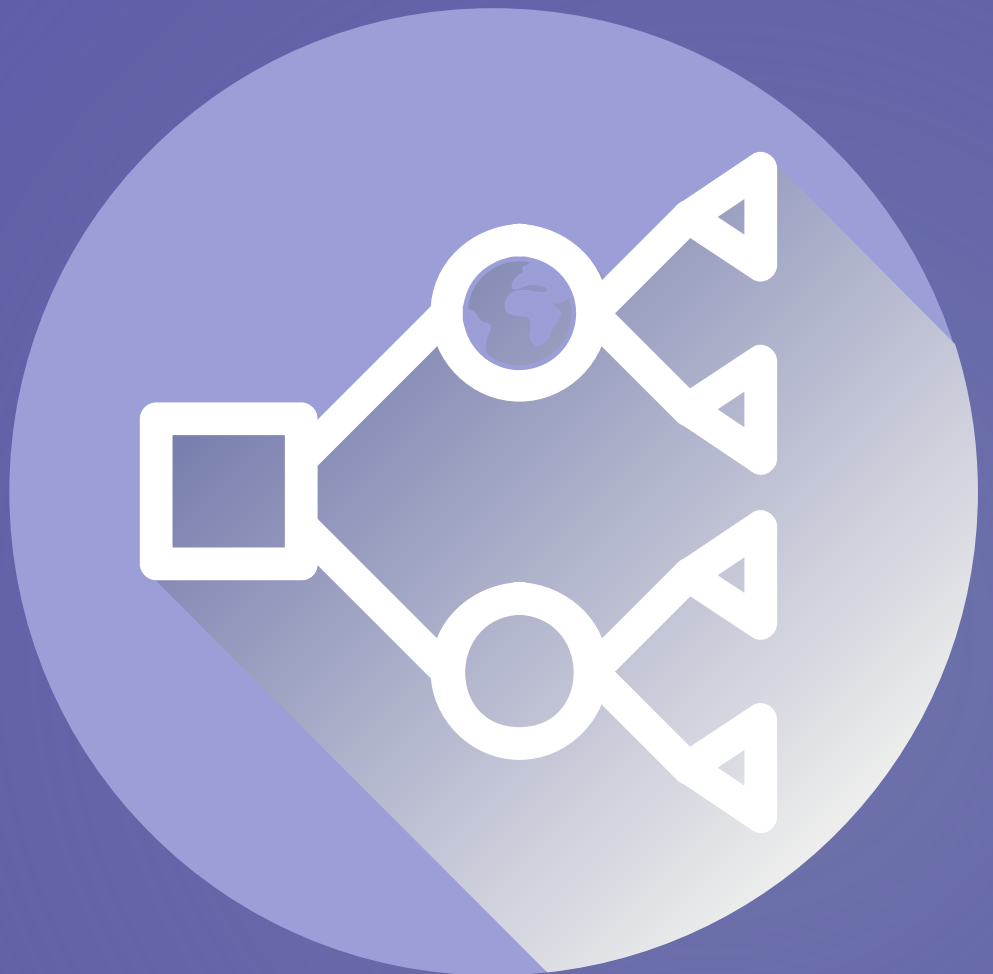
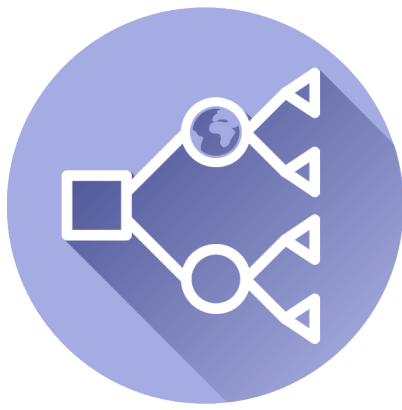


Society for

# JUDGMENT AND DECISION MAKING

Newsletter





# **SOCIETY FOR JUDGMENT AND DECISION MAKING**

Society for Judgment and Decision Making Newsletter

Volume 45, Number 2, June 2026

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# Executive Board 2025–2026

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Name	Title
Jennifer Trueblood	President
Don Moore	Past President
Uri Simonsohn	President Elect
Leif Nelson	Elected Member 2024-26
Ayelet Gneezy	Elected Member 2025-27
Jack Soll	Elected Member 2026-28
Bud Fennema	Secretary-Treasurer
David J. Hardisty	Webmaster
Jon Baron	Journal Editor
Dan Goldstein	Newsletter Editor
Berkeley Dietvorst	Program Chair 2026
Eitan Rude	Student Representative 2026

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# Masthead

SJDM Newsletter Editor

Dan Goldstein

Microsoft Research

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The SJDM Newsletter, published electronically four times a year, 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 newsletter editor's discretion. The current charge is \$250 per page. Contact the newsletter editor for details.

*Address Corrections:* Please keep your mailing and/or email address current. Address changes or corrections should be sent to the Secretary/Treasurer.

*Society membership:* Requests for information concerning membership in the Society for Judgment and Decision Making should be sent to the Secretary/Treasurer.

# SJDM Featured Research Papers

- Maimone, Giulia, & Craig R. M. McKenzie (2026). Whoever is Not With Me is Against Me: The ‘Moderate as Out-Group’ Effect. *Journal of Experimental Psychology: General*. [https://doi.org/10.31234/osf.io/vgjs4\\_v1](https://doi.org/10.31234/osf.io/vgjs4_v1)
  - What we love about this paper is its insights into the psychological origins of political polarization. Openness enhances credibility.
- Park, Alexander B., Yanyi Leng, Fausto J. Gonzalez, Jared Watson, Francesca Valsesia, and Cynthia Cryder (in press). Consumers Prefer that Corporations Donate Periodically. *Journal of Marketing Research*. <https://journals.sagepub.com/doi/10.1177/00222437261423538>
  - What we love about this paper is its simple, clear conclusion, mixed methods, large sample sizes, and exemplary openness.
- Su, YH., Shenhav, A. (2026). Rejection-based choices discourage people from opting out of voting. *Nature Communications*, 17, 1768. <https://doi.org/10.1038/s41467-026-68472-7>
  - What we love about this paper is its simple psychological explanation for voter alienation.
- Zhang, G., Walatka, R., Chen, S., Urminsky, O., Fernandez, K., Low, A., Bogard, J., & Fox, C. R. (2026). Estimating the threat of AI-agent responding across online survey platforms. [https://osf.io/preprints/psyarxiv/xcg26\\_v1/](https://osf.io/preprints/psyarxiv/xcg26_v1/) [https://osf.io/preprints/psyarxiv/xcg26\\_v1](https://osf.io/preprints/psyarxiv/xcg26_v1)

- This paper provides some desperately-needed data on bot infiltration into online subject pools.
- Zhu, J., & Molnar, A. (2026). Blissful (A)Ignorance: Despite the widespread adoption of AI in communication, people do not suspect AI use in realistic contexts. *Computers in Human Behavior*, 180, 108929. <https://doi.org/10.1016/j.chb.2026.108929>
  - What we love about this paper is what it reveals about attributions we make about people who use AI. Openness enhances credibility.

SJDM’s list of Featured Research list includes featured articles each quarter. We will favor empirical research that employs rigorous open practices, including open access, preregistration, data, materials, and code. We intend to feature unpublished work and may conduct our own reviews to assess quality. We are unlikely to feature papers hidden behind journal paywalls.

We hope you will submit your papers [\[here\]](#), especially unpublished papers, for future consideration.

# Announcements

*Jon Baron (jonathanbaron7 at gmail.com) writes:*

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

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*Jennifer Trueblood (jstruebl at iu.edu) writes:*

I am writing to share information and resources regarding recent reports about proposed changes to the Social, Behavioral, and Economic Sciences (SBE) Directorate at the National Science Foundation. Recent updates indicate that NSF leadership has taken steps that could substantially diminish or dissolve the SBE Directorate, and that these developments are connected to the FY 2027 budget request.

This issue is especially important for our community. Over the years, the Decision, Risk and Management Sciences program has supported numerous members of SJDM and has played an important role in advancing research in judgment and decision making. More broadly, SBE has supported a substantial body of research relevant to our field. For those who would like to learn more, FABBS has posted an overview here: [\[link\]](#). FABBS has also assembled additional talking points and resources for communicating with Congress here: [\[link\]](#)

These materials include SBE-specific talking points and other practical resources for those who wish to explore the issue further.

For more information, see:

<https://sjdm.org/pipermail/jdm-society/2026-April/010549.html>

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*Claudia Gonzalez-Vallejo (clagonza at nsf.gov) writes:*

The U.S. National Science Foundation (NSF) will soon issue vacancy announcements that may be of particular interest to early-career scientists and engineers. The agency seeks to recruit early-career scientists and engineers in the roles of science assistant and science/engineering analyst. These positions serve a crucial role in advancing the agency's mission.

Science assistants and analysts work with program directors to plan and analyze the program portfolios, identify emerging research areas, and manage the merit review of proposals. Both roles use data analysis to better understand the principal investigator community and the impact of current investments. Analysts also engage with the research community through outreach and other activities. NSF supports the professional development of assistants and analysts through interdisciplinary activities, training, and opportunities for independent research and collaboration.

These career opportunities will be listed on the NSF career webpage under current job openings. Applications must be submitted through USAJOBS. Each announcement will be open for a limited time, so early application is encouraged.

For more information, see:

<https://sjdm.org/pipermail/jdm-society/2026-May/010563.html>

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*Nicola Catenacci (akirapunk at gmail.com) writes:*

We are pleased to launch the Intrinsically Motivated and Open-ended Learning (IMOL) Online Seminar Series. IMOL research explores how learning systems can autonomously generate goals, acquire skills, and continually adapt through open-ended interactions with the environment. Inspired by mechanisms observed in humans and animals, such as intrinsic motivations and self-motivated behaviour, the field brings together ideas from AI, robotics, neuroscience, developmental psychology, and cognitive science.

The series will host leading scientists presenting recent advances and perspectives on IMOL themes and related topics.

We are honoured to announce that the first seminar in the series will be delivered by Professor Karl Friston (UCL, UK), who will present a talk entitled The Physics of Motivation the 17th of June 2026. More information about the talk, together with the online meeting link, is provided below.

The seminar series is organised by the IMOL Community, which also coordinates the IMOL workshop series and related initiatives. If you are interested in learning more about IMOL, or getting involved in the community, we encourage you to apply for membership ( [\[link\]](#)) and subscribe to the mailing list ( [\[link\]](#)).

For more information, see:

<https://sjdm.org/pipermail/jdm-society/2026-May/010569.html>

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*Joachim Vosgerau (jvosgerau at gmail.com) writes:*

The Society for Judgment and Decision Making is inviting submissions for the 2026 SJDM Best Paper Award. The purpose of this award is to encourage outstanding research in the area of judgment and decision making. Past winners are listed on the history page: [\[link\]](#).

Papers are eligible if they were published/in print during the 2023 calendar year, or if they were published online during the 2023 calendar year in the case of an online-only publication.

The winning paper will represent a novel and/or otherwise important contribution to the JDM literature that has promise for long-term influence in the field. All methodologies and research approaches will be considered as long as the topic of the paper is central to the study of judgment and decision making. Submissions will first be evaluated by a broad set of reviewers intended to be representative of the SJDM membership with the final decision made by a committee appointed by the Society. To nominate a paper for the award, please submit: (1) the paper's citation, (2) a link to the paper, and (3) a short (500 word) paragraph that makes a compelling case for why the paper should be considered.

Nominations can be submitted at the form linked below, with the following guidelines:

- a) Each person may nominate up to three papers for the award each year. Self-nominations are encouraged, but we'd ask people to only submit one self-nomination per year.
- b) You must be an SJDM member to nominate a paper.
- c) Papers that are submitted for the Einhorn Award cannot simultaneously be considered for the Best Paper Award. We ask you not to nominate a paper that you know has been submitted for the Einhorn Award this year. However, if you are not sure whether a paper has been submitted for the Einhorn Award this year, you can nominate it for the Best Paper Award, and the committee will remove from consideration any papers that were also submitted for the Einhorn.
- d) To be considered, submissions must be received no later than June 16 2026 (11:59 PM, Pacific Time).

The committee aims to inform the authors of the winning paper by October 31. The award will be announced at the annual meeting of the Society for Judgment and Decision Making, and also announced online. Enter nominations at the following survey link (SJDM member login required): [\[link\]](#)

For more information, see:

<https://sjdm.org/pipermail/jdm-society/2026-May/010572.html>

# Jobs

## Professorship in Marketing at the Indian School of Business

The Indian School of Business (ISB) invites applications for multiple full-time tenure-track faculty positions at all levels (Assistant, Associate, and Full Professor) in all areas of Marketing (consumer behavior, marketing strategy, quantitative and analytical modeling) for appointments starting in the 2027-2028 academic year.

Applicants must hold a PhD in marketing or a related field (completed by the start of the appointment to the position) from a reputed institution, possess excellent research and teaching skills, demonstrate the ability to produce high-level scholarly work, and show potential to become outstanding teachers. Applicants for senior faculty positions should have an extensive publication record in top-tier refereed journals and a proven track record of successfully mentoring junior faculty and PhD students.

ISB follows a tenure system similar to the top schools in the United States. The compensation and teaching loads are extremely competitive (typically, faculty complete their teaching requirements in one-two terms where a term is around 6 weeks). Research support at ISB includes excellent infrastructure, research funding, and research assistance that are comparable to the best business schools in the world.

Interested candidates can submit their applications on Interfolio: [\[link\]](#).

- Application deadline - June 30, 2026
- Notification about Round 1 interviews - July 10, 2026
- Round 1 (virtual) interviews - End of July / first week of August
- Campus visits - Last week of August / first week of September

Please direct any recruitment-related queries to Pranav Jindal (Pranav\_Jindal at ISB.edu).

For more information, see:

<https://sjdm.org/pipermail/jdm-society/2026-May/010561.html>

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Postdoc at Michigan Technological University

Michigan Technological University is seeking a Postdoctoral Scholar for our Psychology and Human Factors department. The new post-doc will work in the Applied Decision Science Lab [\[link\]](#) and will support a large Multi-University Research Initiative to study and model variability judgment and decision making (i.e. noise). The scholar must be ready to conduct research including laboratory studies and simulations, assist in constructing computational cognitive models, conduct literature reviews and manuscript preparation and submission.

Reviews will begin in July and continue until filled. For any additional information or questions, please contact Jason Harman (jharman at mtu.edu). To apply: [\[link\]](#)

For more information, see:

<https://sjdm.org/pipermail/jdm-society/2026-May/010568.html>

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Tenure Track Position in Marketing and Behavioural Science at the University of British Columbia

The Marketing and Behavioural Science Division of the Sauder School of Business at the University of British Columbia (Vancouver Campus), Canada, invites applications for two tenure-track faculty positions in the areas of consumer behaviour and quantitative marketing. Preference will be given to applicants at the Assistant Professor rank.

Applicants must have a record of research commensurate with the position. Candidates should demonstrate excellence to conduct high-quality research in marketing. Entry-level candidates should be very close to completing or have completed a Ph.D. in Marketing,

Statistics, Economics, Psychology, Computer Science, or a related field. Candidates should demonstrate experience or aptitude in teaching. More information about the Marketing and Behavioural Science Division can be found on its website at: [\[link\]](#). Applications should be sent via email to marketing at sauder.ubc.ca. Please submit your complete application before 5 p.m. Pacific Daylight Time on July 6th , 2026.

Applications should include: 1. A cover letter that summarizes your research, teaching, service, and/or other relevant information. Equity, diversity, and inclusion (EDI) are important components of the UBC Sauder culture. Please include any experiences you wish to share regarding equity, diversity, and inclusion in your cover letter and comment on your ability to work with a culturally diverse student body (giving specific examples where possible). 2. A curriculum vitae 3. Research papers (recently published research papers or current working papers) 4. Teaching dossier or record of teaching effectiveness, if applicable 5. Three letters of reference (these may be included as part of the application package or may be submitted separately by the letter writers to ensure confidentiality).

Subject to budgetary approval, the positions will start on July 1, 2027. The expected salary for this position ranges from \$20,000-\$25,000 monthly. Information regarding hiring is available on our website at: [\[link\]](#)

For more information, see:

<https://sjdm.org/pipermail/jdm-society/2026-May/010573.html>

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Postdoc at Carnegie Mellon University's Dietrich College

Carnegie Mellon University's Dietrich College is searching for a Postdoctoral Fellow to join their team. This is an exciting opportunity for someone who thrives in an interesting and challenging work environment. You will contribute to the department by providing support by leading the development of a new behavioral data-collection enterprise, including the design and implementation of its operational, technical, and organizational components. [\[link\]](#)

Earliest start date is July 1, but we can push into August or even early September for the

right candidate. We are especially interested in a fellow who has interest in entrepreneurship and commercialization.

For more information, see:

<https://sjdm.org/pipermail/jdm-society/2026-May/010570.html>

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### Faculty Positions in Marketing at ESSEC Business School

ESSEC Business School invites applications for two open-rank tenure-track faculty positions in Marketing, with particular interest in candidates specializing in Consumer Behaviour/JDM or Analytics/AI.

Our Marketing Department is a highly international and research-active group whose faculty regularly publish in leading journals including Journal of Consumer Research, Journal of Marketing, Journal of Marketing Research, Management Science, Marketing Science, Journal of Consumer Psychology, and Psychological Science. We teach across the BBA, Master in Management, MBA, Executive MBA, Executive Education, and PhD programs.

The positions are based at the ESSEC Cergy campus (Greater Paris area), with a preferred start date of September 2027, although some flexibility is possible depending on the candidate's circumstances.

Interested candidates can send their application electronically to mkg-recruit at essec.edu with a cover letter indicating their motivation, an updated CV, and some examples of published articles or working papers. If appropriate, the package should include reference letters sent separately to the same email address, clearly indicating the candidate's name. Please indicate in your letter if the application should be treated as confidential.

Review of applications will begin immediately and continue on a rolling basis, with priority given to applications received by the end of June 2026.

More information about the department: [\[link\]](#)

For more information, see:

<https://sjdm.org/pipermail/jdm-society/2026-May/010574.html>

# Conferences

2026 Behavioral Science and Policy Association Conference

Hear from leading voices including Robert Cialdini, Angela Duckworth, Baruch Fischhoff, Betsy Levy Paluck, Cass Sunstein, and Philip Tetlock, along with a wide range of additional speakers, and join more than 250 researchers, policymakers, and practitioners.

For the first time in six years, BSPA is back in person. Join the community at the Harvard Kennedy School, June 7-8, for a timely and urgent conversation: how can we make good decisions if we can't trust the information we rely on?

This year's theme: Strong Societies Need Good Information And the Stakes Have Never Been Higher

Join a unique gathering of behavioral scientists, policymakers, and practitioners exploring how better information, communication, and decision-making can strengthen societies.

This is a rare opportunity to engage directly with experts, exchange ideas, and be part of an important conversation shaping today's information landscape.

Don't miss your chance to be part of it—register now by clicking: [\[here\]](#)

See the full schedule and incredible lineup: [\[link\]](#)

For more information, see:

<https://sjdm.org/pipermail/jdm-society/2026-April/010550.html>

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We are pleased to announce the Call for Submissions for the 2026 Society for Judgment and Decision Making Conference!

This year's Annual Meeting of the Society for Judgment and Decision Making will be held in San Diego, CA, November 20-22 (Fri-Sun), 2026, at the Marriott Marquis San Diego Marina. We are once again holding our conference alongside the Psychonomic Society's annual meeting. All presentations will be held on-site, and all presenters should plan to be present in person.

The conference submission portal is now OPEN! The submission deadline is Tuesday, June 16 (11:59 pm Pacific Daylight Time). The submission portal for regular submissions is here: [\[link\]](#)

To help you prepare your submission, please review the submission guidelines linked here well in advance of the deadline: [\[link\]](#)

Special Sessions: As last year, we are again accepting proposals for workshops, tutorials, or panel discussions. This year, the special sessions will be held the afternoon of Friday, November 20. Special session submissions should be emailed to Program Chair Berkeley Dietvorst (Berkeley.Dietvorst at chicagobooth.edu) and should not be submitted through the online portal. The deadline for special session submissions is July 20, 2026. Note: individuals may present both in a regular session and a special session, but content must not overlap. Detailed submission instructions for special sessions are in the submission guidelines linked above.

Save the dates:

Submission deadline: June 16

SJDM Conference: November 20-22

The SJDM Program Committee Berkeley Dietvorst (Chair), Minah Jung, & Antonia Krefeld-Schwalb

- If you have questions, first please see the Submission Guidelines linked above and check if your question is answered there. Otherwise, technical questions can be addressed to David Hardisty (david.hardisty at sauder.ubc.ca), and all other questions can be addressed to the program chair, Berkeley Dietvorst (Berkeley.Dietvorst at chicagobooth.edu).

For more information, see:

<https://sjdm.org/pipermail/jdm-society/2026-May/010558.html>

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The 40th anniversary of the Behavioral Decision Research in Management (BDRM) conference is happening next month!

BDRM 2026 will be held this year at the Cornell Tech campus in New York City on June 15-17. The organizing committee has been working hard on our program and it's an exciting one! We received around 300 paper submissions for a program with only 112 full presentation slots so the quality of accepted papers is exceptional. Speakers will be coming from academia, industry, and government, from countries around the world. While the overall theme is behavioral research in management, our speakers come from a wide variety of disciplines, including behavioral economics, development economics, management & organizations, marketing, operations, accounting, and finance. There are also specialized mini-conferences on the afternoon of the final day that are specific to the disciplines of organizations & society and finance & economics. We hope you will join us!

Registration and travel information can be found at the conference website at [\[link\]](#). The program is available at [\[link\]](#). Since the conference location restricts us to only 300 registrants, we strongly encourage you to register as soon as possible to hold your spot at the conference. Early bird registration will close on May 30.

See you soon for BDRM 2026 at Cornell Tech in NYC!

BDRM Organizing Committee: Andrew Davis, Geoffrey Fisher, Emily Garbinsky, Xing Huang, David Huffman, Lawrence Jin, Collin Raymond, Kristi Rennekamp, Heather Schofield, Ovul Sezer, Suzanne Shu, and Brian White

For more information, see:

<https://sjdm.org/pipermail/jdm-society/2026-May/010567.html>

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# Online Resources

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Resource	Link
SJDM Web site	<a href="http://www.sjdm.org">www.sjdm.org</a>
Judgment and Decision Making – The SJDM journal, entirely free and online	<a href="http://journal.sjdm.org">journal.sjdm.org</a>
SJDM Newsletter – Current and archive copies of this newsletter	<a href="#">SJDM newsletters</a>
SJDM mailing list – List archives and information on joining and leaving the email list	<a href="#">SJDM mailing list</a>

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