



SOCIETY FOR JUDGMENT AND DECISION MAKING

Newsletter

<http://www.sjdm.org>

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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 ok). If you are interested in reviewing books and related materials, please email Dan Goldstein.

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

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

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

1 Announcements

Take Charge of Your Science

Help make sure Wikipedia – the #1 online encyclopedia – represents scientific psychology fully and accurately. Join the effort to promote the science of psychology worldwide.

All APS and SJDM Members are encouraged to participate:

- Teachers: make updating and creating Wikipedia entries part of coursework
- Researchers: Be sure your specialty is represented completely and accurately
- Experts (you know you are): Review existing entries and create new ones

Here is how:

1. Create a Wikipedia Account
2. Register with the [APS Wikipedia Initiative](#)
3. Specify your interest and expertise

For more information, see the [APS Wikipedia Initiative](#)

Barbara Summers writes:

A number of scholarship opportunities are available at Leeds University Business School and the University of Leeds, covering both EU and International applicants.

The Centre for Decision Research in the Business School is keen to encourage applications from students wishing to undertake a PhD in the area of decision making, and would be interested in discussing potential projects with students who would like to study here. Proposals are welcomed in any area of decision research, but at this time the following areas are of particular interest: * financial decision making, * multiple criteria decision making, * consumer behavior * emotions in decision making * organisational group decision making * environmental decision making

An overview of the Centre for Decision Research can be found on our website at: <http://www.leeds.ac.uk/decision-research/>

If you are interested in these opportunities please contact Dr Darren Duxbury (dd at lubs.leeds.ac.uk) in the first instance.

The awards available are:

Fully-Funded International Research Scholarships

These are open to international students (those from outside the EU) who will be commencing PhD study in October 2012. The University will award up to 9 scholarships. The deadline for applications is Monday, 23rd January, 2012.

Economic and Social Research Council (ESRC) Scholarships

Leeds University Business School is offering up to 4 awards. These awards are open to students from the UK or EU, and the deadline for applications is Friday, 3rd February 2012.

Leeds University Business School - School Studentships

Up to four studentships are available. Applicants can be from within or outside the EU. The deadline for application for these is Monday, 16th April 2012.

University Research Studentships

Two scholarships are available from the University of Leeds. These are open to students from the UK and EU and the deadline for application for these is Friday 1st June 2012.

Details of the awards above, including qualifications required, and other funding opportunities, can be found on the Business School website: <http://business.leeds.ac.uk/research-degrees/funding-and-scholarships/>

Lars Sjö Dahl writes:

This is just to inform you that an updated version of the Brunswik Society Newsletter 2011 is to be found on the following URL

<http://www.brunswik.org/newsletters/2011news.pdf>

Ulf-Dietrich Reips writes:

We are happy to announce the newest issue (Vol. 6, Issue 1) of the International Journal of Internet Science at <http://ijis.net>

Edward T. Cokely writes:

We are pleased to announce an opening for a new Ph.D. fellowship to work on the grant-funded project “Helping Doctors and Patients Make Better Decisions”. Our cross-cultural project focuses on simple solutions for improved risk communication. The successful candidate will begin their studies in Fall 2012 under the direction of Dr. Rocio-Garcia Retamero at the University of Granada and Dr. Edward Cokely of the Michigan Technological University. The position is based at the University of Granada, Spain, in the sunny and beautiful city of Granada, situated at the foothills of the Sierra Nevada Mountains, about one hour north of the Mediterranean Sea. The fellowship also offers the opportunity for extended travel/study at other international locations, such as the pristine great lakes region in Northern Michigan and Historic Berlin, Germany. The ideal candidate will be interested in health/medical decision making and individual differences (e.g., cross cultural differences; cognitive abilities) and will be aspiring to an academic career in psychology, health psychology, or applied cognitive science. An MS/MA (or equivalent) in psychology or related field is required (exceptional candidates with BA/BS may also be considered). Candidates must have completed their degrees between Jan 1st -2008 and Sept 1st 2012 and be fluent in English. Fluency in Spanish is not required. Programming experience or willingness to learn basic programming skills is also required. Applications from traditionally underrepresented groups are encouraged. Salary is competitive. For more information or to apply contact Dr. Rocio Garcia-Retamero (rretamer at ugr.es) or Edward T. Cokely (ecokely at mtu.edu).

About the Project: Recent research on health literacy and medical decision making has shown that in most cultures doctors and their patients face serious obstacles when attempting to understand a host of numerical concepts that are prerequisites for comprehension and communication of health-relevant risk information. However, published research comparing tools for improving risk communication in cultures with different health systems is relatively limited. Our project extends our previous research on risk communication funded by the MICINN (PSI2008-02019; with one book and 15 papers published or in press), and presents a new

collection of studies, in collaboration with a number of internationally distinguished researchers (Gerd Gigerenzer and Mirta Galesic from the Max Planck Institute for Human Development, Berlin). The new project will be conducted in several countries including the United States, Germany, and Spain. These countries differ in theoretically important aspects that can affect medical decision making such as their health system, health-related incentive structures, the educational attainment of their citizens, and their media environment.

Rebecca Ferrer writes:

OppNet, NIH's Basic Behavioral and Social Science Opportunity Network, released a new RFA for three-year research projects: Basic research on decision making: Cognitive, affective, and developmental perspectives (R01) This OppNet Funding Opportunity Announcement (FOA) encourages research grant applications that propose to increase understanding of the basic cognitive, affective, motivational, and social processes that underlie decision making across the lifespan. This includes an appreciation of the interactions among the psychological, neurobiological, and behavioral processes in decision making. It also includes consideration of the mediating and/or moderating influences of,

- * Culture
- * Genetics,
- * Physiology, and,
- * Social environment.

The decision sciences have produced a rich literature in some of these areas; nevertheless, certain topics are only beginning to be addressed. Understudied areas include and are not limited to,

- * Changes over the lifespan in physiological and psychological processes integral to decision making.
- * Interactions of cognition and emotion.
- * Behavioral economics and neuroeconomics.

* Follow this link to the complete funding opportunity (RFA-MH-12-130): <http://grants.nih.gov/grants/guide/rfa-files/RFA-MH-12-130.html>

* About OppNet

OppNet is a trans-NIH initiative that funds activities to build the collective body of knowledge about the nature of behavior and social systems, and that deepen our understanding of basic mechanisms of behavioral and social processes. All 24 NIH Institutes and Centers that fund research and four Program Offices within the NIH Office of the Director (ICOs) co-fund and co-manage OppNet. All OppNet initiatives invite investigators to propose innovative research that will advance a targeted domain of basic social and behavioral sciences and produce knowledge and/or tools of potential relevance to multiple domains of health- and lifecourse-related research. Applicants should understand that the NIH Institute or Center (IC) that made this FOA available to the public is not necessarily the NIH IC that ultimately will manage a funded OppNet project. Instead, OppNet assigns funding and project management of meritorious applications to the NIH IC whose scientific mission most closely corresponds to that of the proposed research project.

OppNet uses the NIH definition of basic behavioral and social science research (b-BSSR) (http://obssr.od.nih.gov/about_obssr/BSSR_CC/BSSR_definition/definition.aspx) to determine application responsiveness. Consequently, OppNet strongly encourages prospective investigators to consult this definition, OppNet's answers to frequently asked questions about b-BSSR (<http://oppnet.nih.gov/about-faqs.asp>), and the Scientific Contacts section of each OppNet FOA for individuals with expertise in the research subject matter and the OppNet initiative.

For more information about OppNet and all its funding opportunities, visit <http://oppnet.nih.gov>.

Tim Pleskac writes:

On Monday in Seattle during the annual meeting the Einhorn Award Committee announced the winner of the Einhorn New Investigator Award. The 2011 winner is Kanchan Mukherjee for the paper entitled, "A dual system model of preference under risk". Here is the reference:

Mukherjee, K. (2010). A Dual System Model of Preferences Under Risk. *Psychological Review*, 117(1), 243-255. doi: 10.1037/a0017894

Due to the high number of excellent submissions this year (51 submissions in total), the committee wants to recognize the following submissions as runners-up (in alphabetical order according to the first author’s last name):

.....
Daniel Bartel & Oleg Urminsky (co-authored paper) for their paper "On Intertemporal Selfishness: How the perceived instability of identity underlies impatient consumption." Here is the reference:

Bartels, D. M., & Urminsky, O. (2011). On intertemporal selfishness: How the perceived instability of identity underlies impatient consumption. *The Journal of Consumer Research*, 38(1), 182-198. doi: 10.1086/658339

.....
Shoham Choshen-Hillel for her paper "Agency and the construction of social preference: Between inequality aversion and prosocial behavior." Here is the reference:

Choshen-Hillel, S., & Yaniv, I. (in press). Agency and the construction of social preference: Between inequality aversion and prosocial behavior. *Journal of Personality & Social Psychology*

.....
Christopher Olivola for his paper "The Martyrdom effect: When pain and effort increase prosocial contributions."

Olivola, C. Y., & Shafir, E. (in press). The martyrdom effect: When pain and effort increase prosocial contributions. *Journal of Behavioral Decision Making*.

.....
Anuj Shah for his paper "Grouping information for judgments." Here is the reference:

Shah, A. K., & Oppenheimer, D. M. (2011). Grouping Information for Judgments. *Journal of Experimental Psychology: General*, 140(1), 1-13. doi: 10.1037/A0021946

.....

All 4 of these papers in addition to the winning paper were outstanding, and the committee would like to recognize the authors for their hard work and excellent scholarship.

Congratulations to everyone.

The Einhorn New Investigator Award Committee

Rick Larrick, Irwin Levin, Lisa Ordonez, & Tim Pleskac

Joachim Kruger writes:

I would like to bring a book on "Social Judgment and Decision Making" to your attention. The book is part of the series "Frontiers of Social Psychology." The series editors are Arie Kruglanski and Joe Forgas. I served as editor for this particular volume.

The volume consists of four sections: (I) Processes of judgment and decision making (II) Measurement Issues (III) Ecological rationality (IV) Applications

Alan Reifman writes:

I hope you'll forgive the shameless plug, but I would like to notify everyone of the publication of my new book, "Hot Hand: The Statistics Behind Sports' Greatest Streaks." The book summarizes 25 years of psychological and statistical research on athletes' performance and fans' perception of streaky behavior. On Amazon, you can "Look Inside" to see free preview pages, including most of Chapter 1. Just click on:

<http://www.amazon.com/Hot-Hand-Statistics-Greatest-Streaks/dp/1597977136/>

I would also like to thank Tom Gilovich, a co-founder of hot hand research, for writing one of the testimonial blurbs. These can be seen on the publisher's page for the book:

<http://www.potomacbooksinc.com/Books/BookDetail.aspx?productID=273879>

Ayse Oncular writes:

The Marketing department at ESSEC Business School invites applications for its PhD program. ESSEC Doctoral Program has been running for over 35 years. It was restructured about five years ago and now is entirely taught in English.

The Marketing concentration offers three tracks: Consumer Behavior, Marketing Models and Marketing Strategy. The program consists of two years of course work, followed by two years of thesis research. The students are fully funded for the entire period (tuition fee waiver and a tax-free stipend). During their studies, students have the opportunity to spend time at one of the school campuses in Paris, Cergy or Singapore.

More information can be obtained from the program website, www.essec.edu/phd. For any related questions, please contact the PhD coordinator in Marketing, Ayse Onculer (onculer at essec.fr).

Karene Booker writes:

Readers may find this new book on the adolescent brain and higher cognition of interest:

The Adolescent Brain: Learning, Reasoning, and Decision Making is the first book on the adolescent brain and development of higher cognition. The book reviews recent neuroscience discoveries about how the brain develops and their implications for real-world problems, how we teach young people and how we prepare them to make healthy life choices.

The book is edited and authored by an interdisciplinary group of leading scientists. The editors are Valerie Reyna, professor of human development and co-director of the Center for Behavioral Economics and Decision Research at Cornell University; Sandra Chapman, director of the Center for Brain Health at the University of Texas at Dallas; Michael Dougherty, professor of psychology at University of Maryland; and Jere Confrey, professor of mathematics education at North Carolina State University.

Rachel Croson writes:

The National Science Foundation has announced a new program called Secure and Trustworthy Cyberspace (SaTC). The program is open to receiving grant proposals and has a special interest in Social, Behavioral, and Economic sciences (SBE) science research.

The program is managed by three Directorates at the NSF, the Social, Behavioral, and Economic sciences (SBE), Computer and Information Science and Engineering (CISE), and the Office of Cyberinfrastructure (OCI). Computer science and applied SBE science work should be submitted to CISE. Proposals that facilitate a transition from research to practice should be submitted to OCI. Proposals which both contribute to cybersecurity and advance basic SBE science research should be submitted to SBE. Proposals can also be submitted to multiple Directorates and co-reviewed if appropriate.

Successful SBE submissions will involve contributions to rather than applications of the SBE sciences. SBE-submitted SaTC proposals should help develop new knowledge or methods that contribute to the SBE sciences, while helping to develop a secure and trustworthy cyberspace. In addition, SBE / SaTC is interested in proposals for workshops and other intellectual engagements that may advance SBE science efforts in the cybersecurity field.

You can learn more about the SaTC program via our solicitation:

<http://www.nsf.gov/pubs/2012/nsf12503/nsf12503.htm>

We will also be releasing a FAQ about the SBE portion of the program shortly.

Finally, we are seeking to hold online and face-to-face events to introduce social scientists and computer scientists to each other and their work, offering an opportunity to network and to identify potential collaborations. These events will take place after proposals are due for the current solicitation, but may be useful for any planned 2013 submissions.

If you are interested in being contacted about the SaTC program and any of these future events, please email Matt Pines at mpines at nsf.gov. Please include your name, the email address at which you would like to be contacted, your academic field, and your professional affiliation. He will add you to our mailing list for SBE / SaTC, and you will receive notice of these future events.

Please feel free to share this email with anyone who might be interested in the program. Similarly, please contact me if I can provide any additional information about the program.

Cynthia Cryder writes:

The Olin Business School at Washington University in St. Louis invites applications for a Post-doc Researcher in the area of Marketing Behavior. The selected candidate will have the opportunity to develop his/her research and collaborate with the behavioral faculty in the marketing area at Olin. The two-year position will also have minor administrative duties to support research functions and/or will have teaching opportunities.

The Olin Business School has a vibrant, multi-disciplinary, and growing behavioral group with faculty in marketing (Steve Nowlis, Selin Malkoc, Joseph Goodman, and Cynthia Cryder), organizational behavior, and strategy areas. More information on the Olin faculty can be found here: <http://www.olin.wustl.edu/facultyandresearch/Faculty/AcademicAreas/Pages/default.aspx>

Olin Business School and Washington University in Saint Louis is an Affirmative Action/Equal Opportunity Employer and encourages women, minorities, dual career couples, and persons with disabilities to apply. Candidates from both within the USA and from outside the USA borders will be given full consideration.

Required Qualifications Applicants must have earned their Ph.D. or be close to completion.

Please submit applications or questions to Steve Nowlis (nowlis at wustl.edu) via email by February 1, 2012. Applications should include 1) A vita 2) A brief statement of purpose outlining your interests and goals. 3) Papers, published and in progress 4) 2 recommendation letters

Reviews of complete application packets will begin immediately. The deadline for submission is Wednesday, February 1, 2012.

Call for Applications 2012-2013 Edmond J. Safra Lab Fellowships and Projects The Edmond J. Safra Center for Ethics at Harvard University invites scholars, practitioners, innovators

and others committed to understanding and remedying institutional corruption to submit proposals to join our community. Background: The Edmond J. Safra Research Lab is currently in the second year of a five-year project on institutional corruption. We are concerned with widespread or systematic practices that undermine the integrity of an institution or public trust in an institution. Unlike more frequently studied examples of individual corruption (such as bribery), institutional corruption tends to involve practices that are legal. For our purposes, "institution" refers to public and private professions and organizations such as medicine, government, academia, law, regulatory agencies, and business. Purpose: The aim of the Lab is to study institutional corruption with both an empirical and normative focus. The empirical research project will explore whether and when institutional corruption exists. The normative project will work to develop remedies and tools to address institutional corruption when it is found to exist.

The cross-disciplinary format of the Lab is designed to foster an innovative research environment where fellows are encouraged to weave their ideas into a broader framework, while also being a resource for each other. The Lab fellows vary based on methodological approach and topic of focus. Past fellows have included postdoctoral fellows, journalists, professors, doctors, students, writers, and technologists. Their projects focus on a variety of institutions, including Congress, academia, the FDA, and the pharmaceutical industry (among others) on topics ranging from campaign finance reform to conflicts of interest to data monitoring systems in open government. Research from the Lab is conducted with future real-world applications in mind. As the project evolves, the Lab aims to release databases, guidelines and other tools to the public that work towards solving the problem of institutional corruption in a variety of contexts.

Eligibility: A broad range of researchers, scholars, and professionals are invited to submit proposals to the Lab, either to become fellows, or to propose joint or collaborative research projects. The Lab accepts a number of fellows every year who are engaged in research and practice addressing institutional corruption. Research applicants may be from the fields of law, medicine, economics, psychology, sociology, business, public policy, though those from other disciplinary homes will also be considered. Practice applicants may come from industry, government, or the nonprofit sector.

For the 2012-13 academic year, the Lab would be particularly enthusiastic to receive proposals on topics of institutional corruption in media and think tanks, or from professionals working in those fields. Priority will be given to proposals with a focus on innovative remedies for institutional corruption.

Faculty are invited to participate and postdoctoral applicants are also encouraged, as well as proposals from professionals in media, industry or government seeking sabbatical time to pursue research directly relevant to the project, and others from data-driven fields such as designers, programmers, and statisticians.

Deadline: The deadline date for receipt of applications for fellowships and projects beginning September 2012 is February 1, 2012.

Further details about the Lab and procedures for submitting an application are available on our website: <http://www.ethics.harvard.edu/lab/opportunities>

The Robert Wood Johnson Foundation writes:

Robert Wood Johnson Foundation's Pioneer Portfolio seeks innovative ideas that apply the principles and theories of behavioral economics to perplexing health problems. We are particularly interested in supporting either experiments or secondary data analyses that test innovative solutions to the challenges of obesity and consumer engagement. However, we also are interested in and open to investigator-initiated ideas that have the potential to offer break-through solutions to persistent and perplexing health and health care problems.

This solicitation is a two-stage process. Under the first stage, applicants are asked to submit a 1500-character brief proposal that describes their idea.

Applicants of selected brief proposal ideas will be invited to submit full proposals.

Full selection criteria can be found in the Call for Proposals. More details and how to apply <http://www.rwjf.org/pioneer/>

Yaniv Hanoch writes:

Health has a major impact on both individuals and nations. Health problems can impact a person's emotional, financial and social state; they can also affect a nation's financial and social standing. Indeed, countries across the globe are currently battling the increasing costs of health care delivery, while others are trying to modernize their systems. Furthermore, most nations face similar health related challenges such as reducing unhealthy behaviors (poor diet and smoking),

increasing healthy behaviors (exercising), assisting disadvantaged population gain better access to health services, and improving adherence to medical treatment.

According to the Surgeon General's Office the leading causes of mortality in the U.S. have substantial behavioral components. It is no wonder, therefore, that both psychologists and economists have been among the pioneers in studying components associated with health behaviors and have provided a range of successful behaviorally based prevention and treatment options. Yet, the sheer extent of these problems calls for a more interdisciplinary approach. In recent years a growing number of researchers have turned to behavioral and experimental economics in the hopes of providing additional insights to facilitate positive health behavior changes.

The aim of this special issue is to bring together the latest research in behavioral and experimental economics on health related issues, stimulate cross disciplinary exchange of ideas (theories, methods and practices) between health economists and psychologists, and provide an opportunity to simulate novel and creative ways to tackle some of the most important health challenges we currently face. This special issue will be of interest not only to a diverse range of researchers but to health professionals, practitioners and policy makers alike.

With this call for papers, we hope to attract manuscripts that are outstanding empirical and/or theoretical exemplars of research on any health related topic from a behavioral and/or experimental economic perspective. We anticipate studies will focus on a range of topics, including, but not limited to: Smoking, Dietary choices, Adherence to treatment, Decision making, Risk taking behavior, Choice architecture, Information asymmetry and use of monetary incentives to alter behavior. We expect papers to reflect a variety of methodologies but to highlight implications of the research for practitioners and policy makers.

Authors should submit a short proposal (maximum of 400 words) that outlines the plan for a full manuscript to Yaniv Hanoch, PhD and Eric Andrew Finkelstein, PhD, guest editors for the special issue, by March 1, 2012. The proposal should outline the study question, methods and findings of the proposed submission and note how the paper will align with the theme of the special issue. Submissions are due August 1, 2012. Papers should be prepared in full accord with the Health Psychology Instructions to Authors and submitted through the

Manuscript Submission Portal http://www.jbo.com/jbo3/submissions/dsp_jbo.cfm?journal_code=hea. All manuscripts will be peer reviewed. Some papers not included in a specific special section may be accepted for publication in Health Psychology as regular papers. Please indicate in the cover letter accompanying your manuscript that you would like to have the paper considered for the Special Series on Health Psychology meets Behavioral Economics.

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

Dan Goldstein writes:

SJDMers can now get weekly JDM-relevant updates between newsletters by subscribing to Decision Science News <http://decisionsciencenews.com> by email. [Visit this link to sign up](#). Exactly one email is sent per week, and unsubscribing is easy.

Frank Yates writes:

This is an exciting time in our field of judgment and decision making. Many new and often surprising findings and perspectives on how people decide are emerging every day it seems. It is important that we continue the momentum. Building and sustaining engaging JDM courses is a great way to do that. That is where the Interuniversity Decision Behavior Teaching Repository comes into the picture: <http://sitemaker.umich.edu/dec.btr/home>

Please browse the Repository (regularly, but especially now) to see what materials your colleagues might have posted that could prove useful in crafting or updating your own course.

And really importantly: Please contribute any materials of your own that you feel might be useful to your fellow instructors. Just follow the directions on the site.

I can't wait to see and use the exciting new tools you have been developing.

Alain Reifman writes:

I invite everyone to visit my newest online resource compilation, this one pertaining to practical statistics resources. The site is for people with at least some basic statistical training, who either want to branch out into new techniques or trouble-shoot roadblocks that are encountered with a particular analysis. Most of us (and our colleagues) run into questions periodically such as:

Why does a positive correlation between two variables turn into a negative association when controlling for other variables (suppression)? What should I make of a standardized regression Beta coefficient that exceeds $+1$ 1.00? How do I break down a large chi-square table to see which cells the "action" is in? How do I compare the magnitudes of two correlations?

It's these kinds of questions I seek to help people address. Take a look by clicking on the following link:

<http://www.webpages.ttu.edu/areifman/prac-stat.htm>

Dan Goldstein writes:

I encourage Society members to try the R language for their statistical needs. Because it is powerful, completely free (in the sense of *libre* and *gratis*), and unencumbered by restrictive licenses, R has quickly become a lingua franca among statistical scientists. Because 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. I've made a couple [R video tutorials](#). Jon Baron has written an excellent guide for those interested in [psychological research with R](#). The home of the R project is <http://cran.r-project.org/>.

Also of great use is the ggplot2 package for statistical graphics, which is an R package written by Hadley Wickham. It is described at the ggplot2 website as follows:

ggplot2 is a plotting system for R, based on the grammar of graphics, which tries to take the good parts of base and lattice graphics and none of the bad parts. It takes care of many of the fiddly details that make

plotting a hassle (like drawing legends) as well as providing a powerful model of graphics that makes it easy to produce complex multi-layered graphics.

To cite ggplot2 in publications, authors may use: H. Wickham. ggplot2: elegant graphics for data analysis. Springer New York, 2009.

2 Anecdote

from the mailing list

George Christopoulos wrote:

Dear JDMers

I wonder if somebody could advice on a methodologically sound way to incentivize and allow for comparisons a) across different cultures b) subjects with different wealth levels such as student vs. middle- vs. upper-managers vs. CEOs, etc ... *[detail removed -Ed.]* I would be grateful if I could get your opinions on these issues.

Jessica Choplin replied

I'm not sure I have a good answer to your question, but I have an anecdote. One time we had a lunch guest whose net worth was in the hundreds of millions of dollars. He was not willing to spend \$10 for parking so he had his wife circle around the block looking for parking. We offered to pay the \$10 on our professors' salaries, but he declined saying he would rather the cash. So perhaps sometimes someone whose net worth is in the hundreds of millions of dollars values \$10 more than a professor making \$60,000 per year? :-)

3 Conferences

The University of Colorado Boulder is proud to announce that it will host the 2012 conference on Behavioral Decision Research and Management in Boulder, CO. BDRM 2012 will be held June 24th to June 26th, 2012. Information is online at leeds.colorado.edu/event/bouldersummer/conference#overview.

FUR XV

Foundations and Applications of Utility, Risk and Decision Theory Georgia State University, Atlanta, Georgia USA June 30 - July 3, 2012

The Scientific Committee of FUR and the Local Organizing Committee from ExCEN and CEAR are delighted to announce that the FUR XV International Conference on the Foundations and Applications of Utility, Risk and Decision Theory is being held at Georgia State University in Atlanta, Georgia USA.

The conference begins on June 30 at 6 PM with a welcome reception at the Student Center and ends at 6 PM on July 3. The deadline for submission of papers is March 30, 2012.

More information about FUR XV and the history of FUR conferences and the network is available at <http://excen.gsu.edu/fur2012/>

BDRM Conference Announcement, June 27 - 29, 2012

The Behavioral Decision Research in Management Conference will be held June 27 - 29, 2012 at the St. Julien Hotel <http://bdrm.colorado.edu/accommodations.html> in Boulder, CO. The conference is hosted by the Leeds School of Business at the University of Colorado Boulder.

The Behavioral Decision Research in Management Conference is held biennially and brings together the best of behavioral research within, but not limited to, the areas of consumer behavior, organizational behavior, negotiation, managerial decision making, behavioral finance, experimental and behavioral economics, decision analysis, behavioral strategy, behavioral operations research, behavioral accounting, and medical and legal decision making. Previous meetings have been held at Cornell (1986), Texas (1988), Wharton (1990), Berkeley (1992), MIT (1994), Miami (1998), Arizona (2000), Chicago (2002), Duke (2004), UCLA (2006), UC San Diego (2008) and Carnegie Mellon (2010). Call for Papers The Leeds School of Business invites submissions of papers and posters for the 13th biennial conference on Behavioral Decision Research in Management. We encourage submissions of original research in all areas of behavioral decision research, especially as it applies to management, policy, and related disciplines. Submission Requirements

- A 400-word (max) abstract for review

- A 75-word abstract for the program All abstracts should be submitted electronically through the conference website (<http://bdrm.colorado.edu>). The submission portal opens on December 10, 2011. The submission deadline is February 10, 2012. Final decisions will be made by April 1, 2012 (tentative date).

Inquiries about BDRM 2012 should be directed to: bdrm2012inquiries@colorado.edu

We encourage you to register for your room at the St. Julien. They will go fast: <http://bdrm.colorado.edu/accommodations.html>

The BDRM planning committee: Bart de Langhe, Phil Fernbach, Mat Hayward, Peter Huang, Donnie Lichtenstein, John Lynch, Peter McGraw, Lawrence Williams, and Leaf Van Boven.

Sixth Advanced Training Institute on Health Behavior Theory

Applications due by February 1, 2012

Announcing an intensive, 7-day workshop for early career investigators July 14 to July 21, 2012 at the Fluno Center for Executive Education in Madison, Wisconsin. The objectives of the institute are to allow approximately 30 attendees to extend their understanding of the assumptions underlying major types of health behavior theories, to explore how theories are tested and improved, and to examine how to use theories appropriately in designing interventions for behavioral risk factor modification. The institute is sponsored by the National Cancer Institute, National Center for Complementary and Alternative Medicine, National Heart Lung and Blood Institute, National Institute of Allergy and Infectious Disease, National Institute of Dental and Craniofacial Research, National Institute of Drug Abuse, and the Office of Behavioral and Social Sciences Research.

Applicants from all disciplines are welcome to apply. Multiple disciplines have been represented at each of the previous workshops. Applicants must have received a doctoral degree by the beginning of the course and have completed at least one graduate-level course in the behavioral sciences and one graduate-level course in statistics. Participants must be U.S. citizens.

There will be a \$500 meeting cost to participate in the institute. Travel, meals, and lodging will be provided. More information, the application, and comments from previous participants are available at:

<http://cancercontrol.cancer.gov/workshop/>

Please forward this message on to anybody you think may be interested in this opportunity.

For any additional information about the course or the application process, please contact: Sarah Kobrin, PhD, MPH Program Director; Process of Care Research Branch; Science of Research and Technology Branch; Behavioral Research Program; Division of Cancer Control and Population Sciences; National Cancer Institute; 6130 Executive Blvd.; EPN 4096, MSC 7331; Rockville, MD 20852; (301) 435-8662; kobrins at mail.nih.gov Web site: <http://dcccps.nci.nih.gov/acsr/b/>

The TeaP 2012 conference system is now ready for registration.

The TeaP conference is one of the largest psychological research conferences in German speaking countries. It has a long-standing tradition reaching back to 1959. There are usually more than 500 contributions, organized in symposia, individual talks in thematic sessions, and poster sessions. TeaP is an abbreviation for Tagung experimentell arbeitender Psychologen. This means that the common denominator of the research presented here is the experimental method. Contributions are welcome from various psychological disciplines using or improving the experimental method, such as Cognitive Psychology, Social Psychology, Methodology etc.

The conference will take place from April 1st – 4th 2012 at the University of Mannheim.

Please visit our website at <http://www.teap.de>. There, you will also find continually updated information about the conference venue, social events, and the Mannheim region.

Please note the following deadlines: Early registration (required when contributing) - January 15th 2012 - Late registration - March 15th

We are very much looking forward to welcoming you in Mannheim!

The conference organizers

Arndt Broeder, Edgar Erdfelder, Benjamin Hilbig, Thorsten Meiser, Ruediger Pohl & Dagmar Stahlberg

All are invited to participate in the 7th annual Pre-Conference on Judgment and Decision

Making preceding the 2012 Society for Personality and Social Psychology meeting in San Diego, CA. The JDM pre-conference will be held during the day of January 26, 2012 in room 33AB of the San Diego Convention Center.

The goal of the JDM pre-conference is to highlight the emerging nexus of social, personality, judgment, and decision making research.

The meeting features an exciting lineup of invited speakers:

Shane Frederick, Yale University Robyn LeBoeuf, University of Florida Jonathan Levav, Stanford University Laurie Santos, Yale University Joseph Simmons, University of Pennsylvania Richard Thaler, University of Chicago Peter Ubel, Duke University Piotr Winkielman, University of California at San Diego

In addition to the speakers, the JDM pre-conference features a poster session. The deadline for poster submissions is November 15, 2011. With generous support from the NYU's Stern School of Business, the pre-conference will offer a limited number of competitive \$200 travel reimbursements to graduate students who are first author on a poster.

Registration is now open and will close when our space is filled or January 15th, whichever comes first. For information regarding poster submissions, registration, and more, please visit:

<http://www.andrew.cmu.edu/user/morewedg/SPSP/jdm.html>

Organizers: Eugene Caruso, Carey Morewedge, Daniel Oppenheimer, & Kelly See

Experiments on Ethical Dilemmas: An Interdisciplinary Workshop 3rd - 4th May 2012, Institute of Philosophy, London, UK

Confirmed speakers: Fiery Cushman, Psychology, Brown University, USA Adam Feltz, Philosophy, Schreiner University, USA Urs Fischbacher, Economics, University of Konstanz, Germany Natalie Gold, Philosophy, King's College London, UK Shaun Nichols, Philosophy, University of Arizona Briony Pulford, Psychology, University of Leicester, UK

This is an end-of-project workshop arising from a two-year study entitled "Framing Effects in Ethical Dilemmas" in which Natalie Gold, Andrew Colman, and Briony Pulford investigated contextual factors affecting moral decisions. The project included a series of experiments in which trolley problems and related ethical dilemmas were presented to people in contexts that were systematically varied to throw light on factors affecting their responses. Experiments

included both hypothetical questions and incentivized choices, of the kind associated with experimental economics.

For further information, please see the workshop webpage at: <http://www.le.ac.uk/pc/amc/eed-workshop.html>

The 25th Annual Conference of the International Association for Conflict Management will take place July 11-14, 2012 in Stellenbosch, South Africa. The Submission deadline is February 1, 2012, 5:00 p.m. Central European Time

See <http://www.iacm-conflict.org> for details

4 Jobs

The Behavioural Science Group at the Warwick Business School (WBS) is looking to hire a couple of faculty members at the assistant and/or associate professor level. We are particularly interested in outstanding scholars from cognitive science, JDM, behavioural economics, and related fields.

The Behavioural Science Group is a brand new initiative at the WBS, which brings together psychologists, economists and other social scientists, with an interest in Judgment and Decision Making. The group is headed by Nick Chater, and other members include Graham Loomes and Daniel Read. The group welcomes applications from candidates, with research interests in any area of Behavioural Science (BSci), including cognitive science, psychology, decision sciences, behavioural economics, experimental economics, and quantitative social science.

In terms of resources for conducting research, the group has hired a full-time lab manager (who is in charge of subject recruitment and running experiments) and a dedicated IT person (to help with programming experiments, web-based surveys, etc.). The group also has a newly built experimental lab, containing 26 networked computers, that is solely dedicated to the group's research needs. The lab is designed to accommodate both economics and psychology experiments. A larger lab is also in the planning phase, and will contain many more computers, as well as eye-tracking and psychophysiology equipment.

Members of the Behavioural Science Group are also involved in the larger Decision Research at Warwick (DR at W) initiative, which brings together researchers from across the University of Warwick who study Judgment and Decision Making.

The Warwick Business School is located on the University of Warwick campus, in the beautiful English countryside, and is a 1-hour train ride from the heart of London.

Here is the [application page](#)

Please remember that the deadline for applying is January 23, 2012.

Interested candidates with informal inquiries about the positions and/or the WBS Behavioural Science Group are welcome to contact any of us:

- Nick Chater (Nick.Chater at wbs.ac.uk) - Graham Loomes (Graham.Loomes at wbs.ac.uk)
- Daniel Read (Daniel.Read at wbs.ac.uk) - Chris Olivola (cyolivola at gmail.com)

BEHAVIOURAL SCIENCES

The Department of Management Sciences, Faculty of Engineering, at the University of Waterloo invites applications for a full-time, professorial appointment in Behavioural Sciences at any level to start in 2012. Applicants should hold a PhD, or be near completion of their doctorate, and have a background in organizational behaviour, psychology, sociology, industrial/systems engineering or a related field. We seek individuals who have demonstrated research and teaching potential in areas such as management of technology, managing new product and process innovation, interaction of technology with work situations and organizational behaviour, and organizational theory. Ability to conduct rigorous research is essential and interest in problems arising from the workplace is highly desirable.

Management Sciences is dynamic and growing interdisciplinary department in the Faculty of Engineering that has active research and teaching activities in Information Systems, Operations Research and Management of Technology. The Department offers a co-op undergraduate degree in Management Engineering, as well as MMSc, MASc and PhD programs.

Applicants should submit a cover letter along with a curriculum vitae detailing educational background, research and work experience, and copies of up to four selected publications. Letters of recommendation are not required on application but will be requested if a candidate is shortlisted. Applications are to be submitted electronically at <https://www.mansci.uwaterloo.ca/OFAS/> . The deadline for applications is January 31, 2012.

For further information, please contact:

Bev Rodgers - Department Advisory Committee on Appointments University of Waterloo, Waterloo, Ontario, Canada, N2L 3G1 brodgers at uwaterloo.ca

University of California, Riverside School of Business Administration/ A. Gary Anderson
Graduate School of Management

The School of Business Administration at the University of California, Riverside, invites applications for multiple tenure-track Ladder-Rank (Open Rank) faculty members in the Management discipline to begin July 1, 2012. Our priority is to recruit at the Advanced Assistant or Associate Professor levels, however, other ranks will be considered. We seek candidates with superior research training who have achieved or have the potential to achieve outstanding accomplishments and scholarly distinction in their area of research. Candidates must have a Ph.D. in Management or a related field and demonstrate a strong record of, and continuing potential for, quality research and teaching. Candidates are expected to teach at both the graduate and undergraduate levels.

Compensation is competitive and commensurate with the candidate's qualifications and experience. Screening of candidates will commence immediately and will continue until the positions are filled. Deadline to submit requested information is March 1, 2012.

Interested candidates should send, preferably by email, a cover letter indicating clearly area of interest, CV, evidence of teaching excellence, selected articles or research working papers and names and contact information for three references to: Mr. Leo Gonzalez, Academic Personnel Manager sobamgt at ucr.edu School of Business Administration University of California, Riverside Riverside, CA 92521 Telephone: 951-827-2504 Electronic submissions are encouraged.

Inquiries may also be made to Amnon Rapoport, Search Committee Chair at amnon.raपोport at ucr.edu.

The Food Studies program and the Institute for Advanced Study at Indiana University are pleased to announce a Postdoctoral Fellowship in Food Studies sponsored by the Andrew W. Mellon Foundation through their Sawyer Seminar program. One Fellow will be selected on the basis of accomplishment, promise of excellence, and relevance of their research and

interests to the 2012-13 seminar theme: Food Choice, Freedom, and Politics. (See our website below for more information on the seminar theme and plans.)

The postdoctoral fellow will assist the seminar organizers in planning, and will then participate in, a year-long seminar on food choice, decisions, and diet, which will involve scholars from a wide variety of disciplines. The seminar is aimed at provoking new thinking about how 'choice' is conceptualized in different scholarly traditions and how these different perspectives can promote understanding about food behavior. The fields will include economics and psychology where the focus is the individual, cultural anthropology, and sociology, which embed choice in cultural, social, and ethnic collectivities, and biological anthropology and evolutionary psychology, which seek an underlying adaptive basis for food preferences. The postdoctoral fellow will also assist in planning two conferences associated with the seminar, one on emerging models for interdisciplinary food studies, and the other on translating food choice research into public policy. Both will include experts in food studies from around the world. The fellow will also have time to pursue his or her own research and writing projects, and should describe these research goals and how they connect with the rich community of food scholars at IU in the letter of application.

Fellowship begins 1 July 2012. Eligibility: Ph.D. between 1 July 2008 and 30 May 2012. Compensation: \$46,000 plus full benefits

Application Deadline: January 31, 2012

To apply, please email the following items to Ivona Hedin, Academic Specialist, Institute for Advanced Study (ihedin at indiana.edu):

1. 2-3 page letter of application explaining the link(s) between your research and the 2012-2013 theme, outlining the research to be undertaken during the fellowship
2. full curriculum vitae
3. names and email addresses of three referees.
4. graduate school transcript

If you prefer, you may mail the above items to the Institute for Advanced Study, Poplars 335, 400 East Seventh Street, Bloomington, IN 47405, Attn: Food Studies Postdoc Search.

For more information, contact seminar organizers: Richard Wilk, 812-855-3901, wilkr at indiana.edu Peter Todd, 812-855-3914, pmtodd at indiana.edu Website: <http://www.indiana.edu/~foodsci/>

University of Western Australia. Applications are invited from outstanding researchers with

experience and/or interest in the application of theories and models of Human Decision Making or Behavioural Economics to climate change, adaptation and sustainability. The appointee will be expected to develop collaborative research links between the Schools and CSIRO, as well as to establish teaching capacity in the area. For more information see: <http://www.psychology.uwa.edu.au/research/?a=1906159>

5 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/mailman/listinfo/jdm-society>

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

<http://www.decisionsciencenews.com>
