



SOCIETY FOR JUDGMENT AND DECISION MAKING

Newsletter

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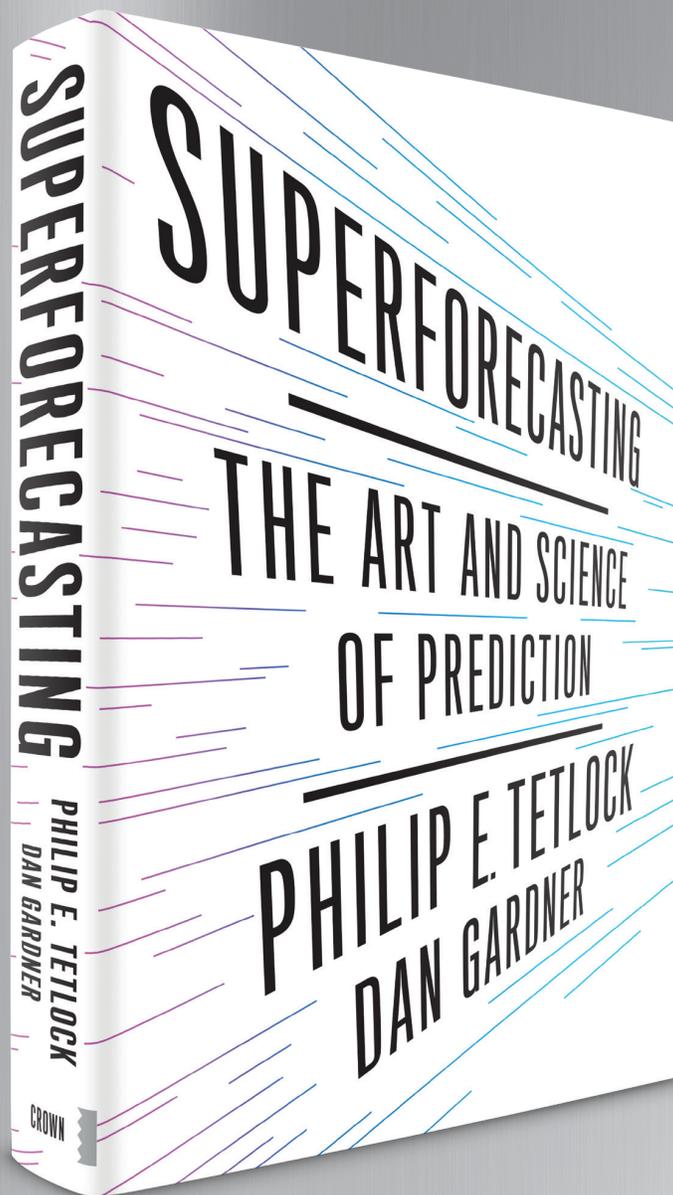
The SJDM Newsletter, published electronically four times a year (with approximate publication dates of Vol 1 in March, Vol 2 in June, Vol 3 in October, and Vol in 4 December), welcomes short submissions and book reviews from individuals and groups. Essays should: have fewer than 400 words, use inline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

Advertising Rates: Advertising can be submitted to the editor. Inclusion of the ad and the space given to the ad is at the editor's discretion. The current charge is \$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.

RENOWNED SOCIAL SCIENTIST PHILIP E. TETLOCK AND CO-WRITER DAN GARDNER
REVEAL A NEW WAY TO SEE THE FUTURE



“The most important book on decision making since Daniel Kahneman’s *Thinking, Fast and Slow*.”

—THE WALL STREET JOURNAL

“A gift to anyone who has to think about what the future might bring. In other words, to everyone.”

—THE ECONOMIST

CROWN

1 Announcements

Pachur, Thorsten (pachur at mpib-berlin.mpg.de) writes:

With the annual SJDM meeting in Chicago coming up soon, I'm hoping to get your help in supporting our student members. Specifically, I would like you to join to be a judge of the student poster competition this year. By helping to judge the student posters – which can be done completely independent from the actual poster sessions – you are providing very valuable feedback to the students, and you are also helping to ease the judging load for all judges (usually around 5-8 posters). As a token of appreciation, the Society will buy you a drink at the evening poster session! Students are required to submit their posters electronically before the meeting in Chicago, which will allow judges to complete their evaluations any time during the week leading up to the meeting—for instance on a long, boring plane flight. In fact, judges need not even attend the conference, but can do their judging from the comfort of their own homes! I would appreciate if each one of you could seriously consider helping out! Each additional volunteer makes a big difference, and the more judges we have, the more representative the valuation of the poster quality will be. Also, it can actually be great fun hearing and reading about the younger generation's research. Please reply to me (pachur at mpib-berlin.mpg.de) as soon as possible if you can contribute to this important service. Anyone at the postdoctoral or higher level can serve as a judge.

Thanks in advance for your help, I am looking forward to seeing you all in Chicago!

Paul Slovic (pslovic at uoregon.edu) writes:

Here is a link to an announcement of a forthcoming book that perhaps may be of interest. It's co-edited with my son, Scott, and it merges JDM research on insensitivity to mass human and environmental catastrophes with attempts by writers

and artists to overcome such “numbing” through narratives and photographic images. It is scheduled to be available in mid-October.

[Numbers and Nerves: Information, Emotion, and Meaning in a World of Data](#)

Justin Landy (landyj at sas.upenn.edu) writes:

The Center for Decision Research (CDR) at the University of Chicago Booth School of Business (Chicago Booth) is conducting a “call for studies” for Fall 2015, through which we are offering researchers at other universities an opportunity to conduct behavioral science research in two of our laboratories: one on the UChicago campus (college student participants), and the other in downtown Chicago (60% college students from colleges and trade schools, 40% general public; very diverse in ethnicity and age). Eligible studies will be added to our labs’ offerings to our participants, and we will cover all overhead costs (facilities and staffing costs) except for study materials and participant payment (typically, we pay \$1 per every 5 minutes of participation). To be eligible, studies should:

- Have, or be very close to having: 1) IRB approval at your institution, and 2) (if you are not affiliated with UChicago) a protocol ready for us to submit for our local IRB approval.
- Be non-urgent: we must prioritize research conducted by members of the CDR, so the studies you submit to us must be able to tolerate a somewhat variable pace of data collection.
- Be simple. We will offer basic research assistance, but cannot support complicated protocols that would require extensive RA training. If you are local and can provide your own trained RA(s), this requirement can be relaxed. It is also possible for us to hire RAs to run more complex studies, if you are able to provide the necessary funds.
- If you have one or more studies that you would like to run in our labs during this fall data collection drive, please complete the following online request form: <http://www.chicagocdr.org/cdrlabrequest.html>

If you are interested in receiving information about future data collection drives from the CDR, you can sign up for our [listserv](#)

Contact Rebecca White at rebecca.white@chicagobooth.edu with any questions you may have.

Julian Marewski (Julian.Marewski@unil.ch) writes:

We would like to draw your attention to a special issue on Modeling and Aiding Intuition in Organizational Decision Making that recently appeared in the *Journal of Applied Research in Memory and Cognition* [URL](#) and solicit commentaries on the articles and opinion pieces published in this issue.

In this special issue, a total of 17 articles pull together diverse approaches to intuition, including naturalistic decision making, heuristics-and-biases, dual-processes, ACT-R, CLARION, Brunswikian approaches, and Quantum Probability Theory.

They use various methods (computational models, experimental and observational work, laboratory and naturalistic research), they cover various domains (consulting, investment, law, police, and morality), and they relate intuition to implicit cognition, emotions, scope insensitivity, expertise, and representative experimental design. Moreover, in our introductory article, we relate intuition research to historical, societal, and philosophical poles such as Enlightenment-Romanticism, reason-emotion, objectivity-subjectivity, inferences-qualia, Taylorism-universal scholarship, dichotomies-dialectics, and science-art.

The contributors to this special issue include several founders of influential research programs on intuition, four former presidents of the Society of Judgment and Decision Making (including the first two), a contemporary of towering Psychologist Egon Brunswik, and various former or current editors of general and specialized psychology journals (e.g., *Psychological Review*, *Judgment and Decision Making*, *Decision*).

In addition to soliciting the usual type of scientific commentaries (e.g., extensions, critique, praise), we would, first and foremost, like to encourage commentaries that make and leave the reader curious, and in doing so, help her to create and shed light on the mystery of what is commonly called intuition.

The articles, including our introductory article with its overview of the entire issue, are open access and can be downloaded [here](#).

I. Introduction:

1. Ulrich Hoffrage & Julian N. Marewski, Unveiling the Lady in Black: Modeling and aiding intuition.

II. Experience, Expertise, and Environments:

2. Gary Klein, A naturalistic decision making perspective on studying intuitive decision making.

3. James Shanteau, Why task domains (still) matter for understanding expertise.

4. Kenneth R. Hammond, Causality vs generality: Judgment and decision making struggles to become a scientific discipline.

III. Formal Models and Cognitive Architectures:

5. Robert Thomson, Christian Lebiere, John R. Anderson, & James Staszewski, A general instance-based learning framework for studying intuitive decision-making in a cognitive architecture.

6. Ron Sun, Interpreting psychological notions: A dual-process computational theory.

7. Ion Juvina, Christian Lebiere, & Cleotilde Gonzalez, Modeling trust dynamics in strategic interaction.

IV. Prescription, Aiding, and Rationality:

8. Rex Brown, Decision science as a by-product of decision-aiding: A practitioner's perspective.

9. Robin Hogarth & Emre Soyer, Providing information for decision making: Contrasting description and simulation.

10. Lee C. White, Emmanuel M. Pothos, Jerome R. Busemeyer, Insights from quantum cognitive models for organizational decision making.

V. Sentencing, Valuation, and Moral Judgments:

11. Mandeep K. Dhimi, Ian Belton, & Jane Goodman-Delahunty, Quasirational models of sentencing.

12. Stephan Dickert, Daniel Västfjäll, Janet Kleber, & Paul Slovic, Scope insensitivity: The limits of intuitive valuation of human lives in public policy.
13. Martina Raue, Bernhard Streicher, Eva Lerner, & Dieter Frey, How far does it feel? Construal level and decisions under risk.
14. Jonathan Baron, Sydney Scott, Katrina Fincher, & S. Emlen Metz, Why does the Cognitive Reflection Test (sometimes) predict utilitarian moral judgment (and other things)?

VI. Intuition in the Wild:

15. Sylviane Chassot, Christian A. Klöckner, & Rolf Wüstenhagen, Can implicit cognition predict the behavior of professional energy investors? An explorative application of the Implicit Association Test (IAT).
16. Shanique G. Brown, Catherine S. Daus, The influence of police officers' decision-making style and anger control on responses to work scenarios.
17. Thorsten Pachur, Melanie Spaar, Domain-specific preferences for intuition and deliberation in decision making.

If you are interested in writing a commentary on one or several of these articles, please send us (Julian.marewski at unil.ch, Ulrich.Hoffrage at unil.ch, with cc to the journal's editor-in-chief Ron Fisher, fisherr at fiu.edu), before January 10th, 2016, a short summary of your proposal (about a quarter page). We will then decide, before January 15th, whether (or not) we invite you to submit a full commentary. Invited commentaries should be submitted by February 29th. If you anticipate that you will need more time to write your commentary than the 6 weeks we can grant you, we kindly ask you to submit us your commentary proposal any time between today and January 10th. If your commentary proposal convinces us on the spot, we will immediately invite you to submit a full commentary, which will give you more time until the submission deadline.

The final version should ultimately fit two journal pages (which amounts to a maximum of approximately 1,800 words, including references), but we are able

to offer more space if we can be convinced that readers will likely feel their time to be well-spent.

Julian Marewski & Ulrich Hoffrage

Leland, Jon (jleland at nsf.gov) writes:

The National Science Foundation (NSF) Smart City Initiative has two parts:

- NSF's investment to various programs: [link](#).
- A new "Dear Colleague" Letter encouraging the academic research community to submit eagers and supplements in support of smart and connected communities: [link](#)

Dr. Heng Xu (HXU at nsf.gov) is the SBE contact for this new DCL. You could view the bigger picture of Smart City Initiatives across agencies via [this URL](#)

Mandeep Dhani (M.Dhani at mdx.ac.uk) writes:

The 2015 volume of Policy Insights from Behavioral and Brain Sciences (PIBBS), a journal published by Sage for the Federation of Associations in Behavioral & Brain Sciences (FABBS), is now out: <http://bbs.sagepub.com/content/2/1.toc>. The goal of this journal is to provide a vehicle for scientists to share research findings to help build sound policies. The 2015 volume contains invited articles from several members of the JDM community.

2 Conferences

The 2015 36th Annual Conference of the Society for Judgment and Decision Making will take place November 20 to 23 at the Chicago Hilton Hotel. Please find the current program at the end of this newsletter.

The 15th biennial conference on Behavioral Decision Research in Management (BDRM2016) will be held on June 9-11, 2016 at the Rotman School of Management, University of Toronto.

BDRM is the leading conference for behavioural research conducted in business schools. We encourage submissions of original work in all areas of behavioural research including, but not limited to, the areas of decision making, consumer behaviour, experimental and behavioural economics, decision analysis, behavioural finance, organizational behaviour, negotiation, behavioural strategy, behavioural operations research, behavioural accounting, and medical and legal decision making. Please watch your email for more information about the conference and the submission details after the summer at [this URL](#).

The International Conference on Thinking is now accepting submissions.

Date: August 4-6, 2016 (Note: The Cognitive Science Society conference will be in Philadelphia the following week).

Location: Brown University, Providence, RI, USA

This conference brings cognitive scientists, psychologists, philosophers, decision-making researchers, and others together every 4 years to discuss the latest research and ideas about how people think.

You can obtain information about the conference and submit a paper or symposium here: <http://sites.clps.brown.edu/ict2016>

The best submission by a student will receive The Student Award for Outstanding Scientific Contribution presented by Cognition, the International Journal of Cognitive Science

Keynote Speakers:

Cass Sunstein, Harvard Law School

Nick Chater, Warwick Business School

Shaun Nichols, University of Arizona

Lance Rips, Northwestern University

Michael Tomasello, Max Planck Institute for Evolutionary Anthropology

Elke Weber, Columbia Business School

Invited Symposia:

Stephan Hartmann, Munich Center for Mathematical Philosophy

Barbara Spellman, University of Virginia

Michael Waldmann, Georg-Elias-Müller-Institute for Psychology

A Festschrift symposium for David Over: Organized by Shira Elqayam, De Montfort University, and Igor Douven, University of Groningen

The 11th annual Judgment and Decision Making Pre-Conference at the Society for Personality and Social Psychology annual meeting will be held from 8:30am to 4:30 pm on January 28th, 2016 in San Diego. The pre-conference highlights the emerging nexus of social, personality, judgment, and decision making research.

Our scheduled speakers include:

Devin Pope (University of Chicago)

Melissa Ferguson (Cornell)

Clayton Critcher (UC Berkeley)

Rebecca Ratner (University of Maryland)

Elanor Williams (UC San Diego)

Alex Imas (Carnegie Mellon University)

Barbara Mellers (University of Pennsylvania)

The pre-conference will also feature a poster session, and we will offer a limited number of \$200 travel reimbursements to undergraduate or graduate students who are first authors on accepted posters. Selected travel award winners will also be given the opportunity to present a 10-minute “data blitz” talk during the preconference. The deadline for poster submissions is December 1st, 2015. To register for the conference, or for more information, please visit the pre-conference website at: <http://www.jdmpreconference.org>

Centre for Cognitive Science, IIT Gandhinagar is pleased to announce 3rd International

Conference on Cognition, Brain and Computation during December 5-7, 2015. The conference, as the theme suggests, aims to bring forward the interdisciplinary dialogue between neuroscience and computational approaches in study of Cognition. Through this conference, we hope to generate passionate discussions and collaborations around the conference theme that cuts across disciplines and methodologies. Details of confirmed speakers can be found on the conference website <http://cogs.iitgn.ac.in/cbc2015/>

Abstract Submission

We invite extended abstracts in all areas of cognitive science, cognitive neuroscience, and computational modelling of cognition to be considered for presentation at the conference. These topics are suggestive but the conference theme includes the broader scope from all disciplines of cognitive science including, Philosophy, Psychology, Neuroscience, Artificial intelligence, etc. The abstracts should roughly be of 500 words in length. To encourage greater discussions, we expect the majority of submitted abstracts to be considered for poster presentation with ample dedicated time slots for poster sessions. Abstracts can be submitted online at <https://easychair.org/conferences/?conf=cbc2015>

Submission Deadline: September 15, 2015; Acceptance Notifications Sent: October 1, 2015;
Contact: cbc.conf at iitgn.ac.in (Krishna Miyapuram, Convener)

First meeting of Research Task Group on Assessment and Communication of Risk and Uncertainty to Support Decision-making (SAS-114), 7-9 December 2015, NATO CSO, Neuilly-sur-Seine France

Background: In a wide variety of defence and security contexts, ranging from intelligence analysis to operational (e.g., Command and Control) and capability planning to defence acquisitions, risks and uncertainties must be effectively assessed and just as effectively communicated in order to support sound decision-making and action. This is true of national and international (NATO) levels of operation. Although national and international standards exist, there have been few concerted efforts to evaluate the consistency and effectiveness of those standards for assessing and communicating risk and uncertainty.

Two broad problem areas related to risk and uncertainty include (a) the promulgation of multiple, inconsistent standards within and across nations and (b) the use of standards that are either fundamentally flawed in certain respects or that are poorly suited to the specific context in which they are applied. With the first problem, inconsistent standards can actually institutionalize miscommunication and foster confusion by, for instance, assigning different

meanings to common terms in a lexicon, such as likely or low risk. At a previous SAS-ET-CR First Meeting in July 2014, the ET reported examples of such inconsistencies in national standards. The second problem is multifaceted and can affect not only the communication of risk and uncertainty but also its assessment. Some examples of fundamental problems also noted by the ET include the conflation of probability terms with frequency or modal terms and the use of risk assessment methods that provide a very limited range of risk levels that do not differentiate between, e.g., high severity / low probability and low severity / high probability threats. Given that most risk and uncertainty standards establish only ordinal scales of risk and uncertainty, they invite fuzzy interpretations. Moreover, existing behavioral science research shows that the interpretation of such terms is highly variable across individuals and can also vary within individuals across contexts.

Finally, assessment and communication of risk and uncertainty is never an end in itself. In most instances the information communicated is meant to support effective decision-making. Yet very little is known about how decision-makers interpret and act on such information. The promulgation of standards is not enough to ensure effective use, rather studies are needed to verify that standards for encoding risk and uncertainty levels lead to proper decoding by end users and to verify the degree to which different assessors relying on the same information and using the same standards reach the same assessments.

Objectives: The RTG is focused on better understanding how to improve the assessment and communication of risk and uncertainty. Although specific applications of such knowledge differ to some extent across task group members and the nations or organizations they represent, all members agree that such issues have a wide range of applicability and need to be more systematically and rigorously addressed. The task group's objectives are motivated by an interest in ensuring that national and international standards effectively promote reliable, valid, accurate, usable and useful assessments of risk and uncertainty, and that such assessments are communicated in the ways that are clear, verifiable, and support the decision-making processes of the end-user. Significant progress can be made because there is already a vast scientific literature on human judgment under conditions of risk and uncertainty and, likewise, there is a well-established literature on the communication of risk and uncertainty.

Membership: In total, six nations (CAN, DEN, GBR, NLD, NOR and USA) and two NATO centres (CMRE and NCIA) are expected to participate in the RTG. Other NATO nations and agencies, including Partnership for Peace Nations, are also invited to participate.

Meeting location and dates: Panel members are invited to send representatives to attend this meeting. The RTG will meet 7-9 December 2015 at the CSO in Paris. A preliminary agenda and information on travel and accommodation will be sent out in advance of the meeting.

Attendees should be prepared to brief on their nation's current standards and practices for communicating uncertainty in intelligence and/or risk assessments. Attendees with scientific expertise on the topic of assessing or communicating uncertainties should be prepared to provide a scientific brief on the topic. Moreover, it would be helpful for attendees to prepare a short list of potential discussion issues with respect to the subject and/or further proposals to be tackled in this activity and send these to the SAS-114 Lead well in advance of the meeting.

Nominations: To nominate a representative to this working group or to attend yourself, please notify the Team Lead, Dr. David Mandel, as well as the SAS Panel Executive and Assistant, Lt Col Timothy Povich and Rina Tahar (details below). This initial meeting is open to NATO Nations and Partnership for Peace Nations and will be conducted at an unclassified level.

If you have any questions, please contact any of the undersigned.

- David R. Mandel, Ph.D. SAS-114 Team Lead david.mandel at drdc-rddc.gc.ca jrandolph.l.wheeler.civ at mail.mil;
- Timothy Povich, Ph.D. Lt Col, US Army SAS Panel Executive timothy.povich at cso.nato.int
- Rina Tahar SAS Panel Assistant Rina.tahar at cso.nato.int

2016 Boulder Summer Conference on Consumer Financial Decision Making

May 22nd - 24th, 2016

St. Julien Hotel, Boulder, Colorado

Abstract Submission Deadline December 12, 2015

Submitting Abstracts: To submit an extended abstract (1 page single spaced pdf), please visit the [conference website](#) and click on the [Submit Paper Abstract link](#)

Conference Overview: The Boulder Summer Conference in Consumer Financial Decision Making, now in its 7th year, is the world's foremost conference for discussion of inter-

disciplinary research on consumer financial decision-making. Consumer welfare is strongly affected by household financial decisions large and small: choosing mortgages; saving to fund college education or retirement; using credit cards to fund current consumption; choosing how to ‘decumulate’ savings in retirement; deciding how to pay for health care and insurance; and investing in the stock market, managing debt in the face of financial distress. This conference brings together outstanding scholars from around the world in a unique interdisciplinary conversation with regulators, business people in financial services, and consumer advocates working on problems of consumer financial decision-making. Our goal is to stimulate cross-disciplinary conversation and improve basic and applied research in the emerging area of consumer financial decision-making. This research can inform our understanding of how consumers actually make such decisions and how consumers can be helped to make better decisions by innovations in public policy, business, and consumer education. Please see the 2015 [\[link\]](#) program on the conference website to see abstracts of research by scholars in economics, psychology, sociology, behavioral finance, consumer research, decision sciences, behavioral economics, and law. Our format allows a very high level of opportunity for conversation and interaction around the ideas presented.

Conference Format: We begin with a keynote session late Sunday afternoon followed by reception and poster session. The keynote speaker will be Dan Ariely, James B. Duke Professor of Psychology and Behavioral Economics at Duke University. Dan will speak on the topic of emergency savings among very poor consumers. A panel of experts will discuss emergency savings issues after this talk. Monday and Tuesday we have ten 75-minute sessions with two related papers from different disciplines, with discussion by an industry or government expert or a scholar from a third field. We begin with financial decision making of consumers in distress because of poor financial decision-making or situational stress. We then turn our focus to more basic processes that guide everyday consumer financial decision-making, both good and bad. Throughout the conference we schedule significant time for informal interaction outside of the sessions. The conference co-chairs will select papers for presentation at the conference based on extended abstracts. Selected papers must not be published prior to the conference, but those researchers presenting their work at the conference must commit to have a paper that is complete and available for review by discussants one month prior to the conference. Selections will be based on quality, relevance to consumers’ financial decision-making, and contribution to breadth of topics and disciplinary approaches. We consider not just the individual merits of the papers, but how they pair with another submission from a scholar in a different field. The organizers will invite authors of the best papers not selected

for presentation at a plenary session to present their work at the Sunday evening poster session.

Registering for the Conference and Booking a Room: There are links on the conference website for booking at the St. Julien Hotel and for registering for the conference. The conference will be held in the St. Julien Hotel & Spa. We have negotiated very attractive room rates for conference attendees (and families). Please note that the Conference has not guaranteed any rooms, rather they are on a first come basis. We encourage you to book your rooms as soon as you can. Boulder is a popular summer destination and rooms go quickly at the St. Julien Hotel.

International Meeting of the Academy of Behavioral Finance & Economics
Venice, Italy March 14-16, 2016

<http://aobf.org/>

Submission deadline: November 11, 2015

Dear JDMers: You are cordially invited to submit your work(s) for possible presentation at the upcoming Meeting of the Academy of Behavioral Finance & Economics in Venice, Italy, held on March 14-16, 2016 on the campus of Ca' Foscari University in Venice, Italy. Such conference meets at the same time and location as another behavioral-finance-focused conference (AEF-Europe) which is co-sponsored by the EU-based 20-Member University Association; HERMES.

To submit your work(s) simply click on the following url and follow the simple instructions. Submission fee is \$45.00. www.aobf.org/papersubmissionform.php

We are pleased to announce that the ESRC Network for Integrated Behavioural Sciences (NIBS, [link](#)) will host its 2016 international conference at the University of East Anglia on 4-6 April 2016. The conference topic will be “Assessing well-being when preferences are incoherent”.

Economists have always been concerned not only with description and prediction, but also with the evaluation of alternative economic policies and institutions. Traditionally there has been a broad consensus in favour of using preference-satisfaction as a principal criterion in such work. However, this approach has been undermined by recent work in cognitive psychology and behavioural economics which shows that individuals' revealed preferences

are often influenced by contextual and framing factors that seem unrelated to well-being. A lot of work has been done to uncover the causal mechanisms behind these effects, and to explore how policy-makers can use these effects to promote specific behaviour changes that are deemed desirable. But behavioural welfare economics, in the sense of general and operational criteria for evaluating alternative policy options when individuals lack coherent preferences, is still a relatively undeveloped research terrain. The problem of developing such criteria is a major research theme of the ESRC Network for Integrated Behavioural Science (NIBS). We believe that a solution to this problem will require the integration of ideas from economics, psychology, public policy analysis, and moral, legal and political philosophy. To promote the exchange of ideas and to showcase progress that has been made, NIBS will hold an interdisciplinary conference on “Assessing well-being when preferences are incoherent”. The conference will be held at the University of East Anglia on 4-6 April 2016. It will be open to all, but pre-registration is required and numbers may be limited.

There will be plenary lectures by Gerd Gigerenzer, Till Grüne-Yanoff, Daniel Hausman, David Laibson, Julian LeGrand, Paola Manzini/ Marco Mariotti and Robert Sugden, and a round-table discussion with contributions from Francesco Guala, Richard Layard, George Loewenstein and Albert Weale. There will be parallel sessions for selected papers, and a poster session. Submissions for the parallel and poster sessions are invited. Our aim is to have a programme which represents a wide range of alternative approaches to the conference topic. For further information you please visit our conference website ([link](#)) where the call for papers is also available, or contact us at NIBS.2016 at uea.ac.uk.

3 Jobs

Applications are invited for a Postdoctoral Fellow position in the Dynamic Decision Making Laboratory (DDMLab: <http://www.cmu.edu/ddmlab/>) at Carnegie Mellon University. The post-doctoral fellow will be involved in projects related to Network Science, broadly defined. These projects aim at the study of the formation and behavior of networks departing from the individual behavior. Research will involve investigation of dynamic decision making, and the emergence, maintenance and reduction of trust and credibility with experience. The candidate should have a strong background on behavioral and computational research, and will work with Professor Gonzalez and collaborators from many other universities. The ideal candidate should 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, social, and computational science perspectives. The applicant should have a strong behavioral and technical background in modeling (cognitive, mathematical, computational modeling), and must be interested in both, basic and applied areas of psychological research. Particular knowledge on Decisions from Experience, Behavioral Game Theory, Network theory from the experimental and computational perspectives are a plus. Technical skills in Matlab, R, and Python are ideal. Demonstrated writing ability of research manuscripts is required. The position is a one-year full time position with full benefits with possibility of renewal to a second year. The DDMLab is part of the Department of Social and Decision Sciences at Carnegie Mellon University, which is located in the Oakland neighborhood of Pittsburgh, Pennsylvania. Pittsburgh is one of America's most livable cities (<http://www.cmu.edu/student-life/pittsburgh.shtml>) and it has a strong university presence with over a dozen colleges and campuses and a great cultural scene.

Applicants should send a letter of interest, curriculum vitae, relevant journal articles, and three letters of reference before November 30, 2015. Please send electronic documents (Word, Pdf) to: coty@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>

The Wharton Ethics & Legal Studies Ph.D. Program invites applications for a Postdoctoral Fellowship. We expect that the Fellowship will aid scholars in developing research and

teaching careers in business ethics and legal studies. We will consider applications from a variety of backgrounds, including philosophy, the social sciences, and law. Applicants must have a Ph.D. (expected completion by June 30, 2016 is acceptable) from an accredited institution. Applicants are expected to show outstanding capacity for research as well as excellent communication skills.

Postdocs will take an active part in the intellectual life of the Department of Legal Studies and Business Ethics, which has nineteen standing faculty members working on diverse issues in business from the perspectives of law, moral philosophy, political theory, sociology, history and anthropology. The Department holds regular colloquia and workshops in which Postdocs will be expected to participate. Postdocs will also have the opportunity to attend research seminars across the School and across the University.

The Wharton School is one of the world's leading business schools. Postdocs will gain exposure to the business school culture and its distinctive approaches to teaching at both the MBA and undergraduate level. We ask that Postdocs teach one course each year. The duration of the Fellowship is two years. Compensation is competitive. The appointment is expected to begin July 1, 2016 and is contingent upon funding. If you wish to apply, please submit electronically your letter of application, c.v., writing sample, and a statement of your proposed research project in pdf format by December 31, 2015: <http://lgst.wharton.upenn.edu> Applications will be reviewed on a rolling basis with priority given to applications received by November 10. The University of Pennsylvania is an affirmative action/equal opportunity employer. All qualified applicants will receive consideration for employment and will not be discriminated against on the basis of race, color, religion, sex, national origin, disability status, protected veteran status, or any other characteristic protected by law.

The Department of Psychology of the University of Pennsylvania intends to make multiple appointments in the area of Affective Science over the next several years. Our primary focus is at the junior, Assistant Professor level, but in exceptional circumstances, a more senior hire may be considered. We are interested in candidates with research interests in affective science broadly defined, including but not limited to clinical or health psychology; behavioral or cognitive neuroscience; social, moral, or political psychology; developmental psychology; positive psychology; or the psychology of individual differences. Candidates will contribute to the teaching mission of the university with introductory courses such as

Introduction to Psychology, Introduction to Brain and Behavior, or Abnormal Psychology, as well as advanced undergraduate or graduate courses in specific areas of interest.

Interested candidates should submit materials online at [this link](#) and include a curriculum vitae, statements of research and teaching interests, and the name and contact information of three referees. Recommenders will be contacted by the University with instructions on how to submit a letter to the website. Review of applications will begin October 1, 2015 and continue until the position is filled.

The Department of Psychology is strongly committed to Penn's Action Plan for Faculty Diversity and Excellence and to creating a more diverse faculty (for more information see: [this link](#)). The University of Pennsylvania is an equal opportunity employer. Minorities, women, individuals with disabilities, and protected veterans are encouraged to apply.

The Psychology Department at Northeastern University (northeastern.edu/cos/psychology) invites applications for a tenured/tenure-track faculty position in cognitive neuroscience to start in the fall of 2016. Rank is open (Assistant/Associate/Full Professor). We welcome applications from any area of cognitive neuroscience, broadly construed, but are especially interested in candidates who (1) will fit with existing strengths in language representation and processing; perception, categorization, reasoning, and decision making; and conceptual development; and/or (2) could contribute to a new campus-wide research initiative in healthy aging. Responsibilities will include teaching undergraduate and graduate courses and conducting an independent, externally-funded research program. Candidates should have a Ph.D. in psychology or a related field by the start of the appointment and a record of research commensurate with rank.

To apply, please go to the following [link](#). Applicants should be prepared to attach a cover letter, a curriculum vitae, a research statement, a teaching statement, and up to five representative publications. They should also be prepared to provide information, including an email address, for three references. The references will be contacted by the online recruitment system and asked to provide letters. Inquiries may be directed to Professor Neal Pearlmuter (n.pearlmuter@neu.edu), Search Committee Chair. (Note that all application materials must be submitted through the online recruitment system described above.) Review of applications will begin November 15, 2015 and will continue until the position is filled.

The Department of Psychology at Louisiana State University is hiring two faculty members for its I/O Psychology program (one junior and one open). We are interested in candidate who have research interests in I/O Psychology broadly defined (including but not limited to Judgment and Decision Making, Behavioral Economics, and Management Science). Application review will begin on November 10, 2015 and will continue until the candidates are selected. Links to both announcements are below.

Assistant Position:

<https://lsusystemcareers.lsu.edu/applicants/Central?quickFind=59998>

Open Position:

<https://lsusystemcareers.lsu.edu/applicants/Central?quickFind=60007>

As in previous years, the IAST (www.iast.fr) is launching a recruitment campaign for three-year post-doc positions. The announcement is below and more details can be found at [this link](#). We are among others interested in experimentalists working on interdisciplinary projects between psychology, economics, anthropology and biology.

The Institute for Advanced Study in Toulouse (IAST), France, invites applications for Research Fellowships. These are three-year post-doctoral positions with a starting date of 1st September 2016, though earlier starting dates can be envisaged for those already holding a Ph.D. We welcome applications from researchers within a large range of disciplines in the social and behavioral sciences: anthropology, biology, history, law, philosophy, political science, psychology and sociology, though motivated applications from outside these disciplines will be given full consideration. Applications from economists are also encouraged, but successful applicants will have demonstrated an interest in, and a commitment to, at least one of the other non-economics disciplines of the IAST. We seek candidates with a strong research background in their own discipline, but willing and able to develop research projects drawing on IAST's substantial interdisciplinary resources, including particularly the proximity of strong groups in economics (Toulouse School of Economics, TSE). We are open to a variety of research methods, including theory, field and laboratory experiments, observational field work, and the analysis of large secondary data sets.

Tenure Track Assistant Professor in Cognitive Psychology at Syracuse University

As part of our multiyear hiring plan, the Department of Psychology at Syracuse University invites applications for a full time tenure-track position in Cognitive Psychology to join the Cognition, Brain, & Behavior (CBB) area. The successful candidate is expected to pursue an exceptional program of research using rigorous methods and driven by a strong theoretical foundation to understand fundamental mechanisms underlying cognition. Candidates with a program of research utilizing outstanding quantitative skills will receive special consideration. Applicants for the position should have a Ph.D. in Cognitive Psychology, Cognitive Science, or a related field. Successful candidates will show evidence of (1) high quality scholarship and the potential to build a vigorous program of funded research (2) teaching promise at the undergraduate and graduate levels and (3) promise of excellence in engaging graduate and undergraduate students in research. Responsibilities include maintaining an active program of research, teaching and advising at the graduate and undergraduate levels, and contributing to the CBB program. Information about the department may be found at <http://psychology.syr.edu/>. CBB has collaborations with the Interdisciplinary Neuroscience program <http://neuroscience.syr.edu/>.

Review of applications will begin November 1, 2015 and will continue until the position is filled.

The university and department have a strong commitment to achieving diversity among faculty and staff. Syracuse University is an equal opportunity, affirmative-action institution. We are particularly interested in receiving applications from members of underrepresented groups and strongly encourage women and persons of color to apply for these positions. The Department of Psychology and broader Syracuse community provides a rich and supportive environment for inclusive research involving ethnically and economically diverse populations.

Applicants must complete a brief online faculty application at <https://www.sujobopps.com/postings/61035>. Attach electronic copies of your curriculum vitae and a cover letter describing your research and teaching accomplishments and interests and one representative paper. Three letters of recommendation are required. Detailed instructions for uploading their confidential recommendation letter into the system will be sent to references identified in your application. Applications will be reviewed as they are received and will continue until the position is filled.

The Department of Psychology at the University of Toronto at Scarborough invites applica-

tions for a tenure-track Assistant Professor position in Social Neuroscience, to begin in the Fall of 2016. We are interested in candidates who take a biological approach to social psychology (e.g., incorporating methods from neuroimaging, electrophysiology, endocrinology, genetics, etc.), but our primary focus is on research excellence. Therefore, we strongly encourage applications from excellent researchers in social psychology, broadly construed (this includes JDM!). UTSC is one of three University of Toronto campuses. Social/personality researchers across the three campuses are in close contact, and the successful candidate will be joining this vibrant and fast-growing group. A tri-campus list of social/personality faculty can be found at <http://www.sprgutoronto.org/>

For more details or to apply, please visit <http://uoft.me/1501275>. If you have any questions about the position, department, university, or living in Toronto, please do not hesitate to contact me.

A Post Doctoral position as HCRI Fellow is available at Brown's new Humanity-Centered Robotics Initiative (HCRI). The unique HCRI Fellows program brings disciplines together to collaborate in training the future generation of scholars developing and studying robotic technologies for human benefits. The goal is to attract talented early-career scientists and mentor them over an extended time frame (3-5 years) across two disciplines relevant to humanity-centered robotics, and integrate development of a sustained research effort with opportunities for mentored teaching in their of area of expertise. HCRI Fellows are post-doctoral scholars with a commitment to master two disciplinary tracks and engage in Brown's unique interdisciplinary program of Humanity-Centered Robotics. The dual-discipline approach to training is a defining feature, in which HCRI Fellows are mentored in a pair of disciplines. Many pairings would be appropriate, such as Computer Science/Bio-Medical Sciences, Economics/Philosophy, Engineering/Cognitive Science. For the duration of the appointment, HCRI Fellows will be mentored by two appropriate faculty committed to the HCRI mission.

Qualifications: The successful candidate must hold a Ph.D. in Engineering, Computer Science, Cognitive Science, Psychology, or other related field and have a demonstrated commitment to cross-disciplinary work (master's degree in second discipline desired).

Apply at <http://apply.interfolio.com/30377> Please upload your CV, a two-page statement of research interests pertinent to both disciplinary tracks, and the names of three references. Members of underrepresented minorities are particularly encouraged to apply.

Starting date can be negotiated. Applications will be accepted until position has been filled. General information about HCRI can be found at <http://hcri.brown.edu>

About Brown: Brown University is committed to fostering a diverse and inclusive academic global community; as an EEO/AA employer, Brown considers applicants for employment without regard to, and does not discriminate on the basis of, gender, race, protected veteran status, disability, or any other legally protected status.

The department of Social and Decision Sciences (SDS) at Carnegie Mellon University is seeking applicants for a full-time, tenure track, position in behavioral decision research with strong training in psychology or behavioral economics. We are open to candidates with interests in theory, empirical and/or applied work, including lab experiments, field research, big data, and neuroscience. Applicants must have an outstanding research record or potential and candidates with interdisciplinary interests are encouraged to apply. We are especially interested in junior level candidates, but are open to applications from individuals at all levels. The appointment is expected to begin July 1, 2016. SDS is multi-disciplinary, including faculty trained in psychology, economics, mathematics, history, and industrial engineering. Several have joint appointments with other units, notably the Department of Engineering and Public Policy and the Heinz College of Public Policy and Information Systems. Current projects and faculty are described at the department's website: www.cmu.edu/dietrich/sds. SDS has particular strengths in behavioral decision research, behavioral economics, decision science, policy analysis, industrial organization, technological change, and social dynamics. Collaboration is a hallmark of the department and the university.

Carnegie Mellon University is an Affirmative Action/Equal Opportunity employer. We strongly encourage minorities, women, veterans and individuals with disabilities to apply. Applicants should upload a letter of application stating research interests and teaching areas, curriculum vitae, one current research paper, and three letters of recommendation to: [this link](#). Application deadline is November 1st, 2015.

The Marketing department at the Graduate School of Business Administration, Bar-Ilan University, Israel, is inviting applications for tenure-track positions in marketing, from areas such as quantitative marketing research, consumer psychology, judgment and decision-making, neuro-marketing, and others.

Applicants should have a PhD degree in either marketing, business administration, psychology, economics, or related fields, and must demonstrate a strong record of or potential for research and publication in top-tier journals.

Appointments will be effective from October 1st 2016 but other dates may be negotiated. Review of applicants will begin immediately and will continue until the position is filled.

The Graduate School of Business Administration offers MBA and PhD degrees, and also runs Executive MBA and International MBA programs. The official teaching language of the university is Hebrew, though there are some opportunities for teaching courses in English. For more information please visit our web site at <http://mba.biu.ac.il/en>. To apply for this position, please submit a curriculum vita, a research statement, and contact details of 2-3 referees, to Dr. Eyal Pe'er, at eyal.peer@biu.ac.il. Informal inquires about the position are also welcome. Bar-Ilan University is an equal opportunity employer and applications from all genders, sectors, nationalities, religions, etc. are encouraged.

The Department of Psychology at Michigan State University seeks to hire a full-time tenure-system faculty member at the assistant or associate professor level in the area of cognition and cognitive neuroscience. Successful candidates should have a strong program of research as well as strong potential/record to secure extramural funding. We will consider candidates in any area of cognition and cognitive neuroscience, but are particularly interested in researchers studying high-level cognition, such as problem solving, executive control, judgment and decision making, learning and memory, or attention. Research programs that are interdisciplinary and can bridge to other areas of the department, particularly those employing mathematical or computational modeling approaches, would be highly valued.

Beginning date for this appointment is August 16, 2016. A Ph.D. is required. Applicants should complete an online application at <https://jobs.msu.edu/> (posting #1905). Applications should include a cover letter, CV, statements of research and teaching interests, and three representative reprints. Please also arrange for three letters of recommendation to be emailed to garava10@msu.edu (Subject line: CCN Search). Consideration of applications will begin November 1, 2015 and continue until the position is filled. Inquiries regarding this position are welcome and can be directed to Dr. Taosheng Liu at tsliu@msu.edu.

MSU is an affirmative-action, equal-opportunity employer. The University actively encourages applications and/or nominations of women, persons of color, Veterans, and persons with disabilities.

The University of Chicago Booth School of Business is seeking to appoint outstanding scholars to the tenure-track position of Assistant or Associate Professor of Behavioral Science beginning in the 2016-17 academic year. We will consider candidates with interests in the areas of decision-making, negotiations, social psychology and organizations, all broadly defined. Candidates must have earned a PhD (or equivalent) or expect to receive a doctorate in the near future. We are looking for candidates with strong disciplinary training in any of the social sciences who can use that discipline background to conduct research on aspects of behavior relevant to management in organizations and to introduce MBA students to behavioral science principles. This position is part of the Behavioral Science area, whose members are responsible for teaching courses such as *Managing in Organizations*, *Managerial Decision Making*, *Power and Influence*, and *Negotiations*. Candidates should be qualified to teach at least one of these courses plus another MBA elective. The group maintains two well-equipped laboratories for experimental research.

The deadline for applications is March 31, 2016. However, we will begin formally reviewing applications on October 15, 2015 and strongly encourage applicants to submit a complete set of materials by this time. To apply, please submit a research and teaching statement, a vita, a written sample of your present work, and two letters of reference at: [this link](#).

All qualified applicants will receive consideration for employment without regard to race, color, religion, sex, sexual orientation, gender identity, national origin, age, protected veteran status or status as an individual with disability. The University of Chicago is an Affirmative Action/Equal Opportunity /Disabled /Veterans Employer. Job seekers in need of a reasonable accommodation to complete the application process should call 773-834-5286 or email hr at lists.chicagobooth.edu with their request.

We are looking for a PhD candidate in pension communication at the School of Business and Economics of Maastricht University (Department of Finance and Department of Marketing and Supply Chain Management). The title of the project is "The Role of Emotions in Pension Communication." The position is for 3 years. The ideal candidate has a background in, for example, (behavioral and experimental) finance, economics, psychology, marketing or judgment and decision-making and should have a demonstrated ability to perform research in this field, as evidence by excellent grades for courses and the thesis in at least some of

these respective fields. Application deadline is November 19, 2015. Start of the position is as soon as possible.

For more details and on how to apply please see: [this link](#)

London School of Economics has an Assistant Professor post in Behavioural Science, in the Department of Social Policy. To learn more and apply please visit [this link](#). If you have informal enquiries please email Professor Paul Dolan at p.h.dolan at lse.ac.uk

From Fay Lomax Cook, Assistant Director, National Science Foundation, Social, Behavioral, and Economic Sciences Directorate:

Seeking Candidates for Division Director for the Social and Economic Sciences Division (SES) of the Social, Behavioral, and Economic Sciences Directorate (SBE) of the National Science Foundation.

The Division Director, a key member of the SBE Directorate leadership team, provides leadership and direction for the support of research and education activities that develop and advance scientific knowledge focusing on political, economic, and social systems and how individuals and organizations function within them. The Division Director provides overall direction and management to a division that includes a staff of approximately 30 employees and a FY 2015 budget greater than \$96 million. The nature of the position calls for an experienced manager with highly-respected expertise in the social and economic sciences.

I look forward to any help you may be able to offer in this search for candidates for this key NSF position. I am especially interested in identifying women, members of minority groups, and persons with disabilities for consideration. Areas of importance for the SBE Directorate include interdisciplinary research, and the development of infrastructure to support new approaches for gathering and analyzing social, behavioral, and economic data. Within the social and economic sciences, candidates familiar with issues associated with big data, risk and resiliency, large surveys, cyber social science, and replicability are particularly encouraged to apply. Information about the SES Division's mission and programs is provided on its Home Page <http://www.nsf.gov/div/index.jsp?div=SES>. The SES Division includes economics, sociology, political science, and a number of interdisciplinary areas including law

and society; decision, risk, and management; science of organizations; science, technology, and society; and methodology, measurement, and statistics.

This position will be filled on an Intergovernmental Personnel Act (IPA) assignment basis. Individuals eligible for an IPA assignment with a Federal agency include employees of State and local government agencies or institutions of higher education, Indian tribal governments, and other eligible organizations in instances where such assignments would be of mutual benefit to the organizations involved. Initial assignments under IPA provisions may be made for a period up to two years, with a possible extension for up to an additional two-year period. The individual remains an employee of the home institution and NSF provides the negotiated funding toward the assignee's salary and benefits. Initial IPA assignments are made for a one-year period and may be extended by mutual agreement.

Formal consideration of interested applications will begin on October 15, 2015 and will continue until a selection is made.

Application Instructions: You may view the vacancy announcement (SES-2015-0016) for this position at USAJOBS: <https://www.usajobs.gov/GetJob/ViewDetails/417568800>. Please submit a current CV accompanied by a cover letter or supplemental statement that addresses the qualification requirements of the position. Applications should be transmitted electronically to `execsrch` at `nsf.gov` or mailed or delivered to the following address:

National Science Foundation
Executive Personnel and Visiting Personnel Branch
Division of Human Resource Management
4201 Wilson Boulevard Room 315 - SES-2015-0016
Arlington, VA 22230
ATTN: Imani Henderson
(703)292-8781

NSF's Division of Human Resource Management (HRM) is assisting me in this outreach. Kate Schroepfer Garcia, (`kgarcia` at `nsf.gov`) is the point of contact in the HRM Division. The application deadline is December 2, 2015.

Thank you in advance for helping to identify superb candidates for this very important leadership position at the National Science Foundation.

We currently seek outstanding applicants whose research lies at the intersection of behavioural decision-making and neuroscience, and who are interested in studying the brain

mechanisms that underlie decision-making. Specific interests of our group at present are the neural mechanisms that underlie social influences on decisions, in particular those underlying motivations of fairness, cooperation, and trust, as well as processing of risk and reward in decision-making. We are especially interested in applicants whose research can build bridges with existing strengths in computational approaches within the Donders Institute and also those who are interested in potential public policy applications of this work.

This research will be conducted within the Decision Neuroscience PI group led by Prof. Alan Sanfey at the Donders Institute for Brain, Cognition and Behaviour at Radboud University (Netherlands). The successful candidate will work closely with other members of our research group, and will supervise both Master's and PhD students. You will have the opportunity to regularly present your work at international conferences and meetings. Also, in order to develop your own research agenda, we will encourage and support you in applying for competitive career development fellowships towards the end of the project.

Applicants should have a PhD in a field related to cognitive neuroscience (e.g. experimental psychology, cognitive science, neuroscience). Candidates with a strong background in decision neuroscience and experience with advanced fMRI analyses, computational modelling, and/or econometrics are particularly encouraged to apply. Selection will be based on research interests and goals, conceptual expertise in decision neuroscience and familiarity with neuroimaging techniques, and personal track records in publication.

The Donders Institute for Brain, Cognition and Behaviour consists of the Centre for Cognition, the Centre for Cognitive Neuroimaging, and the Centre for Neuroscience. The mission of the Centre for Cognitive Neuroimaging - where our group is based - is to conduct cutting-edge fundamental research in cognitive neuroscience. Much of the rapid progress in this field is being driven by the development of complex neuroimaging techniques for measuring activity in the human brain - an area in which the Centre plays a leading role. The research themes cover central cognitive functions, such as perception, action, control, emotion, decision making, attention, memory, language, learning and plasticity. The Centre also aims to establish how the different brain areas coordinate their activity with very high temporal precision to enable human and animal cognition. The internationally renowned centre currently hosts more than 100 PhD students and postdoctoral researchers from more than 25 nationalities, offering a stimulating and multidisciplinary research environment. The centre is equipped with four MRI scanners (7T, 2x 3T, 1.5T), a 275-channel MEG system, an EEG-TMS laboratory, several (MR-compatible) EEG systems, and high-performance computational facilities. English is the lingua franca at the centre.

To apply, upload your materials by clicking the Apply button at [this URL](#)

Applications should include the following attachments:

A short (one page) application letter

Your CV including a list of publications (3 pages max.) and the names and contact details of two scientists who can provide references

A summary of your research to date, including future research plans

PhD Fellowship: Research on human behavior and natural resource use. School of Public and Environmental Affairs (SPEA) at Indiana University Bloomington

We have one PhD fellowship for a post-Bachelors or post-Masters student to work with Dr. Shahzeen Attari starting Fall of 2016 or as early as summer of 2016. Our lab is dedicated to solving problems related to human behavior and natural resource use, combining the fields of environmental and cognitive science. The range of research spans work on perceptions, motivations, and biases of how people understand complex systems and use natural resources. We are looking for a hard-working, creative, and dedicated member to join our team and research efforts. A strong quantitative background (including statistics and data analysis) is highly desirable. Our expectations include ability to work in team settings as well as work independently on your own related creative projects.

Please submit an electronic application to the Environmental Science PhD program found here: <https://spea.indiana.edu/doctoral/apply.html>. The School and doctoral program embrace interdisciplinary work and opportunities to minor in the Cognitive Science program or other programs across campus are available. However, the successful candidate's primary doctoral program will be Environmental Science in SPEA.

The following are required for the application:

1. Online application form
2. Statement of purpose and goals (please explain explicitly why you would be a good match for our lab and the sorts of research questions you would like to address in the PhD program)
3. Original transcripts from all universities attended
4. Original GRE scores
5. TOEFL (for applicants whose native language is not English)
6. Three letters of recommendation
7. C.V.

Application deadline is December 1, 2015. For more information see Dr. Shahzeen Attari's website: www.szattari.com <http://www.szattari.com> . If you have any questions, please email Shahzeen at sattari@indiana.edu.

Fordham University, Department of Psychology: The Psychometrics and Quantitative Psychology Program seeks to hire an Associate or Assistant Professor. Responsibilities include: teaching at the undergraduate and graduate level, developing an independent program of research and mentoring students' masters and doctoral level research. Applicants with a strong track record of publication in any area of psychometrics and quantitative psychology are encouraged to apply. Evaluation of candidates will begin on October 19, 2015 and will continue until the position is filled.

The Department of Psychology offers doctoral degrees in Applied Developmental Psychology, Clinical Psychology, and Psychometrics and Quantitative Psychology and MS degrees in Applied Psychological Methods and Clinical Research Methods. (See [this link](#))

The Department is located on both campuses of Fordham University, with the graduate programs located at our Rose Hill campus in the Bronx and undergraduate programs at both the Rose Hill and Lincoln Center (Manhattan) campuses. Fordham is an independent, Catholic University in the Jesuit tradition that welcomes applications from men and women of all backgrounds. Fordham is an Equal Opportunity/Affirmative Action Employer. The university and department have a strong commitment to achieving diversity among faculty and staff. We are particularly interested in receiving applications from members of under-represented groups and strongly encourage persons of color to apply.

Please submit a CV, statement of your research and teaching interests, evidence of teaching credentials, representative publications, and three letters of reference. All application materials should be submitted electronically through interfolio (<http://apply.interfolio.com/31587>) Review of application materials will begin on October 19, 2015 and continue until the position is filled. Inquiries should be directed to our department Administrator, Maria Barbieri (barbieri@fordham.edu)

The Department of Psychology at the University of South Florida invites applications for a 9-month appointment of a tenure track scholar in learning at the Assistant or Associate Professor level, with service to begin as early as August 7, 2016. We are particularly in-

terested in scholars who investigate basic issues in human learning, broadly defined, using cognitive, neuroscientific, developmental, computational, or social methods in laboratory or applied settings. Applicants should show evidence of outstanding research and teaching. The successful applicant will be expected to establish an independent program of research that will garner extramural support, to supervise and mentor graduate students, to teach graduate and undergraduate classes, and to participate in departmental governance.

Job Requirements: Applicants at the Associate Professor level are expected to have extramural funding and an international reputation. Applicants must have the Ph.D. degree by the time of the appointment.

A review of the applications will begin on November 16, 2015. Applications received after November 16, 2015 may be reviewed and advanced, in cases of compelling merit, up to the conclusion of the search process.

Information and Application Process Instructions Applicants should submit a statement describing their research program and teaching interests, vita, up to 5 reprints or preprints using our online application process at: [this link](#). Three letters of recommendation should be sent directly to the Chair of the CNS Search Committee, Dr. Sandra Schneider, University of South Florida, Department of Psychology, 4202 E. Fowler Avenue, PCD 4118G, Tampa, FL 33620.

The University of South Florida encourages applications from women and members of minority groups. According to Florida Law, applications and meetings regarding them are open to the public. For ADA accommodations, please contact Carrie Jewett (813-974-2438; jewett2 at usf.edu) at least five working days prior to need. USF is an Equal Opportunity Institution.

The Department of Psychology at Wake Forest University invites applications for a tenure-track position beginning in July, 2016. We are seeking applicants with strong *quantitative *skills and training, and a research program that applies those skills in an area that complements the strengths of the Department, including but not limited to the areas of self-regulation, the science of well-being, and self and identity. Evidence of superior scholarship and teaching ability is required. The successful candidate will teach courses in his or her areas of expertise as well as more general courses such as undergraduate and graduate Research Methods, conduct programmatic research, and supervise undergraduate and graduate student research.

The Department offers BA and research-oriented general MA degrees. Additional information about the Department is available at <http://college.wfu.edu/psychology>

Wake Forest University is a private, coeducational institution dedicated to academic excellence in liberal arts, graduate and professional education. The University is ranked among the top thirty national universities by U.S. News and World Report. Wake Forest offers a vibrant intellectual community with a rich cultural life, an impressive array of facilities and an active athletics community. The University has a deep institutional commitment to public service and engagement with the world, as indicated by the motto *pro humanitate*. For quick facts about the University, go to <http://www.wfu.edu/visitors/quickfacts.html>

Applicants should apply on-line at <https://wakejobs.silkroad.com> including a cover letter addressed to the members of the search committee, your vita, a statement of teaching philosophy, and evidence of teaching effectiveness if available. At least three signed confidential letters of recommendation must be sent via email to letters at wfu.edu. Applications will be processed from Oct 20 until the position is filled.

For additional information about the position, contact Dale Dagenbach at dagenbac@wfu.edu

Wake Forest seeks to recruit and retain a diverse workforce, and encourages qualified candidates across all group demographics to apply.

The Warwick Psychology Department is making a major new appointment in social psychology that will complement and expand existing Departmental strengths in any of its core areas of research (Behavioural Science; Language and Learning; Lifespan, Health and Well-being). This post will be at the Reader or Associate Professor level. The job advertisement is [here](#).

Warwick placed 6th in the UK and 48th in the world in recent rankings (UK's Times and Sunday Times; QS World University Rankings) and Psychology placed 7th in research outputs in the UK's most recent Research Excellence Framework. Behavioural science is an area of focus both within Psychology and across the university. The Behavioural Science Group in the Psychology Department [link](#). Behavioural Science across Warwick [link](#).

4 Online Resources

SJDM Web site www.sjdm.org

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

SJDM Newsletter – Current and archive copies of this newsletter www.sjdm.org/newsletters

SJDM mailing list – List archives and information on joining and leaving the email list [SJDM mailing list](#)

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

Decision Science News by email – One email per week [DSN by email](#)

5 2015 Conference Program

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Society for Judgment and Decision Making

The 2015 36th Annual Conference



Chicago Hilton Hotel

720 S Michigan Ave

Chicago, IL 60605

November 20 – 23, 2015

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2105 Program Committee: Katherine Milkman (chair), Jack Soll, Nina Mazar, Suzanne Shu

Thanks to Mare Appleby (conference coordinator), Jon Baron (webmaster), Ellen Peters (President), Meng Li (social event), Mary Kate Tompkins, Thorsten Pachur (student posters, and the ad hoc reviewers: Abigail Sussman, Alex Imas, Alex Rees-Jones, Alison Wood Brooks, Burson Katherine, Carsten Erner, Chia-Jung Tsay, Chris Olivola, Craig McKenzie, Crystal Hall, Dan Goldstein, Daniel Feiler, Devin Pope, Don Moore, Ellen Evers, Ellen Peters, Ellie Kyung, Emma Levine, Ana Franco-Watkins, Gretchen Chapman, Hengchen Dai, Janet Schwartz, Jason Dana, Joachim Vosgerau, John Beshears, Judd Kessler, Kelly Goldsmith, Lalin Anik, Leslie John, Lisa Shu, Lucas Coffman, Michael Luca, Oleg Urminsky, Peter Ayton, Phil Fernbach, Rick Larrick, Saiwing Yeung, Scott Rick, Simone Moran, Stephen Spiller, Ting Zhang, Todd Rogers, and Ye Li.

2015 SJDM Conference Master Schedule
Hilton Chicago Hotel
November 20-23, 2015

FRIDAY, NOVEMBER 20

5:00-7:00 pm **Welcome Reception / Registration** – Hilton – Salon A Pre-function Space
5:30-7:30 pm **Tribute to Paul Slovic** – Hilton – Williford
8:00-10:00 pm **Executive Board Dinner** – Seven Lions, 130 Michigan Ave, Chicago

SATURDAY, NOVEMBER 21

7:30-8:30 am **Registration and Continental Breakfast** – Hilton – Salon A Pre-function Space
8:30 -10:00 am **Paper Session #1** – Hilton – Salon A-1, Salon A-2, Salon A-3, Salon A-4
10:00 -10:30 am **Morning Coffee Break** – Hilton – Salon A Pre-function Space
10:30-12:00 pm **Paper Session #2** – Hilton – Salon A-1, Salon A-2, Salon A-3, Salon A-4
12:00-1:30 pm Lunch Break (on your own)
1:30-2:30 pm **Interview with Danny Kahneman by Leif Nelson** – Hilton – International South
2:30-4:00 pm **Paper Session #3** – Hilton – Salon A-1, Salon A-2, Salon A-3, Salon A-4
4:00-4:30 pm **Afternoon Coffee Break** – Hilton – Salon A Pre-function Space
4:30-6:00 pm **Paper Session #4** – Hilton – Salon A-1, Salon A-2, Salon A-3, Salon A-4
6:00-6:30 pm **Einhorn Award** – Hilton – Salon A-1
6:30-8:30 pm **Graduate Student Social Event** – Hilton – Boulevard

SUNDAY, NOVEMBER 22

8:30-10:30 am **Poster Session #1** - w/ Continental Breakfast – Hilton – Salon D
10:30-12:00 pm **Paper Session #5** – Hilton – Salon A-1, Salon A-2, Salon A-3, Salon A-4
12:00-1:30 pm **Women in SJDM Networking Event** – Hilton – Continental A
12:00-1:30 pm Lunch Break (on your own)
1:30-2:30 pm **Keynote Address by Max Bazerman** – Hilton – Williford
2:45-4:15 pm **Paper Session #6** – Hilton – Salon A-1, Salon A-2, Salon A-3, Salon A-4
4:15-4:45 pm Afternoon Coffee – Hilton – Salon A Pre-function Space
4:45-5:30 pm **Presidential Address by Ellen Peters** – Hilton – Williford
5:30-7:30 pm **Poster Session #2** w/ Cash Bar – Hilton – Salon D
9:00 pm-2:00 am **SJDM Evening Social Event – Jazz Showcase**, 806 S. Plymouth Ct. Chicago

MONDAY, NOVEMBER 23

8:25-9:15 am **Business Meeting w/ Continental Breakfast** and Student Poster Award- Hilton-Williford ABC
9:15-10:45 am **Paper Session #7** – Hilton – Salon A-1, Salon A-2
10:45-11:15 am **Morning Coffee Break** – Hilton – Salon A Pre-function Space
11:15-12:45 pm **Paper Session #8** – Hilton – Salon A-1, Salon A-2



Paul Slovic Tribute
Friday November 20 – 5:30-7:30 pm Hilton – Williford

Paul Slovic has made major contributions to research on preference construction, risk perception, and decisions by analysis versus decisions by feelings. The program will highlight his influence on generations of JDM and other scholars and his leadership in using his work to address real world social problems.

Speakers include Daniel Kahneman, Baruch Fischhoff, Howard Kunreuther, John Payne, and others.

SATURDAY, NOVEMBER 21, 2015				
Rooms - Hilton - Salon A-1, Salon A-2, Salon A-3 Salon A-4				
	Track I Salon A-1	Track II Salon A-2	Track III Salon A-3	Track IV Salon A-4
Session #1	Biases	Consumer Preferences and Satisfaction	Self-Control	Uncertainty
8:30 AM	Green - The Foreclosed Option Fallacy	Wei - Sampling Traps: How the Opportunity to Sample Experiential Products Reduces Hedonic Value	Schilbach - Alcohol and Self-Control: A Field Experiment in India	Reinholtz - Almost Everyone Misunderstands the Benefit of Diversification
8:50 AM	Liu - Breaking Bad (News)	Etkin - The Cost of Personal Quantification	Schwartz - Bringing Ulysses to Scale: A Tale of Persistence, Spillovers and Customer Loyalty	Barasz - Hoping for the Worst: The Perverse Incentives of Certainty-Seeking
9:10 AM	Logg - Is Overconfidence a Motivated Bias?	Klesse - The Impact of Oral Versus Manual Expression Modalities on Choice Satisfaction	Urminsky - Impatient to Achieve or Impatient to Receive: How the Goal Gradient Effect Underlies Time Discounting	Moon - Paying for What You'll Like? The Uncertain Value of Uncertainty
9:30 AM	De Wilde - The Anchoring Bias in Group Judgment	Tsai - The Intensification Effect of Quantity Specificity on Consumption Experience over Time	Tian - Rituals Promote Self-Control	Fox - Self-serving Attributions of Epistemic Versus Aleatory Uncertainty
Session #2	Biases and Heuristics I	Consumer Decision Making I	Nudges	Emotion
10:30 AM	Krijnen - People Use Decision Importance as a Cue for Deferral	Evangelidis - Context Polarity: The Asymmetric Impact of Context Effects on Advantaged versus Disadvantaged Options	Bereby-Meyer - Honesty Speaks a Second Language	Weingarten - Duration Consideration
10:50 AM	Van de Calseyde - Decision Time as Information in Judgment and Choice	Sussman - Valence in Context: Asymmetric Responses to Positive and Negative Attribute Weights	Rogers - The Threat of Excellence: Exposure to Peers' Exemplary Work Undermines Performance and Success	DeCelles - Flying Into a Rage: Inequality between First Class and Economy Predicts Air Rage Incidents
11:10 AM	Greenberg - Opportunity Cost Neglect Eliminates the Effect of Choices on Preferences	Neuwirth - When are Consumption Experiences Spontaneously Compared to Memories of More Pleasurable Alternatives?	Hardisty - Encouraging Energy Efficiency: Product Labels Facilitate Temporal Tradeoffs	Buechel - Mistaking the Journey for the Destination: Overestimating the Fruits of (More) Labor
11:30 AM	Paolacci - Less Likely Outcomes are Valued Less	Rosenzweig - Same Wrong, Different Restitution? Heightened Sensitivity to Inequity in the Context of Apology	House - Implementation Intentions: How to Nudge Organizations to Pay their Overdue Taxes	Vohs - The Illusion of Learning
Session #3	Biases and Heuristics II	Consumer Decision Making II	Nudges and Choice Architecture	Honesty and Dishonesty
2:30 PM	Kofler - Outcome Neglect: How Insight Failure Undermines Simple Utility Maximization	Barasch - Judging Good Taste: True Preference or Pretense?	Pogacar - Ethically Deployed Defaults: Transparency and Consumer Protection Via Disclosure and Preference Articulation	Klein - Lie Detection is Improved Through Group Discussion, Not Aggregation of Independent Judgments
2:50 PM	Dannals - Perceptions of "the Average" Are Not Averaged Perceptions: Biased Estimates of the Social Norm	Howard - Understanding the Expense Prediction Bias	Castelo - Informed Nudges: Preference-consistent Choice Architecture and Disclosure	Ayal - When Robin Hood Takes a Polygraph: Detecting Egocentric and Altruistic Cheating
3:10 PM	Zhang - An Urgency Effect in Response to Future Rate Increases	Chin - Consumer Evaluations of Credit Card Offers	Evers - When Do People Prefer Carrots to Sticks? A Robust 'Matching Effect' in Policy Evaluation	Roux - When Choosing the Best Brings out the Worst: Maximizing Increases Cheating Due to Greater Perceptions of Scarcity
3:30 PM	O'Donnell - Sets and Statistics: Explaining the Offer Framing Effect	Olson - The Interpersonal Dynamics of Shared Financial Decisions	Daniels - Interpersonal Choice Architecture	Bhattacharjee - Motivated Moral Decoupling Among Liberals and Conservatives
Session #4	Taxes, Fees and Payment Structures	Giving	Politics and Government	Numeracy and Decision Quality
4:30 PM	Srna - A Prediction Gap in the Effect of Income Tax on Effort	Givi - When Gift Giving is Selfish: A Motivation to be Unique	Slovic - Confronting the Collapse of Humanitarian Values in Foreign Policy Decisions	Olsson - A New Small Crowd Selection Method
4:50 PM	Shaddy - Beware the Bundle: When Consumers Pay Less, Yet Demand More	Shah - 'Paper Or Plastic': How We Pay Influences Post-Transaction Connection	Merkle - Model-based Scoring Rules for Evaluating Probability Judgments: Application to a Geopolitical Forecasting Tournament	McKenzie - Decision Making, Rationality, and Creativity
5:10 PM	Rick - Income Tax and the Motivation to Work	Meindl - Harnessing Hypocrisy: Comparing the Effects of Different Moral Proclamations on Behavior	Buell - Surfacing the Submerged State: Operational Transparency in Government	Goldstein - Improving the Comprehension of Numbers in the News
5:30 PM	Lieberman - Norm Inferences: The Hidden Influence of Pricing Structure	Williams - Sometimes It's Okay to Give a Blender: Giver and Recipient Preferences for Hedonic and Utilitarian Gifts	Baker - The Value of Precision in Geopolitical Forecasting: Empirical Foundations for Intelligence Analysis and Foreign Policy Decision Making	Dickert - Valuations and Scope Sensitivity: The Quest for Linearity

SUNDAY, NOVEMBER 22, 2015

Rooms - Hilton - Salon A-1, Salon A-2, Salon A-3 Salon A-4

	Track I Salon A-1	Track II Salon A-2	Track III Salon A-3	Track IV Salon A-4
Session #5	Altruism	Collaboration and Cooperation	Medicine and Decision Making	Prediction
10:30 AM	Vastfjall - Pseudoinefficacy: When Feelings for Those Not Helped Demotivate Helping the Ones That Could Be Helped	Barneron - Conflict of Interest in Social Decision-Making: Scope-Insensitivity and the Neglect of Losses Borne by Many	Gaissmaier - Diagnostic Performance by Medical Students Working Individually or in Teams	Pavel Atanasov - Accountability, Prediction Accuracy and Information Exchange
10:50 AM	Berman - Limits of Effective Altruism	Weisel - Corrupt Collaboration	Robitaille - Nudging to Increase Organ and Tissue Donor Registrations	Kelly - People Can Take the Outside View, but They Don't Want To Use It
11:10 AM	Harel - Donating Life or Mourning Death: The Effects of Case Framing on the Willingness to Commit to Organ Donation	Levine - Signaling Emotion and Reason in Human Cooperation	Wegner - Strategies to Reduce the Negative Consequences of Deferrals on Subsequent Blood Donation	Kane - Predicting Clinical Forecasting Errors with Local Estimators
11:30 AM	Kessler - Getting the One Percent to Give	Rottenstreich - Skeptical Reciprocity and Principled Defection: Attribution in the Prisoners' Dilemma	VanEpps - The Price (and Calorie Label) is Wrong: Error Detection as Measure of Calorie Label Processing	Yeomans - The Case Against Recommendations
Session #6	Charitable Giving	Poverty	Goals and Ideals	Advice
2:45 PM	Zaval - Focusing on Future Consequences: Leveraging Legacy to Promote Sustainable Decisions	Shah - Slowing Down Youth Violence	Wallace - Goal Specificity, Subjective Impact, and Motivation: A Reference-Points Approach	Dillon - Don't Ask, Don't Tell: The Problems with Solicited Advice
3:05 PM	Cryder - The Charity Beauty Premium	Schofield - The Economic Costs of Low Caloric Intake: Evidence from India	Goswami - The Extent of Post-Reward Crowding-Out: A 'Rewarding Opportunity' Account	Soll - Measuring the Influence of Advice
3:25 PM	Zhang - Recognition for Loyalty in Charitable Giving	Meng - Thinking about Financial Deprivation: Rumination and Decision Making Among the Poor	Davidai - The Ideal Road Not Taken: Regrets of Action and Inaction and Self-Discrepancy Theory	Dietvorst - Overcoming Algorithm Aversion: People Will Use Algorithms If They Can (Even Slightly) Modify Them
3:45 PM	Chao - Motivation Crowding Out in Fundraising: Evidence from a Field Experiment	Jachimowicz - Trust Your Neighborhood: Neighborhood Trust Can Protect Low-Income Groups From Myopic Decisions	Sezer - To Be or Not to Be Your Authentic Self? Catering to Others' Preferences Hinders Performance	Chen - The Advocacy Mindset: Arguing Boosts Confidence in... Everything

MONDAY, NOVEMBER 23, 2015

Rooms - Hilton - Salon A-1, Salon A-2

	Track I Salon A-1	Track II Salon A-2
Session #7	Evaluations of Experiences	Choices and Beliefs
9:15 AM	Tully - Questioning the End Effect: Endings Do Not Inherently Have a Disproportionate Impact on Evaluations of Experiences	Koehler - Can Journalistic 'False Balance' Distort Public Perception of Consensus in Expert Opinion?
9:35 AM	O'Brien - Tracking Hedonic Change: Asymmetric Judgments of Improvement versus Decline	Hauser - IT'S A TRAP! Instructional Manipulation Checks Prompt Systematic Thinking on 'Tricky' Tasks
9:55 AM	Robinson - Description-Experience Gap or Construct-Data Gap?	Garcia - N-Equality: More People, Less Concern for Equality?
10:15 AM	Hagmann - Wait, Wait... Don't Tell Me: Repeated Choices With Clustered Feedback	Molouki - Personal Change and the Continuity of Identity
Session #8	Hormones, Eye-Tracking and Computational Modeling	Understanding Preferences
11:15 AM	Plassmann - Peacocks, Testosterone and Luxury Goods: Single-dose Testosterone Administration Increases Preference for Status Goods	Gordon-Hecker - When Less is Better than More: Preferring Equity over Efficiency in Allocation Decisions
11:35 AM	Tomm - Scarcity Captures Attention and Induces Neglect: Eyetracking and Behavioral Evidence	Donkers - Preference Dynamics in Sequential Choice with Defaults
11:55 AM	Nave - Testosterone Impairs Rational Thinking in Men	Risen - Avoiding Information to Protect a Strong Intuitive Preference
12:15 PM	Bhatia - A Model of Associative Judgment	Spiller - Making Decisions Disrupts Relatively Stable Preferences

2015 SJDM Conference Special Events

FRIDAY, NOVEMBER 20

5:00-7:00 pm **Welcome Reception / Registration** – Hilton – Salon A Pre-function Space

5:30-7:30 pm **Tribute to Paul Slovic** – Hilton – Williford

8:00-10:00 pm **Executive Board Dinner** – Seven Lions, 130 Michigan Ave, Chicago

SATURDAY, NOVEMBER 21

1:30-2:30 pm **Interview with Danny Kahneman by Leif Nelson** – Hilton – International South

6:00-6:30 pm **Einhorn Award** – Hilton – Salon A-1

6:30-8:30 pm **Graduate Student Social Event** – Hilton – Boulevard

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

tompkins.61@osu.edu

SUNDAY, NOVEMBER 22

12:00-1:30 pm **Women in SJDM Luncheon** – Hilton – Continental A

All (women and men) are welcome to attend the twelfth annual Women in SJDM Luncheon on Sunday, November 22, focused on promoting the advancement of women in JDM. The event will feature lunch, networking opportunities, and a very special panel in celebration of more than a decade of Women in SJDM. Five former women SJDM presidents—Barbara Mellers ('95-'96), Elke Weber ('97-'98), Maya Bar-Hillel ('04-'05), Valerie Reyna ('09-'10), and Gretchen Chapman ('13-'14)—will discuss their perspectives on women in SJDM over time.

The event is organized this year by Ellie Kyung, Kelly Goldsmith, and Sunita Sah. To inquire about the event, please email Ellie Kyung at ellie.kyung@tuck.dartmouth.edu. We will open registration online through the SJDM mailing list and accept a maximum of 140 people, and we will keep a waiting list if necessary. In addition, when registering for the conference: [<http://www.sjdm.org/join.html>], you will notice an option to donate to the Women in SJDM event. We encourage you (especially faculty!) to consider a donation to the event fund. If your institution might be interested in sponsoring the event, please contact Ellie. With all of our support, we can ensure that this event will continue to be an annual tradition.

Thank You to the Sponsors of the 2015 Women in SJDM Luncheon

As of September 29, 2015

Institutions:

Department of Social & Decision Sciences | Carnegie Mellon University
Johnson Graduate School of Management | Cornell University
Tuck School of Business | Dartmouth College
Management and Organizations | Eller College of Management, University of Arizona
Negotiations, Organizations & Markets Unit | Harvard Business School
Centre for Decision Research | Leeds University Business School
Kellogg School of Management | Northwestern University
Behavioral Decision Making Initiative | Ohio State University
Freeman School of Business | Tulane University
Behavioral Decision Making Research Group | UCLA Anderson School of Management
Rady School of Management | University of California, San Diego
Center for Decision Research | University of Chicago Booth School of Business
University of Miami School of Business
The Wharton School | University of Pennsylvania
Evans School of Public Policy and Governance | University of Washington
Vanderbilt University | Owen Graduate School of Management

Individuals:

Kelly Goldsmith, Crystal Hall, Leslie John, Ellie Kyung, Lisa Ordonez, and Sunita Sah

This event is made possible entirely through sponsorship.

To help keep this event an annual tradition, please consider donating to the Women in SJDM Annual Lunch Fund.

(To make a contribution, go to: <http://www.sjdm.org/join.html>, scroll down to the statement:

“Donate to the Women in SJDM Annual Lunch Fund”, and click “Donate”.)

1:30-2:30 pm **Keynote Address** by **Max Bazerman** – Hilton – Williford

Bounded Ethicality: Improving Ethics from a Behavioral Decision Research Perspective

Max Bazerman (Straus Professor - Harvard Business School, Co-Director, Center for Public Leadership, Harvard Kennedy School, Co-Chair, Harvard's Behavioral Insights Group)

Most of the scandals we have observed could not have happened without basically good people doing bad things without their own awareness. My colleagues and I argue that the majority of unethical events occur as the result of ordinary and predictable psychological processes. This talk will outline the bounded ethicality perspective and highlight one nudge for making the world a better place – moving people toward joint decision making. I will conclude with an overview of how the bounded ethicality perspective provides other hints for maximizing pleasure and minimizing pain.

4:45-5:30 pm **Presidential Address** by **Ellen Peters** – Hilton – Williford

Influencing and educating decisions

Ellen Peters (Professor of Psychology and Director of OSU's Decision Sciences Collaborative)

The recent White House Executive Order calls for “research findings ... about how people make decisions and act on them [to] be used to design government policies to better serve the American people.” The tools of choice architecture (“nudges”) are important in this regard. However, many other methods exist to improve decisions and outcomes, including decision aids, motivational/perceptual exercises, and formal education. This talk will focus on lab experiments and field studies that illustrate the potential of these methods to promote more effective decision making and solutions to critical societal problems through an understanding of psychological processes.

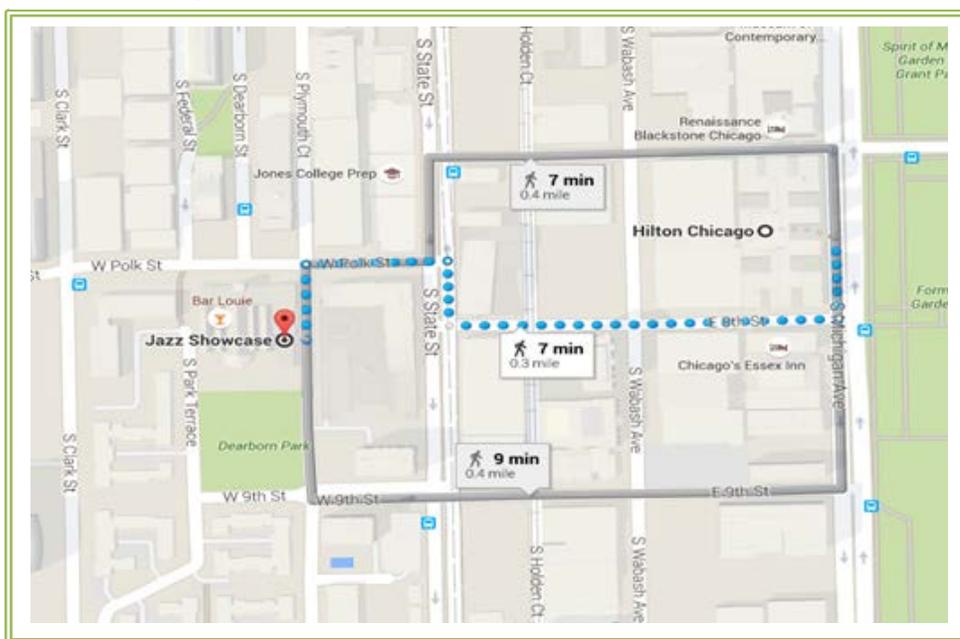


SJDM Evening Social Event

9:00 pm - 2:00 am at **Jazz Showcase** <http://www.jazzshowcase.com>,
Where Jazz lives in Chicago since 1947.

Located at **806 S. Plymouth Ct. Chicago**.

There will be either live jazz or a DJ and we have 200 free drink tickets, so arrive early!



SATURDAY NOVEMBER 21, 2015

Rooms - Hilton - Salon A-1, Salon A-2, Salon A-3 Salon A-4

Session #1 Track I: Biases - Hilton - Salon A-1 - Saturday 8:30 am - 10:30 am

The Foreclosed Option Fallacy

Green, Etan (Microsoft Research)

Many economic models assume that individuals are forward-looking---conditional on the present, future behavior is independent of past choices. This paper documents a dependence on past choices in NFL kickoff returns. I compare returns from just behind the goal line, for which the returner declined an option to achieve the 20-yard line with certainty, to returns from just in front of the goal line, for which no such option was available. Behavior is path-dependent: returners are 56% more likely to achieve the 20-yard line exactly after the option is foreclosed than when it was never available. Contact: etangreen@gmail.com

Breaking Bad (News)

Liu, Heidi (Harvard University); John, Leslie (Harvard Business School)

"Don't shoot the messenger" is a phrase commonly uttered by individuals forced to deliver harsh truths. Beyond the interpersonal discomfort of breaking bad news, do such messengers incur penalties? Are messengers the targets of (unwarranted) criticism? Three experiments suggest the answer is YES: recipients erroneously conclude that their messengers are responsible for the event's occurrence, in turn causing them to deem their messengers incompetent. Ironically, in the many situations in which messengers can be part of the solution - the physician conveying a cancer diagnosis, for example - recipients are prone to turning away from the messenger, which potentially exacerbates their problems. Contact: hliu@fas.harvard.edu

Is Overconfidence a Motivated Bias?

Logg, Jennifer M. (University of California, Berkeley); Haran, Uriel (Ben-Gurion University of the Negev); Moore, Don A. (University of California, Berkeley)

Is overconfidence a motivated bias? We tested the relationship between motivation and overconfidence by experimentally manipulating participants' motivation to view themselves positively. We only found an effect of motivation on assessments made about vague personality traits, using vague measures. The effect of motivation disappeared when we introduced specific trait measures or an objective standard of performance. We found that the vague measures did not simply allow individuals to inflate self-ratings. Rather, the lack of an objective standard for vague traits allowed people to create idiosyncratic definitions and view themselves as better than others in their own unique way. Contact: jenn_logg@haas.berkeley.edu

The Anchoring Bias in Group Judgment

De Wilde, Tim R. W. (University of Amsterdam); Ten Velden, Femke S. (University of Amsterdam); De Dreu, Carsten K. W. (University of Amsterdam)

We present results of three studies showing when and how anchors affect group judgment. Our results show that groups, like individuals, fall victim to the anchoring bias. However, we also show that this only applies to cooperative groups who strive for consensus. When groups are individualistically motivated they were not vulnerable to anchors. Moreover, when cooperative groups experience process-accountability the anchoring bias also disappears. Finally, we show that this group level anchoring bias is not driven by information exchange but simply by preference exchange. We discuss implications for real life groups and the anchoring and group judgment literature. Contact: t.r.w.dewilde@uva.nl

Session #1 Track II: Consumer Preferences and Satisfaction - Hilton - Salon A-2 - Saturday 8:30 am - 10:30 am

Sampling Traps: How the Opportunity to Sample Experiential Products Reduces Hedonic Value

Wei, Sarah (University of Alberta); Häubl, Gerald (University of Alberta)

Intuitively, sampling multiple experiential products before selecting one of them should be beneficial to consumers. By contrast, we show that the opportunity to sample tends to trap consumers in a mental state characterized by an exploration mindset, which undermines their motivation to consume any of the products in its entirety, ultimately resulting in a less enjoyable consumption experience. Evidence from four experiments demonstrates this paradoxical effect and sheds light on the underlying psychological mechanism. The findings identify the divisibility of experiential products and the partitioning of consumption experiences (into a pre- and post-commitment phase) as key moderators of the effect. Contact: mwei1@ualberta.ca

The Cost of Personal Quantification

Etkin, Jordan (Duke University)

From sleep and energy use to exercise and health, people have access to more information about their behavior than ever before. The appeal of personal quantification seems clear. But might the new tools people are using--quantifying life-- rob them of some of the benefits of engaging in those activities? Four experiments demonstrate that while measurement increases how much of an activity people do (e.g., walk or read more), it can simultaneously decrease how much people enjoy those activities. This can reduce continued engagement and decrease subjective wellbeing. Even in the absence of external rewards, measurement can have similar effects.

Contact: jordan.etkin@duke.edu

The Impact of Oral Versus Manual Expression Modalities on Choice Satisfaction

Voss, Thorsten (Mannheim University); Klesse, Anne-Kathrin (Tilburg University); Goukens, Caroline (Maastricht University); Levav, Jonathan (Stanford Graduate School of Business)

People express their preferences using various modalities. In a grocery store, shoppers grab their preferred items from the shelf and in a restaurant diners express their preference by speaking to the waiter. We demonstrate that changes in the modality utilized to express one's choice cause different levels of choice satisfaction. Five studies show that expressing one's choice orally (speaking) results in greater satisfaction than expressing it manually (e.g., by grabbing one option), even for identical choice outcomes. In addition, we provide evidence that speaking prompts greater choice satisfaction because it triggers intuitive rather than cognitive processes in decision making. Contact: a.k.klesse@uvt.nl

The Intensification Effect of Quantity Specificity on Consumption Experience over Time

Tsai, Claire (University of Toronto); Zhao, Min (University of Toronto)

We propose and demonstrate that specifying consumption quantity interferes with the process of hedonic adaptation by increasing attention to the consumption event as the event comes to an end. The heightened attention in turn intensifies the experience toward the end. Consequently, quantity specificity enhances positive experiences and worsens negative ones.

Contact: claire.tsai@rotman.utoronto.ca

Session #1 Track III: Self-Control - Hilton - Salon A-3 - Saturday 8:30 am - 10:30 am

Alcohol and Self-Control: A Field Experiment in India

Schilbach, Frank (MIT)

High levels of alcohol consumption are more common among the poor. Since alcohol is thought to induce myopia, this paper tests for impacts on self-control and on savings behavior. In a three-week field experiment with low-income workers in India, I provided 229 individuals with a high-return savings opportunity and randomized incentives for sobriety. The incentives significantly reduced daytime drinking as measured by decreased breathalyzer scores. This in turn increased savings by 60 percent. Moreover, over half of the study participants were willing to sacrifice money to receive incentives to be sober, exhibiting demand for commitment to increase their sobriety. Contact: frankschilbach@gmail.com

Bringing Ulysses to Scale: A Tale of Persistence, Spillovers and Customer Loyalty

Mochon, Daniel (Tulane University); Schwartz, Janet (Tulane University); Ariely, Dan (Duke University)

Incorporating behavioral science into actionable policy can be challenging. Economies of scale, the persistence of effects once incentives are removed and unintended consequences, are all factors that can limit the net impact of an intervention. We address these important issues by examining the extended effects of a penalty-based behavioral intervention, and offer some reassurance that such interventions can cost-effectively be brought to scale, without fear of negative spillovers and consumer backlash. Contact: janet.schwartz@tulane.edu

Impatient to Achieve or Impatient to Receive: How the Goal Gradient Effect Underlies Time Discounting

Prior research has often confounded goal gradient effects and time discounting. We separate the timing of goal completion and reward receipt in order to separately measure goal gradient and time discounting effects. We observe separate and disassociated large goal gradient and small time discounting effects. Goal gradient effects (impatience to achieve, rather than receive an outcome) provide a partial, but substantial, explanation of time discounting and, consequently, can inflate estimated discount rates.

Contact: oleg.urminsky@chicagobooth.edu

Rituals Promote Self-Control

Tian, Ding (Allen) (Wuhan University); Schroeder, Juliana (University of Chicago); Häubl, Gerald (University of Alberta); Risen, Jane L. (University of Chicago); Norton, Michael I. (Harvard University); Gino, Francesca (Harvard University)

We propose a novel strategy to promote individual self-control: engaging in ritualized behavior. Rituals are symbolic behaviors occurring in fixed episodic sequences. As such, they tend to be both structured and goal-directed. We therefore predicted that we could harness rituals to improve self-control. Across six experiments in the field, laboratory, and online, we demonstrate that, relative to doing nothing and to performing non-ritualized behaviors, performing ritualized behaviors enhanced self-control in domains ranging from healthy eating to prosocial behavior. We explore the psychological mechanisms and moderators for these effects, and discuss the implications for using rituals to promote self-control. Contact: dtian2@ualberta.ca

Session #1 Track IV: Uncertainty - Hilton - Salon A-4 - Saturday 8:30 am - 10:30 am

Almost Everyone Misunderstands the Benefit of Diversification

Reinholtz, Nicholas (University of Colorado Boulder); Fernbach, Philip M. (University of Colorado Boulder); de Langhe, Bart (University of Colorado Boulder)

Diversification allows investors to reduce volatility without sacrificing expected returns, yet many people are underdiversified. We examine people's beliefs about the consequences of diversification and find two biases: (1) Many people, especially those low in financial literacy, expect diversification to increase volatility. This seems to occur because people conflate the unpredictability of the many stocks within a portfolio with the unpredictability of the whole portfolio. (2) Most people, especially those high in financial literacy, expect diversification to increase returns. This seems to occur because people know diversification is "good," but associate this with the central tendency of the outcome distribution. Contact: nreinholtz@gmail.com

Hoping for the Worst: The Perverse Incentives of Certainty-Seeking

Barasz, Kate (Harvard University); Hagerty, Serena (Harvard University)

Extensive research documents people's aversion to uncertainty. Building on this, we show that individuals may actually prefer worse-but-more-certain outcomes (e.g., 95% chance of a disease) to better-but-more-uncertain outcomes (e.g., 50% chance of a disease), particularly when faced with a difficult decision (e.g., whether to have surgery). In three studies, we show that people are paradoxically happier and more relieved with worse-but-more-certain news. Further, when asked which news they'd prefer, people overwhelmingly choose worse-but-more-certain outcomes. Finally, the effect is mitigated when the decision is delegated; if a doctor--not a patient--is making the difficult choice, people prefer less serious outcomes. Contact: kbarasz@hbs.edu

Paying for What You'll Like? The Uncertain Value of Uncertainty

Moon, Alice (Disney Research); Nelson, Leif D. (Haas School of Business, UC Berkeley)

Uncertainty is normally perceived as fear- and anxiety-provoking, and uncertainty reduction is thought to be a fundamental human motivation in various domains. However, a small literature suggests that risky prospects can sometimes be positive, encouraging hope and excitement instead of fear and anxiety. Do people ever value uncertainty, and if so, when? Across several experiments, we find that people's responses to uncertainty depend on how "value" is measured. Specifically, uncertainty is positive using rating measures (i.e., expected enjoyment) but is negative using pricing measures (i.e., willingness-to-pay). Contact: emailalicemoon@gmail.com

Self-serving Attributions of Epistemic Versus Aleatory Uncertainty

Fox, Craig (UCLA); Tannenbaum, David (University of Chicago); Ülkümen, Gülden (USC); Walters, Dan (UCLA); Erner, Carsten (UCLA)

People attribute uncertainty to ignorance ("epistemic" uncertainty) and/or random processes ("aleatory" uncertainty). In four studies we show that: (1) forecasters are assigned more credit/blame for correct/incorrect predictions when events are seen as more epistemic; they are viewed as more lucky/unlucky when events are seen as more aleatory; (2) people with low self-esteem see their own successful predictions as involving more epistemic and less aleatory uncertainty but their unsuccessful predictions as involving more aleatory and less epistemic uncertainty; (3) real companies that miss their earnings forecasts use more aleatory language in their earnings announcements than companies that exceed their earnings forecasts. Contact: craig.fox@anderson.ucla.edu

Session #2 Track I: Biases and Heuristics I - Hilton - Salon A-1 - Saturday 10:30 am - 12:00 pm

People Use Decision Importance as a Cue for Deferral

Krijnen, Job M. T. (Tilburg University); Zeelenberg, Marcel (Tilburg University); Breugelmans, Seger M. (Tilburg University)

In a series of experiments we found that people use decision importance as a cue for deferral. People deferred important decisions more than unimportant ones, independent of the choice set composition. Importance caused deferral when deferral was non-instrumental, risky, and even when deferral had no material benefits and was financially costly. We discuss the relevance of these findings in the context of retirement saving, where governments, retirement funds, and employers often try to motivate people by emphasizing or increasing the importance of retirement saving. This strategy may backfire by causing people to defer saving decisions.

Contact: j.m.t.krijnen@tilburguniversity.edu

Decision Time as Information in Judgment and Choice

Van de Calseyde, Philippe (Eindhoven University of Technology); Keren, Gideon (Tilburg University); Zeelenberg, Marcel (Tilburg University)

People often observe others' decisions and the time it took them to reach the decision. Following a signaling perspective, we demonstrate that people derive information from the time that others needed in reaching a decision. Specifically, the findings of multiple experiments and a field study reveal that decision times are perceived as indicative of the degree of doubt that the decision maker experienced. In turn, these inferences of doubt reliably affected people's decisions such as with whom to collaborate, even when the collaboration would yield an inferior outcome. Implications for how choices are affected by outcomes and signals are discussed.

Contact: pvdcalseyde@gmail.com

Opportunity Cost Neglect Eliminates the Effect of Choices on Preferences

Greenberg, Adam E. (University of California, San Diego); Spiller, Stephen (University of California, Los Angeles)

The idea that choices alter preferences has been widely studied, yet in prior research, all alternatives were salient at the time of choice. Opportunity costs capture the value of the best forgone alternative and should be considered as part of any decision, yet people often neglect them. How does the salience of opportunity costs at the time of choice influence subsequent evaluations of chosen and foregone options? Two experiments show that when opportunity costs are explicit at the time of choice, the post-choice spread between evaluations of focal options and opportunity costs is larger than when opportunity costs remain implicit.

Contact: adam.e.greenberg@gmail.com

Less Likely Outcomes are Valued Less

Paolacci, Gabriele (Erasmus University); Vosgerau, Joachim (Bocconi University)

Most models of decision making under risk assume that a prospect's outcome is valued independent of the outcome's likelihood to occur. In violation of this assumption, we show that people value outcomes (gains and losses) less the less likely they are to occur. We demonstrate that such probability-dependent valuations of outcomes can lead to preference reversals. They may also be a contributing factor for why people are often reluctant to take preventive actions for negative future events (e.g., taking the threats of climate change seriously). Contact: gpaolacci@rsm.nl

Session #2 Track II: Consumer Decision Making I - Hilton - Salon A-2 - Saturday 10:30 am - 12:00 pm

Context Polarity: The Asymmetric Impact of Context Effects on Advantaged versus Disadvantaged Options

Evangelidis, Ioannis (Bocconi University); Levav, Jonathan (Stanford Graduate School of Business); Simonson, Itamar (Stanford Graduate School of Business)

Decision-making research has advanced a series of hypotheses and empirical findings that make competing predictions about how the addition of a new option should affect the choice share of the original options in the set. We advance a new hypothesis, context polarity, that invokes baseline preference to predict how changes in choice set configuration influence choice. While testing for context polarity, we observe replications, but also reversals, of established context effects such as attraction, compromise, and single-option aversion.

Contact: ievangelidis@yahoo.com

Valence in Context: Asymmetric Responses to Positive and Negative Attribute Weights

Sussman, Abigail (University of Chicago)

We examine how preferences vary as a function of relative levels of positive and negative attributes and also the valence of the overall context. Holding net value (positive minus negative attributes) constant, will find that people prefer options with more positive attributes when the overall value is negative, even though this option also has more negative attributes. However, preferences shift towards the option with fewer negative attributes when the overall value is positive, even though this option also has fewer positive attributes.

Across a range of domains, we find evidence that a shift in attribute salience contributes to this pattern.

Contact: asussman@chicagobooth.edu

When are Consumption Experiences Spontaneously Compared to Memories of More Pleasurable Alternatives?

Neuwirth, Benjamin (Kellogg School of Management, Northwestern University); Brendl, Miguel (Kellogg School of Management, Northwestern University)

In this paper we ask whether experiencing a great event will diminish the pleasure derived from a related, more ordinary event due to hedonic contrast? Although previous authors have argued that this will be the case, we draw on exemplar theories of stimulus classification to argue that ordinary events are relatively unlikely to be compared to memories of great events, even if those great events are highly accessible in memory. We test our predictions in a series of four experiments. Contact: b-neuwirth@kellogg.northwestern.edu

Same Wrong, Different Restitution? Heightened Sensitivity to Inequity in the Context of Apology

Rosenzweig, Emily (Tulane University); Critcher, Clayton (University of California, Berkeley)

The rise of customer loyalty programs means people have become accustomed to inequitable treatment, seeing 'more valuable' customers receive privileges that they do not. However businesses use loyalty status to allocate more than just perks--companies also differentially compensate customers who they have inconvenienced or mistreated. In five studies we demonstrate that the generally negative evaluations that attach to being treated inequitably by a company are significantly exacerbated when that inequity is part of an apology for its wrongdoing. This stems from the fact that inequitable compensation violates an unspoken norm of equity embedded in our expectations of apologies Contact: erosenzw@tulane.edu

Session #2 Track III: Nudges - Hilton - Salon A-3 - Saturday 10:30 am - 12:00 pm

Honesty Speaks a Second Language

Bereby-Meyer, Yoella (Ben-Gurion University of the Negev, Israel); Hayakawa, Sayuri (University of Chicago, USA); Shalvi, Shaul (Ben-Gurion University of the Negev, Israel); Corey, Joanna D. (Universitat Pompeu Fabra, Spain); Costa, Albert (Universitat Pompeu Fabra, Spain); Keysar, Boaz University of Chicago, USA

We investigate how using a native vs. foreign language affects people's ethical behavior. Participants privately rolled a die and were paid according to the outcome they reported. Therefore, they could cheat to inflate their profit. An identity-based account predicts that a foreign language would increase cheating, while a dual system account predicts decreased cheating. With native speakers of Hebrew, Korean, Spanish and English we discovered that, on average, people inflate their earnings less when they use a foreign language, supporting a dual system approach. Our discovery challenges theories of ethics to account for the role of language in ethical behavior.

Contact: yoella@bgu.ac.il

The Threat of Excellence: Exposure to Peers' Exemplary Work Undermines Performance and Success

Rogers, Todd (Harvard Kennedy School); Feller, Avi (UC Berkeley)

People are often exposed to peers' exemplary work in everyday life, and sometimes by design in interventions (employee-of-the-month, social comparison interventions). We show that exposure to exemplars can undermine motivation and success by leading people to perceive that the level of performance of their peers is unattainable. It also causes de-identification with the relevant domain. We examine "exemplar discouragement" by exploiting the incidental exposure to information about peers' abilities that occurs when students assess each other's work in a MOOC (N=5,740), and replicate and extend it online (N=361). Exemplar discouragement extends reference bias and social comparison research, with intervention implications. Contact: todd.rogers@HKS.harvard.edu

Encouraging Energy Efficiency: Product Labels Facilitate Temporal Tradeoffs

Hardisty, David J. (University of British Columbia); Shim, Yoonji (University of British Columbia); Sun, Daniel (University of Alberta); Griffin, Dale (University of British Columbia)

Why has the uptake of energy efficient products been so slow? We propose that many consumers have a latent "long-term cost minimization" goal. Normally, when consumers are making purchases, they do not think about long-term costs. However, through a "10-year energy cost" label, we activate this latent goal, thus increasing the proportion of energy efficient choices from 12% to 48% in a field study in five drug stores over a period of six weeks. Furthermore, in a series of four lab studies, we establish the mechanism and demonstrate the efficacy of this technique relative to existing alternatives. Contact: david.hardisty@sauder.ubc.ca

Implementation Intentions: How to Nudge Organizations to Pay their Overdue Taxes

House, Julian (University of Toronto); Mazar, Nina (University of Toronto); Robitaille, Nicole (Queen's University)

Little is known about the effectiveness of choice architecture when it comes to organizational actors, and indeed there are theoretical reasons to suspect that "nudging" organizations might be unproductive. In a large-scale field experiment involving collection of overdue taxes from organizations, however, we find that cost-free changes to collections letters significantly increased the speed and number of tax filings. Compared to a standard letter, our treatment letter, which we designed to instill implementation intentions, produced nine and 12 percent relative increases in the number of organization filling returns during our field experiment and its exact replication a year later. Contact: julian.house11@rotman.utoronto.ca

Session #2 Track IV: Emotion - Hilton - Salon A-4 - Saturday 10:30 am - 12:00 pm

Duration Consideration

Diehl, Kristin (University of Southern California); Weingarten, Evan (University of Pennsylvania); Zauberman, Gal (Yale University)

Duration neglect is a classic finding: after controlling for peak and end affect, duration plays only a small, if any, additive role in retrospective evaluations of experiences. However, people may consider duration indirectly, such that duration affects the actual perceptions of peak/end intensity, which subsequently alter experiential evaluations. We present studies in which participants listen to longer and shorter aversive sounds and provide moment-to-moment and global evaluations. In addition to consistently replicating the original results, we also show that duration has an indirect effect on evaluations by intensifying how people experience peak and end, both of which then affect evaluation. Contact: ewein@wharton.upenn.edu

Flying Into a Rage: Inequality between First Class and Economy Predicts Air Rage Incidents

DeCelles, Katherine (University of Toronto); Norton, Michael (Harvard Business School); Ahmed, M. Bilal (n/a)

Airplanes are microcosms of class-based society; drawing on research on inequality, we suggest that inequality in the air drives incidents of "air rage." Data from 2.2 million flights and 2,083 incidents from a North American airline reveals that the presence of first class predicts more frequent air rage, and that air rage becomes more frequent when inequality is heightened (the ratio of first class to economy seats is smaller). The effect of first class presence translates to the approximate effect of an 8.8 hour flight delay, and occurs over and above the effects of airplane dimensions, delays and other factors. Contact: katy.decelles@rotman.utoronto.ca

Mistaking the Journey for the Destination: Overestimating the Fruits of (More) Labor

Buechel, Eva C. (University of South Carolina); Morewedge, Carey K (Boston University); Zhang, Jiao (University of Oregon)

People believe that working harder toward a goal makes achieving it sweeter. We report four studies demonstrating that people overestimate the pleasure they will derive from sweat equity, because effort is easier to consider while forecasting an outcome in an affect-poor state than while experiencing the outcome in an affect-rich state. Forecasters believed that they would be happier if they made a good or finished a job that required (or appeared to require) more than less effort. Experiencers were equally happy having made that good or finished that job, whether it required more or less effort. Contact: eva.buechel@moore.sc.edu

The Illusion of Learning

Vohs, Kathleen (University of Minnesota); Baumeister, Roy (Florida State U); Alquist, Jessica (Texas Tech U)

Theorizing has depicted emotion as a cue for learning, and so people may be misled by recent emotional states to infer that they have learned more than they actually have. Four studies showed that people associated emotion with learning and believed, falsely, that they learned more when emotional than unemotional. Participants reported that they learned more after an emotion had been induced than in various nonemotional conditions. These results held after controlling for actual learning. Contact: vohsx005@umn.edu

Session #3 Track I: Biases and Heuristics II - Hilton - Salon A-1 - Saturday 2:30 pm - 4:00 pm

Outcome Neglect: How Insight Failure Undermines Simple Utility Maximization

Urminsky, Oleg (University of Chicago Booth School of Business); Yang, Adelle (University of Chicago Booth School of Business); Kofler, Lilly (University of Chicago)

We present a common contest game as a simple test of utility maximization: whoever correctly guesses the randomly-selected prize amount (from a known distribution) wins that prize. This game is equivalent to choosing among lottery tickets with different payoffs and equal probability, but experimental participants fail to guess the optimal highest value, contrary to expected value maximization. Suboptimal choices are reduced, but not eliminated, with repeated plays, task simplification and statistical or economic training. The findings suggest that utility maximization is a heuristic that requires insight to apply, rather than a default approach to decision problems. Contact: oleg.urminsky@chicagobooth.edu

Perceptions of “the Average” Are Not Averaged Perceptions: Biased Estimates of the Social Norm

Dannals, Jennifer E (Stanford University); Miller, Dale T (Stanford University)

We examine how newcomers to a group infer social norms. When group behavior is homogenous, inferring the social norm is simple, but how do individuals make sense of heterogeneous behavior? In three experiments participants view distributions of skewed and non-skewed behavior and are asked to infer social norms. Individuals are accurate when inferring norms from normally distributed behavior, but in skewed distributions they overweight the behavior of outliers. We find a curvilinear pattern such that moderate outliers are overweighted but more extreme outliers are discounted. We further explore participant attributions of the outliers and participant predictions of future group behavior. Contact: jdannals@stanford.edu

An Urgency Effect in Response to Future Rate Increases

Zhang, Shirley (University of Chicago Booth School of Business); Sussman, Abigail (University of Chicago Booth School of Business); Hsee, Christopher K. (University of Chicago Booth School of Business)

We investigated people's willingness to repay their debt as a function of the timing of interest rate changes. We found a counter-intuitive urgency effect in which people decide to repay their debt sooner when the interest rate will increase in the future than when the rate is already at a high level or when the rate will be increasing immediately. We propose that sensitivity to changes and perception of achievability together cause this effect. Across seven studies, we demonstrated the basic effect, investigated the underlying mechanisms, and examined possible moderators. Contact: shirleyzyw@gmail.com

Sets and Statistics: Explaining the Offer Framing Effect

O'Donnell, Michael (University of California, Berkeley Haas School of Business); Critcher, Clayton R. (University of California, Berkeley Haas School of Business); Nelson, Leif D. (University of California, Berkeley Haas School of Business)

Choices over bundles of goods can be made either singly, choosing one component at a time, or as bundle, choosing the entire group at once. The offer framing effect purports that these different mechanisms of choosing explain preferences for diversification in consumer choice. We believe, however, that the offer framing effect acts as a manipulation of set-fit effects, which hold that consumers prefer complete sets, those in which goods are unvaried or are completely different. When choices are presented as either single or bundled offers, participants are differentially induced to choosing complete sets, and thus choose different levels of variety. Contact: mo279@berkeley.edu

Session #3 Track II: Consumer Decision Making II - Hilton - Salon A-2 - Saturday 2:30 pm - 4:00 pm

Judging Good Taste: True Preference or Pretense?

Bhattacharjee, Amit (Erasmus University); Barasch, Alexandra (University of Pennsylvania); Wertenbroch, Klaus (INSEAD)

Exhibiting good taste can increase consumers' standing within social groups. But given that quality standards are shared within groups, how can individuals tell if others' choices reflect authentic preferences or mere pretense? Four studies show that the proportion of high-quality tastes within a set of consumption choices provides information about both taste and authenticity. Relative to simply maximizing the proportion of high-quality choices, occasional low-quality choices serve as signals of authenticity. Judgments of true good taste result from a mixture of choice options that indicate the ability to discern quality independently. Contact: amit.k.bhattacharjee@gmail.com

Understanding the Expense Prediction Bias

Hardisty, David (Sauder School of Business, University of British Columbia); Howard, Chuck (Sauder School of Business, University of British Columbia); Knoll, Melissa (Consumer Financial Protection Bureau); Shaddy, Franklin (Booth School of Business, University of Chicago); Sussman, Abigail (Booth School of Business, University of Chicago)

The present research explores the mis-prediction of uncertain future expenses. Previous research on expense mis-prediction has shown that people predict lower expenses for the future than for the past (Peez & Buehler, 2009; Peez & Buehler, 2013). We find evidence that consumers underestimate the number of future expenses, but not the amount of each one. Furthermore, we show that this bias: (A) is unique to expenses (there is no corresponding income bias), (B) gets stronger (rather than weaker) with careful prompting and thought by participants, and (C) is associated with risky financial outcomes such as payday loan use. Contact: chuck.howard@sauder.ubc.ca

Consumer Evaluations of Credit Card Offers

Chin, Alycia (CFPB); Bruine de Bruin, Wandi (University of Leeds and Carnegie Mellon University)

To help consumers make credit card decisions, regulators require issuers to disclose costs on credit card offers. Unfortunately, such disclosures lack information on whether the costs of a specific credit card are high or low. Consumers underestimate these relative costs (Study 1). Adding distributional information about the costs of available credit cards increases consumers' understanding of individual credit cards' costs and affects their attractiveness ratings (Study 2). When consumers are given two credit card offers to compare, additional distributional information no longer makes a difference (Study 3). We discuss the usefulness of comparison information to inform consumers' credit card decisions. Contact: alycia.chin@cfpb.gov

The Interpersonal Dynamics of Shared Financial Decisions

Olson, Jenny (University of Kansas); Rick, Scott (University of Michigan)

Several recent studies have examined how individuals manage debt, but life's largest debts are often jointly held and managed (e.g., mortgages). We find that romantic partners manage debts more efficiently when working together than when working individually. The benefits are not due to greater deliberation (discussing and defending ideas); when strangers have to perform a debt management task together, they perform worse than individuals. Rather, couples benefit from identifying and empowering the partner with greater financial confidence. Jointly completing a financial "warm-up" exercise improves partners' ability to judge each other's financial confidence, and this understanding improves subsequent debt management decisions. Contact: jennyolson@ku.edu

Session #3 Track III: Nudges and Choice Architecture - Hilton - Salon A-3 - Saturday 2:30 pm - 4:00 pm

Ethically Deployed Defaults: Transparency and Consumer Protection Via Disclosure and Preference Articulation

Steffel, Mary (University of Cincinnati); Williams, Elanor F. (University of California, San Diego); Pogacar, Ruth (University of Cincinnati); Figueras, Ana (University of Florida)

We examine whether defaults remain effective when disclosed, and whether preference articulation can attenuate the influence of defaults not in individuals' or society's best interests. Experiments 1a-c show that disclosing defaults does not necessarily reduce effectiveness. Experiment 2 demonstrates that, although business-benefitting nudges seem less ethical than society-benefitting nudges, defaults remain effective even when the disclosure reveals that the default serves business interests rather than the individual's or society's. Experiment 3 shows that encouraging preference articulate before choice attenuates the effect of defaults serving business interests while leaving intact defaults serving society's interests, providing a potential solution for consumer protection.

Contact: ruth.pogacar@gmail.com

Informed Nudges: Preference-consistent Choice Architecture and Disclosure

Castelo, Noah (Columbia University); Reeck, Crystal (Temple University); Jachimowicz, Jon M. (Columbia University); Johnson, Eric J. (Columbia University); Weber, Elke U. (Columbia University)

We explore how decision makers' pre-existing preferences alter the effectiveness of choice architecture interventions and the effects of disclosing the intent of those interventions. We show that the effects of choice architecture interventions are significantly enhanced when the intent of the intervention is consistent with the preferences of the decision maker. Additionally, disclosing the intent of the interventions does not diminish their influence, even for those whose preferences are inconsistent with the intent. These findings suggest choice architects may improve the impact of interventions by considering the target population's preferences and enhance transparency without compromising efficacy by disclosing intent. Contact: n.mazereeuw@utoronto.ca

When Do People Prefer Carrots to Sticks? A Robust 'Matching Effect' in Policy Evaluation

Evers, Ellen R. K. (The Wharton School); Inbar, Yoel (University of Toronto); Blanken, Irene (Tilburg University); Oosterwijk, Linda (Tilburg University)

We find a "matching effect" in policy evaluations. Policies targeting behaviors seen as positive but voluntary are preferred when framed as advantaging those who act rather than disadvantaging those who do not. Conversely, for behaviors seen as positive and obligatory, people prefer policies that are framed as disadvantaging those who fail to act rather than advantaging those who do. These differences in evaluation occur even when policy outcomes are identical and are not the result of misunderstanding, or lack of deliberation about policy outcomes. Rather, the matching effect follows from lay beliefs about when punishment is and is not appropriate.

Contact: everse@wharton.upenn.edu

Interpersonal Choice Architecture

Daniels, David P. (Stanford University Graduate School of Business); Zlatev, Julian J. (Stanford University Graduate School of Business)

We investigate whether and how people use four decision biases to build choice architecture for other people's decisions. We introduce "choice architecture games" in which a Choice Architect selects a choice environment and then a Decision Maker makes a decision; the Choice Architect is incentivized to prefer that a particular decision be made. Across three experiments, we find that Choice Architects correctly use the endowment effect, incorrectly use the reflection effect and the certainty effect, and apparently do not think that defaults status quo bias matters. Policymakers can exploit this interpersonal choice architecture to select and design better nudges.

Contact: ddaniels@stanford.edu

Session #3 Track IV: Honesty and Dishonesty - Hilton - Salon A-4 - Saturday 2:30 pm - 4:00 pm

Lie Detection is Improved Through Group Discussion, Not Aggregation of Independent Judgments

Klein, Nadav (University of Chicago); Epley, Nicholas (University of Chicago)

Groups can sometimes make more accurate judgments than individuals. We tested whether this group advantage extends to lie detection, an exceptionally challenging judgment with accuracy rates rarely exceeding chance. In four experiments, groups were consistently more accurate than individuals in distinguishing truths from lies. The group advantage came through discussion, and was not a product of aggregating individual opinions (a "wisdom of crowds" effect) or of altering response biases (e.g., reducing the "truth bias").

Interventions to improve lie detection typically focus on costly training for individuals. Our findings suggest a simpler approach of enabling group discussion before rendering a judgment. Contact: nklein@chicagobooth.edu

When Robin Hood Takes a Polygraph: Detecting Egocentric and Altruistic Cheating

Ayal, Shahar (Interdisciplinary Center (IDC) Herzliya); Peleg, Dar (Tel Aviv University); Hochman, Guy (Interdisciplinary Center (IDC) Herzliya); Ariely, Dan (Duke University)

We used choice behavior and lie detection to examine dishonesty while participants engaged in either egocentric-cheating which benefitted themselves or altruistic-cheating which benefitted others. Participants were randomly assigned to different conditions in which they played a perceptual task that benefitted themselves or others, and could increase their incentives by cheating. The results of two experiments showed that people cheat more as the possibility to justify their dishonest acts with altruistic considerations increases. Moreover, these altruistic cheaters were less likely to be detected by the lie detector than people who cheated for their own benefit.

Contact: s.ayal@idc.ac.il

When Choosing the Best Brings out the Worst: Maximizing Increases Cheating Due to Greater Perceptions of Scarcity

Roux, Caroline (Concordia University, John Molson School of Business); Ma, Jingjing (Peking University, National School of Development); Goldsmith, Kelly (Northwestern University, Kellogg School of Management)

Striving for the best, or a maximizing mindset, is often advocated as an ideal in many domains of consumers' lives. But how far are consumers willing to go when striving for the best? Across three studies, we demonstrate that activating a maximizing mindset increases cheating behavior because it elicits greater perceptions of scarcity. These findings advance our understanding of the potential broader societal consequences of a maximizing mindset. Contact: caroline.roux@concordia.ca

Motivated Moral Decoupling Among Liberals and Conservatives

Bhattacharjee, Amit (Erasmus University); Berman, Jonathan Z. (London Business School); Reed II, Americus (University of Pennsylvania)

Does political ideology affect how people reason to support public figures caught in scandals? Three studies show that political liberalism is associated with greater moral decoupling, or selectively separating individuals' immoral actions from evaluations of their professional performance. This effect persists for violations across all five moral foundations, including those that liberal respondents perceive as more severe. This disparity is rooted in conservatives' greater belief that character is global and drives behavior across contexts. We find evidence of motivational bias in moral decoupling judgments across the political spectrum, and the current evidence appears more robust among liberal respondents. Contact: amit.k.bhattacharjee@gmail.com

Session #4 Track I: Taxes, Fees and Payment Structures - Hilton - Salon A-1 - Saturday 4:30 pm - 6:00 pm

A Prediction Gap in the Effect of Income Tax on Effort

Srna, Shalena (The Wharton School, University of Pennsylvania, USA); Zauberman, Gal (The Wharton School, University of Pennsylvania, USA); Schrift, Rom (The Wharton School, University of Pennsylvania, USA)

Empirical evidence suggests that people are tax averse, causing them to avoid loss associated with taxes beyond equivalent costs in their purchase and policy decisions. The present research proposes and shows that people predict that they will be averse to income tax, but the actual relationship between income taxes and productivity is not straightforward. Across four incentive compatible studies, we show that people's predictions of how different income tax schemes and tax redistribution schedules of tax money will influence productivity, satisfaction, and perceptions of fairness do not match how people actually respond in an experimental pay-per-performance setting.

Contact: shalena.srna@gmail.com

Beware the Bundle: When Consumers Pay Less, Yet Demand More

Shaddy, Franklin (University of Chicago Booth School of Business); Fishbach, Ayelet (University of Chicago Booth School of Business)

How does bundling affect judgments of value? We propose the asymmetry hypothesis in the valuation of bundles: Consumers demand more compensation for the loss of items from bundles (vs. the same items lost in isolation), yet offer lower willingness-to-pay for items acquired as or added to bundles (vs. the same items purchased separately). This asymmetry persists because bundling causes consumers to perceive multiple items as a single, inseparable "gestalt" unit. Thus, the effect of bundling on valuation depends on whether items are considered in loss or acquisition. Five studies reveal that, for bundles, consumers both pay less, yet demand more.

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Income Tax and the Motivation to Work

Rick, Scott (University of Michigan); Paolacci, Gabriele (Erasmus University Rotterdam); Burson, Katherine (University of Michigan)

How does income tax influence the motivation to work? Income tax involves both wealth redistribution and government intervention, and unless people support both measures, they may find income tax to be demotivating. However, people who support both measures ("Egalitarian-Communitarians") may actually find income tax to be motivating. In two labor experiments, we found that framing wages as subject to an income tax reduced participants' productivity unless they were Egalitarian-Communitarian. Egalitarian-Communitarians were significantly more productive when their wages were taxed. Another equally redistributive intervention that was framed as a wage "match" (rather than a "tax") did not motivate Egalitarian-Communitarians. Contact: srick@umich.edu

Norm Inferences: The Hidden Influence of Pricing Structure

Lieberman, Alicea (UCSD Rady School of Management); Duke, Kristen (UCSD Rady School of Management); Amir, On (UCSD Rady School of Management)

Consumers are exposed to countless purchasing incentives framed as either discounts or surcharges. Several explanations, including loss aversion and the difference between opportunity and real costs, support surcharges as more powerful motivators. We propose a novel factor drives this disparity: consumers infer stronger norms under surcharges than discounts. Relative to discounts, surcharges lead to: 1) higher estimated behavioral conformity, 2) stronger norm-related emotions, and 3) higher purchase intention, even when the surcharge is half the value of the discount. Consistent with a norms account, this disparity weakens when norms are revealed, and strengthens in public, where behavior is more visible. Contact: alicea.lieberman@rady.ucsd.edu

Session #4 Track II: Giving - Hilton - Salon A-2 - Saturday 4:30 pm - 6:00 pm

When Gift Giving is Selfish: A Motivation to be Unique

Givi, Julian (Carnegie Mellon University); Galak, Jeff (Carnegie Mellon University)

Gift givers are faced with the difficult task of choosing gifts that will be liked by gift recipients, and the challenging nature of this task often leads gift givers to unintentionally give poor gifts. The results of five experiments across 1,513 participants suggest that this failure on the part of gift givers is not always unintentional. Rather, it seems that gift givers possess a need for uniqueness and that this longing often leads them to knowingly give poor gifts. Contact: jgivi@andrew.cmu.edu

'Paper Or Plastic': How We Pay Influences Post-Transaction Connection

Shah, Avni M. (Duke University); Eisenkraft, Noah (University of North Carolina-Chapel Hill); Bettman, James R. (Duke University); Chartrand, Tanya L. (Duke University)

Can the way that individuals pay for a good or service influence how they feel about their purchase? Across field and laboratory experiments, and an archival dataset of alumni donations, we find that individuals who pay using a relatively more painful form of payment (e.g., cash or check) increase their post-transaction connection to the product they purchased and/or the charity or organization their purchase supports in comparison to those who pay with less painful forms of payment (e.g., debit/credit card). Increasing the pain of payment appears to have beneficial consequences with respect to increasing downstream connection. Contact: avni.shah@duke.edu

Harnessing Hypocrisy: Comparing the Effects of Different Moral Proclamations on Behavior

Meindl, Peter (University of Southern California); Graham, Jesse (University of Southern California)

We investigate the effectiveness of a simple strategy designed to improve moral behaviors. In three studies, we find that people are more likely to perform behaviors after they say other people should perform them than after they say they themselves should perform them, perhaps because making the former proclamation does more to heighten the moral relevance of the behaviors. Together, these results provide insight into the workings of self-consistency, as well as the power and importance of moral concerns. Contact: meindl@usc.edu

Sometimes It's Okay to Give a Blender: Giver and Recipient Preferences for Hedonic and Utilitarian Gifts

Williams, Elanor F. (University of California, San Diego); Rosenzweig, Emily (Tulane University)

Gift givers often find themselves torn between hedonic gifts that are fun but potentially frivolous and utilitarian gifts that are more useful but less fun. Our work suggests givers heavily favor hedonic gifts and hedonic features in a gift, in part because they believe hedonic gifts communicate more care for and knowledge of the receivers than utilitarian gifts do. However, givers may be miscalculating: recipients are more satisfied with utilitarian gifts than givers expect, even preferring them to more enjoyable gifts.

Contact: ewilliams@ucsd.edu

Session #4 Track III: Politics and Government - Hilton - Salon A-3 - Saturday 4:30 pm - 6:00 pm

Confronting the Collapse of Humanitarian Values in Foreign Policy Decisions

Slovic, Paul (Decision Research and University of Oregon); Gregory, Robin (Decision Research); Vastfjall, Daniel (Decision Research and Linköping University); Frank, David (University of Oregon)

Decisions to intervene in foreign countries to protect lives threatened by genocide or mass atrocities involve tradeoffs that pit lifesaving against other important objectives. We argue that inaction often prevails as a result of the "prominence effect" (Tversky et al, 1988), causing highly regarded humanitarian values to collapse in competition with more prominent national security and economic security objectives. We present data from a workshop with former government officials experienced in genocidal crises suggesting that explicit consideration of objectives, values, and tradeoffs prior to decision making may lead to more appropriate weight being placed on lifesaving relative to national security. Contact: pslovic@uoregon.edu

Model-based Scoring Rules for Evaluating Probability Judgments: Application to a Geopolitical Forecasting Tournament

Merkle, Edgar C. (University of Missouri); Bo, Yuanchao Emily (UCLA); Steyvers, Mark (University of California, Irvine); Budescu, David V. (Fordham University); Mellers, Barbara (University of Pennsylvania); Tetlock, Philip E. (University of Pennsylvania)

We motivate and develop model-based scoring rules for evaluating probability judgments. The Brier score and its decompositions are the classic metrics for such evaluation, but their application can be difficult in dynamic scenarios. We describe a model-based approach based on item response theory that can retain the "proper" attribute of the Brier score while simultaneously handling the effects of judge ability, question difficulty, and judge response propensity. We illustrate the approach using probabilistic forecasts from a geopolitical forecasting tournament, showing that the model can accurately estimate judges' abilities while yielding novel results about the judges and questions. Contact: merkle@missouri.edu

Surfacing the Submerged State: Operational Transparency in Government

Buell, Ryan W. (Harvard Business School); Norton, Michael I. (Harvard Business School)

Frustration with government performance is at record highs; one explanation is that citizens are unaware of the services government provides. In an experiment, Boston-area residents interacted with a website that visualizes service requests submitted by the public (potholes, broken streetlamps). Some participants observed a count of new, open, and recently closed service requests, while others viewed these requests visualized on an interactive map that included details and images of the work being performed. Residents who experienced this "operational transparency" in government services - seeing the work that government is doing - expressed more positive attitudes toward government. Contact: mnorton@hbs.edu

The Value of Precision in Geopolitical Forecasting: Empirical Foundations for Intelligence Analysis and Foreign Policy Decision Making

Friedman, Jeffrey A. (Dartmouth University); Baker, Joshua D. (University of Pennsylvania); Mellers, Barbara A. (University of Pennsylvania); Tetlock, Philip E. (University of Pennsylvania); Zeckhauser, Richard (Harvard University)

Foreign policy officials disagree about how best to communicate subjective probability assessments. Proposals include three-step "confidence levels," five- or seven-step verbal categorical scales, and quantitative expressions. Evaluating these proposals requires an understanding of how reliably analysts can parse probabilities. We address this issue by analyzing 764,448 forecasts from the Good Judgment Project. We round these forecasts to different degrees of (im)precision and assess changes in predictive accuracy. Our data indicate that qualitative expressions of probability systematically sacrifice information. Individual-level analyses suggest that returns to precision can be cultivated, and that forecasts can be improved by making estimative language more precise.

Contact: josh.baker802@gmail.com

Session #4 Track IV: Numeracy and Decision Quality - Hilton - Salon A-4 - Saturday 4:30 pm - 6:00 pm

A New Small Crowd Selection Method

Olsson, Henrik (Santa Fe Institute); Jane Loveday (Department of Economics, University of Warwick)

When individual judgments are averaged together, the aggregated judgment of a large crowd is typically more accurate than most of the individual judgments. There are, however, many real-world cases where crowds perform poorly and performance might improve if we could select better performing small crowds within the whole crowd. We compare previously proposed small crowd selection methods to a new sequential search method. Using macroeconomic forecasts from US and Euro-zone surveys of professional forecasters we find that it selects better-performing small crowds than other methods. Contact: olsson@santafe.edu

Decision Making, Rationality, and Creativity

McKenzie, Craig R. M. (UC San Diego)

Decision making is typically viewed from a rational perspective: For a given decision task, a rational model or principle is usually said to apply, and violations are routinely reported. It follows from this perspective that improving decision making is about increasing rationality, or "debiasing". This talk suggests a different perspective on suboptimal decisions. From this perspective, poor decision making is seen as stemming from a lack of creativity -- narrow focusing, in general -- rather than (or in addition to) a lack of rationality. Increasing creativity, in addition to rationality, is crucial for successful decision making. Contact: cmckenzie@ucsd.edu

Improving the Comprehension of Numbers in the News

Goldstein, Dan (Microsoft Research NYC); Hofman, Jake (Microsoft Research NYC)

How many guns are there in the US? What is the probability of developing cancer? Advocates of scientific literacy and the prescriptive arm of judgment and decision making are concerned with improving how people estimate and comprehend risks, measurements, and frequencies. In line with research that investigates how information formats affect normative judgments, we explore the benefits of perspective clauses: re-expressions of numbers that employ ratios, ranks, and unit changes to enhance comprehension. In three experiments involving over 3,200 participants we find that perspective clauses substantially aided people in estimating, recalling, and detecting errors in vital statistics. Contact: Dan@Dangoldstein.com

Valuations and Scope Sensitivity: The Quest for Linearity

Dickert, Stephan (WU Vienna University of Economics & Business); Rubaltelli, Enrico (University of Padova); Kamleitner, Bernadette (WU Vienna University of Economics & Business); Västfjäll, Daniel (Linköping University & Decision Research); Slovic, Paul (Decision Research & University of Oregon)

Decreasing sensitivity to variations in scope (e.g., decreasing marginal utility) is a central concept of nearly all valuations and figures into much of economic decision making regardless of the type of good to be valued. In the present paper we investigate repeated valuations for human lives and their underlying psychological mechanisms as victim numbers increase. We then contrast these valuations to valuations of common consumption goods and present evidence that the underlying psychological mechanisms for both types of goods are related. Finally, we show that different framing conditions as well as numeracy influence the curvature of valuations as quantity increases. Contact: stephan.dickert@wu.ac.at

SUNDAY NOVEMBER 22, 2015

Rooms - Hilton - Salon A-1, Salon A-2, Salon A-3 Salon A-4

Session #5 Track I: Altruism - Hilton - Salon A-1 - Sunday 10:30 am - 12:00 pm

Pseudoinefficacy: When Feelings for Those Not Helped Demotivate Helping the Ones That Could Be Helped

Västfjäll, Daniel (Decision Research Linköping University); Slovic, Paul (Decision Research); Mayorga, Marcus (Decision Research)

What motivates people to help people in danger? Our research documents a tendency that has important implications for pro-social behavior. When someone could provide money or clean water to aid people facing death from starvation, awareness of others who would not be helped appears to inhibit action. People help others, in part, to make themselves feel good. Knowledge of those "out of reach" triggers negative feelings that counter the good feelings from helping, thus demotivating action. However, some donors became even more motivated to help after seeing those "out of reach", perhaps as a way to repair their bad feelings. Contact: daniel.vastfjall@liu.se

Limits of Effective Altruism

Berman, Jonathan Z (London Business School); Barasch, Alixandra (Wharton); Levine, Emma E (Wharton); Small, Deborah A. (Wharton)

Contrary to the tenets of "effective altruism", we find that individuals treat the decision of which charity to support as a relatively subjective decision. As a result, they prioritize their personal preferences at the expense of maximizing effectiveness. Individuals are less likely to sort options by effectiveness information and are less likely to choose the option rated as most effective when making charitable decisions than when making investment decisions. Moreover, when choosing charities, people use effectiveness information less when attributes that reflect personal tastes vary more across choice options. Contact: jonathanzberman@gmail.com

Donating Life or Mourning Death: The Effects of Case Framing on the Willingness to Commit to Organ Donation

Harel, Inbal (Ben-Gurion University); Kogut, Tehila (Ben-Gurion University)

We examine how presentations of organ-donation cases in the media may affect people's willingness to sign organ-donation commitment cards (study 1), to donate the organs of a deceased relative (study 2) and to support the transition to "opt-out" policy (where anyone who has not refused is a potential organ-donor, study 3). We found that providing identifying information about the receiver (a person that was saved by an organ-donation) increases willingness to commit to organ-donation and to support the transition to "opt-out" policy; while identifying the donor (the deceased) may drive people away from such decisions. Possible underlying mechanisms are discussed. Contact: inbalh86@gmail.com

Getting the One Percent to Give

Kessler, Judd B. (Wharton School, University of Pennsylvania); Milkman, Katherine L. (Wharton School, University of Pennsylvania); Zhang, C. Yiwei (Consumer Financial Protection Bureau)

What motivates the rich to donate to charity? In a large field experiment with over 32,000 potential donors to a Northeast University, we find that an appeal that gives donors a feeling of agency over the use of donated funds -- even without giving them actual control over the use of those funds -- increases gifts from the richest set of potential donors by over 100% while having no effect on donations from those less well off. Results demonstrate how agentic appeals can motivate giving among the rich and provide guidance for practitioners hoping to induce gifts from that group. Contact: judd.kessler@wharton.upenn.edu

Session #5 Track II: Collaboration and Cooperation - Hilton - Salon A-2 - Sunday 10:30 am - 12:00 pm

Conflict of Interest in Social Decision-Making: Scope-Insensitivity and the Neglect of Losses Borne by Many

Barneron, Meir (The Hebrew University of Jerusalem); Yaniv, Ilan (The Hebrew University of Jerusalem); Choshen-Hillel, Shoham (The University of Chicago); Pundak, Chen (The Hebrew University of Jerusalem)

Individuals often face choices involving a profit to oneself at the expense of others. We hypothesized that in making decisions that benefit oneself while hurting a group of people, decision-makers represent the costs borne by the average, prototypical, member of the group, while neglecting the cumulative costs for the entire group. Our findings showing "scope insensitivity" have implications for real-life settings, where decisions are made that affect numerous individuals, each by a small amount (e.g., a banker may take lightly a self-serving, risky decision to invest one million dollars affecting each of the 100,000 savers by "merely" 10 dollars).

Contact: meir.barneron@gmail.com

Corrupt Collaboration

Weisel, Ori (University of Nottingham); Shalvi, Shaul (Ben-Gurion University)

Humans' cooperative tendencies are rooted in a deeply ingrained moral sentiment, but can clash with other moral values. We examine such cases by studying several variations of a novel sequential dyadic die-rolling paradigm in which two participants sequentially roll a die, and earn money (only) if they report a 'double'. The actual outcomes of the rolls are private and can be misreported. Our results show that collaborative settings--in particular when the interests of both partners are perfectly aligned--steer people's cooperative tendencies towards dishonest behavior, and provide fertile ground for the emergence of 'corrupt collaboration'. Contact: orioriow@gmail.com

Signaling Emotion and Reason in Human Cooperation

Levine, Emma (University of Pennsylvania); Barasch, Alixandra (University of Pennsylvania); Rand, David (Yale University); Berman, Jonathan (London Business School); Small, Deborah (University of Pennsylvania)

Across five studies (N = 2221), we explore the relationship between decision modes (emotion vs. reason) and cooperation in prisoner's dilemmas. We demonstrate three robust results. First, deciding emotionally is correlated with cooperation (Studies 1- 5). Second, people (correctly) perceive emotion to be a signal for cooperation and respond with greater cooperation when their partner decided emotionally (Studies 1 and 2). However, decision makers fail to realize the strategic benefits of signaling emotion (Studies 3, 4, and 5).

Contact: emmased@wharton.upenn.edu

Skeptical Reciprocity and Principled Defection: Attribution in the Prisoners' Dilemma

Müller-Trede, Johannes (UCSD); Rottenstreich, Yuval (UCSD)

We present and test a game-theoretic model of reciprocity that draws on attribution theory. Consider someone who defects after a counterpart cooperates in a sequential, one-shot prisoners' dilemma. Our model challenges the notion that such individuals are selfish rather than other-regarding. Note that first-move cooperation could reflect good-heartedness. Or calculated self-interest: first-movers might cooperate tactically, to encourage reciprocity. Individuals whom we term "skeptical reciprocators" care about others but do not reciprocate cooperation they attribute to tactics. Given skeptical reciprocity, the fundamental impediment to cooperation is not that people are selfish rather than other-regarding. It is that they worry others are. Contact: jmullertrede@ucsd.edu

Session #5 Track III: Medicine and Decision Making - Hilton - Salon A-3 - Sunday 10:30 am - 12:00 pm

Diagnostic Performance by Medical Students Working Individually or in Teams

Hautz, Wolf E. (Charité Universitätsmedizin Berlin, Berlin, Germany); Kämmer, Juliane E. (Max Planck Institute for Human Development, Berlin, Germany); Schaubert, Stefan K. (Charité Universitätsmedizin Berlin, Berlin, Germany); Spies, Claudia D. (Charité Universitätsmedizin Berlin, Berlin, Germany); Gaissmaier, Wolfgang (University of Konstanz, Konstanz, Germany)

Diagnostic errors contribute substantially to preventable medical error. We investigated whether working in pairs rather than individually improved diagnostic accuracy. Fourth-year medical students (N = 88) diagnosed six simulated, validated cases of respiratory distress individually or in pairs. They saw videos of the patients and could acquire up to 30 diagnostic tests. Working collaboratively improved diagnostic accuracy (68% vs. 50%), which could neither be explained by differences in knowledge, the amount and relevance of acquired information, nor by the statistically increased likelihood of containing a knowledgeable member. Collaboration may have helped correct errors, fill knowledge gaps and counteract reasoning flaws. Contact: gaissmaier@mpib-berlin.mpg.de

Nudging to Increase Organ and Tissue Donor Registrations

Robitaille, Nicole (Queen's University); Mazar, Nina (University of Toronto); Tsai, Claire I. (University of Toronto)

Current statistics on organ and tissue donation point to an ever-increasing demand yet inadequate supply of available donors. In a large-scale randomized control trial (N = 10,043), we tested the effectiveness of using behavioral insights to design simple, cost-effective interventions, each aimed at counteracting a psychological barrier that could discourage individuals from registering. In our field experiment, we significantly increased organ and tissue donor registrations by: 1) providing more information to satisfy the due diligence heuristic, 2) promoting cognitive perspective taking and 3) promoting first-person emotional perspective taking. Each of these interventions more than doubled individuals' likelihood of registering. Contact: nicole.robitaille@queensu.ca

Strategies to Reduce the Negative Consequences of Deferrals on Subsequent Blood Donation

Wegner, Martha (University of Hamburg); Clement, Michel (University of Hamburg); Mazar, Nina (University of Toronto)

Many willing blood donors sometimes get deferred and, consequently, never return to donate blood. Our analysis of historical data reveals a negative effect especially for deferrals with very short non-eligibility periods. In two subsequent experiments with German Red Cross donors, one online and one in the field, we find that both providing an option for an alternative good deed at the blood donation event or handing out new appointment cards that provide a precise return date significantly increase deferred individuals' predicted and actual likelihood to return for blood donation compared to currently executed strategies. Contact: michel.clement@uni-hamburg.de

The Price (and Calorie Label) is Wrong: Error Detection as Measure of Calorie Label Processing

VanEpps, Eric M. (VA Center for Health Equity Research and Promotion); Downs, Julie S. (Carnegie Mellon University); Loewenstein, George (Carnegie Mellon University); Olivola, Christopher Y. (Carnegie Mellon University)

Many people report not noticing calorie labels on menus, especially among lower-income and less educated populations. Additionally, self-reports don't capture whether people derive meaning from those labels. As an alternative measure of attention and information processing, we asked participants from low- and higher-income neighborhoods to identify errors on a familiar menu populated with numerous mistakes, including reducing all calorie counts and prices by half. Overall task performance did not differ across neighborhoods, indicating similar effort. Participants in affluent neighborhoods noticed price and calorie errors about equally, but those in impoverished neighborhoods identified calorie errors 41% less often than price errors. Contact: eric.m.vanepps@gmail.com

Session #5 Track IV: Prediction - Hilton - Salon A-4 - Sunday 10:30 am - 12:00 pm

Accountability, Prediction Accuracy and Information Exchange

Pavel Atanasov, Pavel (University of Pennsylvania); Bishop, Michael (University of Pennsylvania); Chang, Welton (University of Pennsylvania); Patil, Shefali (University of Texas at Austin); Mellers, Barbara (University of Pennsylvania); Tetlock, Philip, University of Pennsylvania

If we strive to collect accurate and insightful predictions, should we keep forecasters accountable to outcome or process, i.e. accuracy or reliance on best practices? We report the results of a nine-month experiment, which compared process, outcome and hybrid accountability systems, and produced 170,000 individual predictions. Outcome and hybrid-accountable forecasters produced significantly more accurate probabilistic predictions. Differences in accuracy increased over time, suggesting that accuracy feedback contributed to on-the-task learning. Process-accountable forecasters produced the most persuasive written comments, as judged by outside raters. Conditional on raters' belief updates, the three groups were equally effective in promoting raters' accuracy.

Contact: pdatanasov@gmail.com

People Can Take the Outside View, but They Don't Want To Use It

Kelly, Theresa F. (Washington University in St. Louis); Simmons, Joseph P. (University of Pennsylvania)

Participants predicted both the winners of specific sports games ("actual-winners") and which teams would win the majority of 101 games with the same starting conditions as the actual games ("usual-winners") in randomized order. We found that participants' actual- and usual-winner predictions were more consistent when they predicted usual-winners first, suggesting that people often do not consider what would usually happen before making predictions. Furthermore, when confronted with inconsistent actual- and usual-winner predictions, most participants chose to be paid based on their actual-winner predictions, suggesting that some forecasters reject using their beliefs about what would usually happen to make incentivized predictions. Contact: tfkelly@wustl.edu

Predicting Clinical Forecasting Errors with Local Estimators

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

Despite numerous demonstrations of the superiority of actuarial forecasts over clinical forecasts, relatively little is known about the cause of clinical errors. We hypothesize that forecasting error can arise from forecasters incorporating noise from past observations into their forecasts, which we call forecasting noise insensitivity (FNI). Study 1 supported the existence of FNI using our new experimental paradigm. We further explored the robustness of our results with mechanisms designed to make environmental noise more salient. Study 2 explored the effect of repeated sampling and Study 3 explored the role of knowledge. None of these interventions eliminate the presence of FNI. Contact: pkane986@gmail.com

The Case Against Recommendations

Yeomans, Mike (Harvard University)

Why do people make recommendations - for others, or for themselves? In seven experiments, we contrasted recommendations (suggesting a choice for another person) and evaluations (choosing a personal favorite), and surprisingly, people liked recommending less than evaluating. We rule out competing mechanisms (difficulty, uncertainty, choice content) and find that this difference is fundamentally because recommenders and recipients have different tastes. However, even when recipients were maximally similar, recommending and evaluating were equally enjoyable. Recommenders were also no more knowledgeable, or helpful for recipients. These results change our understanding of what motivates recommendations, and we propose that people ask for evaluations instead. Contact: mk.yeomans@gmail.com

Session #6 Track I: Charitable Giving - Hilton - Salon A-1 - Sunday 2:45 pm - 4:15 pm

Focusing on Future Consequences: Leveraging Legacy to Promote Sustainable Decisions

Zaval, Lisa (Columbia University); Markowitz, Ezra (University of Massachusetts Amherst); Weber, Elke U. (Columbia University)

Long time horizons and social distance are viewed as key psychological barriers to sustainable decision-making. We present data for interventions that focus greater attention on future consequences and thus provide entry points for choices that better balance short-term and long-term goals and objectives. Across four experiments, we show that priming legacy motivation increases donations to environmental and public-health charities, enhances pro-environmental beliefs and behavioral intentions, and increases demand for sustainable purchases. This work shows that long-term goals and motives can be leveraged to shift sustainable preferences between one's present self and future others (Zaval, Markowitz & Weber, *Psychological Science*, 2015). Contact: lz2261@columbia.edu

The Charity Beauty Premium

Cryder, Cynthia (Washington University in St. Louis); Botti, Simona (London Business School); Simonyan, Yvetta (University of Birmingham, UK)

Despite widespread conviction that neediness is the most important criterion for allocating charitable contributions, we observe a "charity beauty premium" in which allocations often favor beautiful, but less needy, recipients. We propose that the choice between beautiful versus needy recipients represents a dilemma between donors' "want" versus "should" preferences. First, when a beautiful recipient is introduced, s/he is chosen more often than needy recipients, and donor satisfaction increases. Second, heightening deliberation steers donors towards needier recipients relative to beautiful ones. Finally, donors explicitly state that they "want" to give to beautiful recipients but "should" give to less beautiful, needier ones. Contact: cryder@wustl.edu

Recognition for Loyalty in Charitable Giving

Kessler, Judd B. (Wharton School, University of Pennsylvania); Milkman, Katherine L. (Wharton School, University of Pennsylvania); Zhang, C. Yiwei (Consumer Financial Protection Bureau)

Public recognition is regularly used to induce pro-social behavior. But while previous research on recognition has exclusively focused on one-shot settings, we hypothesize that people also care about traits that can only be revealed through repeated action. In this paper, we demonstrate that allowing donors to signal their loyalty to a charity increases giving to that charity. We study the introduction of two public recognition programs for consecutive giving on donations to a large, Northeastern University. In the year the programs are introduced, those eligible for recognition are 15.8-19.3 percent more likely to donate and donate 41.2-73.0 percent more. Contact: Yiwei.Zhang@cfpb.gov

Motivation Crowding Out in Fundraising: Evidence from a Field Experiment

Chao, Matthew (California Institute of Technology)

Non-profits often offer conditional thank-you gifts (mugs, t-shirts) to prospective donors. However, an extrinsic incentive can crowd out intrinsic motivation to donate. In a collaborative field experiment with a public radio station, this study demonstrates that offering thank-you gifts in direct mail solicitations can reduce donation rates, even when gifts are optional. Thus, crowding out is not occurring because the gift reduces the self-signaling value of the donation. Instead, the saliency of the gift may directly cause crowding out by drawing attention to the extrinsic incentive and away from intrinsic motives. This is consistent with studies on saliency in attribution-weighting.

Contact: matthew.c.chao@gmail.com

Session #6 Track II: Poverty - Hilton - Salon A-2 - Sunday 2:45 pm - 4:15 pm

Slowing Down Youth Violence

Heller, Sara (University of Pennsylvania); Shah, Anuj (University of Chicago, Booth School of Business); Guryan, Jonathan (Northwestern University); Ludwig, Jens (University of Chicago); Mullainathan, Sendhil (Harvard University); Pollack, Harold (University of Chicago)

Disadvantaged youths are more likely to engage in violence. Few interventions have successfully stemmed this trend. Here, we suggest that automatic responses might lie at the root of youth violence. This theory suggests that we can gain more leverage on this problem by developing interventions that slow down--and introduce greater reflection into--youth decision making. Across three large-scale field experiments (two conducted in school, one in a juvenile detention center), we find that such programs improve schooling outcomes and reduce violence and recidivism. Contact: anuj.shah@chicagobooth.edu

The Economic Costs of Low Caloric Intake: Evidence from India

Schofield, Heather (University of Pennsylvania)

This paper presents the results of a five-week randomized controlled trial among cycle-rickshaw drivers in India, in which half of the participants received an additional 700 calories per day. Treated individuals showed significant improvements in both physical and cognitive tasks, demonstrated reduced discount rates on a real effort task, and increased labor supply and income by approximately 10 percent by the final week. The estimated return to investment in additional calories is roughly 75 percent over six months. Responses from an incentivized survey suggest that inaccurate beliefs may play a role in the low levels of caloric consumption.

Contact: heather.schofield@gmail.com

Thinking about Financial Deprivation: Rumination and Decision Making Among the Poor

Johar, Gita (Columbia University); Meng, Rachel (Columbia University); Wilcox, Keith (Columbia University)

The poor tend to make a host of suboptimal decisions. Recent evidence suggests this is due to cognitive impairment arising from poverty itself. Across several studies, we offer a closer examination of the source of this impairment. Results find that lower-income (vs. higher-income) individuals tend to chronically ruminate more on their finances; such rumination leads to increased impulsivity and decreased cognitive ability. We also test the effectiveness of different strategies on overcoming these detrimental effects. By illuminating the mediational role of rumination underlying poverty-driven performance, this work has implications for designing interventions to improve decision making among the poor. Contact: rm3081@columbia.edu

Trust Your Neighborhood: Neighborhood Trust Can Protect Low-Income Groups From Myopic Decisions

Jachimowicz, J.M. (Columbia Business School); Chafik, S. (Columbia Business School); Weber, E.U. (Columbia Business School); Munrat, S. (BRAC); Prabhu, J. (Cambridge University, Judge Business School)

Why do poor people make poor decisions, especially those myopic in nature? Are there interventions that can be taken up to correct or mitigate? In each of our three studies, we propose neighborhood trust - a cognitive schema representing how individuals feels about the community and area they live in - can account for individual differences in temporal discounting between and amongst low and high-income groups. Across archival, field, and experimental study data we find low-income individuals with higher levels of neighborhood trust are more likely to discount the future less heavily than low-income individuals with lower levels of neighborhood trust.

Contact: jmj2183@columbia.edu

Session #6 Track III: Goals and Ideals - Hilton - Salon A-3 - Sunday 2:45 pm - 4:15 pm

Goal Specificity, Subjective Impact, and Motivation: A Reference-Points Approach

Wallace, Scott G. (Duke University); Etkin, Jordan F. (Duke University)

To motivate themselves to achieve valued outcomes, people often set goals. These goals can be specific (e.g., lose 10 pounds) or non-specific (e.g., lose as much weight as possible). How might goal specificity shape motivation as people pursue their goals? Adopting a goals-as-reference-points framework, we explore how goal specificity changes the perceived impact of marginal progress, and thus motivation, as people move away from their initial-state reference point. Five experiments show that goal specificity can have both positive and negative effects on motivation, depending on whether comparisons to the goal end-state induce a loss or a gain mindset.

Contact: scott.g.wallace@duke.edu

The Extent of Post-Reward Crowding-Out: A 'Rewarding Opportunity' Account

Goswami, Indranil (University of Chicago Booth School); Urminsky, Oleg (University of Chicago Booth School of Business)

How does offering an incentive for a task affect people's subsequent motivation, when the incentive to do the task ends? Contrary to prior theories of intrinsic motivation, we find that crowding-out (reduction in voluntarily doing a task after a reward ends) is momentary, with motivation quickly returning to baseline. Momentary crowding-out is further moderated by context, with no crowding out when the prior opportunity was more rewarding. We propose a 'Rewarding Opportunity' account, which suggests that post-reward crowding-out reflects preference for taking a break, rather than lasting changes in task perception or self-perception.

Contact: oleg.urminsky@chicagobooth.edu

The Ideal Road Not Taken: Regrets of Action and Inaction and Self-Discrepancy Theory

Davidai, Shai (Cornell University); Gilovich, Thomas (Cornell University)

People more often regret the things they didn't do rather than the things they did. In our research, we examine the content of people's regrets of action and inaction and suggest that the two regret types stem from two distinct self-concept discrepancies. Whereas regrets of inaction predominantly involve failures to live up to one's ideal self rather than one's ought self, regrets of action are equally likely to be ideal- or ought-related. We show that this asymmetry stems from the belief that ideal-related regrets of inaction are more consequential to one's life than those related to one's ought self. Contact: sd525@cornell.edu

To Be or Not to Be Your Authentic Self? Catering to Others' Preferences Hinders Performance

Gino, Francesca (Harvard Business School); Sezer, Ovul (Harvard Business School); Huang, Laura (Wharton School); Brooks, Alison Wood (Harvard Business School)

This paper examines how catering to another person's preferences in interpersonal first meetings--as compared to expressing one's authentic thoughts and feelings--influences performance. We find that most people believe employing a catering strategy makes a good impression. However, three studies suggest these lay beliefs are wrong. In a field study in which entrepreneurs pitched their ideas to potential investors we show that catering harmed investor evaluations. In Study 2, we find that people experience greater anxiety when they cater than when they behave authentically. In Study 3, we find that catering increases anxiety and inauthenticity and hinders performance. Contact: osezer@hbs.edu

Session #6 Track IV: Advice - Hilton - Salon A-4 - Sunday 2:45 pm - 4:15 pm

Don't Ask, Don't Tell: The Problems with Solicited Advice

Dillon, Kyle D. (Harvard University); Gilbert, Daniel T. (Harvard University)

When faced with difficult decisions, people often seek advice. And sometimes, others are so eager to offer advice that they do so without being asked. This distinction between solicited and unsolicited advice raises two interesting questions. As advisors, does the quality of our advice change when we are solicited? And as advisees, do we respond similarly when given solicited and unsolicited advice? In a series of experiments, we demonstrate a paradox of advice: Advisors give lower-confidence advice when they provide solicited advice than when they offer unsolicited advice, but advisees are more likely to follow solicited advice than unsolicited advice.

Contact: kdillon@g.harvard.edu

Measuring the Influence of Advice

Soll, Jack B. (Fuqua School of Business, Duke University); Palley, Asa B. (Fuqua School of Business, Duke University); Rader, Christina A. (Colorado College)

We introduce a new measure of advice taking, Influence of Advice (IOA), which more completely measures influence compared to extant alternatives. IOA measures the flow of probability mass toward advice, and can be decomposed into measures of opinion shift and confidence change. In an empirical study, we applied IOA to two moderators: advice distance and advisor expertise. The moderators differed in how they related to the components, showing that IOA captures multiple aspects of influence. Among the findings: Near advice from a below-average advisor can still give a substantial boost to confidence, demonstrating the allure of agreement.

Contact: jsoll@duke.edu

Overcoming Algorithm Aversion: People Will Use Algorithms If They Can (Even Slightly) Modify Them

Dietvorst, Berkeley J. (University of Pennsylvania); Simmons, Joseph P. (University of Pennsylvania); Massey, Cade (University of Pennsylvania)

In our experiments, participants decided whether to use a (superior) algorithm's forecasts or their own to complete an incentivized forecasting task. In the treatment conditions we gave participants the option to modify the algorithm's forecasts if they chose to use it. We found that participants chose to use the algorithm much more often when they could modify its forecasts, even when the amount of modification allowed was severely restricted. Additionally, giving participants the freedom to modify the algorithm made them more satisfied with the forecasting process, more tolerant of errors, and more likely to choose to use the algorithm exclusively.

Contact: diet@wharton.upenn.edu

The Advocacy Mindset: Arguing Boosts Confidence in... Everything

Minson, Julia A. (Harvard University); Chen, Frances, S. (University of British Columbia); Skowronek, Sam (Harvard University)

We propose and test the existence of an "advocacy mindset" - a cognitive stance triggered by engaging in argumentation and characterized by a suite of cognitive, emotional, and behavioral consequences. Across six studies, we find that after spending three minutes writing a persuasive argument participants reported greater confidence in unrelated beliefs, saw their views as being relatively more objective than those of disagreeing others, reported greater feelings of power and self-efficacy, and endorsed more risky behaviors. In sum the "advocacy mindset" appears to be a robust phenomenon that leads to a host of unexpected and unintended consequences for the arguer. Contact: frances.chen@psych.ubc.ca

MONDAY NOVEMBER 23, 2015

Rooms - Hilton - Salon A-1, Salon A-2, Salon A-3 Salon A-4

Session #7 Track I: Evaluations of Experiences - Hilton - Salon A-1 - Monday 9:15 am - 10:45 am

Questioning the End Effect: Endings Do Not Inherently Have a Disproportionate Impact on Evaluations of Experiences

Tully, Stephanie M. (New York University); Meyvis, Tom (New York University)

The present article reexamines one of the most basic findings regarding the evaluation of hedonic experiences: the end effect. The end effect suggests that people's retrospective evaluations of an experience are disproportionately influenced by the end of the experience. The current work replicates and re-examines prior demonstrations of the end effect. The results indicate that endings are not inherently over-weighted in retrospective evaluations. That is, episodes do not disproportionately affect the evaluation of an experience simply because they occur at the end. Instead, endings are only over-weighted when additional conditions are met.

Contact: stully@stern.nyu.edu

Tracking Hedonic Change: Asymmetric Judgments of Improvement versus Decline

O'Brien, Ed (University of Chicago Booth School of Business); Klein, Nadav (University of Chicago Booth School of Business)

Nine studies reveal a robust asymmetry in the "tipping point" of hedonic change, the point when people first judge an experience as having declined versus improved. People are quicker to diagnose decline than improvement, despite observing equivalent evidence. For example, gaining a given number of pounds leads people to judge their weight as "officially" changed for the worse, but losing an equivalent number seems like a lucky fluke rather than a substantive change for the better. This asymmetry holds across many viable moderators and emerges within many contexts, including actual public reactions to broader societal cycles (e.g., in the climate/economy).

Contact: eob@chicagobooth.edu

Description-Experience Gap or Construct-Data Gap?

Robinson, Maria M (University of Illinois at Urbana-Champaign); Regenwetter, Michel (University of Illinois at Urbana-Champaign)

The experience-description gap refers to the claim that decision-makers weigh prospects differently when provided probabilities of outcomes than when learning the probabilities through experience. Researchers reporting evidence for this phenomenon, however, rely on heuristic methods that fail to specify how theoretically defined constructs translate into inherently variable choices. Capitalizing on recently developed mathematical modeling and statistical analysis techniques, we reanalyzed data from three such articles within the framework of two probabilistic specifications. Results of frequentist and Bayesian analyses show little support for the experience-description gap. We discuss the implications of these results. Contact: mariamvr9@gmail.com

Wait, Wait... Don't Tell Me: Repeated Choices With Clustered Feedback

Hagmann, David (Carnegie Mellon University); Harman, Jason L. (Carnegie Mellon University); Gonzalez, Cleotilde (Carnegie Mellon University)

Recent research shows that people underweight rare events when they have to learn from repeated choices the payoffs and probabilities of two options, but overweight them when they receive a description of the options (description-experience gap). In a between-subjects, incentivized experiment (n=1,200), we manipulate whether participants have a description of the lottery ex ante as well as the frequency with which they receive feedback about the outcome: either immediately after every choice, or in clusters of ten individual outcomes after every ten choices. Clustering feedback increases the proportion of risky choices in decisions without description and closes the description-experience gap. Contact: hagmann@cmu.edu

Session #7 Track II: Choices and Beliefs - Hilton - Salon A-2 - Monday 9:15 am - 10:45 am

Can Journalistic 'False Balance' Distort Public Perception of Consensus in Expert Opinion?

Koehler, Derek (University of Waterloo)

I report several experiments testing the influence of presenting conflicting comments from two experts who disagree on an issue (balance condition) in addition to a count of the number of experts on a panel who favor either side. Compared to a control condition, participants in the balance condition were not able to discriminate as clearly issues that did and that did not have strong expert consensus. Participants in the balance condition also perceived less agreement among the experts in general, and were less likely to think that there was enough agreement among experts on high-consensus issues to guide government policy. Contact: dkoehler@uwaterloo.ca

IT'S A TRAP! Instructional Manipulation Checks Prompt Systematic Thinking on 'Tricky' Tasks

Hauser, David J (University of Michigan); Schwarz, Norbert (University of Southern California)

Instructional manipulation checks (IMCs) are popular measures of attention that trick inattentive participants into responding incorrectly. However, from a conversational perspective, IMCs may teach participants that there is "more than meets the eye" to survey questions, prompting systematic thinking on subsequent tricky-seeming questions. In two studies, answering an IMC prior to a task (vs after) improved performance on items that benefit from increased systematic thinking - namely, the Cognitive Reflection Test (Study 1), and a probabilistic reasoning task (Study 2). We conclude that IMCs change rather than merely measure attention and discuss implications for their use in online studies. Contact: djhauser@umich.edu

N-Equality: More People, Less Concern for Equality?

Garcia, Stephen M. (University of Michigan); Tor, Avishalom (University of Notre Dame); Limberg, Randall (New York University)

Building on the N-Effect, which suggests that competition and social comparison decrease as the number of competitors increases, the present analysis tests the related hypothesis that people become less sensitive to inequality as the number of payoff recipients increases. Evidence of this effect was obtained in naturally occurring data (i.e., inequality in faculty salaries being greater in larger departments) as well as real behavioral and hypothetical choices. For example, results from one of our studies showed that participants were more likely to maximize joint gains when the size of the allocation pool comprised 30 recipients compared to 8 recipients. Contact: smgarcia@umich.edu

Personal Change and the Continuity of Identity

Molouki, Sarah (University of Chicago); Bartels, Daniel M. (University of Chicago)

What factors affect judgments of self-continuity over time? Previous research suggests that expectations of personal change reduce feelings of identification with the future self (Bartels & Urminsky, 2011). However, we suggest that not all change is created equal. In the current work, we delineate which types of change are perceived as allowable versus disallowable while still maintaining a stable sense of self. Specifically, we examine how personal change differentially impacts identity judgments based on a) the domain of the characteristic that is changing, b) the direction of change, and c) one's existing expectations and desires related to that particular change. Contact: smolouki@gmail.com

Session #8 Track I: Hormones, Eye-Tracking and Computational Modeling - Hilton - Salon A-1 - Monday 11:15 am - 12:45 pm

Peacocks, Testosterone and Luxury Goods: Single-dose Testosterone Administration Increases Preference for Status Goods

Nave, Gideon (Computation & Neural Systems, California Institute of Techn); Nadler, Amos (Ivey Business School, University of Western Ontario); Dubois, David (INSEAD); Camerer, Colin (4Humanities and Social Sciences Division, California Institute); Plassmann, Hilke (INSEAD)

In this research, we investigated the biological roots of how humans signal social status through consumption: Luxury goods represent social markers that elevate humans in the social hierarchy, either through increasing status or power. Across two large-scale studies (N=243 males), our findings are the first to show a causal relationship between single-dose T administration and preference for status goods and that T can be cause status- but not quality- or power-seeking behavior underlying consumer's product evaluations. Contact: hilke.plassmann@insead.edu

Scarcity Captures Attention and Induces Neglect: Eyetracking and Behavioral Evidence

Tomm, Brandon M. (University of British Columbia); Fung, Desmond (University of British Columbia); Zhao, Jiaying (University of British Columbia)

Scarcity induces an attentional focus on the problem at hand, enhances performance, but also comes with a cost. Specifically, scarcity may cause a failure to notice beneficial information that can alleviate the condition of scarcity. In four experiments using eyetracking, we found that poor participants looked longer at prices and recalled prices more accurately compared to rich participants, but neglected a useful discount. This attentional narrowing and neglect may lead to suboptimal behaviors that further perpetuate scarcity. The findings provide new insights on the counter-productive behaviors of the poor, and important implications for the design of services for low-income individuals. Contact: brandon.tomm@psych.ubc.ca

Testosterone Impairs Rational Thinking in Men

Nave, Gideon (Caltech); Nadler, Amos (Ivey Business School, University of Western Ontario); Camerer, Colin (Caltech)

The male sex hormone testosterone is released in the body and the brain in response to external stimuli, influencing cognition and behavior context sensitively. We investigated the causal effects of testosterone administration on human decision-making using a dual-process framework. 244 males received either T or placebo under a double blind protocol and took the Cognitive Reflection Test (CRT) that assesses one's ability to suppress an intuitive incorrect answer in favor of a deliberative correct answer. Testosterone administration significantly impaired subject's CRT performances. The effects were robust to controlling for math skills, age, mood and the levels of other measured hormones. Contact: gnav@caltech.edu

A Model of Associative Judgment

Bhatia, Sudeep (University of Pennsylvania)

I present a computational model of associative judgment. The model is trained on the English language Wikipedia corpus, and is able to answer unstructured judgment problems spanning an almost universal domain of knowledge. The model achieves a high accuracy rate across a range of experimenter-generated, participant-generated, and real-world question datasets. The model also accurately predicts human responses on these datasets. These results suggest that associative judgment provides a powerful account of not only human error, but also human intelligence. In doing so, they illustrate a new approach to constructing and testing models of judgment and decision making. Contact: bhatia.sudeep@gmail.com

Session #8 Track II: Understanding Preferences - Hilton - Salon A-2 - Monday 11:15 am - 12:45 pm

When Less is Better than More: Preferring Equity over Efficiency in Allocation Decisions

Gordon-Hecker, Tom (Ben-Gurion University of the Negev); Rosensaft, Daniela (Ben-Gurion University of the Negev); Pittarello, Andrea (Ben-Gurion University of the Negev); Shamir, Tamar (Ben-Gurion University of the Negev); Shalvi, Shaul (Ben-Gurion University of the Negev); Bereby-Meyer, Yoella

We examined whether people are inequity averse, or alternatively averse to being responsible for determining the form of the inequity - i.e. inequity responsibility averse. Participants discarded a reward to avoid inequity when they had to specifically determine who should get it, but not when they could use a random device to determine the allocation. Our findings suggest that it is the personal responsibility of determining the inequity form that drives the conflict between equity and efficiency. The conflict is amplified for people who trust their intuitions, those who care about others, and when loss rather than reward is at stake. Contact: tomgo@post.bgu.ac.il

Preference Dynamics in Sequential Choice with Defaults

Donkers, Bas (Erasmus University Rotterdam); Dellaert, Benedict G.C. (Erasmus University Rotterdam); Herrmann, Andreas (University of St. Gallen); Haeubl, Gerald (University of Alberta)

This paper presents the results of a large-scale field experiment to enhance understanding of the multifaceted role of default attribute levels in sequential consumer product choice. We focus on spillover effects of attribute level defaults on subsequent attribute choices. We hypothesize that the nature of such default spillover effects differs systematically depending on whether the consumer selected the default level or not. In particular, we predict that - due to the passive nature of the default acceptance decision - consumer preferences in subsequent choices are affected less strongly by default acceptance choices than by other attribute level choices. Contact: dellaert@ese.eur.nl

Avoiding Information to Protect a Strong Intuitive Preference

Risen, Jane L. (University of Chicago, Booth School of Business); Woolley, Kaitlin (University of Chicago, Booth School of Business)

Classic decision theory suggests that more (relevant) information is better. But, people sometimes elect to remain ignorant. We explore whether people avoid information that would encourage a rational decision to make it easier to follow their intuition. For example, someone may avoid learning the calories in a dessert because she knows she would feel compelled to pass. In 6 studies we find that people avoid information when facing an intuitive-rational conflict, but that they use the information when it is provided. Moreover, we find evidence that suggests people avoid information, at least in part, to protect their intuitive preference. Contact: jane.risen@chicagobooth.edu

Making Decisions Disrupts Relatively Stable Preferences

Simon, Dan (USC); Spiller, Stephen A. (UCLA)

How does the effect of choice on preference unfold over time? Attribute evaluations and weights shift during the decision process to support a single alternative. We examine preferences at four times: immediately preceding and immediately following two choices separated by eight weeks. Preferences were polarized by each choice and returned to baseline between choices. Post-choice evaluations were relatively stable among individuals who chose the same option at each time, but reversed among individuals who chose different options, whereas pre-choice evaluations were relatively stable over the eight weeks for everyone. Relatively stable preferences are temporarily distorted by the choice itself. Contact: stephen.spiller@anderson.ucla.edu

SJDM Morning Poster Session

Sunday 8:30am – 10:30am w/ Continental Breakfast - Hilton - Salon D

1. Romantic Decision Making in Hallmark Original Movies
Rickspoone, Lucy (ISPP); Hull, Jennifer (ISPP)
2. Risk Perceptions at an Ongoing Superfund Cleanup: Trust, Uncertainty, and Negative Emotion
Gilden, Jaime L. (Montana State University; The Ohio State University); Moore, Colleen F. (Montana State University; University of Wisconsin-Madison)
3. When do we avoid health-risk information?
Kos, Maciej (Northeastern University); Blajer-Golebiewska, Anna (University of Gdańsk, Department of Economics); Wach, Dagmara (University of Gdańsk, Department of Economics)
4. Arousal reduces smokers' reactance to graphic warning labels
Evans, Abigail T. (Ohio State University); Peters, Ellen (Ohio State University); Meilleur, Louise R. (Ohio State University)
5. The Relationship between Anxiety and Risk Taking is Moderated by Ambiguity
Ebert, Eva E. (Appalachian State University); Smith, Andrew R. (Appalachian State University); Broman-Fulks, Joshua J. (Appalachian State University)
6. The gist of happiness: Instability in judgments of subjective well-being predicts risk-taking
Wilhelms, Evan A. (Vassar College); Reyna, Valerie F. (Cornell University); Corbin, Jonathan C. (University of Richmond)
7. Incidental Arousal Elicited through Contextual Factors Increases Individual's Preference for Risky Lotteries
Galentino, Andrea (University of Trento); Bonini, Nicolao (University of Trento); Savadori, Lucia (University of Trento); Venkatraman, Vinod (Temple University); Vo, Khoi (Temple University)
8. The Nature of Decisions: The Influence of Natural and Built Environments on Decision Making
Johnson, Emily L. (University of Nebraska-Lincoln); Stevens, Jeffrey R. (University of Nebraska-Lincoln)
9. Simultaneous Under- and Overweighting of Rare Events in Decisions from Experience
Pachur, Thorsten (Max Planck Institute for Human Development); Hertwig, Ralph (Max Planck Institute for Human Development)
10. The Influences of Described and Experienced Information on Adolescent Risky Decision-Making
Rosenbaum, Gail M. (Temple University); Venkatraman, Vinod (Temple University); Steinberg, Laurence (Temple University); Chein, Jason (Temple University)
11. Boredom and Efficient Coding in Experiments
Leung, Weiwen (University of Minnesota); Schrater, Paul (University of Minnesota)
12. The Effect of Conscious Versus Nonconscious Affect on Economic Decision-Making
Koppel, Lina (Linköping University); Västfjäll, Daniel (Linköping University); Winkielman, Piotr (University of California, San Diego)
13. Risky choice and the structure of the environment
Leuker, Christina (Max Planck Institute for Human Development, Berlin); Pleskac, Timothy J. (Max Planck Institute for Human Development, Berlin); Pachur, Thorsten (Max Planck Institute for Human Development, Berlin)
14. Experience of Environmental Risk Affects Strategies for Exploiting Information Sources
Illingworth, David A. (Georgia Institute of Technology); Thomas, Rick P. (Georgia Institute of Technology)
15. How Luck and Fortune Influence Risk-Taking Behaviors
Ranieri, Andrea Y. (University of South Florida); Schneider, Sandra L. (University of South Florida)
16. What drives the Open Sampling Advantage?
Henninger, Felix (University of Koblenz-Landau, MPI for Research on Collective Goods); Fiedler, Susann (Max Planck Institute for Research on Collective Goods); Hilbig, Benjamin E. (University of Koblenz-Landau); Glöckner, Andreas (University of Göttingen)
17. Dispositional thinking and decision making competence: Mediating role of absorptive capacity
Ganuthula, Venkat Ram Reddy (Indian Institute of Technology Madras); Dyaram, Lata (Indian Institute of Technology Madras)

18. Exercising Rationality: Effects of caffeine and exercise on economic decision making
Vittoz, Nicole (Douglas College, New Westminster); Efimoff, Iloradanon (Douglas College, New Westminster); Saeedi, Sara (Douglas College, New Westminster)
19. The effects of video game induced fear on decision making depend on underlying brain asymmetries.
Voss, Raymond P. (The University of Toledo); Lanning, M. Douglas (The University of Toledo); Jasper, J. D. (The University of Toledo); Christman, Stephen D. (The University of Toledo)
20. Economic Decision Making and Cognitive Load: A Cognitive Modeling Approach
Olschewski, Sebastian (University Basel); Scheibehenne, Benjamin (University Basel); Rieskamp, Jörg (University Basel)
21. The Effect of Information Presentation on Risky Choices
Prunier, Stephen G (University of Toledo); Corser, Ryan (University of Toledo); Jasper, J.D. (University of Toledo)
22. Accounting for Age and Cultural Differences Using a Fuzzy-trace Theory Model of Representation, Need for Cognition, and Risk Propensity
Broniatowski, David A. (The George Washington University); Reyna, Valerie F. (Cornell University)
23. The Effects of Risk-Related Perception on Password Preferences and Behavior
Kusumastuti, Sarah (University of Southern California); Nguyen, Kenneth (University of Southern California); John, Richard S. (University of Southern California); Rosoff, Heather (University of Southern California)
24. Measuring Individual Differences in Near-miss Appraisals
Cui, Jinshu (University of Southern California); Rosoff, Heather (University of Southern California); John, Richard S. (University of Southern California)
25. Ego depletion decreases risk-taking on the warm, but not cold versions of the Columbia Card Task
Corser, Ryan (University of Toledo); Jasper, John D. (University of Toledo)
26. Decision under Risk and Decision over Time: Information Processing and Reading Habits
Wang, Yitong (University of Technology Sydney); Feng, Tianjun (Fudan University); Genot, Antonin (Vinci Construction Grands Projets); Zhao, Lei (Tsinghua University)
27. The Experience of Near Miss Events Under Ambiguity
Federspiel, Florian Mathis (IE Business School); Seifert, Matthias (IE Business School)
28. Is the sun brighter than el sol? The effect of using a foreign language on mental imagery
Hayakawa, Sayuri (University of Chicago); Keysar, Boaz (University of Chicago)
29. The cognitive map of societal risks: Disputed risk and morality as additional factors in the psychometric paradigm
Böhm, Gisela (University of Bergen); Pfister, Hans-Rüdiger (Leuphana University Lüneburg); Bassarak, Claudia (Leuphana University Lüneburg)
30. “It raises moral concerns, so it must be risky” – Investigating Risk and Morality
Bassarak, Claudia (Leuphana University of Lüneburg); Pfister, Hans-Rüdiger (Leuphana University of Lüneburg); Böhm, Gisela (University of Bergen)
31. Psychological comparability: how non-monetary and monetary evaluations, utilitarian ‘rule-learning’ and holistic assessments influence loss-aversion
Cooke, Alex (Kingston University London); Kusev, Petko (Kingston University London)
32. If it’s difficult to pronounce, it might not be risky: Fluency, risk perception, and random sampling of stimuli
Bahnik, Stepan (University of Wurzburg); Vranka, Marek (Charles University in Prague)
33. Cognitive Strategies when Integrating Mutually Dependent Probabilities
Sundh, Joakim (Department of Psychology, Uppsala University); Juslin, Peter (Department of Psychology, Uppsala University)
34. Tornado Risk Perception from Visual Cues
Dewitt, Barry (Carnegie Mellon University); Fischhoff, Baruch (Carnegie Mellon University); Davis, Alexander (Carnegie Mellon University); Broomell, Stephen (Carnegie Mellon University)
35. Ebola outbreak: A longitudinal survey of risk perception
Mayorga, Marcus (Decision Research, University of Oregon); Johnson, Branden (Decision Research)
36. Risk-taking and depression: the combined effects on negative employee behavior
Zhang, Don (Bowling Green State University); Highhouse, Scott (Bowling Green State University); Barratt, Clare (Bowling Green State University); Brooks, Margaret (Bowling Green State University)
37. Trusting an uncertain forecaster: Judgments of revised intervals in predictions of climate change
Løhre, Erik (Simula Research Laboratory); Hohle, Sigrid M. (Simula Research Laboratory); Teigen, Karl H. (Simula Research Laboratory)

38. Forecasting forecasts: The power of trends
Hohle, Sigrid M. (Simula Research Laboratory); Teigen, Karl H. (University of Oslo, Norway)
39. Gender, acculturation, depression and sensation seeking as correlates of gambling behavior
Gorbett, Dessaray (The University of Texas at El Paso); Gutierrez, Kevin (Yale University); Morera, Osvaldo (The University of Texas at El Paso)
40. Modeling Peoples' Risk-Return Belief Helps to Understand Preferences from Experience
Hoffart, Janine (University of Basel); Dutilh, Gilles (University of Basel); Rieskamp, Joerg (University of Basel)
41. The impact of sample size on model comparisons in experience-based choice and valuation
Wulff, Dirk U. (Max-Planck-Institute for Human Development)
42. Cognitive style in Latin America
Chen, Stephanie de Oliveira (University of Michigan); Nisbett, Richard (University of Michigan)
43. Models of pre-decision information distortion
Kvam, Peter D. (Max Planck Institute for Human Development); DeKay, Michael L. (The Ohio State University); Pleskac, Timothy J. (Max Planck Institute for Human Development)
44. Following your heart or the stars: The opinions of others are more influential for long-term decisions
Khambatta, Poruz (Stanford University); Critcher, Clayton (UC Berkeley)
45. Increased preference for natural products when preventing
Scott, Sydney E. (University of Pennsylvania); Rozin, Paul (University of Pennsylvania); Small, Deborah (University of Pennsylvania)
46. Acting fast vs. biding time: Effects of competitive pressure on information sampling
Markant, Douglas (Max Planck Institute for Human Development); Phillips, Nathaniel (University of Konstanz); Kareev, Yaakov (The Hebrew University of Jerusalem); Avrahami, Judith (The Hebrew University of Jerusalem); Hertwig, Ralph (Max Planck Institute for Human Development)
47. What is the essence of risk taking and how to best measure it?
Frey, Renato (University of Basel); Pedroni, Andreas (University of Basel); Mata, Rui (University of Basel); Hertwig, Ralph (Max Planck Institute for Human Development); Rieskamp, Jörg (University of Basel)
48. The Role of Cultural Norms and Expectations on Risk-Taking
Lee, Jonathan (Washington University in St Louis); Kitayama, Shinobu (University of Michigan)
49. Risky Behavior, Religious Influence and Substance Use: Factors Predicting Arrest in Past Year Marijuana Users
Duncan, Shannon M. (Center for Decision Sciences, Columbia University); Todhunter, Briana N. (Teachers College, Columbia University); Gu, Jingyi (Teachers College, Columbia University)
50. The relations of objective and subjective numeracy to financial outcomes over time
Tompkins, Mary Kate (Ohio State University); Peters, Ellen (Ohio State University); Schley, Dan (Ohio State University)
51. How is Ratio Data Reported in Surgery Journals? On the Potential Effect of Denominator Neglect
Garcia-Retamero, Rocio (University of Granada); Petrova, Dafina G. (University of Granada); Cokely, Edward T. (University of Oklahoma); Joeris, Alexander (AO Clinical Investigation and Documentation)
52. Visual Aids Improve Diagnostic Inferences and Metacognitive Judgment Calibration
Garcia-Retamero, Rocio (University of Granada); Cokely, Edward T. (University of Oklahoma); Hoffrage, Ulrich (University of Lausanne)
53. Simple Technology – Better Decisions: Interpretation of the Home HIV Test
Ellis, Katrina M. (Florida Institute of Technology); Cokely, Edward T. (University of Oklahoma); Garcia-Retamero, Rocio (University of Granada, Spain)
54. Designing more effective icon arrays: Dynamic displays to promote active processing of risk information
Okan, Yasmina (Leeds University Business School); Garcia-Retamero, Rocio (University of Granada); Cokely, Edward T. (Michigan Technological University); Maldonado, A. (University of Granada)
55. Is it possible to design graphs that promote both risk understanding and behavior change?
Okan, Yasmina (Leeds University Business School); Stone, Eric R. (Wake Forest University); Bruine de Bruin, Wandí (Leeds University Business School)
56. Comparing the Influence of Symbolic Number Estimation and Numeracy on Financial Risky Decision Making.
Park, Inkyung (Chung-Ang University); Park, Yunji (Chung-Ang University); Cho, Soohyun (Chung-Ang University)
57. Relationships among Affect, Recent Experience, Numeracy and Risk Preferences
Fuller, Elizabeth M. (University of South Florida); Schneider, Sandra L. (University of South Florida)

58. Drift from rationality caused by affective processes is moderated by numerical skills
Traczyk, Jakub (University of Social Sciences and Humanities, Wroclaw); Fulawka, Kamil (University of Social Sciences and Humanities, Wroclaw)
59. Effects of sleep restriction and circadian mismatch on simple social interactions.
Dickinson, David L. (Appalachian State University); McElroy, Todd (Florida Gulf Coast University)
60. Examining graphical display effects at different probability levels: Do effects only hold for low-probability risks?
Stone, Eric R. (Wake Forest University); Okan, Yasmina (Leeds University Business School); Bonapart, Jaiden (Wake Forest University); Parker, Andrew M. (RAND Corporation); Bruine de Bruin, Wändi (Leeds University Business School; Carnegie Mellon University)
61. An Investigation of Social Norms to Explain Physician Overprescription of Antibiotics
Luther, Vera P. (Wake Forest School of Medicine); Stone, Eric R. (Wake Forest University); Garg, Madhuri (Wake Forest University); Garcia-Retamero, Rocio (University of Granada)
62. How We Compare Our Health to Others: A Rank-Based Model of Social Comparison
Melrose, Karen L. (University of Warwick); Brown, Gordon D. A. (University of Warwick)
63. Do Delay and Probability Discounting Functions of Protected Sex Fit Hyperbolic Discounting Model?
Wongsomboon, Sineenuch (Arizona State University); Robles, Elias (Arizona State University)
64. Nudges at Work: Encouraging Healthy Eating in an Office Setting
Baskin, Ernest (St. Joseph's University); Gorlin, Margarita (Yale University); Chance, Zoe (Yale University); Novemsky, Nathan (Yale University); Dhar, Ravi (Yale University); Huskey, Kim; Hatzis, Michelle
65. Fairness Versus Efficiency: How Procedural Fairness Concerns Affect Outcomes in a Coordination Game
Posadzy, Kinga (Linköping University); Kurz, Verena (University of Gothenburg); Orland, Andreas (University of Potsdam)
66. Ultimatum game decisions: A cross-sample comparison
Burgeno, Jessica N. (California State University San Marcos); Calvillo, Dustin P. (California State University San Marcos)
67. When hurrying to finish offsets the benefits of time-based goal setting
Tenbrink, Andrew (Kansas State University); Young, Michael (Kansas State University)
68. Affect, Testosterone, and Intertemporal Decision Making
Laube, Corinna (Max Planck Institute for Human Development); van den Bos, Wouter (Max Planck Institute for Human Development)
69. Why do Smart Shoppers Make Foolish Decisions: An Examination of Smart Shopper Lay Theories on Biased Judgement and Decision Making
Sobol, Kamila (Concordia University); Darke, Peter (York University)
70. Out of Proportion? The Role of Proportions versus Amounts in Eating-Related Affect and Behavior
Hagen, Linda (University of Michigan); Krishna, Aradhna (University of Michigan)
71. Why don't people ask more questions? Question-asking increases information exchange and improves interpersonal perception
Huang, Karen (Harvard); Brooks, Alison Wood (Harvard); Yeomans, Mike (Harvard); Minson, Julia (Harvard); Gino, Francesca (Harvard)
72. Trust the guilty: Dispositional and incidental guilt increase trustworthiness
Levine, Emma E. (Wharton); Bitterly, T. Bradford (Wharton); Schweitzer, Maurice E. (Wharton)
73. The Judgment of Temporal Sequences in Statistical Reasoning
Himes, Susan M. (Kansas State University)
74. Are happy crowds wiser? The influence of positive affect on the quality of internet movie reviews
Sinayev, Aleksandr (Ohio State University); Peters, Ellen (Ohio State University); Leung, Ming D. (UC Berkeley)
75. Factors affecting communication style preferences: SNS versus Face-to-face and Individual versus Group
Tatsuya, Ohkawa (Rikkyo University); Takashi, Tuzuki (Rikkyo University)
76. The effect of interpersonal conflict on judging advice in financial decision making
Chen, Shuo (University of Alberta); Murray, Kyle B. (University of Alberta)
77. The Impact of Employee Trust on the Effectiveness of Guidance in Health Insurance Decisions
Conell-Price, Lynn (Carnegie Mellon University)
78. Disguised Discrimination
Danilov, Anastasia (University of Cologne); Saccardo, Silvia (University of California San Diego)

79. Social value orientation determines whether intuitive versus reflective information processing affects responses to unfair offers
Bieleke, Maik (University of Konstanz); Gollwitzer, Peter M. (New York University); Oettingen, Gabriele (New York University); Fischbacher, Urs (University of Konstanz)
80. The Seller's Sense: Buying-Selling Perspective Affects the Sensitivity to Expected-Value Differences
Abofol, Taher A. (Technion – Israel Institute of Technology); Yechiam, Eldad (Technion – Israel Institute of Technology); Pachur Thorsten (Max Planck Institute for Human Development, Berlin)
81. Decision to donate: as simple as that?
Koutmeridou, Kiki (Instinctiv)
82. Who are maximizers? Revisiting the maximization construct
Liu, Mengmeng (Temple University); Venkatraman, Vinod (Temple University)
83. Hope is Not Always a Good Thing: The Effect of Hope and Regret on Decision Process and Quality
Yoshino, Taiki (University of Tokyo); Muramoto, Yukiko (University of Tokyo)
84. Satisficing and Life Satisfaction: The Mediation Effect of Optimism
Taylor, Wyn E. (University of Texas at Arlington); Hamby, Tyler (University of Texas at Arlington); Snowden, Audrey K. (University of Texas at Arlington); Levine, Daniel S. (University of Texas at Arlington)
85. The Role of Regret in Young Children's Decision Making: From Risk to Delaying Reward
Feeney, Aidan (Queen's University Belfast); O'Connor, Eimear (Queen's University Belfast); McCormack, Teresa (Queen's University Belfast); Beck, Sarah (University of Birmingham)
86. The grass isn't merely greener on the other side; it's also very brown over here
Bullens, Lottie (Leiden University); van Harreveld, Frenk (University of Amsterdam); Förster, Jens (University of Bogum); van der Pligt, Joop (University of Amsterdam)
87. To deliberate or not? The Role of Anticipated Regret and Deliberation on Valuation
Ang, Dionysius (Katholieke Universiteit Leuven); Diecidue, Enrico (INSEAD)
88. The Roles of Locus of Control and Controllability in Regret
He, Xin (University of Central Florida); Gong, Baiyun (Nova Southeastern University)
89. The Weight Loss Lottery as a commitment device. Who will play, and what will they feel?
van der Swaluw, Koen (Tilburg University, RIVM); Lambooi, Mattijs (RIVM); Mathijssen, Jolanda (Tilburg University); Prast, Henriette (Tilburg University); Johan Polder, (Tilburg University, RIVM)
90. Maximizing My Performance in Both Social and Temporal Comparisons
Lu, Xi (Peking University); Xie, Xiaofei (Peking University)
91. A Goal-Activation Theory Of Effective Advice Taking
Cooper, Dylan (University of Arizona)
92. Decision-making Ability Beliefs
O'Dell, Nicholas W. (Ohio State University); Gretton, Jeremy D. (Ohio State University); Wegener, Duane T. (Ohio State University)
93. Millennials and chocolate product ethics: Saying one thing and doing another
McCoy, Anthony (Kansas State University); Young, Michael (Kansas State University)
94. Competitive Positioning Strategy: Uniqueness versus Superiority
He, Sharlene (Northwestern University, Kellogg School of Management); De Angelis, Matteo (LUISS Business School); Carpenter, Gregory S. (Northwestern University, Kellogg School of Management)
95. The Phantom Decoy Effect in Perceptual Decision-making
Trueblood, Jennifer (Vanderbilt University); Pettibone, Jonathan (Southern Illinois University, Edwardsville)
96. A cognitive model of the relationship between expertise and meta-cognitive awareness: Applications to knowledge aggregation
Mistry, Percy K. (UCI); Steyvers, Mark (UCI)
97. The Role of Agency in Consumer Identity Expression
Morgan, Carter (University of Miami); Kettle, Keri (University of Miami)
98. I Want to Be Me: Identity Integration and the Role of Others in Decision-Making
Hanek, Kathrin J. (University of Michigan); Yates, J. Frank (University of Michigan)
99. Individuating Gifts out of Liking and Respect: Expanding Gift Giving Theory with a Cross-Culture Perspective
Wu, Ruomeng (University of Cincinnati); Steffel, Mary (Northeastern University); Shavitt, Sharon (University of Illinois at Urbana-Champaign)

100. Cultural background influences the effects of social information on decision-making
Tompson, Steven (University of Michigan); Huff, Sarah (University of Michigan); Kitayama, Shinobu (University of Michigan); Yoon, Carolyn (University of Michigan)
101. Payment type spent well: People derive more happiness and value from small cash purchases.
Ksendzova, Masha (Boston University Questrom School of Business); Donnelly, Grant (Harvard Business School); Trudel, Remi (Boston University Questrom School of Business)
102. Fostering Gratitude and Giving Through Experiential Consumption
Walker, Jesse (Cornell University); Kumar, Amit (University of Chicago); Gilovich, Thomas (Cornell University)
103. Does Money Buy Economic Value or Happiness?
Lee, Kelly Kiyoon (Washington University in St. Louis); Zhao, Min (University of Toronto); Zhao, Ying (Hong Kong University of Science and Technology)
104. Can personalized face composites be used for implicit and covert targeted advertising?
Samat, Sonam (Carnegie Mellon University); Peer, Eyal (Bar-Ilan University); Gross, Ralph (Carnegie Mellon University); Acquisti, Alessandro (Carnegie Mellon University)
105. Assimilation or Contrast? The Presenting Order of Same Category Product Can Affect Comparison Results
Li, Xilin (Department of Psychology, Peking University, China); Xiaofei, Xie (Department of Psychology, Peking University, China); Wu, Shufan (Department of Psychology, Peking University, China)
106. Is Top 10 Better than Top 9? The Role of Expectations in Consumer Response to Imprecise Rank Claims
Isaac, Mathew S. (Seattle University); Brough, Aaron R. (Utah State University); Grayson, Kent (Northwestern University)
107. Digital Sharing Dilutes Felt Ownership
Stough, Rusty (Wisconsin School of Business); Weiss, Liad (Wisconsin School of Business)
108. Strength of Ownership Counterintuitively Increases Charitable Donations
Angulo, Ashley N. (UCLA); Colby, Helen (UCLA); Goldstein, Noah J. (UCLA)
109. It's Mine, But I'll Help You: How Psychological Ownership Increases Prosocial Behavior
Kouchaki, Maryam (Kellogg School of Management, Northwestern University); Gino, Francesca (Harvard Business School); Jami, Ata (University of Central Florida)
110. Authentic Objects as Substitutes for Human Connection
Smith, Rosanna (Yale University); Newman, George (Yale University)
111. Of photos, souvenirs, and ticket stubs: Why and when consumers keep mementos
Chu, Charlene K. (UCLA Anderson); Shu, Suzanne B. (UCLA Anderson)
112. Can't Help Myself: The Effects of Helplessness on Time Preferences
Gneezy, Ayelet (Univ. of California San Diego, Rady School of Management); Imas, Alex (Carnegie Mellon University, Social & Decision Sciences); Jaroszewicz, Ania (Carnegie Mellon University, Social & Decision Sciences)
113. Preference for the Emergency Reserve
Sharif, Marissa A. (UCLA Anderson School of Management); Shu, Suzanne B. (UCLA Anderson School of Management)
114. For the fun of it: Harnessing immediate rewards to increase persistence on long-term goals
Woolley, Kaitlin (University of Chicago); Fishbach, Ayelet (University of Chicago)
115. Creative Decision Making and Aging: Positive Consequences of Diminished Inhibitory Control
Carpenter, Stephanie M. (University of Michigan); Yoon, Carolyn (University of Michigan)
116. The Effect of Slack on Grocery Shopping Decision Mindset and Outcomes
Colby, Helen (UCLA - Anderson School of Management)
117. The role of consumers' risk and health-related perceptions in the reduction of avoidable household food waste
Bown, Nicola (Centre for Decision Research, University of Leeds); Tesic, Anja (Swiss Federal Institute of Technology); Visschers, Vivianne (Swiss Federal Institute of Technology)
118. A cognitive model of ego depletion
Scheibehenne, Benjamin (University of Basel); Rieskamp, Jörg (University of Basel); Olschewski, Sebastian (University of Basel)
119. Dietary self-regulation is linked to individual differences in serum leptin and delay discounting for food but not money in lean participants
Schmidt, Liane (INSEAD; Ecole Normale Supérieure); Aron-Wisniewski, Judith (Institute of Cardiometabolism and Nutrition); Clement, Karine (Institute of Cardiometabolism and Nutrition); Poitou-Bernert, Christine (Institute of Cardiometabolism and Nutrition); Plassmann, Hilke (INSEAD; Ecole Normale Supérieure); Nicolas Manoharan, Michèle Chabert, Armelle Leturque

120. The Resourceful Decision Maker: Effects of Both Depletion and Accretion of Self-Regulatory Resources on Consumer Openness to Purchase Opportunities
Chang, Dianna Y L (SIM University); Gibbs, Brian J (Melbourne Business School)
121. From observation to prediction: Effects of kind and wicked experience
Hogarth, Robin (Universitat Pompeu Fabra, Barcelona); Soyer, Emre (Ozyegin University, Istanbul); Lejarraga, Tomás (Max Planck Institute, Berlin)
122. Aesthetic Forecasting: Buying Beauty for the Long Run
Buechel, Eva C. (University of South Carolina); Townsend, Claudia (University of Miami); Park, Jane (University of South Carolina)
123. The Perception of Daily Temperatures as Evidence of Climate Change.
Broomell, Stephen B. (Carnegie Mellon University); Winkles, Jon-Francis (Carnegie Mellon University); Kane, Patrick (Carnegie Mellon University)
124. Identifying recycling and composting biases
Luo, Yu (University of British Columbia); Giammarco, Maria (University of Guelph); Zhao, Jiaying (University of British Columbia)
125. The Relationship between Hindsight Bias and Learning in a Pattern Recognition Task.
Quinn, Molly (University of South Florida, St. Petersburg); Pezzo, Mark (University of South Florida, St. Petersburg)
126. Extending the Desirability Bias to Behavior
Stuart, Jillian O'Rourke (University of Iowa); Windschitl, Paul D. (University of Iowa); Smith, Andrew, R. (Appalachian State University); Scherer, Aaron, M. (CBSSM, University of Michigan)
127. A potential limitation of the Cognitive Reflection Test: Familiarity
Stieger, Stefan (University of Konstanz); Reips, Ulf-Dietrich (University of Konstanz)
128. Investigating The Role of Early Selection Strategies in the Cognitive Reflection Test
Szaszi, Barnabas (Eotvos Lorand University); Aczel, Balazs (Eotvos Lorand University); Szollosi, Aba (Eotvos Lorand University); Bence, Palfi (Eotvos Lorand University)
129. Prompting deliberation about base-rates improves base-rate use, but explaining base-rate use yields no additional benefit
Chesney, Dana (Ohio State University); Obrecht, Natalie (William Paterson University)
130. The Role of Trust in the Social Heuristic Hypothesis
Montealegre, Andres (Universidad de los Andes); Jimenez, William (Universidad de los Andes)
131. Decomposing the Framing Effect using the Drift-Diffusion Model
Clithero, John A. (Pomona College); Carter, R. McKell (University of Colorado - Boulder); Huettel, Scott A. (Duke University)
132. A Dynamic Dual-Process account for Framing Effects in Risky Choice
Guo, Lisa (University of California, Irvine); Diederich, Adele (Jacobs University); Trueblood, Jennifer (Vanderbilt University)
133. The Allais Common Ratio Effect in Choice, Pricing, and Happiness Tasks
Schneider, Mark (University of Connecticut); Shor, Mikhael (University of Connecticut)
134. Fast Logic? Examining the Time Course Assumption of Dual Process Theory
Bago, Bence (LaPsyDe - Paris Descartes University); De Neys, Wim (CNRS, LaPsyDE, Paris Descartes University)
135. Inferential and holistic-big-picture intuition predict base-rate neglect.
Obrecht, Natalie A. (William Paterson University); Chesney, Dana L. (Ohio State University)
136. Mechanisms of Gratitude and Temporal Discounting
Demirdag, Bilge Ipek (University of Michigan, Ann Arbor); Yan, Haoyang (University of Michigan, Ann Arbor); de Oliveira Chen, Stephanie (University of Michigan, Ann Arbor); Yates, J. Frank (University of Michigan, Ann Arbor)
137. Response dynamics of the police officer's dilemma
Johnson, Joseph (Miami University); Frame, Mary (Miami University); Zhang, Ruohui (Miami University); Zhou, Xiaolei (Miami University)
138. Valence Matching Increases Confidence
Perfecto, Hannah (University of California, Berkeley); Galak, Jeff (Carnegie Mellon University); Nelson, Leif D. (University of California, Berkeley); Simmons, Joseph P. (University of Pennsylvania)
139. A Time-series Attribute-and-alternative-wise Saccades Analysis of the Attraction and Compromise Effects in Multi-alternative Decision Making
Tsuzuki, Takashi (Rikkyo University); Chiba, Itsuki (Rikkyo University)

140. Eye-tracking Analysis of the Compromise and Attraction Effects in Perceptual Decision Making
Chiba, Itsuki (Rikkyo University); Tsuzuki, Takashi (Rikkyo University); Hashiguchi, Shuichi (Rikkyo University)
141. Stealing Diamonds – An eye-tracking study of dishonesty
Jacobsen, Catrine (University of Copenhagen); Street, Chris N. H. (University of British Columbia); Fossgaard, Toke R. (University of Copenhagen); Gino, Francesca (Harvard Business School)
142. Gaze data reveal different choice processes underlying model-based and model-free reinforcement learning
Kononov, Arkady (Ohio State University); Krajbich, Ian (Ohio State University)
143. Attention to the Unchosen Alternative Predicts Subsequent Changes in Preference in Intertemporal Choice
Hsu, Eustace (University of Southern California); Melrose, A. James (University of Southern California); Monterosso, John R. (University of Southern California)
144. Attention and choice across domains
Smith, Stephanie M. (Ohio State University); Krajbich, Ian M. (Ohio State University)
145. Justifications Shape Ethical Blind Spots
Pittarello, Andrea (Ben Gurion University of the Negev); Leib, Margarita (Ben Gurion University of the Negev); Gordon-Hecker, Tom (Ben Gurion University of the Negev); Shalvi, Shaul (Ben Gurion University of the Negev)
146. Eyes on the Price – Behavioral and Attentional Processes in Bidding Procedures
Schurr, Amos (Ben-Gurion University of the Negev); Moran, Simone (Ben-Gurion University of the Negev); Dekel, Omer (College of Business and Law); Pittarello, Andrea (Ben-Gurion University of the Negev); Leib, Margarita (Ben-Gurion University of the Negev); Shalvi, Shaul (University of Amsterdam)
147. Moderators of anchoring effects in prosocial decision making
Kleber, Janet (Alpen-Adria University of Klagenfurt & WU Vienna); Dickert, Stephan (WU Vienna University of Economics and Business); Rubaltelli, Enrico (University of Padova)
148. The upside of flextime: open-ended time facilitates creative insight
Whillans, A. V. (University of British Columbia); Chen, F.S. (University of British Columbia); Zhao, J. (University of British Columbia)
149. Discrimination Between Safe and Dangerous Images: Learning Over Time
Snowden, Audrey K. (UTA); Taylor, Wyn E. (UTA); Levine, Daniel S. (UTA)
150. Time Expectations and Stimuli Evaluations: The Effects of Subjective Perceptions and Priming
Radzevick, Joseph R. (Gettysburg College); Roy, Michael (Elizabethtown College)
151. Planning to Fail: Intentions about Prenuptial Agreements
Wheeler, Natalie M. (University of Chicago); Caruso, Eugene M. (University of Chicago)
152. Calendar Mindset: Scheduling Takes the Fun Out and Puts the Work In
Tonietto, Gabriela N. (Washington University in St. Louis); Malkoc, Selin A. (Washington University in St. Louis)
153. Pooled Data Do Not Tell Much About Individuals
Chen, Muye (University of Illinois at Urbana-Champaign); Regenwetter, Michel (University of Illinois at Urbana-Champaign)
154. Bayesian Mixture Models for Intertemporal Choice
Chavez, Melisa E. (UNAM); Villalobos, Elena (UNAM); Bouzas, Arturo (UNAM)
155. Framing the Future First: Cognitive Processes in Intertemporal Choice
Reeck, Crystal (Temple University); Wall, Daniel (Rutgers University); Johnson, Eric J. (Columbia University)
156. $1 + 10 \neq 11$: The Cancellation Heuristic in Intertemporal Choice
Savani, Krishna (Nanyang Business School); Wang, David D. W. (National University of Singapore)
157. How Persistent are Time Preferences? Heuristics, Context, and Validity.
Wall, Daniel (Rutgers Department of Psychology); Li, Ye (University of California Riverside); Toubia, Olivier (Columbia Business School); Johnson, Eric (Columbia Business School)
158. Beyond Delay Discounting: Intertemporal Choice Between Non-Unitary Rewards
Enkavi, A. Zeynep (Stanford University); McClure, Samuel M. (Arizona State University)
159. Conviction Bias: Intertemporal Differences in Nonconforming Choices
Kim, Nicole Y. (Yonsei University); Park, Se-Bum (Yonsei University)
160. The description-experience gap in mixed gambles: Evidence for the overall probability of winning heuristic
Yoon, Sangsuk (Temple University); Vo, Khoi (Duke University); Venkatraman, Vinod (Temple University)
161. Semantic schema mediate the effects of feedback on the gambler's fallacy and the hot-hand fallacy
Gao, Jie (Educational Testing Service); Corter, James (Columbia University)

162. The validity of random criteria: Applying Cover functions to anchoring and adjustment heuristics
Burns, Bruce D. (University of Sydney)
163. Wise crowds and complex tasks, they're not just for point estimates anymore.
Heyman, James E. (University of St. Thomas); Rathod, Sandra R. (University of St. Thomas)
164. Characterizing strategic behavior in rich social environments
Kleiman-Weiner, Max (MIT); Vientós, Alejandro (University of Puerto Rico); Littman, Michael L (Brown); Tenenbaum, Josh B (MIT)
165. "Take 9": The wisdom of small crowds
Luan, Shenghua (Max Planck Institute for Human Development); Herzog, Stefan (Max Planck Institute for Human Development)
166. Small crowds are wise when the world can surprise
Galesic, Mirta (Santa Fe Institute); Barkoczi, Daniel (Max Planck Institute for Human Development); Katsikopoulos, Konstantinos (Max Planck Institute for Human Development)
167. Sensitivity to trustworthiness cues: do groups differ from individuals?
Evans, Jon (University of Arizona); Schilke, Oliver (University of Arizona); Kugler, Tamar (University of Arizona); Connolly, Terry (University of Arizona)
168. A Comparison of Individuals and Groups in Ethical Decision Making
Tindale, R. Scott (Loyola University Chicago); Shi, Zhenyan (Loyola University Chicago); Kluwe, Katharina (Loyola University Chicago); Winget, Jeremy (Loyola University Chicago)
169. Human Resources Professionals Overestimate the Efficacy of the Myers-Briggs Type Indicator
Rose, Alexandra (University of Minnesota - Duluth); Carlson, Jordan (University of Minnesota - Duluth); Lake, Christopher J. (University of Minnesota - Duluth)
170. Clinical and Actuarial Hiring Procedure Preferences as a Function of Role
Ward, Michael (University of Minnesota Duluth); Fawcett, Jacob (University of Minnesota Duluth); Luong, Alexandra (University of Minnesota Duluth); Lake, Christopher J. (University of Minnesota Duluth)
171. Back to the beginning: Rediscovering inexperience helps experts give advice
Zhang, Ting (Columbia Business School)
172. Three Approaches to Improving Accuracy on Bayesian Inference Problems
Talbot, Alaina (University of South Florida); Schneider, Sandra (University of South Florida)
173. How Accurate are Lay-Perceptions of Effect Size Indicators? Replications and Extensions
Dalal, Dev K. (University of Connecticut); Nolan, Kevin P. (Hofstra University); Zhu, Xiaoyuan (Susan) (University of Connecticut); Brooks, Margaret E. (Bowling Green State University)
174. Lost in Translation: There is More to Base Rate Neglect Than Neglect
Byun, Kunjoon (College of William and Mary); Ball, Christopher T. (College of William and Mary)
175. Indecisiveness leads to increased effort during reward-based decision-making
Wu, Haijing (Washington University in St. Louis); Thompson, Renee J. (Washington University in St. Louis)
176. Development and Validation of the Scientific Reasoning Scale
Drummond, Caitlin (Carnegie Mellon University); Fischhoff, Baruch (Carnegie Mellon University)
177. Decisions with Compound Lotteries
Fan, Yuyu (Fordham University); Budescu, David V. (Fordham University); Diecidue, Enrico (INSEAD)
178. Some People are More Resistant to Advice than Others: Agency and Communion as Predictors of Advice Taking
Gerlach, Tanja M. (Georg August University Göttingen); Rittich, Jacob C. (Georg August University Göttingen); Schultze, Thomas (Georg August University Göttingen)
179. On the (nearly ubiquitous) desire for greater wealth equality in the United States: A follow-up to Norton & Ariely (2011)
Pennycook, Gordon (University of Waterloo); Koehler, Derek J. (University of Waterloo); Fugelsang, Jonathan A. (University of Waterloo)
180. Thanks for your time: People value your time contribution
Bang, H. Min (Duke University); Wade-Benzoni, Kimberly A. (Duke University)
181. Thresholds of Fairness: Equity and Efficiency in Scarce Resource Allocation
Boyce-Jacino, Christina (Rutgers University); Chapman, Gretchen (Rutgers University)
182. Preferences for Allocating Pains and Pleasures Across Individuals
Friedman, Elizabeth (Yale University); Cain, Daylian (Yale University)

183. In a just world, sex offenders do not win the lottery (but murderers do)
Lively, Chaz (University of Pennsylvania); Berryessa, Collen (University of Pennsylvania)
184. When Money Doesn't Matter: How Moral Reactions Restrict the Use of Money
Koo, K.B. (Queen's University); Ashworth, Laurence (Queen's University)
185. Money or lives: Where does equality matter the most?
Li, Meng (University of Colorado Denver); Colby, Helen (University of California Los Angeles); Fernbach, Philip (University of Colorado Boulder)
186. It's not right but it's permitted. Differentiating morality and legality
Barbosa, Sergio (Universidad de los Andes); Jiménez-Leal, William (Universidad de los Andes)
187. An Extension of Kahneman Tversky Vaccine Framing Experiment
Marmarchi, Amir. (University of Illinois at Urbana Champaign); Javadi, Elahe. (Illinois State University)
188. Quixotic Morality: The Effect of Effort on Moral Judgment
Bigman, Yochanan E. (The Hebrew University of Jerusalem); Tamir, Maya (The Hebrew University of Jerusalem)
189. Moral Dimensions of Consumer Decision Making
Ramaswami, Seshan (Singapore Management University)
190. Judgments of organizations are more extreme than judgments of individuals
Tang, Simone (Duke University); Larrick, Richard P. (Duke University); Koval, Christy Z. (Duke University); Harris, Lasana T. (Leiden University)
191. The Diffusion of Moral Responsibility: Downside Immorality and Agents' Ethical Choices
Wang, Long (City University of Hong Kong); Murnighan, J. Keith (Kellogg School of Management, Northwestern University)
192. Different Views on Moral Essentialism
Kouchaki, Maryam (Kellogg School of Management, Northwestern University); Schweitzer, Shane (Kellogg School of Management, Northwestern University); Gino, Francesca (Harvard Business School)
193. Moving Beyond the Stalemate: Haidt Vs. Philosophers
Ferrin, Asia (University of Washington)
194. One vs. Many: Does the Identified Victim Effect Extend to Non-Human Victims?
Kortenkamp, Katherine V. (University of Wisconsin, La Crosse)
195. The effects of previous donation appeals on current appeals: evidence from longitudinal data on real donation choices
Leliveld, Marijke C. (University of Groningen); Risselada, Hans, (University of Groningen)
196. Meta-Analysis of Response-Time Tests of the Sequential Two-Systems Model of Moral Judgment
Baron, Jonathan (University of Pennsylvania); Gürçay, Burcu (University of Pennsylvania)
197. No right or wrong in judging trolley dilemmas when you are anxious: The functions of the behavioral inhibition system and trait anxiety
Zhao, Jinling (Ohio University); Harris, Mary (Ohio University); Kirwen, Nicholas (Ohio University); Litton, Michaela (Ohio University); Johnson, Jedidiah (Ohio University); Vigo, Ronaldo
198. Product Weight and Estimates of Price Change: An Error Management Framework
Grossman, Daniel M. (University of Cincinnati); Rahinel, Ryan (University of Cincinnati)

SJDM Evening Poster Session

Sunday 5:30pm – 7:30pm w/ Cash Bar - Hilton - Salon D

1. The Berlin Knowledge of Brain Death Scale
Nelson, Brittany (Michigan Technological University); Feltz, Adam (Michigan Technological University)
2. Effects of frequency learning through simulation on subsequent prior probability judgments
Armstrong, Bonnie A. (Ryerson University); Spaniol, Julia (Ryerson University)
3. Context Effects in Decisions from Experience
Spektor, Mikhail S. (University of Basel); Gluth, Sebastian (University of Basel); Fontanesi, Laura (University of Basel); Rieskamp, Jörg (University of Basel)
4. "Too much of a good thing? How Big Data changes managerial decision making in marketing"
Wortmann, Christoph (University of St. Gallen); Fischer, Peter M. (University of St. Gallen); Reinecke, Sven (University of St. Gallen)

5. A comparison of actual and optimal advice taking in quantitative judgments
Schultze, Thomas (Georg-August-University Göttingen)
6. Detecting Regime Shifts in the Domain of Gains and Losses
Seifert, Matthias (IE Business School); Tsouderou, Athena (IE Business School); Farooqi, Sara (IE Business School); Schweinsberg, Martin (INSEAD)
7. The influence of interactive maps depicting uncertainty on subjective probability of an environmental hazard and confidence in subjective probability
Severtson, Dolores J. (Edgewood College); Roth, Robert E. (University of Wisconsin-Madison); Sack, Carl M. (University of Wisconsin-Madison)
8. Deriving a dissimilarity index between nonparametric distributions by visual comparisons of probability distributions
Ho, Emily (Fordham University); Budescu, David (Fordham University)
9. Misses vs. false alarms in probabilistic forecasts: Quantifying error tradeoffs in high-stakes judgments
Herzog, Stefan M. (Max Planck Institute for Human Development (Berlin))
10. Innocent Defendants in a Mock Plea Bargaining Scenario
Hunter, Samantha (Missouri State University); Pate, Ellen (Missouri State University); Zimmerman, David (Missouri State University); Cauble, Charles (Georgia Association of Criminal Defense Lawyers)
11. Bayesian Analysis of the Prior Probability of Guilt and the Presumption of Innocence
John, Richard (University of Southern California); Nguyen, Kenneth (University of Southern California); Scurich, Nicholas (University of California, Irvine)
12. Rethink! The Gambler's Fallacy and Partitions
Talloon, Joachim (Carnegie Mellon University); Chapman, Gretchen (Rutgers University)
13. Discounting and Decision Making Under Hurricane Threat
Losee, Joy E. (University of Florida); Cox, David J. (University of Florida)
14. Wolves in Sheep's Clothing: Elicitation of Priors, Biased Judgments, and a New Incentive Compatible Measure of Confidence in Heavy-Tailed Contexts
Weston, Shellwyn L. (NYU)
15. Approach-avoid decisions track the value of information
Gureckis, Todd M. (New York University); Rich, Alexander S. (New York University)
16. Optimal stopping is impacted by learners' sampling goals
Coenen, Anna (NYU); Gureckis, Todd (NYU)
17. Peeks and keeps: A new paradigm for studying the exploration-exploitation trade-off
Phillips, Nathaniel (University of Konstanz); Neth, Hans (University of Konstanz); Navarro, Daniel (University of Adelaide); Wolfgang Gaissmaier (University of Konstanz)
18. The Coupled Impact of Conflict and Imprecision from Multiple Forecasts
Benjamin, Daniel M. (Fordham University); Budescu, David V. (Fordham University)
19. Linking perceptions of uncertainty to algorithm aversion in hiring
Zhang, Don (Bowling Green State University); Zhu, Xiaoyuan (Susan) (University of Connecticut); Dalal, Dev (University of Connecticut)
20. Taking the easy way out? The role of strategy implementation effort in repeated risky choice under cognitive load
Schulze, Christin (Max Planck Institute for Human Development, Berlin); Newell, Ben R. (University of New South Wales)
21. "Was that a lie?" Motivated Interpretations of potentially painful information
Vainapel, Sigal. (Ben-Gurion University of the Negev); Shani, Yaniv. (Tel Aviv University); Shalvi, Shaul. (Ben-Gurion University of the Negev)
22. The Effects of Ambiguity on Judgments of Deception
Lupoli, Matthew J. (University of California San Diego Rady School of Management); Levine, Emma E. (University of Pennsylvania Wharton School); Greenberg, Adam E. (University of California San Diego Economics)
23. Does sampling experience reduce ambiguity aversion? The role of missing and incomplete information
Guney, Sule (University of Southern California); Newell, Ben R. (University of New South Wales)
24. Cognitive control functions orchestrate strategical exploration in a 2-Armed Bandit Task
Cogliati Dezza, Irene (Université Libre de Bruxelles); Cleeremans, Axel (Université Libre de Bruxelles)
25. Learning and Adjusting Risk Taking in an Uncertain Environment
Stershic, Sandra (University of South Florida); Schneider, Sandra (University of South Florida)

26. The Effects of Time Pressure on Evidence Accumulation in a Complex Multi-Stimulus Environment
Palada, Hector D. (University of Queensland); Neal, Andrew (University of Queensland); Heathcote, Andrew (University of Newcastle); Martin, Russell (Defence Science Technology Organization); Tay, Rachel (University of Queensland)
27. Disentangling factors affecting the adaptive use of cognitive strategies in dynamic tasks
Mistry, Percy K. (UCI); Trueblood, Jennifer S. (Vanderbilt University); Lee, Michael D. (UCI)
28. Rain or Shine? Does emphasising the threat posed by different climate change impacts affect feelings towards mitigation amongst the UK public?
Taylor, Andrea (University of Leeds); Summers, Barbara (University of Leeds)
29. Salience, competition, and learning in dynamic multi-cue decision environment
Jonaityte, Inga (Ca' Foscari University of Venice); Warglien, Massimo (Ca' Foscari University of Venice)
30. Can stress prevent negative effects of dual-tasking on decision-making?
Kluen, Lisa M. (Department of Cognitive Psychology, University of Hamburg); Schwabe, Lars (Department of Cognitive Psychology, University of Hamburg)
31. A method for eliciting and integrating prior information into psychological studies
Chrabaszcz, Jeffrey S. (UMD); Tidwell, Joe W. (UMD); Dougherty, Michael R. (UMD)
32. Inference of missing cue values and decision confidence in cue-based inferences
Gula, Bartosz (University of Klagenfurt); Vitouch, Oliver (University of Klagenfurt)
33. Now that we have saved lives, let's save the environment! Defaults and their effect on behavioral spillover.
Crookes, Raymond D. (Columbia University); Markowitz, Ezra M. (University of Massachusetts, Amherst); Weber, Elke U. (Columbia University)
34. Maximizing tendency predicts stopping behavior in sequential search with accept-reject options
Lolli, Sydney L. (Wesleyan University); Rojek, Anna J. (Wesleyan University); Wong, Suet Ning (Wesleyan University); Gelly, Bennett (Wesleyan University); Patalano, Andrea L. (Wesleyan University)
35. Strategy selection learning and categorization of environments
Stojic, Hrvoje (Pompeu Fabra University); Olsson, Henrik (University of Warwick); Speekenbrink, Maarten (University College London)
36. 36) Should I look for more or not? Construction and assessment of a new Adaptive Information Search scale
Bhattacharya, Chandrima (Palm Beach Atlantic University); Jasper, John D (University of Toledo)
37. Studying the Beginnings of Strategic Behavior
Abofol, Taher A. (Technion – Israel Institute of Technology); Kareev, Yaakov (The Federmann Center for the Study of Rationality); Avrahami, Judith (The Federmann Center for the Study of Rationality); Todd, Peter (Department of Psychological and Brain Sciences, Indiana University)
38. Comparing rule-based and sequential sampling models of deferred decision making
Hotaling, Jared M. (University of Basel); Rieskamp, Jörg (University of Basel); Gluth, Sebastian (University of Basel)
39. Using Signal Detection Theory to Measure Phishing Detection Ability and Behavior
Canfield, Casey (Carnegie Mellon University); Fischhoff, Baruch (Carnegie Mellon University); Davis, Alex (Carnegie Mellon University)
40. Rationality – the impact of conflict and context on the decision strategy.
Sleboda, Patrycja (University of Social Science and Humanities)
41. Improving composting and recycling rates in high-density residential buildings: does convenience really matter?
Zerbe, Thea (University of British Columbia); DiGiacomo, Alex (University of British Columbia); Wu, David L. (University of British Columbia); Lenkic, Peter (University of British Columbia); Zhao, Jiaying (University of British Columbia); Kingstone, Alan
42. When nudge backfires: A conflict between intrinsic values and social norm messaging
Ebrahimi, Ghazal (University of British Columbia); Wittman, Hannah (University of British Columbia); Zhao, Jiaying (University of British Columbia)
43. Feeling or calculating in helping situations: Induced mindset influence both helping intentions and money allocations.
Erlandsson, Arvid (Linköping University, Lund University); Ivan, Cristina-Elena (Lund University)
44. Burning the Money of Identifiable Others: The Anti-Social Identifiable-Victim Effect
Hafenbrädl, Sebastian (University of Lausanne, Faculty of Business and Economics); Woike, Jan K. (Max Planck Institute for Human Development, ARC)
45. Donations to identified and unidentified recipients: The role of incidental mood and general life satisfaction
Sabato, Hagit (Ben-Gurion University); Kogut, Tehila (Ben-Gurion University)

46. The strategic value of emotions – happiness and fear in market entry games
Abratis, Anna (Humboldt University Berlin); Schade, Christian D. (Humboldt University Berlin)
47. Magnitude matters: The role of emotion intensity in interpersonal perception
Gaertig, Celia (University of Pennsylvania); Barasch, Alixandra (University of Pennsylvania); Levine, Emma E. (University of Pennsylvania); Schweitzer, Maurice (University of Pennsylvania)
48. Exploring the Sign Effect in Past and Future Discounting
Molouki, Sarah (University of Chicago); Hardisty, David J. (University of British Columbia); Caruso, Eugene M. (University of Chicago)
49. Mad and Misleading: Incidental Anger Promotes Deception
Yip, Jeremy (The Wharton School); Schweitzer, Maurice (The Wharton School)
50. You Don't Want to Lie to Me When I'm Angry: The Effect of Emotion on Detecting Social Deception
Evans, Jonathan (University of Arizona); Hart, Einav (Hebrew University); Kugler, Tamar (University of Arizona); Motro, Daphna (University of Arizona)
51. Anger Promotes Economic Conservatism
Salerno, Anthony (University of Cincinnati); Kettle, Keri (University of Miami)
52. Christmas cheer can be dear! Investigating the individual factors predicting festive financial behaviors
McNair, Simon (Leeds University Business School (UK)); Summers, Barbara (Leeds University Business School (UK)); Bruine de Bruin, Wändi (Leeds University Business School (UK)); Ranyard, Rob (Leeds University Business School (UK))
53. Cognition-based versus Affect-based Reasons in Consumer Decision Making
DePaoli, Alexander (Stanford University); Simonson, Itamar (Stanford University); Khan, Uzma (Stanford University)
54. Tipping the affective scales: Decision modes alter the integration of emotional information when confronting tradeoffs
Reeck, Crystal (Temple University); Gamma, Karoline (Columbia University); Weber, Elke U. (Columbia University)
55. How will you feel tomorrow? Thinking about positive future emotions promotes sustainable decisions today
Schneider, Claudia R. (Columbia University); Zaval, Lisa (Columbia University); Markowitz, Ezra (University of Massachusetts); Weber, Elke U. (Columbia University)
56. Effects of Emotion and Foreign Language Proficiency on Decision Making
Brookover, Julia (University of Toledo)
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59. Using Decision Making Tasks and Individual Difference Measures to Understand Adults on the Autism Spectrum
Levin, Irwin (University of Iowa); Gaeth, Gary (University of Iowa); Foley-Nicpon, Megan (University of Iowa); Jain, Gaurav (University of Iowa)
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Gaffikin, Violet (University of Canterbury); Chen, Zhe (University of Canterbury); Kemp, Simon (University of Canterbury)
61. Enlarging the Market Yet Decreasing the Profit: Competitive Behavior When Investment Affects the Prize
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63. Consumers' Overestimation of Average Fuel-Efficiency and How It Can Lead to Biased Car Choices
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64. The pursuit of imperfection
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65. Knowledge and use of price distributions by populations and individuals.
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66. "Don't Buy" or "Do Not Buy"? Negation Style and Product Evaluations
Kim, Soyoun (University of Alberta); Moore, Sarah (University of Alberta); Murray, Kyle (University of Alberta)

67. Smart Choice Sets as Choice Architecture: Coping with Information Overload by Sorting and Partitioning Large Sets
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68. Should We Care about the Vocabulary of an Advertisement? A Study on the Roles of Language and Word Category in Advertising
Zhang, Chun (Concordia University); Laroche, Michel (Concordia University); Richard, Marie-Odile (SUNY Polytechnic Institute)
69. Choice architecture to the rescue: Differential impact of product categorization “nudges”.
Mathew, Shawn (Indian Institute of Management Ahmedabad); Joseph, Joshy (Indian Institute of Management Kozhikode); Brahmabhatt, Kruti (Pidilite)
70. What Makes Firsts Special: Insight on the Relationship between Transitions and Sentimental Value
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71. Hedonic Durability Revisited
Tennant, Raegan J. (Chicago Booth); Hsee, Christopher H. (Chicago Booth)
72. Ease of reading influences trust in the seller and willingness to buy
Chrobot, Nina (University of Social Sciences and Humanities, Warsaw); Schwarz, Norbert (University of Southern California); Falkowski, Andrzej (University of Social Sciences and Humanities, Warsaw)
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Harman, Jason L. (Carnegie Mellon University); O'Donovan, John (University of California, Santa Barbara); Gonzalez, Cleotilde (Carnegie Mellon University)
74. The Impact of Country-of-Origin on Choice Context Effects
Kim, Moon-Yong (Hankuk University of Foreign Studies)
75. The Halo Effect as the Product of Optimal Statistical Inference: Explaining how Categories Affect the Perception of Partially Observed Features
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76. Integration Bias in Multi-Attribute Decision Making
Erguncu, Selin (USC); Sayman, Serdar (Koc University)
77. The Effect of Changes in Future Income on Present Consumption
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78. When and why do people hate corporate field experiments?
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79. Resource visibility reduces consumption
Zhao, Jiaying (University of British Columbia)
80. The Impact of ‘Display Set Composition’ on Purchase Decisions
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81. Not Happy I’ll be Staying at the Ritz Carlton While All My Friends Are at the Hilton for JDM
Greenberg, Adam E. (University of California, San Diego); Liu, Wendy (University of California, San Diego)
82. Preferences, framing and satisfaction
Hagman, William (Linköpings University); Västfjäll, Daniel (Linköpings University)
83. Anchoring Energy Intake and Expenditure Estimations to Adjust Nutrition and Exercise Decision Making
Jackson, Marc (Auburn University); Franco-Watkins, Ana (Auburn University)
84. Cognitive biases in the perception of climate change
Wang, Yu (University of British Columbia); Tomm, Brandon (University of British Columbia); Zhao, Jiaying (University of British Columbia)
85. Assessing transparency in within-subjects measures of the framing effect
Szollosi, Aba (Eotvos Lorand University); Bago, Bence (Paris Descartes University); Aczel, Balazs (Eotvos Lorand University)
86. Information leakage is sufficient to explain attribute framing effects
Leong, Lim M. (Psychology Department, UCSD); McKenzie, Craig R. M. (Psychology Department, UCSD); Sher, Shlomi (Pomona College); Müller-Trede, Johannes (Rady School of Management, UCSD)
87. When good is stickier than bad: Sequential framing effects in the gain domain
Sparks, Jehan (UC Davis); Ledgerwood, Alison (UC Davis)

88. Predicting framing susceptibility in food ratings
Davis, Matthew E. (Auburn University); Franco-Watkins, Ana M. (Auburn University)
89. The Effects of Delay and Probabilistic Discounting in Green Consumerism
Bent, Blake J. (Old Dominion University)
90. Effects of Specificity of Numbers on Attribute Framing
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Plantinga, Arnoud (Tilburg University); Krijnen, Job M. T. (Tilburg University); Zeelenberg, Marcel (Tilburg University); Breugelmans, Seger M. (Tilburg University)
92. Marginal Cost Consideration
Pew, Ethan (Stony Brook University); Lee, Hyunhwan (University of Miami)
93. Selfishly Benevolent or Benevolently Selfish? Framing Effects in Prosocial Behavior
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94. Temporal Framing, Endowment, and Energy Choice
Gill, Carrie (University of Rhode Island); Atlas, Stephen (University of Rhode Island)
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Lu, Zoe Y. (University of Wisconsin-Madison); Hsee, Christopher K. (University of Chicago)
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100. The Effects of Increased Saccadic Eye Movements on Risky Choice
Jasper, John (University of Toledo); Kwiatkowski, Danielle (University of Toledo); Corser, Ryan (University of Toledo)
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Goyal, Vikas (Indian Institute of Management Indore)

109. Looking at Both Sides of the Coin: Mixed Representation Moderates Attribute-Framing Bias in Written and Auditory Messages
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Shrivastava, Sunaina (University of Iowa); Jain, Gaurav (University of Iowa); Nayakankuppam, Dhananjay (University of Iowa); Gaeth, Gary (University of Iowa)
111. Evoking different comparison values alters choice
Canic, Emina (University of Warwick); Stewart, Neil (University of Warwick); Scholten, Marc (European University, Lisbon); Read, Daniel (Warwick Business School)
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Beran, Michael J. (Georgia State University); Parrish, Audrey E. (Georgia State University); Futch, Sara E. (Wofford College); Evans, Theodore A. (Georgia State University); Perdue, Bonnie M. (Agnes Scott College); Smith, J. David (University at Buffalo, The State University of New York)
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116. Individual Differences in Predecisional Distortion of Information
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117. The mere presence of a smartphone lowers IQ
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119. The Effects of Decision Task and Option Quality on the Predecisional Distortion of Leading and Trailing Options
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136. When Simpler is Better: Evidence from Interest Rate Displays
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144. "Examining the Use of the Asymmetrically Dominated Decoy as a Nudge to Reduce Temporal Discounting
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145. Discounting in social dilemma games: Is behaviour in the lab predictive of pro-environmental behaviour?
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170. Is the Call to Prayer a Call to Cooperate? Religious Salience and the "Ritual Effect" on Prosocial Behavior
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172. Punishing the poor and rewarding the rich
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