



SOCIETY FOR JUDGMENT AND DECISION MAKING

Newsletter

<http://www.sjdm.org>

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The SJDM Newsletter, published electronically four times a year (Vol 1 March, Vol 2 June, Vol 3 October, Vol 4 December), welcomes short submissions and book reviews from individuals and groups. Essays should: have fewer than 400 words, use inline citations and no reference list, not include a bio (a URL or email is ok). If you are interested in reviewing books and related materials, please email Dan Goldstein.

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 the editor for details.

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

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

1 Announcements

Take Charge of Your Science

Attention APS Members: Help make sure Wikipedia – the #1 online encyclopedia – represents scientific psychology fully and accurately. Join the effort to promote the science of psychology worldwide.

All APS Members are encouraged to participate:

* Teachers: make updating and creating Wikipedia entries part of coursework * Researchers: Be sure your specialty is represented completely and accurately * Experts (you know you are): Review existing entries and create new ones

1. Create Wikipedia Account
2. Register with the APS Wikipedia Initiative
3. Specify your interest and expertise

For more information, see the [APS Wikipedia Initiative](#)

Gray Brase posed the following question to the SJDM mailing list:

I am trying to set up an account for doing research using Amazon's Mechanical Turk, but have run into a bureaucracy issue. My university does not allow pre-payments and/or deposits for anything, but this is exactly how M-Turk works in order to get a task running.

If you have experience with doing research using Mechanical Turk, how have you arranged the actual payments to Amazon?

and got the following response:

Thanks to everyone for the prompt and informative responses to my question about payments on Mechanical Turk.

The short summary is that, with 12 responses, by far the most common methodology is to use one's own money and then apply for reimbursement. People mentioned that payments to Amazon could be done with a credit card, PayPal, or an Amazon prepaid (gift) card. [comments surrounding these responses

involved the ironies of research hurdles at research universities, and essentially interest-free loans to institutions that are cutting salaries]

There is a more subtle method, roughly like putting down a security deposit. The researcher fronts their own money into the MTurk account, but sets the system to pay the participants only once the study is finished. Once the participants are all recruited, you can calculate the total amount the study will cost and ask your institution to pay exactly that amount into your account. In this way the initial deposit remains and the second deposit by the institution is used to actually make the payments.

There also were some helpful references and links to relevant research papers:

<http://www.sjdm.org/links.html#research> and <http://www.people.fas.harvard.edu/~drand/>

Well done, list!

Please find the latest edition of SJDM's journal Judgment and Decision Making at <http://journal.sjdm.org/>

Rob Hamm writes:

The NSF's "Social, Behavioral, and Economics" funding organization issued a call for "white papers" on topics that could benefit from research, last fall. They got 200 responses. The list is linked to below.

I wrote one on diagnosis; Jon Baron wrote one advocating for more smaller awards; there are others of interest.

As they say, they are under no obligation; though if they hear a lot from people saying "yes, that's a need" maybe they'll think more favorably on a particular topic.

I am pleased to let you know that the public access website for the SBE 2020 White Papers is now open. Even before members of the research communities had access to all of the papers, the project has sparked broad interest across the SBE sciences. One of the signs of our project's success has been the extent to which many of you worked with

colleagues on your white papers. In order to share that information, we have identified your co-signers and the professional societies who have endorsed various papers in the listing. Your contributions individually and collectively, already enrich the research enterprise and stand to have great impact on the course of future work.

Please take a moment to visit the site: http://www.nsf.gov/sbe/sbe_2020/index.cfm and to share the URL with your co-authors and colleagues. If you see any glitches, please let us know and we will correct them. However, please note that we cannot accept revisions or resubmittals of papers.

We are grateful for your efforts and look forward to finding ways to sustain this conversation.

Myron P. Gutmann Directorate for the Social, Behavioral, and Economic Sciences National Science Foundation

Alan Reifman writes

Please find my annual online compilation of summer statistics and methodology programs by clicking on:

<http://reifmanintrostats.blogspot.com/>

Feel free to share this information with students you advise or teach, and with colleagues.

David Mandel writes

I'd like to announce the publication of *Neuroscience of Decision Making*, which Oshin Vartanian and I edited for the Psychology Press series *Contemporary Approaches in Cognitive Neuroscience*.

For more information see: [Neuroscience of Decision Making](#)

Not unrelatedly, Andreas Ortmann (a.ortmann at unsw.edu.au) writes:

If someone on this list would be interested in writing review of this book [[Neuroscience of Decision Making](#)] for *Journal of Economic Psychology*, please get in touch.

Gerd Gigerenzer writes:

Summer Institute on Bounded Rationality

Foundations of an Interdisciplinary Decision Theory

21 - 28 June, 2011

Directed by Gerd Gigerenzer

Keynote Speaker: Nassim Taleb

Center for Adaptive Behavior and Cognition

Max Planck Institute for Human Development, Berlin, Germany

It is our pleasure to announce the Summer Institute on Bounded Rationality 2011 - Foundations of an Interdisciplinary Decision Theory, which will take place from June 21st to 28th, 2011 at the Max Planck Institute for Human Development in Berlin. The objective of the Summer Institute is to provide a platform for genuinely interdisciplinary research, bringing together young scholars from psychology, economics, biology, and philosophy. Its focus will be on the concept of "social rationality" - how rational behavior can emerge from simple heuristics that interact with a social environment. The goal is a deeper understanding of the way *Homo sapiens* forms decisions in an uncertain social world. Sharing knowledge across disciplines may well challenge the reigning assumptions in each.

Talented graduate students and postdoctoral fellows from around the world are invited to apply by March 18th, 2011. We will provide all participants with accommodation and stipends to cover part of their travel expenses. Details on the Summer Institute and the application process are available at <http://www.mpib-berlin.mpg.de/summerinstitute>

Dan Goldstein writes:

SJDMers can now get weekly JDM-relevant updates between newsletters by subscribing to Decision Science News decisionsciencenews.com by email. Visit [this link to sign up](#). Exactly one email is sent per week, and unsubscribing is easy.

Michael Dougherty writes:

I'd like to call your attention to the spending cuts currently being debated in congress. The spending cuts are being aimed directly at science funding through NSF and NIH – proposals that have been reviewed and selected for funding may be DE-FUNDED. Please read the message below from FABBS for more details, and how to act.

For more information, see [this link](#)

House Continues Spending Cuts: Amendments Target NIH and NSF Grants

The U.S. House of Representatives is currently debating a Continuing Resolution, H.R. 1, that will fund the government for the remainder of the fiscal year and make [2]significant cuts to science funding. Hundreds of amendments have been offered to the bill, and [3]six amendments (#417-#422) target National Institutes of Health and National Science Foundation grants for de-funding. All of the grants have been peer-reviewed and selected by the agencies for funding.

FABBS urges individual scientists to contact their Representatives in the U.S. House to oppose cuts to science funding and threats to the peer-review process.

Learn more about what you can do to help: <http://capwiz.com/fabbs/issues/alert/?alertid=29100501>

FABBS Mission Statement FABBS promotes human potential and well-being by advancing the sciences of mind, brain, and behavior. As a coalition of scientific societies, we communicate with policy makers and the public about the importance and contributions of basic and applied research in these sciences.

Cornelia Betsch and Katharina Sachse write:

Call for papers: Internet and Vaccination Risks

Some recent publications consider the Internet to be a possible cause of declining vaccination rates. This interdisciplinary issue of the Elsevier journal VACCINE therefore focuses on the question of which factors impact risk perceptions regarding vaccination decisions in the specific context of the Internet. A second focus will be on how risks and risk negations should be communicated on the Internet.

Contributions from psychology, medicine or communication science regarding these topics are welcome; the issue will include overviews as well as empirical work.

If you feel unsure about whether or not the work you have in mind would be appropriate do not hesitate to contact the Guest Editors [cornelia.betsch at uni-erfurt.de](mailto:cornelia.betsch@uni-erfurt.de) and [katharina.sachse at tu-berlin.de](mailto:katharina.sachse@tu-berlin.de).

Deadline for paper submissions: May 31st, 2011

[Call for papers](#)

Rob Hartman (614-447-3441) writes:

Colleagues: I am leading a multi-year, web-based study for the Intelligence Advanced Research Projects Activity (IARPA). This study focuses on individual and aggregate predictions about world events, and it builds upon various lines of related research (e.g., wisdom of crowds, probabilistic judgment, individual differences in judgment). We hope to recruit a diverse panel of participants who are interested in offering predictions about events and trends in any subset of the following areas: international relations, social and cultural change, business and economics, public health, and science and technology. Although registration is open to a wide audience (including undergraduates), we are especially interested in attracting participation from scholars, analysts, graduate degree-holders, and graduate students. Participants will be able to determine their own level of involvement by logging onto the study forecasting website as often as they wish. Levels of engagement could range from making one prediction on one occasion to visiting our site multiple times per day to offer updated predictions on up to 100 events. Details can be found in the attached and on our registration website (www.forecastwe.org).

Please circulate this announcement to any colleagues, graduate or undergraduate students, list serves, message boards, social media, or other appropriate outlets. You are also personally invited to register and participate. Also, a pdf copy of the announcement is also available at http://forecastwe.files.wordpress.com/2011/03/fwe_call14.pdf

Call for Research Participants Forecasting World Events Project www.forecastwe.org

Are you interested in global security and politics, business and economics, public health, science and technology, or social and cultural change? If so, we invite you to participate in a unique, online research study sponsored by the Intelligence Advanced Research Projects Activity (IARPA). The Forecasting World Events Project is part of a federally funded research program investigating the accuracy of individual and group predictions about global events and trends, leading to fundamental advances in the science of forecasting. To support this research, the Project seeks to build a diverse panel of forecasters with interests in any of the above domains. As a participant, you will offer predictions about the questions that interest you most, update those forecasts as often as you like, and interact with your fellow forecasters via optional discussion boards.

Who can participate? Any U.S. citizen 18 years or older may register to participate. People of all backgrounds are welcome to register; advanced degree-holders and graduate students are particularly encouraged to participate.

When does it start? Invited participants will begin making predictions in late spring 2011.

What are the questions like? We will provide all of the forecasting questions, which will cover a range of global events and will typically ask you to indicate the likelihood of something happening (e.g., a candidate winning an election), a future amount or level of something (e.g., level of unemployment), or the date of an event (e.g., the month and year of a company's next product release).

Is there a heavy time commitment? Absolutely not. If selected to join the study, you will decide how often you visit the forecasting website, the number of questions you want to answer, and the frequency with which you update your forecasts. Furthermore, you may vary your level of involvement over time, completely at your discretion.

How long will the study last? The Project is scheduled to run from 2011 through 2013. If selected to participate, you are encouraged to participate throughout this period, though you may withdraw at any time.

What's the next step? Registration is now open at www.forecastwe.org. Following notification, selected participants will begin offering their predictions via an interactive forecasting website.

Test your insight and advance the science of prediction.

Sponsored by IARPA's ACE Program http://www.iarpa.gov/solicitations_ace.html, the Forecasting World Events Project is managed by The MITRE Corporation, a not-for-profit manager of Federally Funded Research and Development Centers.

Phil Tetlock, Barb Mellers, and Don Moore write:

Dear JDMers,

We are in the process of recruiting “experts”—roughly 2400 of them—to participate in a multi-year forecasting competition sponsored by IARPA (Intelligence Advanced Research Projects Agency). This unclassified tournament is focused on a wide range of political, economic and military trends around the globe. We are asking you—and perhaps colleagues you know—whether you would be interested in participating.

Our recruitment website is found at <http://surveys.crowdcast.com/s3/ACERegistration>

At the website, you will find more information about the project. If you decide to register, we will follow up and tell you what the project entails. You will have an opportunity to learn about forecasting techniques and your own skills. We will pay you a token honorarium for your participation (assuming you meet the requirements of the project). Many thanks for considering our request—and for passing this note on to others who might also be interested.

Jun Zhuang and Lea Deleris write:

Call for papers: Decision Analysis Student Paper Award

Submission deadline: June 17, 2011

The Student Paper Award is given annually to the best decision analysis paper by a student author, as judged by a panel of the Decision Analysis Society of INFORMS. Students who did not complete their Ph.D. prior to May 1, 2010 are eligible for this year's competition. The award is accompanied by a plaque and a \$500 honorarium. The award will be presented and the winner will also be invited to present his or her paper at the DAS Awards Session at the INFORMS Annual Meeting to be held in Charlotte, North Carolina, November 13-16, 2011. All students doing work in or related to decision analysis (e.g., decision methodologies, experimental studies, and applications) are encouraged to submit a paper. The majority of work, including writing, must be that of the student, though faculty members or other mentors can be co-authors if appropriate. The paper should be 30 pages or less (double spaced and 12 point font) and, in the standard format of Management Science or Operations Research.

If you are a faculty member who is supervising students, please inform them of this opportunity. If you are a student reading this, please encourage your classmates to submit a paper and to join the Decision Analysis Society (<http://www.informs.org/Community/DAS>). While we encourage all applicants to join DAS, it is not necessary for students to be members in order to be eligible for the competition.

To be considered for this year's competition, please email both committee co-chairs, at the address given below, by the deadline, June 17, 2011, with your final submission of: (i) An electronic version of your paper in PDF format; and (ii) A letter in PDF format from one faculty co-author (if any) articulating your role in writing this paper.

Dan Ariely writes

The Center for Advanced Hindsight at Duke University is accepting applications from students interested in conducting experiments in behavioral economics in our summer research internship. The 5-week program begins on July 7th, 2011 and ends on August 11th, 2011. For more about the C4AH team at the Center for

Behavioral Economics, see <http://becon.duke.edu>, and for more about Dan Ariely see <http://danariely.com>

From studies on the consumption vocabulary of vegetables to the effect of eye gaze on trust, there is never a dull moment in the Center for Advanced Hindsight. The CAH summer internship will be valuable for students who are interested in gaining experience with experiments in behavioral economics. Our lab includes researchers with training in social and cognitive psychology, behavioral economics, marketing, design, and general judgment and decision-making. Interns will spend approximately 20 hours each week working in collaboration with CAH research assistants, faculty and graduate students and will be involved with planning and conducting experiments in the lab and field, as well as some data entry and analysis. At the end of the five weeks, interns will propose a project of their own (a 2-page report) stemming from the research they carry out over the summer.

Interns will be provided with a stipend to cover living expenses, with details to be determined.

To apply, please submit the following as a single pdf document by April 20th, 2011:

1. A resume or curriculum vitae. Please include your university, major, relevant courses, research experience, GPA, and email address.
2. A one-page cover letter describing your research interests, as well as your specific areas of strength and weakness. What experience do you have with the behavioral sciences? Why would you like to attend the program, and what do you hope to gain from your internship experience?
3. A letter of reference from a member of your academic community (a graduate student, post-doctoral researcher, or professor).

Materials should be submitted to advancedhindsight@gmail.com

Applicants will be notified of their status by May 20th, 2011

We would like to invite you to consider your contribution to a new Special Topic in *Frontiers in Psychology*, titled “The Neuroscience and Psychophysiology of Experience-Based Decisions”.

The special topic will include something between 10 to 50 articles. In this journal “Special Topics are meant to be an encyclopedic coverage of a focused research area”. The details on the contents of the special topic appear below.

Among the people who expressed willingness to submit are Giorgio Coricelli, Ido Erev, Ralph Hertwig, Carl Lejuez, Larry Maloney, Joerg Rieskamp, Aldo Rustachini, and Alan Sanfey.

If you are interested in submitting an abstract for potential consideration please go to [this site](#).

Note that this journal is an open access journal in which authors pay a mandatory fee for accepted articles. See journal policies in: <http://www.frontiersin.org/psychology/about>

We very much hope you would join us in this special topic.

Gingi: [thegingi at gmail.com](mailto:thegingi@gmail.com) Eldad: [yeldad at tx.technion.ac.il](mailto:yeldad@tx.technion.ac.il)

Dan Goldstein writes:

I encourage Society members to try the R language for their statistical needs. Because it is powerful, completely free (in the sense of *libre* and *gratis*), and unencumbered by restrictive licenses, R has quickly become a lingua franca among statistical scientists. Because it runs on Windows, Mac, and Linux and can be downloaded and installed in minutes, it is ideal for teaching and for publishing code in journal articles. I’ve made a couple [R video tutorials](#). Jon Baron has written an excellent guide for those interested in [psychological research with R](#). The home of the R project is <http://cran.r-project.org/>.

Also of great use is the `ggplot2` package for statistical graphics, which is an R package written by Hadley Wickham. It is described at the `ggplot2` website as follows:

`ggplot2` is a plotting system for R, based on the grammar of graphics, which tries to take the good parts of base and lattice graphics and none

of the bad parts. It takes care of many of the fiddly details that make plotting a hassle (like drawing legends) as well as providing a powerful model of graphics that makes it easy to produce complex multi-layered graphics.

To cite ggplot2 in publications, authors may use: H. Wickham. *ggplot2: elegant graphics for data analysis*. Springer New York, 2009.

2 Conferences

The Society for Medical Decision Making 2011 Annual Meeting

The Society for Medical Decision Making is soliciting proposals for Oral and Poster Abstracts to be presented at the Annual Meeting being held Sunday, October 23, 2011 through Wednesday, October 26, 2011. The deadline for Oral and Poster Abstracts is Friday, May 6, 2011. All submissions will be reviewed and notifications will be sent out by Friday, July 29, 2011.

Oral sessions are scheduled in 10-15 minute presentation blocks and grouped in categories that are listed below. The meeting is structured to offer multiple Concurrent Oral Sessions under which each session will have up to 6 presentations. The top rated oral abstracts will be presented on Monday following the Keynote Presentation.

Poster sessions allow attendees to delve into and discuss the specifics of an abstract with the author in a one-on-one or small group setting. The annual meeting offers on average 240 total poster abstracts with approximately 60 posters presented at each session. All accepted oral and poster abstracts will be published online in *Medical Decision Making*, SMDM's peer-reviewed scientific journal.

All accepted oral and poster abstracts will be published online in *Medical Decision Making*, SMDM's peer-reviewed scientific journal.

* Visit <http://smdm.confex.com/smdm/2011ch/cfp.cgi> to submit Oral & Poster Abstracts

Relevant Topics include:

Decision Psychology and Shared Decision Making

Risk communication; * Risk perception; * Patient and provider preferences; * Preference elicitation and utility assessment; decision aids, * Health behaviors and education; * Medical education

Applied Health Economics, Services, and Policy Research

Cost-effectiveness analyses; * Health services research; * Health economics; * Cost analyses; * Clinical strategies and guidelines; * Pharmacoeconomics; * Health technology assessment; * Ethical, legal and social issues; * Health policy; * Comparative effectiveness research; * Administrative database and outcomes research; * Global health research; * Applied modeling analyses

Quantitative Methods and Theoretical Developments

Bayesian methods and analyses; * Advances in simulation and decision modeling; * Model calibration/validation, decision theory

Behavioral Economics

Prospect theory, intertemporal choice, cognitive bias, and framing; * Applications of behavioral economic concepts to improve medical decision making and/or health behaviors.

If you have any questions regarding your submission please contact the SMDM office at [mailto:info at smdm.org](mailto:info@smdm.org); info at smdm.org

6th International Shared Decision Making conference

The 6th International Shared Decision Making conference takes place June 19-22, Hotel Crowne Plaza, Maastricht, The Netherlands. The conference theme 2011 is: Bridging the gap between research and practice: patient pull or clinician push? Will we join the patient revolution? Should we rely on the patients? pull to translate and implement SDM research into practice? Or should we push clinicians? The ISDM executive committee encourages submissions dealing with the following topics: * Patient pull: patient-mediated implementation of SDM * Clinician push: training and facilitating clinicians to perform SDM * Implementation of SDM in different levels of the healthcare system * The patients' perspective of SDM and Decision Support Interventions * Clinicians' perspective of SDM and Decision Support Interventions * Development and evaluation of Decision Support Interventions * Measurement of the concept of SDM * SDM in different cultural settings * SDM and decision support interventions for special populations (e.g. children, underserved, or end-of-life decisions) * SDM and clinical practice guidelines * Ethical aspects of SDM

Please visit the conference website to register: <http://www.isdm2011.org/>

XIV Summer school on Economics and Philosophy

XIV Summer school on Economics and Philosophy. Organized by the University of the Basque Country and the Urrutia Elejalde Foundation. Coordinators: Cristina Bicchieri (UPenn), Jason Dana (UPenn), Maria Jiminez Buedo (UNED) Convenor: Alfonso Dubois (UPV/EHU) <http://www.urrutiaelejalde.org/SummerSchool/2011.html>

Aims and scope:

Since 1998 the Urrutia Elejalde Foundation has annually organized a Summer School on frontier topics between philosophy and economics and other social sciences, bringing together scholars from all these fields to explore them. The aim of this year Summer School is to explore the potential avenues for collaboration between the growing disciplines of experimental economics and experimental philosophy. Experimental economics has evolved into a thriving subfield, as attested by the number of experimental papers published in leading general economics journals. This growing enthusiasm for experiments in economics has coincided with the revival of philosophical and methodological analyses of causality, which view the controlled experiment as the privileged gate to causal inference. But more importantly, in the last years, a new field known as experimental philosophy has set out to complement or even substitute for pre-theoretical intuitions regarding philosophical themes such as moral dilemmas or rationality. At a moment in which experimental economics is already well-established and experimental philosophy is emerging, this meeting compares their main themes and results.

Call for papers

We encourage submission of papers that cover one or more of the above areas. The scientific committee will consider a number of submissions by young scholars at graduate or postgraduate level. The Foundation will cover the registration fees and accommodation expenses of the authors. Please send a pdf abstract of no more than 500 words to philandecon at gmail.com *before April 1st*. A decision will be made by April 15th.

For more information see: <http://www.urrutiaelejalde.org/SummerSchool/2011.html>

SPUDM 2011

European Association for Decision Making Subjective Probability, Utility and Decision Making Conference 23rd Biennial meeting takes place 21st-25th August 2011 at Kingston University London, Penrhyn Road Campus. More information at <http://spudm23.eadm.eu/>

ABAI 2011 Behavioral Economics Conference, From Demand Curves to Public Policy

We would like to invite you to attend the Association for Behavior Analysis International (ABAI 2011 Behavioral Economics Conference, From Demand Curves to Public Policy, to be held on Friday, March 25-Sunday, March 27, 2011 at the Hyatt Regency hotel in Chicago, Illinois. This single track conference explores different behavioral-economic perspectives to produce new insights into mechanisms of economic behavior. The program will also address how behavioral economics can constructively inform public policy.

Please contact the ABAI office at (269) 492-9310 with any questions. We hope to see you in Chicago.

For more information see: <http://www.abainternational.org/Events/BE/BEIndex.asp>

Third Annual Meeting of the Academy of Behavioral Finance & Economics

Call for Papers & Participation

September 21-23, 2011, UCLA, Los Angeles, CA

<http://www.aobf.org>

Co-Sponsored By:

UCLA Anderson School of Management

Keynote Speaker:

Nobel Laureate in Economics Dr. Vernon Smith

Objectives and Scope. The Academy of Behavioral Finance & Economics offers a dedicated forum for exchange of research findings and professional advancement related to the fast-growing field of behavioral finance and economics. Given the well-recognized reality that “to make a decision, emotion is the necessary trigger (and) without emotion, one would be reduced to the state of an idiot savant who goes on endlessly calculating without the ability to make a choice” (Olsen, 2008), the objective of the annual conference is to encourage and distribute research and inquiry in the very promising area of Behavioral Finance and Economics.

Theoretical and empirical/experimental works that involve the application of psychology and neuroscience to all areas of financial decision-making and practice will be considered for presentation at the meeting. This includes, but is not limited to, the following areas:

1. Investment in and Workings of Financial Markets at all levels of functionality and capital allocation—including both public and private aspects;
2. Financial Management of Companies—both public and private entities;
3. Firm Entry and Exit Process—ranging from startup ventures to mature businesses;
4. Entrepreneurship, Innovation, and Venture Capital;
5. All other Business and Economic Endeavors that Involve Human Decision Making and Choice Under Conditions of Risk and Uncertainty;
6. Teaching and Learning—ranging from case development to other pedagogical issues.

Advances in Behavioral Finance & Economics: The Journal. A few carefully selected and further reviewed papers will be published in the Advances in Behavioral Finance & Economics: The Journal of the Academy of Behavioral Finance & Economics.

Award for The Best Doctoral Student Paper in Behavioral Finance. All papers submitted by doctoral students from across the world will be further reviewed by our Program Committee and five (5) best papers will be selected for special recognition at our 2011 ABF Annual Meeting. Recognition includes:

1. Presenting the “Award for the Best Doctoral Student Paper in Behavioral Finance”,
2. Awarding a \$500.00 prize check that can be used toward the expenses of attending the conference,
3. Publishing the selected papers in the Advances in Behavioral Finance & Economics – 2012.

Conference Proceedings. Abstracts of papers selected for presentation will be published in the Conference Proceedings.

Submission of Papers for Presentation. Please prepare: 1. a copy of your completed paper (or a detailed abstract) in PDF format where the cover page of your paper contains only the title (for anonymous review), and 2. a cover letter containing your affiliation and contact information. Email both documents to staff@aobf.org. Program decisions will be made by the Program Co-Chair, Professor A. Subrahmanyam, Anderson School at UCLA, in conjunction with Professor R. Yazdipour, Executive Director and Program Co-Chair, Academy

of Behavioral Finance. Submission Deadline is May 15, 2011. Notifications of results will be emailed to all respondents by May 31st.

Special Sessions and Panels. Persons interested in organizing a Special Session or Panel should submit a letter of interest, along with a short bio using the deadline and instructions above.

Terms and Conditions of Paper Acceptance. If your paper is accepted for presentation at the Annual Meeting, you agree to the followings:

1. The presenting author(s) will be required to present the paper in a professional manner and as assigned.
2. The presenting author(s) will be required to pre-register for the Conference within two weeks of the paper's acceptance by paying in full the due Conference Registration Fee of \$249.00. Only half of the paid registration fee (\$125.00) is refundable if cancellation is made within one month after the issuance of the Acceptance Letter. Otherwise, no refund will be issued. (There is a \$50.00 discount for doctoral students if payment made as instructed.) Payment must be made via our secure and fully Online Registration and Payment System. To register and pay the due fees, please click on the "2011 Conference" link our Web site www.aobf.org and select "Registraion.Conference.2011".
3. If the presenting author(s) does not register as stated above, the paper will be cancelled and the space will be released to the authors with accepted papers on the Waiting List. Letters of acceptance will be sent electronically by May 31st.
4. Each presenting author whose paper is accepted for presentation will be required to discuss another colleague's paper. Presenting authors will be sent a preliminary version of the program in mid-June, and asked to identify papers which they would like to discuss at the Meeting. Requests to discuss specific papers will be taken on a first-come, first-served basis. If a presenting author does not submit her/his choices for papers to discuss, the Program Chair(s) will assign her/him a paper.

Conference Time Line and Deadlines:

1. May 15- Last Day to Submit a Paper or a Proposal for a Special Session for 2011 Annual Meeting
2. May 31- Notifications of Submission Results will be emailed to all respondents
3. June 20- Presenters' Registration Fees are due- please refer to Acceptance Letters
4. July 15- Abstracts for the Proceedings of the Academy of Behavioral Finance & Economics-

2011 Annual

Meeting book are due to the Academy's office; this is the deadline for being considered for inclusion in the said book. Files to be emailed to: staff@aobf.org.

5. July 20- Last Day to Register for the Conference at the rate of \$249.00 (\$199.00 for doctoral students). After this date rates will be \$299.00 (\$249.00 for doctoral students).

6. August 15- Full Papers are due to the Academy's office for forwarding to Session Chairs and Discussants. Files to be emailed to: staff@aobf.org.

7. August 22- Full Papers to be sent out by the Academy's staff to all Session Chairs and Discussants.

8. September 10- Electronic files of Presentations, in Microsoft Power Point format only, are due to the Academy's office (for uploading on conference computers and use at the time of the scheduled presentations). Files to be emailed to: staff@aobf.org.

9. September 21(Wednesday) - 4:00 PM; Day 1 of the Conference- Afternoon Reception, Networking, and Orientation at UCLA's Covell Commons Conference Facilities: <http://map.ais.ucla.edu/go/1001440> Parking and other information will be added under Logistics soon.

10. September 22 & 23 (Thursday and Friday): Full conference days, starting with breakfast at 7:30 AM and ending at 5:00 PM; at UCLA's Covell Commons Conference Facilities: <http://map.ais.ucla.edu/go/1001440> Parking and other information will be added under Logistics soon.

11. September 23: (Friday) - 5:00 PM Conclusion of the Conference

12. October 31st: Compete manuscripts are due for consideration in the *Advances in Behavioral Finance & Economics: The Journal of the Academy of Behavioral Finance & Economics*.

Submission instructions. Please prepare: 1. a copy of your final manuscript in PDF format where the cover page of your paper contains only the title (for anonymous review), and 2. a cover letter containing your affiliation and contact information. Email both documents to staff@aobf.org for further consideration.

2011 Boulder Summer Conference on Consumer Financial Decision Making

The 2011 Boulder Summer Conference on Consumer Financial Decision Making will take place June 26-28, 2011 at the St. Julien Hotel, Boulder, Colorado. More information at <http://cfdmc.colorado.edu/>

Frontiers in Services Marketing On June 30th to July 3rd, 2011 Ohio State will host “Frontiers in Services Marketing.” See [here](#) for details.

The Sixth International Conference on Persuasive Technology will be held at Ohio State University (Columbus, OH, USA) from June 2-5th, 2011. Information regarding past conferences can be found at Persuasive2010.org Please contact Curt Haugtvedt (Haugtvedt.1 at osu.edu), or 614-292-6228 with questions or suggestions.

The Lauder School of Government, Diplomacy and Strategy and the New School of Psychology at IDC Herzliya, Israel, will host an international academic conference on Behavioral Decision Making, from May 30 to June 1, 2011.

Confirmed keynote speakers include: Tom Gilovich, Jack Levy, Paul Slovic, and John Payne.

The conference will be held on IDC Herzliya campus.

[Here is a link to the website of the conference](#)

2011 NeuroPsychoEconomics Conference

Please be invited to submit a paper to the 2011 NeuroPsychoEconomics Conference in Munich, Germany. The conference will be held from May 26-27, 2011 at the Technical University of Munich, TUM School of Management (Arcisstrasse 21, 80333 Munich, Germany). The conference theme of 2011 is: Excellence in Neuroeconomics—Striving for Impact in Economics, Management, and Marketing Research. Keynote speech given by Elke Weber, Columbia University, addresses the topic: “Query Theory: Understanding preference construction to facilitate effective policy and decisions”. For more information, please visit <http://www.jnpe.org>

Mobile Health

On May 4th & 5th, over 45 experts will share what really works in creating solutions to improve health behavior. Learn more: <http://mobilehealth.org/> Our program features short talks, fast-paced panels, and long breaks for quality conversations. That means you’ll

hear from all 45 experts, and you can talk with them directly. Check out the speakers: <http://mobilehealth.org/speakers>

A \$200 discount is in effect until March 31st. This link pre-loads the discount: <http://bit.ly/discount200>

We also offer workshops. Learn more: <http://bit.ly/mHealthWorkshops>

Some speaking slots have been left open for last-minute discoveries. For more information contact bjfogg@stanford.edu

International Conference on Comparative Decision Making Studies

We are pleased to announce the 1st International Conference on Comparative Decision Making Studies (Sponsored by University of Kentucky Research Foundation and National Science Foundation, Interface between Computer Science and Economics & Social Sciences program), which will be held at the Hyatt Regency Conference Center in Lexington, KY, USA. The conference will begin at 8:30am on the morning of Friday, May 13th, and will conclude after lunch on Sunday, May 15th, 2011.

This conference includes five oral sessions and two poster sessions covering the wide variety of interdisciplinary projects on decision making analysis and tools that differ in levels of system complexity (including societies, organizations, complex and simple organisms, and abstract systems), levels of analysis (mechanistic, developmental, functional, and cultural/evolutionary), study subjects (humans, non-human animals, plants, and electronic systems), and disciplines (social sciences, computer science, biological sciences, business/economics, medicine, education, and agriculture). Pre-registration is open at <http://www.uky.edu/cdm/conf/registration.php>

3 Essay

How to stop the selling of correlation as causation?

Dan Goldstein

Adapted from Decision Science News

I don't read the news often. I took Herb Simon's advice of checking the news once a week, and am much happier since. However, each time I do, I see headlines of the following sort:

[Want to live longer? Get a grip!](#) (On the correlation between longevity and hand grip strength).

[If you want to live longer, then walk faster](#) (On the correlation between longevity and walking speed).

If you're reading the SJDM Newsletter, I don't have to tell you that there's no evidence in these articles that walking faster or giving firmer handshakes makes you live longer. See [a target article](#). It's all correlation, not causation.

This is serious. First, we have the news, even the major wires, saying things that are not true. The news should not do that. They seem to get away with it by virtue of the fact that most people don't have the time or resources to conduct research themselves. If they lied about easily tested relationships, ("Want to avoid a ticket? Park on the sidewalk!") people might stop believing them rather quickly. Second, the effects are pervasive. I've seen brilliant professors in many fields get suckered by bogus headlines.

(Speaking of headlines, I find it hard to believe that anyone doing science journalism for more than a week would not fully grasp the correlation/causation distinction, if they were not aware of it already. I suspect that the people who write the stories are not the people who write the headlines, and may even be unable to overrule them.)

For efficient disabusing, it is handy that there is a Wikipedia article entitled [correlation does not imply causation](#), but how can people stand a chance against media machines that propagate new stories of this type every day?

For the tech savvy, a simple step to prevent these stories from getting credibility with search engines is putting `rel = "nofollow"` in the URL when linking to such articles (as I have done above). This prevents them from getting cred with search engines when they are linked to, but admittedly, that's pretty weak.

Can't we think of something better? This is the Internet age; we should no longer be at the mercy of a few media giants. Online, people can exert considerable collective power. What can be done? Maybe a Web browser plug-in that can overlay ratings on top of hyperlinks? A collective that keeps a kind of blacklist, perhaps punishing a publisher with less traffic each time they post a deceptive headline? What have you got?

4 Jobs

Princeton University

The Woodrow Wilson School of Public and International Affairs and the Department of Psychology at Princeton University invite applications for a postdoctoral research position from individuals with a recent PhD degree in Psychology or related disciplines with behavioral and policy relevance. A background in behavioral decision research or social psychological research is a plus. The position is offered for one year, with the possibility of a second year appointment. In addition to carrying out his own research, the appointee often collaborates with one or more faculty members.

The appointee will be expected to assist in the teaching of the "psychology and policy" course, including the evaluation of written work by masters students. He/she may also lead discussion sections in undergraduate courses given by the Psychology Department or the Woodrow Wilson School. Any teaching is contingent on sufficient enrollments and must be approved by the Dean of the Faculty. The position provides attractive pay/benefits/and research funds.

Deadline for full consideration is March 31, 2011. To apply, please submit online a letter of introduction, a CV, and contact information for two recommendations.

The University of South Carolina

The Department of Psychology invites applications for two tenure-track Assistant Professors with research interests in cognitive neuroscience. The appointment begins August 16, 2011.

Candidates must have demonstrated the ability to conduct research in neuroscience that augments and complements our existing technical expertise in brain stimulation, event related potentials, and magnetic resonance imaging using our 3T Siemens Trio (see [http:](http://)

[//www.mccauslandcenter.sc.edu](http://www.mccauslandcenter.sc.edu) for more information), and behavioral expertise in an area of cognitive neuroscience, including but not limited to language, attention, and perception. A Ph.D. or MD in a relevant discipline is required, as successful applicants are expected to lead their own research program and teach. Applicants must demonstrate potential to acquire external grant funding. Teaching and postdoctoral experience is strongly preferred. Salary is commensurate with experience.

Applicants should submit a letter describing their interests and credentials, curriculum vitae, statements of research and teaching interests, accomplishments, three letters of recommendation and copies of selected publications.

Electronic application submissions are preferred and should be emailed to lewterv@mailbox.sc.edu with Cognitive Neuroscience Search in the subject line. Paper submissions may be sent to: Cognitive Neuroscience Search, Department of Psychology, University of South Carolina, Columbia, SC 29208.

For full consideration, all application materials must be received no later than May 15, 2011. Further inquiries may be addressed to Professor Chris Rorden at rorden@mailbox.sc.edu

The University of South Carolina is an affirmative action, equal opportunity employer. Minorities and women are encouraged to apply. The University of South Carolina does not discriminate in educational or employment opportunities or decisions for qualified persons on the basis of race, color, religion, sex, national origin, age, disability, sexual orientation or veteran status.

Central Michigan University

Assistant Professor in Experimental/Psychology and Law (Tenure-track)

The Department of Psychology at Central Michigan University invites applications for a tenure-track Assistant Professor position effective August 2011. The successful candidate will join a department with 35 faculty members to support the Experimental Psychology Program. This program comprises 16 full-time faculty members and offers a doctoral degree in applied experimental psychology as well as a terminal master's degree in experimental psychology. Candidates must have a research program linking psychology and law that complements existing program faculty. Potential research interests include, but are not limited to, eyewitness testimony, eyewitness identification, jury decision-making, false confessions, and forensic interviewing. Evidence of success in securing external funding to support re-

search and students is desired. Candidates must have a Ph.D. in psychology (although ABD will be considered), demonstrated teaching effectiveness, and interest in teaching psychology and law as well as introductory level courses in statistics and research methodology.

To apply, visit www.jobs.cmich.edu and submit application letter, curriculum vita, publication reprints, as well as evidence of teaching effectiveness. Three letters of recommendation should be sent to Dr. Debra A. Poole, Chair, Psychology & Law Search Committee, Department of Psychology, Central Michigan University, Mount Pleasant, MI 48859. Consideration of applications will begin April 1, 2011. For further information contact Dr. Poole at poole1da@cmich.edu.

Serving more than 27,000 students, Central Michigan University is a doctoral research university recognized for strong undergraduate education and a range of focused graduate and research programs.

CMU, an AA/EO institution, strongly and actively strives to increase diversity within its community (see www.cmich.edu/aaeo/).

5 Online Resources

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| 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/mailman/listinfo/jdm-society |
| Decision Science News – Some of the content of this newsletter is released early in blog form here | http://www.decisionsciencenews.com |
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