



# SOCIETY FOR JUDGMENT AND DECISION MAKING

## Newsletter

<http://www.sjdm.org>

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The SJDM Newsletter, published electronically four times a year (with approximate publication dates of Vol 1 in March, Vol 2 in June, Vol 3 in October, and Vol in 4 December), welcomes short submissions and book reviews from individuals and groups. Essays should: have fewer than 400 words, use inline citations and no reference list, not include a bio (a URL or email is 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.



Dr. Alfred Mele of the Florida State University Department of Philosophy is directing **The Philosophy and Science of Self-Control** project, a new grant project funded by the John Templeton Foundation. Philosophers and scientists are invited to compete for sub-grants and prizes to support research along two dimensions: the **philosophy of self-control** and the **integrated science and philosophy of self-control**. The first phase in the process of selecting the winners of these awards is to review letters of intent from applicants.

Letters of intent for projects focusing on integrated science and the philosophy of self-control are due by **August 1st, 2014**, and letters of intent for the philosophy of self-control research projects are due by **September 1st, 2014**.

For more information about The Philosophy and Science of Self-Control project and for instructions to submit letters of intent, please visit

**[www.philosophyandscienceofself-control.com](http://www.philosophyandscienceofself-control.com)**.

## 1 Announcements

Jon Baron ( baron at psych.upenn.edu ) writes:

The latest issue of Judgement and Decision Making is now available at  
<http://journal.sjdm.org>

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Katherine Burson writes

The Society for Judgment and Decision Making (SJDM) invites abstracts for the 2014 conference (oral presentations, posters, and symposia) and the Einhorn New Investigator Award. The deadline for submissions is June 30, 2014. The conference will be held November 21-24, 2014 in Long Beach, California.

The call for abstracts is available at:  
<http://www.sjdm.org/programs/2014-cfp.html>

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drmandel66 at gmail.com (David R. Mandel) writes:

Gorka Navarrete and I are editing a *Frontiers in Cognition Research Topic on "Improving Bayesian Reasoning: What Works and Why?"*

Information on the project can be found at [this link](#)

Please consider submitting an abstract. Deadline for abstract submission: 15 Jul 2014. Deadline for full article submission: 15 Dec 2014

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julian.marewski at unil.ch (Julian Marewski) writes:

Special Issue of the *Journal of Behavioral Decision Making*: Call for Papers. "Strategy Selection: A Theoretical and Methodological Challenge"

Deadline: January 31st, 2015

Guest editors: Julian N. Marewski (julian.marewski at unil.ch; University of Lausanne); Arndt Broder (broeder at uni-mannheim.de; University of Mannheim); Andreas Glockner (andreas.gloeckner at psych.uni-goettingen.de; University of Gottingen)

Resident Editor: George Wright (University of Strathclyde; george.wright at strath.ac.uk)

The Journal of Behavioral Decision Making will publish a special issue on a topic that poses a paramount stumbling block across different theoretical frameworks in the cognitive sciences, biology, economics, and beyond: Strategy selection, or the challenge of modeling the mechanisms that determine how humans and other agents choose among different behaviors.

A more detailed version of this call for papers can be found on the [JBDM](#) website at <http://ow.ly/xPPtm>

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elina at theirrationalagency.com (Elina Halonen) writes:

Just a quick update on what's been happening at InDecision blog. We've launched a new interview series, Star Track, where we turn the spotlight on researchers who have already made a significant contribution with their ground breaking research and engagement in the research community - more interviews to come in the next few months! We've also done some more interviews in Outside the Matrix series with people who went into industry after their JDM PhD as well as practitioners: We also have some resources specifically for PhD students.

<http://www.indecisionblog.com>

As usual, we hope that you enjoy the blog and welcome any feedback and ideas!

Best wishes, Elina & Neda (editors) [indecisionblogging at gmail.com](mailto:indecisionblogging@gmail.com)

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decisionjrb at gmail.com (Jerome Busemeyer) writes:

Just a reminder that sample articles for the new journal DECISION can be read from our web site

<http://www.apa.org/pubs/journals/dec/sample.aspx>

Consider sending your great works to our journal! <http://www.apa.org/pubs/journals/dec/>

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bsp at behavioralpolicy.org (Behavioral Science & Policy Association) writes:

(BSP), a new international peer-reviewed quarterly journal, co-published with Brookings Institution Press.

Behavioral Science & Policy features short, accessible articles describing actionable advice for policy makers and practitioners that is firmly grounded in the empirical scientific study of individual, group, and organizational behavior. Submissions will undergo a dual review process involving discipline-focused editors to assess scientific rigor and policy-focused editors to assess practicality. Articles recommended for publication will also receive feedback from professional writing editors to enhance their appeal to a broad audience of behavioral scientists, policy makers, practitioners, and educated lay readers. Published articles will be available online via open access until compiled into print editions. BSP articles are promoted by BSPA and Brookings via press releases, briefings, and other media channels. BSP is not limited to a particular point of view or political ideology.

Articles in BSP generally take the form of Proposals, Findings, or Reviews.

★ Proposals ( 2500 words) specify scientifically grounded policy proposals and provide supporting evidence including concise reports of relevant studies. This category is most appropriate for describing new policy implications of previously published work or a novel policy recommendation that is supported by previously published studies.

★ Findings (4000 words) report on results of new studies and/or substantially new analysis of previously reported data sets (including formal meta-analysis) and the policy implications of the research findings. This category is most appropriate for presenting new evidence that supports a particular policy recommendation. The additional length of this format is designed to accommodate a fuller account of methods, results, and/or analysis of studies that have not been previously reported elsewhere (though some finer details may be relegated to supplementary online materials).

★ Reviews (5000 words) survey and synthesize the key findings and policy implications of research in a specific disciplinary area or on a specific policy topic. This could take the form of describing a general-purpose behavioral tool for pol-

icy makers or a set of behaviorally grounded insights for addressing a particular policy challenge.

★ Inquiries concerning other formats should be directed to BSP Managing Editor Kaye de Kruif [mailto:kaye at behavioralpolicy.org].

To receive full consideration for publication in the inaugural issue of Behavioral Science & Policy, please submit your manuscript to <http://behavioralpolicy.org/> by July 15, 2014.

Questions can be addressed to BSP Managing Editor Kaye de Kruif [mailto:kaye at behavioralpolicy.org].

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gbc at rcj.rutgers.edu (Gretchen Chapman) writes:

Congratulations to Elke Weber who is featured on the FABBS Foundation's website as part of their "In Honor of ..." series. To view the page visit: <http://www.fabbsfoundation.org/in-honor-of-elke-weber>

The FABBS Foundation's educational mission to enhance understanding of the sciences of mind, brain, and behavior. It is the foundation arm of the Federation of Associations of Behavioral & Brain Sciences which advocates for behavioral science. The "In Honor of ..." series simultaneously honors distinguished researchers and raises funds for the FABBS foundation. For more information about the FABBS Foundation, visit their website at [www.fabbsfoundation.org](http://www.fabbsfoundation.org).

Gretchen Chapman & Ellen Peters

## **2 Essay**

Wanted: A Theory of Participant Engagement by David J. Weiss

We are all aware that the study means more to the researcher than it does to the participant. In some studies, the task for the subject is to maximize something, usually money. In others, the task is to provide an opinion; the respondent is usually told that true opinions are valued, but no particular answer is considered better than another. If one thinks from an economic perspective, then financial incentives are the way to engage the respondent in these tasks. In principle, the pursuit of money will inspire concentration, and that in turn will yield responses offering insight into cognition. Although investigators are always short of available funds, clever folks have tried to overcome the paucity by offering probabilistic payoffs. Really clever folks have even figured out ways (e.g., Prelec's Bayesian Truth Serum) to apply economic logic to research on opinions.

Unfortunately, we still sometimes get lousy data, responses we think were made on autopilot. Honorable researchers report those. How to identify, and whether to discard, the lousy data is an analytic problem for another discussion.

Identifying mental process is particularly difficult when disengagement prompts strategy changes during the experiment. Like so many phenomena that still interest us, this challenge was first documented for the JDM community (Boredom-Induced Changes in Preferences Among Bets, 1965) by the late Ward Edwards, in concert with a couple of graduate students you may have heard of, Paul Slovic and Sarah Lichtenstein. The nascent hope at that time was that increasing the stakes would keep the subjects on course; but even if evidence were to support that hope, research practice would be little affected.

A radically different approach to engagement is to make the task inherently interesting. In my own case, I am sure that I concentrate more fully when I play bridge, even though the game has no financial stakes, than when I work on taxes, where errors can cost me dearly. Cognitive strategy in play when the participant really cares is probably what we want to understand. For some, intellectual challenge is a powerful motivator; however, those who anticipate performing poorly will likely not volunteer to partake of a metaphorical IQ test. I can't provide general advice on how to make an experiment interesting for the subject; that's why I issued the call in my title. One thought is to use the pilot phase for exploration; subjects know when they are bored.

### 3 Conferences

Decision Making Bristol 2014 (9-12 September 2014)

Registration closes 30 June

To attend, you need to register at:

<http://www.bris.ac.uk/decisions-research/conference2014/>

There is a flat rate of 250GBP for registration. This price includes:

- Four days conference attendance
- Refreshments and lunches throughout the conference
- Three course dinner in Wills Memorial Building on the evening of 9 September
- Drinks reception and opportunity to look around the exhibits in At-Bristol

The closing date for registration is 30 June 2014. Numbers are restricted.

With over 70 invited talks, two dedicated poster sessions and keynotes from Gerd Gigerenzer, Tom Griffiths, Antonio Rangel, Jeffrey D. Schall, Nick Chater, Eric-Jan Wagenmakers, and Daniel Wolpert, this will be a key conference in the science of decision making, promoting interdisciplinary collaborations and welcoming attendance from both theoreticians and experimentalists. For a full programme see:

<http://www.bris.ac.uk/decisions-research/conference2014/programme/> We look forward to seeing you in September.

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On October 13 2014, a one-day workshop entitled 'Beyond Loss Aversion: The Effect of Losses on Attention, Exploration, and Strategy' will be held at Haifa, Israel. The meeting is sponsored by the European Association for Decision Making and the Max Wertheimer Minerva Center for Cognitive Studies at the Technion.

The workshop aims to critically discuss different models and approaches for one of the most important asymmetries in the response to ecological information, the selective response to positive and negative incentives. Specifically, recent theoretical conceptualizations have suggested that the effect of losses lies in aspects of cognitive processing that are not strictly weight based. These aspects include the differential effect of losses on the allocation of attention, search and exploration among relevant strategies, and the formation and main-

tenance of different strategies in response to losses and gains. The workshop will focus on empirical studies that promote the understanding of these different approaches, though theoretical studies will also be considered. It will further address applications in decision analysis, policy, economics, and finance.

A central part of the workshop will be a poster session and the best poster will get a 500 Euro award. Speakers include: Benedetto de Martino (University of Cambridge), Andreas Glockner (University of Gottingen), Tomas Lejarraga (MPI Berlin), Carey Morewedge (Boston University), Thorsten Pachur (MPI Berlin), and Marius Usher (Tel-Aviv University). Ido Erev (Technion) will serve as discussant.

Submission are open for a poster or full presentation. We would welcome additional speakers on this issue. Please kindly send a proposed title and abstract of the presentation to Eldad Yechiam at yeldad at tx.technion.ac.il

Schedule: October 13 2014 Main workshop day; October 14 2014 Informal morning excursion.

Deadline for full poster submissions: September 15 Deadline for full presentations: July 10

Kind regards Eldad Yechiam (workshop organizer)

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The conference program of the 47th Annual Meeting of the Society for Mathematical Psychology (July 18 to 21, 2014 in Quebec City) is now ready. You can download it at:  
[www.mathpsych.org/conferences/2014/programSMP\\_2014.pdf](http://www.mathpsych.org/conferences/2014/programSMP_2014.pdf)

Note that in order to save trees, the program will NOT be available in paper copy at the conference.

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<http://www.sjdm.org/programs/2014-cfp.html>

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Annual Consumer Neuroscience Symposium is returning this year to the University of Miami on September 25, 2014.

The purpose of the symposium is to take stock of the current knowledge at the intersection of consumer research and neuroscience, provide ideas for future research, and allow interested researchers to meet and discuss research ideas. This is a half-day event, featuring several invited talks by top-researchers in the area, followed by a panel of experts in marketing, psychology, and neuroscience. This is the pre-conference event for the Annual Society for NeuroEconomics Conference held at Conrad Miami Hotel, Sept 26-28: <http://neuroeconomics.org/conference/>

The event is free but the number of seats is limited; registration will be open this summer.  
Confirmed Speakers

Colin Camerer, California Institute of Technology, USA

Scott Huettel, Duke University, USA

Wes Hutchinson, The Wharton School, USA

Brian Knutson, Stanford University, USA

Bob Meyer, The Wharton School, USA

Bernd Weber, University of Bonn, Germany

Call for Abstracts: Talks and Posters

We will accept up to 3 talks and up to 15 poster presentations. The same abstract should be submitted for both categories. Abstract guidelines are below:

★ Abstracts should describe novel theoretical, computational or empirical results. ★ The abstract should (ideally, these sections will be indicated explicitly): 1. state the study's objective, 2. briefly describe the methods used, 3. summarize the results obtained, and 4. state the conclusions. ★ Abstracts should emphasize the significance of results to consumer behavior and general principles rather than describe ordinary methods and procedures. ★ The body of your abstract should be no more than 2,300 characters, including punctuation (not spaces). ★ Abstracts must include title, authors, presenting author, institutions, contact information for corresponding author, and abstract text.

All Abstracts are due by July 7, 2014. Please email your abstracts to [consumerneuro@bus.miami.edu](mailto:consumerneuro@bus.miami.edu) For any questions, please free to contact us at [consumerneuro@bus.miami.edu](mailto:consumerneuro@bus.miami.edu)

## 4 Jobs

The Faculty of Biology and Medicine (FBM) and the Faculty of Business and Economics (HEC) of the University of Lausanne, Switzerland invite applications for the following position: Full Professor, Director of the Programme in Behavior, Economics, and Evolution

The Department of Ecology and Evolution of FBM and the Departments of Economics, Organizational Behavior, and Information Systems of HEC have developed a new interdisciplinary Master of Science major in Behavior, Economics, and Evolution. This major can be taken by students enrolled in the Master of Science programmes in Economics or in Management (in HEC), as well as students in the Master in Behavior, Evolution and Conservation (in FBM). The programme intends to develop teaching and research connections between evolutionary biology and behavioral economics.

We therefore seek an outstanding researcher as full professor and director of the programme with a track record in Sociobiology, Social Evolution, Human Behavioral Ecology, Evolutionary Psychology, Biological Psychology, Neuroeconomics, Evolutionary Economics, or Behavioral Economics (or related areas). The position requires a record of scientific excellence, administrative experience, the motivation to lead a MSc programme, as well as a scientific interest in both evolution and economics.

The Professor is expected to lead the programme and an internationally competitive research programme on proximate and/or ultimate questions pertaining to social decision-making and behavior. She/he is expected to attract external funding and to promote an interactive and synergistic research environment between the Faculty of Business and Economics, and the Faculty of Biology and Medicine.

A start-up package, a state-of-the-art research infrastructure as well as a yearly research allowance for positions and consumables will be available within an environment that has a long track record of excellence in research ( <http://www.unil.ch/dee> ; <http://www.hec.unil.ch/ob> ; <http://www.hec.unil.ch/deep> ; <http://www.hec.unil.ch/isi> ).

The job description is available on the Internet site [link](#), [link](#)

Further information may be obtained from Prof. Andreas Mayer (Andreas.Mayer at unil.ch), Chairman of the search committee.

The application, in English, must include a full CV (indicating previous positions, teaching experience, list of grants received, publication record), a motivation letter, future research

interests, and representative publications, as well as names and contact information of three referees. Applications are received electronically at this address: <http://www.unil.ch/iafbm/application>. They should be submitted by August 27th, 2014.

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At this year's AMA conference in San Francisco, the Tepper School of Business, Carnegie Mellon University, will be interviewing applicants for a junior tenure-track faculty member in marketing beginning in Fall 2015.

Applicants should demonstrate achievement of, or potential for, excellence in research in Marketing and in teaching MBA, doctoral, and undergraduate students, and should have completed or be nearing completion of a Ph.D. Candidates in all research streams of Marketing will be considered.

The Tepper School faculty are globally recognized as the leading experts in their respective fields, whose research expands the boundaries of knowledge and has real-world application that advances organizations and society. The marketing area at the Tepper School of Business has 7 tenure track faculty members, where our research and teaching interests cover consumer behavior and analytical and empirical modeling.

The Tepper School of Business offers undergraduate, master, and Ph.D. degrees. Tepper School's doctoral program in marketing has a reputation of producing highly skilled and innovative researchers who are well grounded in the basic disciplines underlying marketing thought, and who and practice and create the state of the art in marketing. Most go on to become faculty members at premier academic institutions throughout the world.

To apply, please submit application letter, vita, up to three published or unpublished research papers, and three recommendation letters to mktgroup at [andrew.cmu.edu](mailto:andrew.cmu.edu). Materials may also be sent via the Postal Service to Ms. Rosanne Christy, Faculty Search Coordinator for Marketing, Carnegie Mellon University, Tepper School of Business, Posner 233, 5000 Forbes Avenue, Pittsburgh, PA 15213.

To receive consideration, an application must be complete by July 14, 2014.

For more information about the Marketing group please visit our webpage at [this link](#).

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The U.S. Social and Behavioral Science Team (SBST) is currently seeking exceptionally qualified individuals to serve as Fellows.

The SBST helps federal agencies increase the efficiency and efficacy of their programs and policies, by harnessing research methods and findings from the social and behavioral sciences. The team works closely with agencies across the federal government, thinking creatively about how to translate social and behavioral science insights into concrete interventions that are likely to improve federal outcomes and designing rigorous field trials to test the impact of these recommendations.

Go to Decision Science News <http://www.decisionsciencenews.com/> for duties and requirements, and details on how to apply for this unique opportunity.

Sincerely, SBST

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#### Rotterdam School of Management, Erasmus University: Faculty Positions in Marketing

The Department of Marketing Management at Rotterdam School of Management, Erasmus University (RSM), seeks applications for tenure-track faculty positions at the Assistant level, or a tenured faculty position at the Associate or Full Professor level. Candidates from all subfields, including quantitative modeling, managerial/strategy, and consumer behavior are encouraged to apply. We seek applicants who can demonstrate excellence in scholarly research and competence in teaching (proficiency in English is required), and who hold or are nearing completion of a PhD in marketing or a related discipline (economics, statistics, computer science / machine learning, management, psychology, or neuroscience).

RSM is one of Europe's leading business schools, with a highly regarded doctoral program, and top-ranked masters and bachelors programs. Research at the Department of Marketing Management is broad and interdisciplinary, and is published regularly in top-tier journals in marketing (e.g., *Marketing Science*, *Journal of Marketing Research*, *Journal of Marketing*, *Journal of Consumer Research*), and related fields (e.g., *Management Science*, *Information Systems Research*, *Neuron*, *Psychological Science*). The city of Rotterdam is vibrant, modern, and home to more than 170 nationalities.

Applicants for the Assistant Professor position should submit their curriculum vitae, two or more letters of recommendation from academic referees, and two or more papers (published or unpublished) by email to Jason Roos [jmarketing-recruitment@rsm.nl](mailto:jmarketing-recruitment@rsm.nl). Review of applicants will begin on July 14, 2014. Note that we will not be interviewing candidates at the AMA Summer Marketing Educators. Conference.

Applications for Associate or Full Professor positions should be sent by email to Department Chair Ale Smidts [asmidts at rsm.nl]. Preferably, applications should be submitted before September 1, 2014.

For more information about the Department of Marketing Management, visit [this link](#). There are two marketing departments at Erasmus University, one in RSM, and one in the Erasmus School of Economics (ESE): for more information about our colleagues at ESE, visit [this link](#).

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The Yale School of Management seeks applicants for a tenure track faculty position in Marketing at the Assistant level. We are seeking applications from graduating students, post-docs and others who have the potential to become outstanding scholars. Applicants must have a Ph.D./Ph.D. equivalent (or must be in the final stages of dissertation) in Marketing. Candidates with a Ph.D. in Economics, Psychology or related disciplines whose research addresses marketing issues are also strongly encouraged to apply. To apply, visit <https://academicjobsonline.org/ajo/Yale/SOM> Applicants should submit a cover letter, curriculum vitae, writing sample, research statement (optional) and contact information for at least two letters of reference. Request for references will be immediately sent via e-mail request. Review of applications will begin immediately and will continue until the position has been filled. To be considered for an interview at the American Marketing Association's Summer Marketing Educator's Conference in August 2014, applications must be received by July 1, 2014. To be considered for an interview at the American Economic Association's Annual Meeting in January 2015, applications must be received by December 1, 2014. Yale University is an Equal Opportunity / Affirmative Action employer. Applications from women and members of minority groups are particularly encouraged.

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The United States Army Research Laboratory (ARL) is seeking applications for one postdoctoral position in human decision-making. ARL is a basic and applied science and technology laboratory. This position is with the Network Science Team in the Cognitive Sciences Branch, Human Research and Engineering Directorate. The Network Science Team conducts basic and applied research on individual and group cognition in networked environments (human, communication, and information networks), this area includes: Decision-making and other cognitive processes, cognition without and with computer decision support, cognitive modeling, and task-network modeling.

The postdoctoral position is focused on human decision-making with an emphasis on conducting basic research to inform theoretical and empirical principles for enhancing human performance in militarily relevant environments. Potential research topics may include: (1) human decision-making under uncertainty and (2) human decision-making without and with aids (such as computer decision-support for varying levels of system feedback, transparency, and automation). U.S. citizenship is required. The successful candidate has or will complete a doctorate by August 15, 2014, in one of the following disciplines: Cognitive psychology, engineering psychology, human factors, industrial/organization psychology, industrial engineering, social psychology, systems engineering, or a related field. Strong knowledge and skills in research design and data analysis are required. Behavioral research experience in judgment and decision-making is highly preferred. Multi-disciplinary research experience and computer programming skills are desirable, but not required.

The postdoctoral position is located at Aberdeen Proving Ground, MD, which sits on the Chesapeake Bay, and is about 40 miles from Baltimore and 70 miles from Washington, D.C. This position is a two year appointment with a \$75,000/year salary plus benefits. Relocation will be provided. In addition, up to \$5,000/year will be available for professional development and travel to meetings and conferences. For more information about postdoctoral positions with ARL see: <http://www.arl.army.mil/www/default.cfm?page=177>

To apply for this position, please send a current copy of your CV to: Jonathan Bakdash, Ph.D., Cognitive Sciences Branch, Human Research and Engineering Directorate, U.S. Army Research Laboratory, [jonathan.z.bakdash@us.army.mil](mailto:jonathan.z.bakdash@us.army.mil)

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Professor Carey K. Morewedge is seeking candidates for a full-time research assistant position in the Department of Marketing at the School of Management at Boston University, from August 1st, 2014 to June 30th, 2015. The research assistant will manage day to day operations of an ongoing US government funded research project that aims to develop measures to assess several cognitive biases that underlie errors in human judgment, and develop training materials to mitigate those biases. The position involves recruiting, scheduling, and running research participants, designing and posting surveys, managing and aggregating large data sets, supervising undergraduate research assistants, conducting literature searches, and other administrative work.

Applicants must have completed a B.A. or B.S. and have research experience. Familiarity with statistics software including Excel, SPSS, and R is preferred. More information about

the position is available by email [morewedge at gmail.com]. Applications must include a CV and a cover letter indicating relevant research experience and a summary of qualifications. A letter of recommendation is also required, but can be submitted after the rest of the application packet.

The position includes a full time salary and health benefits, starting as early as August 1st, 2014 and continuing until June 30st, 2015. Applications will be accepted immediately and will be evaluated on a rolling basis.

Please send electronic copies of all materials to morewedge at gmail.com.

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Postdoctoral position: the effect of environment on human well-being and human cognition (2-years, with possibility of renewal).

The Decision and Organizational Lab at Nanyang Technological University (Singapore) (PI: G. Christopoulos; website: <https://sites.google.com/site/labdeon/home>) in collaboration with faculty from NTU Engineering and LKC Medical School, Singapore seeks a postdoctoral fellow. The project is for 2 years. The aim is to study the short and long term impact of exposure to special environmental conditions (such as extreme noise etc.) to human cognition and / or human psychological health and wellbeing. You should have some experience or interest in one or more of the following methods: 1) measuring psychological well-being and cognition using surveys or other standardized questionnaires 2) measuring cognitive or emotional responses using experimental and / or physiological measurements. We offer a competitive package, access to excellent research facilities and an inter-disciplinary research program. Please send your CV, along with your experience, availability and samples of your work to G. Christopoulos georchris7 [at] gmail.com

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Capita - Senior Manager, Behavioural Insight and Intelligence

This is a senior role in a team which designs services for public and private sector clients which influence citizen and customer behaviours. Recent areas of focus include reducing reoffending, improving health behaviours, encouraging pro-environmental behaviours, prompting channel shift, increasing customer retention, and reducing fraud/error/debt. This is a senior role in a growing team, and offers the opportunity to shape how behavioural change is embedded in services which come into contact with 16 million people a day in the UK. Be-

haviour change is a critical component of Capita's vision to achieve transformational change for our clients, while improving the quality of end-user experience.

The Senior Manager of Behavioural Insight and Intelligence will be tasked over the longer term with supporting the Director of Behavioural Insight & Intelligence, in the development of a new strategic offer to internal and external clients of Capita plc: the integration of behavioural science, field testing and advanced analytics to continuously optimise outcomes.

Specific responsibilities include:

- \* Business development: Developing Capita's transformational partnership offer to public and private sector clients, by identifying opportunities for behavioural science to add value to client solutions, and demonstrating resulting improvements across a range of outcomes.
- \* Building consensus: Working with a range of internal stakeholders, including service designers and solution developers, to understand user and system requirements and develop workable, impactful, behaviourally-led solutions.
- \* Operations: Ensuring Capita delivers behaviourally-led solutions in new and existing contracts, and enabling businesses to demonstrate the value of doing so
- \* Ensuring the Behavioural Insight and Intelligence team works in a fully integrated manner with associated teams within Group Marketing, including Service Design, Digital Innovation and Marketing Communications.
- \* Working to ensure that the various research and insight capabilities within Group Marketing (behavioural insight, analytics, qualitative research, quantitative survey methods) are coordinated to deliver compelling insight propositions to internal and external clients

Essential Experience/Skills:

- \* An expert in behavioural science, educated to at least Masters level in psychological science, social psychology, health psychology, decision science, or similar
- \* Experience in applied behavioural science, ambitious to be at the leading edge of applying their discipline to real world challenges
- \* A pro-active self-starter, keen to make services more efficient, effective and engaging for users
- \* Enthusiastic and charismatic, capable of engaging and influencing senior executives, colleagues and clients
- \* A strategic, blue sky thinker, who is committed to getting the detail right
- \* Able to work in a team and individually.
- \* Quantitative research skills
- \* Commercial awareness

Apply at [this link](#)

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Postdoctoral Fellow in Biomedical Ethics / Decision Science

McGill Biomedical Ethics Unit / Studies of Translation, Ethics, and Medicine (STREAM) is inviting applications for a postdoctoral research fellow (PDF) with a background in the decision sciences, psychology, or clinical trials.

The project will use elicitation methods to examine how well researchers and others can forecast risks, benefits, and feasibility of clinical trials.

The PDF will work under the supervision of Jonathan Kimmelman, alongside several co-investigators (David Mandel, Ian Shrier, Alex London, Jamie Brehaut, Dean Fergusson, and Russell Steele).

Responsibilities will include collecting elicitations, designing and implementing components of the project, analysis of findings, and evaluating policy and ethical dimensions. The PDF is encouraged to develop his or her own research within the scope of the project, and to publish both team and independently authored manuscripts.

We anticipate a starting date of Summer 2014, depending on availability. The successful candidate should have recently been awarded (within 5 years\*) a PhD in the decision sciences, psychology, statistics, or clinical epidemiology. Knowledge of research ethics is a plus. The term of hiring is one year, renewable for up to an additional year.

Review of applications will proceed on a rolling basis and will continue until the position is filled. Applications should include a cover letter describing research interests, a CV, a writing sample, and the contact information for 3 references.

Applications should be sent electronically to:

Jonathan Kimmelman, PhD, Biomedical Ethics Unit / Social Studies of Medicine, McGill University / 3647 Peel St. / Montreal, QC H3A 1X1, Jonathan.kimmelman at mcgill.ca

For details about STREAM, and the team members on this project, visit [here](#) and [here](#).

\* Please note: candidates. eligibility to hold a Postdoctoral Research Fellowship expires 5 years after the date on which their PhD was awarded, regardless of when they are hired. Be sure to refer to the following link for further information on eligibility criteria: [link](#) A PDF version of this ad is available here: [here](#)

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POSTDOCTORAL FELLOW POSITION: Dynamic Decision Making Laboratory, Carnegie Mellon University, Starting on September 2014,

<http://www.cmu.edu/ddmlab>

Keeping cyber space protected against illegal intrusions is one of the more important challenges today. In contrast to the physical world, there are many distinct cognitive challenges that a decision maker confronts in the cyber world. Science of cyber security aimed at understanding and predicting human behavior in these situations is greatly needed. The new post-doctoral fellow will be involved in doing behavioral experimental and computational research on dynamic decision making and decisions from experience in the context of cyber security.

The Dynamic Decision Making Laboratory (DDMLab) is an interdisciplinary research team, involved in a variety of basic science projects sponsored by many organizations such as National Science Foundation, Army Research Laboratories, Defense Threat Reduction Agency, and others. Postdoctoral fellow will work directly with Professor Gonzalez and other researchers in the DDMLab; and will be part of an interdisciplinary research team involving collaborations with other laboratories at Carnegie Mellon University (such as the CyLab and CUPS) and with multiple other universities.

The ideal candidate will have a Ph.D. in Psychology, Decision Sciences, or Human Factors Engineering, and should have broad research interests involving human behavior, learning and decision making from the cognitive and social psychology perspectives. The ideal candidate should have a strong behavioral background (experimental and cognitive psychology, decision sciences) and also a technical background (cognitive, mathematical, computational modeling). Particular knowledge on Decisions from Experience and Behavioral Game Theory, literature, experimental methods and paradigms are a plus. Technical skills in Matlab, R and Python are ideal. Demonstrated writing ability of research manuscripts is required. Experience or technical knowledge in areas of cyber security is desirable, but not required.

Applicants should send a letter of interest, curriculum vitae, relevant journal articles, and three reference letters before July 15, 2014, when the evaluation process will start. A decision is expected to be made by August 1st. Electronic applications are encouraged. Please send electronic documents (Word, Pdf) to: coty at cmu.edu.

Carnegie Mellon is an equal opportunity/affirmative action employer. For more information on our Equal Employment/Affirmative Action Policy and our Statement of Assurance, go to: <http://www.cmu.edu/policies/documents/SoA.html>

## 5 Online Resources

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<b>SJDM Web site</b>	<a href="http://www.sjdm.org">www.sjdm.org</a>
<b>Judgment and Decision Making</b> – The SJDM journal, entirely free and online	<a href="http://journal.sjdm.org">journal.sjdm.org</a>
<b>SJDM Newsletter</b> – Current and archive copies of this newsletter	<a href="http://www.sjdm.org/newsletters">www.sjdm.org/newsletters</a>
<b>SJDM mailing list</b> – List archives and information on joining the email list	<a href="http://www.sjdm.org/.../jdm-society">www.sjdm.org/.../jdm-society</a>
<b>Decision Science News</b> – Some of the content of this newsletter is released early in blog form here	<a href="http://www.decisionsciencenews.com">www.decisionsciencenews.com</a>

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