decision Making	Cusimano - People Acknowledge And Condone Their Own Morally Motivated Reasoning	Shlomo - When And Why Implementing Bad AI Algorithms Feels Worse Than Self-initiating Them
4:10 PM	Gaissmaier - Do Physicians Interpret Cumulative Risk Curves Accurately?	Permut - Signals of Virtue and When they Backfire: How Honesty Badges Provide Cover for Dishonesty	Sun - Predicting Against Judgment: When People Fail to Predict What They Believe to be Most Likely to Arise

SATURDAY NOVEMBER 12, 2022			
UCSD Rady School of Management			
	Track A:	**Track B:**	**Track C:**
Session #6	**Prosocial Behavior**	**Inequality & Exclusion**	**Cognitive Biases**
8:15 AM	Yin - The Honeymoon Fund Effect: How do Choices Promote Giving Behavior?	Weingarten - Gatekeeping of Identity and Group Membership	Reb - Less-Is-More Belief and Heuristic Aversion
8:35 AM	Yang - When Donation Feels Like Volunteering, People Give: A "Donateer" Fundraising Method	Yang - Public Awareness of Algorithmic Racial Bias Worsens Racial Inequality	Scopelliti - Big Data Bias
8:55 AM	Levari - Collective Streaks Motivate Prosocial Behavior	Davidai - Economic Segregation Reduces Concern About Economic Inequality	Voichek - Control Group Neglect
Session #7	**Time & Preferences**	**Diversity**	**Learning & Attribution**
9:30 AM	Thakral - Anticipatory Utility and Intertemporal Choice	Chang - Demographic "Stickiness": The Demographic Identity of Departing Group Members Influences Who Is Chosen to Replace Them	Atanasov - Talent Spotting in Crowd Prediction
9:50 AM	Li - How Well Do Laboratory-derived Estimates of Time Preference Predict Real-world Behaviors? Comparisons to Four Benchmarks	Rai - Insider versus Outsider Perceptions of Group Diversity	Brimhall - Chasing Fictitious Variation: Random Outcomes are Attributed to Skill in Competitive Environments
10:10 AM	Lui - Value(s) of Time: How People Decide to Work for Money	Zhao - Large-Scale Inclusion Training for Online Community Moderators	Jeong - Learning From the Best (and Worst): Comparative Learning Improves Performance but is Undervalued
Session #8	**Consequences of Timing**	**Work**	**Managerial/Group Decision Making**
1:00 PM	Trupia - When the Unexpected Happens: How People Respond to Unbudgeted Time Savings	Smith - Workplace Competition and the Desire for Uniqueness	Faro - Organizational Accountability Systems and Managerial Risk-Taking
1:20 PM	Kang - The Streak-End Rule: Evidence from a Large-Scale Natural Field Experiment With Volunteer Crisis Counselors	Daly - Remote Work	Daniels - Are Managers Good at Using the Sunk-cost Effect as a Nudge? A Misinfluence Perspective on "Escalation of Commitment"
1:40 PM	Haghighi - The Effect of Time of Day on Extremity Bias in Online Reviews	Buechel - The "Detachment Paradox": Employers Recognize the Benefits of Detachment for Productivity, yet Penalize it in Employee Evaluations	Winet - Pivotal Voting: The Opportunity To Tip Group Decisions Skews Juries and Other Voting Outcomes
Session #9	**Estimation**	**Behavioral Ethics**	**Attention & Memory**
2:15 PM	Olschewski – What's in a Sample? How Sampling Information Affects Epistemic Uncertainty and Risk-Taking	Vu - Willful Ignorance: A Meta Analytic Review	Bhui - Attention Constraints and Learning in Categories of Time
2:35 PM	Ryan - Preparing For The Best As Much As The Worst: Decision-makers Ignore The Probability of Outcomes When Making Backup Plans	Elbaek - Material Scarcity and Unethical Economic Behavior: A Systematic Review and Meta-Analysis	Bhatia - A Framework for Jointly Modeling Attentional and Decision Processes in Choice
2:55 PM	Howard - What is 'Average'?	White - The Good in Evil: Decision-Makers Overestimate the Reputational Costs of Necessary Evils	Aka - A Framework for Modeling and Explaining Everyday Memory-Based Decisions

2022 SJDM Conference Paper Abstracts

FRIDAY NOVEMBER 11, 2022

Session #1 Track A: Consumer Behavior - Friday 8:15 am - 9:15 am

Reason defaults: Presenting defaults with reasons for choosing each option helps decision makers with minority preferences

Desiraju, Shweta (University of Chicago); Dietvorst, Berkeley (University of Chicago);

Defaults often involve increasing uptake of one option that serves only the majority of consumers. We introduce and test a new default, a "reason default", which describes the reasons for choosing the default and alternative options. In Studies 1 & 2, we find that reason defaults help individuals who would be better served by an alternative option opt out of the default and increase satisfaction with the choice architecture. In Study 3, participants reported opinions about reason and standard defaults and felt that choices with reason defaults were less effortful and more transparent among other things.

The Bundle Halo Effect

Shaddy, Franklin (University of California - Los Angeles)

Seven preregistered studies and a field experiment (N=5,227) document the bundle halo effect: An item evaluated as part of a bundle elicits stronger purchase intentions and greater willingness-to-pay (WTP) than the exact same item evaluated in isolation. This is because when an item is evaluated as part of a bundle, consumers value not only its standalone utility, but also its gestalt connection to other items comprising the whole. Importantly, bundles are typically offered at a discount, relative to the same items sold separately. But in contrast to previous findings, conventional wisdom, and consumer expectations, this work describes how bundling can actually systematically increase WTP.

Changeable Choices Shift Consumers Towards Uncertain Options,

Sharif, Marissa (University of Pennslyvania)

Consumers frequently make temporary or changeable choices. However, there is no research to-date that has examined how the changeability of a choice might systematically influence which option consumers select. We demonstrate that consumers are more likely to temporarily choose and stick with an uncertain option (vs. a certain option) when their choice is changeable (vs. not changeable). We find that consumers are more likely to choose these options with uncertainty when their choice is changeable because they are more likely to focus on the benefits of the uncertain option than the costs of the uncertain option.

Session #1 Track B: Social and Self Judgment - Friday 8:15 am - 9:15 am

When peer comparison information harms physician well-being

Reiff, Joseph (University of California - Los Angeles); Zhang, Justin (University of California - Los Angeles); Gallus, Jana (University of California - Los Angeles); Dai, Hengchen (University of California - Los Angeles); Pedley, Nathaniel (University of California - Los Angeles); Vangala, Sitaram (University of California - Los Angeles)

Peer comparisons are often used to motivate people. Yet, the impact of peer comparison interventions on recipientsâ€™ well-being is largely unknown. In a 5-month field experiment involving 199 physicians and 46,631 patients, we found that peer comparison information did not significantly improve physicians' performance, but it decreased job satisfaction and increased burnout, even 4 months after treatment discontinuation. We showed that such harmful effects may occur because peer comparison information inadvertently signaled a lack of leadership support. Consistently, in a third condition where leaders were trained to support physicians, the negative effects of peer comparisons were mitigated.

Going Beyond the "Self" in Self-Control: Interpersonal Consequences of Commitment Strategy Use

Kristal, Ariella (Harvard University); Zlatev, Julian (Harvard University)

Commitment strategies are effective mechanisms individuals can use to overcome self-control problems. Across five pre-registered studies (total N = 2,280), we explore the negative interpersonal consequences of commitment strategy use. We first demonstrate that individuals trust people who use a commitment strategy less than people who use internal willpower to achieve their goals. We

next provide evidence that perceived effort underlies this effect. Finally, we demonstrate that people's anticipation of these negative consequences of commitment strategy use contributes to their reticence to adopt such strategies.

Failure to Launch: Repeated Failures to Change Reveal a Hidden Harshness to Growth Mindset

O'Brien, Ed (University of Chicago)

Three experiments reveal that mindset effects differentially affect social judgment over time. Growth-mindset (vs. fixed-mindset) judges indeed more kindly judged others' initial failures (thus showing the popular effect) - yet also showed steeper declines as others then failed to change (thus revealing a hidden harshness to it). These findings suggest growth mindset is not as uniformly positive as popularly depicted; a growth-mindset culture may ironically create harsher-judging inhabitants in the long run. They also explain why growth-mindset effects don't (and indeed shouldn't) always replicate. Studying repeated vs. one-shot judgments may unveil new understandings of "standard" effects.

Session #1 Track C: Risk - Friday 8:15 am - 9:15 am

Reference-Point Theory: How Emotions about Reference Points Influence Risk Preferences

Mellers, Barbara (University of Pennslyvania); Yin, Siyuan (University of Pennslyvania)

We present a reference-point theory of risk preferences for choices between sure things and binary gambles. We assume the sure thing is the reference point; it is what happens if risk is rejected. Two drivers shape risk preferences â€“ hedonic contrasts (loss aversion or gain seeking) and beliefs about risk (hope or fear). We measure choices and judged feelings of pleasure about options and outcomes. Hedonic contrasts depend on feelings about the reference point. Risk aversion and risk seeking depend on beliefs about risk. Across three studies, we show that reference-point theory predicts choices better than prospect theory by taking reference points and individual differences into account.

Tests of Rank-dependent Probability Weighting in Risky Choice

Hirshman, Samuel (Norwegian School of Economics); Wu, George (University of Chicago)

Cumulative Prospect Theory (Tversky and Kahneman, 1992) posits rank-dependent probability weighting, but prior studies provide mixed evidence. That is, the decision weights reflect the order of an outcome within a gamble, with more extreme (highest and lowest) outcomes overweighted relative to the intermediate outcomes. We test a set of properties consistent with rank-dependent decision weights. Our tests use non-parametric estimates of decision weights from choices between gambles. We provide strong evidence consistent with rank-dependent decision weights.

Conceptual and Psychometric Issues in Behavioral Measures of Risk-Taking

Kapadia, Kevin (University of Southern California); Tang, Coco (University of Southern California); John, Richard (University of Southern California)

Despite the practical usefulness of behavioral risk-taking measures, several conceptual and psychometric issues have emerged over the past three decades. We report results from validity studies demonstrating systematic deviations in behavioral measures of risk-taking depending on the structure of the task, i.e., risk vs. uncertainty vs. ignorance, and whether risks are monotonically increasing, decreasing, or constant. We present data both at the individual game level and aggregated across games for individuals to estimate utility functions and risk-tolerances from behavioral game data. We further examine the convergent validity of these utility functions across different behavioral measures.

Session #2 Track A: Methods & Metascience - Friday 9:30 am - 10:30 am

Sexual Misconduct, Scientific Fraud, and Citation Penalties

Maimone, Giulia (University of California - San Diego); Appel, Gil (George Washington University); McKenzie, Craig (University of California - San Diego); Gneezy, Ayelet (University of California - San Diego)

In academia, citations are used to acknowledge the contribution of past work and promote scientific advancement. Yet, analyzing citation data of 36,940 publications spanning 18 academic fields, we find evidence suggesting that citations may also serve as a currency to reward or punish scientists' morality. Specifically, we find that scholars accused of scientific fraud incur a smaller citation penalty than those accused of sexual misconduct. By extension, these findings imply that in addition to serving the purpose

of promoting scientific advancement and maintaining intellectual honesty, citation decisions are also driven by scholars' attitudes toward the publication's author(s).

Multitasking in Online Studies

Brigden, Neil (Mount Royal University)

Do online research participants complete studies as continuous tasks, or do they switch back and forth between a study and other online activities? While researchers prefer for participants to complete online studies continuously, participants may have many other online activities competing for their attention. This research examines the measurement, prevalence, impact, and solutions for online-participant multitasking, showing that multitasking is common, is underreported by participants, can be observed unobtrusively, significantly affects participant responses, and is difficult to control.

Noise In The Process: An Assessment Of The Evidential Value Of Mediation Effects In Marketing Journals

Charlton, Aaron; Montoya, Amanda (University of California - Los Angeles); Price, John (WU Vienna University of Economics and Business); Hilgard, Joe

This meta-analysis of mediation tests in marketing looks at how close reported confidence intervals are to zero and whether this indicates bias (low power, publication bias, p-hacking) in a similar way to how p-values just barely below .05 can indicate bias. After simulating mediation tests with various levels of statistical power and comparing the simulated distributions with distributions of statistics harvested from marketing journals and a sister journal in psychology, we found substantial evidence of bias in the marketing journals.

Session #2 Track B: Discrimination - Friday 9:30 am - 10:30 am

The "Hidden" Gender Gap in Self-Promotion and its Consequences

Chang, Jenny (Carnegie Mellon University); Saccardo, Silvia (Carnegie Mellon University); Gallus, Jana (University of California - Los Angeles)

We investigate self-promotion as one of the determinants of gender gaps in labor markets, arguing that researchers and policymakers risk underestimating the importance of gender gaps if they focus on whether (extensive margin) and not on how (intensive margin) men and women self-promote. In Study 1 (N=5,456), we find that while men and women choose to self-promote at similar rates, there are differences in the intensity of their self-promotion. In Study 2 (N=855), we investigate the effects of both forms of self-promotion, finding that both forms help and hurt men and women equally: they positively affect judgments about qualifications and hiring decisions but hurt judgments of likability.

The Effect of Positive and Negative Feedback About Bias on Subsequent Discrimination

Kirgios, Erika (University of Chicago)

In a two-stage audit study with 3,981 current U.S. city councilors, I test whether people are more likely to help racial minorities after receiving positive, negative, or no feedback about racial bias in their professional ingroup. Relative to no feedback, negative feedback emphasizing evidence of racial discrimination in city councils did not affect city councilors' willingness to provide career advice to Black men. Positive feedback emphasizing evidence of pro-diversity behavior in city councils, however, increased current city councilorsâ€™ willingness to support Black men by 36.3%. Prejudice reduction efforts may benefit from spotlighting pro-diversity behavior rather than discrimination.

A Cognitive View of Police Misconduct

Dube, Oeindrila (University of Chicago); MacArthur, Sandy Jo (University of Chicago); Shah, Anuj (University of Chicago)

What are the causes of excessive force in policing? We suggest that the cognitive demands of policing lead officers to narrowly construe the situations they encounter. Officers might make better decisions if they thought through alternative interpretations of these situations. In an RCT, we test this explanation by developing and evaluating a training with 2070 Chicago police officers. In several lab assessments, trained officers considered a wider range of evidence and more explanations for various situations. Critically, training also reduced uses of force and unnecessary arrests in the field. Our results highlight the power of behavioral insights for improving officer decision-making.

Session #2 Track C: Decision Modeling - Friday 9:30 am - 10:30 am

Contextual Sensitivity in Naturalistic Multi-alternative Choice

Trueblood, Jennifer (Indiana University Bloomington); Holmes, William (Indiana University Bloomington)

Recently, researchers have argued that context effects do not occur in naturalistic choices (Frederick et al., 2014). However, the absence of context effects does not imply the absence of contextual sensitivity. Context-dependent behavior occurs whenever the evaluation of an option is dependent on the other options, often defined as a violation of simple scalability. We take a joint experimental and computational modeling approach to address whether naturalistic decisions demonstrate contextual sensitivity. Results show that participants' choices violate simple scalability. We also show that models allowing violations of simple scalability better account for the data than those that do not.

Not by Choices Alone: Evaluating Strength of Preference Judgments

McCoy, John (University of Pennslyvania)

Much of the study of decision making is concerned with uncovering people's preferences, yet we seldom ask people directly for the strength of their preferences, as opposed to simply asking people for their choices. I elicit from participants their choices and strength of preference judgments for pairs of gambles, as well as attractiveness ratings, and willingness to pay judgments for each gamble independently, and develop a Bayesian model of strength of preference judgments. I show that such strength of preferences judgments can be incentivized, are systematic across individuals, enable more accurate predictions of out-of-sample choices, and track preference reversals.

Joint modeling of eye- and mouse-tracking to understand dynamic decision processes

Johnson, Joseph (Miami University); Pettit, Elizabeth (Miami University); Davidson, Lauren (Miami University)

The current work extends the conceptual and empirical means by which we can better understand information search and how it affects preference development over the course of a decision. Specifically, we provide a computational framework to represent the dynamic preference updating based on the evaluation of selectively-attended information, and use a combination of eye- and mouse-tracking in addition to subjective ratings to empirically validate this approach. We apply this to both inferential and preferential choice tasks using a single set of stimuli, and show the impact of individual differences and task difficulty.

Session #3 Track A: Financial Decision-Making - Friday 10:45 am - 11:45 am

Understanding the Co-Holding Puzzle through a Field Experiment

Batista, Rafael (University of Chicago); Mao, Ella (Stanford University); Min, Jessica (Princeton University); Sussman, Abigail (University of Chicago)

Partnering with a large bank, we find that approximately 1 in 5 customers simultaneously holds (i.e., "co-holds") high-interest debt and low-yielding savings. Through a large-scale field experiment, we test the effects of informing customers that they are co-holding and its costs. Customers act in response to the notification, immediately repaying debt. But, they do not appear to internalize the information, repaying less debt later in the same billing cycle. Preliminary analysis of a follow-up survey of these same customers, suggests mental accounting may play a primary role in active choices to co-hold.

Identifying Data-Driven Heterogeneity Using Machine-Learning: Evidence from Text-Message Nudges Encouraging Retirement Savings Contributions in Mexico

Shah, Avni (University of Toronto); Osborne, Matthew (University of Toronto); Lefkowitz, Jaclyn (ideas42); Fishbane, Alissa (ideas42); Soman, Dilip (University of Toronto)

We combine traditional empirical methods with flexible HTE estimation methods based on machine learning to better predict variation and identify when and for whom interventions are more effective. To illustrate the impact of using machine learning, we partner with a bank in Mexico to employ a large-scale field experiment (N=97,149) testing several behavioral interventions designed to improve voluntary pension contributions. Though family-oriented SMS reminders increase contribution rates on average, we identify significant heterogeneity in the effectiveness based on the age of the individuals using machine-learning. Our work sheds insight on scaling behavioral interventions more broadly.

Scarcity and Intertemporal Choice

Sharma, Eesha; Tully, Stephanie (University of Southern California); Wang, Xiang (University of Florida)

When does scarcity increase preferences for smaller, sooner outcomes, and might it ever increase preferences for larger, later outcomes? The current work contributes to judgment and decision-making research by examining how the time horizon of needs threatened by scarcity impacts the relationship between scarcity and intertemporal choice. Archival data from the Federal Reserve Board's Consumer Finance Institute and five highly powered, pre-registered studies (N =7728) show that the time horizon of threatened needs, and its relationship to the timing of intertemporal choices, moderates the relationship between scarcity and intertemporal choice.

Session #3 Track B: Interpersonal Perception - Friday 10:45 am - 11:45 am

Sending Signals: Strategic Displays of Warmth and Competence

Guenoun, Bushra (Harvard University); Zlatev, Julian (Harvard University)

Our research combines experimental and computational approaches to understand how people manage- and mismanage- others' impressions of them. Specifically, we focus on the strategic use of warmth and competence signals in everyday language. To do so, we build a repository of 714 natural language processing features and use supervised machine-learning models to determine which features are most predictive of warmth and competence signaling. We find systematic differences in how people signal warmth and competence and whether they do so accurately. We discuss potential implications of these findings and how they can be used to mitigate errors in impression management attempts.

Anticipating Giving Feedback Changes Feedback

Duke, Kristen (University of Toronto); Brucks, Melanie (Columbia University); Turetski, Daniella (University of Toronto)

Seeking feedback is an essential part of improving products and experiences. We propose that whether individuals anticipate having to give feedback prior to an experience systematically changes the type of feedback they provide. Anticipating having to provide feedback changes the focus of attention and subsequently yields advice biased towards delivery-focused attributes (e.g., aesthetics, mode of speech) as opposed to content-focused attributes (e.g., argument strength). These findings suggest that the experience of a feedback-provider might not mimic the experience of an end user, offering insight into how organizations can solicit different types of feedback depending on their needs.

How Verbal, Nonverbal, and Paralinguistic Interpersonal Cues Mislead Predictions

Brooks, Alison Wood (Harvard University); Abi-Esber, Nicole (Harvard University); Mastroianni, Adam (Harvard University)

Speakers convey three distinct types of information: verbal content (what they say), nonverbal content (body language), and paralinguistic content (how they sound). Which do people attend to and rely on to make interpersonal inferences? Which are most predictive of future behavior? In a full factorial experimental design, participants observed interviews that contained or lacked verbal, nonverbal, and paralinguistic information, and made predictions about intervieweesâ€™ subsequent performance on seven tasks (N = 4,248).

Session #3 Track C: Cognitive Psychology - Friday 10:45 am - 11:45 am

On the Breadth of the Illusion of Explanatory Depth

Meyers, Ethan (University of Waterloo); Gretton, Jeremy (University of Waterloo); Budge, Joshua (University of Waterloo); Fugelsang, Jonathan (University of Waterloo); Koehler, Derek (University of Waterloo)

Explaining how a target object works has been theorized to expose the gaps in one's knowledge of that object. This is called exposing an Illusion of Explanatory Depth (IOED). In three studies we demonstrate that the IOED can be similarly exposed by attempting to explain things unrelated to the target object. For example, explaining how a zipper works or how snow forms both led to a similar reduction in judged understanding of how a zipper works. These results suggest that exposing an IOED may have nothing to do with exposing the gaps in one's knowledge about a specific object, but rather be the result of the induction of a general state of intellectual humility.

Who Accepts Description Invariance?

McKenzie, Craig (University of California - San Diego); Liu, Shirley (University of California - San Diego); Leong, Lim (University of California - San Diego); Sher, Shlomi

Do people believe that framing effects are mistakes? We examined whether people believe that frames should be treated the same, and whether presenting an argument for the normative principle of description invariance affects that belief. We found that up to 50% of people think it is reasonable (or in their best interest) to treat frames differently, and that presenting them with an argument in favor of description invariance has virtually no effect. We did find, however, that presenting an argument in favor of treating frames differently (information leakage) had a small but consistent effect of increasing the percentage of people who thought it reasonable to treat frames differently.

An Inverted-U Pattern for the Risky-Choice Framing Effect: An Experiment, a Meta-Analysis, and a Comparison of Theories

DeKay, Michael (Ohio State University); Garge, Prachiti (Ohio State University)

Past research has neglected how the size of the risky-choice framing effect (FE) varies as a function of probability. DeKay et al. (in press) recently reported an inverted-U pattern, predicted by some theories but not others. We report a replication of this pattern (and other results) in a preregistered experiment (N=807). FEs are smaller but still sizeable at extreme probabilities. A meta-analysis (N=2518) confirms the reliability of the inverted-U pattern. We also assess how well 5 theories (PT, TAX, FTT, FTT with rounding, and PH) account for 7 features of the data. TAX edges out PT, which edges out the others. These results highlight the value of assessing an effect's generalizability.

Session #4 Track A: Policy/Nudges - Friday 2:15 pm - 3:15 pm

When Should Governments Invest More in Nudging? Revisiting Benartzi et al. (2017)

Tor, Avishalom (University of Notre Dame); Klick, Jonathan (University of Pennslyvania)

Highly influential recent work by Benartzi et al. (2017) argues that nudges often offer more cost-effective means than traditional interventions for changing individual behavior and that governments and organizations should therefore invest more in nudging. Yet this article demonstrates that these authors' calculations mistakenly exclude key cost elements and include mere transfers, to the systematic advantage of nudges, thereby biasing their results. Benartzi et al. (2017) also reach the wrong policy conclusions because they employ cost-effectiveness analysis to answer a question that can only be resolved through cost-benefit analysis.

Two Lessons for Nudge Scalability: Evidence from the Randomized Controlled Trials

Saccardo, Silvia (Carnegie Mellon University); Dai, Hengchen (University of California - Los Angeles); Han, Maria (University of California - Los Angeles); Raja, Naveen (University of California - Los Angeles); Vangala, Sitaram (University of California - Los Angeles); Croymans, Daniel (University of California - Los Angeles)

Using data from 2 RCTs we designed to nudge COVID-19 vaccinations (N=187,134 & 149,720) and 111 nudge RCTs run by academics and a government agency (total N= 22 million), we identify novel factors that help explain why nudges that seem to work in some evaluations fail in others. First, nudges' estimated efficacy is higher when outcome measures are narrowly (vs. broadly) defined and collected over a shorter (vs. longer) horizon. Second, nudges' impact is smaller among individuals with lower baseline motivation to act. Considering how nudges' effectiveness is measured and who is nudged is key to reconciling discrepant findings in the literature and assessing the scalability of empirical results.

The Formality Effect

Linos, Elizabeth (Harvard Kennedy School); Lasky-Fink, Jessica (UC - Berkeley); Larkin, Chris (U of London); Moore, Lindsay (BIT - Washington D.C.); Kirkman, Elspeth (BIT - London)

Despite a growing evidence base on the efficacy of behaviorally-informed government communications, there is little rigorous evidence on the impact of information presentation. Across six studies (total N = 211,248), we provide evidence of a "Formality Effect": more formal government communications yield higher average response rates, and are perceived as more important and credible, especially among residents with relatively low trust in government. This effect is in direct contrast to experts' predictions: in an online survey of 351 researchers and practitioners, respondents overwhelmingly predict that informal communications will be more effective than formal communications.

Session #4 Track B: Negotiation & Conflict - Friday 2:15 pm - 3:15 pm

Is Transparency Enough? The Effect of Historical Pay Information on Negotiations

Dai, Hengchen (UCLA); Long, Xiaoyang (University of Wisconsin); Zhang, Dennis (Washington University in St. Louis)

Pay transparency is often assumed to reduce pay inequality by prompting underpaid workers to negotiate. We test how historical peer pay information affects pay negotiations in 3 field and lab studies. Contrary to predictions of the prior literature, workers negotiate more not only when learning that they are offered lower pay than others, but also when learning that they are paid the same as others. Consequently, our behavioral model and simulations reveal that pay transparency may surprisingly amplify pay inequality by prompting workers who are already highly paid to ask for more. Our work highlights that pay transparency may not be a panacea for pay inequality.

Disagreement is a short-hand for poor listening: People judge listeners who disagree with them to be worse listeners and less open-minded than listeners that agree with them

Ren, Zhiying (University of Pennslyvania); Schaumberg, Rebecca (University of Pennslyvania)

If a person says, "I hear what you are saying, but I think differently", is the person a bad listener? Across three preregistered studies (N total = 811), we find that speakers believe listeners who agree with them are better and more open-minded than listeners who disagree with them, even when the objective listening quality is held constant. We document this effect in a variety of conversational contexts (e.g., polarized conversation, organizational decision-making). We propose that this effect could be explained by a naive-realism perspective. We discuss the implications of this effect for understanding political polarization and facilitating effective collaborative decision-making.

"I Avoid Negotiating Because I Care": Negotiation Avoidance Due to (Inflated) Concern about Jeopardizing a Deal

Hart, Einav (George Mason University); Bear, Julia (Stony Brook University)

Despite potential economic benefits of negotiating, people are often reluctant to negotiate. Across preregistered studies, including field data from managers and career advisors, and experiments, we show that people avoid negotiation not because they are indifferent, but precisely because they care greatly about outcomes and are concerned that negotiation could jeopardize a deal. We show that this concern about jeopardizing a deal reflects a flawed mental model: The concern is inflated compared to the actual likelihood of counterparts walking away. We identify informational interventions that decrease the inflated concern about jeopardizing a deal, and in turn, reduce negotiation avoidance.

Session #4 Track C: Decision Analysis - Friday 2:15 pm - 3:15 pm

A Test of Recursive Models of Ambiguity Aversion

Kieren, Pascal (Heidelberg University); Gertsman, Gleb (Tilburg University)

We study agents' preferences for ambiguity resolution in dynamic environments. We first demonstrate that popular recursive models of ambiguity make different predictions regarding the timing and graduality of ambiguity resolution. We then test the models' performance in an extension of the original Ellsberg (1961) experiment. Our results show a strong interdependence between ambiguity attitudes and preference for the timing and graduality of ambiguity resolution, consistent with the smooth model of ambiguity (Klibanoff et al., 2009). The interdependence that this paper identifies is of interest both conceptually and practically especially for researchers using these models in applications.

Combining Judgmental Forecasts With Base Rates To Improve Decision Making: A Data-Driven Application To 20 Years Of Drug Development Predictions

Palley, Asa (Indiana University Bloomington); Satopaa, Ville (INSEAD); Grushka-Cockayne, Yael (University of Virginia); Persinger, Charles

We propose a method to adjust expert probability judgments based on a behavioral model of imperfect belief updating. The model allows for the possibility that experts either remain too close to or move too far away from a prior reference probability, and prescribes a context-specific degree of adjustment to counteract any such bias. We apply the method to real expert forecasts of the

probability of success in drug development. These experts are given a prior reference probability for the historical success rate of similar drugs in each phase of clinical trials and, after a group discussion, decide together on a probability. Holdout evaluation finds strong improvements in prediction accuracy.

Network Risk Dispersion: Do Network Characteristics influence Human Network Assessment?

Stroom, Martijn (Maastricht University); Rohde, Ingrid; Kessels, Roselinde (Maastricht University); Strobel, Martin (Maastricht University)

This study explored how humans perceive risk dispersion in networks. Heuristics assist subconscious guesstimating of network risk. We explore how humans perceive risk based on network characteristics. We find that the perceived risk is not solely based on the objective probability of risk, since easily assessable factors have stronger predictive values than the objective probability. Our results consolidate that humans' processing of risk in networks is not completely rational and also depends on the simple characteristics of these networks. The often-complex mental calculation of objective risk dispersion in networks is substituted by a heuristics-driven approach.

Session #5 Track A: Health and Healthcare - Friday 3:30 pm - 4:30 pm

Promoting Healthful Behaviors by Incentivizing Exploration for Health-Promoting Alternatives

Shavit, Yael (Technion-Israel Institute of Technology); Teodorescu, Kinneret (Technion-Israel Institute of Technology); Roth, Yefim (University of Haifa)

The current study addresses the reluctance to engage in healthy behaviors as a problem of insufficient exploration for healthy rewarding options. We present a new intervention focused on encouraging exploration of new healthy alternatives rather than incentivizing repeated healthy behaviors. In a pilot intervention, we found that incentivizing exploration led participants to try more new and varied salads, which they continued to consume one year after the intervention ended. In a follow-up study that included a larger number of participants, we used limited changing menus to encourage exploration and found that this method effectively promoted exploration without monetary incentives.

A Wake Up Call: The Effect Of Nightshifts On Physicians' Decision Making

Choshen-Hillel, Shoham (The Hebrew University of Jerusalem); Gordon-Hecker, Tom (Ben-Gurion University of the Negev); Israel, Salomon (The Hebrew University of Jerusalem); Caruso, Eugene (University of California - Los Angeles); Perry, Anat (The Hebrew University of Jerusalem); Gileles-Hillel, Alex (The Hebrew University of Jerusalem)

Adequate pain management is one of the biggest challenges of the healthcare system. Physicians must assess patient subjective pain and integrate medical factors to decide whether to prescribe a pain medication and which one. We hypothesized that nightshifts affected physician pain management decisions by impairing their empathy for pain. We studied physicians' decisions in a controlled experiment (N=67 physicians) and in medical decisions in the field (N=13,482 hospital discharge notes). As predicted, following a nightshift, physicians showed reduced empathy for pain and prescribed fewer analgesics. We consider the implications for sleep deprived individuals and for organizations.

Do physicians interpret cumulative risk curves accurately?

Neth, Hansjoerg (University of Konstanz); Ehmann, Nina (University of Konstanz); Streeb, Dirk (University of Konstanz); Rhiem, Kerstin (Other); Schmutzler, Rita K. (Other); Gaissmaier, Wolfgang (University of Konstanz)

Increasingly available personalized disease predictions based on genetic risk factors require good risk counselling. For instance, women with BRCA mutations have a vastly increased risk of breast cancer and face dramatic treatment decisions. An accurate understanding of their risk is crucial and can be derived from cumulative risk curves that depict their likelihood of cancer by age. Physicians (N = 294) failed to interpret such curves correctly and made predictable mistakes that over- or underestimated risk. Tailored visualizations increased accuracy, but did not yield comprehension transfer. Thus, interactive tools that tailor and individualize representations may be required in practice.

Session #5 Track B: Moral Judgment/Ethics - Friday 3:30 pm - 4:30 pm

Asymmetric Reactions to Erroneous Punishments and Rewards

Rude, Eitan (University of California - Los Angeles); Shaddy, Franklin (University of California - Los Angeles)

Punishments and rewards are intended to discourage negative behaviors and encourage positive ones. But mistakes happen. Sometimes the deserving are not punished or rewarded (false negatives), and other times, the undeserving are (false positives). Which is worse, when, and why? For punishments, we find that people care more about preventing false negatives than fixing them. For rewards, the opposite holds: people care more about preventing false positives than fixing them. These findings help shed light on why real-world policies can often seem inconsistent in prospect vs. retrospect (e.g., calls for "tough-on-crime" reforms in prospect vs. support for "innocence projects" in retrospect).

People acknowledge and condone their own morally motivated reasoning

Cusimano, Corey (Yale University); Lombrozo, Tania (Princeton University)

Prominent models of belief formation claim that people operate under an "illusion of objectivity"; such that they nearly always take their beliefs to have been formed impartially. We identify an exception in the domain of morally motivated reasoning. Across two studies (N = 1,766), we found that when evaluating scientific evidence, participants engaged in morally motivated skepticism of morally risky beliefs (e.g., race-based differences), acknowledged that they had done so, and judged their motivated reasoning to be ideal reasoning. Motivated reasoning is not always the result of unconscious processes; it can also result from conscious norms for reasoning that reject impartiality.

Signals of Virtue and When they Backfire: How Honesty Badges Provide Cover for Dishonesty

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

Organizations have begun using public signals of virtue (e.g., honesty badges) to incentivize good behavior. In six studies (N=2047), we show that, although people expect badges to motivate honesty (Study 1a), they can backfire by giving cover to dishonest individuals. Workers will engage in the minimum amount of honesty needed to earn honesty badges and behave dishonestly elsewhere (S1b). Honesty badges benefit dishonest workers by making them appear more honest relative to no-badge controls (S1c). Removing badges "abilities to provide cover" by clarifying how they were earned“prevents backfiring (S2a & S2b). These effects extend to real-world badge policies like Open Science badges (S3).

Session #5 Track C: Prediction and Algorithms - Friday 3:30 pm - 4:30 pm

Effective but unappreciated: People adopt algorithmic advice, but do not value this help

Bereby-Meyer, Yoella (Ben-Gurion University of the Negev); Rabinovitch, Hagai (Ben-Gurion University of the Negev); Budescu, David (Fordham University)

Candidates' selection is often affected by irrelevant factors like gender or race, and people fail to adjust their predictions accordingly. An algorithm based on a regression model can account for the irrelevant information by treating it as a suppressor variable. In four studies, we found that participants followed algorithms' and humans' advice to the same extent, which improved their choices compared to participants deciding by themselves. Yet, they strongly rejected algorithms and preferred human advisors as a means for selecting candidates in general. Despite algorithms' ability to correct for irrelevant information, people do not appreciate such assistance.

When and why implementing bad AI algorithms feels worse than self-initiating them

Shlomo, Bar (Ben-Gurion University of the Negev); Moran, Simone (Ben-Gurion University of the Negev); Schurr, Amos (Ben-Gurion University of the Negev)

Algorithm regulation i.e., the question of who is authorized to decide which algorithms to implement, portrays a key ethical debate regarding AI. We focus on AI programmers, who play a central role in AI deployment processes. Findings of 4 studies suggest that compared to Low-agency programmers who are instructed which algorithm (deontological or utilitarian) to implement, high agency programmers who freely choose which algorithm to employ, engage in a pre-justification process, and are thus better equipped to overcome cognitive-dissonance when encountering fatal unfavorable outcomes, and feel less responsibility, guilt, and regret about both their programming and the outcome.

Predicting Against Judgment: When People Fail to Predict What They Believe to be Most Likely to Arise

Sun, Chengyao (Washington University in St Louis); LeBoeuf, Robyn (Washington University in St Louis)

People often predict the outcome of an event from a set of possible outcomes. Normatively, people should pick whichever they believe to be the most likely outcome as their prediction. We document a robust disconnect between what people predict and what they believe to be most likely to arise. We find that people consider not only which outcome is most likely relative to other outcomes but also whether the most likely outcome is likely to happen in an absolute sense. When the most likely outcome has a low (vs. high) likelihood of happening, people less often choose the most likely outcome as their predictionâ€”even though they still know this outcome is the most likely outcome to arise.

2022 SJDM Conference Paper Abstracts

SATURDAY NOVEMBER 12, 2022

Session #6 Track A: Prosocial Behavior - Saturday 8:15 am - 9:15 am

The Honeymoon Fund Effect: How do Choices Promote Giving Behavior?

Yin, Siyuan (University of Pennslyvania); Sharif, Marissa (University of Pennslyvania)

Many fundraising programs only list the total amount of their goals. However, recently in the wedding industry, websites allow newly married couples to set up a honeymoon fund. Honeymoon funds are cash registries, which often break up the trip into a series of smaller expenses, such as travel, lodging, and experiences. Guests can then choose which expense to contribute to. In this research, we examine whether the idea behind these websites is effective; does allowing people to choose from the breakdown of costs increase giving? We find that givers respond more generously when they can choose compared to when they cannot because they perceive their contribution to be more helpful.

When Donation Feels Like Volunteering, People Give: A "Donateer" Fundraising Method

Yang, Adelle (National University of Singapore); Urminsky, Oleg (University of Chicago)

Eight preregistered experiments (N = 4,586) show that a "donateer fundraising method" asking people to donate income from a dedicated future session of their regular work increases donations relative to standard donation appeals that ask directly for a monetary gift of the same value. We find the donateer method is more effective primarily because it evokes more positive emotions, those that are typically associated with a volunteering experience. The experiments support the emotion mechanism and rule out alternative explanations, including time vs. money-associated mindsets, different charity perceptions, perceived impact, and the signaling of moral image.

Collective Streaks Motivate Prosocial Behavior

Levari, David (Harvard University); Norton, Michael (Harvard University)

We introduce a novel way to encourage prosocial behavior: highlighting collective streaks across individuals (e.g., "the last X people in a row have done it"). In six experiments (N = 6,619), asking people to join an ongoing streak of workplace volunteers or donors was more effective than describing a high percentage (e.g., "X% of people have done it"), because streaks increased feelings of personal impact and predicted future donation rates. While many streaks in everyday life and organizations involve people who know each other, collective streaks can be effective even when their members are anonymous, and offer a way to encourage prosocial behaviors that are not already popular.

Session #6 Track B: Inequality & Exclusion- Saturday 8:15 am - 9:15 am

Gatekeeping of Identity and Group Membership

Weingarten, Evan (Arizona State University); Gershon, Rachel (University of California - San Diego); Bhattacharjee, Amit (INSEAD)

Who defines identity or group membership, and how do we perceive those who exclude (vs. include) outsiders? Five preregistered studies (N=2,566) and ratings of field stimuli find that excluders (gatekeepers) are seen as less likeable but more committed to their group (vs. those who are inclusive to outsiders). These perceptions depend on candidate fit and group is defined by "sacred values". While gatekeeping increases perceived commitment only when the applicant is a bad fit with the group's values, it reduces likeability regardless of fit. However, people who hold group values sacred favor gatekeeping more and reward exclusive group leaders with increased support and actual donations.

Public Awareness of Algorithmic Racial Bias Worsens Racial Inequality

Zhang, Shunyuan (Harvard University); Yang, Yang (University of Florida)

While public awareness is important for compelling companies and policymakers to address the issue of algorithmic bias, we discover an unintended consequence of raising awareness: When people learn that certain algorithms are biased, they overgeneralize the information, treating "good" (i.e., fair and beneficial) algorithms as biased, too. An analysis of a longitudinal Airbnb dataset reveals that awareness of algorithmic racial bias widened the racial gap in the usage of Airbnb's Smart Pricing, a "good" algorithm, by 61.2%. Controlled experiments confirm that raising awareness of algorithmic racial bias can deter Black consumers (but not white consumers) from using "good" algorithms.

Economic segregation reduces concern about economic inequality

Davidai, Shai (Columbia University); Goya-Tocchetto, Daniela (Duke University); Lawson, Asher (Duke University)

Five studies find evidence that economic segregation - "the geographical separation of people with different economic means" - reduces concerns about inequality. Combining archival and experimental methods, we show that when the rich and the poor are segregated from each other, people are less likely to engage in social comparisons and are therefore less likely to notice and be concerned by economic inequality. Importantly, we find that this is true even when people are exposed to the same levels of inequality, poverty, or wealth, suggesting that segregation in and of itself affects judgments of inequality.

Session #6 Track C: Cognitive Biases- Saturday 8:15 am - 9:15 am

Less-Is-More Belief and Heuristic Aversion

Reb, Jochen (Singapore Management University); Masters-Waage, Theodore (Singapore Management University); McGuire, Jack (National University of Singapore)

In three pre-registered experiments we 1) establish the presence of heuristic aversion, 2) examine whether this effect is mediated by perceptions of accuracy and speed, and 3) investigate "more-is-more" vs "less-is-more" beliefs as a possible moderator. In all three studies we asked participants with hiring experience to indicate which strategy (i.e., inference vs. multiple regression) they would prefer to use in making the hiring decision between two job candidates. Overall, the findings provide strong evidence for a heuristic aversion in hiring decisions, that is mediated by perception of accuracy and moderated by the belief that "less-is-more".

Big Data Bias

Vosgerau, Joachim (Bocconi University); Scopelliti, Irene (City University of London); Giambastiani, Gaia (Vrije Universiteit Amsterdam)

We show that as sample size increases, decision-makers with varying levels of expertise are more likely to erroneously interpret correlational evidence as indicative of causation. They do so because they believe that increasing data quantity necessarily increases data quality, neglecting the dramatic benefits of random assignment, and because they have difficulties applying the abstract principle that "correlation does not imply causation" to specific contexts. Advocates of the big data revolution claim that "with enough data, the numbers speak for themselves" (Anderson, 2008) irrespective of the process generating the data. Our results show that this is a dangerously misleading belief.

Control Group Neglect

Voichek, Guy (Imperial College London); Dhar, Ravi (Yale University); Frederick, Shane (Yale University)

The benefits of treatments or services are often assessed by comparing a treatment group (who receives the treatment or service) and a control group (who does not). Accordingly, any analytic decisions that serve to increase the apparent performance of the treatment group or depress the apparent performance of the control group can exaggerate the apparent effect. We show that analytic decisions that affect control group data evoke less concern and receive less scrutiny than analogous decisions regarding treatment group data. We discuss origins and implications of this asymmetry as well as ways to reduce it.

Session #7 Track A: Time and Preferences - Saturday 9:30 am - 10:30 am

Anticipatory Utility and Intertemporal Choice

Thakral, Neil (Brown University)

This paper presents a theory of intertemporal choice based on utility from anticipation of future consumption. Following psychological and neural evidence, the model posits that decision makers initially focus on the most tempting alternative in their

choice set and experience gain-loss utility from looking forward to future consumption. When evaluating a consumption stream, the decision maker chooses a level of anticipation each period, and anticipatory utility exhibits reference dependence with respect to their previous level of anticipation. The model explains a large collection of existing empirical and experimental evidence on intertemporal choice and makes new predictions.

How well do laboratory-derived estimates of time preference predict real-world behaviors? Comparisons to four benchmarks

Bartels, Daniel (University of Chicago); Li, Ye (University of California - Riverside); Bharti, Soaham (University of Chicago)

A large literature implicates time preference as a predictor of a wide range of behaviors, because most behaviors involve sooner and delayed consequences. We aimed to provide the most comprehensive examination to date of how well estimates of time preference relate self-reports of 36 behaviors, ranging from retirement savings to flossing, in a test-rest design over 4.5 months (N = 1308). We found time preference was modestly associated with about half of the 36 behaviors we measured, even after controlling for 15 covariates. Moreover, time preference researchers (N = 55) overestimated its predictive power. We discuss implications of invoking time preference as a predictor of behavior.

Value(s) of Time: How People Decide to Work for Money

Smitizsky, Gal (University of California - San Diego); Liu, Wendy (University of California - San Diego); Gneezy, Uri (University of California - San Diego)

We examine how people assign monetary value to their time in a labor context. In theory, the exchange rate between time and money is invariant to the elicitation method. In contrast, we find time valuation to directly depend on whether the payment structure is defined by a fixed amount of money or a fixed amount of time. When the task fixes the money earned (vs. time worked), people become more sensitive to the pain of their effort, resulting in divergent wage demands. Results provide a deeper understanding of how individuals value their time and when the quality of the time spent matters, with implications for wellbeing.

Session #7 Track B: Diversity - Saturday 9:30 am - 10:30 am

Demographic "Stickiness": The Demographic Identity of Departing Group Members Influences Who Is Chosen to Replace Them

Chang, Edward (Harvard University); Kirgios, Erika (University of Chicago)

People tasked with replacing a departing group member are disproportionately likely to choose a replacement with the same demographic identity, leading to demographic "stickiness" in group composition. We find evidence of this effect in U.S. federal judge appointments, board director selections, and experiments. The propensity to select new group members based on demographic resemblance to their predecessors suggests that demographic change in organizations will be slow, but increases in diversity will persist longer than might otherwise be expected.

Insider versus Outsider Perceptions of Group Diversity

Rai, Aneesh (University of Pennslyvania); Kirgios, Erika (University of Chicago); Milkman, Katherine (University of Pennslyvania)

We propose an important hurdle preventing organizations from diversifying is their ability to accurately diagnose a lack of diversity in their ranks. We theorize that people who belong to or create groups ("insiders") perceive their groups to be more diverse than outside observers ("outsiders"). Across two pre-registered experiments (N=2,787), we find that participants judge groups they created (i.e., "insiders") to be more diverse and less in need of further diversification than outsider participants with no role in the group (i.e., "outsiders"). Our findings provide new evidence to help explain why some organizations may do less than is necessary to increase the diversity of their ranks.

Large-Scale Inclusion Training for Online Community Moderators

Zhao, Xuan (Stanford University); Hamedani, MarYam (Stanford University); Lee, Cinoo (Stanford University); Markus, Hazel (Stanford University); Eberhardt, Jennifer (Stanford University)

Maintaining civil and inclusive conversations is a persistent challenge for online communities. In collaboration with a large social networking platform, we report the first attempt to introduce a short online bias and inclusion training course for volunteer community moderators and a large-scale, preregistered field study (N = 297,322) to examine course engagement and effectiveness.

Among four messaging strategies, "facilitate respectful conversation" was the most effective in mobilizing people to participate in this course and appealed across the political divide. Furthermore, completing the course successfully led to both immediate attitude change and long-term behavior change.

Session #7 Track C: Learning and Attribution - Saturday 9:30 am - 10:30 am

Talent Spotting in Crowd Prediction

Atanasov, Pavel (Pytho); Himmelstein, Mark (Fordham University)

How can we spot skilled forecasters? Study 1 provides a literature review and summary of over 40 skill-spotting measures, listed in five categories: accuracy-related, intersubjective, behavioral, dispositional and expertise-based. Intersubjective, behavioral and performance-based measures exhibit strong correlations with accuracy, while self-reports on thinking-style dispositions and expertise do not. Study 2 replicates these findings by pitting a subset of measures across the five categories in a direct comparison. A LASSO model provides a parsimonious set of predictors that include proxy scores and belief updating measures.

Chasing Fictitious Variation: Random Outcomes are Attributed to Skill in Competitive Environments

Brimhall, Craig (University of California - Los Angeles); Tannenbaum, David (University of Utah)

We examine how decision makers often fail to appreciate that as competitions become increasingly skilled, chance plays an increasingly important role in deciding who wins. The reason for this "paradox of skill" is simple: competition removes low performers which reduces the variation in skill among those who remain and thus random variation plays a greater role in determining outcomes. In seven studies we show people misunderstand this relationship because when assessing outcome randomness individuals focus on absolute skill instead of relative differences in skill. As a result, when competitors are highly competent but equally skilled, people view outcomes as more predictable than they are.

Learning From the Best (and Worst): Comparative Learning Improves Performance but is Undervalued

Jeong, Martha (Hong Kong University of Science and Technology); Dong, Sherry Xiawei (Hong Kong University of Science and Technology)

We frequently attempt to learn from other's experiences, particularly successful others. While learning from successes appears reasonable, our research demonstrates these preferences are suboptimal. Our studies show those who viewed exemplars underperformed compared to those who simultaneously learned how someone failed and succeeded. Not only do people undervalue comparative learning, they develop a false sense of confidence when basking in the glory of others' success. Our research suggests we can increase people's chances of reaping the benefits of comparative learning by highlighting the dichotomous nature of the feedback and increasing the salience of learning, over performance, goals.

Session #8 Track A: Consequences of Timing - Saturday 1:00 pm - 2:00 pm

When the Unexpected Happens: How People Respond to Unbudgeted Time Savings

Trupia, Maria Giulia (University of California - Los Angeles); Engeler, Isabelle (IESE Business School)

As people suffer from time famine, one might expect that unexpected time savings should make people happy. However, five preregistered studies show that whereas finishing a task later than planned significantly decreases happiness, finishing the task earlier by the same amount of time does not substantially increase happiness. This numbness to windfalls is specific to time "monetary savings increase happiness significantly more than time savings" and holds when controlling for outcome quality. We uncover one reason for this numbness to time windfalls: People seem to fail to reinvest them. Crucially, people overpredict how happy they would feel when saving time.

The Streak-End Rule: Evidence from a Large-Scale Natural Field Experiment With Volunteer Crisis Counselors

Kang, Polly (National University of Singapore); Daniels, David (National University of Singapore); Schweitzer, Maurice (University of Pennslyvania)

We examine how the content and order of past experiences causally influence future behaviors by 14,383 volunteer crisis counselors, who were repeatedly and randomly assigned to perform 1,976,649 prosocial behaviors that were either harder (suicide conversations) or easier (non-suicide conversations). Content of past experiences mattered: Harder (versus easier) behaviors encouraged quitting. But order of past experiences also profoundly mattered: Harder behaviors caused disproportionately more

quitting if they came in long "streaks" or at the "end". Our results suggest a reordering intervention which avoids the creation of hard "streaks" would reduce volunteer quitting by 22%, saving lives.

The Effect of Time of Day on Extremity Bias in Online Reviews

Haghighi, Nasir (Washington State University); Sepehri, Amir (ESSEC Business School); Jami, Ata (Kellogg School of Management); Kouchaki, Maryam (Kellogg School of Management)

The precision of information processing is subject to cognitive limitations and it is an open question whether deciders have the meta-cognitive awareness to adapt their risk-taking to these limitations. To test this, we conducted studies in which participants estimated the means of number distributions from sequential samples and bet on their estimation accuracy. As a result, participants integrated highly variable information more imprecisely. Crucially, participants' risk-taking behavior was adapted to this pattern of imprecision, while deviating from the predictions of Bayesian models. Thus, it is important to account for cognitive limitations to understand risk-taking.

Session #8 Track B: Work - Saturday 1:00 pm - 2:00 pm

Workplace Competition and the Desire for Uniqueness

Smith, Samantha (Harvard University); Chang, Edward (Harvard University); Kirgios, Erika (University of Pennslyvania); Milkman, Katherine (University of Pennslyvania)

Across four preregistered studies (n=3,202), we find that intra-group competition increases people's willingness to join groups where they will be underrepresented along a given identity dimension (e.g., area of specialization, political affiliation). Via mediation and moderation, we show that desires for uniqueness help explain competition's effects on people's group selection preferences. These findings illuminate how competition drives desires for uniqueness in organizations, with implications for understanding when people's fundamental needs for belonging versus needs for uniqueness prevail in group selection decisions.

Remote Work

Sherlock, Joseph (Duke University); Daly, Michael (Duke University)

Detachment of work from place was a growing trend that the global COVID-19 pandemic greatly accelerated. Several large-scale studies suggest that remote work is associated with an increase in productivity. The Center for Advanced Hindsight worked with partners to understand the ecosystem within which people work remotely and improve it using behavioral science. Overall, respondents expressed the desire to spend more of their time working remotely after COVID-19. Intervening with home-office redesign seems promising to boost productivity for individuals who lose productivity with remote work.

The "Detachment Paradox": Employers Recognize the Benefits of Detachment for Productivity, yet Penalize it in Employee Evaluations

Buechel, Eva (University of South Carolina); Solinas, Elisa (University of Southern California)

Psychological detachment from work increases worker wellbeing and productivity and should thus be encouraged. However, we highlight a cognitive bias that leads to a "Detachment Paradox". Despite recognizing the benefits of detachment for worker wellbeing and productivity, managers penalize detaching workers in worker evaluations because they perceive them as less commited. Workers, aware of the penalty, avoid detaching acrivities when employee evaluation is salient, match detaching behaviors to company norms, and are reluctant to share detaching activities with employers. We propose interventions to reduce the detachment penalty in an attempt to break a reinforcing culture of non-detachment.

Session #8 Track C: Managerial/Group Decision Making - Saturday 1:00 pm - 2:00 pm

Organizational Accountability Systems and Managerial Risk-Taking

Faro, David (London Business School); Gurdamar Okutur, Nazli (KoÃÂ University)

Managers are often reluctant to take risks, even when those are warranted and may benefit the organization. In other cases, however, there is excessive risk taking. We show that the performance evaluation system of an organization affects managerial risk-taking. Using 3 online studies and 1 field study, we show that decision-makers tend to take less risk when they expect to be evaluated by the results of their decisions rather than by the process that led to those decisions. However, when decision-makers

carry past losses, and when taking risk could offset these losses, holding them accountable for results (vs. process) increases the tendency to take risk.

Are managers good at using the sunk-cost effect as a nudge? A misinfluence perspective on 'escalation of commitment'•

Goh, E-Yang (National University of Singapore); Daniels, David (National University of Singapore)

Many current theoretical perspectives suggest that managers will be good at strategically leveraging others' decision biases to influence them. A common bias is the sunk-cost effect, where individuals are more likely to choose a course of action merely because resources were previously invested in it. In a series of experiments, we tested how good managers are at strategically using the sunk-cost effect as a nudge to influence others' commitment levels in desired directions. In contrast to theoretical predictions, we find that managers often fail to optimally use the sunk-cost effect to nudge others in desired directions, supporting an emerging "misinfluence perspective" on influence.

Pivotal voting: The opportunity to tip group decisions skews juries and other voting outcomes

Winet, Yuji K. (University of Chicago); Davenport, Diag (University of Chicago)

Many important policy decisions are made by small groups of people with the hope that a collective process will yield better and fairer decisions. But how do group members get swayed away from voting for what they initially believe and into what simply gets the group to a decision? Across four studies (N = 4,657), we present evidence from real U.S. juries and online labs to show that pivotal voters often vote merely to help their group reach a decision, which can lead to drastically different group outcomes (e.g., convictions instead of hung juries). We demonstrate that our effect is influenced by inferences about responsibility for outcomes. Policy implications are discussed.

Session #9 Track A: Estimation - Saturday 2:15 pm - 3:15 pm

What's in a Sample? How Sampling Information Affects Epistemic Uncertainty and Risk-Taking

Olschewski, Sebastian (University of Basel); Scheibehenne, Benjamin (Karlsruhe Institute of Technology)

The precision of information processing is subject to cognitive limitations and it is an open question whether deciders have the meta-cognitive awareness to adapt their risk-taking to these limitations. To test this, we conducted studies in which participants estimated the means of number distributions from sequential samples and bet on their estimation accuracy. As a result, participants integrated highly variable information more imprecisely. Crucially, participants' risk-taking behavior was adapted to this pattern of imprecision, while deviating from the predictions of Bayesian models. Thus, it is important to account for cognitive limitations to understand risk-taking.

Preparing for the best as much as the worst: Decision-makers ignore the probability of outcomes when making backup plans

Ryan, William (University of California - Berkeley); Baum, Stephen (University of California - Berkeley); Evers, Ellen (University of California - Berkeley)

People often must plan for the worst. They purchase product warranties, insure their homes, and proactively make backup plans. All else equal, people should be willing to pay more to hedge against bad outcomes when those bad outcomes are more likely to occur. For example, flood insurance should be more attractive to a homeowner in Florida than in Arizona. In 7 studies (N = 3,163) we find that participants almost fully ignore probably information and dramatically overinvest in hedges that are unlikely to be needed while underinvesting in hedges that are likely to be helpful.

What is 'Average'?

Howard, Ray (Texas A&M University); Shiri, Amin (Texas A&M University)

In the present research we test the hypothesis that when people encounter a positively (negatively) skewed distribution of outcomes over time, their perception of what is average systematically underestimates (overestimates) the true mean. This hypothesis is supported by twenty pre-registered experiments (N = 8,748).

Session #9 Track B: Behavioral Ethics - Saturday 2:15 pm - 3:15 pm

Willful ignorance: a meta analytic review

Vu, Linh (University of Amsterdam); Soraperra, Ivan (University of Amsterdam); Leib, Margarita (University of Amsterdam); van der Weele, JoÃ«l (University of Amsterdam); Shalvi, Shaul (University of Amsterdam)

People sometimes avoid information about the impact of their action as an excuse to be selfish. Such "willful ignorance" reduces prosociality and has detrimental effects. We report the first meta-analysis on willful ignorance, analyzing 33,603 decisions made by 6,531 participants. Results reveal the ability to avoid information decreases prosociality by 28%, even if participants can easily acquire information. About 40% of the observed ignorance is committed by reluctant altruists who use ignorance to excuse selfishness. We investigate the boundary conditions of willful ignorance and address implications of our findings on who engages in willful ignorance, as well as when and why.

Material Scarcity and Unethical Economic Behavior: A Systematic Review and Meta-Analysis

Truelsen Elbaek, Christian (Aarhus University); Mitkidis, Panagiotis (Aarhus University); AarÃ¸e, Lene (Aarhus University); Otterbring, Tobias

Individuals around the globe experience different forms of resource scarcity. While experiences of scarcity have been shown to make people focused on regaining resources, findings on how scarcity affects moral behavior remain mixed. In this meta-analysis, we evaluate how material scarcity affects moral economic behavior, by analyzing a comprehensive dataset (k=44, N=6,921) across four distinct types of scarcity. We find that acute scarcity increases the propensity to engage in unethical behavior. Importantly, we find no evidence that low social class affects unethical behavior. We discuss how these findings advance our understanding of the psychological and moral consequences of scarcity.

The Good in Evil: Decision-Makers Overestimate the Reputational Costs of Necessary Evils

White, Michael (Columbia University); King, Stacia (Stanford University); Levine, Emma (University of Chicago)

Decision-makers often have opportunities to commit necessary evils (i.e., behaviors that cause harm to produce a benefit). In two novel incentive-compatible games, we find that decision-makers underestimate targets' appreciation of necessary evils. Decision-makers focus on the immediate harm they cause, whereas targets focus on the instrumental benefits that result. Consequently, targets judge decision-makers who commit necessarily evils more positively than they expect. This research suggests that everyday necessary evils may not be as costly as past work on deontological-utilitarian dilemmas has assumed, and highlights how harm aversion can bias decision-makers' social expectations.

Session #9 Track C: Attention and Memory - Saturday 2:15 pm - 3:15 pm

Attention Constraints and Learning in Categories

Bhui, Rahul (Massachusetts Institute of Technology); Jiao, Peiran (Maastricht University)

Decision makers may cope with attention constraints by processing information at the simpler level of a category. We test whether this category focus stems from an adaptive response to attention constraints, as predicted by seminal theories, in five preregistered experiments using an information sampling paradigm with mousetracking. Consistent with rational principles, we find that people focus more on category-level information when individual differences are small, when time constraints are more severe, and when the category contains more members. Our results thus substantiate core elements of influential theories of categorical information processing.

A Framework for Jointly Modeling Attentional and Decision Processes in Choice

Wall, Daniel (University of Pennslyvania); Bhatia, Sudeep (University of Pennslyvania)

We propose a computational framework for modeling attentional and decision processes. Within the framework, we implement 63 existing and new decision models, and a new attentional model. Our combined attention and decision models can predict what people sample, when they terminate choice, and which option they choose. We evaluate our models on eye-movement and choice data from five experiments in three domains: risk, time, and effort allocation. Our findings reveal the core mechanisms at play in choice and resolve recent theoretical debates on the interplay of attention and choice. In doing so, they provide new insights on how researchers can model complex choice processes.

A Framework for Modeling and Explaining Everyday Memory-Based Decisions

Aka, Ada (University of Pennslyvania); Schatz, Lionel (University of Pennslyvania); Bhatia, Sudeep (University of Pennslyvania)

We study how people retrieve and choose between hundreds of choice items stored in memory. Our approach combines leading theories of memory search and decision making, with new techniques from data science (which allow us to derive representations for everyday choice items, and model individual-specific preferences and retrieval tendencies). We successfully describe the items that are retrieved from memory in naturalistic settings and can thus accurately predict choice even when memory processes are not directly observed. Our results show how established theories can be combined with new computational techniques, to predict and explain complex decision processes.

SJDM Poster Session #1

Friday, November 11; 5.00-6.00 pm

1. Anchoring the Advisor: Do decision makers induce cognitive biases in their advisors when asking for advice?
   Reif, Jessica (Duke University); Larrick, Richard (Duke University); Soll, Jack (Duke University)

2. Strategy Selection in Sequential Advice Taking
   Rebholz, Tobias R. (University of Tuebingen); Huetter, Mandy (University of Tuebingen); Voss, Andreas (Heidelberg University)

3. Decline, Adopt, or Compromise: A New Model of Advice Taking
   Himmelstein, Mark (Fordham University); Budescu, David (Fordham University)

4. How Evaluation Mode and Beneficiary's Emotional Expressions Affect Donations
   De Roni, Prisca (University of Padova); Caserotti, Marta (University of Padova); Pittarello, Andrea (Virginia Tech); Lotto, Lorella (University of Padova); Rubaltelli, Enrico (University of Padova)

5. Risky Prospects are Valued Differently in Isolation Versus in Comparison Contexts
   Cho, Kristine (University of California - Berkeley); Evers, Ellen (University of California - Berkeley)

6. How Mood Changes Judgments about Experiences: Happiness Leads People to Perceive Purchases as More Experiential than Material
   Oh, Hyewon (University of Illinois); Goodman, Joseph (Ohio State University); Vohs, Kathleen (University of Minnesota); Choi, Incheol (Seoul National University)

7. We’re Not All in This Together: Consumers Reactions to Empathy-based Advertisements During the COVID-19 Pandemic
   Brimhall, Craig (University of Utah); VanEpps, Eric (University of Utah); Bitterly, Thomas Bradford (Hong Kong University of Science and Technology); Nair, Neha (University of California - Los Angeles)

8. Connecting to Others: Loneliness Induces Anthropomorphism and Spending on Pets
   Derksen, Timothy (University of Alberta); Murray, Kyle (University of Alberta); Orazi, Davide (Monash University); Seenivasan, Satheesh (Monash University)

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

10. The long-term leader: When thinking about the future hurts short-term employees
    Somerville, Kaylee (Queen's University); Barling, Julian (Queen's University)

11. Consumer Choices Around Corporate Giving: Should Companies Prioritise Aid to the Most Effective Causes?
    Shine, Aaron (University of Bath)

12. Justification aversion: The road to stickier defaults?
    Banki, Daniel (Universitat Pompeu Fabra); Navarro-Martinez, Daniel (Universitat Pompeu Fabra)

13. Moral Wiggle Room in Consumption Scenarios
    Segal, Shoshana (New York University); Menon, Geeta (New York University)

14. Misinformation can undermine prosocial behavior in a public goods game
    Martel, Cameron (Massachusetts Institute of Technology); Druckman, James (Northwestern University); Rand, David (Massachusetts Institute of Technology)

15. The social impact of sharing economy: investigating the role of market vs. communal relationships
    Kuzminska, Anna (SWPS University of Social Sciences and Humanities); Gasiorowska, Agata (SWPS University of Social Sciences and Humanities); Narkun, Magda (University of Warsaw); Kasalka, Ola (University of Warsaw); Zaleskiewicz, Tomasz (SWPS University of Social Sciences and Humanities)

16. Honesty in Personal and Professional Life
    Kim, Yena (University of Chicago); Bitterly, T. Bradford (Hong Kong University of Science and Technology); Levine, Emma (University of Chicago)

17. Charitable Donation Theories in the Wild: Evidence from a Large Online Donation Platform
    Gordon-Hecker, Tom (Ben-Gurion University of the Negev); Morvinsky, Coby (Ben-Gurion University of the Negev)

18. Why reminders undermine impressions of genuine gratitude?
    Wang, Jiabi (University of Chicago); Chaudhry, Shereen (University of Chicago); Koch, Alex (University of Chicago)

19. Money Illusion for Others
    Majumder, Rajarshi (Grenoble Ecole de Management); Ziano, Ignazio (Grenoble Ecole de Management)

20. Anchoring Effect and Loss Aversion: Evidence from the Non-Fungible Token Market
    Wang, Yu (Cornell University)

21. Minimal Conditions for the Coexistence of Hoarding and Overbuying
    Zohar, Vered (Technion-Israel Institute of Technology); Teodorescu, Kinneret (Technion-Israel Institute of Technology); Erev, Ido (Technion-Israel Institute of Technology)

22. Ownership aversion: Self-signaling underlies preferences for consuming without owning
    MacDonald, Tyler (Boston University); Trudel, Remi (Boston University); Morewedge, Carey (Boston University)

23. Smartphone Use Decreases Trustworthiness of Strangers
    Campbell, Sandy (University of California - Berkeley); Gneezy, Uri (University of California - San Diego)

24. An Empirical Examination of Deeper Indicators of Choice Architecture Effectiveness
    Tanner, Braden (University of Oklahoma); Hoang, Gwen (University of Oklahoma); Mahmoud-Elhaj, Dana (University of Oklahoma); Asif, Muhammad (University of Oklahoma); Holt, Jenna (University of Oklahoma); Sabatini, David (University of Oklahoma)

25. Impact of Green-Energy Label on Food Healthiness Perception
    Paul, Iman; Mohanty, Smaraki (Elon University); Parker, Jeffrey (University of Illinois)

26. Validating a new tool for social scientists to collect data
    Wang, Liman (Fudan University); Nelson, Leif (University of California - Berkeley); Gao, Randy (New York University); Jung, Minah (New York University); Hung, Iris (The Chinese University of Hong Kong, Shenzhen)

27. Searching less in higher values: Experimental evidence and a threshold mechanism underlying the bias
    Rozenblit, Danielle (Technion-Israel Institute of Technology); Roth, Yefim (University of Haifa); Teodorescu, Kinneret (Technion-Israel Institute of Technology)

28. Predictors of Performance in Separating Valid Explanations from Conspiracy Theories
    Delarosa, Alyssa (University of Southern California); John, Richard (University of Southern California)

29. Quality in Context: Evidence that Consumption Context Influences User-Generated Product Ratings
    Meister, Matt (University of Colorado Boulder); Reinholtz, Nicholas S. (University of Colorado Boulder)

30. Biases in Resource Competition
    Hsee, Christopher (University of Chicago); Li, Xilin (China Europe International Business School); Imas, Alex (University of Chicago); Zeng, Ying (University of Toronto)

31. The Consumption Escalation Effect of Over-priced Permission Fees on Consumer Purchase
    Li, Bingjie (University of Warwick); Jia, Miaolei (University of Warwick); Lee, Nick (University of Warwick)

32. Hard to digest: people judge investments in both ethically-dirty and ethically-clean meat producers unfavorably
    Niszczota, Pawel (Poznan University of Economics and Business)

33. Reluctant to minimize: How order of evaluation influences punishment of moral transgressions
Geiser, Amanda (University of California - Berkeley); Silver, Ike (Northwestern University); Small, Deborah (Yale University)

34. Effects of cost salience and scarcity on sentencing judgments in experts and laypeople
Aharoni, Eyal (Georgia State University); Kleider-Offutt, Heather (Georgia State University); Brosnan, Sarah (Georgia State University); Nahmias, Eddy (Georgia State University); Hoffman, Morris (District Judge (ret.), State of Colorado.)

35. Experimental Overoptimism and the Focusing Illusion
Gandhi, Linnea (University of Pennslyvania); Manning, Ben (University of Pennslyvania); Duckworth, Angela (University of Pennslyvania); Kahneman, Daniel (Princeton University)

36. People prefer products with directionally consistent causal chains
Bharti, Soaham (University of Chicago); Sussman, Abigail (University of Chicago)

37. You Didnít Follow the Plan: People View Contracting COVID as Controllable and Blameworthy
Abreu, Luis (Duke University); Woolley, Kaitlin (Cornell University); Etkin, Jordan (Duke University)

38. Using drift-diffusion models to understand misinformation sharing behavior
Lin, Hause (University of Regina); Bear, Adam (Harvard University); Rand, David (Massachusetts Institute of Technology); Pennycook, Gordon (University of Regina)

39. Social Information Affects Risky Choices
Ostrovksy, Tehilla (University of New South Wales); Liew, Shi Xian (University of New South Wales); Newell, Benjamin (University of New South Wales)

40. Self-performance estimates in computationally-complex decision-making
Lu, Xiaping (University of Melbourne); Murawski, Carsten (University of Melbourne); Bossaerts, Peter (University of Melbourne); Suzuki, Shinsuke (University of Melbourne)

41. DIST: Developing a new model of mean estimation
Wort, Finnian (University of Warwick); Walasek, Lukasz (University of Warwick); Brown, Gordon D. A. (University of Warwick)

42. Metacognitive Accuracy in Detecting Political Misinformation
Geers, Michael (Max Planck Institute for Human Development); Fischer, Helen (Leibniz Institut fur Wissensmedien); Lewandowsky, Stephan (University of Bristol); Herzog, Stefan (Max Planck Institute for Human Development)

43. It's Only Fair when I Get a Good Price: The Effectiveness of Range Pricing Strategy Depends on the Final Price
Kim, Junha (Ohio State University); Malkoc, Selin (Ohio State University); Johnson, Lily (Ohio State University)

44. Just Between You and Me: Private Financial Transactions Signal Communal Traits and Enhance Other's Willingness to Cooperate
Chapman, Lennay (Florida International University); Valenzuela, Ana (Baruch College); Vohs, Kathleen (University of Minnesota)

45. When More is Not Better: Financial Constraints Jeopardize Sustainability by Increasing Preferences for Quantity
Wang, Yusu (University of Chicago); Sussman, Abigail (University of Chicago)

46. The Impact of Goal Uncertainty on Saving Decisions
Wang-Ly, Nathan (University of New South Wales); Newell, Ben R (University of New South Wales)

47. Fighting Fiscal Awkwardness: How Relationship Strength Changes Consumersí Approach to Resolving Peer Debt
Park, Alexander (Washington University in St Louis); Cryder, Cynthia (Washington University in St Louis); Gershon, Rachel (University of California - San Diego)

48. Disclosing Uncertain Outcomes: How Consumers React to Vague Language
Heck, Patrick (Consumer Financial Protection Bureau); Middlewood, Brianna (Fidelity)

49. Threshold versus Capped Price Promotions: The Asymmetric Effect of Equivalent Discounts on Sales
Yi, Shangwen (University of British Columbia); Allard, Thomas (Nanyang Technological University); Hardisty, David (University of British Columbia); Griffin Dale (University of British Columbia)

50. Temporal Frames of Life Expectancy
Tetik, Ozlem (London Business School); Faro, David (London Business School)

51. The Logged-In Shopper: How Consumer Identification Affects Purchase Behavior
Kim, Hyoseok (Southern Connecticut State University); Haeubl, Gerald (University of Alberta)

52. Too Much of a Good Thing: Frequent Checking Decreases Subjective Performance Evaluation
Duncan, Shannon (University of Pennslyvania); Sharif, Marissa A. (University of Pennslyvania); Etkin, Jordan F. (Duke University)

53. When Less is More: Adopting Consummatory Motives to Reduce Overconsumption
Hur, Elina (Cornell University); Woolley, Kaitlin (Cornell University)

54. The Level of Patience is Affected by Investment and Loan Framing in Intertemporal Choices
Yamamoto, Shohei (Hitotsubashi University); Shiba, Shotaro (Waseda University)

55. The Intention Behavior Gap: A Novel Measure
Wilson, Daniel (University of Toronto); Hutcherson, Cendri (University of Toronto)

56. The Impact of Peer Recognition on User-Generated Content for Social Network Platforms.
Zeng, Zhiyu (Tsinghua University); Dai, Hengchen (University of California - Los Angeles); Zhang, Dennis (Washington University in St Louis); Zhang, Heng (Arizona State University); Zhang, Renyu (CUHK Business School); Shen, Zuojun (University of California - Berkeley)

57. The effect of intolerance of uncertainty and time perspective on goal motivation
Bavolar, Jozef (Pavol Jozef Safarik University); Kacmar, Pavol (Pavol Jozef Safarik University)

58. Correcting mis-perceptions of political ingroup member's open-mindedness can increase political curiosity
Wallace, Laura (University of Chicago); Kashdan, Todd (George Mason University); Kelso, Kerry (Medical University of South Carolina); Craig, Logan (George Mason University); Gino, Francesca (Harvard University); McKnight, Patrick (George Mason University)

59. Smart, or just lucky? Inferring question-asking competence from strategies' expected efficiency versus observed effectiveness
Torok, Georgina (Max Planck Institute for Human Development); Swaboda, Nora (Max Planck Institute for Human Development); Ruggeri, Azzurra (Max Planck Institute for Human Development)

60. Dissociable effects of verbalization on solving insight and non-insight problems
Caravona, Laura (University of Milano-Bicocca); Poli, Francesco (Donders Institute for Brain, Cognition and Behaviour, Radboud University); Macchi, Laura (University of Milano-Bicocca)

61. Impact severity increases likelihood communications in Impact Based Weather warnings - an investigation with forecasters in Southeast Asia.
Harris, Adam (University College London); Jenkins, Sarah (University of London); Liefgreen, Alice (Swansea University)

62. The Choice Architect Doth Protest Too Much: Ironic Effects of Nudging on Perceptions of Descriptive Social Norms
Bogard, Jonathan (Washington University in St Louis); Goldstein, Noah (University of California - Los Angeles)

63. Does Unpacking the Carbon Footprint Affect Travel Choices?
Kuehne, Swen J. (Zurich University of Applied Sciences); Reijnen, Ester (Zurich University of Applied Sciences); Bremermann-Reiser, Sabine M. (Zurich University of Applied Sciences)

64. Mental imagery and emotions in relation to declared choices under risk
Zaleskiewicz, Tomasz (SWPS University of Social Sciences and Humanities); Smieja, Joanna (SWPS University of Social Sciences and Humanities); Traczyk, Jakub (SWPS University of Social Sciences and Humanities); Sobkow, Agata (SWPS University of Social Sciences and Humanities)

65. Meaning Aids Consumer Acceptance of Firms' Actions to Reduce Gun Violence
Light, Nicholas (Portland State University); Pomerance, Justin (University of New Hampshire); Williams, Lawrence (University of Colorado Boulder)

66. Self as Anchor in Judgments of a Perpetrator's Weight, but not Height
Roy, Michael (Elizabethtown College); Kosik, Jocelyn (Elizabethtown College)

67. People are worse at detecting fake news in their foreign language
Muda, Rafal (Maria Curie-Sklodowska University); Pennycook, Gordon (University of Regina); Hamerski, Damian (Maria Curie-Sklodowska University); Bialek, Michal (University of Wroclaw)

68. Predictive utility of risk profiles
Stark, Hannah (Louisiana State University); Zhang, Don (Louisiana State University)

69. The Case for Diversity: How Diversity Narratives Influence Team Performance
Hu, Xinlan Emily (University of Pennslyvania); Chang, Linda (University of Pennslyvania); Milkman, Katherine (University of Pennslyvania)

70. Spatial Uncertainty in Forecasts Lowers Perceived Risk and Likelihood of Precautionary Action
Gubernath, John (Robert Koch Institute); Fleischhut, Nadine (Max Planck Institute for Human Development)

71. How Helpful is a Coin Toss? Evaluations of Predictions at Chance Accuracy
Naborn, Jay (Washington University in St Louis); Perfecto, Hannah (Washington University in St Louis)

72. Individual Differences in Judgment and Decision-Making: Novel Predictors of Counterproductive Work Behavior
Alaybek, Balca (MITRE); Dalal, Reeshad S (George Mason University); Dade, Brynee (George Mason University)

73. Empirical scrutiny for monetary loss aversion: The classic hypothesis versus the magnitude-dependent hypothesis
Khan, Ouroz (Indian Institute of Technology - Delhi); Mukherjee, Sumitava (Indian Institute of Technology - Delhi)

74. Rational analysis of moral reasoning in a repeated public goods game
Dewey, Caleb (University of Arizona)

75. The Power of Temporal Framing: Framing a Donation in Periodic Terms Increases Charitable Perceptions
Park, Alexander (Washington University in St Louis); Leng, Yanyi (Washington University in St Louis); Cryder, Cynthia (Washington University in St Louis)

76. Prosocial Intentions may Increase Dishonesty
Guzikevits, Mika (The Hebrew University of Jerusalem); Choshen-Hillel, Shoham (The Hebrew University of Jerusalem)

77. Does Unpacking a COVID-19 Treatment Method into its Constituents Increase Peopleís Preference for the Treatment?
Cheng, Yimeng (Australian National University); Smithson, Michael (Australian National University)

78. Perception or Reality? The relationship between ability and risk-taking
Refaie, Nabhan (University of Guelph); Mishra, Sandeep (University of Guelph)

79. The Advantages of Numeric Uncertainty Information in a Complex Decision-Making Task
Han, Jee Hoon (University of Washington); Joslyn, Susan (University of Washington)

80. Utilization of anchoring bias for wisdom of crowds
Honda, Hidehito (Otemon Gakuin University); Kagawa, Rina (University of Tsukuba); Shirasuna, Masaru (Otemon Gakuin University)

81. Using a foreign language does not promote more effortful thinking
    Borkowska, Anna (University of Wroclaw); Milczarski, Wojciech (University of Wroclaw); Bialek, Michal (University of Wroclaw)

82. The Yogi or the Runner: Who is Happier?
    Barkan, Rachel (Ben-Gurion University of the Negev)

83. Plastic Recycling Risk Literacy
    Holt, Jenna (University of Oklahoma); Asif, Muhammad (University of Oklahoma); Hoang, Gwen (University of Oklahoma); Mahmoud, Elhaj Dana (University of Oklahoma); Tanner, Braden (University of Oklahoma); Feltz, Adam (University of Oklahoma)

84. Combining Forecasts from Advisors: The Impact of Verbal-vs.-Numeric Format and Advisor Independence
    Strueder, Jeremy (University of Iowa); Windschitl, Paul (University of Iowa)

85. Teaching JDM: Integrating scholarly research with widely read texts
    Langholtz, Harvey (College of William and Mary)

86. Predicting Myside Biases with Covid Death Estimate Inaccuracy
    Katz, Austin (University of South Florida); Hampton, Brittnee (University of South Florida); Pyo, Sung (University of South Florida); Schneider, Sandra (University of South Florida)

87. In competent jerks we trust: Differential effects of leadership errors on judgements of trust in leadership
    Burke, Vanessa (Louisiana State University); Nguyen, Tin (University of Nebraska – Omaha)

88. The Impact of Background Diversity on Researcher Innovation
    Paquet, Ethan (University of Houston); Rude, Dale (University of Houston)

89. Framing Effects in Consumer Price Processing: A review and synthesis
    Ramaswami, Seshan (Singapore Management University)

90. Stimuli affect within a ratio-bias task
    Voss, Jr. Raymond P. (Purdue University - Fort Wayne); Clarkson, Evan (University of Toledo); Corser, Ryan (Vanderbilt University); Jasper, John D. (The University of Toledo)

91. Moral Judgments and Punishment Decisions on Social Media
    Vahed, Sarah (Radboud University); Goanta, Catalina (Utrecht University); Ortolani, Pietro (Radboud University); Sanfey, Alan (Radboud University)

92. Can Playing Short Online Games Teaching Behavioral Literacy Improve Financial Wellbeing in Adolescents?
    Rayburn-Reeves, Rebecca (Duke University); Bartmann, Nina (Duke University); Corbin, Jonathan (Humana); Choa, Daryl (WGBH Boston); Condon, David (WGBH Boston); Varamo, Gina (WGBH Boston)

93. Pitting calculation against gist: Numeracy doesn't attenuate within-subject framing, but those with highest reflectiveness frame most.
    Shafron, Ellie (College of Wooster); Wilhelms, Evan (Hiram College)

94. Explicit Difficulty Information is Ignored in Reasoning
    Stewart, Kaiden (University of Waterloo); Fugelsang, Jonathan (University of Waterloo)

95. (Mis)perceptions of Racial Wealth Inequality: The Role of Colorblind Racism and Implications for Public Policy
    Cortesi, Jordan (University of Kansas); Biernat, Monica (University of Kansas)

96. What good is thinking about the future?
    Bergstrom, Tayler (University of California - Los Angeles); Hershfield, Hal (University of California - Los Angeles); Maglio, Sam (University of Toronto)

97. Dilution effect in selection and promotion decisions
    Luong, Alexandra (University of Minnesota); Sanchez, Katherine (University of Minnesota)

98. Modeling Local Knowledge and Beliefs about Health Risks
Widmer, Cara (Kairos Research); Summerville, Amy (Kairos Research); Creagh, Noelie (Kairos Research); Stabler, Valarie (Kairos Research); Leung, Alice (Raytheon BBN)

99. Social (In)Security: Stock-Flow Reasoning and Beliefs about the Future of Social Security
Weber, Megan (University of California - Los Angeles); Spiller, Stephen (University of California - Los Angeles); Hershfield, Hal (University of California - Los Angeles); Shu, Suzanne (University of California - Los Angeles)

100. Challenges of Informal Graph Judgment: Top-Down and Bottom-Up Influences
Guthrie, Ethan (College of Charleston); Bishara, Anthony (College of Charleston)

101. Too Hard, Too Easy, Or Just Right? The Paradox of Effort and Boredom Aversion
Embrey, Jake (University of New South Wales); Gelagin, Luke (University of New South Wales); Newell, Benjamin (University of New South Wales)

102. Excluding numeric side-effect information produces lower vaccine intentions
Shoots-Reinhard, Brittany (Ohio State University); Lawrence, Eliza (University of Oregon); Schulkin, Jay (University of Washington); Peters, Ellen (University of Oregon)

103. The Wisdom of the Confident Crowd in Medical Image Decision-making
Hasan, Eeshan (Indiana University Bloomington); Trueblood, Jennifer (Indiana University Bloomington)

104. Developmental experiences, gambling cognitions, and problem gambling behavior
Wuth, Amanda (University of Guelph); Mishra, Sandeep (University of Guelph)

105. Breaking a Culture of Silence: Information sharing in group decision making.
Composto, Jordana (Princeton University); Majumdar, Rohini (Princeton University); Coman, Alin (Princeton University)

106. Thinking Deep, Thinking Shallow: The Role of Emotions and Cognitive Load in Decision Processes
Chen, Sarah (Shih-Hua) (Harvard University); Baumann, Christiane (Harvard University); Koenig, Fabian (Harvard University); Lerner, Jennifer S. (Harvard University)

107. Quality Perceptions of Work Submitted Early, on Time, or Late
Fang, David (University of Toronto); Didi, Kevin (University of Toronto); Maglio, Sam (University of Toronto)

108. The Behavioral Science of Parking Pricing
Sherlock, Joseph (Duke University); Daly, Michael (Duke University); McDonald, Shaye-Ann (Duke University); Shah, Kahini (Duke University)

109. Safety Messaging Boosts Parental Vaccination Intention for Children Ages 5-11
Cui, Zhihan (University of California - Los Angeles); Liu, Lu (New York University); Li, Dan (Yale University); Wu, Jueyu (University of California - Los Angeles); Zhai, Xinyue (University of Pennslyvania)

110. The influence of free-play mode in online casino gambling: Next steps
Reilly, Theresa (University of Georgia); Goodie, Adam S. (University of Georgia)

111. A Novel Framing Effect for Likelihood Estimation Judgments
Xiao, Angela Ziyan (Carnegie Mellon University); Olivola, Christopher (Carnegie Mellon University)

112. Different Risk Preferences in the Social and Financial Domains
Lee, Sunme (University of Iowa); Cole, Cathy (University of Iowa); Nayakankuppam, Dhananjay (University of Iowa)

113. Perceiving COVID-19 as Symbolic Conflict
Stein, Randy (Cal Poly Pomona); Sin, Alice (California State University - Northridge); Rutchick, Abraham M. (California State University – Northridge)

114. Driving Reader Interpretations with Text Annotations in Data Visualizations
Stokes, Chase (University of California - Berkeley); Xiong, Cindy (University of Massachusetts); Hearst, Marti (University of California - Berkeley)

115. When is Cherished Memory Contaminated?
Shin, Sally MyungJin (Yale University); Rozin, Paul (University of Pennslyvania); Zauberman, Gal (Yale University)

116. The Voice Empathy Gap: How Employees and Managers Hold Differing Beliefs About Lack of Voice
Park, Hyunsun (University of Maryland); Sah, Sunita (Cornell University); Tangirala, Subrahmaniam (University of Maryland)

117. Antecedents of academicians leveraging prevaricative sesquipedalianisms: Status insecurity & jargon use
Brown, Zachariah (Hong Kong University of Science and Technology); Anicich, Eric (University of Southern California); Galinsky, Adam (Columbia University)

118. Point Forecasts from Experience: An Empirical Examination of Judgmental Forecasting
Ozlu, Neslihan (Stockholm University)

119. How Should COVID-19 Vaccines be Distributed between the Global North and South? A Discrete Choice Experiment in Six European Countries
Sternberg, Henrike (Technical University of Munich); Steinert, Janina Isabel (Technical University of Munich); Veltri, Giuseppe Alessandro; Universita di Trento); Buethe, Tim (Technical University of Munich)

120. Past over Future? How managerial cognition of the past shapes the business model innovation decision for the future
Freisinger, Elena (Technical University of Ilmenau); Zürn, Michael (Nuremberg Institute for Market Decisions); Unfried, Matthias (Nuremberg Institute for Market Decisions)

121. High-Stakes Failures of Backward Induction: Evidence from "The Price Is Right"
Klein Teeselink, Bouke (Yale University); van Dolder, Dennie (University of Essex); van den Assem, Martijn (Vrije Universiteit Amsterdam); Dana, Jason (Yale University)

122. People do not generally object to experiments; their attitudes toward them are "just" context dependent
Elbaek, Christian (Aarhus University); Mazar, Nina (Boston University); Mitkidis, Panagiotis (Aarhus University)

123. Insight problem solving and different incubation tasks: Evidence for Unconscious Analytic ThoughtElbaek, Christian
Macchi, Laura (University of Milano-Bicocca); Caravona, Laura (University of Milano-Bicocca)

124. Signal Detection Theory Analysis of Fake News Interventions
John, Richard (University of Southern California); Ma, Yunrong (University of Southern California); Roantree, Laura (University of Southern California); Kapadia, Kevin (University of Southern California)

125. The Impact of Installment Plans on Perceived Financial Constraint and Monetary Outlays
Katz, Daniel; University of Chicago); Kan, Christina (University of Connecticut); Sussman, Abigail (University of Chicago)

126. Effect of Micro-incentives and Daily Deadlines on Practice Behavior
Sobolev, Michael (Cornell University); Okeke, Fabian (Cornell University); Plonsky, Ori (Technion)

127. Overconfidence in self-assessment: The black swan of replication
McKnight, Patrick (George Mason University); McKnight, Simone (Global Systems Technology); Nuhfer, Ed

128. Spending Responses to Income vs. Balance Information
Dolifka, David (University of California - Los Angeles); Smith, Stephanie (University of California - Los Angeles); Spiller, Stephen (University of California - Los Angeles)

129. Constructing Cognitive Topographies for Right- and Left-wing Authoritarianism
Costello, Thomas (Massachusetts Institute of Technology)

130. Pessimism in charity efficiency estimates
Pracejus, John (University of Alberta); Brown, Norman (University of Alberta)

SJDM Poster Session #2

Saturday November 12; 4.30-5.30 pm

1. How Lack of Benevolence Harms Trust in Algorithmic Management
   Li, Mingyu (Hong Kong University of Science and Technology); Bitterly, Brad (Hong Kong University of Science and Technology)

2. Numeracy, working memory, and emotions predict performance and strategy selection in Mastermind
   Bertram, Lara (University of Surrey); Elsaesser, Florian (Frankfurt School of Finance and Management); Feduzi, Alberto (University of Cambridge); Gyarmathy, Szofia; Nelson, Jonathan D. (University of Surrey)

3. I am dishonest and I know it! Paradox mindset and self-concept.
   Danaj, Eriselda (IESE Business School)

4. Following your gut? When and how intuition can benefit the judgement of external knowledge
   Jonassen, Zoe (New York University); Fang, He Vivianna (ESSEC Business School); von Krogh, Georg (ETH Zurich); Schlesinger, Ann; Widmer, Hans

5. Affective Motivated Reasoning about a Solution to a Threat: The Brain-Eating Amoeba Study
   Silverstein, Michael (University of Oregon); Peters, Ellen (University of Oregon)

6. Anticipated regret and anticipated counterfactual relief predict decisions about influenza vaccination
   Feeney, Aidan; Lorimer, Sara; Teresa, McCormack; Hoerl, Christoph (Warwick University); Beck, Sarah (University of Birmingham); Johnston, Matthew (Queen's University Belfast)

7. Cognitive and emotional interaction in contemporary risks perception
   Tedaldi, Elisa (University of Padova); Orabona, Noemi (University of Padova); Scrimin, Sara (University of Padova); Rubaltelli, Enrico (University of Padova)

8. The Choice of Ideology and Everyday Decisions
   Burs, Carina (Paderborn University); Gries, Thomas (Paderborn University); Miller, Veronika (Johns Hopkins University)

9. On the Resource-Rationality of the Description-Experience Gap
   Nobandegani, Ardavan (McGill University); Shultz, Thomas (McGill University); Dube, Laurette (McGill University)

10. Small interpersonal loans between friends: Repayment expectation, behavior, and recall
    Morvinski, Coby (Ben-Gurion University of the Negev); Shani, Yaniv (Tel Aviv University)

11. Reducing Misinformation Online through Corrections: A Twitter Study
    McDonald, Shaye-Ann (Duke University); Sherlock, Joseph (Duke University)

12. Mental Health and the Targeting of Social Assistance
    Naik, Canishk (London School of Economics and Political Science)

13. Contextually adaptive decisions to engage in precommitment.
    Sussman, Lauren (Boston University); Onipede, Yeshim (Boston University); McGuire, Joseph (Boston University)

14. Positive and Negative Generalizations
    Banker, Mohin (Yale University); Klusowski, Joowon (Yale University); Zauberman, Gal (Yale University)

15. How do Cognitive Processes regulate the Wisdom and Madness of Crowds? A Registered Report
    Kommol, Erik (Vienna University of Economics and Business); Lettl, Christopher (Vienna University of Economics and Business)

16. Targeting Behavioral Interventions Based on Baseline Motivation Increases Vaccine Uptake

Brody, Ilana (University of California - Los Angeles); Dai, Hengchen (University of California - Los Angeles); Saccardo, Silvia (Carnegie Mellon University)

17. Stop being so negative: Reports correcting false claims are distrusted more than reports confirming claims
Stein, Randy (Cal Poly Pomona); Meyersohn, Caroline (Cal Poly Pomona)

18. Left-Digit Bias: Tracking Account Balances
Herzog, Nicholas (University of Chicago); Bartels, Daniel (University of Chicago)

19. The importance of representing economic inequality saliently and to scale
Elbaek, Christian (Aarhus University); Mitkidis, Panagiotis (Aarhus University)

20. Colorism and Gendered Biases in Face Impressions
Austin, Maura (University of Virginia); Bart-Plange, Diane-Jo (University of Virginia)

21. Who Likes it More? Choice Set Size Effect on Inference of Others' Preferences
Jang, Minkwang (University of Chicago)

22. The best-case heuristic: Relative optimism in a global health pandemic
Sjastad, Hallgeir (Norwegian School of Economics); Van Bavel, Jay (New York University)

23. The Easier-Is Better-Heuristic: The False Allure of Easy Work
Polimeni, Eliana (Kellogg School of Management); Nordgren, Loran (Kellogg School of Management)

24. Actively Open-Minded Thinking and Liberal Political Orientation Predict Enhanced Immunity to Pandemic Fake News Stories: A Signal Detection Approach
Barajas, Jeremy (University of Southern California); John, Richard (University of Southern California)

25. The reputational benefits of selective exposure to partisan information
Moore, Molly (Harvard University); Dorison, Charles (Northwestern University); Minson, Julia (Harvard University)

26. Learning to suppress: Decision makers can learn to adjust for irrelevant information using the Multiple Cue Probability Learning paradigm
Rabinovitch, Hagai (Ben-Gurion University of the Negev); Bereby-Meyer, Yoella (Ben-Gurion University of the Negev); Budescu, David V. (Fordham University)

27. Modeling Numeracy's Effect on Likert Data; An IR-Tree Based Approach
Block, Jared (University of California - Los Angeles); Kay-Montoya, Amanda (University of California - Los Angeles)

28. Numerate People Understand Controversial Risks Better, Regardless of Their Worldview Biases: An Integrated Model of Climate Change Judgments
Cho, Jinhyo (University of Oklahoma); Cokely, Edward (University of Oklahoma); Ramasubramanian, Madhuri (University of Oklahoma); Allan, Jinan (Max Planck Institute); Feltz, Adam (University of Oklahoma); Garcia-Retamero, Rocio (University of Granada)

29. The Optimism Gap: Lay Prescriptions for Communicating About Uncertainty
Miller, Jane (University of Iowa); Park, Inkyung (University of Iowa); Smith, Andrew (Appalachian State University); Windschitl, Paul (University of Iowa)

30. Quantification myopia
Chang, Linda (University of Pennslyvania); Kirgios, Erika (University of Chicago); Mullainathan, Sendhil (University of Chicago); Milkman, Katherine (University of Pennslyvania)

31. Hosting Leads People to Prioritize Themselves over Others in Decisions about Shared Consumption
Kim, Hyebin (Washington University in St Louis); Steffel, Mary (Northeastern University); Williams, Elanor (Washington University in St Louis)

32. "If it's labeled, it must be good": Consumer Preference for Products with Non-evaluable Label Claims
Yu, Jiaqi (University of Chicago); Urminsky, Oleg (University of Chicago)

33. Attention Predicts Preference Reversals Under Joint vs. Separate Evaluation
Smith, Stephanie (University of California - Los Angeles); Krajbich, Ian (Ohio State University); Spiller, Stephen (University of California - Los Angeles)

34. EVAdopt: Increasing Electrical Vehicle Adoption with non-monetary treatments
Savelsberg, Jonas (ETH Zurich); Bernardic, Ursa (University of Geneva); Ugazio, Giuseppe (University of Geneva); Filipini, Massimo (ETH Zurich)

35. How Initial Preference Elicitations Influence Subsequent Decisions
Healey, Matthew (Washington University in St Louis); Nowlis, Stephen (Washington University in St Louis)

36. Why Minimum Purchase Restrictions Work: The Role of Reference Points
Du, Guanzhong (University of British Columbia); Hardisty, David (University of British Columbia)

37. Consumers' reaction toward taste-based modifications
Solinas, Elisa (University of Southern California); Nunes, Joseph C (University of Southern California); Valsesia, Francesca (University of Washington)

38. How Social Functioning Ability And Crowdedness Impact Consumer Decision Making
Chen, Shiyun (University of Iowa); Gaeth, Gary (University of Iowa); Levin, Irwin (University of Iowa); Levin, Aron (Northern Kentucky University)

39. Swift Brand Activism is The Most Effective and Memorable
Nam, Jimin (Harvard University); Balakrishnan, Maya (Harvard University); De Freitas, Julian (Harvard University); Wood Brooks, Alison (Harvard University)

40. Trust Me, I'm (not) Lying: People overestimate others' dishonesty in strategic contexts
Garber Lachish, Shira (Ben-Gurion University of the Negev); Moran, Simone (Ben-Gurion University of the Negev); Keysar, Boaz (University of Chicago); Bereby-Meyer, Yoella (Ben-Gurion University of the Negev)

41. Toward full-cycle organizational research on group relational accounting: Multimethod investigation of the impact on business, labor, and social movements
Kim, Daehyeon (Washington University in St Louis); Bottom, William (Washington University in St Louis)

42. Market mindset hinders interpersonal trust: The exposure to market relationships makes people trust less through elevated proportional thinking and reduced state empathy
Gasiorowska, Agata (SWPS University of Social Sciences and Humanities); Kuzminska, Anna (University of Warsaw); Zaleskiewicz, Tomasz (SWPS University of Social Sciences and Humanities)

43. The Social Media Context Interferes with Truth Discernment
Epstein, Ziv (Massachusetts Institute of Technology); Sirlin, Nathaniel (University of Pennslyvania); Arehcar, Antonio (Massachusetts Institute of Technology); Pennycook, Gordon (University of Regina); Rand, David (Massachusetts Institute of Technology)

44. Naming and Framing: The Creation of Minority Racial Groups
Agarwal, Grusha (University of Toronto); He, Joyce (University of California - Los Angeles); Kang, Sonia (University of Toronto)

45. Using response time to identify accurate opinions in a crowd of opinions
Efendic, Emir (Maastricht University); Kurz, Jacqueline (Maastricht University); Van de Calseyde, Philippe (Eindhoven University of Technology); Goukens, Caroline (Maastricht University)

46. What Does Knowledge Buy? The Effect of Experience in Recommended Search
Fei, Lin (University of Chicago); Bartels, Daniel (University of Chicago)

47. "It's All for Show": Performative Allyship as Saying One Thing but Doing Nothing
Huang, Hsuan-Che (Brad) (University of British Columbia)

48. Consequences of Elite Moral Rhetoric for Political Independents

Wang Sze Yuh, Nina (University of Toronto); Inbar, Yoel (University of Toronto)

49. Stakeholders Expect Loyalty from Male-led Startups and Fairness from Female-led Startups
Gyurovski, Ivo (Hampden-Sydney College); Khurana, Indu (Hampden-Sydney College); Lee, Daniel (University of Delaware)

50. How does variability affect humanization? Variable (vs. constant) behavior increases perceptions of experience, but decreases perceptions of agency
Wald, Kristina (University of Chicago); Risen, Jane (University of Chicago)

51. Beliefs about gender differences in social preferences
Exley, Christine (Harvard University); Hauser, Oliver (Exeter University); Moore, Molly (Harvard University); Pezzuto, John-Henry (University of California - San Diego)

52. Getting more wisdom out of the crowd: The case of competence-weighted aggregates
Goedde-Menke, Michael (University of Muenster); Diecidue, Enrico (INSEAD); Jacobs, Andreas (University of Muenster); Langer, Thomas (University of Muenster)

53. The Heterogenous Effects of Mental Contrasting on Saving Behavior: Evidence from a Field Experiment in a Financial Saving App
Nobel, Nurit (Stockholm School of Economics)

54. Heterogenous Effects of Unusual Spending Notifications on Consumer Spending and Credit Card Repayment
Kettle, Keri (University of Ottawa); Blanchard, Simon (Georgetown University); Trudel, Remi (Boston University)

55. A blind spot for attractiveness discrimination in hiring decisions
Jaeger, Bastian (Vrije Universiteit Amsterdam); Boegershausen, Johannes (Erasmus University Rotterdam); Paolacci, Gabriele (Erasmus University Rotterdam)

56. Perceived risk of alcohol and drug use during long-term remission from substance addiction
Hayes, Bridget (Cornell University)

57. To vaccinate or not to vaccinate, what reason?
Caserotti, Marta (University of Padova); Girardi, Paolo (University of Venice); Sellato, Roberta (University of Padova); Rubaltelli, Enrico (University of Padova); Tasso, Alessandra (University of Ferrara); Lotto, Lorella (University of Padova)

58. Impact of Face Threat in Cross-Cultural Collaboration
Semnani-Azad, Zhaleh (California State University - Northridge); Adair, Wendi (University of Waterloo); Sycara, Katia (Carnegie Mellon University); Mor, Shira (Mona Lisa Consulting)

59. Berlin Numeracy Test Norms and Risk Literacy Benchmarks for Predicting Decision Vulnerability and Risk Communication Difficulty Levels
Allan, Jinan N. (Max Planck Institute for Human Development); Cokely, Edward T. (University of Oklahoma); Feltz, Adam (University of Oklahoma); Garcia-Retamero, Rocio (University of Granada)

60. Source Memory Is More Accurate for Opinions Than for Facts
Mirny, Daniel (University of California - Los Angeles); Spiller, Stephen (University of California - Los Angeles)

61. Reducing the Use of Single Occupancy Vehicles in New Movers
Bartmann, Nina (Duke University); McDonald, Shaye-Ann (Duke University); Gavin, Lyndsay (Duke University)

62. Medical and Food Applications of Modern Technologies: Individual Differences in Information Processing Style and Hazards Evaluations
Sleboda, Patrycja (University of Southern California)

63. Estimating the Threshold of Perceived Threat for Intent to Engage in Proactive Self Defense

Qiao, Aili (University of Southern California); Baucum, Matthew (University of Southern California); John, Richard (University of Southern California)

64. Moral judgements of showrooming behavior
Arnestad, Mads Nordmo (BI Norwegian Business School); Andvik, Christian (BI Norwegian Business School); Skard, Siv (Norwegian School of Economics)

65. Understanding Determinants of Vaccination Decision Making among Pregnant Women and Caregivers in Nigeria: A Longitudinal Study
Adeyanju, Collins G. (University of Erfurt)

66. Peripheral visual information halves attentional choice biases
Eum, Brenden (California Institute of Technology); Dolbier, Stephanie (University of California - Los Angeles); Rangel, Antonio (California Institute of Technology)

67. Why Do People Discount? The Role of Impatience and Future Uncertainty
Diecidue, Enrico (INSEAD); Hardardottir, Hjördis (Lancaster University); Islam, Marco (Lund University)

68. Narcissism and Risk-Taking for Others
Cowley, Tyler (Louisiana State University)

69. Relationship between performance of machine learning and algorithm aversion
Kagawa, Rina (University of Tsukuba); Honda, Hidehito (Otemon Gakuin University); Nosato, Hirokazu (National Institute of Advanced Industrial Science and Technology)

70. Do cognitive aids improve metacognitive knowledge in school choice decisions?
Cash, Trent N. (Carnegie Mellon University); Oppenheimer, Daniel M. (Carnegie Mellon University)

71. The Emotional Personality of Risk Communications
Ozsari, Sahin Ayse (University College London); Harris, Adam (University College London)

72. Bird in hand not worth two in the bush? The sampling mindset, its antecedents, and its (unintended) consequences
Bawa, Ravneet (London School of Economics and Political Science); Chakravarti, Amitav (London School of Economics and Political Science)

73. The paradox of the environmentally conscious: when product return behavior misaligns with intentions
Williams, Amy (University of California - Irvine); Keller, L. Robin (University of California - Irvine)

74. Affective judgments about gains versus losses of marks
Mukherjee, Sumitava (Indian Institute of Technology – Delhi)

75. Waiting for one second improves accuracy: Experimental examinations based on mouse trajectories during binary choice tasks
Shirasuna, Masaru (Otemon Gakuin University); Kagawa, Rina (University of Tsukuba); Honda, Hidehito (Otemon Gakuin University)

76. The Effect of Dyadic Incentives on Daily Language Learning: An Online Field Experiment on Duolingo
Cloughesy, Jonathan (Duke University); Lindemans, Jan Willem (Duke University); Ariely, Dan (Duke University)

77. Overconfidence due to preference for control
Frollova, Nikola (Prague University of Economics and Business); Hajdu, Gergely (Vienna University of Economics and Business)

78. Simple Rules Outperform Machine Learning in the 3rd Annual SIOP Machine Learning Competition
Harman, Jason L. (Louisiana State University); Scheuremann, Jaelle (Naval Research Lab)

79. Context Effects in a Massive Real-World Retail Dataset

Devine, Sean (McGill University); Goulding, James (University of Nottingham); Otto, Ross (McGill University); Skatova, Anya (University of Bristol)

80. Raising the white flag: When do competitors quit?
Zak, Uri (The Hebrew University of Jerusalem); Avrahami, Judith (The Hebrew University of Jerusalem); Kareev, Yaakov (The Hebrew University of Jerusalem)

81. Foreign language effect in verbal probability phrases - English/Polish investigation
Milczarski, Wojciech (University of Wroclaw); Borkowska, Anna (University of Wroclaw); Bialek, Michal (University of Wroclaw)

82. Virtual reality for philanthropy: an immersive approach to attract (young) donors
Sooter, Nina (University of Geneva); Ugazio, Giuseppe (University of Geneva)

83. Bigger than Black or White: Cultural Capital and Employment Discrimination
Edmondson, Brandy (University of Minnesota)

84. Defaults are more influential when they are counter to decision makers' expectations
Kleiman-Lynch, Leo (University of California - San Diego); McKenzie, Craig (University of California - San Diego)

85. Feelings of rightness decreases perceived accuracy of fake news and time spent reevaluating intuitive judgments
Newton, Christie (University of Regina); Thompson, Valerie (University of Saskatchewan); Pennycook, Gordon (University of Regina)

86. Social class contexts shape social activities in daily life
Chi, Kevin (Stanford University)

87. Probabilistic Tornado Warning
Qin, Chao (University of Washington); Joslyn, Susan (University of Washington); Savelli, Sonia (University of Washington); Demuth, Julie (University Corporation for Atmospheric Research); Morss, Rebecca (University Corporation for Atmospheric Research); Ash, Kevin (University of Florida)

88. Does Size Matter? Why Women Typically Choose to Lead Smaller Teams
Elleithy, Taqua (Harvard University); Abi-Esber, Nicole (Harvard University); Lee, Margaret (University of California - Berkeley)

89. Managers' sensemaking of multiple, competing goals
Blettner, Daniela (Simon Fraser University); Gollisch, Simon (Hochschule Ansbach)

90. Constraining hypothesis generation through instructions
Szollosi, Aba (University of Edinburgh); Bramley, Neil (University of Edinburgh)

91. Benevolent Machiavellianism: A Study of the Nature of Prosocial Political Skills
Houdek, Petr (Prague University of Economics and Business); Bahník, Štěpán (Prague University of Economics and Business); Say, Nicolas (Prague University of Economics and Business); Vranka, Marek (Prague University of Economics and Business)

92. The effects of compensation structure on consumption behavior
Tsai, Paige (Harvard University); Buell, Ryan (Harvard University)

93. Can People Learn to Use the Inner Crowd? Testing Strategies to Improve Numeric Estimates
London, Brian (Appalachian State University); Smith, Andrew (Appalachian State University); Windschitl, Paul (University of Iowa)

94. Consequences of Artificial Intelligence-Based Recommendations on Consumer Agency and Purchase Behaviors
Jenkins, Mason (University of North Carolina at Charlotte); Beck, Jonathan (University of Kansas)

95. Increase in trust level as a result of education: A case study in water reuse.

Hoang, Uyen (University of Oklahoma); Feltz, Adam (University of Oklahoma); Tanner, Braden (University of Oklahoma); Mahmoud, Dana (University of Oklahoma)

96. Letting Technology Brag for You
Xu, Wezhuo (Carnegie Mellon University); Downs, Julie (Carnegie Mellon University)

97. Drawing Different Conclusions from the Same Evidence: Belief in Hydroxychloroquine During the COVID-19 Pandemic
Drummond Otten, Caitlin (Arizona State University); Anglin, Stephanie (Hobart and William Smith Colleges); Broomell, Stephen (Purdue University)

98. The role of fear of missing out (FOMO) in the consumer decision-making.
Jaworska, Diana (Other); Sekscinska, Katarzyna (Other)

99. Effects of Education and Framing on Preferences to Write a Do-Not-Resuscitate Order
Asif, Muhammad (University of Oklahoma); Tanner, Braden (University of Oklahoma); Holt, Jenna (University of Oklahoma); Hoang, Gwen (University of Oklahoma); Mahmoud-Elhaj, Dana (University of Oklahoma); Feltz, Adam (University of Oklahoma)

100. Exploring the Link Between Science Curiosity and Motivated Reasoning
Goodwin, Raleigh (University of Oregon); Peters, Ellen (University of Oregon)

101. The Desirability Bias in Predictions under Aleatory and Epistemic Uncertainty
Park, Inkyung (University of Iowa); Windschitl, Paul (University of Iowa); Miller, Jane (University of Iowa); Smith, Andrew (Appalachian State University)

102. Temporal normalization during valuation creates preference reversals
Bernardic, Ursa (University of Geneva); Gomez, Teijeiro Lucia (University of Geneva); Lebretn, MaÎl (University of Geneva); Ugazio, Giuseppe (University of Geneva)

103. NBA Decision-Making: Risk-Taking and Future Discounting with Resource Limitations
Gonzales, Josh (University of Guelph); Pegoraro, Ann (University of Guelph); Mishra, Sandeep (University of Guelph)

104. The Use of Algorithmic Support: Are Individuals Averse Towards Algorithms or Rather Overconfident Regarding Their Skills?
Hofmann, Janina (University of Passau)

105. Risky swings. Maximizing mindset and numeracy predicts risk preferences.
Powers, Chandrima (Palm Beach Atlantic University); Corser, Ryan (Vanderbilt University); Voss Jr. , Raymond. P (Purdue University - Fort Wayne)

106. Nudges increase disparities in recycled water acceptance
Mahmoud, Dana (University of Oklahoma); Tanner, Braden (University of Oklahoma); Hoang, Gwen (University of Oklahoma); Holt, Jenna (University of Oklahoma); Asif, Muhammad (University of Oklahoma); Feltz, Adam (University of Oklahoma)

107. Prejudiced helpers are more dishonest after helping a stigmatized person
Wang, Jiaqian (Northwestern University); Achar, Chethana (Northwestern University)

108. Moment-to-moment changes in expectations predict happiness
Marciano, Deborah (University of California - Berkeley); Mayer, Ida (University of California - Berkeley); Hsu, Ming (University of California – Berkeley)

109. Postchoice Memory Errors Reflect Prechoice (Not Postchoice!) Information Processing
Gray, Brian (Ohio State University); DeKay, Michael (Ohio State University)

110. Measuring Knowledge of Behavior Risk and Perceived Barrier Identification in a Medical Student Sample
Nelson, Brittany (Michigan Technological University); Petushek, Erich (Michigan Technological University); Teising, Sarah (Michigan State University)

111. The politicization of COVID-19 interventions among physicians and laypeople in the United States
Levin, Joel (University of Pittsburgh); Bukowski, Leigh (University of Pittsburgh); Minson, Julia (Harvard University); Kahn, Jeremy (University of Pittsburgh)

112. Can people with high psychopathy use emotion regulation strategies effectively to reduce punishment?
Fernandes, Sharlene (Georgia State University); Aharoni, Eyal (Georgia State University)

113. Expertise Heuristics, Credibility Judgement, and Self-Categorization in Prosocial Decision
Rong, Yu (University of Nevada, Reno); Sundali, James (University of Nevada, Reno); Szabo, Edit (University of Nevada, Reno)

114. Looking for bias in all the right (wrong) places: Incentive-driven Optimism and Pessimism
Wheeler, Nathan (University of Toronto); Cunningham, William (University of Toronto)

115. Blinded by trust: Examining the effect of social closeness on cooperative behaviors during the COVID-19 pandemic
Dorfman, Anna (Bar-Ilan University); Cote, Eloise (Université de Montréal); Pelletier Dumas, Mathieu (Université de Montréal); Lacourse, Eric (Université de Montréal); Stolle, Dietlind (McGill University), de la Sablonnière, Roxane (Université de Montréal)

116. The Impact of Online Review Language on Reviewers and Readers
Wu, Alisa (Columbia University); Morwitz, Vicki (Columbia University)

117. Psychological Methods for Detecting Bots
Rodriguez, Christopher (Carnegie Mellon University); Oppenheimer, Danny (Carnegie Mellon University)

118. How do people process different representations of statistical information? Insights about cognitive effort, representational inconsistencies, and individual differences
Tiede, Kevin E. (Max Planck Institute for Human Development); Gaissmaier, Wolfgang (University of Konstanz)

119. Reference dependence and dynamic motivation: evidence from high school athletics
Wu, George (University of Chicago); Rowsey, Donovan (University of Chicago); Owsley, Nicholas C (University of Chicago)

120. Good luck is perceived as a limited resource in space and time
Marciano, Deborah (University of California - Berkeley); Wertheimer, Oded (Hebrew University of Jerusalem); Bourgeois-Gironde, Sacha (Institut Jean-Nicod, École Normale Supérieure, PSL-Research University, Paris); Deouell, Leon (Hebrew University of Jerusalem)

121. The emergence and development of information avoidance
Santhanagopalan, Radhika (University of Chicago); Risen, Jane (University of Chicago); Kinzler, Katherine (University of Chicago)

122. The vicious cycle that stalls statistical revolution
Bialek, Michal (University of Wrocław); Misiak, Michal (University of Wrocław); Dziekan, Martyna (Adam Mickiewicz University)

123. Hard incentives or soft nudges: What does it take to change climate behavior?
Ekström, Mathias (Norwegian School of Economics); Bjorvatn, Kjetil (Norwegian School of Economics); Sjåstad, Hallgeir (Norwegian School of Economics)

124. Cooperation in Asymmetric Prisoner's Dilemma Games
Stivers, Adam (Gonzaga University)

125. The (in)efficiency of children's search strategies selectively supports task-related memory
Stanciu, Oana (Central European University); Jones, Angela (Max Planck Institute for Human Development); Metzner, Nele (Max Planck Institute for Human Development); Fandakova, Yana (Max Planck Institute); Ghetti, Simona (University of California - Davis); Ruggeri, Azzurra (Max Planck Institute for Human Development)

126. How much can I spend? The role of projections and anchor-values in guiding spending in retirement
Newell, Benjamin (University of New South Wales); Nian, Rochelle (University of New South Wales); Dobrescu, Isabella (University of New South Wales); Bateman, Hazel (University of New South Wales); Thorp, Susan (University of Sydney)

127. High-stakes overprecision
Moore, Don (University of California - Berkeley); Campbell, Sandy (University of California - Berkeley)

128. Thanks, but no thanks: Gratitude reveals relationship expectations
Chaudhry, Shereen (University of Chicago); Yu, Jiaqi (University of Chicago)

129. Carryover of Default Effects: The Interplay Among Nudges, Prior Preferences, and Experienced Choice Consequences
Waisman, Rory (University of Alberta); Häubl, Gerald (University of Alberta); Godfrey, D. Matthew (University of Massachusetts); Dellaert, Benedict (Erasmus University Rotterdam)

130. The Annihilation of Lazy Hierarchies: Why Biases Are Never Enough to Understand Human Beings
Elerick, George (University of Exeter)

131. Can increased processing noise induce better decisions? Evidence polarization through exponential weighting
Vanunu, Yonatan (University of Chicago); Newell, Ben R. (University of New South Wales)