



## Newsletter

<http://www.sjdm.org>

Volume 29, Number 1

March 2010

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### 2009-2010 Executive Board

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The SJDM Newsletter, published electronically four times a year (March, June, September, and December), welcomes short submissions and book reviews from individuals and groups. Essays should: i) be less than 400 words, ii) use inline citations and no reference list, iii) not include a bio (a URL or email is ok). If you are interested in reviewing books and related materials, please email Dan Goldstein. The best way to send your contribution is via email, or as an MS Word email attachment.

**Advertising Rates:** Advertising can be submitted to the editor. Inclusion of the ad and the space given to the ad is at the editor's discretion. The current charge is \$200 per page. Contact Dan Goldstein 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.

## Announcements

Please find the latest edition of SJDM's journal Judgment and Decision Making at <http://journal.sjdm.org/>

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Alan Reifman writes "I am pleased to announce the posting of my fourth annual online compendium of summer statistics and methodology workshops, being held across the U.S. (and elsewhere) in the coming months (see link below). Please bring this to the attention of any colleagues and students you think may be interested. Also, if you know of other programs, which I have not listed, please let me know.

<http://reifmanintrostats.blogspot.com/>"

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I am a graduate student fellow at UC Davis in the Professors for the Future program, and I am building a community of users/developers for the open source social science data collection tool known as GameWeb. GameWeb is designed to conduct multi-party interactive experimental social research, and has applications in economics, psychology, political science, and anthropology. GameWeb is currently used in research in Morocco, Kenya, India, and the United States.

I have presented GameWeb to a group of JDM researchers at a recent JDM conference at CSU Fullerton, and Michael Birnbaum suggested that I circulate an announcement to the JDM society at large.

Main (description & features):

<http://sourceforge.net/apps/wordpress/gameweb/>

Development & Download:

<http://sourceforge.net/projects/gameweb/>

List-Serve

In addition, I am collecting email addresses of researchers who would like to be included on an email list about GameWeb uses, updates and development. Please let me know if you are interested in such a list.

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Call For Papers: Journal Of Marketing Research  
Special Issue On Consumers Financial Decision Making

The Journal of Marketing Research calls for submissions for a special interdisciplinary issue on consumers' financial decision making. Consumer welfare is strongly affected by household financial decisions large and small: choosing mortgages; saving to fund college education or retirement; using credit cards to fund current consumption; use of very high interest payday loans or tax refund loans; choosing how to 'decumulate' savings in retirement, perhaps by use of annuities; deciding how to pay for health care and insurance; and investing in the stock market to increase personal wealth. In all of these domains, consumers are often poorly informed and susceptible to making serious errors that have large personal and societal consequences. Basic research in judgment and decision making, psychology, consumer research, behavioral finance, and behavioral economics can inform our understanding of how consumers actually make such decisions and how consumers can be helped to make better decisions by innovations in public policy, business, and consumer education. We invite scholars from all of these fields to submit papers for the special issue. We also welcome papers about consumer financial decision-making and the law, and empirical papers on public policy interventions that can improve consumers' financial decisions. We expect this special issue to lead to significant cross-fertilization across fields and therefore to papers of particularly high impact. The special issue will be supported by the Russell Sage Foundation and the Alfred P. Sloan Foundation as part of their joint initiative in support of interdisciplinary behavioral research on consumer finance.

Please submit manuscripts to [http://mc.manuscriptcentral.com/ama\\_jmr](http://mc.manuscriptcentral.com/ama_jmr) ; enter "Author Center" then "Submit a New Manuscript" then designate the manuscript type as Special Issue New Submission." Please include a covering letter noting that the manuscript is for the special issue.

Guest Editor-in-Chief

John Lynch, University of Colorado-Boulder

Guest Editors

Shlomo Benartzi, UCLA

Stefano DellaVigna, University of California-Berkeley

George Loewenstein, Carnegie-Mellon University

Submission Deadline: July 30, 2010

Expected Publication Date: November 2011

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Chris Olivola writes "Dear Fellow JDM-ers, back in November 2008, I wrote [the JDM] list with a request for any papers and/or manuscripts showing loss aversion in the domain of human lives (this was for a paper we were writing on reactions to human fatalities). Although I received a number of responses soon after my inquiry was posted (see below), I decided to wait a few more weeks to see if anything else would turn up. Embarrassingly, my workload got the best of me and I forgot about this post. It is now long overdue (apologies), but I figured: "better late than never!"

Below is a list of suggested papers and manuscripts (in no particular order). A big thanks goes to Danny Kahneman, Baruch Fischhoff, Jon Baron, David Tannenbaum, and Jeffery Guyse, for taking the time to offer suggestions.

- (1) Fischhoff, B. (1983). Predicting frames. *Journal of Experimental Psychology: Learning Memory & Cognition*, 9, 113-116.
- (2) Spranca, M., Minsk, E., & Baron, J. (1991). Omission and commission in judgment and choice. *Journal of Experimental Social Psychology*, 27, 76-105.
- (3) Baron, J. & Ritov, I. (1994). Reference points and omission bias. *Organizational Behavior and Human Decision Processes*, 59, 475-498.
- (4) Daniel Kahneman & Cass R. Sunstein (2007) *Indignation: Psychology, Politics, Law*. University of Chicago Law School Working Paper.
- (5) Jeffery L. Guyse & L. Robin Keller (2003). Valuing Sequences of Lives Lost or Saved over Time: Evidence of Gain/Loss Asymmetry. UC- Irvine Working Paper.

In addition to the above suggestions, I have also found the following 2 papers:

- (1) Guria J, Leung J, Jones-Lee M, Loomes G (2005) The willingness to accept value of statistical life relative to the willingness to pay value: Evidence and policy implications. *Environment Resource Economics*, 32, 113-127.
- (2) McDaniels TL (1992) Reference points, loss aversion, and contingent values for auto safety. *Journal of Risk and Uncertainty*, 5, 187-200.

Finally, if you are interested in this topic, you can find our paper (coauthored with Namika Sagara) here: <http://www.pnas.org/content/106/52/22151.abstract> ”

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Duke University's Fuqua/Coach K Center on Leadership & Ethics (COLE) is accepting applications for its 4th annual dissertation proposal competition. The competition is opened to doctoral candidates whose research contributes to the understanding of leadership and ethical issues facing the business community. Proposals will be judged on the contribution that they make to the scholarly understanding of ethical and leadership issues in business as well as on their theoretical and methodological quality. One-Two winners will receive a \$1,000 honorarium.

Candidates in all business disciplines and in those relating to social and political sciences are invited to apply. All candidates should have successfully defended their dissertation proposal by June 11, 2010 (Final defense of dissertation itself must occur after this date). Application deadline is June 11, 2010. Interested candidates should submit the required application materials electronically to [coledissertation@duke.edu](mailto:coledissertation@duke.edu).

Required Materials:

\* A completed application form  
<http://www.leadershipandethics.org/competitions/dissertation/application%20form.doc> .

- \* Full dissertation proposal
- \* An extended 5-page abstract of the proposal
- \* Curriculum Vita
- \* Letter of recommendation from Dissertation Advisor.

Please note: Dissertation Advisor should send letter to the Center on Leadership and Ethics, Attn: COLE Doctorate Dissertation Proposal Competition, Fuqua School of Business, Duke University, One Towerview Drive, Durham, NC 27708.

For more information about the competition including sample topics, visit the COLE web site <http://www.leadershipandethics.org/competitions/dissertation/2010%20competition.htm> . Questions about the Competition and/or the application process should be directed to Tejumade Ajasa, COLE Program Manager, [tejumade.ajasa@duke.edu](mailto:tejumade.ajasa@duke.edu) or [coledissertation@duke.edu](mailto:coledissertation@duke.edu). The competition is funded by a grant from the Wachovia Foundation.

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Rex Brown writes: "Would anyone be interested in looking at an early draft of the first chapter my textbook "The Art and Science of Making Up your Mind" (to be published by Taylor and Francis)? It is a preview of content, form and pedagogy of a course on decision siding for private individuals (not professional deciders). It is anchored in applied decision theory, but the practical methodology I propose is quite heretical in the "decision analysis" community."

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We are happy to announce the newest issue (Vol. 4, issue 1) of the International Journal of Internet Science.

The current issue features four original research contributions in the field of Internet science. In our editorial we continue our analysis of the journal's impact from the previous editorial by extending it to webometrics. The specific areas covered by the research articles are the coverage bias of mobile surveys (beginning to be lower than for landlines!), the continuous online measurement of emotions induced by music, the detrimental effect of racial stereotypes on performance in competitive online environments (like virtual teams), and (non-)effects of textual messages of encouragement and other feedback mechanisms on drop-out in web surveys.

International Journal of Internet Science Volume 4, Issue 1 (2009), Content:

Ulf-Dietrich Reips (University of Deusto, Spain) & Uwe Matzat (Eindhoven University of Technology, The Netherlands): Webometrics for an Open Access Start-Up Journal (Editorial)

#### Articles

Hauke Egermann, Frederik Nagel, Eckart Altenmuller & Reinhard Kopiez (Hanover University of Music and Drama): Continuous Measurement of Musically-Induced Emotion: A Web Experiment

Marek Fuchs & Britta Busse (Darmstadt University of Technology): The Coverage Bias of Mobile Web Surveys Across European Countries

Jong-Eun Roselyn Lee (Martha Miller Center for Global Communication Hope College): To Reveal or To Cloak? Effects of Identity Salience on Stereotype Threat Responses in Avatar-Represented Group Contexts

Joseph W. Sakshaug (University of Michigan) & Scott D. Crawford (Survey Sciences Group): The Impact of Textual Messages of Encouragement on Web Survey Breakoffs: An Experiment

Please find the issue at <http://ijis.net>

Kind regards,  
Ulf-Dietrich Reips / Uwe Matzat  
Editors, International Journal of Internet Science <http://ijis.net>

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Decision Science News writes:

Funding opportunities to study nudges in medicine:  
<http://grants.nih.gov/grants/guide/rfa-files/RFA-OD-10-001.html>

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Barbara Tversky writes “In case you are not aware, there are several interdisciplinary communities (computer science, statistics, psychology) (groups at Microsoft, IBM, Nokia, Stanford, Indiana, Berkeley, Penn State, and more) actively studying the relative benefits of various ways of visualizing data and other information as well as inventing clever ways to present data, sometimes called visual analytics. There are a string of meetings with conference proceedings in the fall, InfoViz, VAST, and another; there's also Diagrams, which meets every other year (this summer in Portland). Several websites have useful information, among them: : <http://manyeyes.alphaworks.ibm.com/manyeyes/> <http://www.visualcomplexity.com/vc/> <http://infosthetics.com/>”

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Dan Goldstein writes:

“I would like to encourage all Society members to adopt the open-source R language for their statistical analyses. Because it is extremely powerful, completely free, and unencumbered by restrictive licenses, R has quickly become a lingua franca among statistical scientists. Since it runs on Windows, Mac, and Linux and can be downloaded and installed in minutes, it is ideal for teaching and for publishing code in journal articles.

To get started, there is an R video tutorial at <http://www.decisionsciencenews.com/?p=261>. Jon Baron has written an excellent guide for those interested in Psychological research with R at

<http://www.psych.upenn.edu/~baron/rpsych/rpsych.html>. The home of the R project is <http://cran.r-project.org/>.”

## Conferences

The 2010 SJDM meeting will be in St. Louis, MO. Details to come at <http://www.sjdm.org>

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Summer Institute on Bounded Rationality  
Foundations for an Interdisciplinary Decision Theory  
05 - 12 July, 2010

Directed by Gerd Gigerenzer & Vernon Smith  
Evening Lecture: Ariel Rubinstein  
Center for Adaptive Behavior and Cognition  
Max Planck Institute for Human Development, Berlin, Germany

It is our pleasure to announce the Summer Institute on Bounded Rationality 2010 - Foundations of an Interdisciplinary Decision Theory, which will take place from July 5th to 12th, 2010 at the Max Planck Institute for Human Development in Berlin. The objective of the Summer Institute is to provide a platform for interdisciplinary research, bringing together young scholars from psychology, economics, biology, philosophy, and neuroscience. It wants to push for a common understanding of the way Homo Sapiens forms decisions, challenging the reigning assumptions in the individual disciplines. This year, the evening lecture will be given by Ariel Rubinstein.

Talented graduate students and postdoctoral fellows from around the world are invited to apply by March 20th, 2010. We will provide all participants with accommodation and stipends to cover part of their travel expenses. Details on the Summer Institute and the application process are available at <http://www.mpib-berlin.mpg.de/SummerInstitute>

Please pass on this information to potential candidates from your own department or institute.

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We invite submissions to the following forthcoming conference:  
Behavioural Finance Working Group Conference:  
Topic: Fairness, Trust and Emotions in Finance.  
Date: 1-2 July 2010

Venue: Behavioural Finance Working Group, Cass Business School, London,  
Keynote Speaker: Robert Olsen, Institute of Behavioral Finance

Organisers: Richard Fairchild (School of Management, University of Bath), Gulnur Muradoglu (Cass Business School) and Daniel Zizzo



(University of East Anglia).

Special Issue: Presenters have the option to have their papers considered for a special issue of the International Journal of Behavioural Accounting and Finance.

The deadline for submissions is May 21st 2010

The detailed Call for Papers is as follows:

Overview: Traditionally, financial economists have based their analysis of financial contracting on the assumption that agents are fully rational, emotionless, self-interested maximizers of expected utility (the homo economicus assumption). Behavioural economists are increasingly recognizing that financial decision makers may be subject to psychological biases, and the effects of emotions (the homo sapiens view). An interesting area of research examines the implications of assuming that agents are not completely self-interested, but that they also consider the impact of their actions on the payoffs of others. In this meeting, we will consider the effects of fairness, trust, empathy, fellow-feeling, and emotional reactions on financial contracting, incentives and performance.

We seek contributions from areas which include while not being limited to the following issues: decision-making at the corporate level (for example, the effect of emotions, trust, and empathy on the FDI decision and on capital budgeting); decision making at the start-up level (the effect of fairness, trust and empathy on venture capitalist/entrepreneurial financial contracting, incentives and performance), decision making at the investor level (investors trust in corporate managers).

We invite you to submit extended abstracts, papers-in-progress or full papers by the deadline of May 21st 2010. The organisers will come back with a decision within three weeks after this deadline. To submit a paper for consideration please email a PDF version of the paper to Behavioural-Finance at city.ac.uk

Papers chosen for submission will, at the author's request, be considered for publication for a Special Issue of the International Journal of Behavioural Accounting and Finance

Kind regards,  
Gulnur Muradoglu  
Cass Business School

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MAPP Workshop 2010 Innovative Methods in Consumer Research

8th International MAPP Workshop on Consumer Behaviour and Food Marketing  
Hotel Kongebrogaarden, Middelfart, Denmark, May 4-5, 2010

Call for Abstracts

Consumer researchers use increasingly sophisticated methods. Some of these provide richer information, some provide more "objective" information, and others aim to discover complex structures. How useful are these methods in practice? Do they really lead to improved understanding and prediction of consumer behaviour? And what are the challenges facing the prospective user? We invite submissions covering the following topics: Semi-qualitative data collection techniques (behaviour observation, diary methods, event sampling) ; Objective measures (eye-tracking, implicit measures, neurophysiological techniques) ; Modelling of high-dimensional data (data mining, hybrid models, three-way analysis)

#### Workshop Format

The annual MAPP workshop is a relatively intimate forum, limited to 30 participants. Researchers from academia and industry present innovative research, meet future collaborators, and discuss the latest ideas.

The workshop will be held at Hotel Kongebrogaarden (\*\*\*\*\*), which stands on the coast of Little Belt close to Middelfart, which can conveniently be reached from Copenhagen Airport via a direct train service.

Participants are expected to arrive on May 4 for a joint dinner and networking. The workshop takes place on May 5. The fee is DKK 3000.00.

#### Programme Committee

Professor Klaus G. Grunert, professor Joachim Scholderer and communications manager Julia Rolsted Stacey are responsible for the workshop programme.

#### Submission Guidelines

Please submit abstracts of their oral contributions to Julia Rolsted Stacey, mail stacey at asb.dk.

Submissions should include:

- \* Title
- \* Author(s)
- \* Affiliation(s)
- \* Abstract (up to 350 words)
- \* Keywords (up to 5)

Deadline for submissions is March 24, 2010.

Read updates at <http://www.mapp.asb.dk>

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You can now find more detailed information in the announcement brochure of the 13th Biennial European Meeting of the Society for Medical Decision Making (SMDM), which will take place from May 30 to June 2, 2010, in the city of Hall/Tyrol in Austria. The conference venue will be UMIT - University for Health Sciences in a modern building located close to the beautiful medieval town center, surrounded by the wonderful mountains of Tyrol.

The conference will begin with short courses on Sunday, May 30, followed by a reception on Sunday night. The conference will include plenary sessions, oral presentations, posters, workshops, panel

discussions, and Special Symposia on Public Health Decision Making and Personalized Decision Making. We also plan an exciting social event on Tuesday night.

You will find the Announcement brochure, registration form and the call for abstract on the SMDM website <http://www.smdm.org> and the conference website <http://www.umat.at/esmdm2010>

Reserve the date. We look forward to welcoming you in Hall.

For further information, please contact the secretariat:

SMDM EUROPE 2010

c/o Target Conferences Ltd.

PO Box 29041, Tel Aviv 61290, Israel

Tel: +972 3 5175150, Fax: +972 3 5175155

E-mail: [smdm at targetconf.com](mailto:smdm@targetconf.com)

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The Economics and Psychology of Football  
3rd Biennial International Conference  
London, UK, 29-30 May, 2010

Investigating decision making phenomena in the beautiful game

In the exciting lead up to the World Cup in South Africa in 2010, Heythrop College, University of London, will host the third international conference on the 'Economics and Psychology of Football.' The aim of the conference is to gather scholars, the media and other interested parties to discuss aspects of judgment and decision making in the world's most popular sport.

Keynote speakers will include:

Daniel Finkelstein, a weekly columnist and Chief Leader Writer of The Times, as well as the chief investigator behind the Fink Tank, a weekly statistical analysis of Football in the Times

[http://www.timesonline.co.uk/tol/sport/football/fink\\_tank](http://www.timesonline.co.uk/tol/sport/football/fink_tank)

Professor Ignacio Palacios-Huerta (London School of Economics)

For more information please visit the conference website on:

<http://www.heythrop.ac.uk/about-us/conferences-and-seminars/conference-economics-and-psychology-of-football.html>

Please feel free to distribute this announcement to your colleagues and other departments who may be interested. If you have any questions then please email the conference organisers on econpsyfoot at heythrop.ac.uk.

We look forward to seeing you in London.

Sincerely  
Katie Page  
Lionel Page

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The Prague's Centre for Public Policy (Centrum pro verejnou politiku - CPVP)  
is pleased to announce the forthcoming Summer School on Crime, Law and  
Psychology 2010 (CLP2010)

Where: Prague, Czech Republic

When: July 3-10, 2010

Who: The founder of the European Spring/Summer Institute (ESI), the Prague's Centre for Public Policy (Centrum pro verejnou politiku - CPVP), has teamed up with professors from the Royal Holloway College, University of London and Warwick University to organize the third Summer School on Crime, Law and Psychology 2010 (CLP2010)

Why: The Summer School on Crime, Law and Psychology 2010 (CLP2010) is a weeklong academic program designed to bring together 30 undergraduate and graduate students of various nationalities and academic backgrounds (criminology, legal studies, psychology, sociology and other related academic fields) from the USA, Eastern and Western Europe to enjoy their summer holidays in the unique academic and cultural environment.

What is it about: The aim of the program is to provide students with an opportunity to deepen their own expertise, thereby enhancing their knowledge on the correlation between criminal law and psychology, exchanging their ideas with academics, practitioners and fellow students from different countries. The summer program combines intensive academic courses with cultural, social, and recreational opportunities.

We invite you to visit our website <http://www.clp.cpvp.cz> to discover all the details about the CLP2010. The website contains updated information about the academic content, practicalities and application process.

We also suggest students to submit their applications by Early Bird Application Deadline of April 30, 2010. The Final Deadline is May 15, 2010.

Should you have any questions regarding the CLP2010 and/or application process, please do not hesitate to contact us at:

Summer School on Crime, Law and Psychology 2010  
Center for Public Policy  
Vyjezdova 510 190 11  
Prague 9 Czech Republic  
Tel: +420 739 569 045

Fax: +420 281 930 584

E-mail: clp at cpvp.cz

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We are delighted to announce that the XIV International Conference on the Foundations and Applications of Utility, Risk and Decision Theory is being held in Newcastle Upon Tyne on June 15-18, 2010.

#### Themes and Keynote Speakers

The idea is to have three themes at the conference, one per day. The theme of the first day is "Risk," the theme of the second day is "Uncertainty," and the theme of the third day is "Time." We have a fabulous list of keynote speakers for these themes: George Ainslie (Veterans Affairs Medical Center), James Cox (Georgia State University), Christian Gollier (University of Toulouse), David Levine (Washington University), Mark Machina (University of California at San Diego) and Sujoy Mukerji (Oxford University).

#### Topics

We expect to cover the following topics at the conference, depending on submissions: Ambiguity and uncertainty, utility, risk preferences and perception, risk management and insurance, time preferences, social preferences, rationality, learning, dynamic choice and sequential decisions, judgment, heuristics and biases, subjective probability and belief elicitation, mechanism design, auctions, neuro- and picoeconomics

#### Scientific Committee

Member of the scientific committee are: Mohammed Abdellaoui, Maurice Allais, Kenneth Arrow, Denis Bouyssou, David Budescu, Erio Castagnoli, Alain Chateauneuf, Michele Cohen, Pierre-Andre Chiappori, Jurgen Eichberger, Larry Epstein, Peter Fishburn, Paolo Ghirardato, Itzhak Gilboa, Christian Gollier, Richard Gonzales, Simon Grant, John Hey, Jean-Yves Jaffray, Daniel Kahneman, Edi Karni, Peter Klibanoff, Duncan Luce, Fabio Maccheroni, Mark Machina, Massimo Marinacci, Barbara Mellers, Aldo Montesano, Bertrand Munier, Robert Nau, Drazen Prelec, Andrew Postlewaite, John Quiggin, Aldo Rustichini, Rakesh Sarin, Bernard Salanie, David Schmeidler, Uzi Segal, Zvi Safra, Zur Shapira, Chris Starmer, Kip Viscusi, Peter Wakker, Bernard Walliser, Martin Weber, George Wu, Shmuel Zamir

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The Interdisciplinary Science Of Consumption: Mechanisms Of Allocating Resources Across Disciplines

<http://consumption.umich.edu/MM10/>

This conference at the University of Michigan brings together leaders from multiple fields (neuroscience, economics, ethology, psychology, marketing) to investigate common mechanisms underlying consumption across domains.

Register online now as rates are greatly reduced during early registration.

## Preliminary Schedule

- Robert Frank (Cornell University)
- Frans de Waal (Emory University)
- Antoine Bechara (University of Southern California)
- Bruce J. Ellis (University of Arizona)
- Randy Frost (Smith College)
- Vladas Griskevicius (University of Minnesota)
- Brian Knudson (Stanford University)
- Stephen Lea (University of Exeter)
- Geoffrey Miller (University of New Mexico)
- Stephanie Preston (University of Michigan)
- Terry Robinson (University of Michigan)
- David Sherry (University of Western Ontario)
- Kathleen Vohs (University of Minnesota)
- Paul Webley (University of London)
- Student poster session (submit abstract to MM10postersession at umich.edu by March 30th).
- Interdisciplinary panel discussion
- Educational activities for the community

For more information go to <http://consumption.umich.edu/MM10/>

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When people find it difficult to make decisions, they may benefit from assistance given to them by other people. Those providing assistance may be experts in a particular domain (e.g., medicine, law, finance) or in the way that decisions should be made (decision support). There are four types of help that people may receive. First, they may be given information in some form that makes it easy for them to use. For example, this information may relate to risks associated with different choices. Second, they may receive advice from other people about an appropriate course of action or about some uncertain quantity, such as the risks or expected returns associated with different courses of action. Third, they may share their decision making process with the person assisting them. Fourth, they may have their decision made for them.

This workshop will focus on these approaches to assisting decision makers and on factors relevant to choosing which should be used in different situations. It is supported by the UK Economic and Social Research Council and it will be held at University College London on 15 and 16 April. Invited speakers include J Frank Yates (Michigan), Ilan Yaniv (Jerusalem), and Eric Stone (Wake Forest).

Attendance at the meeting incurs no cost but you need to register by sending an email to Matt Twyman (m.twyman at ucl.ac.uk). No guarantee of getting in at this late stage. Matt will confirm if you can register and provide you with further details.

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The 5th International Workshop on Clinical Reasoning will be held in London UK, on the weekend of the 17-18 April, 2010. The workshop is sponsored by the European Association for Decision Making (EADM) <http://www.eadm.eu/>

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The Center for Behavioral Decision Research (CBDR) Faculty at Carnegie Mellon University invites submissions of papers and posters for the 12th biennial conference on Behavioral Decision Research in Management. The conference will be held June 10-13, 2010, at the Renaissance Hotel in Pittsburgh, Pennsylvania. The theme of this year's conference, Applications to Policy, reflects a focus on policy-related research, in addition to the traditional research areas covered by the conference. For more information, visit: <http://wpweb2.tepper.cmu.edu/bdrm>

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The 2010 North American Conference of the Association for Consumer Research will be held at the Hyatt Regency Riverfront in Jacksonville, FL from Thursday, October 7 through Sunday, October 10, 2010. Conference website: <http://www.acrweb.org/acr/>

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First Annual Boulder Summer Conference on Consumers' Financial Decision Making June 27-29, 2010. Hotel Boulderado, Boulder, Colorado.

Please save the dates, June 27-29, 2010, for the 1st Annual Boulder Summer Conference on Consumer Financial Decision Making. The conference will be held at the historic Hotel Boulderado at a great time of year to visit Boulder, Colorado.

The conference will provide an opportunity for interdisciplinary exchange of ideas among researchers working on problems of consumer financial decision-making. Consumer welfare is strongly affected by household financial decisions large and small: choosing mortgages; saving to fund college education or retirement; using credit cards to fund current consumption; choosing how to 'decumulate' savings in retirement; deciding how to pay for health care and insurance; and investing in the stock market. In all of these domains, consumers are often poorly informed and susceptible to making serious errors that have large personal and societal consequences. Basic research in judgment and decision making, psychology, consumer research, behavioral finance, and behavioral economics can inform our understanding of how consumers actually make such decisions and how consumers can be helped to make better decisions by innovations in public policy, business, and consumer education.

The conference is co-sponsored by the Center for Research on Consumers' Financial Decision Making at the University of Colorado and by the Leeds School of Business. Please see the conference website at: <http://leeds.colorado.edu/bouldersummerconference>

## Jobs

One lecturer and one research assistant post at Kingston University London (UK)

The Department of Leadership, HRM and Organisation is a successful part of Kingston Business School, Kingston University. It has a wide ranging and successful teaching and research track record in the fields of leadership, employee engagement, decision-making, group dynamics, diversity, and many other aspects of psychology at work. To meet an expanding portfolio of activities, the Department is seeking qualified applicants for the following academic positions.

Senior Lecturer/Lecturer in Organisational Psychology

Senior Lecturer GBP 38,859 - 45,984 pa inc. (Please quote ref: 10/064)

Lecturer GBP 34,764 - 37,790 pa inc. (Please quote ref: 10/063)

The successful applicant will have a PhD and be a Chartered Psychologist, preferably registered with the HPC (UK) as an Occupational Psychologist. Primary responsibilities include teaching and research supervision at undergraduate and postgraduate levels and contributing to a dynamic research culture. Candidates applying for the post of senior lecturer should have a commensurate research record, and demonstrable administrative experience.

Research Assistant

One Year Fixed Term- GBP 21,887 - 25,023 pa inc. (Please quote Ref: 10/065)

The post is especially suitable for those who wish to gain research experience. The successful applicant will have a PhD in a related area; will be proficient in quantitative data analysis and familiar with qualitative research methods. Duties will include literature reviews, data organisation, analysis and writing up results for publication on a range of topics within the Department.

For further information, or to apply online, visit <http://www.kingston.ac.uk/jobs> or alternatively call the recruitment line on 020 8417 3153 quoting the relevant reference. If you are a textphone user, please dial 18001 followed by the recruitment line number to access the Typetalk service. The closing date for applications is 31st March 2010 and Interviews are planned for 15th April 2010.

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The Woodrow Wilson School of Public and International Affairs and the Department of Psychology at Princeton University invite applications for postdoctoral research positions from individuals with recent PhD degrees in Psychology or related disciplines with behavioral and policy relevance. A background in behavioral decision research or social psychological research is a plus. The positions are offered for one year, with the possibility of a second year appointment. In addition to carrying out their own research, the appointees often collaborate with one or more faculty members.

Appointees will be expected to assist in the teaching of the psychology and policy course, including the evaluation of written work by masters students. They generally also lead discussion sections in undergraduate courses given by the Psychology Department or the Woodrow Wilson School. The position provides attractive pay/benefits/and research funds.



Deadline for full consideration is March 19, 2010. To apply, please submit online a letter of introduction, a CV, and contact information for two recommendations.

Princeton University is an equal opportunity employer and complies with applicable EEO and affirmative action regulations. You should apply online at <http://jobs.princeton.edu> . For general application information and how to self-identify, see <http://www.princeton.edu/dof/ApplicantsInfo.htm>. We strongly recommend that all interested candidates use the online application process.

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Post: PostDoc position in Economic Psychology  
 Location: University of Vienna, Austria  
 Deadline: March 30, 2010

At the University of Vienna, Institute of Economic Psychology, Educational Psychology and Evaluation a position for a scientific assistant is available. Starting date will be May 1, 2010 or as soon as possible; the position is limited for 6 years. You will be part of the team of economic psychology which consists of 9 research and teaching staff members and 1 administrative staff member (see: <http://psychologie.univie.ac.at/wirtschaftspsychologie> ). We are searching for a collaborator in the research fields of money management and tax behaviour.

Tasks:

- Integration in the research focus of the economic psychology team and collaboration in research, teaching and administration
- Collaboration in research projects
- (International) publications and presentations at scientific conferences
- Proposals for research grants and projects
- Preparation / completion of a "Habilitation"
- Teaching
- Examinations
- Student supervision
- Collaboration in research and teaching evaluations
- Collaboration in administration of the faculty and institute

Requirements:

- Doctorate or PhD in psychology
- Research and teaching competencies in economic psychology
- Excellent knowledge of statistics and methodology
- Competencies in research fund raising
- Experience in scientific publication and presentation of research
- Excellent command of written and spoken English
- Good knowledge of office and statistical software (MS Office, SPSS)
- Social skills and willingness to collaborate with the team of economic psychologists

Applications by women are particularly welcome. Women with equal qualification, competence and professional achievements to other applicants will be treated preferentially as long as no other applicants

offer meaningful reasons that take precedence. Applications should be submitted electronically to jobcenter at univie.ac.at (please add application number: 1014) not later than March 30, 2010.

Please submit

- A description of your scientific career (CV)
- Publication list, select two important publications
- A letter of intent
- Research interests
- Names and email addresses of recommenders or letters of reference.

If you have any queries, please contact Elisabeth Dorfinger (Elisabeth.dorfinger at univie.ac.at)

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Postdoc and PhD positions in Decision Neuroscience at the Erasmus University Rotterdam and Donders Institute Nijmegen, The Netherlands

The Erasmus Center for Neuroeconomics (ECNE) at the Rotterdam School of Management, Erasmus University and the Donders Institute for Brain, Cognition and Behaviour at Radboud University Nijmegen announce openings for both a postdoctoral fellow and a PhD researcher to join an active group of researchers in the Center in the field of decision neuroscience/neuroeconomics/consumer neuroscience. These positions will be jointly supervised by Prof. Ale Smidts (Erasmus) and Dr. Alan Sanfey (Donders Institute).

We currently seek outstanding applicants whose research lies at the intersection of behavioral decision-making, consumer behavior and neuroscience, and who are interested in studying the brain mechanisms that underlie decision-making. Particular interests of our group at present are the neural mechanisms that underlie social influences on decisions, emotion regulation and self-control in decision-making, and risk and reward in decision-making. We are especially interested in applicants whose research can build bridges among existing strengths in consumer behavior and econometric modeling at the marketing department of the Rotterdam School of Management and decision neuroscience at the Donders Institute.

The Erasmus Center for Neuroeconomics is dedicated to conducting cutting-edge interdisciplinary research in decision neuroscience, and hosts the Erasmus Behavioral Lab which provides an excellent infrastructure for conducting behavioral experiments. The Donders Institute is a leading research institute in cognitive neuroscience and provides excellent resources for functional neuroimaging by means of two research-dedicated fMRI scanners, an MEG scanner, and EEG and TMS facilities. Additional facilities are available for the collection and analysis of genetic samples. The collaboration between Erasmus University and the Donders Institute provides an outstanding environment for studying the neural underpinnings of decision-making behavior, and the successful applicant will have full access to the facilities in both institutions.

Requirements for the postdoc position: Successful candidates must have a relevant PhD and a proven academic track-record, as well as the ability to work independently. Excellent communication and organizational skills are also required. The successful applicant will be expected to build an internationally recognized research program, will act as co-supervisor of one or more PhD students, and

also contribute to the educational environment by lecturing occasionally in courses on Neuroeconomics (master and PhD level). The appointment will be for two years with the possibility of renewal for two or three additional years. Starting date: asap.

Requirements for the PhD position: Successful candidates must have a relevant Masters degree, preferably with a background in cognitive neuroscience, cognitive psychology, or biological psychology. Candidates with a background in consumer behavior or economics and with proven evidence or a strong interest in developing cognitive neuroscience and imaging skills are also invited to apply. A tailored PhD course programme will be developed. The PhD position is for four years. PhDs receive a regular employment contract for a doctoral student. See the ERIM Doctoral Programme for further information on the facilities of PhD students at Erasmus. Preferred starting date: September 2010.

Applications, including CV, a brief summary of current and proposed research, and at least two letters of recommendation, should be submitted by April 1, 2010 to Ale Smidts (asmidts at rsm.nl). PhD applicants may be requested to provide GRE/ GMAT scores and TOEFL/ IELTS language scores. For further information on the positions, please contact Prof. Ale Smidts (asmidts at rsm.nl) or Prof. Alan Sanfey (alan.sanfey at donders.ru.nl).

## Online Resources

### **SJDM Web site**

<http://www.sjdm.org>

**Judgment and Decision Making** – The SJDM journal, entirely free and online

<http://journal.sjdm.org>

**SJDM Newsletter** – Current and archive copies of this newsletter

<http://www.sjdm.org/newsletters>

**SJDM mailing list** – List archives and information on joining the email list

<http://www.sjdm.org/mail-archive/jdm-society/>

**Decision Science News** – Some of the content of this newsletter is released early in blog form here

<http://www.decisionsciencenews.com>