SOCIETY FOR JUDGMENT AND DECISION MAKING

Newsletter

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Contents

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

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

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Busemeyer, Jerome R. (jbusemey at indiana.edu) writes:

> Check out the new articles appearing in Decision. Send your best theoretical work on judgment and decision to us.
>
> - Are intertemporal preferences transitive? A Bayesian analysis of repeated individual intertemporal choices. Dai, Junyi
>
> - Inducing honest reporting of private information in the presence of social projection. Carvalho, Arthur; Dimitrov, Stanko; Larson, Kate
>
> - Don't sweat it: Re-examining the somatic marker hypothesis using variants of the Balloon Analogue Risk Task. Wright, Rebecca J.; Rakow, Tim
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> - Structured representations of utility in combinatorial domains. Gershman, Samuel J.; Malmaud, Jonathan; Tenenbaum, Joshua B.
>
> - Thurstonian cognitive models for aggregating top-n lists. Selker, Ravi; Lee, Michael D.; Iyer, Ravi
>
> - Reasons for cooperating in repeated interactions: Social value orientations, fuzzy traces, reciprocity, and activity bias. Pulford, Briony D.; Colman, Andrew M.; Lawrence, Catherine L.; Krockow, Eva M.
>
> - Thoughts on analyses of intransitive intertemporal preference. Scholten, Marc
>
> - Using tests of transitivity to evaluate psychological models of intertemporal choice for individuals: Reply to Scholten (2017). Dai, Junyi
>
> - A quantum information architecture for cue-based heuristics. Kvam, Peter D.; Pleskac, Timothy J

- Integrating and testing natural frequencies, naïve Bayes, and fast-and-frugal trees. Woike, Jan K.; Hoffrage, Ulrich; Martignon, Laura

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Landy, Justin (Justin.Landy at chicagobooth.edu) writes:

The Center for Decision Research (CDR) at the University of Chicago Booth School of Business is renewing our Call for Studies for Fall and Winter 2017. We offer researchers at other institutions an opportunity to conduct behavioral science research in two of our laboratories one on the UChicago campus (college student and community participants), and the other in downtown Chicago (50% college students from colleges and trade schools, 50% general public; very diverse in ethnicity and age). Join a community of researchers from over 30 institutions in 11 countries who have taken advantage of this exciting opportunity!

Eligible studies will be added to our labs' offerings to our participants, and we will cover the bulk of the overhead costs associated with conducting the study (i.e., facilities and equipment costs, costs of RA time spent in actual data collection). You will only be responsible for the generation of the materials, the payment of participant compensation (typically, we pay $1 per every 5 minutes of participation), and the cost of minimal RA time spent in preparing your study to run (a flat rate of $50 per study for our RAs' time spent in preparing and submitting materials to our IRB, and other study-related preparations).

Priority will be given to studies that:

- Have, or be very close to having: 1) IRB approval at your institution, and 2) a protocol ready for us to submit to our local IRB for approval.

- Are non-urgent: we must prioritize research conducted by members of the CDR, so the studies you submit to us must be able to tolerate a somewhat variable pace of data collection.

- Are simple. We will offer basic research assistance, but cannot support complicated protocols that would require extensive RA training. If you are local and can provide your own trained RA(s), this requirement can be relaxed. It is also possible for us to hire RAs to run more complex studies, if you are able to provide the necessary funds.

If you have one or more studies that you would like to run in our labs during this data collection drive, please complete this form.

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

You may contact me or Becky White (rebecca.white at chicagobooth.edu) with any questions you may have.

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

In case you hadn't heard (although many of you probably had), the University of Chicago's Richard Thaler is this year's winner of the Nobel Prize in economics. Previous winner Robert Shiller has an interesting piece, in conjunction with Thaler's award, on the incorporation of psychological/behavioral perspectives into economic studies:

Article in The Guardian

Behnud Mir Djawadi (behnud.mir.djawadi at uni-paderborn.de) writes:

IAREP and SABE dedicate up to 6,000 Euro to sponsor a joint Summer School, to take place in 2018. Instructors in the Summer School should strike a fair balance between economists and psychologists. The Summer School typically hosts about 20 PhD students and early-career faculty, also about equally divided between the two disciplines. The Summer School is expected to cover one week of instruction and to be scheduled during summer months. We encourage applicants to apply for matching funding from other sources.

IAREP or SABE members who are interested in organizing a Summer School are requested to submit their proposal to Behnud Mir Djawadi (behnud.mir.djawadi at uni-paderborn.de) and Cäzilia Loibl (loibl.3 at osu.edu) by December 20, 2017. Both organizations will then evaluate any proposals received.

Please include in your proposal:

- Title of Summer School
- Names of organizers

- Location and dates of Summer School
- Target audience and how it will be recruited
- Learning objectives and outline of content to be taught
- Names of presenters
- Amount requested
- Sources and amounts of matching funds

Looking forward to your applications

Paul Slovic (pslovic at uoregon.edu) writes:

I am sad to report that Sarah Lichtenstein died today in Portland, Oregon from a severe infection.

Sarah was a pioneer in the field of judgment and decision making. In addition to her many important research contributions she created and managed a mailing list in the 1960s and 70s that connected and defined our community, showed its fast growing vitality and importance, and contributed to the creation of SJDM. She was a strong feminist and served as the treasurer of the National Women's Political Caucus.

Her influence on my career was immeasurable.I marveled at her intelligence and skill in designing experiments, analyzing data, and writing clear and concise articles. She taught me a lot and was a role model and mentor to many in our field. She co-founded Decision Research in 1976, and her management skills were vital to its continuing existence.

The SJDM community paid tribute to her in 2010, recorded on youtube

I will consult with Sarah's family about ways that we may honor her memory.

Miguel Fonseca (m.a.fonseca at gmail.com) writes:

We are happy to announce the winner of the 2017 Exeter Prize for the best paper published in the previous calendar year in a peer-reviewed journal in the fields of Experimental Economics, Behavioural Economics and Decision Theory.

The winners are Vojtěch Bartovš (LMU), Michal Bauer (CERGE-EI), Julie Chytilová (FSV-CUNI), and Filip Matějka (CERGE-EI) for their paper "Attention Discrimination: Theory and Field Experiments with Monitoring Information Acquisition", published in the American Economic Review.

The paper proposes a theory of discrimination in which levels of attention to information about applicants to a market depend both on whether the applicant is a member of an attractive group and on the structural features of the market. Methodologically, it seeks to test theory about the processes leading to observed outcomes with enhanced measurement tools, rather than rely solely on comparative static predictions that neglect those processes. Field experiments complement prior laboratory research into the processes of selective attention, and span rental housing and labor markets in the Czech Republic and Germany. The results support some core hypotheses about discrimination, and raise nuanced hypotheses for future normative research. The winning paper was selected by the panel of Glenn Harrison (Georgia State University), Michael Mandler (Royal Holloway, University of London), and Michel Regenwetter (University of Illinois). The authors will be visiting the University of Exeter to receive the award and give a public lecture.

This year was again exceptionally competitive with a large number of excellent nominations. In addition to the winner, this year's shortlist was:

- Arthur E. Attema, Han Bleichrodt, Yu Gao, Zhenxing Huang and Peter P. Wakker. "Measuring discounting without measuring utility." published in American Economic Review.
- Stefano Ballieti, Robert L. Goldstone and Dirk Helbing. "Peer review and competition in the Art Exhibition Game." published in Proceedings of the National Academy of Sciences.
- Daniel L. Chen, Tobias J. Moskowitz and Kelly Shue. "Decision making under the gambler's fallacy: evidence from asylum judges, loan officers, and baseball umpires." published in the Quarterly Journal of Economics.
- Cary Frydman and Colin F. Camerer. "Neural evidence of regret and its implications for investment behavior." published in the Review of Financial Studies.

For past winners and finalists see our website

As stated above the best paper was awarded from the following fields: Experimental Economics, Behavioural Economics and Decision Theory and papers qualified under one of the following categories: 1. Any paper that involves either lab or field experiments. 2. Any purely theoretical paper that involves behavioral theory (for example, non-expected utility). 3. Any empirical work that shows evidence for behavioral models (that fit under 2) or tests/rejects models (that fit under 2).

Scherer, Laura D. (schererl at missouri.edu) writes:

We want to make you aware of the launch of a new official blog for SJDM, It's Your Choice. It's Your Choice is committed to the dissemination of cutting-edge research related to all aspects of judgment and decision making. Posts are written by members of the SJDM community. You can read more about it at blog.sjdm.org.

You can follow the blog on Twitter: @sjdmblog

You can also follow it on Facebook.

For those of you who are averse to social media, you can get updates by subscribing to the blog on the main IYC website. Don't forget to check out our first post, a letter from the editors.

New posts coming soon!

Please help us spread the word by tweeting, making a post about the blog on Facebook, and forwarding this email to your contacts and colleagues.

Thank you!

Laura Scherer
Gaelle Vallee-Tourangeau

Milkman, Katherine L. (kmilkman at wharton.upenn.edu) writes:

Organizational Behavior and Human Decision Processes (OBHDP) is Announcing a Special Issue on Nudges and Choice Architecture in Organizations

GUEST EDITORS

Katherine L. Milkman, University of Pennsylvania (Managing Guest Editor)

Gretchen Chapman, Rutgers University

David Rand, Yale University

Todd Rogers, Harvard University

Richard H. Thaler, University of Chicago

WHY IS THIS SPECIAL ISSUE IMPORTANT?

The 2008 publication of the best-selling book Nudge: Improving Decisions about Health, Wealth and Happiness by Richard Thaler and Cass Sunstein sparked enormous interest in how choice architecture and nudges can be used to improve outcomes in organizations. Policymakers inside and outside of government are scrambling to master new nudging strategies to improve the decisions of citizens, employees and customers. At least 51 countries now boast "centrally directed policy initiatives" influenced by behavioral science, or so-called "nudge-units," and many Fortune 500 companies are opening similar divisions. A recent review article highlighted the extraordinary cost-effectiveness of nudges relative to other levers of influence (e.g., incentives, rules, educational campaigns) that are typically used by policymakers inside and outside of organizations to influence behavior (Benartzi et al., 2017). However, in spite of the growing applied interest in using nudging as a policy tool, far more field research is needed on what nudges and choice architecture strategies work best to change behavior in organizations. This special issue is meant to (a) publish (future) seminal papers testing the efficacy of nudges and choice architecture through field experiments in organizations and (b) substantially accelerate and shape the direction of academic research in this area.

SCOPE OF SPECIAL ISSUE

Appropriate papers should present field experiments (alone or in combination with laboratory experiments) that explore the efficacy of nudging and choice architecture in organizations. By "field experiment", we mean a study with random assignment of participants to conditions and participants who engaged in the tasks under study in an environment where they naturally undertake these tasks. We are most interested in experiments (a) whose outcomes are measures of actual behavior (rather than self-report), (b) that include participants who

are not MTurk workers, undergraduates in a laboratory, or survey panelists from services like Qualtrics and ClearVoice, and (c) that were conducted in real-world organizational settings. We adopt the following definition of a nudge: nudges "aim to change 'people's behavior in a predictable way without forbidding any options or significantly changing their economic incentives. To count as a mere nudge, [an]...intervention must be easy and cheap to avoid. Nudges are not mandates' (Thaler & Sunstein, 2008). Nudges do not impose material costs but instead alter the underlying 'choice architecture,' for example by changing the default option to take advantage of people's tendency to accept defaults passively. Nudges stand in contrast to traditional policy tools, which change behavior with mandates or bans or through economic incentives (including significant subsidies or fines)." (Benartzi et al., 2017)

We particularly seek manuscripts that have several of the following features: introduce new tools of choice architecture, shed light on important ongoing debates in the literature, yield important new empirical or theoretical insights about previously-studied nudges, are of policy importance, or open up promising directions for future research.

An illustrative, but not exhaustive list of topics that fall within the scope of this special issue is provided below:

1. Field validation and testing of nudges or choice architecture techniques in organizations that have previously only been tested in the laboratory or in limited field contexts. 2. Field validation and testing of novel, untested nudges or choice architecture techniques in organizations. 3. Comparisons of effect sizes or cost effectiveness of multiple nudges and/or economic levers related to managerially relevant outcomes. 4. Field results that shed light on novel mechanisms underlying nudges or choice architecture

To learn more or submit a manuscript, visit:
http://tinyurl.com/obhdp-nudge

2   Essay

What JDM is and what it isn't

Dan Goldstein (dan@dangoldstein.com)

Past-President, Society for Judgment and Decision Making

As you navigate the academic world, you will inevitably have an exchange in which people ask you what field you are in. You will reply that you do JDM and people will ask you what JDM means. You will say "judgment and decision making" and then they will ask you what that means. At this point you may realize that you are not really sure.

To help you construct an answer, here are some thoughts about what JDM is and what it isn't.

MY FAVORITE CONCISE DEFINITION

"The study of intuitive statistics."

A LONGER DEFINITION

"The study of human decision making behavior, formal decision models, and the differences between the two."

STATED DEFINITIONS

According to the SJDM website (full disclosure, I am a long-time co-webmaster there and may have had a hand in this definition statement) the Society's focus, "is an interdisciplinary academic organization dedicated to the study of normative, descriptive, and prescriptive theories of judgments and decisions. Its members include psychologists, economists, organizational researchers, decision analysts, and other decision researchers."

According to the Center for Decision Sciences at Columbia University (full disclosure, I used to work there and may have had a hand in this definition statement), "Theory and research in the decision sciences has followed two paths: The first is normative or prescriptive, focused on specifying criteria for evaluating decisions and providing algorithms for achieving optimal outcomes; the second is descriptive, focusing on how people actually make decisions."

According to Jon Baron in a chapter entitled Normative Models of Judgment and Decision Making, "The study of judgment and decision making (JDM) is traditionally concerned with the comparison of judgments to standards, standards that allow evaluation of the judgments as better or worse. I use the term 'judgments' to include decisions, which are judgments about

what to do. The major standards come from probability theory, utility theory, and statistics. These are mathematical theories or 'models' that allow us to evaluate a judgment."

In plain language, all three definitions emphasize that JDM research describes how people decide and compares decision making to objective standards. These standards do not have to be what is supposedly correct, as we will discuss later.

DOES THE DIFFERENCE BETWEEN JUDGMENT AND DECISION MAKING REALLY MATTER?

Judgments (like estimating the distance of an object), and decisions (like choosing medical treatment A vs B given available information and risks) are different, but they're so related that I find it convenient to roll everything up into 'decision making'. Above, Jon Baron rolls everything up into 'judgment'. Oh well. In any case JDM or "judgment and decision making" is now a fixed phrase and there's not much talk about the distinction between judgments and decisions.

In mainstream use, "behavioral economics" is a synonym for JDM. But if we dig into it, "behavioral economics" can refer to three areas:

- Experimental economics, in which economists run psychology experiments (no deception, monetary stakes, etc.)
- Theoretical economics in which economists prove theorems about 'psychological' agents
- Judgment and decision making, the kind you see at the SJDM conference and in the journal Judgment and Decision Making

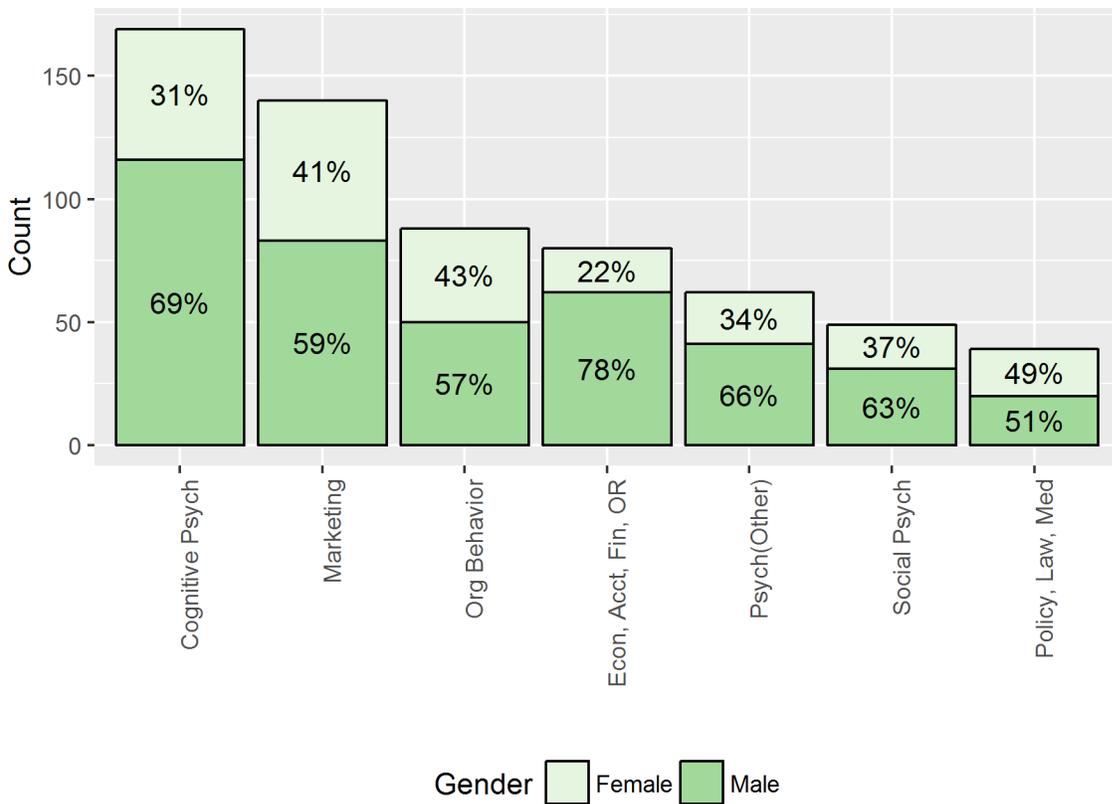## IS JDM THE STUDY OF COGNITIVE BIASES?

No. A bias is the difference between a behavior and a model of what that behavior should be or what is supposedly correct. JDM research doesn't need to compare behavior to what it should be. Furthermore, comparing behavior to "correct" norms can be short-sighted as norms are subjective and constantly evolving. For instance, it used to be considered normatively incorrect to violate expected value. But demonstrations like the St. Petersburg Paradox caused people to appreciate that expected value is not a reasonable norm. Instead of insisting that everyone was biased, thinkers like Daniel Bernoulli changed the norm. Now we don't think of it as a bias to go against expected value and have turned our attention to describing the risky choices people take with models like Prospect Theory and many others.

Lastly, studies showing that organisms exhibit near optimal decision behavior (i.e., no deviation from a norm on average) are clearly JDM studies, even though they don't identify biases.

WHAT FIELDS DO JDM RESEARCHERS COME FROM?

JDM lies at the intersection of mathematical psychology and economics. From its origins, it has been centrally concerned with the comparison of human decisions with normative models of decision making, mostly those from economics. One might object that JDM researchers often come from management, marketing, and accounting, too. True, but those are really subfields of economics that have branched out on their own. (Source: me, a former marketing professor).
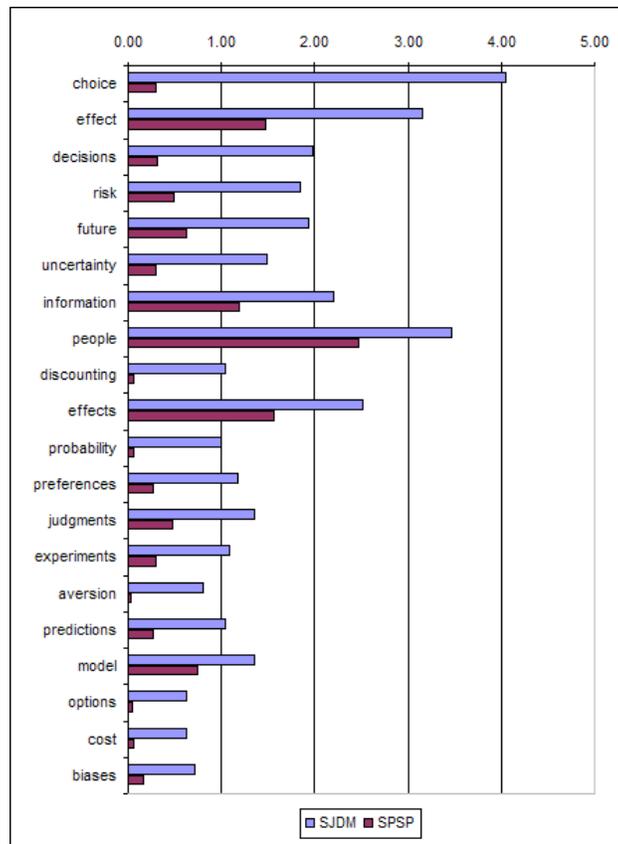
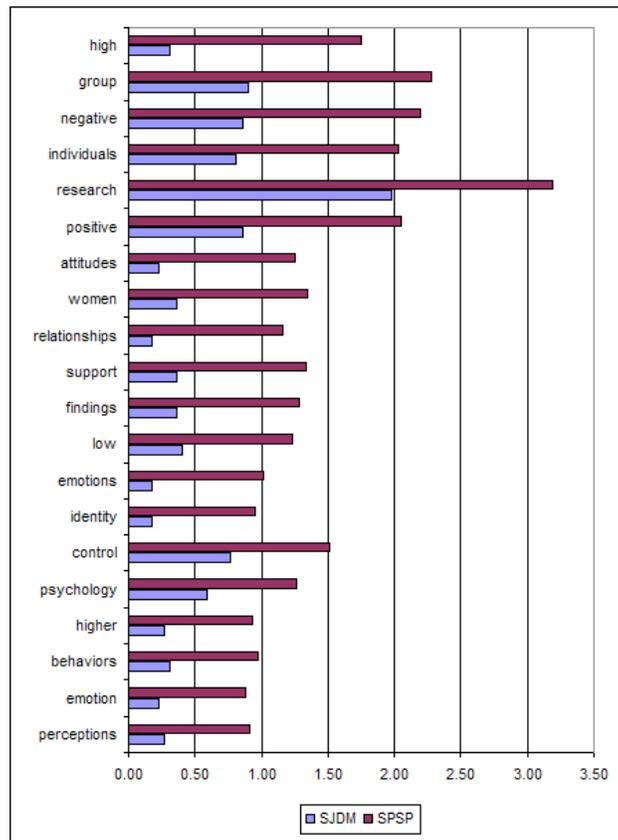Here is a graph that shows the JDM society membership by field:

Source: The representative reviewers project for the SJDM conference

IS JDM SOCIAL PSYCHOLOGY?

No, at its core, JDM is mathematical, cognitive psychology and economics. The early notable JDMers were mathematical and cognitive psychologists who were finding fault in the prevailing economic model. Amos Tversky was a mathematical psychologist and Daniel Kahneman was a perception researcher when the field took off. Clyde Coombs, Ward Edwards, Dave Krantz and Robyn Dawes all had mathematical psychology affiliations at Michigan. Lola Lopes credits cognitive psychology for shaping her thinking. Gerd Gigerenzer wrote two theses on mathematical psychology. The list of SJDM past presidents comprises mostly cognitive psychologists. Core JDM research is about formal models (or standards as Baron calls them) including risk, utility, uncertainty, probability, and logic, which are core topics in economics and mathematical psychology. Social psychology, which has been defined as "the study of the manner in which the personality, attitudes, motivations, and behavior of the individual influence and are influenced by social groups", is clearly something else.

Words that are much more common in decision-making than in social psychology
(Rate per 10,000 words)

Words that are much more common in social psychology than in decision-making
(Rate per 10,000 words)

The differences are apparent when you compare the kinds of topics studied (as judged by word frequencies in a JDM conference program and a social psychology conference (SPSP).

This isn't to say there isn't an intersection between JDM and social psychology. Many social psychologists are interested in Judgment and Decision Making. There's an active JDM pre-conference at a massive social psychology conference called SPSP. Group decision making, for example is a growing topic within JDM that surely fits in as social psychology topic. But on the main, the elevator pitch for JDM is cognitive psychology meets economics.

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This essay was first published on the new SJDM blog It's Your Choice and is partially based on a couple of posts on Decision Science News:

What is the difference between SPSP and SJDM?
What is JDM?

3 Conferences

The 2017 Meeting of the Society for Judgment and Decision Making will take place at the Fairmount Waterfront Hotel in Vancouver, Canada. November 10-13. It will feature a public conversation with our recent Nobel Laureate Richard Thaler.

Information about registration and membership is here.

The program can be found at the end of this newsletter and online here.

The 13th annual Judgment and Decision Making Pre-Conference at the Society for Personality and Social Psychology annual meeting will be held from 8:30am to 4:30 pm on March 1st, 2018 in Atlanta. The pre-conference highlights the emerging nexus of social, personality, judgment, and decision making research.

Our scheduled speakers include: Steven Sloman, Brown University; Heather Schofield, University of Pennsylvania; Cynthia Cryder, Washington University in St. Louis; Todd Rogers, Harvard University; Jason Dana, Yale University; Brigitte Madrian, Harvard University; Jeff Galak, Carnegie Mellon University

The pre-conference will also feature a poster session, and we will offer a limited number of $200 travel reimbursements to undergraduate or graduate students who are first authors on accepted posters. Selected travel award winners will also be given the opportunity to present a 10-minute "data blitz" talk during the preconference. The deadline for poster submissions is December 1st, 2017.

To register for the conference, or for more information, please visit the pre-conference website at: http://meeting.spsp.org/preconferences/judgment

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The second annual Summer School in Social Neuroscience and Neuroeconomics will be held at Duke University on June 11-16, 2018. This program, funded by a grant from the National Institute on Aging, will feature thematically-arranged talks and a methods workshop from leaders in the field. Trainees will also have opportunities to briefly present their work. We hope this week will provide participants with a chance to learn about new ideas and research, and also to build their professional network in a tight-knit community setting. Applications now open (deadline Dec. 15)

For more information and to apply, please go to:
https://www.socialneuroecon.school/2018/

The Society for Affective Science and its annual meeting, will take place at the UCLA Luskin Conference Center in Los Angeles, CA, April 26-28, 2018

The Society for Affective Science Annual Meeting is the premiere venue to present and learn about all things related to emotion. Decision making is often well represented, but many other aspects of emotion are also represented. The submission deadline date for the 2018 Call for Abstracts for Flash Talks and Posters will be Friday, November 17, 2017.

https://society-for-affective-science.org/node/150

Call for Papers: Data, Dollars, and Votes: The Intersection of Marketing and Politics Conference Event on May 10-11, 2018 in Washington DC

The Marketing Area at Georgetown University's McDonough School of Business in cooperation with Customer Needs and Solutions present a symposium on the intersection of marketing and politics. The objective of this symposium is to stimulate relevant academic research in the marketing and political communities. The symposium seeks to build a network of top-level academic faculty and others who can focus on the marketing and political challenges that face organizations interacting with consumers.

Submission Deadline: December 15, 2017
Accepted Presentations Notified by January 15, 2018
Call for papers: https://tinyurl.com/y8o5dl9n

The Department of Developmental Psychology and Socialization at the University of Padua is organizing a Winter School on competitive and cooperative behaviors in relation to socioeconomic factors.

Date: 5th to February 9th, 2018
Place: Padua, Italy
Application deadline: November 15th, 2017

Applications are welcome from post-doctoral, Ph.D and Master's students (with at least two years of research experience) with a research interest on socioeconomic factors associated to human cooperation and competition and one of the following areas: social psychology, psychology of social class, community psychology, political psychology, judgment and decision-making, behavioral economics.

The Winter School has a multidisciplinary approach and the speakers, as well as the interactive seminars, will cover all the above areas and perspectives on how socioeconomic factors influence competitive and cooperative behaviors.

The goal of the 5-day program is to provide participants with a multidisciplinary perspective on how competitive and cooperative behaviors are shaped by socioeconomic factors.

For additional information, please visit the website. For any questions please contact: winterschool.dpss at unipd.it

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Behavioral Decision Research in Management June 7-9, 2018
Harvard Business School, Harvard University

CONFERENCE CO-CHAIRS:

Max Bazerman, Alison Wood Brooks, Ryan Buell, Francesca Gino, Leslie John, Elizabeth Keenan, Anat Keinan, Julia Minson, Mike Norton, Todd Rogers, and Shelle Santana

We invite submissions of papers for the 16th biennial conference on Behavioral Decision Research in Management, to be held at Harvard Business School, Boston, MA, on June 7-9, 2018.

BDRM is the leading conference for behavioral research with business and organizational implications. We encourage submissions of original work in all areas of behavioral research including, but not limited to, the areas of decision-making, consumer behavior, experimental and behavioral economics, decision analysis, behavioral finance, organizational behavior, negotiation, behavioral strategy, behavioral operations research, behavioral accounting, and medical and legal decision making.

SUBMISSION INFORMATION AND DEADLINES
Submissions for the BDRM conference are due by December 29, 2017.

Notification of acceptances will be sent in late March 2018. Abstracts should include a brief description of the research problem, the key methodology and assumptions, and a summary

of major results and implications. Abstracts will be selected for oral presentation by blind review (no author names or affiliations should appear on the abstracts). Abstracts should not exceed three (3) pages double-spaced, Times New Roman, font size 12, and can be submitted in Word or .pdf format. No math symbols should be used and tables and diagrams should be minimal. Each participant may present only one paper. When submitting papers to this conference, you must agree to be available at any time on June 8 and June 9, 2018 to give your presentation. If you will not be available on one of these days, please arrange for a co-author to give the presentation. We will not consider date/time change requests for presentations.

We will be grouping competitive papers into 75-minute sessions, containing four papers each. Each author will have approximately 15 minutes to present their work. The last 15 minutes will be dedicated to questions. Papers accepted by the reviewers will be conditionally accepted until at least one author registers for the conference.

You may submit your paper here.

The conference website provides additional information about the conference, including accommodations.

Summer school: Eye tracking in Desktop, Natural and Virtual Environments

Date: 13 - 15 February 2018
Location: Monash University, Melbourne, Australia
Application deadline: November 20, 2017
Fee: None (costs for logistics, accommodations, food etc. are not covered)

Format: The course has a lecture/discussion format and a hands-on experimental component. The interactive lectures will focus on the theoretical background of visual attention. In a hands-on practical exercise participants will record eye movements in a lab setting. Participants can then use provided open source software for analyzing the data as well as other (open source) statistical software package of their choice. Finally, they will present first results and discuss their learnings in class. We will also bring mobile eye tracking equipment to the class so that participants can trial and become familiar with new mobile eye tracking technologies, existing open source software and receive instruction into the do's and don'ts regarding the various devices.

Course content: Eye tracking basics ; Bottom-up and top-down processes of visual attention ; Eye tracking measures and their meaning (pupil dilation, fixation duration, eye blinks, saccadic distances) ; Handling and management of eye tracking data ; Mobile eye tracking equipment and annotation of fixations ; Use of mobile eye tracking in virtual and augmented reality ; OpenSource eye tracking software ; Analysis of eye tracking data ; Hands-on mobile eye tracking equipment: Track a short sequence with mobile eye tracking equipment ; Individual feedback by course instructors on submitted research proposals or posters

More information can be found at this link

APA conference on Technology, Mind, & Society [Website]

The American Psychological Association will hold an interdisciplinary conference on Technology, Mind, and Society in Washington, D.C., on April 5-7, 2018. Scientists, practitioners, policymakers, and students from around the world are invited to participate in the event. The conference will provide a venue for reporting and assessing current efforts to understand and shape the interactions of human beings and technology, for identifying priorities for future work, and for promoting exchange and collaboration among participants. The conference will feature four keynote speakers: Cynthia Breazeal (MIT), Justine Cassell (Carnegie Mellon), Eric Horvitz (Microsoft Research), and Sandy Pentland (MIT).

APA invites you and your colleagues and students to submit papers, symposia, and posters for this conference, which will be organized around the following broad themes:

- Basic research: How humans understand and use technology, impacts of technology on human experience and behavior, human-technology interactions as mutually adaptive systems, role of technology in advancing other areas of scientific research, and related topics.
- Foundations of technology design: Development of technologies informed by psychological, behavioral, and social science research.
- Applications: Development, use, and impact of specific technologies in domains such as aging, education, mental and physical health, recreation, and the workplace.
- Broader implications: Ethical and policy questions concerning the opportunities and challenges arising from human-technology interactions.

The deadline for submissions is October 20, 2017. Submissions can be made at this link

The conference is open to researchers, professionals, and students in all relevant areas, including psychology and other behavioral and social sciences, neuroscience, computer science, engineering, design, health research, education research, city and regional planning, public policy, history of science and technology, and philosophy. The conference aims to address the full range of contemporary and emerging technologies. These include but are not limited to artificial intelligence, robotics, mobile devices, social media, virtual/augmented reality, gaming, geographic information systems, autonomous vehicles, and biomedical technologies (e.g., brain-machine interfaces, genetic engineering). APA is sponsoring the conference in cooperation with the Association for the Advancement of Artificial Intelligence (AAAI) and the Association for Computing Machinery Special Interest Group for Computer-Human Interaction (ACM SIGCHI).

The 25th International Meeting of the Brunswik Society, in memory of Kenneth R. Hammond will be held on Thursday 9th November 2017 at Vancouver Convention Centre West, Meeting Room 113, Vancouver, BC, Canada. The meeting is held concurrently with the Psychonomic Society Annual Meeting and just before the Judgment and Decision Society meeting. The program will begin at 9:00 am and end at 6:00 pm. Lunch is included. Registration is $60 for non-students and $30 for students. It would be nice to see as many of you there as possible. There will be an opportunity to register in the morning of the workshop.

The agenda is here

Call for papers: Experimental Methods in Policy Conference

We are happy to announce that the Fourth Experimental Methods in Policy Conference will be held in Punta Cana, The Dominican Republic on February 27 to March 3, 2018.

Behavioral research in economics and related fields is attempting to push the boundaries and make the findings applicable to policy-makers. As such, new and evolving methodologies are of interest to a broad range of scholars. The goal of this conference is to bring together researchers from different fields that use experimental methods to inform policy and discuss new and exciting research.

A link to conference web page, where you can find the full announcement is here.

If you are interested in joining the conference, please submit the title and abstract of the paper you would like to present at experimentalmethodsinpolicy at gmail.com by November 10th, 2017.

CALL FOR PAPERS
Early-Career Behavioral Economics Conference (ECBE)
Location: Bergen, Norway Date: 20-21 June 2018

Following the success of the ECBE Conferences in 2015, 2016 [link] and 2017, we are happy to announce that the 4th Early-Career Behavioral Economics Conference will take place in Bergen (Norway) on June 20-21, 2018. The conference will be generously sponsored and hosted by the new Centre of Excellence FAIR - The Choice Lab at NHH Norwegian School of Economics. Bertil Tungodden (NHH) and Alexander Cappelen (NHH) have agreed to be our keynote speakers.

The conference seek to promote the development of a community of early-career behavioral economics researchers.

Any graduate student, Post-doctoral researcher, and Assistant Professor who received their PhD after Spring 2013 is encouraged to apply. To apply, please follow this link and complete the application form by December 15, 2017. At the end of the online form, you will be asked to upload a pdf document which contains (1) an abbreviated CV (max. 3 pages) and (2) the paper you wish to present. If you have any questions, please contact us at ecbe2018 at gmail.com. The full call for papers and more information about the conference can be found at this link

4   Jobs

The Department of Economics at Baylor University seeks an assistant professor in any field of applied economics. See our JOE advertisement here.

Text of JOE Listing: The Department of Economics at Baylor University invites applications for a tenure-track assistant professor. The preferred candidate will be an applied micro- or macroeconomist in any of the fields listed above. A Ph.D. in economics is required, but ABD candidates with a firm completion date by August 2018 will be considered. Candidates should demonstrate strong potential for excellence in teaching and scholarly research. For full consideration, your application file should be complete by December 1, 2017.

Submit application materials at this link.

The Wharton Ethics & Legal Studies Ph.D. Program invites applications for a Postdoctoral Fellowship. We expect that the Fellowship will aid scholars in developing research and teaching careers in business ethics and legal studies. We will consider applications from a variety of backgrounds, including philosophy, the social sciences, and law. Applicants must have a Ph.D. (expected completion by June 30, 2018 is acceptable) from an accredited institution. Applicants are expected to show outstanding capacity for research as well as excellent communication skills.

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

The Wharton School is one of the world's leading business schools. Postdocs will gain exposure to the business school culture and its distinctive approaches to teaching at both the undergraduate and MBA level. We ask that Postdocs teach one course each year.

The duration of the Fellowship is one year, with the appointment renewable for a second year. Compensation is competitive. The appointment is expected to begin July 1, 2018 and is contingent upon funding.

If you wish to apply, please submit electronically your letter of application, C.V., writing sample, and a statement of your proposed research project in pdf format by December 15th, 2017: . The University of Pennsylvania is an equal opportunity employer. Minorities, women, individuals with disabilities, and veterans are encourage to apply.

University of Georgia, Assistant Professor of Psychology

The Department of Psychology at the University of Georgia [link] is seeking to fill a tenure-track Assistant Professor position beginning August, 2018. The successful candidates will have a Ph.D. in Psychology and an established research program in Social-Personality Psychology or in the study of Individual Differences, and have an interest studying Cultural influences. The candidate should have the ability to teach related courses at the graduate and undergraduate level. The ability to obtain external support is expected and candidates with evidence of a current history of successful grantsmanship are desired (e.g., K award; R21). The Department of Psychology has approximately 40 faculty members and 100 doctoral students. Successful applicants will join a nationally prominent and productive research faculty and department interested in promoting the careers of junior faculty. Collaboration with faculty across the department and the University is encouraged. Established collaborative associations with the Owens Institute for Behavioral Research, the Institute of Gerontology, the Bioimaging Research Center, the Biomedical and Health Sciences Institute, the College of Public Health, the UGA/Augusta University Medical Partnership, and the Clinical and Translational Research Unit offer excellent research development opportunities. UGA [link] is a land and sea grant institution located in Athens, 90 miles northeast of Atlanta, the state capital (Visit Athens [link]). Athens, Georgia is well known for its quality of life, with easy access to both outdoor and urban activities (Explore Georgia Website). The Franklin College of Arts and Sciences, its many units, and the University of Georgia are committed to increasing the diversity of its faculty and students, and sustaining a work and learning environment that is inclusive. Women, minorities and people with disabilities are encouraged to apply. The University is an EEO/AA/Vet/Disability Institution. All qualified applicants will receive consideration for employment without regard to race, color, religion, sex, national origin, disability, gender identity, sexual orientation or protected veteran status. Candidates should apply here [link] and include a curriculum vitae, statements of research and teaching interests, representative publications, and provide contact information for three references. Applications received by November 16, 2017 are assured full consideration.

The Max Wertheimer Minerva Center for Cognitive Studies at the Technion-Israel Institute of Technology invites applications for a Postdoctoral Fellowship in the area of decision processes. We will consider applications from individuals with a variety of backgrounds, including psychology and economics, with a track record of publications or other achievements in decision sciences. Applicants must have a Ph.D. (expected completion by June 30, 2018 is acceptable) from an accredited institution. The post-doctoral grant will enable the researcher to work with professors Eldad Yechiam and Ido Erev (and ideally with both). The Max Wertheimer Minerva Center for Cognitive Studies is in the faculty of Industrial Engineering at the Technion Israel Institute of Technology. The faculty has a behavioral science area with 12 active members, and additional faculty members in the area of Economics, Statistics, and Operations Research. No teaching is involved in the position. Technion Israel Institute of Technology is Israel's oldest university and is located in Haifa on the Carmel Mountain. The duration of the Fellowship is one year, with the appointment renewable for a second year. Compensation is competitive. The appointment is expected to begin August 1, 2018 and is contingent upon funding.

If you wish to apply, please submit electronically your letter of application, C.V., a sample of published scientific works, and a statement of your proposed research project in pdf format by December 1st, 2017 to Eldad Yechiam at yeldad at tx.technion.ac.il

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The Faculty of Business and Economics of the University of Lausanne (HEC Lausanne, www.hec.unil.ch), Switzerland, invites applications for a position Full, Associate or Assistant Professor (Tenure track) in negotiation, communication, persuasion, bargaining, or social interactions. Starting date is: August 1st, 2018 or on a mutually agreed date. The new professor will be a member of the Department of Organizational Behavior of HEC Lausanne. The OB Department provides a stimulating, interdisciplinary research environment. The members of the department have backgrounds in various disciplines including social, cognitive and industrial-organizational psychology, management and behavioral economics. We publish in top-tier journals in different areas.

Applicants must hold a PhD in Management, Economics, Psychology, or a related discipline and have proven ability to publish in leading international journals of their field and to have requisite teaching experience at university level. The department is looking for applicants with a strong focus on empirical, behavioral research in negotiation, communication, persuasion, bargaining, social interactions or in related fields. Importantly, applicants will have

to teach courses in negotiation. Applicants are expected to be able to teach in French after six years.

Applications must be submitted via the website of the School [link]

Applications must be submitted online using the above link by January 2nd, 2018 (11:59 pm local time - Swiss). Please fill in the electronic application form, and upload a curriculum vitae, cover letter, samples of scholarly work, and the names and addresses of up to three references.

Additional information may be obtained from Professor Christian Zehnder, Director of the Department of Organizational Behavior, HEC Lausanne, University of Lausanne, christian.zehnder at unil.ch

Seeking to promote a balanced representation of men and women among its staff, the University encourages applications from women.

Please pass around to interested candidates

[link]

The Judgment and Decision-making lab in the Department of Psychology at Vanderbilt University seeks applicants for a postdoctoral researcher position on cognitive modeling. The lab takes a joint experimental and computational modeling approach to study human judgment, decision-making, and reasoning. Current projects in the lab include decision-making in dynamically changing environments, multi-alternative and multi-attribute choice, and diagnostic decision-making based on medical images. For more information about the lab, please visit: [link]

Desired Skills: Candidates should hold a Ph.D. in psychology, neuroscience, physics, computer science, mathematics, engineering, or related disciplines. The following skills are also strongly desired:
1. Background in computational modeling and / or experimental psychology
2. Ability to create quantitative models of cognitive processing
3. Solid programming skills
4. Knowledge of Bayesian methods for model fitting and comparison
5. Demonstrated scientific expertise, with publications in refereed journals

Additional Information: The appointment can start as early as January 2018, but we will consider candidates who can start at a later date (up until Fall 2018). The appointment is for one-year. Renewal for a second year is contingent on availability of funds, satisfactory performance, acceptable progress in carrying out the assigned duties, and mutual agreement. Salary is commensurate with experience. To Apply: Please submit a cover letter including a brief statement of career goals, curriculum vitae, one example publication / manuscript, and contact information of three references. Apply to Dr. Jennifer Trueblood, jennifer.s.trueblood at vanderbilt.edu . Review of applications will begin immediately and will continue until the position is filled. Vanderbilt University is an equal opportunity, affirmative action employer. Women, minorities and people with disabilities are encouraged to apply.

The Department of Management Sciences in the Faculty of Engineering at the University of Waterloo invites applications for a tenure track or tenured faculty position in Organizational Behaviour or Management of Technology with an anticipated start date of July 1, 2018. The appointment is at the rank of Assistant or Associate Professor or in very special cases, Full Professor. Applicants should hold a PhD, or be near completion of their doctorate, and have demonstrated research and teaching potential in organizational behaviour, organizational theory, strategic management, technology/innovation management, social aspects of technology, and behavioural economics and decision-making. Ability to conduct rigorous research is essential and interest in practical problems arising from the workplace is highly desirable. Successful applicants are expected to maintain an active program of research, to attract and supervise graduate and undergraduate students, and to participate in undergraduate and graduate teaching. The salary range for this position at the rank of Assistant or Associate Professor is CAD $105,000 to 150,000. Negotiations beyond this salary range will be considered for exceptionally qualified candidates.

Management Sciences is a dynamic and growing interdisciplinary department in the Faculty of Engineering that has active research and teaching in Management of Technology, Information Systems and Operations Research. The Department offers an undergraduate degree in Management Engineering, as well as Master's and PhD programs in Management Sciences. Applications should be submitted electronically at [link]. A cover letter, a detailed curriculum vitae, research and teaching statements, teaching evaluations if available, up to four sample publications, and the contact information of three reference names are required for the application to be considered complete. The deadline is November 17, 2017.

For further information, please contact: Mrs. Gini Kennings, Administrative Assistant to the Chair, Department of Management Sciences, University of Waterloo, 200 University Avenue West Waterloo, ON, N2L 3G1, CANADA Email: givan at uwaterloo.ca

The University of Waterloo respects, appreciates and encourages diversity. We welcome applications from all qualified individuals including women, members of visible minorities, Aboriginal peoples and persons with disabilities. All qualified candidates are encouraged to apply; however, Canadian citizens and permanent residents will be given priority.

The Center for Adaptive Rationality at the Max Planck Institute for Human Development, Berlin, Germany (director: Prof. Dr. Ralph Hertwig), seeks applicants for 1 Postdoctoral researcher in cognitive modeling. The position is available from January 2018 onwards, but later start dates are possible. Candidates should be interested in studying the mechanisms underlying decision making and the computational modeling thereof.

About the position
The Center for Adaptive Rationality takes an interdisciplinary approach to cognitive science and decision making. Candidates should be interested in using behavioral, neural, and/or computational methods to study decision making. Expertise with any one of these methodologies is required, but experience with computational modeling is highly recommended. Candidates must have a PhD. There are no teaching obligations with this position. The postdoctoral position is for three years. For further inquiries about the position, please contact Thorsten Pachur: pachur at mpib-berlin.mpg.de The Max Planck Institute for Human Development (www.mpib-berlin.mpg.de [link]) offers an excellent infrastructure including support staff and equipment for conducting experiments (e.g., behavioral laboratory, eye tracking, fMRI, EEG). It provides an international research environment, with English being the working language of the Center for Adaptive Rationality.

How to apply
Applicants should submit a cover letter describing research interests and motivation to apply for the position, curriculum vitae, and one representative paper (published or working paper) as a single PDF file with your name as the file name; in addition, two letters of recommendation should be sent separately. All materials should be submitted to Katja Münz, sekhertwig at mpib-berlin.mpg.de (Max Planck Institute for Human Development, Lentzeallee 94, 14195 Berlin). In the correspondence, please use "Postdoctoral Researcher on Cognitive Modeling" in the subject line. Applications for the position must be submitted

by December 3rd 2017 to ensure consideration. However, review of applications will continue until the position is filled. The Max Planck Society is committed to increasing the number of individuals with disabilities in its workforce and therefore encourages applications from such qualified individuals. Furthermore, the Max Planck Society seeks to increase the number of women in those areas where they are underrepresented and therefore explicitly encourages women to apply.

The Stirling Management School is seeking to hire a Lecturer/Senior Lecturer/Associate Professor in Behavioral Economics and/or Behavioral Science. The successful candidate will join the Behavioral Science Centre to strengthen research and teaching in this area. Please find the details of the application here.

The Economics Discipline Group at The University of Technology Sydney is seeking to hire a Lecturer/Senior Lecturer/Associate Professor/Professor. Applicants with expertise in any area of economics will be considered, but we are especially interested in the fields of Applied Econometrics, Behavioral Economics, Econometrics and Experimental Economics. Please find the details of the application here

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Associate Professor of Psychology: University of Oklahoma

As part of a multi-year strategic hiring and growth initiative in the Psychology of Decision Making & Risk, the Department of Psychology at The University of Oklahoma is seeking applications and informal candidate nominations for a faculty opening at the rank of Associate Professor. The disciplinary background for the position is open (e.g., judgment & decision making, cognitive, human factors, quantitative, industrial-organizational, health, developmental, clinical, community, social, or other relevant areas). Ideal candidates should have established reputations for high-quality interdisciplinary Decision Making & Risk scholarship, evidenced by (a) funded and published collaborative research, (b) effective graduate and undergraduate teaching and program development, and (c) inclusive service and professional outreach. The successful candidate will also (d) contribute to the department's growing national reputation for excellence in Applied Psychological Science and (e) enhance university-wide research capability in Human Factors, Risk, and Decision Sciences (e.g., risk literacy, skilled and informed decision making, decision vulnerability, expertise and expert performance, heuristics, medical decision making, ethical decision support, cognitive

engineering, computational modeling, user experience, usability, choice architecture, human-computer interaction, adaptive training, skill development, risk analysis, decision analytics, data science).

The Department of Psychology and the University of Oklahoma are dedicated to celebrating and promoting respect for the contributions of all. We strongly encourage applications from women, members of minority groups, veterans, people with disabilities, and all others who are committed to excellence, inclusion, and diversity. The department is also aware of, and works to be responsive to, the needs of dual career couples.

QUALIFICATIONS

To be considered for this position, candidates must have a Ph.D. and substantive faculty experience in Psychology, Judgment & Decision Making, Cognitive Science, Human Factors, or closely-related disciplines, with a strong preference for candidates who will contribute to the department's strength in Applied Psychological Sciences and who will enhance OU's interdisciplinary human factors and decision science capabilities. Candidates must also have an established record of excellence in undergraduate and graduate teaching, and be prepared to expand course offerings in their area of specialization (e.g., critical thinking & ethical decision making; health and medical decision making; research methods, meta-analysis, and/or survey methods). The successful candidate will be qualified to establish a primary graduate program affiliation with at least one of the department's four graduate training groups (i.e., cognitive, industrial-organizational, quantitative, or social). Teaching load for the position is two courses per semester. An established history of successful leadership and/or collaboration on funded decision and risk research involving multidisciplinary teams is a highly-preferred qualification.

APPLICATION INSTRUCTIONS

To apply, please submit the following materials here:

a cover letter specifically addressing position fit, qualifications, and background
a curriculum vitae
three confidential letters of recommendation
up to 3 reprints/preprints
a brief statement of research interests (e.g., 300-2000 words)
a brief statement of teaching philosophy and interests (e.g., 300-2000 words)

For full consideration, please submit your application materials by November 14th, 2017. Application review will begin immediately and the position will remain open until filled. All

application materials must be submitted electronically using the OU Career web site at (see the "apply here" link at the bottom of the page).

Please send inquiries, informal candidate nominations, and other suggestions or comments to the chair of the search committee, Dr. Edward Cokely (cokely at ou.edu). For additional information and updates on our department and our Decision Making & Risk Growth Initiative please visit the Department's website

The University of Oklahoma, in compliance with all applicable federal and state laws and regulations does not discriminate on the basis of race, color, national origin, sex, sexual orientation, genetic information, gender identity, gender expression, age, religion, disability, political beliefs, or status as a veteran in any of its policies, practices, or procedures. This includes, but is not limited to: admissions, employment, financial aid, housing, services in educational programs or activities, or health care services that the University operates or provides.

Cornell University: Assistant Professor of Human Development

The Department of Human Development ([link]) seeks applicants for two tenure-track, assistant professor positions in any area, to begin July 1, 2018 or thereabouts. The Department is an interdisciplinary entity that uses multiple approaches, methods, and levels of analysis to study human development across the lifespan and integrates basic and translational research to enhance development and well-being in diverse contexts and populations. The department has a broad base in developmental psychology and sociology, and distinguishes itself with an ecological view of development as unfolding in multiple overlapping contexts. Faculty members represent three mutually influential areas of research, including Law and Human Development, Health and Well-being, and Cognition in Context. The department also houses state of the art fMRI, EEG, and neurostimulation facilities and maintains significant research bridges with the Medical campus in New York City. Individuals who conduct interdisciplinary and integrative research and those who use innovative, cutting-edge, and cross-cutting methodologies to study human development in context are of particular interest.

Responsibilities include teaching three courses per year (typically two undergraduate and one graduate), supervising student research, and maintaining a rigorous, highly productive, and preferably externally-funded program of empirical research that maintains and builds the department's national and international reputation.

Qualifications:

PhD in human development, psychology, sociology, neuroscience, or a related field;

Research excellence, demonstrated by a strong record of publication in recognized journals in the field;

Interest or experience in teaching at the undergraduate and graduate levels

For consideration, please upload vita, statement of research and teaching interests, three representative publications, and three letters of reference in this site.

Cornell University is an Equal Opportunity/Affirmative Action Employer. Review of applications will begin November 15, 2017; applications are welcomed until the positions are filled.

The Darden School of Business at the University of Virginia invites applications for a tenure-track or tenured faculty position in Quantitative Analysis, beginning in the fall of 2018. Applicants must have a PhD in Decision Sciences, Data Science, Management Science, Operations Research, Statistics, Computer Science, or related areas by the date of appointment, the ability to teach successfully in our MBA and Executive Education formats, and a strong research record. The Quantitative Analysis area at Darden specializes in teaching and research in the fields of data science, management science and operations research, broadly defined. The area offers MBA students a concentration in business analytics. Faculty in the area teach courses in decision analysis, data analysis, optimization, advanced decision modeling, data science in business, behavioral decision making, and project management. Faculty also teach these topics in Executive Education programs.

The Darden School of Business is a top-rated global business school. The University of Virginia is regarded as one of the nation's finest public universities. Charlottesville is consistently ranked among the best places to live in the United States.

To apply, go to this page search for posting number 0621360 and complete a Candidate Profile on-line and attach a cover letter, CV, and contact information for three references. Deadline for applications is Nov 30, 2017. Under separate cover, please send a curriculum vitae to: QAapply at darden.virginia.edu. The Darden School of Business is committed to fostering a diverse educational environment and encourages applications from members of groups under-represented in academia. The University of Virginia is an affirmative action/equal opportunity employer. Women, Minorities, Veterans and Persons with Disabilities are encouraged to apply.

The Social and Economic Sciences (SES) division of NSF has openings for rotator Program Directors (generally 2 year appts.) for the following programs:

Economics

Political Science

Science of Organizations

Science, Technology and CCE-STEM

Information is at this link.

ESMT Berlin: Professor of Marketing

ESMT Berlin invites applications for a tenure-track faculty position at the Assistant or untenured Associate Professor level for a candidate with a strong profile in data analytics. Junior and mid-career candidates in the areas of Quantitative Marketing and/or Digital Marketing will be considered. The ideal candidate is interested in quantitative research methods in marketing, data analytics, and digital marketing. The position offers teaching opportunities at the Master, MBA, PhD, and executive education levels.

Successful candidates should hold a PhD in Marketing or a related field and should display the potential for research excellence as evidenced by publications in top general and field journals. Please send application materials including a cover letter describing present and future research and teaching plans, copies of selected recent publications, an up-to-date detailed resume, and the names and contacts of three academic references to:

Professor Catalina Stefanescu-Cuntze, Dean of Faculty, ESMT Berlin, Schlossplatz 1, 10178 Berlin, Germany or preferably via e-mail to: faculty.recruitment at esmt.org

ESMT is an international business school, with a U.S.-style tenure track system. It offers compensation packages that are competitive at international levels. ESMT is an equal opportunity employer committed to building a culturally diverse and pluralistic intellectual community. For further details on ESMT, please visit here.

The Decision Sciences (DSC) Area [link] at INSEAD [link] a global business school with campuses in Abu Dhabi, France, and Singapore, invites outstanding applicants for a tenure-

track or tenured faculty position at the rank of Assistant or Associate Professor at any of its campuses. The anticipated start date is September 1, 2018.

The DSC Area focuses on a wide array of practically relevant issues broadly related to individual, group, and organizational decision making, both from quantitative and behavioral perspectives. Our research ranges from the area of decision sciences, to machine learning and computer science, psychology, economics, operations research, neuroscience, finance, organizational behavior, marketing, social innovation, entrepreneurship, etc. We have a collegial environment that encourages interdisciplinary as well as industry-relevant impactful research.

We are interested in candidates that can further enrich and consolidate the diverse research portfolio of the group and the school. While priority is always given to quality over topic, we will consider both quantitative and behavioral candidates, with strong training, who work on topics ranging (among others) from decision making, to artificial intelligence and machine learning, computational neuroscience/psychology, to business or finance research, with interest in people, organizations, business, economics, finance, or social impact, among others. Ability to conduct rigorous research is essential and interest in practical problems is highly desirable.

Candidates should hold a PhD or be at the dissertation completion stage of a doctoral program, have demonstrated solid skills in their respective areas, have strong studies/training, and have worked on top quality research projects in the past. The position entails the following responsibilities: research in areas of expertise and interests; supervision of doctoral candidates; teaching in INSEAD programs; and service to the school and the broader community. Applications should include a cover letter, a CV, research and possible teaching statements, copies of representative research papers, teaching evaluations if available, and three letters of recommendation. The deadline for applications is December 15, 2017. Full applications are to be sent electronically as PDFs to insead.DSC-area at insead.edu or:

Decision Sciences Area
Recruitment Committee
Boulevard de Constance
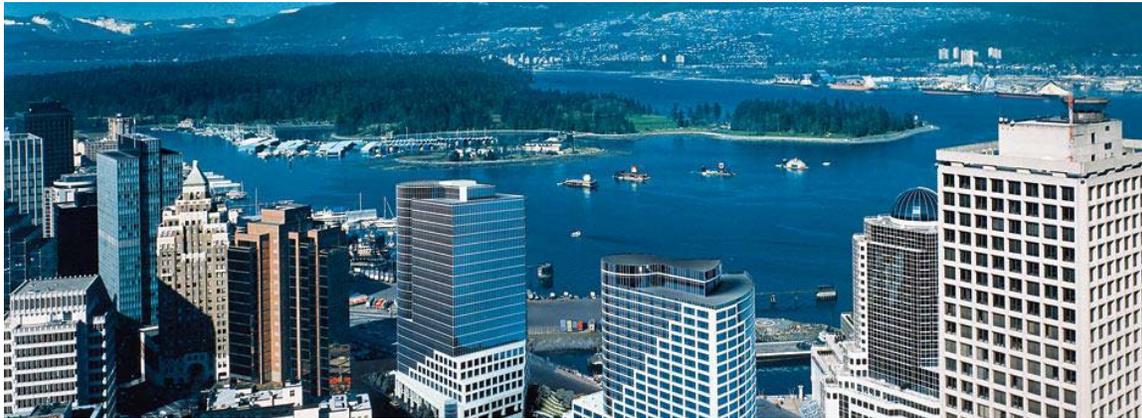77305 Fontainebleau Cedex
France

5 Online Resources

SJDM Web site	www.sjdm.org
Judgment and Decision Making – The SJDM journal, entirely free and online	journal.sjdm.org
SJDM Newsletter – Current and archive copies of this newsletter	www.sjdm.org/newsletters
SJDM mailing list – List archives and information on joining and leaving the email list	SJDM mailing list
It's Your Choice – Official SJDM blog	blog.sjdm.org
Decision Science News – Some of the content of this newsletter is released early in blog form here	decisionsciencenews.com
Decision Science News by email – One email per week, easy unsubscribe.	DSN by email

6   2017 Conference Program

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Society for Judgment and Decision Making
The 2017 38ᵗʰ Annual Conference

Fairmont Waterfront Hotel

900 Canada Place Way

Vancouver

British Columbia, Canada

November 10–13, 2017

2017 SJDM Conference Master Schedule
Fairmont Waterfront Hotel Vancouver
November 10-13, 2017

FRIDAY, NOVEMBER 10
5:00-7:00 pm   **Welcome Reception** / **Registration** (*Waterfront Ballroom Foyer, Lobby level*)
7:30-9:30 pm   Executive Board Dinner *(Invite only)*

SATURDAY, NOVEMBER 11
7:00-10:00 am   **Registration** (*Waterfront Ballroom Foyer, Lobby level*)
7:30-9:30 am   **Poster Session #1** w/ Cont. Breakfast (*Offsite: West Ballroom BCD, Vancouver Convention Center: 3 minute walk)*
9:30-9:45 am   Transition Break
9:45-11:15 am   **Paper Session #1** (*Waterfront Ballroom AB & C, Malaspina Room*)
11:15-11:45 am   Morning Coffee Break (*Waterfront Ballroom Foyer*)
11:45 am-12:30 pm   **Presidential Address** by **Rick Larrick** (*Waterfront Ballroom, Lobby level*)
12:30-2:00 pm   Lunch Break (on your own)
2:00-3:30 pm   **Paper Session #2** (*Waterfront Ballroom AB & C, Malaspina Room*)
3:30-4:00 pm   Afternoon Coffee Break (*Waterfront Ballroom Foyer*)
4:00-5:30 pm   **Paper Session #3** (*Waterfront Ballroom AB & C, Malaspina Room*)
5:30-7:00 pm   **Paper Session #4** (*Waterfront Ballroom AB & C, Malaspina Room*)
7:00-9:00 pm   **Graduate Student Social Event** (*Princess Louisa Suite & Foyer, Level 2)*
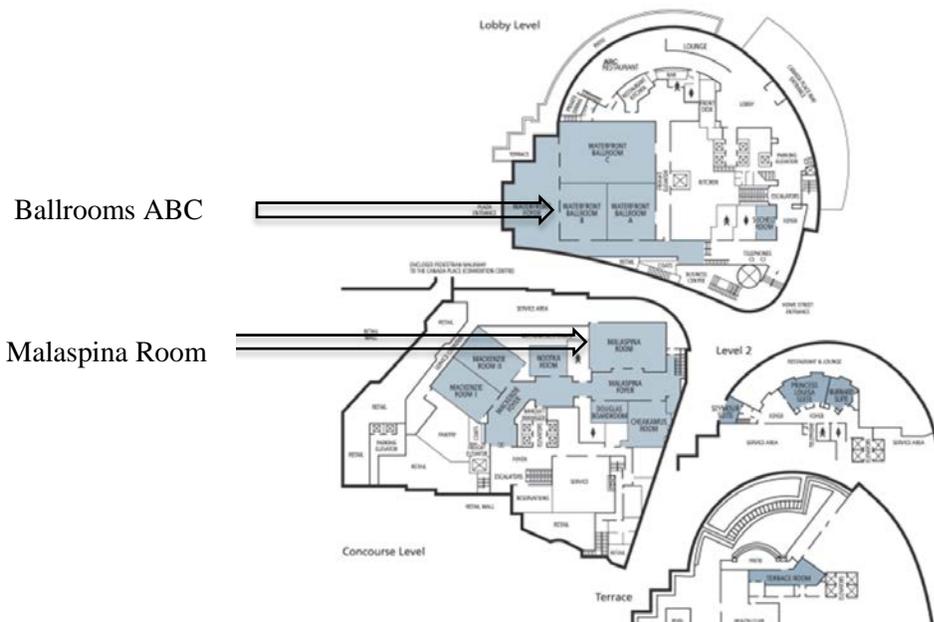
SUNDAY, NOVEMBER 12
7:30-8:30 am   **Registration** w/ Cont. Breakfast (*Waterfront Ballroom Foyer, Lobby level*)
8:00-9:30 am   **Paper Session #5** (*Waterfront Ballroom AB & C, Malaspina Room*)
9:30-10:00 am   Morning Coffee Break (*Waterfront Ballroom Foyer*)
10:00-11:30 am   **Paper Session #6** (*Waterfront Ballroom AB & C, Malaspina Room*)
11:30am-1:00 pm   **Women in SJDM Networking Event** (*Mackenzie Ballroom, Concourse level*)
11:30am-1:00 pm   Lunch Break (on your own)
1:00-2:00 pm   **Robert Cialdini and Richard Thaler: A conversation** (*Waterfront Ballroom*)
2:00-2:30 pm   Afternoon Coffee Break (*Waterfront Ballroom Foyer*)
2:30-4:00 pm   **Paper Session #7** (*Waterfront Ballroom AB & C, Malaspina Room*)
4:00-4:30 pm   **Einhorn Award** (*Waterfront Ballroom C*)
4:45-6:45 pm   **Poster Session #2** w/ Cash Bar (*Offsite: West Ballroom BCD, Vancouver Convention Center: 3 minute walk)*
9:00pm-1:00am   **SJDM Evening Social Event** *(Offsite: Blackbird Public House)*

MONDAY, NOVEMBER 13
8:00-9:00 am   **Business Meeting** w/ Breakfast & **Student Poster Award** (*Mackenzie Ballroom*)
9:00-10:30 am   **Paper Session #8** (*Waterfront Ballroom AB & C, Malaspina Room*)
10:30-11:00 am   Morning Coffee Break (*Waterfront Ballroom Foyer*)
11:00-12:30 pm   **Paper Session #9** (*Waterfront Ballroom AB & C, Malaspina Room*)

	Track I	Track II	Track III
	Malaspina (concourse level)	**Ballroom C (lobby level)**	**Ballroom AB (lobby level)**
Session #1	**Estimating Risk**	**Food and Environment Nudges**	**Competitive Contracts**
9:45 AM	Harvey - It is easier to detect increases than decreases in risk	Paley - Mental Accounting for Food in Exceptional Contexts	Ritov - Valuation of Labor By Employee and Contractor
10:05 AM	Bhatia - Knowledge Representations of Sources of Risk	André - Can Food Stamps Reduce Food Consumption?: The Unintended Consequences of Restricted-Use Funds on Budgeting Decisions	KC - Spillover of the Competitive Spirit
10:25 AM	Hofman - Eliciting low probability risk estimates: frequency formats versus rates	Camilleri - Consumer Underestimation of Energy Use and Greenhouse Gas Emissions Associated with Food	Hart - Getting less than what you pay for: Negotiations decrease post-agreement motivation
10:45 AM	Givi - How Do I Like My Chances (To Unfold)? Peoples' Probability-Ordering Preferences	Gaissmaier - Framing Climate Uncertainty: Frame Choices Reveal and Influence Climate Change Beliefs	Gordon-Hecker - Give me a reason to be unfair: The role of justifications in the preference for efficiency over equity
Session #2	**Dealing with Uncertainty**	**Nudging Healthy Behavior**	**Empathy and Altruism**
2:00 PM	Häubl - Choice vs. Search Mindsets and Consumers' Assortment-Size Preference	Talloen - The Fun and Function of Uncertainty: Field Experiments on the Effectiveness of Uncertain Incentives	Lieberman - Simulating Social Closeness: The Psychological Consequences of Consumer Technologies
2:20 PM	Dai - What the future holds and when: A description-experience gap in intertemporal choice	Wallace - Restraint Goals as Reference Points: A Mirrored Value Function with Implications for Motivation, Satisfaction, and Goal-Setting	Garcia-Rada - The Spirit of Giving: Impure Altruism in Funeral Contracts
2:40 PM	Maglio - When soon feels far and later looms imminent: Decoupling objective and subjective time	Risen - Examining whether strategic ignorance is consciously (or unconsciously) pursued	Sharps - Making a difference in the life of one or many: A preference for distributed helping
3:00 PM	Ulkumen - Perceptions of Epistemic versus Aleatory Uncertainty Affect Stock Investment	Cadario - Which Healthy Eating Nudges Work Best? A Meta-Analysis of Behavioral Interventions in Field Experiments	Yip - The Dark Side of Gratitude: Expressing Appreciation Invites Exploitation in Competitive Interactions
Session #3	**Updating Beliefs**	**Effects of Nudging**	**Economic Inequality**
4:00 PM	Yu - Alternation blindness in the representation of binary sequences	Zhang - A stopping-point effect in purchase behavior: How unit price increase influences consumer decisions	Smeets - Meritocratic millionaires? Redistributive preferences and beliefs of the top 1 percent in the US
4:20 PM	Anglin - Do beliefs yield to evidence? Receptiveness to consistent vs. mixed empirical findings	Polman - Consuming an option less because it was nudged: A 9-month longitudinal field study of the compromise effect	Bhattacharjee - Can Concern for the Disadvantaged Promote Disadvantage? Neglecting the Benefits of Exploitation
4:40 PM	Hagmann - Persuasion With Motivated Beliefs	Dellaert - Sorted Partitioned Sets as Personalized Choice Architecture	Cheek - Perceiving the Pain of the "Thick Skinned" Poor
5:00 PM	Kugler - On Trust and Disgust: Using Face Reading Technology to Investigate the Emotional Underpinnings of Trusting Decisions	Gravert - The hidden costs of nudging: Experimental evidence from reminders in fundraising	Szaszi - Why economic inequality makes the poor even poorer: Economic inequality increases the financial hardships for low-income individuals
Session #4	**Improving Preference Forecasts**	**Biased Valuation**	**Inequality and Redistribution**
5:30 PM	Davis - Preference structure discovery: a graph-theoretic approach	Feiler - Good Choice, Bad Judgment: How Choice under Uncertainty Generates Overoptimism	Mohan - Paying Up for Fair Pay: Assessing Pay Ratio Impact on Consumer Behavior
5:50 PM	Dietvorst - Why do people choose their default forecasting method over superior alternatives?	Jung - Self-Other Biases in the Perception of Values and Preferences	Hafenbrädl - Reactions to inequality in society versus inequality among people
6:10 PM	Rees-Jones - Why do we lie in incentive-compatible mechanisms? Evidence from the Residency Match	Ksendzova - Hindsight Value: Failure to Acquire Increases (Underestimated) Willingness to Pay	Ordabayeva - Similarity Focus and Support for Redistribution
6:30 PM	Hansen - Using Double-Lasso Regression for Principled Variable Selection	O'Donnell - Understanding Preference Reversals in Choice and Willingness-to-Pay	Berman - Comparative Resource Deprivation: Individuals Believe They Save Less and Spend Less Than Similar Others

THE FAIRMONT WATERFRONT • CITY HOTELS CANADA

Ballrooms ABC

Malaspina Room

SUNDAY, NOVEMBER 12, 2017		
Rooms - Fairmont Waterfront Hotel - Waterfront Ballroom AB & C (lobby level), Malaspina Room (concourse level)		
Track I **Ballroom AB (lobby level)**	**Track II** **Ballroom C (lobby level)**	**Track III** **Malaspina (concourse level)**
Session #5 — **Improving Judgment**	**Financial Behaviors**	**Social Presentation 1**
8:00 AM Sharif - The Effect of Relative Encoding on Memory-Based Judgments	Sussman - Does Providing Credit Scores Influence Financial Behavior? Evidence from a Field Experiment	Lau - Discovering Social Groups via Latent Structure Learning
8:20 AM Logg - Theory of Machine: When do people rely on algorithms?	Hauser - Using Big Data and Targeted Nudges to Reduce Unethical Claiming of Government Benefits	Tsai - How Confidence Influences Self-Interested Behaviors
8:40 AM Zhao - Low Dimensional Representations in Multi-Cue Judgment	Hirshman - The impact of minimum payments on strategy selection in debt repayment	Hsee - The Prada Premium: Overestimation of the Social Benefit of Wearing Expensive Items
9:00 AM Gaertig - Second Guesses: When Does Averaging Multiple Estimates from the Same Person Improve Quantitative Judgments?	Tompkins - Is it what I know or what I think I know? Subjective and objective numeracy both predict financial outcomes	Srna - When Signaling Status Backfires
Session #6 — **Self-Other Forecasts**	**Time versus Money**	**Social Bad Behavior**
10:00 AM Montealegre - Does maximizing good make people look bad? Reputational concerns in effective charitable donations	Xu - How Tradeoff Framing Impacts Attribute Focus and Shifts Choices	Saccardo - Discrimination in Disguise
10:20 AM Sommers - Judging consent for self, other, and the reasonable person: Behavioral and psychological responses to digital privacy violations	Bang - Time is not money in interpersonal perceptions: How the nature of resource expenditure influences favorability	Levine - The surprising costs of silence: Asymmetric preferences for prosocial lies of comission and omission
10:40 AM Galesic - Benefits of asking about social circle perceptions in 2016 U.S. presidential election polls	Litovsky - The Resource Focusing Effect: Nudging Preferences in Time-Money Tradeoffs	van Veldhuizen - What distorts judgment? How monetary and non-monetary persuasion affects corruption
11:00 AM Dorison - Not so Bad: Faulty Affective Forecasts and Avoidance of Opposing Views	Whillans - Buying time promotes happiness	Halali - Divide-and-Conquer: Harmful Third Parties Undermine Cooperation in Groups
Session #7 — **Judgment and Forecasts**	**Goals and Incentives**	**Social Bias and Discrimination**
2:30 PM Dannals - Lay Understanding of Outliers	Anderson - Personal Bests as Reference Points	Daniels - Spillover Bias in Diversity Judgment
2:50 PM Nguyen - Comparing Verbal and Numeric Forecasts New Findings and Implications	Mislavsky - Creating Exercise Habits Using Incentives: The Tradeoff between Flexibility and Routinization	Pleskac - A computational model of the impact of race on the decision to shoot
3:10 PM Reinholtz - Variance Spillover in Intuitive Statistical Judgments	VanEpps - Commit to Change, or Change Your Commitment? Dynamic Demand for Commitment Device Difficulty	Imas - The Dynamics of Discrimination: Theory and Evidence
3:30 PM Green - Bayesian Instinct	Dai - Vicarious Goal Pursuit Outweighs Herding in Crowdfunding: Evidence from Kickstarter.com	Chang - A Field Experiment Testing the Impact of Gender Bias Training on Attitudes and Decisions

MONDAY, NOVEMBER 13, 2017		
Rooms - Fairmont Waterfront Hotel - Waterfront Ballroom AB & C (lobby level), Malaspina Room (concourse level)		
Track I **Malaspina (concourse level)**	**Track II** **Ballroom C (lobby level)**	**Track III** **Ballroom AB (lobby level)**
Session #8 — **Reference Points and Anchors**	**Present Bias and Implications**	**Social Presentation 2**
9:00 AM Zhang - Quantitative Qualifier (also) Qualifies Quality	Goswami - Don't Fear the Meter: How Time Limits Bias Contract Choices	John - Temporary Sharing, Enduring Impressions: Self-Presentation in the Digital Age
9:20 AM Ziv-Crispel - Proportion-Induced Reference Points	Conell-Price - The Psychology of Undersaving: New Field Evidence on Present Bias & Retirement Savings	Levin - The role of social functioning in decision making: Focusing on persons on the autism spectrum
9:40 AM Bartels - Anchors or Targets? An Examination of Credit Card Statements	Grinstein-Weiss - Do the Effects of a Low-Touch Tax Time Savings Intervention Persist? Evidence from the Refund to Savings Initiative	Jeong - "Do as I say, not as I do": Individuals trust their own intuition, but recommend others to follow a process
10:00 AM Lewis - Extremeness Aversion: Why Adjustments Are Insufficient	He - Methodological variance explains the dispute over hyperbolic vs. anti-hyperbolic discounting	Sezer - Backhanded Compliments: How Negative Comparison Undermines Flattery
Session #9 — **Attention During Choice**	**Pursuing Happiness**	**Social and Moral Judgments**
11:00 AM DePaoli - When Reasons Don't Matter: Differential Impacts of Consumer Reasoning on Post-Decisional Satisfaction and Choice	Tennant - Hedonic Durability Revisited: A Case for Two Types	Conway - Getting Trolleys Back on Track: Process Dissociation Debunks the Claim that 'Psychopaths are Utilitarian' and Clarifies Other Conceptual Confusion
11:20 AM Daljord - The Status Quo Theory of Depletion Does Not Full Explain Judges' Sentencing Decisions	Olivola - The Interpersonal Sunk-Cost Effect	Rosenzweig - Fiends with benefits: The role of perpetrator benefit in everyday moral judgment
11:40 AM Liu - Beyond Filters: Self-Prevention of Choice Overload in Sequential Shortlist Decisions	O'Brien - Worth the wait? Leisure can be just as enjoyable with work left undone	Cao - People make social judgments that are Bayesian but condemn them as unfair and inaccurate
12:00 PM Mrkva - Attentional Accounting: Attention Biases Prioritization in Consumer Budget Decision Making	Dwyer - Is the Pursuit of Meaning Different from the Pursuit of Happiness in Everyday Life?	Herzog - Moral Thoughtfulness: Thinking Carefully About Complex Moral Problems is a Virtue

Announcements

Margarita Leib, and Gianni Ribeiro win the Beattie Memorial Travel Scholarship 2017

The 2017 Jane Beattie Memorial Travel Scholarship has been awarded to Margarita Leib from the University of Amsterdam, and Gianni Ribeiro from the University of Queensland, Australia. The funds are being provided to cover their travel to Vancouver.

Thanks to our Key Sponsor for their generous support

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2017 SJDM Conference Special Events

FRIDAY, NOVEMBER 10
5:00-7:00 pm   **Welcome Reception / Registration** w/ Cash Bar – Waterfront Ballroom Foyer, Lobby level

SATURDAY, NOVEMBER 11
7:30-9:30 am   **Poster Session #1** w/ Cont. Breakfast - Offsite: Vancouver Convention Center

Head northwest from the hotel on Canada Pl., then turn right to reach Convention Center

11:45 am-12:30 pm   **Presidential Address:** *Debiasing: Mapping the Space, Exploring Future Directions* by **Rick Larrick -** Waterfront Ballroom, Lobby level

7:00-9:00 pm   **Graduate Student Social Event** – Princess Louisa Suite & Foyer, Level 2
This informal event will provide student members of SJDM an opportunity network with the future stars of the field. But wait, there's more: SJDM is buying the first round of drinks!

SUNDAY, NOVEMBER 12
11:30-1:00 pm   **Women in SJDM Networking Event** –Mackenzie Ballroom
All (women and men) are welcome to attend the annual Women in SJDM Luncheon from 11:30 am - 1:00 pm on Sunday, November 12th at the SJDM Annual Conference held at the Fairmount Waterfront Hotel in Vancouver. This year's event will explore an important and underdeveloped professional skill: networking for academia. The session will feature a structured discussion regarding the benefits (and possible costs) of networking, tools for effectively assessing and expanding your professional network, and simple exercises to grow your comfort level and skills. The session will be expertly led by Professor Dana Carney of Haas School of Business, University of California, Berkeley. All participants are expected to read a brief case in preparation for the session, and a link to the case will be provided for those who register. The luncheon is organized this year by Sunita Sah, Julia Minson, and Abby Sussman.

Thank You to the Sponsors of the 2017 Women in SJDM Luncheon
As of October 27, 2017

Institutions:

Department of Social & Decision Sciences | Carnegie Mellon University
Management & Organizations, Johnson Graduate School of Management | Cornell University
Tuck School of Business | Dartmouth College
Fuqua School of Business | Duke University
Negotiations, Organizations & Markets Unit | Harvard Business School
Kellogg School of Management | Northwestern University
Decision Sciences Collaborative | Ohio State University
Department of Psychology | Princeton University
Kahneman-Triesman Center for Behavioral Science & Public Policy | Princeton University
Freeman School of Business | Tulane University
Management and Organizations, Eller College of Management | University of Arizona
Sauder School of Business | University of British Columbia

1:00-2:00 pm	**Robert Cialdini and Richard Thaler: A conversation** - Waterfront Ballroom
4:00-4:30 pm	**Einhorn Award** - Waterfront Ballroom C
4:45-6:45 pm	**Poster Session #2** w/ Cash Bar - Offsite: Vancouver Convention Center (*see directions pg. 4*)
9:00pm-2:00am	**SJDM Evening Social Event** – Offsite: Blackbird Public House

Be sure to make your way over to the Blackbird Public House for our annual social event. We will have a dance floor, a bar, and some tasty canapés as well as a quieter area to talk and play pool one floor up. Drink tickets will be distributed to the first JDMers to arrive. See you there!

The Blackbird Public House is located at 905 Dunsmuir St, less than a 10 minute walk from the Fairmont Waterfront hotel. Our event will be on the second floor (dance floor and bars) and third floor (hospitality suite to talk, hang out and play pool). Google maps suggests taking the footpath through Hornby Plaza and head South on Hornby Street. Turn right onto Dunsmuir Street. The Blackbird will be on the right side.

2017 SJDM Conference Paper Abstracts

SATURDAY NOVEMBER 11, 2017

Rooms – Fairmont – Waterfront Ballroom AB, Waterfront Ballroom C, Malaspina Room (Concourse)

Session #1 Track I: Estimating Risk – Malaspina Room - Saturday 9:45 am - 11:15 am
Recommended Posters: Saturday, posters 112-136 "Risky Choice"

It is easier to detect increases than decreases in risk

Harvey, Nigel (University College London); Twyman, Matt (University College London); Speekenbrink, Maarten (University College London)

Variance of the outcomes associated with an option provides a measure of the risk of that option. To monitor risk levels, changes in outcome variance must be detected. We gave people time series graphs of share prices or water levels. In half the graphs, variance (financial or flooding risk) changed. People were better at detecting increases than decreases in risk. This was not because it is more important for us to detect increases than decreases in danger: people continued to be better at detecting increases than decreases in variance even when those changes did not explicitly reflect changes in risk.

Knowledge Representations of Sources of Risk

Bhatia, Sudeep (University of Pennsylvania)

We outline a computational approach for uncovering knowledge representations for real-world risk sources, and studying the risk perceptions of individuals. Our approach uses machine learning techniques applied to large natural language datasets, and can predict risk perceptions with higher accuracy levels than existing psychometric methods alone. Our approach can also quantify the strength of association between sources of risk and a very large set of words and concepts, and thus identify the cognitive and affective factors with the strongest relationship with risk perception. We illustrate the power of our approach in three experiments with 1,000 participants and 450 risk sources.

Eliciting low probability risk estimates: frequency formats versus rates

Jenny, Mirjam (Max Planck Institute for Human Development); Hofman, Jake M. (Microsoft Research); Herzog, Stefan M. (Max Planck Institute for Human Development); Goldstein, Daniel G. (Microsoft Research)

Risk estimates vary substantially based on response formats (Fischoff & MacGregor 1983; Lichtenstein, 1978), leaving open an important question: What is the best way to elicit small (< 1%) probabilities from laypeople? We explore which response formats produce the most reliable estimates through a 528 person experiment. We find that participants assigned to respond in frequency formats (absolute number affected, 1 in X affected, or X in Y affected) outperformed both those assigned to and those who opted into rate formats (decimal proportion, percentage, or probability). Frequency formats were in addition most preferred, further suggesting their use in elicitation.

How Do I Like My Chances (To Unfold)? Peoples' Probability-Ordering Preferences

Givi, Julian (Carnegie Mellon University); Olivola, Christopher Y. (Carnegie Mellon University)

Much research has investigated peoples' preferences concerning the ordering of events that vary in their respective utilities. The present work extends this literature by investigating preferences concerning the ordering of probabilities associated with uncertain events whose utilities remain constant. Specifically, we examined whether people prefer that the likelihoods of uncertain events start low and increase (increasing probability sequence) vs. start high and decrease (decreasing probability sequence). The results of three studies show people strongly prefer the former for positive events (e.g., winning money) and the latter for negative events (e.g., losing money) when the probabilities of occurrence are low.

Session #1 Track II: Food and Environment Nudges – Ballroom C - Saturday 9:45 am - 11:15 am
Recommended Posters: Saturday, posters 78-88 "Nudges" and Sunday, posters 122-129 "Environmental Decision Making"

Mental Accounting for Food in Exceptional Contexts

Sussman, Abigail B. (University of Chicago); Alter, Adam L. (New York University); Paley, Anna (The Ohio State University)

Should the effect of eating food on your diet depend on the context in which that food is consumed? Across four studies, we find that people underestimate how foods consumed in exceptional contexts affect their diet relative to the same foods consumed in ordinary contexts. In turn, this leads them to prefer and actually eat larger portions. Using a mental accounting framework, we suggest that errors in both booking and posting drive these effects.

Can Food Stamps Reduce Food Consumption?: The Unintended Consequences of Restricted-Use Funds on Budgeting Decisions

André, Quentin (INSEAD); Reinholtz, Nicholas (University of Colorado Boulder); Lynch Jr., John G. (University of Colorado Boulder)

We revisit the classical problem of utility maximization under budget constraint, and investigate the consequences of possessing restricted-use funds (i.e. less fungible resources that can only be spent on a limited range of options) on consumption decisions. Using a policy-relevant context, we show that individuals who receive a (restricted) resource akin to food stamps actually spend less on food than consumers who receive an equivalent amount in (unrestricted) money. We discuss the implications of this finding for our understanding of budgeting decisions, as well as the consequences of restricted-use funds for consumer welfare.

Consumer Underestimation of Energy Use and Greenhouse Gas Emissions Associated with Food

Camilleri, Adrian R. (RMIT University); Larrick, Richard P. (Duke University); Hossain, Shajuti (Duke University); Patino-Echeverri, Dalia (Duke University)

Food is a major source of energy use and greenhouse gas (GHG) emissions yet its product and impacts are invisible to consumers. Study 1 confirmed that people underestimate the energy use and GHG emissions associated with food. Study 2 showed that a carbon label reduces the average carbon footprint of a hypothetical meal, particularly for those with pro-environmental attitudes. Study 3 showed that the effectiveness of the carbon label was mediated by a greater understanding of the carbon footprint of available food options. Diet change through carbon labels may be an effective strategy to help combat climate change.

Framing Climate Uncertainty: Frame Choices Reveal and Influence Climate Change Beliefs

Kause, Astrid (University of Leeds, UK); Townsend, Tarlise (University of Michigan School of Public Health, USA); Gaissmaier, Wolfgang (University of Konstanz)

An increasingly polarized climate change debate concerns the public. We investigated whether translating uncertain climate change projections into simpler but ambiguous verbal frames fuels polarization, because they imply more or less concern based on identical data. Two pre-registered studies investigated speakers' frame choices of confidence intervals around climate change projections (N=528) and listeners' interpretations thereof (N=385). Replicating two pilot studies, speakers who perceived changes as more severe chose 'concerned' rather than 'unconcerned' verbal frames. Concerned frames, in turn, caused listeners to perceive those changes as more severe. Frame choices thus reveal and influence climate change beliefs, which could increase polarization.

Session #1 Track III: Competitive Contracts - Ballroom AB - Saturday 9:45 am - 11:15 am
Recommended Posters: Saturday, posters 27-32 "Incentives"

Valuation of Labor By Employee and Contractor

Ritov, Ilana (Hebrew University); Schurr, Amos (Ben Gurion University)

A major concern in today's economic reality is the effect of changing wage-setting choices into contracting decisions, and in particular the extent to which 'gig economy' in comparison to traditional economy, promotes inequality. We use a laboratory experimental market method, to study work valuation under contract trading (as is the case in the 'gig economy') and under employment trading (as is the case in traditional economy). We show that the net valuation of work, both by workers and employers decreases when the transactions are framed as contract trading, rather than as employment - pointing to a novel factor increasing inequality.

Spillover of the Competitive Spirit

KC, Raghabendra (Cambridge Judge Business School); Kunter, Marcus (European University of Applied Sciences); Mak, Vincent (Cambridge Judge Business School)

Competition is prevalent in social life, but typically, only a minor proportion of the concerned population take part in a specific competition. We investigated the influence of competitions on non-competitors through a field experiment at a German zoo (N=22,886) and two follow-up experiments. We demonstrate that, even if a person is not participating in a competition, the awareness of it could have a spillover effect on their performance in similar tasks. In addition, the presence of a competition, rather than just a reward, was necessary for the spillover; and the level of reward exerted an inverted-U-type moderation on the spillover.

Getting less than what you pay for: Negotiations decrease post-agreement motivation

Hart, Einav (University of Pennsylvania); Schweitzer, Maurice (University of Pennsylvania)

Negotiation scholars have implicitly assumed that negotiated agreements reflect the full impact of the negotiation process. Prior work has failed to investigate how the negotiation itself affects post-agreement motivation and productivity. In three studies, we demonstrate that negotiating has a profound influence on post-agreement behavior. Negotiating one's wage with a counterpart diminishes motivation to work for the counterpart, and decreases productivity. Perceived conflict between the parties underlies the effect of negotiations on motivation. We fill a critical gap in our understanding of negotiations, and suggest that people should enter negotiations with caution.

Give me a reason to be unfair: The role of justifications in the preference for efficiency over equity

Gordon-Hecker, Tom (Ben-Gurion University of the Negev); Rosensaft-Eshel, Daniela (Ben-Gurion University of the Negev); Shalvi, Shaul (Universiy of Amsterdam); Bereby-Meyer, Yoella (Ben-Gurion University of the Negev)

When asked to choose between equity and efficiency when allocating resources, people may prefer equity over efficiency, even in the cost of destroying some resources. Results from two experiments reveal that what people are averse to is the responsibility for determining how inequity is implemented, i.e. who gets what. When it is possible to justify the creation of inequity, either by an exogenous justification (e.g., a random device), or by coming up with their own justification (which creative people tend to do), people are willing to accept inequity to maximize efficiency.

Session #2 Track I: Dealing with Uncertainty - Malaspina Room - Saturday 2:00 pm - 3:30 pm
Recommended Posters: Saturday, posters 65-77 "Modeling"

Choice vs. Search Mindsets and Consumers' Assortment-Size Preference

Dellaert, Benedict (Erasmus University); Häubl, Gerald (University of Alberta); Wei, Sarah (University of Alberta)

We distinguish between two different ways in which people may approach purchase decisions - a choice mindset and a search mindset. Evidence from six experiments shows that which of these mindsets is activated influences preference for assortment size - overall, consumers want to see more alternatives when they are in a search mindset than when they are in a choice mindset. Moreover, under a choice mindset, larger assortments promote choice deferral and reduce decision quality, whereas under a search mindset these two effects reverse such that larger assortments reduce choice deferral and enhance decision quality.

What the future holds and when: A description-experience gap in intertemporal choice

Dai, Junyi (Max Planck Institute for Human Development); Pleskac, Timothy J. (Max Planck Institute for Human Development); Pachur, Thorsten (Max Planck Institute for Human Development)

Uncertainty about the delay of an outcome is integral to everyday decisions. To examine the impacts of different types of such uncertainty, we presented participants with options where the probability of each delay occurring was learned from either experience or description. For each choice, one option offered a certain delay, whereas the other was a lottery of different possible delays. Lotteries with rare short delays were preferred less when the options were learned from experience (vs. description). This pattern reversed when the longer delay was rare. Both under-experiencing of rare delays and differential probability weighting contribute to this description-experience gap.

When soon feels far and later looms imminent: Decoupling objective and subjective time

Maglio, Sam (University of Toronto Scarborough); Hu, Jing (University of Toronto, Rotman School of Management)

People continually consider prospects for the future. One such consideration speculates as to the occurrence of some future event, which can be made in objective ("I'll go in three days") or subjective ("I'll go very soon") terms. Despite an intuitive, tacit assumption that the two should be positively correlated, we propose that the two can be negatively correlated. When thinking broadly (versus narrowly), people report later objective timing estimates but sooner subjective estimates (Study 1) via a process of using a larger scope to measure time (months over minutes) in converting from objective to subjective time (Studies 2 and 3).

Perceptions of Epistemic versus Aleatory Uncertainty Affect Stock Investment

Walters, Daniel (INSEAD); Ulkumen, Gulden (University of Southern Californ12); Erner, Carsten (FS Card Inc.); Tannenbaum, David (University of Utah); Fox, Craig R. (UCLA)

Investors' perceptions of uncertainty vary along two independent dimensions: (i) "epistemic" uncertainty that they see as inherently knowable; and (ii) "aleatory" uncertainty that they see as inherently random. In four studies we demonstrate that the perceived nature of market uncertainty reliably predicts investor behaviors. The more investors perceive market uncertainty to be epistemic, the more sensitive they are to their own level of ignorance, and they manage this uncertainty by seeking expert advice. The more investors perceive market uncertainty to be aleatory, the more sensitive they are to level of risk, and they manage this uncertainty by diversifying their portfolio.

Session #2 Track II: Nudging Healthy Behavior - Ballroom C - Saturday 2:00 pm - 3:30 pm
Recommended Posters: Saturday, posters 78-88 "Nudges"

The Fun and Function of Uncertainty: Field Experiments on the Effectiveness of Uncertain Incentives

Shen, Luxi (Chinese University of Hong Kong); Hsee, Christopher K. (University of Chicago); Talloen, Joachim (Carnegie Mellon University)

It is often taken for granted that uncertainty is aversive. We examine the effectiveness of uncertain dynamic incentives in the field and find a positive effect of uncertainty. In one field experiment, running club members completed more laps if incentivized by an uncertain number of points per lap than if incentivized by a certain, larger number of points per lap. In another field experiment among part-time workers on a survey platform, we replicated this effect on large incentive magnitude and identified an important boundary that sheds light on why uncertain dynamic incentives are more effective.

Restraint Goals as Reference Points: A Mirrored Value Function with Implications for Motivation, Satisfaction, and Goal-Setting

Wallace, Scott (Duke University); Etkin, Jordan (Duke University)

Goals serve as reference points that guide people's judgments and behavior. While the majority of prior research has examined goals that encourage desired behaviors (e.g., losing weight, saving money), people also pursue goals that discourage undesirable behaviors (e.g., spending budgets, calorie restrictions), and the implications of considering such "restraint" goals-as-reference points have yet to be explored. We propose and empirically demonstrate a "mirrored" value function for restraint goals, with gains (losses) falling below (above) the reference point. We test a series of hypotheses derived from this mirroring, offering novel insights for motivation, satisfaction, and effective goal-setting in restraint domains.

Examining whether strategic ignorance is consciously (or unconsciously) pursued

Risen, Jane L. (University of Chicago); Woolley, Kaitlin (Cornell University)

We explore whether "strategic ignorance" is pursued consciously or unconsciously when people want to avoid information they believe they should receive (e.g., calories). In three preregistered studies (N=1610), participants choose either an option with or without information. When the options differ only on this dimension, participants have "no-cover." People choosing the option without information are aware they are avoiding it. Participants with "cover" however, receive additional (counterbalanced) attribute information. They can avoid information, but believe another attribute drove their decision. As predicted, greater information avoidance occurs when people can pursue the strategy without awareness, suggesting strategic ignorance often operates unconsciously.

Which Healthy Eating Nudges Work Best? A Meta-Analysis of Behavioral Interventions in Field Experiments

Cadario, Romain (IÉSEG School of Management, France); Chandon, Pierre (INSEAD, France)

We examine the effectiveness of healthy eating nudges. A meta-analysis of 251 effect sizes derived from 78 field experiments yields a moderate but significant overall effect size. First, effect sizes increase as the focus of the intervention shifts from attention ("descriptive nutritional labeling," "evaluative nutritional labeling," and "salience enhancements"), to interest ("healthy eating cues" and "sensory cues"), to action ("convenience enhancements" and "plate and portion size changes"). Second, interventions are more effective in reducing unhealthy eating than increasing healthy eating or reducing total eating. Third, effect sizes are higher in the USA (vs. outside) and for shorter studies (vs. longer).

Session #2 Track III: Empathy and Altruism - Ballroom AB - Saturday 2:00 pm - 3:30 pm
Recommended Posters: Sunday, posters 27-37 "Charity"

Simulating Social Closeness: The Psychological Consequences of Consumer Technologies

Lieberman, Alicea J. (University of California, San Diego); Amir, On (University of California, San Diego); Schroeder, Juliana (University of California, Berkeley)

Digital technologies are increasingly used for daily media consumption. We examine two psychological consequences of digital media: social immersion (closeness to the communicator) and narrative immersion (attentiveness to the message). In four studies we show that the consumption medium (e.g., listening to the same message via headphones or speakers) can affect social and narrative immersion. Enhancing social immersion, in particular, can lead to a more positive impression of and empathy towards communicators, increasing generosity towards them. We provide support for an underlying mechanism for this effect, suggesting the nonverbal cues in communicators' voices are critical for increasing impression and empathy.

The Spirit of Giving: Impure Altruism in Funeral Contracts

Garcia-Rada, Ximena (Harvard Business School); Whitley, Sarah C. (Boston University Questrom School of Business); Ariely, Dan (Duke University); Morewedge, Carey K. (Boston University Questrom School of Business)

We compare funeral contracts executed for the self and others to elucidate motives underlying impure altruism. Using archival data from a US funeral home (N=385), we find executors spend more on funerals planned for others than for themselves (M=$891.59), both on expenses signaling their generosity to others and only to themselves. Together with eight experiments (N =4,654) controlling for selection effects and supernatural, reciprocal, and reputational confounds, we find evidence that the utility produced by the act of giving itself (i.e., "warm-glow") is sufficient to evoke significant prosocial spending, even when the recipient of the gift obtains no material benefits.

Making a difference in the life of one or many: A preference for distributed helping

Sharps, Daron (University of California, Berkeley); Schroeder, Juliana (University of California, Berkeley)

When providing aid to groups of individuals, people face a choice for how to distribute help: Should they concentrate their aid on one person in the group or try to distribute it across the group? In four experiments, we demonstrate a consistent preference for distributing aid equally across small groups. Further, donors tend to give more when presented with a small group of individuals in need than a single individual, because of the preference for equal distribution. An individuated victim may motivate initial giving, but small groups of victims may increase total giving.

The Dark Side of Gratitude: Expressing Appreciation Invites Exploitation in Competitive Interactions

Yip, Jeremy A. (Wharton); Lee, Kelly Kiyeon (Georgetown); Chan, Cindy (University of Toronto); Brooks, Alison Wood (Harvard)

Previous research has revealed that gratitude motivates prosocial decisions. However, expressing gratitude in economic exchanges may operate differently. In Study 1, participants who interacted with grateful counterparts were more likely to make selfish offers in distributive negotiations than neutral counterparts. In Study 2, we found that inferred tolerance mediates the relationship between gratitude expression and self-interested choices. In Study 3, we contrasted expressions of gratitude with excitement, and we demonstrate that expressing gratitude uniquely promotes selfish ultimatum offers. In Study 4, we show that expressing gratitude promotes unethical decisions. Collectively, our findings suggest that expressing gratitude can invite exploitative behavior.

Session #3 Track I: Updating Beliefs -   Malaspina Room - Saturday 4:00 pm - 5:30 pm
Recommended Posters: Saturday, posters 42-48 "Metacognition"

Alternation blindness in the representation of binary sequences

Yu, Ru Qi (University of British Columbia); Osherson, Daniel (Princeton University); Zhao, Jiaying (University of British Columbia)

Binary outcomes are prevalent in the environment. In this study, we examine how people process alternations and repetitions in binary sequences. Using four different paradigms, we find that 1) the number of alternations is under-estimated compared to repetitions; 2) the recall of alternations is less accurate than the recall of repetitions; 3) changes are harder to detect as the sequence alternates more; 4) less attention is drawn to sequences with more alternations. The results collectively demonstrate a robust under-representation of alternations, revealing a perceptual limitation in processing binary information. This limitation may explain biases in randomness perception.

Do beliefs yield to evidence? Receptiveness to consistent vs. mixed empirical findings

Anglin, Stephanie (Carnegie Mellon University)

Psychologists have long claimed that people maintain or strengthen their beliefs in response to counter-evidence. However, such claims come from studies in which participants received a mixed pattern of results. Do people maintain their beliefs when presented with clear, consistent findings? Regardless of whether evidence supported or challenged their views on religiosity (Study 1) or capital punishment (Study 2), participants shifted their beliefs in response to congruent findings and maintained them in response to mixed results. These findings modify theories of confirmation bias and belief perseverance, suggesting that people are receptive to counter-attitudinal evidence when the findings are clear.

Persuasion with Motivated Beliefs

Hagmann, David (Carnegie Mellon University); Loewenstein, George (Carnegie Mellon University)

Considerable research finds that people derive utility not only from consumption, but also from beliefs. Rather than dispassionately updating when faced with conflicting news, people often avoid such information. We propose a two-stage theory of persuasion: a receiver first appraises a persuader's threat to her existing beliefs, then establishes defenses leading to biased updating. We design an incentive compatible persuasion task and experimentally manipulate whether persuaders can express uncertainty about their opinion, which our theory predicts lowers the receiver's defenses. We find that in line with our model and contrary to the standard Bayesian perspective, messages conveying self-doubt increase persuasiveness.

On Trust and Disgust: Using Face Reading Technology to Investigate the Emotional Underpinnings of Trusting Decisions

Connolly, Terry (University of Arizona); Kugler, Tamar (University of Arizona); Motro, Daphna (Hofstra University); Noussair, Charles (University of Arizona); Ye, Bohan (University of Arizona)

We report the results of two studies that test the emotional underpinnings of trustor decisions and reactions. In study one, participants engage in a repeated trust game in the laboratory. The results show that trustors who are disgusted send less, and are also more disgusted the less that is returned to them. In study two, we directly manipulate participants' experienced disgust using video clips and virtual reality emotions inductions, and test the causal relation between disgust and trust.

Session #3 Track II: Effects of Nudging -   Ballroom C - Saturday 4:00 pm - 5:30 pm
Recommended Posters: Sunday, posters 168-177 "Framing"

A stopping-point effect in purchase behavior: How unit price increase influences consumer decisions

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

We investigated how changes in the unit price of a product influence consumers' purchasing and consumption behaviors. We found cases where consumers purchase fewer items when more items are offered at discount, contrary to economic price sensitivity. This pattern is moderated by the number of units available at discount (i.e., unit price starts to increase). Four studies demonstrated that consumers took the quantity at which the unit price increases as their stopping-point of consumption if the quantity of units offered at discount is reasonably low relative to consumers' initial preference of consumption, but not if the quantity is unreasonably low.

Consuming an option less because it was nudged: A 9-month longitudinal field study of the compromise effect

Polman, Evan (University of Wisconsin-Madison); Maglio, Sam J. (University of Toronto Scarborough)

Research in decision making has, to date, examined what people consume, when people consume, and why people consume. But almost no research has examined how long people consume. Here, we examined an asymmetry between choosing an option and consuming it. We conducted a 9-month longitudinal study on how long participants consume a compromise option versus an identical non-compromise option. We found that the compromise effect influences choosing and consuming in opposite directions: Participants were more likely to choose a compromise option; however, they consumed it less compared to participants who chose an identical non-compromise option.

Sorted Partitioned Sets as Personalized Choice Architecture

Dellaert, Benedict (Erasmus School of Economics, Erasmus University Rotterdam); Baker, Tom (University of Pennsylvania Law School); Johnson, Eric (Columbia Business School, Columbia University)

We propose Sorted Partitioned Sets (SPSs) as a choice architecture to overcome consumer information overload in large choice sets. SPSs present alternatives in a list sorted based on products' predicted attractiveness and partitioned so that top recommended alternatives are presented first. SPSs improve consumer choices by increasing the focus on the most attractive alternatives and facilitating a more compensatory decision process. Results from two controlled choice experiments and a field study in health insurance choice show a consistent positive impact of SPSs. However, we also find a potential harmful effect of partitioning on choice when sorting quality is low.

The hidden costs of nudging: Experimental evidence from reminders in fundraising

Gravert, Christina (University of Gothenburg); Damgaard, Mette Trier (Aarhus University)

We document the hidden costs of a popular nudge and show how these costs distort policy making when neglected. In a field experiment with a charity, we find reminders increasing intended behavior (donations), but also increasing avoidance behavior (unsubscriptions from the mailing list). We develop a dynamic model of donation and unsubscription behavior with limited attention. We test the model in a second field experiment. The model is estimated structurally to perform a welfare analysis. Not accounting for hidden costs overstates the welfare effects for donors by factor ten and hides potential negative welfare effects of the charity.

Session #3 Track III: Economic Inequality -   Ballroom AB - Saturday 4:00 pm - 5:30 pm
Recommended Posters: Saturday, posters 55-64 "Applied Decision Making"

Meritocratic millionaires? Redistributive preferences and beliefs of the top 1 percent in the US

Cohn, Alain (University of Chicago); Jessen, Lasse (University of Kiel); Marko Klasjna (Georgetown University); Smeets, Paul (Maastricht University)

Many rich individuals hold top level positions in organizations and politics where they make decisions affecting income distributions. What are their preferences and beliefs about redistribution, and how do they compare to the general population? We conducted experiments with millionaires and a representative sample of the United States where they could redistribute earnings between workers. Millionaires tolerate more inequality than the general population, but only significantly so when the source of inequality is luck rather than merit. Interestingly, while preferences for redistribution predict millionaires' real-world attitudes towards redistribution, what matters for the general population is their trust in the government.

Can Concern for the Disadvantaged Promote Disadvantage? Neglecting the Benefits of Exploitation

Bhattacharjee, Amit (Erasmus University); Paolacci, Gabriele (Erasmus University)

Despite the unprecedented prosperity of the developed world, a tenth of the world's population still lives in extreme poverty. Why do such drastic inequities persist? We present six studies investigating whether moral concern about inequity can itself reduce support for voluntary labor exchanges that can benefit the disadvantaged. Our findings suggest that moral outrage provoked by unfair labor practices can divert people's attention away from the beneficial consequences of these opportunities for disadvantaged workers. Accordingly, people may neglect the potential of exploitative practices like low-wage labor to help solve social problems and improve lives.

Perceiving the Pain of the "Thick Skinned" Poor

Cheek, Nathan N. (Princeton University); Shafir, Eldar (Princeton University)

We investigated a "thick skin" bias in perceptions of the experiences of the poor, finding that participants attributed less physical pain (Studies 1 and 2) and weaker negative emotional reactions (Study 3) to poor relative to middle class and rich individuals. Participants did not attribute weaker positive emotional reactions to the poor (Study 4), however, supporting a bias in the perception of poor people's negative experiences rather than a more general dehumanization bias. The underestimation of the physical and emotional pain experienced by poor individuals has implications for both medical contexts and the civility of interpersonal interactions in everyday life.

Why economic inequality makes the poor even poorer: Economic inequality increases the financial hardships for low-income individuals

Jachimowicz, Jon M. (Columbia Business School); Szaszi, Barnabas (Eotvos Lorant University); Prabhu, Jaideep (Cambridge Judge Business School); Weber, Elke U. (Princeton University)

Countries are becoming more unequal, and the pattern of economic inequality growth is similar worldwide: the rich are getting richer, while the poor have seen very little income gains. Inequality occurs in part because the poors' financial difficulties thwart their ability to make long-term financial decisions, constraining their capacity to advance. In this paper, we offer multiple archival, correlational, and causal experimental studies which reveal that increased inequality exacerbates the financial difficulties experienced by the poor; thus, higher inequality causally decreases the likelihood that the poor can attain higher incomes. These findings suggest that inequality makes the poor even poorer.

Session #4 Track I: Improving Preference Forecasts -   Malaspina Room - Saturday 5:30 pm - 7:00 pm
Recommended Posters: Saturday, posters 100-111 "Prediction" and Sunday, posters 12-16 "Algorithms"

Preference structure discovery: a graph-theoretic approach

Davis, Alex (Carnegie Mellon University); De la Maza, Cristobal (Carnegie Mellon University); Azevedo, Ines (Carnegie Mellon University)

We propose a new way to discover non-traditional (and traditional) preference structures empirically using graph theory, then explore the approach with simulated and stated preference data. Using simulations we vary the proportion of decision-makers in each of the most common classes of economic (e.g., mixed logit) and psychological models (e.g., lexicographic semi-order) of choice. We also apply the approach to classic data collected by Tversky as well as newer studies of (in)transitive preferences. We are able to discover important structures across a variety of dimensions, including number of decision-makers, alternatives, and attributes.

Why do people choose their default forecasting method over superior alternatives?

Dietvorst, Berkeley (Booth School of Business)

I investigate the decision process that people use to choose between forecasting methods. I propose that people choose between forecasting methods by (1) using their status quo forecasting method by default and (2) deciding whether or not to use an alternative forecasting method by comparing its expected performance to a performance goal. For example, this process leads people to choose human judgment over a superior algorithm when (1) human judgment is their default and (2) the algorithm performs better than human judgment but fails to meet their performance goal. I find empirical support for this process in five experiments.

Why do we lie in incentive-compatible mechanisms? Evidence from the Residency Match

Rees-Jones, Alex (Wharton); Skowronek, Samuel (Wharton)

Economists commonly endeavor to design complex mechanisms that incentivize truthful reporting. To what degree do these mechanisms result in truth-telling, and under what conditions do they fail? In this investigation, we administer an incentivized online experiment to over 1700 participants in the medical residency match, a flagship application of incentive-compatible matching algorithms. Our experiment cleanly documents widespread propensity to misrepresent preferences despite prevalent training and advice, and in the presence of substantial incentives for optimal play. We explore the role of cognitive ability, strategic positioning, overconfidence, ego utility, and the presence of trusted advice as explanations for this phenomenon.

Using Double-Lasso Regression for Principled Variable Selection

Urminsky, Oleg (University of Chicago); Hansen, Christian (University of Chicago); Chernozhukov, Victor (MIT)

We introduce and validate a two-step procedure, using double-lasso regression, as a principled method for variable selection. Simulations demonstrate that this method reduces estimation bias and increases statistical power compared to one-step approaches, identifying which covariates have sufficient empirical support for inclusion in analyses of correlations, moderation, mediation and experimental interventions. We apply the method in four re-analyses of prior findings. We find that using the method can substantially change results, and accurately distinguishes between a prior valid and invalid covariates.

Session #4 Track II: Biased Valuation -   Ballroom C - Saturday 5:30 pm - 7:00 pm
Recommended Posters: Sunday, posters 17-26 "Bias"

Good Choice, Bad Judgment: How Choice under Uncertainty Generates Overoptimism

Tong, Jordan (University of Wisconsin -- Wisconsin Business School); Feiler, Daniel (Dartmouth College -- Tuck School of Business); Ivantsova, Anastasia (University of Wisconsin -- Wisconsin Business School)

We examine a fundamental feature of choice under uncertainty: overestimating an alternative makes one more likely to choose it. If people are naive to this structural feature, then they will tend to have erroneously inflated expectations for the alternatives they choose. In contrast to theories of motivated reasoning, this theory suggests that individuals will overestimate chosen alternatives even before the choice. We find evidence of overoptimism from choosing positive error, which is exacerbated when the true values of the alternatives are close together, there is more uncertainty about the values of alternatives, and there are many alternatives to choose from.

Self-Other Biases in the Perception of Values and Preferences

Jung, Minah H. (New York University); Moon, Alice (Disney Research); Nelson, Leif D. (University of California, Berkeley)

People believe that others will pay more for goods than they themselves would. We find that this phenomenon extends more broadly to beliefs about others' preferences. Specifically, across different types of products, people also believe that others will enjoy goods more than they would. Notably, these effects ultimately produce paradoxical beliefs about others' valuation of products: people believe both that others who enjoy a good the same amount would pay more for the good, but also that others who would pay more for a good would enjoy the good more. We discuss possible explanations (e.g., scale distortion, reference group).

Hindsight Value: Failure to Acquire Increases (Underestimated) Willingness to Pay

Ksendzova, Masha (Boston University); Morewedge, Carey (Boston University); Ariely, Dan (Duke University)

Across a variety of elicitation mechanisms and goods, from lotteries to songs to used cars, we find that people systematically underestimate the utility of goods they have yet to acquire. People recognize their surplus utility only in hindsight, if they fail to acquire the goods. Hindsight value can be as high as the value of goods to owners. It appears to reflect a true change in valuation, rather than change in transaction framing, escalation of commitment, strategic responding, or resampling from a range of values.

Understanding Preference Reversals in Choice and Willingness-to-Pay

O'Donnell, Michael (University of California, Berkeley Haas School of Business); Lew, Iris C. (University of California, Berkeley); Evers, Ellen R.K. (University of California, Berkeley Haas School of Business)

Preference reversals that violate procedure invariance, in which participants are more likely to prefer a hedonic good in a choice measure than in a willingness-to-pay measure, exist in both hypothetical and incentive-compatible settings. We believe these occur because different preference elicitation methods constitute fundamentally different psychological experiences. We identify one such difference, the salience of exchanging money, and manipulate this factor to alter preferences. Increasing the salience of money in choice reduces preference for a hedonic good, while decreasing the salience of money in WTP increases preference for a hedonic good.

Session #4 Track III: Inequality and Redistribution -   Ballroom AB - Saturday 5:30 pm - 7:00 pm
Recommended Posters: Saturday, posters 55-64 "Applied Decision Making"

Paying Up for Fair Pay: Assessing Pay Ratio Impact on Consumer Behavior

Mohan, Bhavya (University of San Francisco); Schlager, Tobias (HEC Lausanne); Deshpande, Robit (Harvard Business School); Norton, Michael (Harvard Business School)

While prior research examining consumer expectations of equity has primarily focused on perceptions of price fairness (Kahneman, Knetsch, and Thaler 1986; Bolton and Alba 2006), we examine a novel fairness indicator: ratios comparing leader to employee pay within a firm. Across four experiments, including one incentive compatible study, we identify how and why consumer purchase behavior can be affected by the disclosure of a firm's pay ratio. We also explore possible boundary conditions to the effects of pay ratio disclosure: alienating particular consumers on the basis of ideology and indicating the level of effort put forth by a leader.

Reactions to inequality in society versus inequality among people

Hafenbrädl, Sebastian (IESE Business School); Dana, Jason (Yale University)

Much of the public discourse on inequality is focused on the properties of statistical distributions (e.g., "the 1%" or the Gini coefficient). In contrast, most of the experimental literature on reactions to inequality focuses on comparisons between specific people at a small-scale level. In a series of 15 studies (total N > 4000), we find reliably that people prefer more equality among quintiles of a society than among five people, regardless of the cause of inequality. Emotional reactions and sympathy toward the lowest earner(s) increase for choices among quintiles rather than people.

Similarity Focus and Support for Redistribution

Ordabayeva, Nailya (Boston College); Fernandes, Daniel (Católica-Lisbon School of Business and Economics)

Despite unprecedented levels of inequality in the US, support for redistribution is not so widespread. Four studies show that prompting a cognitive focus on similarity (vs. dissimilarity) can effectively boost support for redistribution by changing perceptions of individuals' dispositional inputs (hard work, motivation) and the resulting justification of unequal outcomes and perceived fairness of inequality. The effects are robust across preferences for redistributive taxation and spending policies, a validated similarity prompt from the literature as well as a practical manipulation that policy makers could use to influence public redistribution support.

Comparative Resource Deprivation: Individuals Believe They Save Less and Spend Less Than Similar Others

Berman, Jonathan Z. (London Business School); Gurdamar, Nazli (London Business School)

We document a "relative deprivation effect" in how individuals compare their finances to others. While most individuals feel highly constrained by their budgets, they are less sensitive to the constraints of others, believing that others have more purchasing power than they do. As a result, individuals believe that they both save less and spend less than others at their income level, and fail to appreciate that others are just as constrained as they are.

Fairmont – Waterfront Ballroom AB, Waterfront Ballroom C, Malaspina Room (Concourse)

Session #5 Track I: Improving Judgment -   Ballroom AB - Sunday 8:00 am – 9:30 am
Recommended Posters: Sunday, posters 1-11 "Advice" and Sunday, posters 38-59, "Communication and Training"

The Effect of Relative Encoding on Memory-Based Judgments

Sharif, Marissa A. (The Wharton School, University of Pennsylvania); Oppenheimer, Daniel M. (Carnegie Mellon University)

Prior research suggests people often represent options based on their relative standing rather than in absolute terms. What are the consequences for memory-based judgments? In a series of studies, we find that when making memory-based judgments, people rely on the relative standing of the options in the distribution at the time of encoding (time 1) rather than attending to absolute quality or an updated ordinal ranking in light of a new distribution at time 2. However, when it is made salient that the options at time 1 and time 2 are from different distributions, this effect is reduced.

Theory of Machine: When do people rely on algorithms?

Logg, Jennifer (Harvard Business School)

When are people most likely to leverage the power of computational algorithms to improve their judgment accuracy? Even though algorithms often outperform human judgment, people appear resistant to allowing a numerical formula to make decisions for them (Dawes, 1979). Counter to the widespread conclusion of algorithm aversion, results from eight experiments suggest that people are willing to rely on algorithmic advice under circumstances that apply to many decisions. The results suggest important moderators to algorithm aversion and contribute to a program of research I call "theory of machine," which examines lay beliefs about how algorithmic and human judgment differ.

Low Dimensional Representations in Multi-Cue Judgment

Zhao, Joyce Wenjia (University of Pennsylvania); Bhatia, Sudeep (University of Pennsylvania); Davis-Stober, Clintin P. (University of Missouri)

The study of multi-cue judgment investigates how decision makers integrate cues to predict a criterion variable. We consider a multi-cue judgment task in which decision makers have prior knowledge of inter-cue relationships but are ignorant of how the cues correlate with the criterion. In this setting, a naive judgment strategy prescribes an equal weight for each cue. However we find that many participants use a weighting scheme based on the structure of inter-cue correlations. This weighting scheme can assign different weights to different cues, can mimic a variety of different heuristic rules, and has important optimality properties concerning judgment accuracy.

Second Guesses: When Does Averaging Multiple Estimates from the Same Person Improve Quantitative Judgments?

Gaertig, Celia (Wharton, University of Pennsylvania); Simmons, Joseph (Wharton, University of Pennsylvania)

Prior research suggests that averaging multiple estimates from the same person can improve quantitative judgment, an effect dubbed the "wisdom of the inner crowd." It is not yet clear, however, why or when this works. In our research, we investigate whether explicitly deciding whether one's first guess was too high or too low affects the direction in which one adjusts. We find that asking people to first decide whether their initial guess was too high or too low before making a second guess leads to more extreme guesses, and, usually, this renders the inner crows less wise.

Session #5 Track II: Financial Behaviors -   Ballroom C - Sunday 8:00 am – 9:30 am
Recommended Posters: Sunday, posters 161-167 "Financial Decision Making"

Does Providing Credit Scores Influence Financial Behavior? Evidence from a Field Experiment

Homonff, Tatiana (NYU); O'Brien, Rourke (University of Wisconsin); Sussman, Abigail (University of Chicago Booth)

We examine the impact of providing access to FICO scores on financial behavior. We conduct a field experiment with over 400,000 student loan borrowers in which we randomize provision of information on the availability of FICO scores across borrowers. Borrowers in the treatment group are significantly less likely to have any payments past due, more likely to have revolving credit accounts, and have higher FICO scores. These effects persist over the full study period (21 months). We propose that the unique characteristics of the FICO score--a personalized, quantifiable, dynamic metric of creditworthiness--is effective at motivating change.

Using Big Data and Targeted Nudges to Reduce Unethical Claiming of Government Benefits

Hauser, Oliver P. (Harvard Business School); Greene, Michael (Deloitte); Norton, Michael I. (Harvard Business School); Gino, Francesca (Harvard Business School)

We combine data science with decision making methods to reduce unethical behavior. In a large-scale field experiment, we aim to decrease the rate of misreported claims submitted by recipients of government benefits. First, we use statistical machine learning techniques to identify which claimants are most likely to behave unethically in any given week. Second, those claimants are then

randomly assigned to control or treatment arms. We find that (1) the algorithm effectively identified claimants more likely to behave unethically and (2) social norm information as well as a treatment combining several distinct nudges led to significant reductions in dishonest behavior.

The impact of minimum payments on strategy selection in debt repayment

Hirshman, Samuel (Chicago Booth); Sussman, Abigail (Chicago Booth)

The average consumer in the US holds about 4 credit cards. We examine whether the presence of minimum payments on credit card statements alters the strategies people use when determining how much to repay across multiple credit card bills. Across three studies using a debt repayment game, we find that participants faced with minimum payments are less likely to play optimally. Instead, they are more likely to put excess dollars towards each outstanding account than those with no minimum payments. Our results suggest the presence of minimum payments may play a role in explaining economically anomalous behavior in debt repayment.

Is it what I know or what I think I know? Subjective and objective numeracy both predict financial outcomes

Tompkins, Mary Kate (The Ohio State University); Peters, Ellen (The Ohio State University); Knoll, Melissa (Consumer Financial Protection Bureau)

No known research has examined possible separable impacts of numeric competencies on financial outcomes. Better financial outcomes could be due to superior calculations (objective numeracy) and/or greater motivation/confidence with numbers (subjective numeracy). Results from a diverse U.S. sample (N=4,567) revealed that individuals higher in both objective and subjective numeracy experienced better financial outcomes, reported higher financial well-being, and were more often the primary financial decision maker in the household, controlling for demographics and financial knowledge. More subjectively numerate individuals may play a more active role in their household finances; if they also have the objective skills, then they flourish financially.

Session #5 Track III: Social Presentation 1 - Malaspina Room - Sunday 8:00 am – 9:30 am
Recommended Posters: Saturday, posters 6-26 "Groups"

Discovering Social Groups via Latent Structure Learning

Lau, Tatiana (Harvard University); Pouncy, H. Thomas (Harvard University); Gershman, Samuel J. (Harvard University); Cikara, Mina (Harvard University)

Humans form social coalitions in every society, yet little is known about how these group boundaries are learned. Across four experiments, we use a computational model of latent structure learning to examine (i) how individuals accumulate evidence for group boundaries; (ii) how learned boundaries affect choices and attributions about other agents; and (iii) whether these latent group structures affect choice even when they are contradicted by explicit group labeling. We show that this model does a better job of explaining social influence than traditional model of social group representation that use similarity and explicit labels as inputs.

How Confidence Influences Self-Interested Behaviors

Tsai, Claire (University of Toronto); Xie, Jia Lin (University of Toronto)

Being in a psychological state of lower confidence causes people to experience psychological aversion that they are motivated to reduce. We study the transfer effect of confidence; people strive to compensate for lower confidence in one domain by obtaining higher status in other unrelated domains. Building on research on money and confidence, we proposed and showed in four experiments that lower incidental confidence increased self-interested behaviors that brought financial gains. Drawing on research on competitive altruism, we also predicted and found that when altruism was seen as the primary source of status, the effect of incidental confidence reversed.

The Prada Premium: Overestimation of the Social Benefit of Wearing Expensive Items

Li, Xilin (The University of Chicago Booth School of Business); Hsee, Christopher K. (The University of Chicago Booth School of Business)

In a series of experiments, we show that people overestimate the attractiveness of wearing expensive items in friend-making situation. Specifically, "wearers" believe others are more likely to be friends with them if they wear expensive rather than average-priced items, but "choosers" (i.e., others) are less willing to be friends with those who wear expensive items. This wearer-chooser discrepancy happens because wearers believe that others like to befriend those who are financially resourceful and wearing expensive items signal financial resourcefulness, yet choosers prefer to befriend those who are similar to them.

When Signaling Status Backfires

Srna, Shalena (University of Pennsylvania); Barasch, Alixandra (New York University); Small, Deborah (University of Pennsylvania)

Conspicuous consumption allows people to signal status, which is advantageous for attaining resources and social influence. However, we find that conspicuous consumers are perceived as self-interested, rendering signaling status disadvantageous for cooperation. Specifically, conspicuous consumers are perceived as less moral and more self-interested, and are thus less preferred as partners in cooperative tasks. Furthermore, individuals show some awareness of the benefits of modesty and refrain from signaling status when it is advantageous to do so. Across six studies (N=1,824), this paper demonstrates the advantages of remaining modest in cooperative contexts.

Session #6 Track I: Self-Other Forecasts -   Ballroom AB - Sunday 10:00 am – 11:30 am
Recommended Posters: Saturday, posters 49-54 "Methodology"

Does maximizing good make people look bad? Reputational concerns in effective charitable donations

Montealegre, Andres (Universidad de los Andes); Bush, Lance (Cornell University); Moss, David (University of Leicester); Pizarro, David (Cornell University); Jimenez-Leal, William (Universidad de los Andes)

Individuals are often reluctant to donate to charities based on cost-effectiveness, even when this information is readily available (Baron & Szymanska, 2011). Across several studies we provide evidence that this reluctance might result from reputational concerns: people believe that choosing a charity based on cost-effectiveness signals a lack of empathy. While people who were described as deliberating about the effectiveness of charities were perceived as more practical, they were also perceived as less moral. Our findings suggest that when their reputation is at stake, people prefer that their charitable donations signal their empathic concern, at the expense of a charity's cost-effectiveness.

Judging consent for self, other, and the reasonable person: Behavioral and psychological responses to digital privacy violations

Sommers, Roseanna (Yale University); DeVincent, Lauren (Cornell University); Bohns, Vanessa (Cornell University)

Amidst debates over policing tactics (stop-and-frisk; phone searches at the border), an overlooked fact is that most searches--over 90%--are authorized by citizens' consent. Unlike warrant-based searches, "consent searches" merely require voluntariness--meaning outside observers (e.g., jurors) believe a reasonable person would have felt free to say no.   In two preregistered studies (N = 409), we find decision-makers drastically underestimate the difficulty of refusing invasive requests: Although 77% of participants indicated they would refuse to let researchers search their smartphones, only 5% refused when actually approached. The effect persisted even when we told participants they could say no.

Benefits of asking about social circle perceptions in 2016 U.S. presidential election polls

Galesic, Mirta (Santa Fe Institute, Max Planck Institute for Human Developm.); Bruine de Bruin, Wändi (Leeds University Business School, Carnegie Mellon University)

The outcome of the 2016 U.S. presidential election was not predicted by most election polls, which asked people about their own voting intentions. Building on growing evidence that people are relatively well-informed about their social circles, we aimed to improve the predictive ability of two large national election polls by asking participants how their social circles would vote. Compared to questions about own intentions, social-circle questions improved predictions of national, state, and individual votes. Furthermore, our social-circle questions revealed the social processes underlying changes in voting intentions over time, and helped explain false consensus effects in expectations of election outcomes.

Not so Bad: Faulty Affective Forecasts and Avoidance of Opposing Views

Dorison, Charles A (Harvard University); Minson, Julia A (Harvard University); Rogers, Todd (Harvard University)

Four studies demonstrate that the phenomenon of selective exposure can be partially explained by an error in affective forecasting. Clinton voters exaggerated the negative affective consequences of watching the 2017 Inaugural address (Study 1), and of reading commentary by Trump voters (Studies 2 & 4). Both liberals and conservatives exaggerated their negative affect in reaction to speeches by prominent politicians (Study 3). These effects are driven by people's misjudgment of their agreement with the content of politicians' speeches (Studies 1 & 3); and their tendency to initially attribute disagreement to the flawed reasoning of other voters (Studies 2 & 4).

Session #6 Track II: Time versus Money -   Ballroom C - Sunday 10:00 am – 11:30 am
Recommended Posters: Saturday, posters 144-157 "Time Perception"

How Tradeoff Framing Impacts Attribute Focus and Shifts Choices

Xu, Minzhe (University of Florida); Urminsky, Oleg (University of Chicago)

Across several studies, we tested whether people's choices in tradeoffs depend on which attribute is salient as compensating for the other. In the context of intertemporal choice, people were more impatient when choosing how long to wait for a larger reward than when choosing how much reward to give up for a sooner payment. We also found similar results in a price-quality tradeoff and a desirability-feasibility tradeoff.

Time is not money in interpersonal perceptions: How the nature of resource expenditure influences favorability

Bang, Min (Duke University); Larrick, Richard (Duke University)

Time and money are fundamental resources that are spent every day in social interactions. Our research addresses the question of how people think about someone else's expenditure of money or time in pursuit of collective goals. Although money and time are potentially interchangeable when pursuing a goal, we argue that observers favor targets who invest time more than those who invest money, even when both investments accomplish the same outcome. This resource effect in interpersonal perceptions stems from perceptions of effort, which is associated with perceived benevolence; time investment conveys the impression that actors are more benevolent than money contribution.

The Resource Focusing Effect: Nudging Preferences in Time-Money Tradeoffs

Litovsky, Yana (Carnegie Mellon University); Olivola, Christopher (Carnegie Mellon University)

Four studies show that subtly focusing decision-makers on time versus money leads to preference reversals for identical tradeoffs between these two important resources. Focusing on time (money) decreases (increases) willingness to spend time in order to save money and increases (decreases) willingness to spend money in order to save time. This resource focusing effect is robust to various features of the elicitation procedure, such as wording and the order in which time-money tradeoffs are considered, and occurs regardless of whether decision-makers are considering spending time to save money or spending money to save time.

Buying time promotes happiness

Whillans, Ashley V. (Harvard Business School); Dunn, Elizabeth W. (University of British Columbia); Norton, Michael I. (Harvard Business School)

Increases in wealth have produced an unintended consequence: a rising sense of time scarcity. We provide the first evidence that using money to buy time can provide a buffer against this time famine, promoting happiness. Using large, diverse samples from the US, Canada, Denmark, and the Netherlands (N=6,271), we show that individuals who spend money on time-saving services report greater life satisfaction. A field experiment provides causal evidence that working adults report greater happiness after spending money on a time-saving purchase than on a material purchase. Buying time protects people from the detrimental effects of time pressure on life satisfaction.

Session #6 Track III: Social Bad Behavior -   Malaspina Room - Sunday 10:00 am – 11:30 am
Recommended Posters: Sunday, posters 130-160 "Ethics"

Discrimination in Disguise

Danilov, Anastasia (University of Cologne); Saccardo, Silvia (CMU)

We offer a novel perspective on taste-based discrimination (Becker,1957) by investigating its connection to image concerns and norm ambiguity. In incentive-compatible experiments, we show discrimination emerges only when individuals have room for attributing their behavior to virtuous motives. Prosocial allocations in a binary-dictator-game are the same regardless the ethnicity of the receiver. However, when choosing identical prosocial allocations entails telling a white lie, individuals hide their discrimination behind honest behavior. In an ultimatum-game, discrimination emerges as differential endorsement of fairness norms. Our results suggest that individuals only engage in discrimination when they can do so while maintaining a positive identity.

The Surprising Costs of Silence: Asymmetric Preference for Prosocial Lies of Comission and Omission

Levine, Emma (University of Chicago); Hart, Joanna (University of Pennsylvania); Moore, Kendra (University of California, San Francisco); Rubin, Emily (Harvard University); Yadav, Kuldeep (The University of Pennsylvania); Halpern, Scott; The University of Pennsylvania

Across seven experiments (N = 3856), we document an asymmetry between communicators' and targets' judgments of deception. Communicators tend to focus on whether deception reflects a moral transgression, whereas targets tend to focus on whether deception helps or harms them. Consequently, communicators often believe that omitting information is more ethical than telling a prosocial lie, whereas targets often believe the opposite. We document this asymmetry within the context of healthcare discussions, employee layoffs, and economic games, among both clinical populations (oncologists and cancer patients) and lay people. This research deepens our understanding of moral judgment and human communication.

What distorts judgment? How monetary and non-monetary persuasion affects corruption

Saccardo, Silvia (CMU); van Veldhuizen, Roel (WZB Berlin); Gneezy, Uri (UCSD)

We investigate the effect of bribes and free-form communication on distorting the judgment of decision-makers in a position of power. In a lab experiment, referees evaluate workers' performance and award them a bonus if workers exceed a certain threshold. Workers can attempt to persuade the referee to award them the bonus. We find that bribes and communication are both distortionary, but in different ways. Whereas communication increases the number of workers receiving a bonus, bribes weaken the relationship between performance and winning, with bonuses mostly being awarded to workers who are willing to bribe. We discuss implications for anti-corruption interventions.

Divide-and-Conquer: Harmful Third Parties Undermine Cooperation in Groups

Halali, Eliran (Bar-Ilan University); Halevy, Nir (Stanford University); Bouhnik, Mickael (Bar-Ilan University); Pearlmutter, Andrew (Stanford University)

Divide-and-conquer behavior (DCB) is a pervasive, yet understudied, form of unethical behavior. Here we use a novel experimental paradigm, the Divide-and-Conquer Game, and show that: (a)many individuals engage in DCB; (b)the mere possibility of DCB by a third party significantly suppresses cooperation in groups; (c)individuals' propensity to engage in DCB is lower relative to their propensity to engage in structurally-equivalent tasks that are harmless or helpful to others; and (d)eliminating the risk associated with DCB dramatically increases individuals' propensity to engage in this unethical behavior. These findings help explain why, how, and when harmful third parties undermine cooperation in groups.

Session #7 Track I: Judgment and Forecasts - Ballroom AB - Sunday 2:30 pm - 4:00 pm
Recommended Posters: Sunday, posters 97-104 "Cue Weighting"

Lay Understanding of Outliers

Dannals, Jennifer E (Stanford University); Oppenheimer, Daniel (Carnegie Mellon)

Individuals must frequently make sense of distributions that are often complicated by noise. How do individuals determine whether a particular outlying observation is part of the greater target distribution and should be incorporated into judgments or a fluke that ought to be disregarded? In a simple prediction task, we examine how individuals incorporate outliers into their estimation of the average and compare this estimation to various prescriptive models (averaging, Bayesian updating, tests of discordancy) as well as directional predictions made by theories such as anchoring. We find that individuals correctly discount outlying values but still give more weight than optimality.

Comparing Verbal and Numeric Forecasts New Findings and Implications

Nguyen, Kenneth (University of Southern California); John, Richard (University of Southern California)

This research compares verbal and numeric forecasts of subjective probability estimates of sporting events. In addition, a methodology based on Savage's conceptualization of subjective probabilities was used to transform probability words into numbers. A sample of 118 NFL football experts was recruited to participate in the study. The experts were randomized into one of the two conditions that differ in the response modes. Results showed that verbal forecasts were not statistically significant from numerical predictions in terms of the Brier score. However, numerical judgments were more discriminatory but more bias than verbal judgments.

Variance Spillover in Intuitive Statistical Judgments

André, Quentin (INSEAD); Reinholtz, Nicholas (University of Colorado Boulder); de Langhe, Bart (ESADE)

We investigate people's ability to accurately form category-specific mental representations of numerical information. Using state-of-the-art elicitation techniques, we find that while people's judgments of central tendency (mean) are well-calibrated and independent between categories, the same is not true for judgments of dispersion (variance), which tend to be be contaminated across categories. We discuss implications for theory and practice.

Bayesian Instinct

Green, Etan (University of Pennsylvania); Daniels, David (Hong Kong University of Science and Technology)

Do experts form rational beliefs when making split-second, sophisticated judgments? A long literature suggests not: individuals often form prior beliefs from biased sampling and update those beliefs by improperly weighting new information. We show that the decisions of professional umpires in Major League Baseball reflect an accurate, probabilistic, and state-specific understanding of their rational expectations---as well as an ability to integrate those prior beliefs in a manner that approximates Bayes rule. Given that umpires have barely a second to form beliefs and make a decision, we conclude that the instincts of professional umpires mimic a sophisticated level of rationality remarkably well.

Session #7 Track II: Goals and Incentives - Ballroom C - Sunday 2:30 pm - 4:00 pm
Recommended Posters: Saturday, posters 1-5 "Goals and Motivation"

Personal Bests as Reference Points

Anderson, Ashton (University of Toronto); Green, Etan (University of Pennsylvania)

Personal bests act as reference points. Examining 133 million chess games, we find that players exert effort to set new personal-best ratings and quit once they have done so. Though specific and difficult goals have been shown to inspire greater motivation than vague pronouncements to "do your best," doing one's best can be a specific and difficult goal---and as we show, motivates in a manner predicted by loss aversion.

Creating Exercise Habits Using Incentives: The Tradeoff between Flexibility and Routinization

Beshears, John (Harvard Business School); Lee, Sunny (University of Pennsylvania); Milkman, Katherine (University of Pennsylvania); Mislavsky, Robert (University of Pennsylvania)

How can the formation of beneficial, lasting habits be promoted? Past research suggests such habits often involve regular, cue-triggered routines. We tested whether incentives for exercise routines--paying people each time they visit a gym within a daily two-hour window-- lead to more persistent exercise behavior than flexible exercise incentives--paying people each time they visit the gym, regardless of the time. We find that an incremental gym visit in the daily two-hour window, compared to an incremental gym visit outside the window, was actually less likely to generate gym visits during the weeks after incentives were removed.

Commit to Change, or Change Your Commitment? Dynamic Demand for Commitment Device Difficulty

VanEpps, Eric M. (University of Utah); Yancy, William S. (Duke University); Zhu, Jingsan (University of Pennsylvania); Shaw, Pamela (University of Pennsylvania); Ulrich, Victoria (University of Pennsylvania); Volpp, Kevin

In two studies--an online effort task and a field study of weight loss among Weight Watchers members--we investigate how demand for difficult goals changes over time in the presence of goal-contingent incentives. People may choose aggressive goals to facilitate motivation, but because incentives are only paid upon goal achievement, they simultaneously have reason to select modest targets. We find substantial initial demand for goals that are more ambitious than required, regardless of incentive provision. When incentives are contingent on success, however, people are responsive to the likelihood of goal achievement and demonstrate dynamic demand over multiple trials.

Vicarious Goal Pursuit Outweighs Herding in Crowdfunding: Evidence from Kickstarter.com

Dai, Hengchen (Washington University in St. Louis); Zhang, Dennis (Washington University in St. Louis)

We analyze 26,516 projects collected at 10-minute resolution from Kickstarter.com where creators of innovative projects solicit capital from backers to reach a funding goal and offer future products in return. Contrary to past research concluding that backers are more likely to fund a project when it has accumulated more funding from other backers (i.e., herding), we find that backers are more likely to fund a project right before rather than right after it meets its funding goal. This "vicarious goal pursuit" effect is amplified when backers' contributions to a project are significantly motivated by their desire to help the creator.

Session #7 Track III: Social Bias and Discrimination - Malaspina Room - Sunday 2:30 pm - 4:00 pm
Recommended Posters: Saturday, posters 6-26 "Groups"

Spillover Bias in Diversity Judgment

Daniels, David P. (Stanford University Graduate School of Business); Neale, Margaret A. (Stanford University Graduate School of Business); Greer, Lindred L. (Stanford University Graduate School of Business)

Diversity research has long assumed that individuals' perceptions of diversity are accurate, consistent with normative theories. However, in six experiments we show that when there is more diversity along one dimension (e.g., race, clothing color), people also perceive more diversity on other dimensions (e.g., gender, skill) even when this cannot reflect reality. This spillover bias leads to predictable errors in decision making with accuracy incentives, and it can be used as a nudge to alter support for affirmative action policies in organizations. Spillover bias in diversity judgment may help explain why managerial decisions about groups often appear suboptimal.

A computational model of the impact of race on the decision to shoot

Pleskac, Timothy J. (Max Planck Institute for Human Development); Johnson, David J. (Michigan State University); Cesario, Joseph (Michigan State University)

The shooting of unarmed Black males by police officers is a topic of great potential concern. We developed a dynamic decision-making model to understand how race impacts this decision in a laboratory analog of the situation. The model shows the different impact race can have on the decision. For novices, the target's race is integrated over time as evidence thus biasing decisions. For police officers, race tends to lead to an initial preference towards shooting. However, for both samples, prior knowledge of the target's race via a dispatch substantially reduced any effect of race on the decision to shoot.

The Dynamics of Discrimination: Theory and Evidence

Bohren, J. Aislinn (University of Pennsylvania); Imas, Alex (Carnegie Mellon University); Rosenberg, Michael (Carnegie Mellon University)

We study the dynamics of discrimination using a natural field experiment on a large Q & A forum. We randomly assign questions to post on accounts with male and female usernames and high and low reputation levels. At low reputations, we document significant discrimination against females. At high reputations, the direction of discrimination reverses: questions posted by high reputation males receive fewer votes than those posted by high reputation females. We theoretically show that these results are consistent with biased belief-based discrimination, where some evaluators hold mistaken initial beliefs that females are of lower ability on average than males.

A Field Experiment Testing the Impact of Gender Bias Training on Attitudes and Decisions

Chang, Edward H. (Wharton); Milkman, Katherine L. (Wharton); Grant, Adam M. (Wharton); Duckworth, Angela L. (University of Pennsylvania); Massey, Cade (Wharton); Gromet, Dena (Wharton); Rebele, Reb (Wharton)

We present results from a well-powered pre-registered field experiment testing whether and how gender bias training can alter the attitudes and decisions of employees at a global professional services firm. We compared the impact of an hour-long training session about stereotypes and bias with that of a placebo training. Our treatment significantly decreased modern sexism, driven entirely by men and international employees. Women in the U.S. showed no attitudinal change but were the only group to significantly change (and improve) their behavior. These findings extend knowledge about the drivers of attitude and behavior change and the conditions for reducing biases.

Fairmont – Waterfront Ballroom AB, Waterfront Ballroom C, Malaspina Room (Concourse)

Session #8 Track I: Reference Points and Anchors - Malaspina Room - Monday 9:00 am - 10:30 am

Recommended Posters: Sunday, posters 88-96 "Context Effects"

Quantitative Qualifier (also) Qualifies Quality

Zhang, Charles (University of California, Riverside)

The present research finds that high quantitative qualifiers (e.g., "more than,' "almost," "as many as") do not only convey a large subjective magnitude of the target, but also a high intensity of the individual units on the focal attribute; low quantitative qualifiers (e.g., "less than," "only," "as few as") convey the opposite information. For example, a buffet that offers "almost 10 dishes" implies a wide selection as well as tasty food. Five studies show that high/low qualifiers convey the communicator's position on the overall valence of the target. This perceived position, in turn, affects the evaluation of the individual units through inference.

Proportion-Induced Reference Points

Ziv-Crispel, Noam (University of California, Berkeley); Evers, Ellen (University of California, Berkeley)

The influence of reference points in decision-making has been exhaustively demonstrated, but how they arise in the decision process remains an open question. Across several experiments and n>5100, we find that objects or states that comprise small proportions of a whole naturalistically elicit zero as a reference-point (e.g. 10 out of 60 candies remaining) whereas large proportions elicit the whole (e.g. 5 out of 60 candies missing). For percentages, we find the opposite pattern (e.g. 83% of the candies missing & 92% of the candy remaining). We demonstrate downstream consequences of these naturally emerging reference-points in choices between gambles.

Anchors or Targets? An Examination of Credit Card Statements

Bartels, Daniel (University of Chicago); Sussman, Abigail (University of Chicago)

Anchors and targets differ in important ways. Notably, targets have motivational properties, whereas anchors act as neutral starting points for subsequent judgments. We review this distinction across domains and propose a generalizable methodology for differentiating between these two types of numeric cues. We turn to credit cards as a case study for an exploration of distinctions between anchors and targets. Through several experiments and examination of a large data set of Chase customer credit card payments, we find that values on credit card statements serve as motivating targets (rather than as anchors), and explore implications of this difference.

Extremeness Aversion: Why Adjustments Are Insufficient

Lewis, Joshua (University of Pennsylvania); Gaertig, Celia (University of Pennsylvania); Simmons, Joseph P. (University of Pennsylvania)

Do anchoring effects occur because of effortful adjustment or extremeness aversion? In three studies (N = 1,223), we show that people dislike making judgments that feel extreme relative to an anchor. In our studies, we transparently used the final digit of participants' phone numbers to generate response scales that varied in length but not in information content. Participants disliked adjusting to the extremes of their response scales. For example, participants whose arbitrarily assigned maximum adjustment from the anchor was 7 were less reluctant to adjust by at least 5 than participants whose maximum adjustment was 5.

Session #8 Track II: Present Bias and Implications - Ballroom C - Monday 9:00 am - 10:30 am

Recommended Posters: Saturday, posters 89-99 "Numeracy"

Don't Fear the Meter: How Time Limits Bias Contract Choices

Goswami, Indranil (University of Buffalo); Urminsky, Oleg (University of Chicago)

We investigate the effect of time limits on managers' beliefs about productivity and consequent contract choices for hiring temporary workers. In six studies, we find a biased preference among mangers for flat-fee contracts (vs. time-metered contracts), particularly under longer time limits, resulting in lost earnings for managers. Importantly, the sub-optimal contract choices occur because of biased time estimation, and are not explained by risk preferences or information conveyed by time limits. The bias is seen for both tasks in which product quality is fixed and when quality is variable, and persists for experienced managers.

The Psychology of Undersaving: New Field Evidence on Present Bias & Retirement Savings

Conell-Price, Lynn (Carnegie Mellon University); Bhargava, Saurabh (Carnegie Mellon University)

We use a field experiment on 401(k) saving by employees at a large firm to test the role of three mechanisms theorized to drive undersaving: low retirement literacy, inattention to existing incentives, and present bias. Linking our experiment to survey and administrative data, we find that, despite knowledge deficits, providing information about how much to save or about generous matching incentives to save does not change behavior. In contrast, an immediate $10 incentive conditioned on acting today causes a large increase in the share of employees who raise contributions, strongly implicating present bias in 401(k) saving decisions.

Do the Effects of a Low-Touch Tax Time Savings Intervention Persist? Evidence from the Refund to Savings Initiative

Grinstein-Weiss, Michal (Washington University in St. Louis); Roll, Stephen (Washington University in St. Louis); Cryder, Cindy (Washington University in St. Louis); Despard, Mat (Washington University in St. Louis)

This study attempts to address the lack of savings in LMI households by capitalizing on the tax time moment, which often involves the biggest financial payment LMI households will receive all year. In a randomized, controlled trial, researchers tested three behavioral economics techniques aimed at improving savings deposit rates within TurboTax Freedom Edition. Prior research found significant impacts on savings behavior at tax time, and this research finds a long-term savings impact from the intervention on persistently low-income tax filers and those who had not chosen to save their refund in prior years.

Methodological variance explains the dispute over hyperbolic vs. anti-hyperbolic discounting

He, Lisheng (Warwick Business School & University of Pennsylvania); Read, Daniel (Warwick Business School)

Many studies suggest that time discounting is hyperbolic, but others provide evidence for constant or anti-hyperbolic discounting. We investigate two causes for the conflicting evidence. The first is that standard designs do not identify the underlying preferences of non-switchers, and the population of these non-switchers depends on the items used. The second is an order effect. We find that hyperbolic discounting is more likely to be identified when the hidden non-switchers are more patient, and when questions involving a delayed interval are asked first. Together these findings can reconcile much of the variation in the literature.

Session #8 Track III: Social Presentation 2 - Ballroom AB - Monday 9:00 am - 10:30 am
Recommended Posters: Saturday, posters 137-143 "Social Processes"

Temporary Sharing, Enduring Impressions: Self-Presentation in the Digital Age

Hofstetter, Reto (University of Lugano); Rueppel, Roland (University of Lugano); John, Leslie (Harvard University)

It has been argued that the internet means "the end of forgetting." Digital disclosures can come back to haunt, making it challenging for people to manage the impressions they make upon others. Seven experiments show that, paradoxically, these challenges are exacerbated by temporary sharing (e.g., Snapchat). Temporary sharing reduces privacy concerns, inducing risky disclosures (e.g., risquÃ© selfies). Recipients attribute these indiscretions to the sharer's bad judgment, as opposed to situational influence (i.e., the temporary sharing technology). Sharers do not anticipate this consequence, mistakenly believing that recipients will attribute their disclosure decisions to the situational influence.

The role of social functioning in decision making: Focusing on persons on the autism spectrum

Levin, Irwin P. (University of Iowa); Gaeth, Gary J. (University of Iowa); Levin, Aron M. (Northern Kentucky University); Burke, Eleanor V. (University of Iowa); Nedderman, Benjamin J. (University of Iowa)

Our ongoing research focuses on high-functioning adults with Autism Spectrum Disorder (ASD). By considering the balance between their social deficits and their cognitive skills, we have discovered that persons with ASD experience more difficulty in everyday decisions such as what food to eat and important life decisions such as choosing a career, but are resistant to social influences and are prone to make hedonic choices. Importantly, individual differences such as thinking style and perception of social norms predicted behavioral differences within groups as well as between groups, supporting the concept of a continuous spectrum of autistic tendencies.

"Do as I say, not as I do": Individuals trust their own intuition, but recommend others to follow a process

Jeong, Martha (Harvard Business School); Minson, Julia (Harvard University); Soll, Jack (Duke University)

Individuals prefer to use intuitive judgment for tasks that would benefit from a more analytical approach (Gilovich, Griffin & Kahneman, 2002). However, we document a double standard: Individuals choose different judgment strategies for themselves versus other people. We find that although individuals favor intuition over process for themselves, they reverse their recommendation when thinking about others (Studies 1-3). We obtain this self-other difference even when an analytical process clearly leads to greater accuracy (Study 3). Ironically, the preference for intuition is exacerbated with more judgment-relevant information (Study 4). Perspective taking attenuates this suboptimal preference for intuitive judgment (Study 3).

Backhanded Compliments: How Negative Comparison Undermines Flattery

Sezer, Ovul (Kenan-Flagler Business School, University of North Carolina); Brooks, Alison Wood (Harvard Business School); Norton, Michael I. (Harvard Business School)

In everyday interactions, backhanded compliments--seeming praise that draws a comparison with a negative standard ("You were confident in your talk...for a young woman.")--are pervasive. Across seven studies, we find that people erroneously believe that delivering backhanded compliments simultaneously conveys high status and elicits liking, but recipients and third-party evaluators grant them neither. Although delivering backhanded compliments invites negative perceptions of the compliment givers,who are seen as overly concerned with their self-image, backhanded compliments are effective in reducing recipients' motivation to succeed - because receiving a backhanded compliment causes recipients to feel they have low standing in an ability distribution.

Session #9 Track I: Attention During Choice – Malaspina Room - Monday 11:00 am - 12:30 pm

Recommended Posters: Sunday, posters 105-121 "Dual Process"

When Reasons Don't Matter: Differential Impacts of Consumer Reasoning on Post-Decisional Satisfaction and Choice

DePaoli, Alexander (Northeastern University)

The current research demonstrates that deliberative pre-decisional reasoning about one's options can simultaneously lead to lower post-decisional satisfaction of a chosen product while also increasing commitment to that same product. This reversal is driven by the fact that the reasons used to make the initial choice are uninformative for making subsequent ratings evaluations of the chosen option, but are central to making subsequent comparative evaluations among multiple options. Demonstrating this reversal emphasizes the importance of the response mode used to assess satisfaction, and expands on past research which has argued that reasoning tends to lead to less satisfying choices.

The Status Quo Theory of Depletion Does Not Fully Explain Judges' Sentencing Decisions

Daljord, Oeystein (University of Chicago); Urminsky, Oleg (University of Chicago)

We use unexploited variation in the data of Danziger, Levav & Avnim-Pazzo (2010) to revisit the empirical support of the status-quo theory of depletion as applied to judge's sentencing decisions. On average, we observe strong positive state dependence in the data (i.e. more likelihood of granting parole after having granted parole), the opposite of what is predicted by the status-quo theory. The data also reveal substantial heterogeneity in prior-sentencing effects across judges, suggesting partial support for the status-quo theory. While the data are potentially consistent with fatigue, they are too limited to support strong conclusions.

Beyond Filters: Self-Prevention of Choice Overload in Sequential Shortlist Decisions

Liu, Wendy (University of California San Diego); Simonson, Itamar (Stanford University)

Contemporary consumers are faced with large choice spaces containing an enormous number of options. Often even after applying all possible filters, there are still a relatively large number of options to choose from. In this case people may assemble a shortlist in a sequential manner. We show the behaviors of sequential shortlist formation leads to the self-prevention of a large final choice set, as well as a significant bias favoring earlier options.

Attentional Accounting: Attention Biases Prioritization in Consumer Budget Decision Making

Mrkva, Kellen (University of Colorado Boulder); Van Boven, Leaf (University of Colorado Boulder)

People's priorities often diverge from what is most important. We argue that one reason for misplaced priorities is that attention makes things temporarily seem more important. In each experiment, we cued participants' visual attention toward one side of a screen while images depicting two budget categories were presented: one category appeared on the cued side and one on the non-cued side. Cued attention increased the perceived importance of budget categories. In Experiment 2, orthogonal manipulations of visual and mental attention additively increased prioritization. In Experiment 3, attention increased prioritization even though participants' prioritization decisions were incentivized.

Session #9 Track II: Pursuing Happiness - Ballroom C - Monday 11:00 am - 12:30 pm

Recommended Posters: Sunday, posters 60-87 "Consumer Decision Making"

Hedonic Durability Revisited: A Case for Two Types

Tennant, Raegan (ideas42); Hsee, Chris (Chicago Booth)

Hedonic durability refers to the extent to which the hedonic impact of a change lasts. It is a phenomenon psychologists have been interested in for several decades. Generally, research on hedonic durability asks questions such as: How long will a person feel unhappy after a loss? Or happy after a gain? While existing research shows that the hedonic impact of most changes is not highly durable, the present research explores the relative durability of different changes and proposes a novel moderator.

The Interpersonal Sunk-Cost Effect

Olivola, Christopher (Carnegie Mellon University)

Theoretical accounts and empirical examinations of the sunk-cost effect have implicitly assumed it is a purely intrapersonal phenomenon (i.e., solely driven by one's own past investments). This paper demonstrates that it is also an interpersonal effect (i.e., also driven by others' past investments). Across six experiments employing various classic sunk-cost scenarios, I document sunk-cost effects when the costs are borne by someone other than the decision-maker. These findings uncover a previously undocumented bias, reveal that the sunk-cost effect is a much broader phenomenon than previously thought, and pose interesting challenges for existing accounts of this fascinating human tendency.

Worth the wait? Leisure can be just as enjoyable with work left undone

O'Brien, Ed (University of Chicago Booth School of Business); Roney, Ellen (Northwestern University)

People prefer saving leisure until getting work over with, believing they otherwise would not be able to enjoy it. In three experiments, although participants thought enjoyment would be spoiled playing a game before-versus-after a laborious task, getting a massage before-versus-after midterms, and consuming snacks before-versus-after a stressful performance, these experiences remained highly enjoyable regardless of order. This misprediction was mediated by anticipated distraction and corrected after reminding people of the immersive nature of hedonic experience. These findings raise implications for (mis)managing everyday work and leisure. People might overwork for future rewards that could be just as pleasurable in the present.

Is the Pursuit of Meaning Different from the Pursuit of Happiness in Everyday Life?

Dwyer, Ryan (University of British Columbia); Hershfield, Hal (UCLA); Dunn, Elizabeth (University of British Columbia)

Are experiences that bring meaning different from experiences that bring happiness? If so, do people seek out different experiences in pursuing meaning versus happiness? In an adversarial collaboration, we conducted three pre-registered experiments (total N = 879) to address these questions. Our results suggest that happiness and meaning are associated with distinct patterns of thoughts, feelings, and behavior. However, the pursuit of happiness and meaning look surprisingly similar in everyday life. These findings build upon and refine theories of the good life proposed by ancient philosophy and echoed in popular psychology.

Session #9 Track III: Social and Moral Judgments - Ballroom AB - Monday 11:00 am - 12:30 pm
Recommended Posters: Saturday, posters 40-41 "Legal Decision Making"

Getting Trolleys Back on Track: Process Dissociation Debunks the Claim that 'Psychopaths are Utilitarian' and Clarifies Other Conceptual Confusion

Conway, Paul (Florida State University)

The dual-process model of moral judgments suggests that dilemmas decisions where causing harm maximizes outcomes reflect affective reactions to harm (consistent with deontology) and cognitive evaluations of outcomes (consistent with utilitarianism). However, critics have argued that utilitarian judgments reflect antisociality instead--based on conventional analyses that treat deontology and utilitarianism as opposites. I will present 15 studies (N = 4763) and a meta-analysis (N = 6400) using process dissociation to assess these response tendencies independently. Results indicate that antisociality actually reflects both low utilitarian and low deontological tendencies, that utilitarian tendencies actually reflect moral processing, and resolve other theoretical riddles.

Fiends with benefits: The role of perpetrator benefit in everyday moral judgment

Rosenzweig, Emily (Tulane University); Helzer, Erik (Carey School of Business)

Personal gain serves as a ubiquitous motivating force behind immoral behavior--people lie, cheat, and steal predominantly to benefit themselves. Yet no research has directly examined how third parties factor such benefits into their moral judgments of those acts. The (limited) relevant empirical work largely suggests that benefit to a perpetrator would be an aggravating factor in moral judgment. Yet, using a large stimuli set of real-world moral violations, we consistently find the opposite. People treat benefit to a perpetrator as a mitigating factor: the more a perpetrator benefits from their own bad act, the less wrong that action seems.

People make social judgments that are Bayesian but condemn them as unfair and inaccurate

Cao, Jack (Harvard University); Kleiman-Weiner, Max (Massachusetts Institute of Technology); Banaji, Mahzarin (Harvard University)

When two individuals exhibit identical behavior under identical circumstances, ethical codes of conduct call for equal judgments of both individuals. Unequal judgments, especially those based off group membership, are viewed as fundamentally unfair. However, this egalitarian prescription is at odds with Bayesian rationality, which dictates that unequal judgments of the two individuals are justified insofar as prior beliefs differ. We show that participants harshly condemn those who offer Bayesian judgments as being morally and intellectually subpar. However, these very same participants make Bayesian judgments with remarkable fidelity, which undermines their own beliefs about what is morally and intellectually appropriate.

Moral Thoughtfulness: Thinking Carefully About Complex Moral Problems is a Virtue

Herzog, Nicholas R. (University of Chicago); Landy, Justin F. (University of Chicago); Bartels, Daniel M. (University of Chicago)

People judge others who think carefully before they decide to behave morally as having worse moral character than those who immediately decide to behave morally (Critcher et al., 2012). However, thinking carefully about how to make good decisions has long been considered a virtue in philosophy (Aristotle; Ross, 1954). The current research addressed if moral thoughtfulness--or understanding and thinking carefully about complex moral problems--reflects positively on others' moral characters. Across three studies, a positive relationship emerged between perceived moral thoughtfulness and moral character judgments. These findings suggest that lay people also perceive moral thoughtfulness to be a virtue.

SJDM Morning Poster Session #1
Saturday 7:30am – 9:30am w/ Continental Breakfast - Vancouver Convention Center

Goals and Motivation
1) The relationship between goal orientation and escalation of commitment
Kriegh, Jenna L. (Middle Tennessee State University); Jackson, Alexander T. (Middle Tennessee State University); Campos, Ramirez Natalia (Middle Tennessee State University); Thiele, Aneeqa (Middle Tennessee State University); Nguyen, Thuong (Middle Tennessee State University); Dederer, Renee; McNamara, Dare; Howes, Satoris S.; Kausel, Edgar E.

2) Getting what you came for: Decisions under uncertainty with a goal
Phillips, Nathaniel (University of Basel); Steiner, Markus (University of Basel); Rieskamp, Joerg (University of Basel)

3) Don't Reveal It Yet! How Goal Disclosure on Social Media Impedes Goal Revision and Commitment
Wang, Liangyan (WLY@sjtu.edu.cn) (Shanghai Jiaotong University); Yu, Zhining (Shanghai Jiaotong University); Wang, Yitong (University of Technology Sydney); Zhang, Ying (Peking University)

4) Motivation to drive behavior adoption and habit formation: A field study on cycling in the UK
Forster, Hale A (Columbia University); Zaval, Lisa (Columbia University)

5) The Motivating Effect of Expectation-Inconsistent Social Information
Flaschen, Katherine S. (Stanford University); Huang, Szu-chi (Stanford University)

Groups
6) Opinions on the Internet: Social Influence and Political Decision Making Processes on Social Media
MacDonald, Tyler F. (Ohio State University)

7) Rhetorical Effects on the Risky Shift in Small Groups
Gabbay, Michael (University of Washington); Kelly, Zane (University of Washington); Reedy, Justin (University of Oklahoma); Gastil, John (Pennsylvania State University)

8) Predicting Leadership: Self-Perceptions and Legitimacy in Group Decision-Making Tasks
Goodie, Adam S. (University of Georgia); Selden, Mary (University of Georgia)

9) (In)civility and Creative Decision Making in Teams: Examining the Role of Perpetrator Gender
Motro, Daphna (University of Arizona); Spoelma, Trevor M. (University of Arizona); Ellis, Aleksander P. J. (University of Arizona)

10) Model Advantage Switching in Individual and Group judgment: A Bias-Variance-Covariance Analysis of Unconstrained and Constrained Linear Models
Olsson, Henrik (Santa Fe Institute)

11) When does group decision making mitigate socially shared biases? The role of group hierarchies
Tang, Wenjie (National University of Singapore); Keck, Steffen (University of Vienna)

12) Sunk Cost Fallacy in Decision-Making for Close Friends and Strangers
Chen, Zhiqin (University of Southern California); John, Richard S. (University of Southern California)

13) Environment-Based Information Sampling and Group Variability Perception
Konovalova, Elizaveta (Universitat Pompeu Fabra); Le Mens, Gael (Universitat Pompeu Fabra)

14) Self-Other Differences in Predictions of Trend Directions
Lu, Jingyi (East China Normal University); Xie, Xiaofei (Peking University)

15) Exaggerating the reputational costs of revealing secrets
Kardas, Michael (University of Chicago, Booth School of Business); Kumar, Amit (University of Chicago, Booth School of Business); Epley, Nicholas (University of Chicago, Booth School of Business)

16) Identifying Causes of Person Perception Inaccuracy Using a Computational Approach
Khambatta, Poruz (Stanford University); Kosinski, Michal (Stanford University)

17) Reassigning a Country to my In-Group: Heritage Image and Country of Origin Effects
Liu, Maggie Wenjing (Tsinghua University); Wei, Chuang (Tsinghua University)

18) When to promote and when play down the self? Revealing negative information to create a positive impression
Chaudhry, Shereen (The Wharton School, University of Pennsylvania); Molnar, Andras (Carnegie Mellon University); Saccardo, Silvia (Carnegie Mellon University)

19) Decision making up in the air: Status hierarchy and aircraft accidents
Becker, Tom (City, University of London); Ayton, Peter (City, University of London)

20) Detecting Adversaries: Signal Detection with Low Base-Rates and Asymmetric Error Costs
John, Richard (University of Southern California)

21) Collective decision-making increases risky behaviour and error rates, particularly for high-confidence individuals
Blanchard, Matthew (The University of Sydney); Jackson, Simon A (The University of Sydney); Kleitman, Sabina (The University of Sydney)

22) The dark side of social capital: Interlock Network, CEO-Board Network, and CEO Overconfidence
Jiang, Han (University of Arizona); Kugler, Tamar (University of Arizona); Hatch, Denton (University of Arizona)

23) Synchrony improves coordination in groups with conflicting identities
Ramos, Jairo (University of Colorado Boulder); Loersch, Chris (University of Colorado Boulder); Van Boven, Leaf (University of Colorado Boulder)

24) Behaving as Expected: Further Evidence of the Influence of Norms in Economic Games
DeWitt, Jeff (University of Michigan); Chapman, Gretchen (Carnegie Mellon University)

25) Equality Among Others and Social Comparison Direction
Moyal, Adiel (The Hebrew University of Jerusalem); Ploner, Matteo (University of Trento); Mittone, Luigi (University of Trento); Ritov, Ilana (The Hebrew University of Jerusalem)

26) Social network structure buffers forgetting in cooperative games
Stevens, Jeffrey R. (University of Nebraska-Lincoln); Woike, Jan K. (Max Planck Institute for Human Development); Schooler, Lael J. (Syracuse University); Lindner, Stefan (Technical University of Berlin); Pachur, Thorsten (Max Planck Institute for Human Development)

Incentives

27) My Money Motivates: Incentivizing People with Their Own Money Is More Effective than Incentivizing People with Others' Money
Lu, Zoe Y. (University of Wisconsin, Madison); Tanner, Robin J. (University of Wisconsin, Madison); Carlson, Kurt A. (Georgetown University)

28) Tracing changes in risky decision making processes with real monetary and non-monetary outcomes
von Helversen, Bettina (University of Zurich); Scheibehenne, Benjamin (University of Geneva); Coppin, Geraldine (University of Geneva)

29) Ambiguity Aversion Can be Amplified or Attenuated by Accountability: Implications for Designing Optimal Authority Systems
DeWees, Brad R. (Harvard University); Lerner, Jennifer S. (Harvard University)

30) The effect of financial incentives on the first mover advantage in negotiations
Reichhold, Jana (University of Goettingen); Treffenstaedt, Christian (University of Goettingen); Schulz-Hardt, Stefan (University of Goettingen)

31) Translating Time to Cash: Monetizing Benefits Shifts Career Preferences
Perovic, Mateja (Leiden University); Dwyer, Ryan J. (The University of British Columbia); Whillans, Ashley V. (Harvard Business School)

32) The role of reward magnitude in multi-attribute categorization decisions
Schlegelmilch, René (University of Zurich); von Helversen, Bettina (University of Zurich)

Individual Differences

33) Individual and clinical differences in the gambler's fallacy
Limbrick-Oldfield, Eve H. (Department of Psychology, UBC); Tobias-Webb, Juliette (Department of Psychology, University of Cambridge); Miller, Sophie R.C. (Department of Psychology, University of Cambridge); Mick, Inge (Department of Medicine, Imperial College London); Cocks, Rachel (Department of Psychology, University of Cambridge); Aitken, Michael R.F.; Lingford-Hughes; Anne, Bowden-Jones, Henrietta; Clark, Luke

34) Decision-making competence in schizophrenia
Del Missier, Fabio (Stockholm University); Penolazzi, Barbara (University of Trieste); Venerus, Elisa (University of Trieste); Bruine de Bruin, Wandi (Leeds University); Galfano, Giovanni (University of Padua); Monego, Anna Laura

35) For whom less is more - Individual Differences in Choice Overload Tendencies
Sisso, Itay (Hebrew University); Ritov, Ilana (Hebrew University)

36) An Economic Formulation of Maximization Tendency: Maximizing and Choice Complexity
Miller, Austin M. (Washington State University); Ehrlinger, Joyce (Washington State University)

37) Aging Effect on Ambivalent Decision Making
Choi, Jaimie (University of Alabama); Black, Sheila (University of Alabama)

38) A Cross Cultural Investigation of Maximizing Tendency
Dalal, Dev K (University at Albany, State University of New York); Zhu, Xiaoyuan (Susan) (University of Connecticut); Daniels, Michael A. (University of British Columbia); Lin, Bing C. (International Business Machines (IBM))

39) Transitivity of preferences, individual differences in information processing and strategies applied for selection
Sleboda, Patrycja (SWPS University of Social Sciences and Humanities); Sokolowska, Joanna (SWPS University of Social Sciences and Humanities)

Legal Decision Making

40) Perceptions of Probable Cause for a Search: A Signal Detection Framework
Baucum, Matthew (University of Southern California); Scurich, Nicholas (University of California, Irvine); John, Richard S. (University of Southern California)

41) A dangerous duo: How choice and perspective taking affect victim and perpetrator blaming
Tang, Simone (Duke University); Savani, Krishna (Nanyang Technology University); Larrick, Richard P (Duke University); Galinsky, Adam D (Columbia University)

Metacognition

42) Unhealthy and Unaware? Examining the Noise-Plus-Bias Model in the Context of Health Behaviors
Miller, Jane E. (University of Iowa); Windschitl, Paul D. (University of Iowa); Scherer, Aaron M. (University of Iowa); Treat, Teresa A. (University of Iowa)

43) Overconfidence in Description- and Experience-Based Choices
Camilleri, Adrian R. (RMIT University)

44) An Illusion of Explanatory Depth for Risks
Latiff, Susan S. (Northeastern University); Kim, Nancy S. (Northeastern University); Gothelf, Mallory (Northeastern University)

45) Overprecision Increases Subsequent Surprise
Schatz, Derek (UC Berkeley - Haas School of Business); Moore, Don A. (UC Berkeley - Haas School of Business)

46) The confidence-accuracy relationship in CC knowledge and understanding
Fischer, Helen (Heidelberg University); Amelung, Dorothee (Heidelberg University); Said, Nadia (Heidelberg University)

47) Spontaneous Retrieval-based Metacognitive Monitoring in Making Study Decisions
Wu, Mengjiao (Kent State University); Was, Christopher (Kent State University)

48) Individual difference in study-time allocation and ordering: Effect of Regulatory focus and Theory of Intelligence
Bea, Jinhee (International St. Mary's Hospital (Post Doctor)); Jo, Hye seung (Ajou University); Kim, Kyungil (Ajou University); Hong, Seok sung (Ajou University); Lee, Sun hwa (Ajou University)

Methodology

49) The Emotional Reaction Task (ERT): a new measure of individual differences in reliance on affect in decision making
Vastfjall, Daniel (Decision Research Linköping University); Tinghög, Gustav (Linköping University); Slovic, Paul (Decision Research)

50) A large-scale analysis of test-retest reliabilities of self-regulation measures
Enkavi, Ayse Z. (Stanford University); Eisenberg, Ian W. (Stanford University); Bissett, Patrick G. (Stanford University); Mazza, Gina L. (Arizona State University); Mackinnon, David P. (Arizona State University); Marsch, Lisa A., Poldrack, Russell A.

51) Increasing on-line survey response-rates
Vrankova, Ivana (Charles University); Vranka, Marek (Charles University)

52) Measuring Information Preferences
Ho, Emily (Fordham University); Hagmann, David (Carnegie Mellon University); Loewenstein, George (Carnegie Mellon University)

53) Real decision makers, and real alternatives are important ingredients for experimental decision research
Mueller, Joerg (Justus Liebig University Giessen, Germany)

54) Intuition Leading to Insight as a Decision Support Strategy
Gerber, Matylda (Warsaw School of Economics)

Applied Decision Making

55) Experienced probabilities improve physicians' interpretation of medical test results
Armstrong, Bonnie A. (Ryerson University); Spaniol, Julia (Ryerson University); Persaud, Nav (Li Ka Shing Knowledge Institute)

56) An empirical study on decisions to accept or reject Syrian refugees into American communities
Mayorga, Marcus (Decision Research; University of Oregon); Slovic, Paul (Decision Research; University of Oregon); Garinther, Alex (University of Oregon)

58) Impulsivity, Time Pressure, and Uncertainty: Effects on Pilot Decision Making
Behrend, Julia (Ecole Normale Supérieure Paris, PSL Research University); Dehais, Frédéric (ISAE Research, University of Toulouse, France); Koechlin, Etienne (Ecole Normale Supérieure Paris, PSL Research University)

59) Rigged, rewarding, and random: The perceived nature of uncertainty and support for redistribution
Krijnen, Job M. T. (UCLA Anderson School of Management); Ülkümen, Gülden (USC Marshall School of Business); Fox, Craig R. (UCLA Anderson School of Management)

60) Wasting Time and Money: Interpersonal warmth in negotiations can be time-consuming and economically ineffective
Jeong, Martha (Harvard Business School); Minson, Julia (Harvard University); Yeomans, Michael (Harvard University); Gino, Francesca (Harvard Business School)

61) "Better be the head of a dog than the tail of a lion" The case of chess tournaments in Israel
Zak, Uri (The Hebrew University of Jerusalem); Kareev, Yaakov (The Hebrew University of Jerusalem); Avrahami, Judith (The Hebrew University of Jerusalem)

62) Perceptions of Plea Bargaining
Firth, Kristin (University of Chicago Booth School)

63) Essentialist Belief in Mental Disorder Diagnosis and Treatment Decisions
Xu, Yian (Northeastern University); Luken, Amanda (Northeastern University); Coley, John D. (Northeastern University); Kim, Nancy (Northeastern University)

64) Single dose testosterone administration increases anticipated regret in healthy males
Wu, Yin (Shenzhen University); Clark, Luke (University of British Columbia); Zilioli, Samuele (Wayne State University); Gillan, Claire (Trinity College Dublin); Li, Hong (Shenzhen University)

Modeling

65) Factors with emotions with decision making at the stage of "under decision"
Yang, Xiaobo (Tsinghua University)

66) Assessing stock-flow reasoning with a hierarchical Bayesian latent mixture model
Kary, Arthur (UNSW Sydney); Hawkins, Guy E. (University of Newcastle); Hayes, Brett K. (UNSW Sydney); Newell, Ben R. (UNSW Sydney)

67) Models of decision making under risk: A Bayesian comparison of CPT, TAX, and DFT
Kellen, David (Syracuse University); Steiner, Markus (University of Basel)

68) Probability Distortion is Advantageous under Ambiguity
Johnson, Kelli L. (Stony Brook University); Luhmann, Christian C. (Stony Brook University)

69) Simultaneous overestimation and underweighting of rare events in experience-based choice: Resolving a paradox?
Newell, Ben (UNSW); Szollosi, Aba (UNSW); Liang, Garston (UNSW); Konstantinidis, Emmanouil (UNSW); Donkin, Chris (UNSW)

70) From Competitions to Process Models: Lexicographic Instance Based Learning
Harman, Jason L. (Louisiana State University); Yu, Mike (Carnegie Mellon University); Morrison, Don (Carnegie Mellon University); Konstantinidis, Emmanouil (University of New South Wales); Gonzalez, Cleotilde (Carnegie Mellon University)

71) Testing the Self-Consistency Model in quantitative judgments
Lippold, Matthias (University of Goettingen); Schultze, Thomas (University of Goettingen)

72) Formalizing and Comparing Psychologically Plausible Models of Multiattribute Decisions
Heck, Daniel W. (University of Mannheim); Hilbig, Benjamin E. (University of Koblenz-Landau); Moshagen, Morten (Ulm University)

73) Comparing Text Responses and Scale Ratings of Decision Processes Using Distributed Word Representation
Bottesini, Julia G. (Columbia University); Forster, Hale A. (Columbia University); Riddle, Travis (Columbia University); Weber, Elke U. (Princeton University)

74) The potential of complex integration strategies of quantitative judgment.
Rittich, Jacob C. (University of Goettingen); Schultze, Thomas (University of Goettingen); Soll, Jack B. (Duke University); Larrick, Richard P. (Duke University)

75) Context dependency in the drift diffusion model
Trendl, Anna (University of Warwick); Stewart, Neil (University of Warwick); Mullett, Timothy L. (University of Warwick)

76) Neural Network Modeling of Gist and Verbatim in Business Decision Making
Levine, Daniel (University of Texas at Arlington); Chen, Kay-Yut (University of Texas at Arlington)

77) Model Display Discounting
Wulff, Dirk (Max Planck Center for Adaptive Cognition)

Nudges

78) Perceived acceptance of nudges framed as pro-social or pro-self in different contexts
Hagman, William (Liu); Västfjäll, Daniel (Liu); Tinghög, Gstav (Liu)

79) When Planning Nudges Prompt 'Deadline Displacement' Effects
Hmurovic, Jillian (University of Pittsburgh); Lamberton, Cait (University of Pittsburgh); Page, Lindsay (University of Pittsburgh)

80) Heterogeneity in response to nudges within a risk allocation paradigm
Mistry, Percy (University of California Irvine); Trueblood, Jennifer (Vanderbilt University)

81) Nudging Defendants Into Court and Out of Prison: The Behavioral Economics of Pretrial Compliance
Jaroszewicz, Ania (Carnegie Mellon University); Bhargava, Saurabh (Carnegie Mellon University); Conell-Price, Lynn (Carnegie Mellon University)

82) Good Vibrations: A Lightweight, Ubiquitous Intervention for Reducing Social Media Usage
Okeke, Fabian (Cornell Tech); Sobolev, Michael (Technion and Cornell Tech); Dell, Nicola (Cornell Tech); Estrin, Deborah (Cornell Tech)

83) Beehive: small data, behavioral and intervention studies
Sobolev, Michael (Technion and Cornell Tech); Okeke, Fabian (Cornell Tech); Pollak, John P (Cornell Tech); Estrin, Deborah (Cornell Tech)

84) Optimal gamification can help people procrastinate less
Lieder, Falk (UC Berkeley); Griffiths, Thomas L. (UC Berkeley)

85) Toward a Theory of Behavioral Public Administration
Kasdan, David (Sungkyunkwan University)

86) Heterogeneity in attitudes toward nudges
Peer, Eyal (Bar-Ilan University); Feldman, Yuval (Bar-Ilan University); Gamliel, Eyal (Ruppin Academic Center); Sahar-Inbar,Limor (Bar-Ilan University); Tikotsky, Ariel (Bar-Ilan University); Schupak, Hila (Bar-Ilan University); Hod, Nurit (Bar-Ilan University)

87) Social Influence Failure: The Case of Default Neglect
Zlatev, Julian (Stanford University Graduate School of Business); Daniels, David (Stanford University Graduate School of Business); Kim, Hajin (Stanford University); Neale, Margaret A. (Stanford University Graduate School of Business)

88) Experiencing Nudges: Choice Autonomy, Situational Intrusion and Choice Satisfaction as Judged by People Themselves
Michaelsen, Patrik (University of Gothenburg, Dept of Psychology); Hedesstrom, Martin (University of Gothenburg, Dept of Psychology); Johansson, Lars-Olof (University of Gothenburg, Dept of Psychology)

Numeracy

89) Doing Math - Not Thinking about Math Skill - Primes Number Use in Judgments
Obrecht, Natalie A. (William Paterson University); Chesney, Dana L. (St. John's University); Brunswick, C. (St. John's University); Randel, J. (St. John's University); Salim, R. (St. John's University); Guo, L., Mahida, M., Shoaib, M., Haile, D., Nguyen, L.

91) Perceptions of the Structured Employment Interview: The Role of Framing, Visual Aids, and Numeracy
Voss, Nathaniel M. (Kansas State University); Lake, Christopher J. (Kansas State University)

92) Numeracy and Political Ideology Predict Risk Perceptions: Implications for General Decision Making Profiles
Ramasubramanian, Madhuri. (University of Oklahoma); Allan, Jinan N. (University of Oklahoma); Cho, Jinhyo (University of Oklahoma); Ybarra, Vincent T. (University of Oklahoma); Feltz, Adam (Michigan Technological University); Garcia-Retamero, Rocio; Cokely, Edward T.

93) Effect of Icon Arrays on Repeated Risky Decisions
Price, Paul C. (California State University, Fresno); Crouse, Sarah (California State University, Fresno); Silva, Lana J. (California State University, Fresno)

94) Exploring the relationship between verbal probability translations and numeracy
Prunier, Stephen G. (University of Toledo); Jasper, John D. (University of Toledo)

95) Measuring Components of Decision Making Skill: The Berlin Numeracy Components Test
Allan, Jinan N. (University of Oklahoma); Cokely, Edward T. (University of Oklahoma); Ghazal, Saima (University of the Punjab); Feltz, Adam (Michigan Technological University); Garcia-Retamero, Rocio (University of Granada)

96) Cyber Risk Literacy: Numeracy, Knowledge, and Risk Perceptions Predict Phishing Vulnerability
Feltz, Adam (Michigan Technological University); Cokely, Edward (University of Oklahoma); Abigail Kuehne (Michigan Technological University); Jinhyo Cho (University of Oklahoma)

97) The effects of numeracy and attentional focus on a ratio-bias task.
Voss Jr., Raymond P. (University of Toledo); Jasper, John D. (University of Toledo)

98) Altering number motivations through subjective numeracy influences objective numeracy speed but not accuracy
Bjalkebring, Par (The Ohio State University); Tompkins, Mary Kate (The Ohio State University); Shoots-Reinhard, Brittany (The Ohio State University); Peters, Ellen (The Ohio State University)

99) How can we facilitate evidence-based decision making about cancer screening?
Petrova, Dafina (University of Granada, Spain); Garcia-Retamero, Rocio (University of Granada, Spain); Cokely, Edward T. (University of Oklahoma, USA); Kostopoulou, Olga (Imperial College London, UK); Mas, Guiliana (Universidad Peruana Cayetano Heredia, Peru)

Prediction

100) The Use of Mental Models for Hurricane Prediction and Evacuation Decisions
Nelson, Brittany L. (Michigan Technological University); Mueller, Shane T. (Michigan Technological University)

101) A comparison of actual and Bayesian belief updating in probability estimation
Schultze, Thomas (University of Goettingen); Treffenstaedt, Christian (University of Goettingen); Phillips, Nathaniel (University of Basel)

102) Considering the Differences Between Predictions and Likelihood Judgments: Effects on Desirability Bias based in Wording, not Response Scale
Rule, Shanon (University of Iowa); Windschitl, Paul D. (University of Iowa); Smith, Andrew R. (Appalachian State University); Stuart, Jillian O. (Finlandia University); Miller, Jane E. (University of Iowa)

103) A model of decision making by prospection
Caldwell, Leigh (Irrational Agency)

104) Evaluating the Features of Situational Judgment Test Scenarios
Lake, Christopher J. (Kansas State University); Golubovich, Juliya (Educational Testing Service); Anguiano-Carrasco, Cristina (Educational Testing Service)

105) Decision-making Ability Beliefs: Predicting Post-choice Satisfaction
O'Dell, Nicholas (The Ohio State University); Gretton, Jeremy (The Ohio State University); Wegener, Duane (The Ohio State University)

106) Why we prefer reversible to irreversible decision-making: the role of personal control
Bullens, Lottie (Leiden University (Netherlands)); van Dijk, Eric (Leiden University (Netherlands))

107) The effect of perceived trends on future estimates, perceived severity and help-allocations.
Erlandsson, Arvid (Linköping university; Lund University); Hohle, Sigrid M (Simula Research Laboratory); Løhre, Erik (Simula Research Laboratory); Västfjäll, Arvid (Linköping University; Decision Research)

108) On the Evaluation of Beliefs: A Method for Assessing Credibility in Subjective Probability Judgment
Baker, Josh (University of Pennsylvania & The Wharton School)

109) Too high and too low: How competence and confidence affect estimation accuracy
Rettig, Laura Rebecca (University of Muenster); Langer, Thomas (University of Muenster)

110) Investigating the Role of Desire for an Outcome When Thinking About Predictions in Hindsight
Magaldino, Corey M. (Appalachian State University); Smith, Andrew R. (Appalachian State University); Smith, Cassandra (Appalachian State University)

111) Quality and Forecasting Accuracy of Brainstormed Scenarios
Dhami, Mandeep (Middlesex University); Wicke, Lars (Middlesex University); Onkal, Dilek (Bilkent University); Belton, Ian (Middlesex University)

Risky Choice

112) Who is Emotional? Individual Differences in Decision-making under Risk
Yemiscigil, Ayse (Warwick Business School); Vlaev, Ivo (Warwick Business School); Wang, Qing (Warwick Business School); Aldravandi, Silvio (Birmingham City University)

113) Clinical Researchers Perceive Risk and Benefit Uniquely When Forecasting the Results of Cancer Trials
Benjamin, Daniel (McGill University); Mandel, David R (DRDC and York University); Kimmelman, Jonathan (McGill University)

114) Frequency of repetition affects risk salience but not risk perception
Mahida, Maitry (William Paterson University); Obrecht, Natalie (William Paterson University)

115) Promoting high cost mitigation behaviour for high impact, low frequency events
Scovell, Mitchell (James Cook University); McShane, Connar (James Cook University); Swinbourne, Anne (James Cook University); Smith, Daniel (James Cook University)

116) Getting Away with It: Proximity to Losses and Risk-Taking Behavior
Permut, Stephanie (Carnegie Mellon University)

117) A Disconnect between Impressions and Risk-Taking Behavior
Ranieri, Andrea (University of South Florida); Schneider, Sandra (University of South Florida)

118) Explaining the role of option complexity in measuring age differences in risk attitude
Zilker, Veronika (Max Planck Institute for Human Development); Pachur, Thorsten (Max Planck Institute for Human Development)

119) People are not stable about their preferred level of risk when the resolution of decision is delayed
Muda, Rafał (Maria Curie-Sklodowska Univeristy); Niszczota, Paweł (Poznań University of Economics and Business); Augustynowicz, Paweł (Catholic University of Lublin); Markiewicz, Łukasz (Kozminski University); Tyszka, Tadeusz (Kozminski University)

120) Too Much Risk or Too Much Inequality? The trade-off between Collective Risk and Ex-Post Inequality
Azmat, Saad; Khan, Ussama Ahmad

121) Spin at your own risk: individual differences in preschooler's decision-making strategies
Sumner, Emily S (University of California, Irvine); Lomeli, Ana G (University of California, Irvine); Lee, Michael D (University of California, Irvine); Sarnecka, Barbara W (University of California, Irvine)

122) The Enduring Reflection Effect: Carryover of Domain-Induced Risk Aversion and Risk Seeking
Shapiro, Martin S. (California State University, Fresno); Price, Paul C. (California State University, Fresno)

123) Risk Attitude in Gain and Loss domain with and without Feedback: A study on Indian Population
Goyal, Shruti (Indian Institute of Technology, Gandhinagar); Miyapuram, Krishna Prasad (Indian Institute of Technology, Gandhinagar)

124) Using Cumulative Probabilities to Affect Risk-Taking in the Loss and Gain Domains
Chaudhry, Shereen J. (The Wharton School, University of Pennsylvania); Kunreuther, Howard (The Wharton School, University of Pennsylvania)

125) Decomposing Variance Components for Risk Perceptions Using Generalizability Theory
Wang, Yi. (Bowling Green State University); Highhouse, Scott. (Bowling Green State University); Brooks, Margaret. (Bowling Green State University)

126) Loss Contexts and Risk Taking in the Balloon Analog Risk Task
Shuster, Michael M. (DePaul University); Young, Nathan A. (DePaul University); Mikels, Joseph A. (DePaul University)

127) Learning to trade-off risks and rewards: training-induced improvements and their transfer across domains
Jarvstad, Andreas (University of Oxford)

128) The effect of presentation of feedbacks on loss aversion in risky decisions
Zhang, Ke (University of British Columbia); Eve, Limbrick-Oldfield (University of British Columbia); Clark, Luke (University of British Columbia)

129) 70% in 3 years: How survival rates affect risk perception
Silver, Eric (Carnegie Mellon); Broomell, Stephen (Carnegie Mellon)

130) Perceived Risk, Causality, and Contingency
Baucum, Matthew (University of Southern California); John, Richard (University of California, Irvine)

131) Effects of Individual Cue Sensitivity on Risky Decision Making
Akl, Alaa (Pacific Parkinson's Research Centre); Clark, Luke (Department of Psychology, UBC); Barton, Jason (Department of Ophthalmology); Schultzer, Michael (Pacific Parkinson's Research Centre); Stoessl, A. Jon (Pacific Parkinson's Research Centre); Winstanley, Catharine A. (Department of Psychology, UBC); Cherkasova, Mariya (Pacific Parkinson's Research Centre)

132) Does Construal Level Theory capture the impact of delay on risk preference? A systematic experimental and modeling study
Konstantinidis, Emmanouil (University of New South Wales); Dai, Junyi (Max Planck Institute for Human Development); Newell, Ben R. (University of New South Wales)

133) Does risk literacy in decision-making imply beneficial real-world outcomes?
Rebitschek, Felix G. (Max Planck Institute for Human Development)

134) Understanding the Cognitive and Affective Mechanisms that Underlie Proxy Risk Perceptions among Caregivers of Asthmatic Children
Lipsey, Nikolette P. (University of Florida); Shepperd, James A. (University of Florida); Pachur, Thorsten (Max Planck Institute for Human Development, Berlin); Waters, Erika A. (Washington University, St. Louis)

135) Predicting Injury Risk in Elite Sport: A ROC Analysis of Observational Judgments
Petushek, Erich J. (Michigan State University); Mørtvedt, Anne Inger (Norwegian School of Sport Sciences); Cokely, Edward T. (University of Oklahoma); Krosshaug, Tron (Norwegian School of Sport Sciences)

136) Simultaneous measurement of risky decision making, preference consistency and optimal choice in a within-subjects design: Introducing the Repeated Gam
McCormick, Michael (Auburn University)

Social Processes
137) What is your greatest weakness? Effects of presenting strengths as weaknesses on evaluation of job candidates
Vranka, Marek (Charles University); Houdek, Petr (University of Economics, Prague); Beckova, Adela (Charles University)

138) Could we deflect direct questions? What good would that do?
Bitterly, T. Bradford (Wharton); Schweitzer, Maurice E. (Wharton)

139) The divergent effects of money priming on interpersonal trust
Kuzminska, Anna (University of Warsaw); Gasiorowska, Agata (SWPS University of Social Sciences and Humanities); Zaleskiewicz, Tomasz (SWPS University of Social Sciences and Humanities); Vohs, Kathleen D. (University of Minnesota)

140) If We Agree, You Must Be Right: The Effects of Prior Commitment on the Evaluation of Another's Judgment
DeWees, Brad R. (Harvard University); Minson, Julia A. (Harvard University)

141) Contagious Endowment Effects: Dynamics in Reclaiming Lost Endowment
Pyo, TaeHyung (SUNY, New Paltz); Kwon, Jaehwan (Baylor University); Gruca, Thomas (University of Iowa); Nayakankuppam, Dhananjay (University of Iowa)

142) Wise Crowd Disavowed: The Ironic Competence Penalty of Leveraging the Wisdom of Crowds
Blunden, Hayley (Harvard Business School); Logg, Jennifer M. (Harvard Business School); Brooks, Alison Wood (Harvard Business School)

143) Examination of the influence of structural incongruity on humor processing by measuring event-related potential
Seshita, Yuta (Rikkyo University); Tsuzuki, Takashi (Rikkyo University)

Time Perception
144) When is Time like Money? A conceptual framework
Ramaswami, Seshan (Singapore Management University)

145) The Effects of Bariatric Surgery on Delay Discounting Modeling in Obesity
Viswanadham, Ratnalekha (INSEAD, France); Cornil, Yann (Sauder School of Business, University of British Columbia); Schmidt, Liane (Sorbonne-Unievrsités INSEAD Behavioral Lab, France); Poitou, Christine (Institute Cardiométabolism & Nutrition, Université Pierre e); Chandon, Pierre (INSEAD, France); Chabert, Michele; Aron-Wisnewsky, Judith; Clément, Karine; Plassmann, Hilke

146) Validation of a Neuroimaging Task to Investigate Decisions Involving Visceral Immediate Rewards
Zhang, Xiaobei (University of Southern California); Monterosso, John (University of Southern California)

147) Direction effect and discounting of delayed payments, risky payments and delayed lotteries. Query Theory Account.
Sawicki, Przemyslaw (Kozminski University); Domurat, Artur (Kozminski University)

148) Self control, time perspective and passive risk taking- Implications for vulnerability to cyber attacks
Bereby-Meyer, Yoella (Ben-Gurion University of the Negev); Idan, Tali (Ben-Gurion University of the Negev); Keinan, Ruty (Ben-Gurion University of the Negev)

149) Individual Differences in the Entanglement of Time
Wall, Daniel (Carnegie Mellon); Chapman, Gretchen (Carnegie Mellon); Hemmer, Pernille (Rutgers)

150) Work-life balance: I will do it in the future, but not now
Li, Meng (University of Colorado Denver); DeVoe, Sanford (University of California Los Angeles)

151) Using eye tracking to examine processes underlying delay discounting
Leistad, Eli (City University of London); Reimers, Stian (City University of London); Poirier, Marie (City University of London)

152) Delay and risk matter less when outcomes differ: cross-modal discounting across contexts
Read, Daniel (University of Warwick); McDonald, Rebecca L. (University of Warwick); Cubitt, Robin P. (University of Nottingham)

153) Modeling Delay Discounting
Wulff, Dirk U. (University of Basel); van den Bos, Wouter (MPI for Human Development)

154) Battle of the biases: loss framing attenuates delay discounting in older adults
Hampton, William H (Temple University); Venkatraman, Vinod (Temple University); Olson, Ingrid R (Temple University)

155) If time is money, how much money is time?
Illingworth, David A. (Georgia Institute of Technology); Thomas, Rick P. (Georgia Institute of Technology)

156) Gratitude intervention modulates P3 amplitude in a temporal discounting task
Lolli, Sydney L. (Wesleyan University); Patalano, Andrea L. (Wesleyan University); Sanislow, Charles A. (Wesleyan University)

157) Difference in intertemporal choice decision making between gain and loss frame
Do, Kanghyuk (Ajou Univ.); Choi, Sangwoo (Ajou Univ.); Kim, Jeeyoun (Ajou Univ.); Kim, Youngil (Ajou Univ.); Kim, Youngjun (Ajou Univ.); Kim, Kyungil

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1) Assessing the Effectiveness of Expert Testimony by Jurors' (In)sensitivity to Irrelevant Cues
Ribeiro, Gianni (The University of Queensland); Tangen, Jason M. (The University of Queensland); McKimmie, Blake M. (The University of Queensland)

2) Do inter-individual differences have an effect on how we use advice?
Prüfer, Johanna (University of Goettingen); Schultze, Thomas (University of Goettingen); Schulz-Hardt, Stefan (University of Goettingen)

3) The contested role of expertise in predicting short and long term risk and return on the stock market
Jansson, Magnus (University of Gothenburg); Trönnberg, Carl-Christian (University of Gothenburg); Hemlin, Sven (University of Gothenburg)

4) The effect of reputation on responsiveness to performance feedback
Blettner, Daniela (Simon Fraser University); Atanasova, Christina (Simon Fraser University); Lucas, Gertjan (De Montfort University); Gedajlovic, Eric (Simon Fraser University)

5) The Influence of Cost and Confidence in Advice Exchanges
Radzevick, Joseph R. (Gettysburg College)

6) Misery loves company when estimating bias and error in others.
Heck, Patrick R. (Brown University); Krueger, Joachim I. (Brown University)

7) The Lone Wolf of Wall Street: The Connection Between Isolated Financial Decision-Making and Overconfidence
Piehlmaier, Dominik M. (School of Human Ecology, University of Wisconsin-Madison); Warmath, Dee (School of Human Ecology, University of Wisconsin-Madison)

8) Do teachers consider advice in their judgments? An experimental investigation of the acceptance of expert models within the educational field
Kaufmann, Esther (University of Zurich (Switzerland)); Budescu, David V. (Fordham University (US))

9) I missed what you were saying? When VR interactivity hurts advice taking.
Murray, Kyle B. (University of Alberta); Chen, Shirley S. (University of Alberta)

10) Accepting advice takes longer than rejecting
Miho, Kitamura (Waseda University); Katsumi, Watanabe (Waseda University)

11) Extending Advice Taking to Advisor Choice: The Impact of Social Categories on Requesting Advice
Hütter, Mandy (Eberhard Karls Universität Tübingen)

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12) Using the surprisingly popular algorithm to predict sports events
Danileiko, Irina (University of California, Irvine); Vi, Julie (University of California, Irvine); Lee, Michael (University of California, Irvine)

13) Perception of Statistical Models
Kane, Patrick B (Carnegie Mellon University); Broomell, Stephen B (Carnegie Mellon University)

15) Developing a Measure of Resistance to Scientific Personnel Selection Methods
Weinhardt, Justin (University of Calgary); Beck, James (University of Waterloo)

16) Judgments of Normality by Eye versus by Algorithm
Bishara, Anthony J. (College of Charleston); Conley, Christian (College of Charleston); Li, Jiexiang (College of Charleston)

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17) The Binary Bias: A Systematic Distortion in the Integration of Information
Fisher, Matthew (Yale University); Keil, Frank (Yale University)

18) The Biasing effects of Unclaimed Prize Information in Instant Lottery Games
Walker, Alexander C. (University of Waterloo); Stange, Madison (University of Waterloo); Dixon, Michael J. (University of Waterloo); Koehler, Derek J. (University of Waterloo); Fugelsang, Jonathan (University of Waterloo)

19) Improving at Chance: Bias in Predicting Unpredictable Outcomes
Salomon-Amend, Meghan M. (Northwestern University)

20) Intuitions about Randomness: Is it about the Process or the Product?
Leong, Lim M. (UCSD); Müller-Trede, Johannes (UCSD); McKenzie, Craig R. M. (UCSD)

21) Near Miss as Vulnerable vs. Resilient: The Role of Psychological Distance
Cui, Jinshu (University of Southern California); John, Richard S. (University of Southern California)

22) Why are people last-place averse?
Plantinga, Arnoud (Tilburg University); Jaeger, Bastian (Tilburg University); Zeelenberg, Marcel (Tilburg University); Breugelmans, Seger M. (Tilburg University)

23) Why we have aha moments: The eureka heuristic
Laukkonen, Ruben (The University of Queensland); Tangen, Jason (The University of Queensland)

24) Prevalence Heuristic
Reit, Em (Stanford); Critcher, Clayton (UC Berkeley)

25) The Effect of Stated Preference on Subsequent Revealed Preference
Morvinski, Coby (IDC Herzliya); Saccardo, Silvia (Carnegie Mellon University); Amir, On (UC San Diego)

26) The Endowment Effect in the Future
Yamamoto, Shohei (Universitat Pompeu Fabra); Navarro, Daniel (Universitat Pompeu Fabra)

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27) Fighting Pain of Paying in Giving: How Adding Time Delays to Donation Pledges Increases Charitable Giving
Powell, Emily (NYU Stern School of Business); Jung, Minah (NYU Stern School of Business); Pe'er, Eyal (Bar-Ilan University Graduate School of Business); Vosgerau, Joachim (Bocconi University)

28) A field experiment on the influence of wealth, attractiveness, gender, and time cost on receiving an online altruistic act
Houdek, Petr (University of Economics, Prague); Dvouletý, Ondřej (University of Economics, Prague); Svobodová, Lucie (J. E. Purkyně University)

29) Religious attitudes and organ donation decisions
Harel, Inbal (Ben-Gurion University); Kogut, Tehila (Ben-Gurion University); Mayorga, Marcus (Decision Research); Slovic, Paul (Decision Research)

30) The influence of resource growth rates on cooperation in intergenerational dilemmas: A person-situation interaction
Kieslich, Pascal J. (University of Mannheim, Germany); Rüdiger, Mila A. (University of Mannheim, Germany)

31) Moral opportunities and tests: Motivating giving and pro-social behaviors
Wang, Jennifer (Stanford University); Miller, Dale (Stanford University)

32) The Association between Religiousness and Children's Altruism: The Role of the Recipient's Neediness
Sabato, Hagit (Ben-Gurion University); Kogut, Tehila (Ben-Gurion University)

33) Charitable and Influential: The Effect of Pro-Social Actions on Opinion Influence
Liu, Wendy (UC San Diego); Yin, Yidan (UC San Diego)

34) A Heart for Cooperation: Feeling Another Human's Heartbeat Promotes Prosocial and Cooperative Behaviors
Zhao, Xuan (Brown University); Jung, Malte (Cornell University); Ong, Desmond (Stanford University); FeldmanHall, Oriel (Brown University); Malle, Bertram F. (Brown University)

35) The Help-Giver's Dilemma: How to Decline Requests for Help at Work without Hurting One's Image
Tewfik, Basima A. (The Wharton School, University of Pennsylvania); Kundro, Timothy G. (The Wharton School, University of Pennsylvania); Tetlock, Philip E. (The Wharton School, University of Pennsylvania)

36) Two's Company, Three's a Crowd: Givers' Oversensitivity to Other Givers' Gifts
Givi, Julian (Carnegie Mellon University); Olivola, Christopher Y. (Carnegie Mellon University); Galak, Jeff (Carnegie Mellon University)

37) Money is not honey in social exchange: A perspective from gratitude and indebtedness
Peng, Cong (Tilburg University); Nelissen, Rob M. A. (Tilburg University); Zeelenberg, Marcel (Tilburg University)

Communication and training

38) Wait, wait, don't tell me: How statistical versus summary information may reduce the desirability bias
Smith, Cassandra L. (Appalachian State University); Smith, Andrew R. (Appalachian State University); Windschitl, Paul D. (University of Iowa); Rule, Shanon (University of Iowa)

39) Impact on public acceptability of communicating evidence of the effectiveness of a hypothetical tax to tackle childhood obesity
Reynolds, James P. (University of Cambridge); Marteau, Theresa M. (University of Cambridge)

40) Estimating and correcting misperceptions of household energy use
Marghetis, Tyler (Indiana University, Bloomington); Landy, David (Indiana University, Bloomington); Attari, Shahzeen (Indiana University, Bloomington)

41) Nutrient-Specific System v. Full Fact Panel: Examining the Effect of FOP Labels on Nutritional Judgment and Choice
Carter, Kristina A. (Ohio University); González-Vallejo, Claudia (Ohio University)

42) A computerized training program for teaching people how to plan better
Lieder, Falk (UC Berkeley); Krueger, Paul M. (UC Berkeley); Callaway, Frederick (UC Berkeley); Griffiths, Thomas L. (UC Berkeley)

43) Simplifying the RiskLiteracy.org Decision Education Platform: Implementing a Python-Based Graph Literacy Training Program
Ybarra, Vincent T. (University of Oklahoma); Adams, Cody (University of Oklahoma); Allan, Jinan N. (University of Oklahoma); Feltz, Adam (Michigan Technological University); Garcia-Retamero, Rocio (University of Granada); Cokely, Edward T.

44) Shifts in Likelihood to Use Diagnostic Tests when Problem Presentation Is Manipulated
Talboy, Alaina (University of South Florida); Schneider, Sandra (University of South Florida)

45) High Chances and Close Margins: How Different Forecast Formats Shape Beliefs
Urminsky, Oleg (University of Chicago); Skarsten, Sondre (University of Chicago); Shen, Luxi (Chinese University of Hong Kong)

46) Differences in Risk Taking for Numerical and Symbolic Outcomes With and Without a Legend
Fuller, Elizabeth M. (University of South Florida); Schneider, Sandra L. (University of South Florida)

47) How graphical representation improves probability weighting in risky choice
Tiede, Kevin E. (University of Koblenz-Landau); Henninger, Felix (University of Koblenz-Landau); Hilbig, Benjamin E. (University of Koblenz-Landau)

48) Designing Visual Aids That Promote Risk Literacy: A Systematic Review of Health Research and Evidence-Based Design Heuristics
Garcia-Retamero, Rocio (University of Granada); Petrova, Dafina G. (University of Granada); Cokely, Edward T. (University of Oklahoma)

49) Format Effects in Graphical Judgmental Forecasts
Reimers, Stian (City, University of London); Harvey, Nigel (University College London)

50) The effects of media presentations on the willingness to donate organs: The role of the number of recipients and their identifiability
Kogut, Tehila (Ben-Gurion University); Harel, Inbal (Ben-Gurion University)

51) Rethinking decisions processes from a communicative perspective
Honda, Hidehito (The University of Tokyo); Matsuka, Toshihiko (Chiba University); Ueda, Kazuhiro (The University of Tokyo)

52) Explicit instructions modulated the proposing behaviors in ultimatum game
Yen, Nai-Shing (Department of Psychology, National Chengchi University); Yang, Tsung-Han (Department of Psychology, National Chengchi University); Huang, Wen-Hsi (Department of Psychology, National Chengchi University); Fang, Yun-Fan (Department of Psychology, National Chengchi University); Hsu, Wei-Ling (Department of Psychology, National Chengchi University)

54) Using a short graph literacy scale to explore precursors of health behavior change
Okan, Yasmina (Leeds University Business School); Janssen, Eva (Maastricht University); Galesic, Mirta (Santa Fe Institute); Waters, Erika A. (Washington University School of Medicine)

55) Child Abuse Risk Literacy: Training Vulnerable Mothers in a Developing Nation
Ghazal, Saima (University of the Punjab, Pakistan); Cokely, Edward T. (University of Oklahoma, USA)

56) Skillful bandits: Learning to choose in a reactive environment
Hotaling, Jared M. (University of New South Wales); Navarro, Daniel J. (University of New South Wales); Newell, Ben R. (University of New South Wales)

57) Structural learning in stock-and-flow simulations
Kumar, Medha (Indian Institute of Technology, Mandi); Dutt, Varun (Indian Institute of Technology, Mandi)

58) The Effect of Acute Stress on Risk Perception and Communication
Popovic, Nathalie

59) Limits to Learning from Experience in an Uncertain Situation
Kauffman, Sandra (University of South Florida); Schneider, Sandra (University of South Florida)

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60) Kill two birds with one stone? The Effect of a Cross-out on Hedonic and Utilitarian Consumption
Liu, Mengmeng (The Chinese University of Hong Kong); Li, Chenxi (Beihang University)

61) Is Top 10 Better than Top 10%?: How Different Rank Claim Formats Influence Consumer Judgments
Isaac, Mathew S. (Seattle University); Sevilla, Julio (University of Georgia); Bagchi, Rajesh (Virginia Tech)

62) Consumers' Mental Representation of Product Quality: Context Dependent and Incomplete
Coni, Valentina (University of Trieste); Romoli, Laura (Illycaffè); Del Missier, Fabio (University of Trieste, Stockholm University)

63) Better to Have a Book in the Hand than Two in the Cloud: Greater Psychological Ownership Induces Higher Value for Physical than Digital Goods
Atasoy, Ozgun (University of Basel); Morewedge, Carey (Boston University)

64) Hot Streak! Consumer Inferences from Streaks of Virtuous Choices
Silverman, Jackie (University of Pennsylvania - Wharton); Barasch, Alixandra (New York University - Stern); Small, Deborah (University of Pennsylvania - Wharton)

65) Being Unique Makes Us Similar? When Customized Example Designs Motivate Expressions of Uniqueness
Lee, Jennifer K. (University of Southern California); Diehl, Kristin (University of Southern California); Cavanaugh, Lisa A. (University of British Columbia)

66) Carpe Diem! Hedonic Experiences Facilitate the Disregard of Sunk Costs
Cristian, Daniela Carmen (BI Norwegian Business School); Fennis, Bob M. (University of Groningen); Warlop, Luk (BI Norwegian Business School)

67) Adding More Portion-Size Options to a Menu: Nudging Consumers to Choose Larger (Smaller) Portions of Healthy (Unhealthy) Food
Gill, Tripat (Wilfrid Laurier University); Lei, Jing (University of Melbourne); Kim, Hae Joo (Wilfrid Laurier University)

68) Searching Decisions? Limitations in the Ability to Trade Off Small Search Costs Against Probabilistic Gains
McGowan, Féidhlim (ESRI); Lunn, Peter D. (ESRI, Trinity College Dublin)

69) Consumer Preference for Multi-feature Products: The Moderating Influence of Feature Information
Goyal, Vikas (IIM Indore, India)

70) Saying No: Rejecting Leads to Greater Preference for and Satisfaction with Status Quo Outcomes
DePaoli, Alexander (Northeastern University)

71) You really do not know your mind: Consumer Decision-Making under Risk in the Loss Domain
Jung, Minji (Rutgers Business School)

72) Moments that Last: Meaningfulness Increases the Happiness from Recalled Experiences
Catapano, Rhia (Stanford Graduate School of Business); Hardisty, David J. (University of British Columbia); Aaker, Jennifer (Stanford Graduate School of Business)

73) Fool's gold: How product aesthetics influence consumers' perception in negative ways
Kim, Youn Soo (Korea University Business School); Suk, Kwanho (Korea University Business School)

74) When the Face of Need Backfires: The Impact of Facial Emotional Expression on the Effectiveness of Cause-Related Marketing Advertisements
Kang, In-Hye (University of Maryland); Leliveld, Marijke C. (University Groningen); Ferraro, Rosellina (University of Maryland)

75) Contagious! On the Role of Emotional Contagion in Innovation Adoption Decisions
Konya-Baumbach, Elisa (University of Mannheim); Viehrig, Ryan (adidas AG); Kuester, Sabine (University of Mannheim)

76) Use of Asymmetric Facial Features to Engage Consumers
Liu, Yue (University of Central Florida); Urumutta Hewage, Ganga (University of Central Florida); Wang, Ze (University of Central Florida)

77) Spillover Effects of Physical Activity on Consumer Decisions
Zimmermann, Laura (London School of Economics and Political Science); Chakravarti, Amitav (London School of Economics and Political Science)

78) "Yes or No" Yields No: Two-Stage Decision Processes Undermine Purchase
Duke, Kristen (University of California, San Diego); Amir, On (University of California, San Diego)

79) Probabilistic Price Promotions: Allure of Escaping the Pain of Payment
Lee, Chang-Yuan (Boston University); Morewedge, Carey (Boston University); Hochman, Guy (Interdisciplinary Center (IDC) Herzliya); Ariely, Dan (Duke University)

80) Experiential versus material purchases: The role of self-construal
Urumutta Hewage, Ganga S. (University of Central Florida); He, Xin (University of Central Florida)

81) Higher Agency Identities Enhance Consumer Confidence in Making Difficult Decisions
Morgan, Carter S. (University of Miami); Kettle, Keri L. (University of Manitoba); Reed II, Americus (University of Pennsylvania)

82) The Effect of Choice Difficulty on the Consumption of the Selected Alternative
Ibrahim, Nahid (University of Alberta); Häubl, Gerald (University of Alberta)

83) A cognitive-econometric model of consumer responses to non-price factors
Mistry, Percy (University of California Irvine)

84) Deconstructing and Reconstructing Consumers' Trust in Algorithms
Castelo, Noah (Columbia University); Bos, Maarten (Disney Research); Lehmann, Don (Columbia University)

85) Satiate Less but Feel Worse: The Differentiating Effects of Context Variety on Product Evaluation and Overall Experience
Ruan, Bowen (University of Wisconsin-Madison); Xu, Minzhe (University of Florida)

86) Integrating Incidental Affect into Consumers Experiences: Dissociable Roles of Valence and Arousal in Affect Infusion Processes
Ling, Aiqing (INSEAD); George, Nathalie (UPMC); Shiv, Baba (Stanford); Plassmann, Hilke (INSEAD)

87) Filling in the Blanks: What Customers Assume About Potentially Valuable but Missing Information
Gurney, Nikoos (Carnegie Mellon University); Loewenstein, George (Carnegie Mellon University)

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88) Seeking Order Where None Exists: Best-to-Worst Inferences in Vertical Lists
Isaac, Mathew S. (Seattle University); Jain, Shailendra P. (University of Washington)

89) The Attraction Effect in Reward-Based Crowdfunding
Weinmann, Markus (University of Liechtenstein); Tietz, Matthias (University of Liechtenstein); vom Brocke, Jan (University of Liechtenstein)

90)   Testing the Influence of Distance to the Target on the Compromise Decoy Effect
      Pettibone, Jonathan

91)   The effects of competition in decisions from experience with different choice ecologies
      Frey, Renato (University of Basel)

92)   The Effect of Recent Events and Uncertainty Estimates on Decision Quality
      Demnitz, Raoni (University of Washington); Joslyn, Susan (University of Washington)

93)   Adaptive and Maladaptive Decision Making: The Forgotten Context
      Boynton, Rebekah E. A. (James Cook University); Swinbourne, Anne L. (James Cook University)

94)   The Relationship Between Religiosity and Conservative Judgments is Topic Specific
      Guillen, Elizabeth E. (St. John's University); Chesney, Dana L. (St. John's University)

95)   Similarity and number of alternatives in decisions with many options
      Kvam, Peter (Indiana University)

96)   Rational Arbitrariness: From Incomplete Preferences to Coherent Conservatism
      Sher, Shlomi (Pomona College); Müller-Trede, Johannes (UCSD); McKenzie, Craig R.M. (UCSD)

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97)   Epidemiological Information Influences Diagnostic Judgments
      Chesney, Dana L. (St. John's University); Salim, Ryan (St. John's University); Obrecht, Natalie A (William Paterson University); Brunswick, Carmel (St. John's University); Guo, Linyu (St. John's University)

98)   The wisdom of crowds in individual judgment updating: Low weights emulate averaging in sequential information uptake
      Ache, Fabian (Tübingen University); Hütter, Mandy (Tübingen University)

99)   Comparing and Explaining the Accuracy Effects of Prototype Matching and Heuristic Bayesian Principles in Subjective Judgment
      Yan, Haoyang (University of Michigan); Yates, J. Frank (University of Michigan)

100) The Influence of Accessibility on Cue Fixations in a Cue-Based Inference Task
      Lawrence-Huizenga, Ashley M. (Georgia Institute of Technology); Thomas, Rick P. (Georgia Institute of Technology); Dougherty, Michael R. (University of Maryland)

101) Causal depth of counterfactual thinking predicts increased negative emotion
      Jenkins, Mason (Northeastern University); Kim, Nancy (Northeastern University); Frank, Miriam (Northeastern University); Udupa, Nisha (Northeastern University)

102) Salient but irrelevant information can bias judgments by inducing the retrieval of exemplars
      Scholz, Agnes (University of Zurich); von Helversen, Bettina (University of Zurich)

103) The multiplicative role of attention on choice
      Smith, Stephanie M. (Department of Psychology, The Ohio State University); Krajbich, Ian (Department of Psychology, Department of Economics, The Ohio State University)

104) Choosing from Pictures: Leader-Based Distortion and Attention Effects in Choices with Visual Attributes
      DeKay, Michael L. (The Ohio State University); Smith, Stephanie M. (The Ohio State University); Erford, Breann M. (The Ohio State University); Krajbich, Ian (The Ohio State University)

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105) Testing the intuitive strength hypothesis in dual process models
      Bago, Bence (Paris Descartes University); De Neys, Wim (CNRS)

106) Adult age-related differences in heuristic decision making
      Bixter, Michael T. (Georgia Institute of Technology); Hertzog, Christopher (Georgia Institute of Technology)

107) Exploring Thinking Dynamics in the Ratio Bias Task
Szaszi, Barnabas (ELTE, Eotvos Lorand University Hungary); Palfi, Bence (School of Psychology, University of Sussex); Szollosi, Aba (School of Psychology, University of New South Wales); Aczel, Balazs (ELTE, Eotvos Lorand University Hungary)

108) Epistemological considerations of the relationship between religiosity, AOT, & ACS
Vavra, Dylan T. (University of Richmond); Corbin, Jonathan C. (University of Richmond)

109) Propensity to Engage Type II Processes in Relation to Donation Preferences and the Individual Victim Effect.
Ashburner, Michelle (University of Waterloo); Risko, Evan (University of Waterloo); Fugelsang, Jonathan (University of Waterloo)

110) The Cognitive Reflection Test is robust to multiple exposures
Białek, Michał (Kozminski University); Pennycook, Gordon (Yale University)

111) Cognitive Reflection and Cognitive Load
Gortner, Paul (Goethe University & SAFE); Grossman, Zachary (UCSB); van der Weele, Joel (University of Amsterdam)

112) Brain stimulation of right-dorsolateral prefrontal cortex increases performance on the Cognitive Reflection Test and Heuristic Thinking Tasks
Edgcumbe, Daniel R. (University of East London); Thoma, Volker (University of East London); Rivolta, Davide (University of East London); Fu, Cynthia H. U. (University of East London)

113) Testing the Advantages of Conscious vs. Unconscious Thought for Complex Decisions in a Distraction Free Paradigm
McElroy, Todd (Florida Gulf Coast University); Dickinson, David (Appalachian State University)

114) The effect of individual differences on the susceptibility to biases in judgmental forecasting
Vanderheyden, Karlien (Vlerick Business School); De Baets, Shari (Vlerick Business School)

115) Experience vs. description in probability learning: Effects on gist and verbatim perceptions of probability
Hayes, Bridget (Wake Forest University); Stone, Eric (Wake Forest University)

116) It Only Takes Once: Reasoned and Gist-Based Predictors of Birth-Control Intentions
Meschkow, Alisha S. (Cornell University); Nolte, Julia (Cornell University); Reyna, Valerie F. (Cornell University)

117) Judgments of Scientific Evidence: The Role of Emotion and Scientific Reasoning Ability
Drummond, Caitlin (University of Michigan); Fischhoff, Baruch (Carnegie Mellon University)

118) Reversing the meaning of pseudo-profound bullshit has no impact for intuitive individuals
Pennycook, Gordon (Yale University); Rand, David (Yale University); Koehler, Derek (University of Waterloo); Fugelsang, Jonathan (University of Waterloo)

119) Language and Dual-Systems Voting
Ehret, Soenke (New York University)

120) What Color are the Lilies? Forced Reflection Boosts Performance in the Cognitive Reflection Test
Białek, Michał (Kozminski University); Idzikowska, Katarzyna (Kozminski University)

121) A Fuzzy-Trace Theory Approach to Juror Decision-Making About Rape
Meschkow, Alisha S. (Cornell University); Reyna, Valerie F. (Cornell University)

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122) What we all want? Defaults promote green energy choices via implied endorsement
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123) Wishful Recycling': Pro-Environmental Waste Receptacle Labeling Can Increase Recycling Contamination
Catlin, Jesse R. (California State University, Sacramento); Wang, Yitong (University of Technology Sydney); Manuel, Rommel J. (California State University, Sacramento)

124) The how and why of shorter showers: the long-term effects of construal level and real-time feedback on water and energy use
Griffioen, Anouk (Wageningen University); Handgraaf, Michel (Wageningen University); Antonides, Gerrit (Wageningen University)

125) The need to trust: How features of the forecasted weather increase forecast trust
Losee, Joy E. (University of Florida); Joslyn, Susan (University of Washington)

126) Asymmetric expectations of outcome ranges following minimum versus maximum climate forecasts
Løhre, Erik (Simula Research Laboratory); Kjær, Rikke (Department of Psychology, University of Oslo)

127) Distinct impacts of financial scarcity and natural resource scarcity on sustainable behavior
Tomm, Brandon (University of British Columbia); Sachdeva, Sonya (Northwestern University); Jiaying Zhao (University of British Columbia)

128) Attentional bias in the perception of climate change data driven by political orientation
Luo, Yu (University of British Columbia); Wang, Yu (University of British Columbia); Zhao, Jiaying (University of British Columbia)

129) Uncovering the Effects of Attribute Translations in the Energy Domain
Mertens, Stephanie (University of Geneva); Hahnel, Ulf J. J. (University of Geneva); Brosch, Tobias (University of Geneva)

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130) Corrupt collaboration: Finding a partner in crime
Leib, Margarita (University of Amsterdam); Gross, Jörg (Leiden university); Offerman, Theo (University of Amsterdam); Shalvi, Shaul (University of Amsterdam)

131) Linking the environmental and moral self: The interplay between environmental and moral values in environmental and prosocial decision-making
Conte, Beatrice (Department of Psychology, University of Geneva, Switzerland); Hahnel, Ulf J. J. (Department of Psychology, University of Geneva, Switzerland); Brosch, Tobias (Department of Psychology, University of Geneva, Switzerland)

132) The First-Mover Authentic Advantage: How Order of Entry Signals Genuinely Good Character
Kelly, Brooke A. (The Wharton School, University of Pennsylvania); Small, Deborah A. (The Wharton School, University of Pennsylvania)

133) The Robin Hood effect: The effect of income on perceived fairness of monetary punishment
Bahnik, Stepan (University of Economics, Prague); Vranka, Marek (Charles University in Prague)

134) When Can a Firm Raise Its Prices? The Role of Autonomy Threat in Determining Consumer Price Fairness Judgments
Neuwirth, Benjamin (Kellogg School of Management, Northwestern University); Bockenholt, Ulf (Kellogg School of Management, Northwestern University)

135) Higher greed is associated with less sharing in children
Seuntjens, Terri (Tilburg University); Van den Heuvel, Marion (Wayne State University); Zeelenberg, Marcel (Tilburg University)

136) You Get What You Give: Children Forego Equality and Equity Concerns in a Market Context
Echelbarger, Margaret (University of Michigan); Gelman, Susan A. (University of Michigan); Kalish, Charles W. (University of Wisconsin)

137) Bad Luck or Bad People: When Do Third Parties Reveal Offenders' Intentions to Victims?
Hart, Einav (University of Pennsylvania); Bicchieri, Cristina (University of Pennsylvania); Mellers, Barbara Ann (University of Pennsylvania)

138) Moral Superiority and Dishonest Behavior
Hauser, Ryan (Yale School of Management); Mijovic-Prelec, Danica (MIT Sloan School of Management); Prelec, Drazen (MIT Sloan School of Management)

139) Vilification Bias in Evaluations of Perceived Wrongdoing
Howard, Ray Charles (Chuck) (University of British Columbia); Aquino, Karl (University of British Columbia); Okimoto, Tyler (University of Queensland); Nurmohamed, Samir (University of Pennsylvania); Bobocel, Ramona (University of Waterloo)

140) Autonomous Morals: Inferences of Mind Predict Acceptance of AI Behaviors in Sacrificial Moral Dilemmas
Young, April D. (Appalachian State University); Monroe, Andrew E. (Appalachian State University)

141) The effect of incentives size on laying among children: the children lay more for more attractive incentive
Gawryluk, Katarzyna (Kozminski University); Markiewicz, Lukasz (Kozminski University)

142) Veil of Ignorance as a Procedure for Impartial Reasoning in Moral Judgment
Huang, Karen (Harvard University); Greene, Joshua D. (Harvard University); Bazerman, Max (Harvard University)

143) Taxing Decisions: the Interaction of Ethics and Law in Tax Decision Making
Summers, Barbara (University of Leeds); Doyle, Elaine (University of Limerick); Frecknall-Hughes, Jane (University of Nottingham)

144) Analytical thinking mode leads to more utilitarian moral judgments: An exploration with a process-disassociation approach
Li, Zhongquan (Nanjing University); Xia, Shiyu (Nanjing University); Wu, Xiaoyuan (Nanjing University); Chen, Zhaoyu (Nanjing University)

145) Counterfactual Intentions: When Over-Justification Makes You a Worse Person
Linder, Jessica N. (University of Chicago); Landy, Justin F. (University of Chicago); Caruso, Eugene M. (University of Chicago)

146) After Helping Our Fellow Beings: Moral Licensing After Acting Good Toward Anthropomorphized Targets
Kim, Hye-young (University of Chicago); McGill, Ann L. (University of Chicago)

147) Committed objectivists and tolerant relativists: How people perceive the character of moral objectivists and relativists
Moss, David (University of Leicester); Montealegre, Andres (Universidad de los Andes); Bush, Lance (Cornell University); Pizarro, David (Cornell University); Caviola, Lucius (University of Oxford)

148) Ethical Judgments as a Mediator Between the Dark Triad and Counterproductive Work Behaviors
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149) Judging the Morality Severity and Retribution of Swerving in Self-Driving versus Regular Cars
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150) What's wrong with using steroids? Exploring whether and why people oppose the use of performance enhancing drugs
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151) Risk and Morality: Prior exposure to risk makes people more utilitarian
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152) Self-Plagiarizing: Why Repetition Lowers Perceptions of Authenticity
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154) Language shapes dishonesty: Evidence from a spot-the-difference task
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173) Combinations: framing completeness
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175) Can Overconfidence be Induced? Perceived Task Difficulty, Framing, and Task Experience
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177) Adult Age Differences in the Effects of Framing on the Link between Feelings and Intentions
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