



Newsletter

<http://www.sjdm.org>

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2008-2009 Executive Board

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The SJDM Newsletter, published electronically four times a year (March, June, September, and December), welcomes short submissions and book reviews from individuals and groups. Essays should: i) be less than 400 words, ii) use inline citations and no reference list, iii) not include a bio (a URL or email is ok). If you are interested in reviewing books and related materials, please email Dan Goldstein. The best way to send your contribution is via email, or as an MS Word email attachment.

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 \$200 per page. Contact Dan Goldstein for details.

Address Corrections: Please keep your mailing and/or email address current. Address changes or corrections should be sent Bud Fennema. Reports of problems in receiving or opening the pdf file should be sent to the editor.

Society membership: Requests for information concerning membership in the Society for Judgment and Decision Making should be sent to Bud Fennema.

Announcements

From Jon Baron, "Alan Schwartz has retired from his position as co-moderator of [the SJDM] mailing list. Adam Goodie (goodie at uga.edu) has kindly agreed to replace him. I will continue. Unfortunately, Adam and I are in the same time zone. Thus, posts from European time zones (and late-evening posts from our west) will have to wait until one of use gets up to be approved."

The London-Wide Economics of Behaviour and Decision Making Seminar series announces its schedule for Winter 2009: http://www.decisionresearchlab.com/ebdm/?page_id=4

Those interested in joining the EBDM announcement mailing list can do so by visiting: <http://tinyurl.com/yvw2sr> Subscription via RSS feed is at <http://www.decisionresearchlab.com/ebdm/>

The University of Pennsylvania will host a Neuroscience Boot Camp from August 2-12, 2009 for graduate students and professionals in non-neuroscience fields. This will be an excellent opportunity to get valuable information, discussion, readings and teaching from leading researchers in the fields of cognitive and affective neuroscience. The receipt deadline is midnight, February 1st, 2009.

If you're interested in more information, please see http://www.neuroethics.upenn.edu/boot_camp.html

Thank you,
Nora Spriggs, Center for Cognitive Neuroscience, University of Pennsylvania

From Steven Grant (sgrant at nida.nih.gov)

This Federal Register notice may be of interest to the members of the Society for Neuroeconomics. I should note that my passing on information about this notice does not represent an encouragement, endorsement, advocacy regarding any potential position or response to this notice on the part of NIH.

<http://www.fda.gov/OHRMS/DOCKETS/98fr/E8-28065.htm>

It's about whether FDA should insist that a toll-free number (to report adverse events) be included in TV ads for pharmaceuticals -- this is already something that is required for print ads as of a year ago.

The reason this may be very important for n'econ folks to weigh in is that they are doing an actual study where they will be looking at the structure of how pharma ads are constructed and what information people are influenced by based on the placement of the information in the ad. As we know, Danny Kahneman's theories have a lot to say about how placement of info can lead what gets recalled later (ie:

it's no wonder that adverse event info is put in third of four segments of an ad, the place most likely for information to be forgotten). So beyond what the actual FR notice asks for, any of you with ideas for how the study should be designed to get at broader questions of accurately influencing public health and behavior might want to weigh in....

Comments are due by January 26, 2009.

Steven Grant, Ph.D.
Chief, Clinical Neuroscience Branch
Division of Clinical Neuroscience and Behavioral Research (DCNBR)
National Institute on Drug Abuse/NIH/DHHS

Following [the above] FDA request for comments on whether it should require a toll-free number (to report adverse events) to be included in TV ads for pharmaceuticals. Buried in the official notice <http://www.fda.gov/OHRMS/DOCKETS/98fr/E8-28065.htm> is a link to a hearing on the topic, held last May by FDA's Risk Communication Advisory Committee <http://www.fda.gov/ohrms/dockets/ac/oc08.html#RCAC> I chair the committee and Ellen Peters is a member. It would be excellent if members advised FDA of science relevant to designing and evaluating such communications.

At that web address, you can also find the presentations and transcripts from the committee's other meetings to date. The titles on the docket are not particularly informative. Briefly, the February 2008 meeting provided a background to the relevant law, including the FDA Amendments Act of 2007, which chartered the committee, and communications regarding food recalls. The August 2008 meeting focused on communicating uncertain information. The announcement for a February 2009 meeting is about to go out.

Baruch Fischhoff

Dear graduate researcher in decision making and judgment,

We (a couple of PhD students) are planning to organize a half-day meeting at SPUDM (<http://discof.unitn.it/spudm22/>), tailored for graduate. The idea behind this meeting is to have the opportunity to meet and network with other graduate students and also gain some knowledge from established researchers. Here is a list of suggestions of topics that could be interesting for you:

- * EU funding opportunities for post docs
- * Advice from an journal Editor
- * Academic positions inside/outside North America
- * New directions in JDM research - what's hot and what's not
- * Securing a post-doctoral position after your PhD
- * Decision making research without knowing math
- * How to structure the dissertation thesis
- * How to publish in psychological journals

- * How to initiate collaborations with others
- * How to survive your Phd
- * Career opportunities after graduate school

This meeting would be held the free half day of SPUDM so you would still be able to attend all the seminars.

However, before organizing such meeting and contacting researchers who could give a talk about the above mentioned topics, we would like to know if you (graduate students) are interested in this kind of activity. If you are interested, please send us an email to spudm2009 at gmail.com indicating your interest and the topic of you interest. Please do so before Febraury 1st , 2009.

Looking forward to receiving your interest,
Neda Kerimi (neda at psychology.su.se)

Dear members of the Decision, Risk and Management Sciences (DRMS) research community. Our NSF Directorate -- Social, Behavioral and Economic Sciences (SBE) -- recently issued Dear Colleague Letter describing three funding opportunities with somewhat short windows of opportunity. Here is a link to the letter.

http://nsf.gov/publications/pub_summ.jsp?ods_key=nsf09019

The three opportunities mentioned in the letter are not new funding competitions. They are areas of emphasis that the directorate is currently interested in promoting. In each case, you would submit your proposal to one of the standing SBE programs (e.g., DRMS, IOS, Social Psychology, Economics, etc.) . If selected for funding, the proposal's funding would come partly from the program and partly from the directorate.

Activity 1: Complexity

DRMS would be pleased to receive strong proposals that advance understanding of complexity and interacting systems phenomena in DRMS-related areas. The due date is 18 January. We define complexity broadly: study of phenomena involving (large numbers) of (diverse) interacting parts that produce behaviors that cannot be obviously derived from analytic knowledge of their constituents.

Activity 2: Large-scale Interdisciplinary Research Projects

DRMS will have the chance to recommend one large (\$750,000-\$1.2 million) interdisciplinary (at least 2 PIs from 2 distinctly different disciplines) project for potential funding this Spring. If you have an exciting, important idea for such a project, e-mail the three program officers (Leland, Meszaros and O'Connor, addresses below) a 2-page description. We will be able to invite a small number of inquirers to develop a full proposal for our Spring panel, which will decide if one should be recommended for consideration at the next level. (The due date for the full proposal will be in February.)

Your 2-page description should include brief statements about :
- the research question(s) and relevant theory,

- methods,
- the disciplines involved and the important contributions the work would make to (both) those disciplines, and
- anything else particularly compelling or important that you think we need to know.

Activity 3: Infrastructure

Although the Dear Colleague Letter indicates that there are infrastructure opportunities, DRMS is not participating in those this year. However there is a good chance that DRMS infrastructure opportunities may exist next year. So do consider whether you should begin developing some of your research infrastructure ideas. Beyond DRMS, there ARE are some infrastructure opportunities in the programs in our BCS division. Some of you may be appropriate to that division. (Click here for a list of the programs in BCS: <http://www.nsf.gov/div/index.jsp?div=BCS>)

Feel free to distribute this note.

Best regards.

The DRMS Program Directors

Jon Leland, jleland@nsf.gov

Jack Meszaros, jmeszaro@nsf.gov

Bob O'Connor, roconnor@nsf.gov

Conferences

ISIPTA '09. 6th International Symposium on Imprecise Probability: Theories and Applications

Tuesday 14 to Saturday 18 July 2009. Durham University, Department of Mathematical Sciences. Durham, United Kingdom

<http://www.sipta.org/isipta09>

The ISIPTA meetings are the primary international forum to present and discuss new results on the theories and applications of imprecise probability.

Imprecise probability is a generic term for the many mathematical and statistical models and methods, allowing us to measure chance or uncertainty without the restriction of sharp probabilities. These models include lower and upper expectations or previsions, interval-valued probabilities, sets of probability measures, belief functions, Choquet capacities, comparative probability orderings, fuzzy measures, possibility measures, plausibility measures, and sets of desirable gambles. Imprecise probability models are needed in inference and decision problems where the relevant information is scarce, vague or conflicting, and where preferences may be incomplete.

Symposium format

It is a tradition of the ISIPTA meetings that we try to avoid parallel sessions. Each accepted paper is to be presented both (i) in a plenary session, where we ask for a short introduction and sketch of the context and relevance of the paper; and (ii) in a poster session, where ample opportunity and time is given for detailed explanation and discussion.

For the 2009 meeting, we also invite posters without a paper. We hope to attract people who wish to present and discuss their work within the framework of the conference but whose results are not yet finalized, for instance, for practitioners who wish to discuss possibilities for applications in their field using imprecise probabilities, or for starting students. If you wish to present a poster without paper, you are invited to submit a one-page abstract of the work you intend to present. These abstracts will be made available at the conference and online.

Themes of the symposium

The symposium is open to contributions on all aspects of imprecise probability. But we particularly welcome contributions on imprecise probability in statistical inference and decision making.

Topics of interest include, but are not limited to: models of coherent imprecise assessments, sets of probability measures, credal sets, interval, valued probabilities, upper and lower expectations or previsions, non-additive set functions, and in particular Choquet capacities (and Choquet integration), fuzzy measures, possibility measures, belief and plausibility measures, random sets, rough sets, comparative probability orderings, qualitative reasoning about uncertainty, imprecision in utilities and expected utilities, limit laws for imprecise probabilities, physical models of imprecise probability, philosophical foundations for imprecise probabilities, psychological models for imprecision and indeterminacy in probability assessments, elicitation techniques for imprecise probabilities, robust statistics, probabilistic bounding analysis, data mining with imprecise probabilities, dealing with missing data, estimation and learning of imprecise probability models, decision making with imprecise probabilities, ambiguity aversion and economic models of imprecise probability, uncertainty in financial markets, algorithms for manipulating imprecise probabilities, Dempster, Shafer theory, information algebras and probabilistic argumentation systems, probabilistic logic, propositional and first-order, credal networks and other graphical models, credal classification, applications in statistics, economics, finance, management, engineering, computer science and artificial intelligence, psychology, philosophy and related fields.

Special sessions

In memory of Henry Kyburg and Pauline Coolen-Schrijner, two special sessions will be organized. The papers for these sessions will be selected by the steering committee.

Location

ISIPTA '09 will be held at Durham University, Collingwood College, in Durham, United Kingdom. Collingwood College provides onsite ensuite accommodation. More information about Collingwood College can be found on this website:

<http://www.dur.ac.uk/collingwood/>

Important dates

For papers:

Paper submission deadline: January 30 2009

Notification of paper acceptance: March 15 2009

Deadline for revised papers: April 15 2009

For posters without paper:

Abstract submission deadline: April 15 2009

Notification of acceptance: May 1 2009

Symposium: July 14-18 2009

Submissions

Papers can be submitted electronically using the conference website (<http://www.sipta.org/isipta09/>).

Programme Committee Board

Thomas Augustin (Ludwig-Maximilians University, Germany)

Frank Coolen (Durham University, UK)

Serafin Moral (Universidad de Granada, Spain)

Matthias Troffaes (Durham University, UK)

Steering Committee

Thomas Augustin (Ludwig-Maximilians University, Germany)

Frank Coolen (Durham University, UK)

Gert de Cooman (Universiteit Gent, Belgium)

Serafin Moral (Universidad de Granada, Spain)

Teddy Seidenfeld (Carnegie Mellon University, USA)

Matthias Troffaes (Durham University, UK)

Further details

For further details about (pre)registration, paper submission, scientific and cultural programme, programme committee, please consult the ISIPTA '09 web site at <http://www.sipta.org/isipta09/>.

Details about previous ISIPTA meetings can be found at <http://www.sipta.org/isipta/>. More information about SIPTA, the international organisation responsible for organizing both the ISIPTA meetings and the SIPTA Schools on Imprecise Probabilities, please consult the SIPTA web site at <http://www.sipta.org>.

Questions

If you have any questions about the symposium, please contact the Steering Committee preferably by email (frank.coolen at durham.ac.uk or matthias.troffaes at gmail.com), or at the following address:

Frank Coolen / Matthias Troffaes

Department of Mathematical Sciences

Durham University

Science Laboratories, South Road

The 4th Annual Judgment and Decision Making Pre-Conference at the meeting of the Society for Personality and Social Psychology (SPSP) will be held February 5, 2009 in Tampa, FL.

Poster deadline has been extended until Monday, December 1st. Poster presentation submissions are now being accepted via our website (<http://www.socialthinking.org/jdm.html>)
(<http://www.socialthinking.org/jdm.html>). Ten \$200 Student Travel Awards are available to graduate students who are first authors on a poster.

The deadline to register for the conference is January 1st, 2009. For further information, please visit:
(<http://www.socialthinking.org/jdm.html>)<http://www.socialthinking.org/jdm.html>

The JDM preconference highlights the emerging nexus of social-personality, judgment, and decision making research. The program consists of invited addresses and a poster session.

Invited Speakers

Gretchen Chapman
Ayelet Fishbach
Chris Hsee
Arie Kruglanski
Rick Larrick
David Schkade
Leaf Van Boven
Kathleen Vohs

This year's JDM Pre-Conference organizers are happy to field further questions.

Peter McGraw, University of Colorado, Boulder
Rebecca Ratner, University of Maryland
Neal Roese, University of Illinois
Kelly See, New York University

The 10th International Digital Government Research Conference conference will be held May 17-20, 2009 in Puebla, Mexico. The conference theme "Social Networks: Making Connections between Citizens, Data and Government" focuses on Web 2.0 technology, the emerging Social Web, and social network systems that allow large scale distributed collaboration, information sharing and creation of collective intelligence in government areas. The Social Web that includes blogs, wikis, facebook, flickr, youtube, etc., is emerging and evolving through massive participation of users in creating, managing, and sharing multimedia data by linking people and forming virtual interactive communities. Governments are facing unprecedented transparency and openness as a result of electronic grassroots mobilizations using social network technology. This conference focuses, in particular, on the policy implications of open government, the innovative applications of Web 2.0, Social Web, as well as technologies throughout the domain. We also welcome submissions from the broader domain of digital government research not linked directly to the conference theme.

For more information about this conference please see the conference sites:

Home Page: <http://www.dgo2009.org>

General Inquiries: dgo2009 at easychair.org<mailto:dgo2009 at easychair.org>

Social Network for dg.o 2009: <http://dgo2009.crowdvine.com/>

Submission web site: <http://www.easychair.org/conferences/?conf=dgo2009>

Important dates:

- * April 15, 2009 - Early Registration is due.
- * May 17, 2009 - Conference begins.
- * November 1, 2008 - Conference submission website becomes available.

Workshop and Tutorial Chairs:

Jing Zhang (Clark U; jizhang at clarku.edu<mailto:jizhang at clarku.edu>)

Andrea Kavanaugh (Virginia Tech; kavan at vt.edu<mailto:kavan at vt.edu>)

47th Edwards Bayesian Conference

You are invited to attend the Edwards Bayesian Research Conference, January 8-9, 2009, with a reception on the evening of Wed, Jan. 7. These meetings will be held in Fullerton, California, where the weather is usually quite nice in January. This year is the 47th meeting of this group, which was organized by Ward Edwards, which now bears his name. Papers on all topics of judgment and decision making are welcome, including theoretical, empirical, basic, applied, normative and descriptive, and many more. The conference hotel is the Fullerton Marriott at Cal. State Fullerton (a regular Marriott hotel on the campus of Cal State Fullerton). Conference rate is \$109/night for a single or double, including up to 2 breakfasts. That is a good deal.

For further information, see the following URL:

<http://psych.fullerton.edu/mbirnbaum/bayes/>

Follow the links to the invitation and registration forms for additional information:

<http://psych.fullerton.edu/mbirnbaum/bayes/invitation.htm>

<http://psych.fullerton.edu/mbirnbaum/bayes/registration.htm>

Web Workshop on Jan 10. This year, some of you may have your air fare to the Bayesian Research Conference covered by a NSF grant for Advanced Training Institutes in Decision Risk and Management Science. These Institutes will provide training in the relatively new field of Web-based research in DRMS. Studies in JDM and Behavioral Economics work quite well via the Internet. The first workshop will be held on Saturday, January 10 and will cover basic Web techniques at a beginner's level. Stipends that will cover the cost of air fare plus one day's food and lodging will be available for those accepted to the institute. For more information and application materials, see the following URL:

<http://ati-birnbaum.netfirms.com/>

Follow the link to the application page:

http://ati-birnbaum.netfirms.com/web-workshop_09.htm

The first link above contains the material to be covered in the first four hours. There will be a second instructor (probably Ulf Reips), who will pick up where the material above leaves off and will present the second four hours of instruction. This workshop is intended for faculty members with training and expertise in DRMS topics who are new to these Web-based techniques of research. Participants in the Web workshop will build a Web site with surveys and experiments that will function on their return to their home institutions. I can answer questions, but please read the information provided in the Web pages cited above first, before you ask me questions that are already answered in the Web sites.

Michael Birnbaum, PhD Professor of Psychology & Director, Decision Research Center, Fullerton
Fullerton, CA 92834-6846 714-278-2102 mbirnbaum@fullerton.edu

5th International Shared Decision Making Conference

June 14-17, 2009

The Fairmont Copley Plaza Hotel

Boston, Massachusetts

We are pleased to invite you to submit an abstract to the 5th International Shared Decision Making Conference. This conference will be held in the United States for the first time in Boston, Massachusetts. This conference builds on the accomplishments of the four previous ISDM conferences held in Oxford, UK (2001), Swansea, UK (2003), Ottawa, CA (2005) <http://www.patient-als-partner.de/pap2006/Tagung/pastconf.html>, and Freiburg, GR (2007). The goal of ISDM 2009 is to bring leading scientists, clinicians, policy makers, and payers together to learn, discuss, and debate key issues about how to best translate and implement shared decision-making research into clinical practice. The ultimate purpose is to improve the decision-making capabilities of patients and to foster evidence-based, informed, patient-centered medical care.

The theme for ISDM 2009 is SHARED DECISION MAKING: VISION TO REALITY. This scientific conference will include oral presentation sessions, symposia, workshops, poster sessions, as well as an exhibition of decision support materials.

The abstract submission process for ISDM 2009 is fully electronic. The deadline for abstract submissions is Friday, January 23, 2009 at 11:59 p.m. EDT. Abstracts for poster presentations, oral presentations, workshops, exhibits, and symposia that pertain to shared decision-making (SDM) are welcome.

In particular, we are interested in research in following categories: Communication and SDM; Cross-cultural adoption and dissemination of patient decision aids (PtDAs) and decision support; Effectiveness of SDM and PtDAs; Internet/interactive decision support tools ; Medical education and SDM; Measurement of process and outcomes for SDM and PtDAs; Patient preferences, value concordance, or consistency; SDM and evidence based medicine; SDM and PtDAs in clinical practice ; SDM and PtDAs in special populations (e.g. surrogates, end-of-life, and underserved); Translation of SDM research from "lab" to bedside

To submit an abstract: <http://isdm.confex.com/isdm/2009/cfp.cgi>

Authors of accepted abstracts will be invited to present their work at the ISDM 2009 Meeting, June 14-17, 2009 in Boston, Massachusetts, USA. Accepted abstracts will be published in the meeting program. We look forward to your submissions, and we'll see you in Boston!

Conference Executive Committee: Michael Barry, MD; Angela Coulter, PhD; Glyn Elwyn, PhD; Martin Horter, MD, PhD; Carrie Levin, PhD; Albert Mulley, MD (Conference Chair); Annette O'Connor, PhD; Karen Sepucha, PhD

The 5th Asia Pacific Meeting of the Economic Science Association (APESA2009) will be hosted by the University of Haifa, Israel. The conference will start with an evening reception on March 25 and end on March 29, 2009. The scope of the conference encompasses the areas of Experimental and Behavioral Economics, as well as interdisciplinary research from related fields, such as (but not restricted to) biological sciences, psychology, and business administration.

APESA2009 will host a number of invited speakers, including Uri Gneezy, Asher Koriat, Shyam Sunder, and Peter Wakker. In addition, the meeting will include two invited sessions: A round table discussion organized by Ido Erev with the winners of the Technion choice prediction competition (Ernan Haruvy, Stefan Herzog and Terrence Stewart), and a special session on Behavioral Finance sponsored by the Zimmerman Foundation. One of the papers submitted by a Ph.D. student will receive a best paper award of \$1,000. There will be an advantage to sole-authored papers.

Submission: The ESA welcomes participation by scholars in economics, as well as in psychology, business, political science, and other related fields. Researchers interested in presenting at APESA2009 are invited to submit their abstracts (via <http://hevra.haifa.ac.il/~apesa>) preferably by December 31, 2008 and as far as possible not later than January 31, 2009. To the extent feasible and sensible, we shall try to accommodate late requests. Suggestions for organizing sessions on specific topics are welcome as well. For sessions, please designate the proposed session title and submit the abstracts of the proposed presentations to ayala1999 at gmail.com.

Registration: Researchers interested in attending APESA are invited to register at <http://hevra.haifa.ac.il/~apesa>. Early registration fees (by January 31, 2009) for faculty members: \$275.00; for student members: \$150.00; normal registration fees for faculty members: \$325.00; for student members: \$200.00.

Fees include a subsidized Saturday tour to Jerusalem, afternoon tour of Haifa, morning tour to the Bahai Gardens, Gala dinner, lunch, and throughout coffee breaks.

Further Information: For more information on APESA2009 at Haifa and related issues such as accommodation and travel, please visit the conference website at <http://hevra.haifa.ac.il/~apesa>, or write to ayala1999 at gmail.com

Please feel free to distribute this call to potential attendees. Excuse cross posting.

We hope to see you in Haifa,
Doron Kliger, Ido Erev, and Todd Kaplan
(on behalf of the Organizing Committee)

Funding Opportunities

The Emergence and Impact of User-Generated Content

User-generated content (UGC) is one of the fastest-growing media forms. Whether arising as a homemade video, blog postings, or customer-supplied reviews and ratings, users are participating in the content-production process to a far greater extent than almost anyone could have imagined a few years ago.

The Marketing Science Institute (MSI) and the Wharton Interactive Media Initiative (WIMI) are jointly sponsoring a call for research proposals intended to stimulate, facilitate, and promote research in this emerging area. Papers resulting from the research competition will be eligible to be presented at a joint conference at the Wharton School in fall 2009, and will be considered for a special section (or issue) of Marketing Science. Successful proposals will be financially supported via joint funds available from MSI and WIMI.

Possible topic areas include (but are not limited to):

- * The impact of user-generated reviews and opinions on brand equity
- * New approaches to categorizing UGC
- * Incorporating UGC-related measures into market response models
- * The interplay between the timing of UGC submissions on future submissions, product sales, and other market outcomes
- * Determining the extent to which the social “distance” between participants affects the likelihood of accessing each other’s UGC
- * The impact of UGC creation/usage on traditional media forms

Proposals: We invite research proposals on these and other topics related to UGC. More information is available on the MSI website www.msi.org <<http://www.msi.org>> as well as the WIMI site at

wimi.wharton.upenn.edu. Research proposals are due by January 15, 2009, and funding decisions will be announced by March 15. In cases where the appropriate data are unavailable to the researcher, MSI and WIMI will make every attempt to find suitable corporate donors. We encourage researchers to make such requests, but we offer no guarantees that we can fulfill them.

Submissions: E-mail submissions to Ross Rizley, Research Director, Marketing Science Institute, 1000 Massachusetts Avenue, Cambridge MA 02138 USA Telephone: 617.491.2060; e-mail: Ross@msi.org <mailto:Ross@msi.org> . Please indicate that your submission is in response to this call.

Advisory Committee Members: Eric Bradlow, The Wharton School; Pete Fader, The Wharton School; Russ Winer, New York University.

Jobs

Columbia University's Center for the Decision Sciences (CDS) anticipates hiring a postdoctoral fellow to serve as Associate Director for a period of a minimum of one year, renewable for one or two more years, with a start date of June or July 2009.

The Associate Director will carry out research, administer the Center and run the CDS Online Virtual Laboratory server. S/he should have a reasonable level of computer sophistication.

The main responsibility will be to carry out research related to cognition and memory with an emphasis on decision making and the construction of preferences across the lifespan, under the supervision of Professors Eric Johnson, Elke Weber, and Yaakov Stern. This position is open to candidates with behavioral research experience, data analysis and modeling skills, and training in cognitive psychology or a related discipline, who have recently earned their PhD or who are expecting their doctorate in 2009, on a topic relevant to the psychology of decision making broadly defined. Training in neuropsychology as well as neuroscience and fMRI research would be a particularly valuable skill. Additionally experience with health- and cognitive function screening of older adults and experience with on-line research is also a plus.

The candidate should be comfortable running a Linux Web server as well as coding HTML and dynamic scripting languages such as PHP and JavaScript. Experience with SQL, databases, SAS and lightweight UNIX systems administration and security is very much recommended but not essential.

To apply, please send a CV, two letters of recommendation, reprints of published papers, and a cover letter describing your research interests. In your cover letter, please describe your research expertise, data analysis and modeling skills, neuropsychological and neuroscience skills, and computer skills (including any experience with online research).

Review of applications will start December 15 and continue until the position is filled. Electronic applications (all parts as attachments to a single email) should be submitted to Amy Krosch, ak2562 at columbia.edu.

Columbia University is an Affirmative Action, Equal Opportunity Employer

Research Scientist In Cognition And Decision Making

The Center for Adaptive Behavior and Cognition at the Max Planck Institute for Human Development in Berlin, under the direction of Gerd Gigerenzer, is seeking applicants for a research scientist position at a rank equivalent to assistant professor. The positions are for 6 years (renewable every 2 years) beginning August 2009, but earlier or later start dates are possible. Salary depends on experience. Candidates must have a PhD by the time they start.

Candidates should be interested in studying the cognitive mechanisms underlying bounded, social, and ecological rationality in real-world domains. Current and past researchers in our group have had training in psychology, cognitive science, economics, mathematics, biology, and computer science to name but a few. The Center provides excellent resources, including support staff and equipment for conducting experiments and computer simulations, generous travel support for conferences, and, most importantly, the time to think.

For more information about our group please visit our homepage at www.mpib-berlin.mpg.de/en/forschung/abc/. The working language of the center is English, and knowledge of German is not necessary for living in Berlin and enjoying the active life and cultural riches of this city. We strongly encourage applications from women, and members of minority groups. The Max Planck Society is committed to employing more individuals with disabilities and especially encourages them to apply.

Please submit applications (consisting of a cover letter describing research interests, curriculum vitae, up to five reprints, and 3 letters of recommendation) by January 10th, 2009. However, applications will be accepted until the positions are filled. The preferred method of submission is a single PDF file for the cover letter and CV, plus PDF copies of the reprints e-mailed to [researchscientist2009\(at\)mpib-berlin.mpg.de](mailto:researchscientist2009(at)mpib-berlin.mpg.de). Letters of recommendation and questions can be emailed to the same address. Under exceptional circumstances applications can be mailed to Ms. Wiebke Moeller, Center for Adaptive Behavior and Cognition, Max Planck Institute for Human Development, Lentzeallee 94, 14195 Berlin, Germany.

Postdoctoral Fellowships and Visiting Graduate Fellowships in Cognition And Decision Making

The Center for Adaptive Behavior and Cognition at the Max Planck Institute for Human Development in Berlin, under the direction of Gerd Gigerenzer, is seeking applicants for up to 3 two-year Postdoctoral Fellowships (with the possibility of third year) and up to 2 one-year Visiting Graduate Fellowships beginning on or after September 1, 2009, but earlier or later start dates are possible. The Visiting Graduate Fellowships are intended for students currently enrolled in graduate programs.

Candidates should be interested in studying the cognitive mechanisms underlying bounded, social, and ecological rationality in real-world domains. Current and past researchers in our group have had training in psychology, cognitive science, economics, mathematics, biology, and computer science to name but a few. The Center provides excellent resources, including support staff and equipment for conducting

experiments and computer simulations, generous travel support for conferences, and, most importantly, the time to think.

For more information about our group and other funding possibilities for graduate students please visit our homepage at www.mpib-berlin.mpg.de/en/forschung/abc/ . The working language of the center is English, and knowledge of German is not necessary for living in Berlin and enjoying the active life and cultural riches of this city. We strongly encourage applications from women, and members of minority groups. The Max Planck Society is committed to employing more disabled individuals and especially encourages them to apply.

Please submit applications (consisting of a cover letter describing research interests, curriculum vitae, up to five reprints, and 3 letters of recommendation) by January 10th, 2009 to ensure consideration. However, applications will be accepted until the positions are filled. The preferred method of submission is a single PDF file for the cover letter and CV, plus PDF copies of the reprints e-mailed to [fellowships2009\(at\)mpib-berlin.mpg.de](mailto:fellowships2009(at)mpib-berlin.mpg.de). Letters of recommendation and questions can be emailed to the same address. Under exceptional circumstances applications can be mailed to Ms. Wiebke Moeller, Center for Adaptive Behavior and Cognition, Max Planck Institute for Human Development, Lentzeallee 94, 14195 Berlin, Germany.

Center for Research on Environmental Decisions, Columbia University Post-Doctoral Researcher

The Center for Research on Environmental Decisions (CRED), is seeking an outstanding researcher for a Post-Doctoral Researcher position starting in September, 2009. CRED studies individual and group decision making under climate uncertainty and decision making in the face of environmental risk. We are an interdisciplinary center conducting laboratory and field research in the United States and around the world, involving collaboration between researchers (economists, anthropologists, psychologists, hydrologists, climate scientists, etc) and decision makers (water managers, farmers, etc.). CRED is affiliated with Columbia's Earth Institute and the Institute for Social and Economic Research and Policy (ISERP). This appointment will be in Columbia's Psychology Department. For more information please visit: www.cred.columbia.edu <<http://www.cred.columbia.edu>>.

The post-doctoral researcher will report to the center's co-directors David H. Krantz and Elke U. Weber and will collaborate with other center researchers, post-docs, and graduate students across disciplines.

The post-doc will conduct research on temporal discounting of social goals. More specifically, this project looks at how discount rates vary across different goal categories (money, health, safety, belonging, status, well being of others, environment) in order to analyze the long-term benefits of public policies relating to health, safety, and environment. The incumbent will be responsible for planning and carrying out lab research, field studies, and analysis, including development of methods for measuring temporal discount factors, establishment of baseline effects, quantitative comparison of discount rates for a variety of social and economic goals; analyses of both general pattern of responses, as well as individual and cultural differences. He/She will be expected to employ a combination of distribution games, social dilemmas, and hypothetical scenarios about real life social, monetary and environmental outcomes. Aside from basic research, our work is also concerned with practical applications in policy

and other real-world decision contexts. In an effort to apply theory and findings to a real socio-temporal dilemma, the post-doc will work on an energy conservation field study.

Other duties include contribution to other ongoing center projects; grant proposal writing; preparation of and participation in CRED workshops; drafting reports and papers for publication.

Required qualifications:

- * Ph.D. in psychology (social, cognitive), behavioral economics, decision sciences, or other relevant discipline.
- * Familiarity with theory of decision making in social and group contexts.
- * Strong interest in climate and/or environmental science.
- * Skilled in the use of laboratory-based experiments involving multi-player decisions and familiarity with various forms of field work (survey and interview techniques)
- * Experience working as a member of interdisciplinary teams.
- * Excellent skills in use of statistical software package (SPSS, R, STATA, SAS, or equivalent)
- * Proficiency in computer programming (experimental games and online surveys).

Preferred qualifications:

- * Publications
- * Grant writing experience

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

Please submit applications electronically to Jenn Logg at: [jl3371 at columbia.edu](mailto:jl3371@columbia.edu)

Applications should include the following: Cover letter, CV, 2 publications or writing samples, 2 recommendation letters (to be submitted directly by references)

Full professor or assistant professor (tenure track) in information systems.

To apply: <https://www.hec.unil.ch/candidatures/postuler?id=21>

contact: [yves.pigneur at unil.ch](mailto:yves.pigneur@unil.ch)

The Faculty of Business and Economics (HEC, <http://www.hec.unil.ch/>) of the University of Lausanne invites applications for two positions at the rank of Full professor or assistant professor (tenure track) in information systems

Applicants must have excellent research track record and outstanding teaching background in information systems. For one of the positions, special consideration will be given to applicants in the field of information systems and neurosciences. For the second position, the School would like to strengthen the synergies between information systems or computer science and economics, management, or finance.

Responsibilities include teaching at undergraduate and graduate level, as well as supervision of theses. The selected candidates are expected to conduct rigorous research in information systems. After an adaptation period, applicants should be able to teach in English and in French.

Applicants must have a Ph D., excellent pedagogical skills, international-level research, and be able to work in a team environment.

Starting date: September 1st, 2009, or at a mutually-agreed date.

To apply, please use the link above and complete the electronic application form. As indicated, upload a curriculum vitae and cover letter, samples of scholarly work, and provide the names and addresses of two references. Additional information may be obtained from Professor Yves Pigneur, Chair of the Information Systems Department, Faculty of Business and Economics, University of Lausanne (yves.pigneur at unil.ch).

To ensure full consideration, candidates should make certain that their application is submitted by 31 January 2009.

The University of Lausanne promotes access of women to academic positions and strongly encourages them to apply.

The Faculty of Social Sciences at the University of Mannheim invites applications to the position of Full Professor in Cognitive Psychology (W3) beginning August 1st 2009.

Candidates should show evidence of high research productivity and effective teaching. A record of international publications in leading journals of the field, previously acquired research grants, and teaching experience in cognitive and experimental psychology are expected. Beyond the core tasks, active participation in the Otto-Selz-Institute for Applied Psychology (Mannheim Center for Vocation and Health) and training of PhD-students in our international Graduate school (Center for Doctoral Studies in the Social and Behavioral Sciences) are strongly encouraged.

Candidates must possess a university degree, completed PhD (or equivalent), a talent for teaching, and additional scientific merits which can take the form of a completed habilitation or comparable achievements.

The University of Mannheim places great emphasis on the training and mentoring of students and therefore expects full-time presence of its teaching staff. In order to additionally foster the integration of the University into the region, it is expected that professors move to Mannheim or the larger metropolitan area.

The University of Mannheim is an equal opportunity institution. Thus, disabled people are treated with preference given comparable qualification. Also, the University seeks to increase the number of women in research and teaching and thus strongly and explicitly encourages qualified female scientists to apply.

Please send your application via Email to the following address: dekanat at sowi.uni-mannheim.de

Your Email should contain the following attachments (PDF files): cover letter (one file), CV (one file), list of publications (one file), certifications and records (one file), two latest teaching evaluations (one file).

If you cannot submit your application via Email, please send the above documents to the Dean of the Faculty of Social Sciences at the University of Mannheim, Prof. Josef Broderl, A5, 6, 68131 Mannheim, Germany.

All applications received before February 2nd 2009 will be given full consideration.

University of Colorado
Leeds School of Business and Department of Psychology
Research Associate

The University of Colorado at Boulder anticipates hiring a research associate in a new interdisciplinary Center for Research on Consumer Financial Decision Making. Basic research in judgment and decision making, psychology, consumer research, and behavioral economics can inform our understanding of financial decisions such as choosing a mortgage, saving for retirement, decumulating savings, using credit cards, and paying for health care. The Center will conduct basic research and more applied work to inform public policy.

The research associate position would be for two-years, with a start date of August 1, 2009. The associate will conduct research with Professor John Lynch in the Leeds School of Business and Professor Leaf Van Boven in the Department of Psychology at the University of Colorado. Van Boven is co-Director of the Judgment, Emotion, Decision, and Intuition (JEDI) lab and Director of the Center for Research on Judgment and Policy. Lynch (coming to CU from Duke University) studies consumer decision-making. Please see these websites for descriptions of their ongoing research programs:

<http://psych.colorado.edu/~vanboven/VanBoven/Home.html>

<http://faculty.fuqua.duke.edu/%7Ejglynch/bio/articles.htm>

The ideal candidate would be an accomplished psychology PhD who has demonstrated research and teaching abilities and who is interested in seeking a faculty position in consumer research and marketing. Many leading Marketing departments hire researchers with Psychology PhDs whose work has implications for consumer behavior. They seek scholars who can publish in the top journals both in marketing / consumer research and allied basic disciplines such as social psychology, cognitive psychology, and judgment and decision making. Marketing departments also require that these scholars demonstrate that they can teach effectively in a business school setting.

This position is designed to help the scholar achieve these interdisciplinary goals. In conjunction with this research associate appointment, the appointee will also hold a 10% instructor appointment and will

be expected to teach one undergraduate course per year in the Leeds School of Business under John Lynch's supervision. The research associate will work in labs in both psychology and business; collaborate on research aimed at journals in both psychology and consumer research.

This position is open to candidates with behavioral research experience, data analysis and modeling skills, and training in judgment and decision making, social psychology, cognitive psychology, or a related discipline, who have recently earned a PhD or who are expecting their doctorate in by July 2009, on a topic relevant to the research programs of Lynch and Van Boven and to issues in financial decision making, broadly defined. Salary is competitive.

Applications (cover letter, vita, two letters of recommendation, pdfs of three research papers) should be submitted on line to <https://www.jobsatcu.com/>. Click on Search Postings and enter the job posting number 806125. In your cover letter, please describe your research expertise, data analysis skills, and computer skills.

The University of Colorado at Boulder is committed to diversity and equality in education and employment.

Online Resources

SJDM Web site

<http://www.sjdm.org>

Judgment and Decision Making – The SJDM journal, entirely free and online

<http://journal.sjdm.org>

SJDM Newsletter – Current and archive copies of this newsletter

<http://www.sjdm.org/newsletters>

SJDM mailing list – List archives and information on joining the email list

<http://www.sjdm.org/mail-archive/jdm-society/>

Decision Science News – Some of the content of this newsletter is released early in blog form here

<http://www.decisionsciencenews.com>

EADM Web site – The European Association for Decision Making

<http://www.eadm.eu/>