

# **SOCIETY FOR JUDGMENT AND DECISION MAKING**

## **Newsletter**

Volume 38, Number 2, June 2019

## **Contents**

<b>1</b>	<b>Announcements</b>	<b>3</b>
<b>2</b>	<b>Essay</b>	<b>6</b>
<b>3</b>	<b>Conferences</b>	<b>10</b>
<b>4</b>	<b>Jobs</b>	<b>21</b>
<b>5</b>	<b>Online Resources</b>	<b>35</b>

## **2018–2019 Executive Board**

**Nina Mazar** (nina.mazar@rotman.utoronto.ca) President

**Chris Hsee** (christopher.hsee@chicagobooth.edu) Past President

**Oleg Urminsky** (oleg.urminsky@chicagobooth.edu) Elected Member 2016-2019

**Suzanne Shu** (suzanne.shu@anderson.ucla.edu) Elected Member 2017-2020

**Abigail Sussman** (Abigail.Sussman@chicagobooth.edu) Elected Member 2018-2021

**Bud Fennema** (fennema@fsu.edu) Secretary-Treasurer

**Jon Baron** (baron@psych.upenn.edu) Webmaster

**Jon Baron** (baron@psych.upenn.edu) Journal Editor

**Dan Goldstein** (dan@dangoldstein.com) Newsletter Editor

**Danny Oppenheimer** (doppenh1@andrew.cmu.edu) Program Committee Chair 2019

**Nathan Cheek** (nncheek@princeton.edu) Student Representative 2017-2019

**SJDM Newsletter Editor** (Submissions & Advertisements)

Dan Goldstein

Microsoft Research

dan@dangoldstein.com

**Secretary/Treasurer** SJDM c/o Bud Fennema

College of Business, P.O. Box 3061110

Florida State University

Tallahassee, FL 32306-1110

Voice: (850)644-8231

Fax: (850)644-8234

fennema@fsu.edu

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 \$250 per page. Contact the editor for details.

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

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

## 1 Announcements

Jonathan Baron (baron at upenn.edu) writes:

The latest issue of the Society's journal, *Judgment and Decision Making*, is available at <http://journal.sjdm.org>

---

Ofer Azar (Azar at som.bgu.ac.il) writes:

The *Journal of Behavioral and Experimental Economics* is inviting submissions for a special issue on Behavioral Economics and Decision Making in Sports. Sports competitions provide us with a unique opportunity to observe and measure performance of high-profile professionals who have strong incentives to excel, and have to do so under extreme pressure conditions. Therefore, sports competitions can serve as a marvelous laboratory for testing and applying theories from fields such as economics, psychology, decision making and management. This makes the sports data very unique in that they embody a large amount of detailed information that can be used for research purposes. Numerous studies have used sports data to explain issues such as strategic behavior, loss aversion, choking under pressure, psychological momentum, and corrupt norms. Thus, the special issue on Behavioral Economics and Decision Making in Sports will focus on papers that use a variety of empirical methods to investigate decision making and behavioral economics in sports competitions. The special issue encourages submissions focusing on key research questions that include, but are not limited to: Understanding the role of different psychological motives in performance (such as goal setting, risk-taking, momentum, and pressure); Understanding the role of strategic motives in performance (e.g., testing different equilibria that are derived from game theoretical models); Referees' decision making; and The effect of new technologies such as VAR on decision making.

The deadline for initial submission to this special issue is February 1st, 2020. Papers can be submitted earlier than the deadline and in that case they will start to be handled immediately. Those papers that are invited to revise and resubmit will have to do so in a timely manner, which will be communicated by the Guest Editors. The Guest Editors' policy in most cases is to make a final decision on the second round. The special issue is expected to be published in late 2020.

When submitting a paper, authors should use the [EVISE System](#) and choose the appropriate article category (select SI: Decision Making in Sports) to mark that the paper should be considered for this special issue. Only original papers not currently under review or published in other journals may be submitted. For questions, please contact Michael Bar-Eli (MBarEli at som.bgu.ac.il), Alex Krumer (alex.krumer at himolde.no;mailto:alex.krumer at himolde.no;) or Elia Morgulev (eliamorgulev at yahoo.com).

---

Brooke Macnamara (bnm24 at case.edu) writes:

The primary mission of the Journal of Expertise is to publish original scholarship in the area of expertise and expert performance, including both basic and applied research. The Journal of Expertise is fully online and open access with no author fees.

Attention in psychological research has recently turned to methods and practices that facilitate a robust body of empirical evidence, leading to improved theory development. These methods and practices include open science initiatives emphasizing reproducibility, transparency, and data sharing as well as replication studies.

The primary goal of the current special issue is to explore these and related areas, as they pertain to research on expertise.

Special issue editors Brooke N. Macnamara (bnm24 at case.edu) and Samuel T. McAbee (smcabee at bgsu.edu) invite authors to submit papers (approximately 3,000 words) that address a clearly defined question related to open research practices or reproducibility in expertise research.

Examples of possible manuscripts include but are not limited to:

- Direct or near-direct replications of past findings
- Reports of multi-lab replication studies and/or adversarial collaborations
- Systematic reviews or meta-analyses that address the robustness of evidence from past research findings (e.g., seldom tested but widely accepted models or effects)
- Examinations of statistical, analytical, and reporting practices that may impact reproducibility of findings or conclusions drawn from research findings

- Discussions of the relevance of data transparency and data sharing practices for theoretical advancements and methodological rigor
- Reviews of best practices and their application

The deadline to be considered for the Special issue (December issue) is August 1, 2019. Please submit your manuscript via [\[this link\]](#)

---

Reifman, Alan (Alan.Reifman at ttu.edu) writes:

Many scientists in social-personality psychology and judgment and decision-making study human and statistical prediction accuracy. The website Five-Thirty-Eight offers a self-assessment today, examining how well each of its political and sports forecasts since the site's founding in 2008 has fared. In addition to showing results, the site describes different ways to gauge accuracy, including calibration, Brier skill scores, uncertainty, and resolution. This cornucopia of information is available at: [\[this link\]](#)

---

Jerome Busemeyer (decisionjrb at gmail.com) writes:

Decision has a new Editor: David Budescu (Forham University).

Congratulations to David and thanks for taking this new responsibility. David is handling all new manuscripts submitted after January, 1, 2019.

Send your best theoretical work to Decision

## 2 Essay

### It's Not The Heat, It's The Heat Index

by Dan Goldstein

(from [Decision Science News](#))

So, we were wondering, what's this heat index we hear about? We went to the [Wikipedia article](#) on it. It is an index that combines air temperature and relative humidity to convert a (hot) temperature into something like perceived temperature, how hot it feels. It formalizes the adage "it's not the heat, it's the humidity."

The equation to get heat index from temperature and relative humidity is big:

$$HI = c_1 + c_2T + c_3R + c_4TR + c_5T^2 + c_6R^2 + c_7T^2R + c_8TR^2 + c_9T^2R^2$$

where

HI = heat index (in degrees Fahrenheit)

T = ambient [dry-bulb temperature](#) (in degrees Fahrenheit)

R = relative humidity (percentage value between 0 and 100)

$$\begin{aligned} c_1 &= -42.379, & c_2 &= 2.049\ 015\ 23, & c_3 &= 10.143\ 331\ 27, \\ c_4 &= -0.224\ 755\ 41, & c_5 &= -6.837\ 83 \times 10^{-3}, & c_6 &= -5.481\ 717 \times 10^{-2}, \\ c_7 &= 1.228\ 74 \times 10^{-3}, & c_8 &= 8.5282 \times 10^{-4}, & c_9 &= -1.99 \times 10^{-6}. \end{aligned}$$

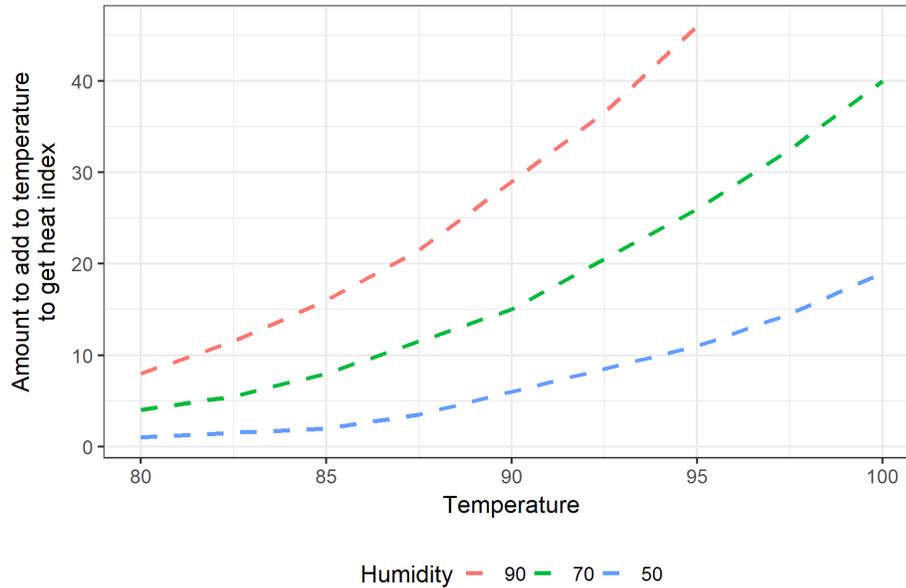
This heat index chart is also complicated, but it allows one to look up the heat index rather easily.

NOAA national weather service: heat index

		Temperature																	
		80 °F (27 °C)	82 °F (28 °C)	84 °F (29 °C)	86 °F (30 °C)	88 °F (31 °C)	90 °F (32 °C)	92 °F (33 °C)	94 °F (34 °C)	96 °F (35 °C)	98 °F (37 °C)	100 °F (38 °C)	102 °F (39 °C)	104 °F (40 °C)	106 °F (41 °C)	108 °F (42 °C)	110 °F (43 °C)		
Relative humidity	40%	80 °F (27 °C)	81 °F (27 °C)	83 °F (28 °C)	85 °F (29 °C)	88 °F (31 °C)	91 °F (33 °C)	94 °F (34 °C)	97 °F (36 °C)	101 °F (38 °C)	105 °F (41 °C)	109 °F (43 °C)	114 °F (46 °C)	119 °F (48 °C)	124 °F (51 °C)	130 °F (54 °C)	136 °F (58 °C)		
	45%	80 °F (27 °C)	82 °F (28 °C)	84 °F (29 °C)	87 °F (31 °C)	89 °F (32 °C)	93 °F (34 °C)	96 °F (36 °C)	100 °F (38 °C)	104 °F (40 °C)	109 °F (43 °C)	114 °F (46 °C)	119 °F (48 °C)	124 °F (51 °C)	130 °F (54 °C)	137 °F (58 °C)			
	50%	81 °F (27 °C)	83 °F (28 °C)	85 °F (29 °C)	88 °F (31 °C)	91 °F (33 °C)	95 °F (35 °C)	99 °F (37 °C)	103 °F (39 °C)	108 °F (42 °C)	113 °F (45 °C)	118 °F (48 °C)	124 °F (51 °C)	131 °F (55 °C)	137 °F (58 °C)				
	55%	81 °F (27 °C)	84 °F (29 °C)	86 °F (30 °C)	89 °F (32 °C)	93 °F (34 °C)	97 °F (36 °C)	101 °F (38 °C)	106 °F (41 °C)	112 °F (44 °C)	117 °F (47 °C)	124 °F (51 °C)	130 °F (54 °C)	137 °F (58 °C)					
	60%	82 °F (28 °C)	84 °F (29 °C)	88 °F (31 °C)	91 °F (33 °C)	95 °F (35 °C)	100 °F (38 °C)	105 °F (41 °C)	110 °F (43 °C)	116 °F (47 °C)	123 °F (51 °C)	129 °F (54 °C)	137 °F (58 °C)						
	65%	82 °F (28 °C)	85 °F (29 °C)	89 °F (32 °C)	93 °F (34 °C)	98 °F (37 °C)	103 °F (39 °C)	108 °F (42 °C)	114 °F (46 °C)	121 °F (49 °C)	128 °F (53 °C)	136 °F (58 °C)							
	70%	83 °F (28 °C)	86 °F (30 °C)	90 °F (32 °C)	95 °F (35 °C)	100 °F (38 °C)	105 °F (41 °C)	112 °F (44 °C)	119 °F (48 °C)	126 °F (52 °C)	134 °F (57 °C)								
	75%	84 °F (29 °C)	88 °F (31 °C)	92 °F (33 °C)	97 °F (36 °C)	103 °F (39 °C)	109 °F (43 °C)	116 °F (47 °C)	124 °F (51 °C)	132 °F (56 °C)									
	80%	84 °F (29 °C)	89 °F (32 °C)	94 °F (34 °C)	100 °F (38 °C)	106 °F (41 °C)	113 °F (45 °C)	121 °F (49 °C)	129 °F (54 °C)										
	85%	85 °F (29 °C)	90 °F (32 °C)	96 °F (36 °C)	102 °F (39 °C)	110 °F (43 °C)	117 °F (47 °C)	126 °F (52 °C)	135 °F (57 °C)										
90%	86 °F (30 °C)	91 °F (33 °C)	98 °F (37 °C)	105 °F (41 °C)	113 °F (45 °C)	122 °F (50 °C)	131 °F (55 °C)												
95%	86 °F (30 °C)	93 °F (34 °C)	100 °F (38 °C)	108 °F (42 °C)	117 °F (47 °C)	127 °F (53 °C)													
100%	87 °F (31 °C)	95 °F (35 °C)	103 °F (39 °C)	112 °F (44 °C)	121 °F (49 °C)	132 °F (56 °C)													

Key to colors: ■ Caution ■ Extreme caution ■ Danger ■ Extreme danger

We wanted a better way to see what the heat index is doing. So we made this plot (Celsius versions of all these plots are [here](#)):



When it's 90 degrees outside with 90% relative humidity, it feels 30 degrees hotter. That's a lot of degrees.

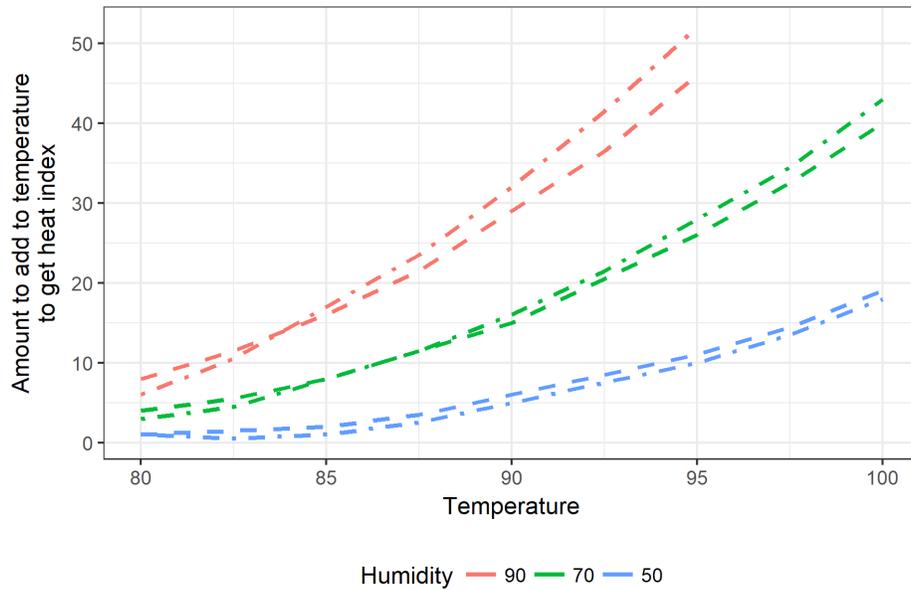
It turns out there is another heat index formula. This one's even more complicated.

$$\text{HI} = c_1 + c_2T + c_3R + c_4TR + c_5T^2 + c_6R^2 + c_7T^2R + c_8TR^2 + c_9T^2R^2 + c_{10}T^3 + c_{11}R^3 + c_{12}T^3R + c_{13}TR^3 + c_{14}T^3R^2 + c_{15}T^2R^3 + c_{16}T^3R^3$$

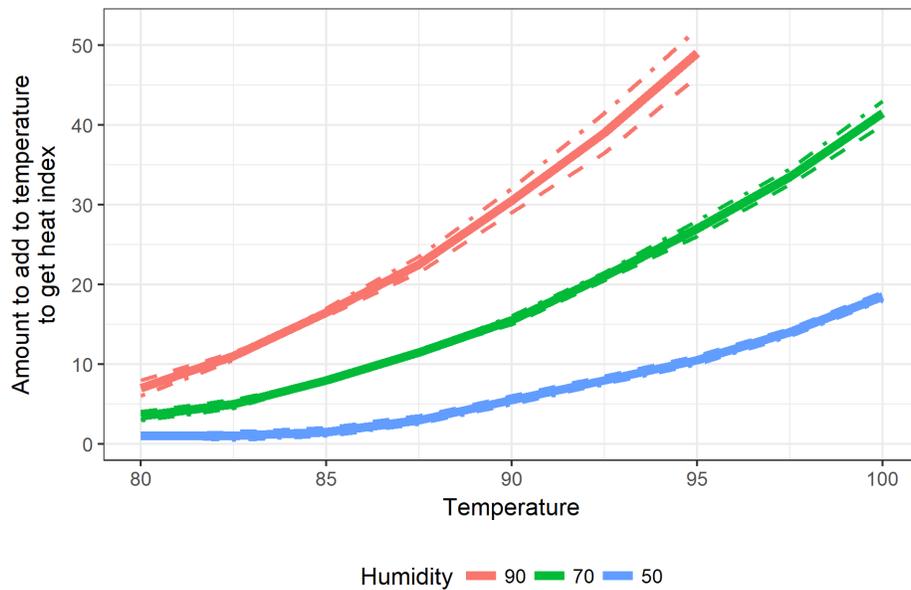
where

$$\begin{array}{llll} c_1 = 16.923, & c_2 = 0.185212, & c_3 = 5.37941, & c_4 = -0.100254, \\ c_5 = 9.41695 \times 10^{-3}, & c_6 = 7.28898 \times 10^{-3}, & c_7 = 3.45372 \times 10^{-4}, & c_8 = -8.14971 \times 10^{-4}, \\ c_9 = 1.02102 \times 10^{-5}, & c_{10} = -3.8646 \times 10^{-5}, & c_{11} = 2.91583 \times 10^{-5}, & c_{12} = 1.42721 \times 10^{-6}, \\ c_{13} = 1.97483 \times 10^{-7}, & c_{14} = -2.18429 \times 10^{-8}, & c_{15} = 8.43296 \times 10^{-10}, & c_{16} = -4.81975 \times 10^{-11}. \end{array}$$

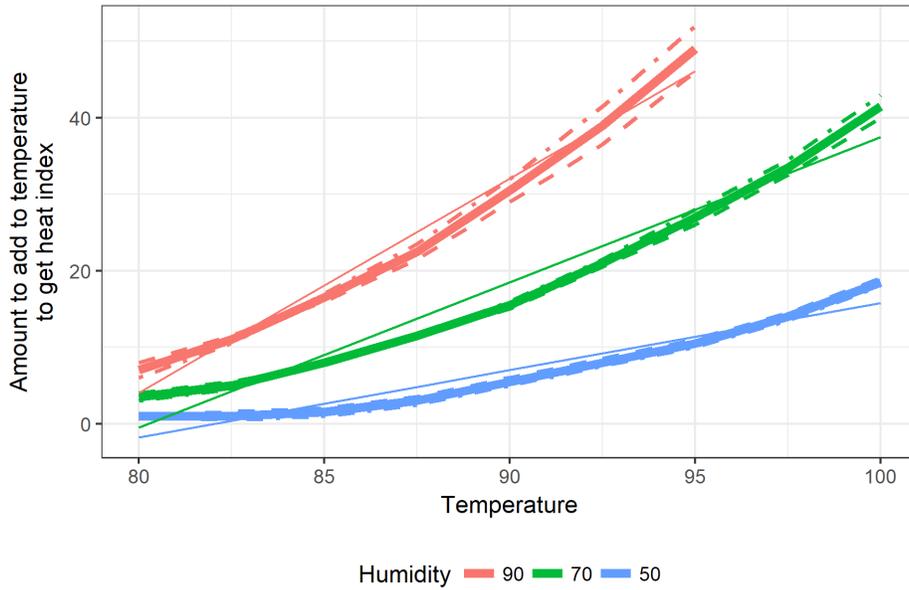
We wanted to see how it compared to the first, so we plotted both together:



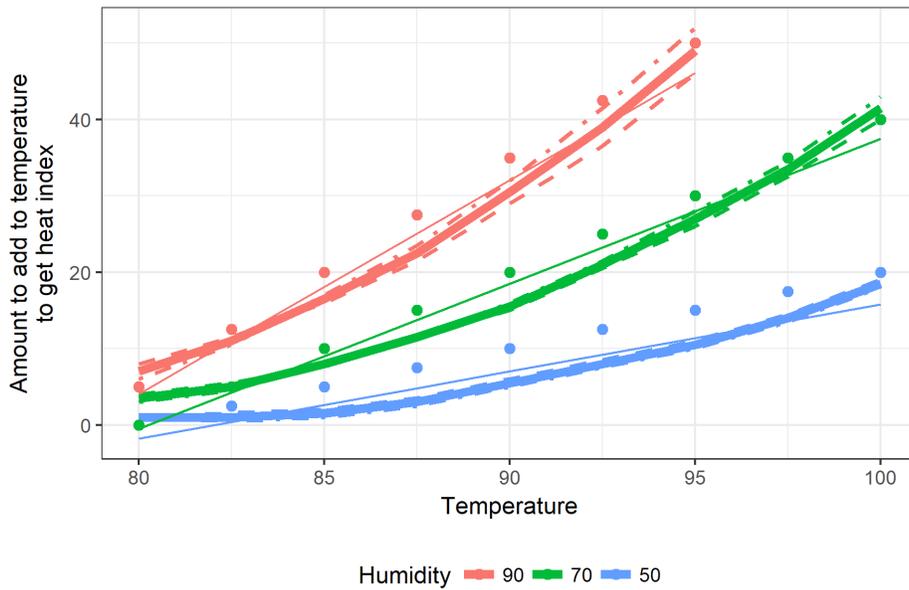
We like averaging, so we plotted the average of the two outputs:



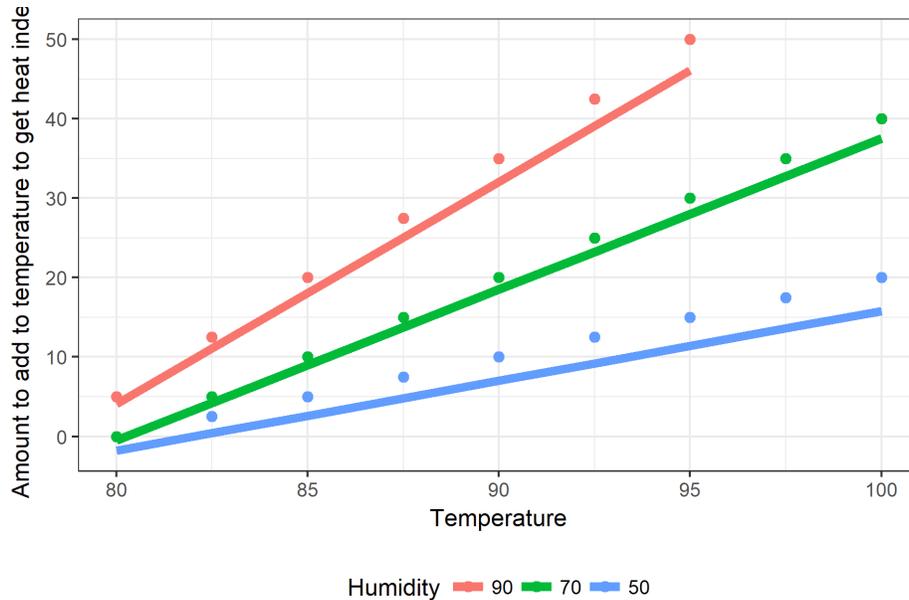
We thought it looks not so far from linear so we fit a regression model to the average and plotted that (thin solid lines):



Then we couldn't resist coming up with a simple heuristic (shown in dots):



The heuristic comes pretty close to the regression model.



The error (mean absolute deviation) of the heuristic to the average model is about 3 degrees. The error of the regression model to the average model is about 2 degrees, so it's not bad, considering that the two different heat index formulae can differ by over 5 degrees.

So what's the heuristic?

- Relative Humidity of 50%: Add 10 degrees for every 10 degrees above 80
- Relative Humidity of 70%: Add 20 degrees for every 10 degrees above 80
- Relative Humidity of 90%: Add 30 degrees for every 10 degrees above 80 + 5

It's quite a bit simpler than the 9 and 16 term equations above and should be good enough for everyday use.

R code to reproduce these plots can be found [here](#).

### 3 Conferences

The 2019 meeting of the Society for Judgment and Decision Making will take place in Montreal, November 15-18, 2019. The conference will open Friday evening with the Women

in SJDM networking event. Featured events include keynote speaker Tom Griffiths, a presidential address by Nina Mazar, and Monday morning flash talk sessions, featuring rapid fire five minute talks on groundbreaking new research areas.

More information available at <http://sjdm.org/>

---

#### RAND Behavioral Finance Forum 2019 In Partnership with AARP

Deadline for submission: Friday, August 9, 2019

The RAND Behavioral Finance Forum will be holding its annual conference this year on October 3, 2019 in partnership with AARP. The event will be held at AARP's office in Washington D.C.

We are inviting submissions for presentations in the areas of behavioral finance, behavioral economics, and financial decision making. The conference will bring together leaders from academia, government, regulatory agencies, and industry to share the latest research and exchange ideas on how to leverage behavioral principles to promote financial well-being. The agenda will allow ample exposure to current policy issues, opportunities to highlight your work, and a focus on building collaborations across individuals, sectors, and institutions.

The 2019 Behavioral Finance Forum will feature Terrance Odean as our keynote speaker. Odean is the Rudd Family Foundation Chair and Professor of Finance at the Haas School of Business at the University of California, Berkeley. He is the advisory editor to the *Financial Planning Review*, a member of the *Journal of Investment Consulting* editorial advisory board, of the Russell Sage Behavioral Economics Roundtable, and is a Wall Street Journal Expert Panelist. He received the James R. Vertin Award from the CFA Institute in 2016. As an undergraduate at Berkeley, Odean studied Judgment and Decision Making with the 2002 Nobel Laureate in Economics, Daniel Kahneman.

The Behavioral Finance Forum will include two types of sessions. First, we will have several academic research sessions consisting of 15-minute presentations, followed by a discussion aimed at practitioners and policymakers. Second, we will have a session devoted to new innovations in behavioral finance from policy and industry. The goal of the conference is to encourage the incorporation of cutting-edge research into policy and financial products that

best serve the public's interests. Presentations are for a mixed audience, and should be geared towards providing insights for practitioners and policy makers.

=== Submission Guidelines: Research Sessions ===

Interested presenters are invited to submit abstracts by Friday, August 9, 2019 to [befi@rand.org](mailto:befi@rand.org). Please provide the following:

- The title and co-authors
- An extended (one page) abstract summarizing: The importance of your paper; Your research methodology; Key findings; Implications/applications that you would like to highlight
- If you have a key table, graph, or other data visualization, you may include that on a second page
- A link to or copy of your paper (if available).

Specify who would be the presenter.

Submissions need not reflect completed papers, however preference will be given to those whose research is in a more advanced stage. Researchers from policy, industry, and academic institutions may submit to these sessions. Travel and lodging expenses will be provided for invited presenters.

This year we will include two sessions highlighting key topics of interest:

- Differences across different ages and stages of life.
- Strategies to increase precautionary savings.

Two additional sessions are open to papers on a variety of topics, including:

- Incorporating behavioral and social insights into government programs, into the design of international development interventions, and into emerging products and marketplaces
- Promoting healthy financial inclusion among the economically vulnerable
- Building financial capability and financial literacy
- Building savings and reducing debt
- Asset management and decumulation post-retirement (e.g., retirement income products)
- Improving consumer credit behavior
- Use of behavioral finance on the supply side (including how services/products are framed and how it affects consumer choice)

Challenges and opportunities facing government regulators in enhancing, evaluating, and

protecting individual financial welfare in associated marketplaces

-Personal balance sheet management

-Consumer choices and understanding of insurance products

This year the conference will feature a panel session discussing recent innovations in policy and industry. Speakers will provide a brief (10-minute) description of the challenges they are trying to address and solutions they are developing and implementing. This will be followed by a panel discussion. If you are interested in speaking, please send a one- to two-paragraph description to [befi@rand.org](mailto:befi@rand.org). You may also recommend speakers; for recommended speakers please provide a one- to two-paragraph description and contact information if available. Travel and lodging expenses will be provided for invited presenters.

Please forward to anyone who might be interested in presenting. Feel free to email us with questions or clarifications at [befi@rand.org](mailto:befi@rand.org).

---

The CFP Board Center for Financial Planning, in cooperation with FP Canada and Financial Planning Standards Board, is hosting the fourth annual Academic Research Colloquium for Financial Planning and Related Disciplines, February 20-22, 2020 at the Renaissance Arlington Capital View Hotel, Arlington, VA

This international meeting of researchers, practitioners, graduate students and leaders of financial planning practice is designed to be a forum to gather and share and provide a showcase for rigorous, relevant research within financial planning, as well as disciplines that directly or indirectly relate to the financial planning body of knowledge or financial planning practice. The Academic Research Colloquium for Financial Planning and Related Disciplines will feature paper presentations, invited speakers, interviews for open financial planning faculty positions, and a special focus on poster/concurrent sessions for doctoral students within financial planning programs as well as related research areas. The steering committee welcomes papers on the following topics that relate directly or indirectly to financial planning practice/financial planning body of knowledge: Big Data/ AI/Robo-advising; Household Finance; Behavioral Economics; Insurance; Behavioral Finance; Investments; Communication and Counseling; Marriage and Family Therapy; Estate Planning; Psychology; Financial Planner Education/Pedagogy; Public Policy; Financial Therapy; Retirement Planning; Financial Sociology; Taxation; Healthcare

Proposals for panel discussions devoted to research areas that affect financial planning practice or financial planner education will also be considered for inclusion in the program.

Submission Process: Papers and posters should be submitted to [\[this link\]](#). Please note that you will be required to upload two documents per submission: 1) A cover page including author name, institutional affiliations, and contact information. This document should be titled “cover page” and list whether the submission should be considered as a paper, poster, or both for the 2020 ARC. 2) A blind copy of the actual paper/poster submission as a PDF. The blind copy should be titled “Blind Copy” and should not contain any author identifying information.

Each submission will be reviewed anonymously by peer reviewers. One author from each accepted paper must be registered for the conference prior to December 15, 2019. Papers already accepted for publication in a refereed journal will not be considered. It is expected that submitted abstracts will result in completed papers before presentation at the colloquium. Authors of accepted papers will also be asked to serve as discussants for other papers.

Abstract/Paper Submission Deadline: September 15, 2019.

Best Paper Awards: There will be opportunities for both Best Paper Awards as well as an Emerging Scholar Best Paper Award. More information will be provided later in 2019, but before the final paper submission deadline.

For more information: Dr. Charles Chaffin, CFP Board Center for Financial Planning, CChaffin at CFPBoard.org

---

Summer School Collective Intelligence: Theories and Applications [\[link\]](#)

9-13 September 2019, Bari, Italy

The last decade has seen a rapid growth of the number of studies on the collective intelligence of complex systems. It concerns a form of distributed intelligence, which emerges from collaboration and competition of many interconnected entities, whose behavioral rules are often also very simple. From groups of animals, such as schools of fishes, colonies of ants, flocks of birds, to human groups, such as teams and organizations, to networks such as economies, neuronal networks, scientist networks, and financial systems, all these systems

show the ability to reach higher performance than single entities, exploiting the power of social relationships and multiple connections.

Research has currently proposed theories to understand the building blocks and the basic mechanisms of collective intelligence as well as developed applications of intelligent artificial systems, inspired by this property. What emerges is that the topic spans beyond the borders of single fields of study and embraces multiple disciplines, such as biology, cognitive science, physics, computer science, management, and economics. Applications refer to different contexts, from robotics to industrial optimization, politics, and artificial intelligence.

The main aim of this Summer School is to provide an updated overview of the topic, both on theories and applications, according to this multidisciplinary perspective. To pursue this goal, the School offers a collection of topical lectures in multiple fields, given by leading international scholars from high-ranked academia and research centers.

The Summer School is mainly addressed to PhD students and young researchers, who would like to improve their knowledge about mechanisms and dynamics of collective behaviors of complex systems, from animals to individuals, to economies. PhD students attending the school will receive 6 ECTS certification.

The registration fee is 350 EUR. The fee includes coffee breaks, lunches, and social dinner. The fee is waived for PhD students enrolled at Politecnico di Bari.

Registration should be made within the end of August fulfilling the registration form. Please send the registration form together with a copy of the bank transfer to [ilaria.giannoccaro@poliba.it](mailto:ilaria.giannoccaro@poliba.it) and [renata.martinelli@poliba.it](mailto:renata.martinelli@poliba.it).

More information: [\[link\]](#)

---

#### Behavioral economics conference at Villanova in October (BEEMA)

The conference aims to bring together Mid-Atlantic behavioral and experimental economists. Researchers engaged in experimental, theoretical, or empirical work are encouraged to contribute. Researchers in all stages of their career, including students, are encouraged to apply.

This conference will be hosted by Villanova University on Friday October 4 and Saturday October 5, 2019.

Researchers interested in participating in the meeting should send a completed paper or an abstract to: beemagroup at gmail.com. Upon submission, also indicate if you are not available on either of the dates and your t-shirt size.

For more preliminary work, a shorter, discussion-intensive presentation time slot is also available. Upon submission, indicate if you prefer this shorter, discussion-intensive presentation time slot.

Deadline for submission: August 1, 2019, or as space is available Notification of acceptance: August 8, 2019 Preliminary schedule available in early September

The conference is organized by BEEMA. For more information on BEEMA, see: [\[link\]](#)

We look forward to seeing you at BEEMA5, or if you will BEEMAV.

---

### 3rd Summer School on Internet-based Data Collection and Analysis in Decision Making 2019

The Graduate School of Decision Sciences and Department of Psychology, University of Konstanz, invite you to take part in our 3rd Summer School on Internet-based Data Collection and Analysis in Decision Making September 9-13, 2019 @ the University of Konstanz

Instructors: Michael Birnbaum; Chick Judd; Gary McClelland; Ulf-Dietrich Reips

Topics: Basic and advanced concepts of Internet-based research; Methods of Decision Making Research; Mediation and Moderation and Mediated Moderation analysis; Experimental design; Online tools & standards; Visualization; Apps; Optimal design; Theory and model testing; Mixed models; Analysis of Internet data; Avoiding frequently made errors; Practical applications; Social Media; Big Data; Epistemology; iScience

Summer School begins with Registration Monday 9th of September, 11:00 There will be an Early Arrival social gathering on Sunday evening.

Cost: 270 Euro (Early bird), 290 Euro after July 16, includes lunches and catering during the summer school (partial fee waiver for GSDS and UNIKN Psychology students available)

3 ECTS for those who participate in and pass the optional exam. There will be a Social Programme in and around Lake Constance. Apply until August 15 (for Early bird fee by July 15) by filling the form at [\[link\]](#). Payment of the fee (270/290 Euro) needs to simultaneously go to:

Recipient: Universitaetskasse Konstanz

Bank: BW-Bank Konstanz

IBAN: DE92 6005 0101 7486 5012 74

BIC: SOLA DE ST

Purpose (very important to include in bank transfer!): Summer School Data Collection

Please send any inquiries about the summer school to [gsds.summerschool@uni-konstanz.de](mailto:gsds.summerschool@uni-konstanz.de)

---

SJDM Pre-Conference on Economic Inequality, November 14th/15th in Montreal

We are organizing a one and a half-day workshop on November 14th and 15th, 2019 in Montreal, just before the meeting of the Society for Judgment and Decision-Making (SJDM, November 15-18, 2019 Montreal, Canada). The focus of this workshop is to bring together doctoral students, post-docs, and junior faculty interested in the study of economic inequality, and to discuss and collaborate on new initiatives in the measurement of economic inequality.

Our sessions intend to take the spirit of active participation (also called, unconferences) to seek novel directions, for example in exploring potential differences in different types of economic inequality (e.g., income distribution ratios of 50/10 vs. 80/20 vs. 90/50 vs. 99/90), possible factors that drive and alter individuals' perception of economic inequality, as well as the creation of a common dictionary of datasets and measurements of economic inequality. Indeed, as part of the workshops, we expect participants to get into the weeds: we will make available novel datasets that allow for hands-on exploration, which can later be tested in a separate hold-out dataset for specific hypothesis testing. We believe that the integration achieved throughout our conference will become the launching pad for a rich research stream, as well as spark off a community of dedicated scholars and research collaborations. We are expecting about 25-30 workshop attendees, with a healthy ratio of junior to senior scholars. Attendance is free of charge and includes meals for both days. The workshop will be held at McGill University, in close proximity to the Montreal Convention Centre (the SJDM conference venue).

We are especially thrilled to have key notes from Prof. Anandi Mani (University of Oxford) and Prof. Cappelen (Norwegian School of Economics), as well as a panel with Prof. Nina Mazar (Boston University), Michael Norton (Harvard Business School), Emily Bianchi (Emory University), and Shai Davidai (New School for Social Research). A tentative sche-

dule for the workshop is posted below, and a more detailed description is attached to this e-mail. This workshop is generously supported through grants from the IAREP, the Tobin Project, and the University of Exeter Business School.

To apply for the workshop, please send your CV and a short (max. 500 word) description of a project you are either currently involved in or would like to run on the topic of economic inequality to [inequality.research.workshop@gmail.com](mailto:inequality.research.workshop@gmail.com). Please write, Application for SJDM Pre-Conference Inequality Workshop in the subject line.

To further showcase the work of junior attendants, we also invite submissions to six 5-minute flash talks, which will be peer-reviewed by experts in the field. If you'd like to be considered for a flash talk, please specify in your email to [inequality.research.workshop@gmail.com](mailto:inequality.research.workshop@gmail.com) that you would like the research project you are describing should be considered for a flash talk.

Thanks to generous funding from the Tobin Project, we are also able to provide several small travel grants for attendees who otherwise would not be able to make it. If you would require financial assistance, please specify this in the email you send to [inequality.research.workshop@gmail.com](mailto:inequality.research.workshop@gmail.com) with a brief explanation and overview of funding required.

We are looking forward to welcoming you in Montreal! If you have any questions or comments, please do not hesitate to let us know.

---

Society for Consumer Psychology Conference, 2020 Annual Conference, Huntington Beach, California

Conference Co-chairs: Selin A. Malkoc, The Ohio State University, and Suzanne B. Shu, UCLA

Conference Information Website: [\[link\]](#)

The Society for Consumer Psychology (SCP) will be holding its Annual Winter Conference from March 5 - March 7, 2020 at the Hyatt Regency Hotel located on the waterfront in beautiful Huntington Beach California. The Society for Consumer Psychology conference provides opportunities for a high level of interaction among participants interested in consumer research and in advancing the discipline of consumer psychology in a global society, and includes research topics of interest to SJDM members and researchers.

We are seeking proposals for individual papers, symposia, and working papers for presentation at the conference. We encourage a diverse set of ideas and approaches to consumer psychology. We also welcome diverse methodologies, including experimental research, survey research, conceptual and/or theoretical developments, or other methods relevant to the study of consumer psychology.

#### CONFERENCE THEME: CONSUMER RELEVANCE BEYOND MARKETING

Study of consumer psychology is broad and extends beyond a consumer buying a product from a store. Indeed, theories of consumer psychology are relevant to and can inform our interactions with technology, our political attitudes and choices, our environmental actions, our health decisions, and our financial behaviors. Consumer behaviors outside the commercial marketplace are all affected by the same behavioral drivers as purchasing and consumption decisions are.

For this year's SCP, we seek to encourage this broader view of consumer psychology. Sessions and papers that look at consumer actions beyond the traditional marketplace are welcome, including but not limited to political, health, financial, technology, financial, and environmental sustainability domains. We believe that consumer behavior researchers have important contributions to make in these wider spaces where consumers spend their everyday lives.

#### SUBMISSION GUIDELINES

Please see the full Call for Papers at [\[this link\]](#) for details on how to submit symposia, individual papers, and working papers. All submissions are due by Friday, August 30, 2019.

As in recent years, there will be a day-long doctoral symposium immediately before the main conference, that is, on Thursday, March 5, 2020. The event will be co-chaired by Jennifer Escalas (Vanderbilt University, [jennifer.escalas at owen.vanderbilt.edu](mailto:jennifer.escalas@owen.vanderbilt.edu)) and Laura Peracchio (University of Wisconsin - Milwaukee, [lperacch at uwm.edu](mailto:lperacch@uwm.edu)) and will be open to all doctoral students and postdoctoral fellows. There will also be a networking social event on the evening of the last day of the conference (Saturday, March 7). Joe Goodman (The Ohio State University) and Franklin Shaddy (UCLA) are planning an unforgettable party. It is an event that you will not want to miss - remember, we're at the beach!

The conference hotel is The Hyatt Regency Hotel, Huntington Beach, California. It is a stunning resort, right on the beach and within a mile of all main attractions/restaurants.

SCP will have a block of rooms reserved at special conference rates. To book a room online, go to: [\[this link\]](#).

---

## 4 Jobs

The Yale School of Management seeks applicants for a tenured Professor of Marketing faculty position.

Applicants must hold a Ph.D. or equivalent degree in Marketing or a directly related field and have at least eight years of experience as a faculty member at a top-tier college or university. Business school experience is preferred. We are interested in research that is behavioral or quantitative in focus. The selected candidate must be highly accomplished, well-published, and highly respected in their field. The candidate hired for this position will be expected to continue conducting and publishing their research and will teach graduate-and/or PhD-level courses and advise and mentor students. Appointment terms This is a full-time, tenured faculty position located at the Yale School of Management in New Haven, Connecticut. Appointments will be made for the 2019-2020 fiscal year, beginning July 1, 2020.

To Apply, applicants should submit a cover letter, curriculum vitae, and samples of their research for initial screening to [\[this link\]](#). A research statement and teaching evaluations are optional. Qualified candidates being considered for the position will be contacted for additional materials, including references. Review of applications will begin immediately and will continue until the position has been filled.

Yale University is an Affirmative Action/Equal Opportunity employer. Yale values diversity among its students, staff, and faculty and strongly welcomes applications from women, persons with disabilities, protected veterans, and underrepresented minorities.

---

The College of Business at Oregon State University invites applications for one full-time (1.0 FTE), nine-month, tenure-track professor position with open-rank (Full, Associate, or Assistant Professor) to begin September 16, 2020. Duties include teaching undergraduate and graduate classes, developing a research program, and providing service to the school, college, and university. Salary is competitive and commensurate with education and experience. Employee benefits are excellent.

**POSITION QUALIFICATIONS:** For those applying to join the University as an Assistant Professor, a doctorate with an emphasis in marketing from an AACSB accredited school by the employment start date is required, as well as evidence of, or potential and motivation for, research excellence and scholarly publication in top marketing journals.

Applicants seeking to join the University as an Associate or Full Professor must currently hold a similar rank with tenure. Minimum requirements include a Ph.D. with an emphasis in marketing from an AACSB accredited school and evidence of research excellence and scholarly publication in top marketing journals.

For all ranks, recent teaching experience and expertise in any area of marketing will be considered (with a preference for marketing analytics, marketing research, digital marketing, marketing strategy, and/or sales/personal selling). Finally, collegiality and a demonstrable commitment to promoting and enhancing diversity are required. Preferred qualifications include demonstrated ability in teaching at the university level, and demonstrated ability to collaborate in scholarly pursuits with colleagues located both locally and remotely.

**ABOUT THE SCHOOL:** Oregon State University is on the quarter system. Research-active faculty members typically teach for two 10-week quarters of a three quarter academic year with the other quarter being designated as a research quarter. The campus is in Corvallis, OR, a community oriented college town in the beautiful Willamette Valley - with easy access to the recreational opportunities in the mountains and stunning ocean beaches. The College of Business moved into a new building in September 2014 and provides access to a dedicated research space and subject pool.

The College of Business has committed to being recognized as a national model of inclusivity and collaboration as evidenced by, among other features, a community of faculty, students, and staff that is increasingly more inclusive, collaborative, diverse, and centered on student success. As such, we seek applicants who will broaden our capacity to advance student success across individual identities, racial/ethnic categories, and socioeconomic backgrounds.

**POSITION DETAILS:** To be considered for appointment at the associate or full rank, a candidate must have sufficient experience and qualifications to qualify for promotion according to University guidelines, including a demonstrated record of research of acceptable dimension that works toward distinction in scholarship. To be assured full consideration, applications must be received by August 8, 2019. Review of applications will begin immediately and will continue until the position is filled or by closing date of December 31, 2019, whichever comes first. Apply online at [\[this link\]](#) with a letter of interest; curriculum vita; two-page statement of research and teaching interests with a brief teaching philosophy; names and contact information for three professional references; and one-page statement outlining how your experience, education, and/or training will help us build a more inclusive, collaborative,

and diverse community. For more information about the position, please contact Colleen Bee at [colleen.bee@oregonstate.edu](mailto:colleen.bee@oregonstate.edu)

---

Full Professor of Marketing in a Digital Economy at Vienna University of Economics and Business (WU)

WU is currently inviting applications for the position of a Full Professor of Marketing in a Digital Economy at the Department of Marketing. Candidates are expected to have established an international reputation as a researcher in their field (with either a behavioral or quantitative focus). Depending on the candidates academic credentials, the employment contract can be concluded either as a permanent employment contract or as a fixed-term employment contract with the option of a permanent extension.

Please submit your application online via [\[this link\]](#) until August 14, 2019.

The new professor of Marketing in a Digital Economy will join the Department of Marketing. With its six institutes WUs Department of Marketing acts as a competence center for excellence in research and teaching in core marketing disciplines such as marketing management, international marketing, consumer behavior, service marketing & tourism, interactive marketing & social media and retailing. This concentration of resources is a major advantage for the university and contributes significantly to WUs institutional and international profile. Close cooperation with the business and marketing communities adds to the departments outstanding reputation. The new professor is expected to further increase both the academic reputation and expand <https://www.overleaf.com/project/5d34e62cff00d26341069e8e> the departments international network.

For details of the position, please contact Professor Nadia Abou Nabout, Head of Institute for Interactive Marketing & Social Media, by phone: +43-1-31336-4900, or email: [nadia.abounabout@wu.ac.at](mailto:nadia.abounabout@wu.ac.at).

---

University of California, Berkeley, Assistant Professor of Marketing, Haas School of Business

The Haas School of Business at the University of California, Berkeley invites applications for a tenure-track faculty position in the Marketing group. The Marketing group seeks to search broadly in both the behavioral and quantitative areas of marketing to identify suitable

candidates. We will be filling at least one position with an expected start date of July 1, 2020.

The Haas School is committed to recruiting the most diverse students, faculty, and staff which enhances our mission, community, and academic excellence. We seek to provide an inclusive environment where everyone is treated fairly and has equal access to opportunities, a commitment that lies at the heart of Berkeley's mission as a public university. Successful candidates for our faculty positions will demonstrate evidence of a commitment to advancing equity and inclusion.

**Basic qualifications:** Applicants must have a PhD (or equivalent international degree) or enrolled in a PhD (or equivalent international degree) granting program at the time of application.

**Preferred qualifications:** We are especially interested in applicants with a PhD in Marketing, or closely-related fields such as Economics and Psychology. We prefer applicants who currently have a PhD or who have advanced to PhD candidacy and will complete the doctoral degree or equivalent degree within six months of the start date.

To apply: [\[link\]](#)

Applications will be accepted through September 16, 2019

---

The Haskayne School of Business at the University of Calgary invites applications for a tenure track appointment in Marketing at the rank of Assistant Professor, starting in July 2020.

Key requirements for the positions include:

- A PhD in Marketing or a closely related field is required at the time of appointment.
- Ability to publish in top-tier marketing journals.
- Research and teaching interests in marketing analytics, digital marketing, marketing strategy, and closely related topics.
- Evidence of effective teaching at the university level.
- Willingness to provide service to the university and to interact with the business community.

Key expectations for the position include:

- Research and knowledge dissemination.
- Securing research funding.
- Teaching at the graduate and undergraduate levels.
- Working with colleagues on interdisciplinary research initiatives, programme development and implementation.
- Engagement with local, national and international professional and other communities.

The normal teaching load in the Haskayne School of Business is two courses per semester (four per year). A reduced teaching load may be negotiated in the first years. Research support will be offered to all new hires.

Accredited by AACSB International, the Haskayne School of is a progressive and innovative business school. Our mission is to create and communicate knowledge of critical significance; while contributing to the development of our students as leaders of moral character with professional ability equal to the best in their field. With 3,000 full and part-time students currently enrolled in bachelor's, master's, PhD and executive education programs, the business school boasts more than 18,000 alumni in 60 countries around the globe.

Interested individuals are encouraged to submit an application online here (<https://careers.ucalgary.ca/jobs/assistant-professor-marketing-haskayne-school-of-business>). Please be aware that the application process allows for only four attachments. Your four application attachments should be organized to contain the following (which may require you to merge documents, such as publications):

- curriculum vitae, including the names of three referees
- research statement
- teaching statement
- one sample manuscript

For more information, please email [mktgreclruiting@haskayne.ucalgary.ca](mailto:mktgreclruiting@haskayne.ucalgary.ca)

The closing date for applications is August 11, 2019.

---

The Rotman School of Management at the University of Toronto invites applications for two full-time tenure-stream appointments in Marketing, one specializing in Behavioural Research and the other specializing in Empirical Quantitative Research. The appointments will be at the rank of Assistant Professor and will commence July 1, 2020, or shortly thereafter.

Applicants for these positions must have earned a Ph.D. in Marketing or a related discipline by the date of appointment or shortly thereafter, with a demonstrated record of excellence in research and a demonstrated commitment to excellence in teaching. In addition, applicants for each position must have a demonstrated strong theoretical and methodological background in the relevant area of specialization, as well as the demonstrated ability to apply this knowledge to important questions and issues in Marketing.

We seek candidates whose research and teaching interests complement and strengthen our existing Marketing Area strengths [\[link\]](#) in behavioral and quantitative marketing research. The Rotman School has a strong research oriented faculty that is supportive of serious scholarship and committed to the professional development of its faculty. The Marketing Area also has close ties with the departments of Psychology, Statistics and Economics. The successful candidate will be expected to pursue innovative and independent research at the highest international level, and to establish an outstanding, competitive, externally-funded, research program leading to publications in top-ranked journals in Marketing and cognate disciplines. Examples of appropriate target journals in Marketing include the Journal of Consumer Research, the Journal of Marketing Research, Marketing Science, Management Science, and the Journal of Marketing.

Candidates must provide evidence of research excellence as demonstrated by the submitted research statement and either a record of publications in top-ranked journals, such as those listed above, or a job market paper and other work in progress that meet high international standards. Other evidence of research excellence may include presentations at significant conferences or invited seminars, and research awards and accolades. Strong letters of recommendation from referees of high standing are also required.

The successful candidate will also have a strong commitment to excellence in teaching at both the undergraduate and graduate level and to graduate student training and supervision. A commitment to excellence in teaching will be demonstrated through the statement of teaching philosophy, teaching accomplishments, and evidence of superior performance in teaching-related activities (such as performance as a teaching assistant or course instructor, experience leading successful workshops or seminars, student mentorship, or excellent conference posters or presentations), as well as strong letters of reference, and strong performance during the on-campus presentation for short-listed candidates.

The University of Toronto is Canada's largest university and has an international research reputation. The Rotman School operates an undergraduate Commerce program, a Graduate

Diploma in Professional Accounting, a full-time, part-time and executive MBA program, a Master of Finance, a Master of Financial Risk Management, and a Ph.D. program. The School is situated in the heart of Canada's corporate and financial centre, and the world's most diverse city. Rotman's core values reflect this diversity and, as such, we have a preference for candidates with demonstrated experience and interest in promoting a diverse and inclusive research and teaching environment. For more information about the Rotman School and its core values, please visit: [\[this link\]](#)

Salaries are competitive and commensurate with qualifications and experience. All qualified candidates are invited to apply online by clicking the link below. No paper applications or supporting documents will be accepted. Applicants must submit a cover letter, current curriculum vitae, research statement, job market paper, up to three sample publications or working papers, and a teaching dossier to include a statement of teaching philosophy, and other teaching materials showing evidence of excellent performance in teaching related activities as listed above.

Please note: Submission guidelines can be found at: [\[link\]](#)

Applicants must arrange to have three letters of reference (on letterhead, signed and scanned) sent directly via email by the writers to:

Nitin Mehta

Area Coordinator and Chair Recruiting Committee Marketing

Rotman School of Management

University of Toronto

Email: [marketing.recruiting@rotman.utoronto.ca](mailto:marketing.recruiting@rotman.utoronto.ca)

All application materials, including reference letters, must be received online by August 19, 2019.

---

HARVARD UNIVERSITY. The Department of Psychology anticipates making a tenure-track appointment at the assistant professor level to begin July 1, 2020.

We seek candidates with expertise in social psychology, broadly defined. The appointment is expected to begin on July 1, 2020. Candidates at all levels are encouraged to apply.

Candidates must have a strong doctoral record and have completed their Ph.D. Candidates should have demonstrated a promise of excellence in both research and teaching. Teaching duties will include offerings at both undergraduate and graduate levels.

Please submit a cover letter, curriculum vitae, research and teaching statements, up to three representative reprints, and names and contact information of three to five references. Also required is a statement describing efforts to encourage diversity, inclusion, and belonging, including past, current, and anticipated future contributions in these areas. In addition, please arrange for three letters of recommendation to be submitted to [\[this link\]](#). The application will be complete only when all three letters have been submitted.

Questions regarding this position can be addressed to Joshua Greene at [jgreene@wjh.harvard.edu](mailto:jgreene@wjh.harvard.edu) with the words Social Search in the subject line. Applications must be received by September 1, 2019 to be guaranteed review. Applications will be reviewed until the position is filled. We expect to conduct interviews in October and November.

We are an equal opportunity employer and all qualified applicants will receive consideration for employment without regard to race, color, religion, sex, national origin, disability status, protected veteran status, gender identity, sexual orientation, pregnancy and pregnancy-related conditions or any other characteristic protected by law.

---

The Hebrew University's School of Public Policy and Government [\[link\]](#) is recruiting for an open-rank tenure-track position in public policy.

Applications are due by 31st of October 2019. Check out our call at [\[link\]](#) and get in touch if you have any queries.

---

Institute of Experimental Psychology (Center of Social and Psychological Sciences, Slovak Academy of Sciences) in Bratislava, Slovakia is looking to hire 1 to 2 research fellows for a three-year contract. The Institute of Experimental Psychology is an organization specializing in research of cognitive and emotional processes. Its main focus lies with basic research of cognitive and emotional processes in the social context and its main aim is to contribute to the understanding of cognitive and emotional processes in everyday human life. Responsibilities include collaborating on existing projects with an opportunity to apply for a research grant. The position may be particularly beneficial for those individuals who have done graduate

work in a psychology department but all applicants who demonstrate strong promise are encouraged to apply, regardless of educational background.

Candidates should have completed their Ph.D. either by the time of application or by September 2019 and must demonstrate strong potential in both research and publishing.

Key requirements for the positions include: A Ph.D. in psychology or a closely related field is required at the time of appointment; Ability to publish in relevant international journals; Research and teaching interests in cognitive psychology (judgment and reasoning, cognitive biases, unfounded beliefs), social psychology, personality and well-being, and other related topics; Willingness to provide service to the scientific community.

We offer creative work in stimulating research institute, no teaching, flexible time schedule and the possibility of professional growth.

Please send a CV, statement of interest (two pages max), 2 papers (published or unpublished), and arrange to have at least 2 reference emails sent, to the Head of the Institute of Experimental Psychology: peter.halama at savba.sk. Materials will be evaluated on a rolling basis. Applications submitted by September 30, 2019, will be given full consideration and invited for an interview.

---

Job Opening in Business Analytics Centre for Decision Research, Leeds University Business School, UK

The Faculty of Business at the University of Leeds is inviting applications for a Teaching Fellow in Business Analytics (fixed term, 2 years) working in the Centre for Decision Research. This post is intended to deepen the Centre's capability in business analytics, where we have a successful MSc in Business Analytics and Decision Sciences.

The Centre for Decision Research was founded in 1996 and has grown into a leading research centre, covering analytical and psychological aspects of decision making. Our research builds on basic and applied approaches to understand and support real-world decisions. The Centre hosts regular research meetings and seminars that are attended by researchers from across the university. The Centre additionally maintains active international interdisciplinary research collaborations, and regularly hosts international visitors. Information about the Centre for Decision Research can be found on its [homepage](#)

Details of the post can be found [here](#)

Closing date for applications: Friday 9th August 2019

Informal enquiries may be made to Professor Barbara Summers, email bs at lubs.leeds.ac.uk

---

PostDoc in Behavioral Science (Research focus: interpersonal and intergroup conflict and cooperation) Copenhagen Personality and Social Psychology (CoPSY) research group of the University of Copenhagen, Department of Psychology.

Deadline for applications: September 15, 2019 [\[link\]](#)

---

The Winton Centre for Risk and Evidence Communication is looking for a postdoctoral researcher to join the Centre as part of the European RISE project to help communicate seismic risk across Europe. This position will suit someone who enjoys employing a rigorous methodology to develop evidence-based tools of immediate practical benefit. The ideal candidate will likely have a PhD in psychology or a closely related discipline, and a background in risk communication (especially in the context of natural hazards or other low-probability, high-impact events) would be very advantageous. The role holder will be expected to plan and manage their own research programme and to work with diverse stakeholders. The Winton Centre is committed to the highest standards of academic research, both in terms of replicability and reproducibility, and in Open Science practices.

The job description, and details of how to apply are available at: [\[link\]](#)

For academic enquiries, please contact Dr. Alexandra Freeman (alex.freeman at maths.cam.ac.uk) or Dr Sander van der Linden ( sander.vanderlinden at psychol.cam.ac.uk)

---

Behavioral Scientist, Morningstar [\[link\]](#)

The Group: On the Behavioral Insights Team, we conduct original research about financial behavior to help people save and invest their money more effectively. We study what works, and what doesn't, and publicize the results broadly.

The Role: Understand the behavior challenges of retirement - especially decumulation - and develop behavioral interventions to help retirees live with comfort and dignity. Morningstar is looking for an applied behavioral scientist, to help retirees and those nearing retirement

live well. Much of the research in the field has focused on accumulation (encouraging saving); this role will look at the challenges people face before and during retirement, beyond simply saving. For example, a significant portion of retirees don't spend down their assets: likely because of fear of unpredictable expenses and life-long habits of saving.

In this role, you'll conduct original research on retirement behavior: both to understand potential challenges, field test potential solutions, and share your results via publications and software solutions. You'll work alongside like-minded behavioralists and with leading academics from around the country. This position is based in our Chicago office.

### Responsibilities

- Lead our retirement-focused research initiatives: developing our strategy to use behavioral finance, and financial decision-making research more broadly, to help retirees and those nearing retirement with their finances.
- Conduct original research on retirement behavior: on issues of decumulation, bequests, risk tolerance, the role of potential cognitive impairments, and more.
- Design, execute, and analyze large-scale randomized control trials to test your ideas (Morningstar interacts with millions of individuals and their advisors).
- Work with the marketing, product, and research teams to identify and solve pressing questions around retirement behavior, and then put those answers into practice in our products.
- Coordinate with our Behavioral Science Advisory Board - amazing and thoughtful researchers from around the country - to develop new interventions, and measure their real-life impact.
- Publicize your results - in the media, papers, and at conferences.

### Requirements

- A PhD (or a Masters with appropriate professional experience) in the behavioral sciences, especially behavioral economics or finance.
- CFA, CFP, or similar designations are a plus.
- Professional experience applying behavioral interventions to retirement issues is ideal.
- Demonstrated ability writing about behavioral research for a general audience.
- Experience and enjoyment in public speaking.
- At least two years of experience using Python, R, STATA, SQL or Matlab to analyze complex datasets (academics: yes, GRAs count).

- Independent, creative thinker with a strong interest in investing.

Morningstar is an equal opportunity employer.

---

The MIT Sloan School of Management invites applications for a tenure-track faculty position in the marketing group with a behavioral focus, beginning July 1, 2020 or as soon thereafter as possible. Candidates should either possess or be near the completion of a PhD by the start of employment, with strong research and teaching potential, in a discipline relevant to consumer behavior, such as marketing/management, behavioral/experimental economics, social psychology, cognitive science, or the information/computer sciences. Teaching is an integral part of the position. Faculty responsibilities include teaching undergraduate, graduate, and executive level courses and conducting research in the area of behavioral marketing. The MIT marketing group draws on a variety of disciplines and the candidate should work well with researchers in these disciplines. The MIT Sloan School is actively soliciting women and minority candidates, though all qualified applicants will be considered for this position.

Applications must include a cover letter, up-to-date curriculum vitae; three letters of recommendation; a brief statement of objectives and aspirations in research and education; at least one (but not more than three) representative research papers; and information about teaching experience.

Please submit your application by July 21, 2019 at: [\[link\]](#)

MIT is an equal opportunity employer committed to building a culturally diverse intellectual community and strongly encourages applications from women and minorities.

---

The Consumer Financial Protection Bureau (CFPB) will be at the 2019 Summer AMA meeting as part of its efforts to hire one or more Research Scientists with a background in Marketing, Psychology or other social science. The Office of Research is an interdisciplinary group of decision scientists and economists who study a wide range of topics, including consumer decision-making, household financial choices, and markets for consumer financial products and services. Research Scientists conduct policy-relevant research to advance the Bureau's understanding of consumer decision-making and enhance the Bureau's evidence base for policy development, regulations, consumer education and engagement and other areas in support of the Bureau's mission.

We are seeking motivated candidates who will thrive in a collaborative, mission-focused work environment. Candidates should possess a strong research focus as well as an interest in working with interdisciplinary teams of researchers, industry practitioners, and attorneys. Candidates who expect to complete their PhD in 2019 or 2020 are encouraged to apply.

Individuals seeking informational interviews at the 2019 Summer AMA Academic Conference should submit a cover letter, CV, research paper, and three letters of recommendation to CFPB\_ResearchScientist\_Recruiting at cfpb.gov by July 21st. Questions about the submission of materials can also be sent to the same address.

Official posting announcements will be made on [www.usajobs.gov](http://www.usajobs.gov) at a later date.

Submitted material must include affirmation of U.S. citizenship. Minorities and women are encouraged to apply. The CFPB is an equal opportunity employer.

Application Requirements: CV, Letters of Reference, Job Market Paper, Cover Letter

---

Assistant Professor (tenure-track) positions in the Department of Economics and Business, at Pompeu Fabra University, Barcelona.

Pompeu Fabra University (UPF), Barcelona, seeks to hire new faculty members to begin Fall 2020. We encourage applications from candidates of any Business and Management field, such as Strategy, Entrepreneurship, Organizational Behavior, Marketing, Judgment and Decision Making, Organizational Economics, Accounting, Human Resource Management, Operations Management, and Operations Research, including those with interdisciplinary profiles. We seek productive researchers with a strong disciplinary training who have the potential to become leading scholars in their fields of research.

The UPF Department of Economics and Business is one of the leading research centers in Europe and has consistently ranked in the top ten departments in Europe in terms of publications and success in highly competitive international grant competitions such as ERC grants [\[this link\]](#). The UPF faculty has a very strong research orientation and its members are regular contributors to the top journals in their fields such as Management Science, Organization Science, Strategic Management Journal, the Proceedings of the Academy of Sciences of the USA, Psychological Review, Psychological Science, among many other leading management, business, finance and economics journals. Please go to [\[this link\]](#) for more information about faculty, research and publications.

Internal research funding is generous. UPF also has an efficient behavioral laboratory with 28 interconnected workstations and a large subject pool [\[link\]](#). The university provides great flexibility to accommodate the candidates' teaching preferences.

The vibrant intellectual environment at UPF is organized around a variety of weekly research seminars in the areas of Management and Organizations, Accounting, Behavioral Decision Making, Microeconomics, Macroeconomics, Applied Economics, Industrial Organization, Finance, Statistics, Marketing and Operations Research, and Economic and Business History.

The official language of the department is English. Classes are taught in English, Spanish and Catalan.

The deadline for complete applications in Management and Business is October 15, 2019; for Marketing it is September 15, 2019. For instructions, please consult [\[this link\]](#). The application package should include a current CV, representative research papers, statements of research and teaching interests, and three letters of recommendation.

We are interviewing at the Academy of Management in Boston. If you are interested in an interview or if you have questions about the position at UPF, please send your CV to Mircea Epure (Mircea.Epure at upf.edu) and Gert Cornelissen (gert.cornelissen at upf.edu) by July 20, 2019. If you have questions about the logistics of submitting your application, please contact recruiting.econ at upf.edu.

---

The Behavioral Insights Team (BIT) is a leading social impact consulting organization bringing evidence-based policy making to governments and nonprofits across the world. BIT is looking to recruit 1 Principal Advisor to start in its office in Brooklyn, New York. Principal Advisors typically hold Masters degrees or PhDs, along with at least five to seven years of professional experience, although we are open to candidates with a range of backgrounds.

To apply, please use the following link, which will take you to our Applied platform.

Principal Advisor, Domestic - July 26 [\[link\]](#)

If you are not interested in applying, we welcome your suggestions for others who might be a good fit, and feel free to forward them this information.

## 5 Online Resources

---

**SJDM Web site** [www.sjdm.org](http://www.sjdm.org)

**Judgment and Decision Making** – The SJDM journal, entirely free and online [journal.sjdm.org](http://journal.sjdm.org)

**SJDM Newsletter** – Current and archive copies of this newsletter [www.sjdm.org/newsletters](http://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](http://www.decisionsciencenews.com)

**Decision Science News by email** – One email per week, easy unsubscribe. [DSN by email](#)

---