



# 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](#)

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The APS writes:

The APS Postdoc Exchange is a free and searchable service created to better connect postdoctoral programs with candidates. It has been a wonderful success in its first few months of operation with over 140 postdoc positions from around the world posted since its launch. Currently, the Exchange features more than 100 exciting opportunities for postdoctoral placement. To search those postings or place a free listing, click:

<http://www.psychologicalscience.org/index.php/post-doc-exchange>

The Exchange is an excellent resource for our field and a great opportunity to advertise postdoc, fellowship, and internship positions. It is a tremendous benefit for students seeking opportunities in our field and related disciplines around the world.

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Lehman Benson III (lehmanb at email.arizona.edu) writes:

Dear Colleagues,

Included in this email is a list of books that are available for review. If accepted, the review will be published in the *Journal of Behavioral Decision Making*. I will send information about the publication process to the people that respond to the email. Please email me if you are interested in reviewing one or more of the following books:

- (1) *Judgment and decision-making as a skill: Learning development and evolution*. Edited by Mandeep K. Dhimi, Anne Schlottmann, and Michael R. Waldmann
- (2) *Game theory and the humanities: Bridging two worlds*. Steven J. Brams
- (3) *The feeling of risk: New perspectives on risk perception*. Paul Slovic
- (4) *The probabilistic mind: Prospects for Bayesian cognitive science*. Edited by Nick Chater and Mike Oaksford

Best regards, Lehman

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Jeff Galak (jgalak at cmu.edu) writes:

Dear Colleagues,

As you know, Daryl Bem recently published a paper which demonstrates the existence of precognition (Bem 2011). I am conducting a meta-analysis and am interested in documenting any attempts to replicate his findings. Specifically, I am interested in attempts to replicate either his Experiment 8 or 9, the retroactive facilitation of recall. If you have conducted such a replication (published or otherwise) and could share your results with me, I would really appreciate it. Also, if you know of someone who is in the process of, or already has conducted such a replication attempt, I would love to hear about that as well.

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John Boran writes:

A new site has recently launched that may be of interest to the JDM community: [cogsci.stackexchange.com](http://cogsci.stackexchange.com) . The site is a free Q&A site for cognitive scientists of all backgrounds and levels of expertise.

The site is a member of the Stack Exchange network, whose flagship site, [stackoverflow.com](http://stackoverflow.com), is wildly popular with programmers– attracting over a million registered users and several million questions and answers.

The Q&A format from StackOverflow has proven to be very effective, generating spin-off sites such as [stats.stackexchange.com](http://stats.stackexchange.com), an invaluable resource for obtaining advice on statistics and machine learning.

I believe [cogsci.stackexchange.com](http://cogsci.stackexchange.com) can be an equally valuable resource for both professional and hobbyist cognitive scientists, but at this early stage the site needs to attract experts who can both ask and answer research-caliber questions. If this idea sounds interesting to you, please consider registering for the site and asking or answering a question or two. There have already several posts on decision-making that fit well with the topic of this listserv.

Note: I am not affiliated with StackExchange in any way, other than as a member of the general community.

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Jon Westfall (<http://jonwestfall.com/contact>) writes:

Some months ago I asked for volunteers to take a survey on internet research data security & practice. I'm happy to report that the manuscript in which that data was included is now in press and available online ( <http://www.sciencedirect.com/science/article/pii/S0268401212000084>). Thank you to everyone who participated. If anyone has questions regarding the paper, results, or online data security in general, please do not hesitate to email me.

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The Decision Analysis Society writes:

Decision Analysis Student Paper Award Submission deadline: June 01, 2012

The Student Paper Award is given annually to the best decision analysis paper by a student author, as judged by a panel of the Decision Analysis Society of

INFORMS. Students who did not complete their Ph.D. prior to May 1, 2011 are eligible for this year's competition.

The award is accompanied by a plaque and a \$500 honorarium. The award will be presented and the winner will also be invited to present his or her paper at the DAS Awards Session at the INFORMS Annual Meeting to be held in Phoenix, Arizona, October 14-17, 2012.

All students doing work in or related to decision analysis (e.g., decision methodologies, experimental studies, and applications) are encouraged to submit a paper. The majority of work, including writing, must be that of the student, though faculty members or other mentors can be co-authors if appropriate. The paper should be 30 pages or less (double spaced and 12 point font) and, in the standard format of Management Science or Operations Research.

If you are a faculty member who is supervising students, please inform them of this opportunity. If you are a student reading this, please encourage your classmates (and yourself) to submit a paper and to join the Decision Analysis Society (<http://www.informs.org/Community/DAS>). While we encourage all applicants to join DAS, it is not necessary for students to be members in order to be eligible for the competition.

To be considered for this year's competition, please email both committee co-chairs, at the address given below, by the deadline, June 01, 2012, with your final submission of:

- (i) An electronic version of your paper in PDF format and
- (ii) A letter in PDF format from one faculty co-author (if any) articulating your role in writing this paper

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Isabell Welpé (welpé at tum.de) writes:

On behalf of my co-editors Prof. Peter Kenning and Prof. Elke Weber, it is a great pleasure for me to announce a Call for Papers on Neuroeconomics in a Special Issue of the Schmalenbach Business Review (sbr). sbr is the international edition of the oldest and most prestigious German journal of business. sbr's goal is to publish original and innovative research. The journal covers topics especially in accounting, finance, marketing and organization, but is open for further subjects.

Thus, sbr attempts to bring together the most important management areas. This approach of not specializing in one specific subject, such as accounting or finance, stands in the tradition of German business research journals.

Against this background, we are pleased to announce and call for contributions for sbrs Special Issue on Neuroeconomics. We are looking forward to receiving lots of interesting papers. Please find the detailed CfP attached and a link to the CfP here: [http://www.zepplin-university.de/deutsch/lehrstuehle/marketing/sbr\\_Call\\_for\\_Papers.pdf](http://www.zepplin-university.de/deutsch/lehrstuehle/marketing/sbr_Call_for_Papers.pdf)

For further information do not hesitate to contact me or my colleague Peter Kenning ([peter.kenning@zepplin-university.de](mailto:peter.kenning@zepplin-university.de)).

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Cilla Harries writes:

I thought this may be of interested as a teaching resource which is an example of applied decision-making research. It is a clinical decision aid which I developed along with colleagues Ken Gilhooly et al. using a judgement analysis approach. It is fine for any students to try the decision aid if they want to- they don't have to be an occupational therapist- it may help to illustrate how research in this field can be applied to practice. The decision aid has been shown to have a large effect on novice occupational therapists' capacity to prioritise referrals (accepted for publication in the Journal of Medical Decision Making for late summer/early fall 2012).

Free open access to the decision aid is available now via [www.priscillaharries.com](http://www.priscillaharries.com)

Thanks to Peter Ayton who encouraged me to attempt the RCT and to David Weiss and Jim Shanteau who helped me to validate the expert consensus contained in the decision aid using the CWS approach (see publications in weblink).

The College of Occupational Therapists in the UK has posted a current news announcement endorsing the decision aid. The news story [is here](#).

Some of the references from my University link can be used as a resource to show the research underpinning the decision aid <http://www.brunel.ac.uk/shssc/people/occupational-therapy/priscilla-harries>

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Alan Reifman writes:

I am pleased to announce the posting of my 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.

Link: [Compendium of Summer Stats Workshops](#)

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Yuval Rottenstreich writes:

JDM Researchers,

I'm writing with what I think is exciting news for our field: The journal \*Management Science\* is creating a Judgment and Decision Making department, providing a new outlet in a top journal for the kind of work we do.

I will be the department editor, and our excellent and diverse team of associate editors is made up of Nick Chater, Shane Frederick, Francesca Gino, Rick Larrick, Maurice Schweitzer, Uri Simonsohn, Neil Stewart, Elke Weber, Paul Windschitl, George Wu, and Gal Zauberman.

The department's editorial statement is below. Further information about Management Science is available via <http://www.informs.org/Pubs/ManSci>

I encourage you to consider Management Science as an outlet for your research!

The Judgment and Decision Making department seeks papers that investigate the beliefs and preferences of individuals and small groups. Papers should be empirically-oriented. New findings should be presented against the backdrop of prior findings or rigorous models. New theories should integrate extant findings. The department is especially interested in analyses that draw on psychological accounts of beliefs and preferences. Relevant psychological accounts may implicate perceptual, cognitive, affective, or social factors.

Paper topics should clearly connect to real-world managerial decisions. Specific topics of interest include but are certainly not limited to: prediction; assessments of confidence; perceptions of randomness, judgments of covariation and causation; hypothesis testing; counterfactual reasoning; optimism and pessimism; risk



perception, choice under uncertainty, intertemporal choice; self-control and self-regulation; resolution of tradeoffs or conflicting objectives; the evaluation of outcomes and decisions; reference points; debiasing; well-being; small group dynamics; negotiation and strategic interaction; power and status; morality, fairness, ethics, and justice; and considerations of rationality.

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

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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.

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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.

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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  $+/-1.00$ ? 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>

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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:

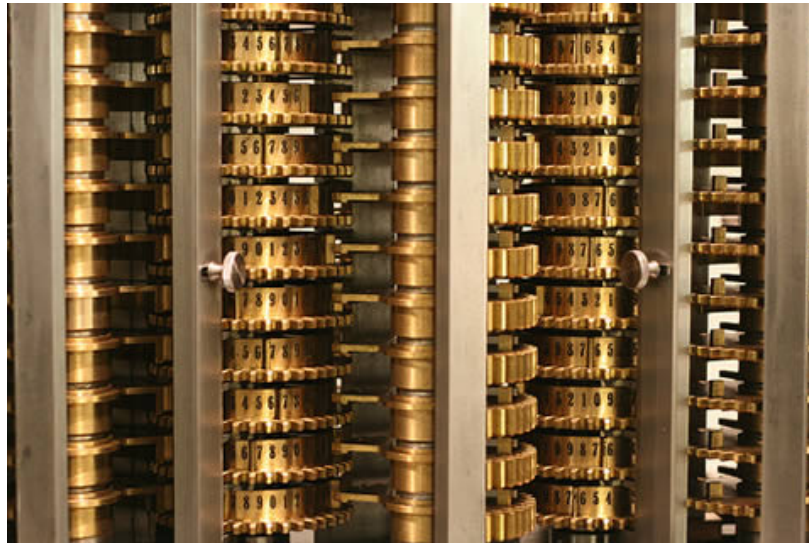
ggplot2 is a plotting system for R, based on the grammar of graphics, which tries to take the good parts of base and lattice graphics and none of the bad parts. It takes care of many of the fiddly details that make plotting a hassle (like drawing legends) as well as providing a powerful

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 Essay

### HOW TO SQUARE AND MULTIPLY NUMBERS IN YOUR HEAD (Adapted from Dan Goldstein / [decisionsciencenews.com](http://decisionsciencenews.com))



*Babbage's Difference Engine uses the difference-of-squares method*

Even in the age of ubiquitous computing, it's usually faster to do a simple operation like squaring a number in your head as opposed to doing it on paper or firing up R. Everyday decision making can often be improved with a little calculation. Assuming you know your multiplication tables up to 10 by 10, here is a way to compute the squares of numbers up to 100 in your head (and beyond if you are willing to bootstrap).

#### How to square numbers in your head

- If the number ends in 0, chop off the 0s, square what is left, and put back two 0s for each one you knocked off. Examples:
  - 50: chopping off the zero gives 5, squaring that gives 25, replacing the 0 with two 0s gives 2500

- 100: chopping off the zero gives 1, squaring that gives 1, replacing each chopped 0 with two gives 10,000
- If the number ends in 5, chop off the five, take what is left and multiply it by the next highest number, and stick 25 on the end. Examples:
  - 35: chopping off the 5 gives 3, multiplying what's left (3) by the next highest number (4) gives 12, sticking 25 on the end gives 1225
  - 95: chopping off the 5 gives 9, multiplying what's left (9) that by the next highest number (10) gives 90, sticking 25 on the end gives 9025
- If the number is 1 greater than a number that ends in 5 or 0, first square the number ending in 5 or 0, as above, then add to this the number ending in 5 or 0 and the number. Examples:
  - 51: 51 is one greater than 50, the square of which we know from above is 2500. To this we add the number ending in 5 or 0 (50) and the number (51).  $2500 + 50 + 51 = 2601$
  - 36: 36 is one greater than 35, the square of which we know from above is 1225. To this we add the number ending in 5 or 0 (35) and the number (36).  $1225 + 35 + 36 = 1296$
  - Proof:  $(N + 1)^2 = N^2 + N + (N + 1)$
- If the number is 1 less than a number that ends in 5 or 0, first square the number ending in 5 or 0, as above, then subtract from this the number ending in 5 or 0 and the number. Examples:
  - 49: 49 is one less than 50, the square of which we know from above is 2500. From this we subtract the number ending in 5 or 0 (50) and the number (49).  $2500 - 50 - 49 = 2401$
  - 34: 34 is one less than 35, the square of which we know from above is 1225. From this we subtract the number ending in 5 or 0 (35) and the number (34).  $1225 - 35 - 34 = 1156$
  - Proof:  $(N - 1)^2 = N^2 - N - N + 1 = N^2 - N - (N - 1)$

- If the number is 2 greater than a number that ends in 5 or 0, first square the number ending in 5 or 0, as above, then add to this four times the number that is 1 greater than the number ending in 5 or 0. Examples:
  - 52: 52 is two greater than 50, the square of which we know from above is 2500. To this we add four times the number that is 1 greater than the number ending in 5 or 0 (51).  $2500 + 4 * 51 = 2704$
  - 37: 37 is two greater than 35, the square of which we know from above is 1225. To this we add four times the number that is 1 greater than the number ending in 5 or 0 (36).  $1225 + 4 * 36 = 1369$
  - Proof:  $(N + 2)^2 = N^2 + 4N + 4 = N^2 + 4(N + 1)$
- If the number is 2 less than a number that ends in 5 or 0, first square the number ending in 5 or 0, as above, then subtract from this four times the number that is 1 less than the number ending in 5 or 0. Examples:
  - 48: 48 is two less than 50, the square of which we know from above is 2500. From this we subtract four times the number that is 1 less than the number ending in 5 or 0 (49).  $2500 - 4 * 49 = 2304$
  - 33: 33 is two less than 35, the square of which we know from above is 1225. From this we subtract four times the number that is 1 less than the number ending in 5 or 0 (34).  $1225 - 4 * 34 = 1089$
  - Proof:  $(N - 2)^2 = N^2 - 4N + 4 = N^2 - 4(N - 1)$

Since every number is either 1 or 2 greater or less than a number ending in 0 or 5, we are done.

### **How to multiply numbers in your head**

- If the numbers are both even or both odd:
  - Take the midpoint of the two numbers and square it (as above). For example, if the numbers are 18 and 22, the midpoint is 20, which squared is 400
  - Square the difference between the midpoint and one of the original numbers. For example, the difference between 20 (midpoint number) and 18 (original number) is 2, which squared is 4.
  - Subtract the second result from the first.  $400 - 4 = 396$ . Done!

- Proof:  $(a + b)(a - b) = a^2 - b^2$ . The trick is thinking of the two original numbers as  $(a + b)$  and  $(a - b)$  which are equally distant from a midpoint  $a$ .
- If one number is even and the other odd:
  - Round one number down or up so that both are even or both are odd.
  - Apply the above method.
  - Do one addition or subtraction to correct for the rounding. For example, think of  $18 * 23$  as  $18 * 22$  (which we solved above) plus 18.

Photo credit: <http://www.flickr.com/photos/mrgiles/325903759/>

### 3 Conferences

Submissions for being accepted for the 34th Annual Meeting of the Society for Medical Decision Making entitled “Designing Health Information Technology for Better Health Decisions” held October 17 - 20, 2012, at the Hyatt Regency, Phoenix, Arizona, USA

Accepted abstracts will be presented at the meeting and published online in Medical Decision Making, SMDM’s peer-reviewed scientific journal.

Deadline is Friday, May 18, 2012. All submissions will be reviewed and notifications will be sent out by Friday, July 27, 2012.

Go to <http://www.smdm.org/2012meeting/index.shtml> for more information about the meeting

Go to <http://smdm.confex.com/smdm/2012az/cfp.cgi> to view submission guidelines and to submit an abstract

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Call for Papers & Participation Fourth Annual Meeting of the Academy of Behavioral Finance & Economics-2012 September 18-21, 2012, New York, NY <http://www.aobf.org>

Objectives and Scope. The Academy of Behavioral Finance & Economics offers a dedicated forum for exchange of research findings and professional advancement related to the fast-growing field of behavioral finance and economics. Given the well-recognized reality that “to make a decision, emotion is the necessary trigger (and) without emotion, one would be

reduced to the state of an idiot savant who goes on endlessly calculating without the ability to make a choice” (Olsen, 2008), the objective of the annual conference is to encourage and distribute research and inquiry in the very promising area of Behavioral Finance and Economics. Theoretical and empirical/experimental works that involve the application of psychology and neuroscience to all areas of financial decision-making and practice will be considered for presentation at the meeting. This includes, but is not limited to, the following areas:

1. Investment in and Workings of Financial Markets at all levels of functionality and capital allocation-including both public and private aspects;
2. Financial Management of Companies-both public and private entities;
3. Firm Entry and Exit Process-ranging from startup ventures to mature businesses;
4. Entrepreneurship, Innovation, and Venture Capital;
5. Employee Benefits and Retirement Planning;
6. All other Business and Economic Endeavors that Involve Human Decision Making and Choice Under Conditions of Risk and Uncertainty;
7. Teaching and Learning-ranging from case development to other pedagogical issues

The Journal of Behavioral Finance & Economics- JBF&E. Upon request of interested presenters, a few carefully selected and further reviewed papers will be published in The Journal of Behavioral Finance & Economics- JBF&E. For submissions considerations please see the related deadline at the end of this announcement.

#### Award for the Best Doctoral Student Paper in Behavioral Finance

Upon request at the time of submission, all papers submitted by doctoral students from across the world will be further reviewed by our Program Committee, and up to three (3) Best Papers will be selected for special recognition at our 2012 ABF Annual Meeting. Recognition includes:

1. Presenting the "Award for the Best Doctoral Student Paper in Behavioral Finance"
2. Awarding a \$500.00 prize check that can be used toward expenses for attending the conference
3. Publishing, upon the winners' request, the selected papers in The Journal of Behavioral Finance & Economics- JBF&E

Conference Proceedings. Abstracts of papers accepted and presented at the Annual Meeting will be published in digital format in the Conference Proceedings.

Submission of Papers for Presentation. Please prepare: 1) a copy of your completed paper (or a detailed abstract) in PDF format where the cover page of your paper contains only the title (for anonymous review), and 2) a cover letter containing your affiliation and contact information. Email both documents to staff at aobf.org. Program decisions will be made by the Program Co-Chair. Submission Deadline is May 18, 2012. Notifications of results will be emailed to all respondents by June 4th, 2012.

Special Sessions and Panels. Persons interested in organizing a Special Session or Panel should submit a letter of interest, along with a short bio using the deadline and instructions above.

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Registration is now open for Experiments on Ethical Dilemmas. The workshop fee is 35 GBP (30 GBP for students and the unwaged). It is also possible to register for just one day for 20 GBP (no discounts available). For late registration, after April 20th, there will be a surcharge of 5 GBP. The workshop dinner will cost 40 GBP.

Registration is done by going through the King's on-line store, where you can make payments for both the workshop registration and the dinner: [http://estore.kcl.ac.uk/browse/extra\\_info.asp?compid=1&modid=2&prodid=51&deptid=17&catid=16](http://estore.kcl.ac.uk/browse/extra_info.asp?compid=1&modid=2&prodid=51&deptid=17&catid=16)

Further information about the workshop can be found at <http://www.le.ac.uk/psychology/amc/eed-workshop.html>.

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5th FPR-UCLA Interdisciplinary Conference Culture, Mind, and Brain: Emerging Concepts, Methods, Applications October 19-20, 2012 Los Angeles, California, USA <http://www.thefpr.org/conference2012/index.php>

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Reckoning with the Risk of Catastrophe

DFG-NSF Research Conference, 3–5 October 2012, Washington, DC

This is the seventh research conference jointly supported by the Deutsche Forschungsgemeinschaft (DFG) and the U.S. National Science Foundation (NSF), aimed at strengthening the



research ties between the United States and Germany and fostering joint research activities.

The emphasis of the 2012 conference will be on scientific advances across disciplines to help societies assess and manage their vulnerabilities to catastrophic risks. Abstracts are invited from German and US academics, regulators and practitioners engaged in conceptual, methodological and empirical research that may advance our ability to anticipate, avoid or reduce the impacts of major hazards. The conference will showcase the most promising frontier research pertinent to risk identification, estimation, characterisation, assessment, forecasting, prioritisation, perception, communication, governance, mitigation and policy making.

Submitted abstracts ( no more than 1 page, 10-point font, single-spaced ) should describe a promising advance and identify both a conceptual/methodological approach and a pertinent risk domain, and are due on 15 May 2012. Types of contributions and domains may include but are not limited to:

- Conceptual Framework: behavioural aspects of risk; social, political, cultural contexts and dynamics; vulnerability, resilience, reliability; complexity and nonlinear dynamics; institutional and structural forces in risk; probabilistic risk assessment; integrated risk management.
- Methodological Approach: risk, uncertainty, probability modelling; cognitive modelling; consequence modelling; scenarios; simulation (including agent-based modelling); game theory; case studies, interviews, surveys; Delphi methods; comparative or historical approaches; event-, decision-, value-, tree-analyses.
- Risk Domain: natural hazards; infrastructure and technological risks; human-caused risks; social, political, economic risks; ecological risks; systemic risk; emerging risks.

Participants are expected to have a genuine interest in cross-disciplinary interaction and to take part with the aim of setting up transnational research collaborations. The conference will facilitate both focussed scientific discussions and networking among the participants. It is expected that collaborations will not have been established prior to the conference. The funding agencies will consult with participants regarding appropriate avenues for supporting collaborative projects.

There will be a small number of slots reserved for graduate students working on these issues to attend the conference to discuss their own work and to serve as rapporteurs for the conference

sessions. Interested applicants should submit a 1-page letter by 15 May 2012 outlining their reasons for wishing to attend and what they have to contribute to the workshop.

Abstracts and graduate-student applications will be reviewed by the Conference Steering Committee (Lee Clarke, Rutgers; Ralph Hertwig, Basel; Andrew Lo, MIT; Ortwin Renn, Stuttgart; Elisabeth Pat-Cornell, Stanford; Friedemann Wenzel, Karlsruhe). Decisions regarding participation will be announced in June 2012. Participants will be invited to make oral presentations and to serve as discussants. The expenses of participants will be covered by the conference organisers.

Further information

Additional information, including the conference venue and tentative schedule of events, instructions for completing and submitting abstracts and graduate student letters, and the membership of the Conference Steering Committee are available at the conference website:

<http://dfg-nsf2012.mit.edu>

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Call for Papers - Extended Deadline: April 15th, 2012 The Economics and Politics of Chocolate

LICOS - Centre for Institutions and Economic Performance (KU Leuven) has decided to grant an extension of one month for the submission of full papers or extended abstracts for the very first conference on 'The Economics and Politics of Chocolate?', to be held in Leuven, Belgium, from 16th to 18th of September 2012. The closing date for submissions has been extended to April 15th, 2012.

The conference on The Economics and Politics of Chocolate aims to provide an opportunity for researchers to stimulate discussions and a platform to present work related to the multifaceted aspects of chocolate. The conference will cover a broad set of issues – from poor cocoa producers to rich chocolate consumers – and all aspects related to the organization of the (global) supply chains between them.

Participants who would like to present a paper are requested to submit a full paper or extended abstract by April 15th, 2012. We welcome papers on a wide range of topics, including trade, production, consumption, marketing, policy and regulations, economic history, physical and mental health effects. Please submit the extended abstract/paper or express your

interest in attending the conference to choconomics at econ.kuleuven.be (mailto:choconomics at econ.kuleuven.be) by April 15th. Corresponding authors will be informed of the outcome of the selection process by May 15th, 2012. More detailed guidelines can be found on the conference website [www.choconomics.org](http://www.choconomics.org) (<http://www.choconomics.org>).

Speakers Julian Alston (UC Davis) Kees Burger (Wageningen University) Christopher Gilbert (University of Trento) Michael Macht (University of Würzburg) Jill McCluskey (Washington State University) François Ruf (CIRAD) Eric Tollens (Katholieke Universiteit Leuven)

Scientific Committee Kees Burger (Wageningen University) Claire Delpuech (OECD) Christopher Gilbert (University of Trento) Hamish Gow (Massey University) Jason Lusk (Oklahoma State University) Jill McCluskey (Washington State University) Bart Minten (IFPRI, Addis Ababa Office) Colin Poulton (SOAS, University of London) Jutta Roosen (TU Munich) Scott Rozelle (Stanford University) Sara Savastano (University of Rome – Tor Vergata) Eric Tollens (Katholieke Universiteit Leuven)

During the conference, there will be seminar presentations and free time to allow scholars to interact and explore the possibility of doing joint research projects. The conference will also include a business panel, creating a forum for economists, business leaders and policy makers to exchange their perspectives on the different topics of the conference. For further questions or requests for information regarding our conference, kindly check our conference website at [www.choconomics.org](http://www.choconomics.org) (<http://www.choconomics.org>) or email us at choconomics at econ.kuleuven.be (mailto:choconomics at econ.kuleuven.be).

Best regards, The Organizing Committee LICOS - Centre for Institutions and Economic Performance Faculty of Business and Economics, KU Leuven Waaistraat 6 - bus 3511 — B-3000 Leuven T 00 32 (0) 16 32 65 98 — F 00 32 (0) 16 32 65 99 <http://www.econ.kuleuven.be/licos>

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This is a reminder that Oklahoma/Kansas Judgment and Decision Making (OK/JDM) workshop is coming up on Saturday, April 28th . In addition to the usual presentations, we will be adding some activities to celebrate the retirement of Jim Shanteau, one of the founders of both OK-JDM and the Society for Judgment and Decision Making (SJDM). The expanded meeting will continue into Saturday evening with a dinner to honor Jim Shanteau's career and retirement.

The registration deadline for Oklahoma/Kansas Judgment and Decision Making (OK/JDM) workshop and dinner to honor Jim Shanteau's career and retirement is Thursday, April 12th .

Both events are on Saturday, April 28th and more complete information is at the link below, including a way to tell us you are coming and a way to give us a title and brief abstract (if you choose to participate in the workshop). <http://www.fammed.ouhsc.edu/robhamm/okjdm/OKJDM-workshop-info-page.htm>

Finally, the closest accommodation (the Holiday Inn across from campus) has rooms available for Friday, April 27th , but is now fully booked for the evening of Saturday, April 28th . Please contact the event organizers if you would like a list of alternative places to stay.

Thank you! Gary Brase and Janis Crow, Organizers

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Announcing the IMAGE, NCAR Theme of the Year Workshop on Uncertainty in Climate Change Research: An Integrated Approach, August 6 - 17, NCAR, Boulder, CO

Uncertainty is present in all phases of climate change research from the physical science (e.g., projections of future climate) to the impacts through to the effort to make decisions regarding mitigation and adaptation across different spatial scales. This theme will embrace all aspects of uncertainty in climate change research, providing a pedagogic whole for students, post-docs, and early career scientists interested in any and all aspects of climate change. One central focus will be the need to understand the strands of uncertainty throughout the climate change problem in order to focus effectively in any one area. Students, post-docs and early career scientists are invited to apply.

For more information and to apply, please visit: <https://www2.image.ucar.edu/event/uncertainty-climate-change-research-integrated-approach>

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Workshop on Testing Theories of Choice Behavior. 18-20 July 2012, Berlin

The goal of this workshop is to bring together scholars interested in intertemporal choice, risky choice, game theory, and methods for theory testing in the decision sciences. Junior scientists are especially encouraged to attend and can register for free.

Invited Speakers include Daniel Cavagnaro, Andreas Gloeckner, John Hey, Konstantinos Katsikopoulos, Jonathan Leland, Graham Loomes, Daniel Read, Joerg Rieskamp, Ariel Rubinstein, and E.J. Wagenmakers.

Please register before 30 June 2012 at <http://www.choiceworkshop.org/> and indicate whether you would like to present a poster.

This workshop is funded by the Alexander von Humboldt Foundation, with additional support from the U.S. National Science Foundation and the Max Planck Society. The meeting will be hosted by the Max Planck Institute for Human Development, Berlin.

Organizers:

Michel Regenwetter, University of Illinois at Urbana-Champaign (regenwet at illinois.edu)

Jeffrey R. Stevens, University of Nebraska and Max Planck Institute for Human Development (jeffrey.r.stevens at gmail.com)

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Extended Deadline for FUR XV: Foundations and Applications of Utility, Risk and Decision Theory To be held at 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 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 abstracts or full papers has been extended to April 30, 2012.

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

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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.

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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>

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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

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Tenure Track Assistant Professor of Marketing; Howe School of Technology Management, Stevens Institute of Technology.

Applicants must have a PhD in marketing or related fields from an accredited institution. They must have a strong record of, and continuing potential for, quality research and teaching. Preference will be given to the candidates who exhibit potential for significant research contributions within an interdisciplinary community of scholars at Stevens focused on business analytics, social media and networks, and technological innovation. Job Description:

Stevens Institute of Technology's Howe School of Technology Management is seeking to fill a tenure-track faculty position at an Assistant Professor level in marketing. The successful candidate will engage in high quality scholarly research and develop and teach undergraduate and graduate courses in marketing.

Salary is competitive and commensurate with experience and qualifications. Stevens offers an excellent benefit package that includes tuition benefits, a retirement plan, comprehensive health care plan, summer support, and the opportunity for continued professional development.

The Howe School of Technology Management (<http://howe.stevens.edu/>) has over 1,200 students in its undergraduate, masters and doctoral programs. Stevens Institute of Technology is an innovative, entrepreneurial national research university that enrolls 2,300 undergraduate students and 3,200 graduate students in programs exploring the frontiers of engineering, science, and management. Located in Hoboken, NJ, minutes from New York City, the University maintains excellent connections with the corporate environment, and offers countless opportunities and partnerships.

Applicants should apply online and send a curriculum vitae, a statement of research and teaching interests, names of three references and a sample of published or other research to: Herminia Diaz, Howe School of Technology Management, Stevens Institute of Technology, Hoboken, NJ 07030 ( [herminia.diaz at stevens.edu](mailto:herminia.diaz@stevens.edu)). Stevens Institute of Technology is an Affirmative Action, Equal Opportunity Employer. Women and members of minority groups under-represented in academia are especially encouraged to apply.

Review of applications will begin immediately and continue until the position is filled. We expect the successful candidate to join the Howe School for the 2012-2013 academic year.

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Post-Doctoral Scholar in Consumer Financial Decision Making

Leeds School of Business at the University of Colorado-Boulder

The University of Colorado-Boulder anticipates hiring a research associate in the interdisciplinary Center for Research on Consumer Financial Decision Making. Basic research in judgment and decision making, psychology, consumer research, and behavioral economics can inform our understanding of financial decisions such as choosing a mortgage, saving for retirement, decumulating savings, using credit cards, and paying for health care. The Center will conduct basic research and more applied work to inform public policy.

This is a one-year position with an option for a second year, with a start date of July 16, 2012. The associate will conduct research with Professor John Lynch <http://leeds.colorado.edu/Directory/interior.aspx?id=8054> in the Leeds School of Business and with other colleagues in business and psychology.

<http://leeds.colorado.edu/Directory/interior.aspx?id=8054>

The research associate will collaborate on projects relating to the roles of comprehension, attention, affect, and intertemporal planning on financial decision making. One area of focus will be how soon-to-be retirees make decisions about annuitization of savings. Another focus is decision aids for complex financial decisions such as choosing a mortgage, taking into account theories of the psychology of decision-making. A third focus is on the role of financial planning or lack thereof. A fourth is on the effects of financial literacy. Other scholars associated with the Center do research in mathematical models of decision making under uncertainty and on moral reasoning, which figures heavily in some financial decisions.

This fellowship is intended to help a new PhD in behavioral economics, psychology or some adjacent social science make the transition to compete for academic positions in marketing departments in business schools. The ideal candidate would be an accomplished PhD seeking a faculty position in consumer research and marketing. Marketing departments at most leading business schools have a history hiring psychology PhDs whose work has implications for consumer behavior. They seek scholars who can publish in the top journals both in marketing / consumer research and allied basic disciplines. They also require that these scholars demonstrate that they can teach effectively in a business school setting, and if desired, this position can include a mentored teaching experience. Priority will be given to candidates whose substantive expertise in psychology fits with the projects planned by Center researchers, particularly those with ancillary methodological expertise relevant to those projects, such as the use of eye-tracking measures of attention, the programming of decision support systems for complex financial decisions, and advanced statistical analysis



of decision process data using MATLAB, MediaLab, e-Prime, and R or C++ programming languages.

Candidate should have recently earned a PhD or expect their doctorate in 2012 on a topic potentially relevant to issues in financial decision-making, broadly defined. Please see the website for the Boulder Summer Conference on Consumers' Financial Decision Making to see programs and to get a sense of topic coverage from this and prior years <http://leeds.colorado.edu/event/bouldersummerconference>. See also the November 2011 *\*Journal of Marketing Research\** Special Interdisciplinary Issue of Consumer Financial Decision Making.

The University of Colorado at Boulder is committed to diversity and equality in education and employment; and conducts background checks on all final applicants being considered for employment.

Applications (cover letter, vita, two letters of recommendation, pdfs of three research papers) should be submitted on line to <https://www.jobsatcu.com/>. Click on *\*Search Postings\** and enter the job posting number 817286. In your cover letter, please describe your research expertise, data analysis skills, and computer skills.

The University of Colorado at Boulder is committed to diversity and equality in education and employment.

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The Center for Neural Decision Making (CNDM) is seeking applicants wishing to pursue a PhD in the area of decision neuroscience. Applicants should be interested in using behavioral and/or neuroscience methods to study the cognitive, affective, social and developmental basis of decision making. Ideal applicants will have a Bachelor's degree in Psychology, Neuroscience, Marketing or other related disciplines with preferably some basic knowledge or research experience in decision making. Knowledge of fMRI and/or eye-tracking and other neurophysiological methods will be a plus.

CNDM provides an exciting and interdisciplinary research environment and excellent research facilities, including access to Siemens 3T Vario MR research scanner, a new Tobii T60XL eye-tracker, biometric systems including GSR, and laboratories for conducting behavioral experiments. All admitted applicants will work closely with Drs. Angelika Dimoka and Vinod Venkatraman on topics ranging from consumer decision making, information overload, effects of aging and incidental emotions on decision preferences, and individual

variability in decision-making strategies. Applicants will also be provided sufficient freedom and resources to perform independent research in related fields.

Interested individuals must send their CV, research statement, GMAT/GRE scores and two letters of recommendation to Dr. Angelika Dimoka (dimoka at temple.edu) in addition to formally submitting an application at <http://bit.ly/Hh2j6R>. Please submit applications by April 30, 2012 to ensure consideration for graduate program starting in Fall 2012. High quality applications will be processed immediately. All successful applicants will be enrolled in the graduate program in Business Administration at the Fox School of Business. Funding will be guaranteed for four years, subject to successful completion of all requirements of the graduate program. Consistent with the inter-disciplinary nature of the research, candidates will have the opportunity to register for courses across different departments with Temple University, including Psychology and Neuroscience.

For more details about the Phd program at Fox School of Business, please visit <http://www.fox.temple.edu/phd>. For more details about the Center for Neural Decision Making, please visit <http://www.fox.temple.edu/neural/>. If you have any additional questions about research at CNDM or the graduate program, please contact Dr. Angelika Dimoka (dimoka at temple.edu) or Dr. Vinod Venkatraman (vinod at temple.edu).

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Two postdoctoral positions: Dynamic Decision Making Laboratory Carnegie Mellon University

The Dynamic Decision Making Laboratory (DDMLab) in the department of Social and Decision Sciences at Carnegie Mellon University (CMU) invites applications for two Postdoctoral Fellowship positions in Dynamic Decision Making and Learning. The positions are available for up to two years, starting on September 1, 2012.

Both positions will involve behavioral and computational research on dynamic decision making. Ideal candidates will have a Ph.D. in Psychology, Decision Sciences, or Human Factors Engineering, Management, or equivalent training. Applicants should have broad research interests involving human behavior, learning and decision making from the cognitive and/or the social psychology perspectives.

Position 1. The post-doctoral fellow will be involved in a research project funded by the National Science Foundation, aiming at the study of decision making phenomena that emerges from Decisions from Experience. The candidate should have a strong background on behav-

ioral and computational research and will work directly with Professor Gonzalez and other fellows in the DDMLab.

Position 2. The post-doctoral fellow will be involved in a research project funded by the Defense Threat Reduction Agency, aiming at the study of socio-cognitive aspects of the evolution and mitigation of conflict. The candidate should have a strong background on behavioral and computational research, and will work with Professor Gonzalez and a team involving well known cognitive modelers.

Applicants should send curriculum vitae, statement of research skills and interests, relevant journal articles, and three reference letters. Electronic applications are encouraged. Please send electronic documents (Word, Pdf) to: coty at cmu.edu or forward paper documents to:

Prof. Cleotilde Gonzalez Dynamic Decision Making Laboratory Social and Decision Sciences Department Carnegie Mellon University 5000 Forbes Ave ? Porter Hall Pittsburgh, PA 15213

Carnegie Mellon is an equal opportunity/affirmative action employer. For more information on our Equal Employment/Affirmative Action Policy and our Statement of Assurance, go to: <http://www.cmu.edu/policies/documents/SoA.html>

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The Institute of Advertising and Marketing Research is looking to recruit a lecturer/assistant professor in Consumer Behaviour (6 year contract, earliest starting date July 1, 2012, yearly salary 47,343.80 EUR).

Tasks: Research with the aim of high level international publication and presentation in one of the following fields: consumer behaviour, consumer psychology, advertising and marketing communication, marketing research; participation in research projects and grant endeavours of the Institute; teaching at bachelor and/or master level (including dissertation supervision); administrative tasks on the level of the Institute

Mandatory qualifications and experiences: PhD in business and management studies, psychology or other relevant fields;

experience with international publications and presentations;

profound knowledge and expertise in consumer behaviour, consumer research, advertising, marketing communication or related areas

Desired qualifications and experiences: profound knowledge of research methods (in particular quantitative methods including use of statistical software and multivariate methods); outstanding analytical and conceptual ability, team spirit; proficiency in English and German; international orientation, flexibility and performance orientation, high motivation to contribute to research, teaching and administration

Interviews will be held mid may. Informal inquiries can be addressed to Bernadette.Kamleitner at wu.ac.at.

Application number: 1994

Application deadline: 25. April 2012

Apply immediately <https://bach.wu.ac.at/start/er?aussc=1994&txt=Universitaetsassistent/in%20prae%20doc%20oder%20Universitaetsassistent/in%20post%20doc%20Non%20Tenure%20Track> (applications should include Cv and references, the form is in German)

Application link: <https://bach.wu.ac.at/start/er?aussc=1994&txt=Universitaetsassistent/in%20prae%20doc%20oder%20Universitaetsassistent/in%20post%20doc%20Non%20Tenure%20Track>

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Professor in Marketing, London School of Economics and Political Science - Department of Management

The Department of Management at LSE seeks a world class academic in the field of Marketing. The successful candidate will have a completed PhD, a track record of A journal publications and the ability to offer intellectual leadership within a young and expanding group. You will be expected to demonstrate a research profile that makes a fundamental contribution to the discipline and cuts across inter-disciplinary boundaries. Although candidates from all sub-disciplines of Marketing are encouraged to apply, we are especially seeking applications from candidates with a quantitative/modelling research interest.

You will maintain an active programme of research and will contribute to the general work of the department, including the teaching of a range of marketing courses.

The Department of Management provides a world class environment for multidisciplinary research on management issues as well as a deep insight into the functioning of the global business environment. The department also has a state-of-the-art Behavioural Research Lab

for conducting research. Our objective is to be the premier management department in Europe and one of the top departments in the world in both teaching and research.

[www.lse.ac.uk/management/](http://www.lse.ac.uk/management/)

Salary is made by arrangement with the Director (salary scale starts at 64,958 GBP pa. incl.)

Informal enquiries about this post should be directed to management at [lse.ac.uk](http://lse.ac.uk).

Full application details can be obtained at [www.lse.ac.uk/jobsatLSE](http://www.lse.ac.uk/jobsatLSE) by selecting "Online Recruitment System". However, if you do have any problems or queries about submitting your application, please contact the HR Services Team on 020 7955 6659 or email [HR.Jobs@lse.ac.uk](mailto:HR.Jobs@lse.ac.uk) at [lse.ac.uk](http://lse.ac.uk).

Applications must be received by 23:59 (UK time) on the closing date: 13 April 2012. Regrettably, we are unable to accept any late applications.

Please access the attached hyperlink for an important electronic communications disclaimer: <http://lse.ac.uk/emailDisclaimer>

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Lecturer in Marketing, London School of Economics and Political Science - Department of Management

Salary: 40,634 - 47,047 GBP pa. incl.

The Department of Management at LSE seeks a world class academic in the field of Marketing. The successful candidate will have a completed PhD, a track record of A journal publications in marketing (and/or publications in psychology that have important implications for marketing/management) and the ability to offer intellectual leadership within a young and expanding group. You will be expected to demonstrate a research profile that makes a fundamental contribution to the discipline and cuts across inter-disciplinary boundaries. Although candidates from all sub-disciplines of Marketing are encouraged to apply, we are especially seeking applications from candidates with a psychological/consumer behavioural research interest.

You will maintain an active programme of research and will contribute to the general work of the department, including the teaching of a range of marketing courses.

The Department of Management provides a world class environment for multidisciplinary research on management issues as well as a deep insight into the functioning of the global business environment. The department also has a state-of-the-art Behavioural Research Lab for conducting research. Our objective is to be the premier management department in Europe and one of the top departments in the world in both teaching and research.

[www.lse.ac.uk/management/](http://www.lse.ac.uk/management/)

Informal enquiries about this post should be directed to management at lse.ac.uk.

Full application details can be obtained at [www.lse.ac.uk/jobsatLSE](http://www.lse.ac.uk/jobsatLSE) by selecting Online Recruitment System. However, if you do have any problems or queries about submitting your application, please contact the HR Services Team on 020 7955 6659 or email HR.Jobs at lse.ac.uk.

Applications must be received by 23:59 (UK time) on the closing date: 18 April 2012. Regrettably, we are unable to accept any late applications.

Please access the attached hyperlink for an important electronic communications disclaimer: <http://lse.ac.uk/emailDisclaimer>

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Kingston Business School offers four Graduate Teaching Assistantship (GTA) posts to full-time PhD students. Graduate teaching assistant will carry out up to 6 hours per week of teaching support activities to students on undergraduate programmes and postgraduate masters programmes.

The GTA is attached to a PhD programme of research on risk communication that is directed by Dr Marie Juanchich. The doctoral researcher will focus on theoretical and empirical work (e.g., developing the research hypotheses, designing the experiments and running the data analysis).

For further information on how to apply: <http://business.kingston.ac.uk/research/graduate-teaching-assistantships#howtoapply>

For a full GTA job description: <http://business.kingston.ac.uk/sites/default/files/GTA2012.pdf>

To read further about the research project: <http://business.kingston.ac.uk/sites/default/files/6%20-%20Politeness%20effect%20on%20risk%20perception.pdf>

If you have any queries about the content of the PhD programme, please email Dr Chris Hand (C.Hand at kingston.ac.uk). Any enquiries about the application process should be sent to GTAenquiries at kingston.ac.uk.

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Social Scientist, Vaccination Policy & Advocacy, Sanofi Pasteur

Sanofi Pasteur Limited, the vaccines division of Sanofi, is the largest company in the world devoted entirely to human vaccines. With a strong heritage and culture of public health partnership, our vaccines protect 500 million people across the globe each year.

The Vaccination Policy and Advocacy group at Sanofi Pasteur in Lyon, France has initiated a pioneering global advocacy program for vaccination. Moving beyond classical didactic, information-based communications, this program will seek to apply methodologies and insights from the social, psychological and communication sciences to help rebalance perceptions and acceptance of vaccination. We hope that this initiative will catalyse broad collaboration and partnership between all immunisation stakeholders.

MISSION We seek someone with experience in either basic or applied psychological or social sciences to:

- \* Develop robust, validated methodologies for measurement of beliefs, attitudes & intentions towards vaccination, and relevant behaviours; & coordinate targeted qualitative and quantitative studies on vaccination decision making
- \* Develop evaluation programs that effectively link attitudes/intentions, demographics & behaviours with health outcomes (vaccination coverage rates; disease incidence)
- \* Develop and implement public engagement strategies that span traditional media and social networks
- \* Depending upon expertise, apply theoretical insights into social networks to inform public engagement strategies and develop novel approaches to disease epidemiology and epidemiology of sentiment towards vaccination

Each of these roles may involve collaboration with external academic research groups and implementers of immunisation programs. The person will be expected to actively build a multidisciplinary community of practice focused on research in vaccination acceptance. They will successfully position vaccination as a key research focus in external research communities.

QUALIFICATIONS AND EXPERIENCE

- \* The successful applicant will have a higher degree in the psychosocial sciences (MSc minimum, PhD preferred).
- \* Fluent written and spoken English is essential.
- \* Experience in psychosocial research, in particular measurement

of attitudes and opinions, is highly desirable. \* Proven ability to work in teams, cross-functionally across departments, cultures and disciplines. \* Ability to bridge different work and national cultures, and to facilitate partnership between culturally diverse colleagues. \* The scope of this role will be global, and thus experience in global health (NGO, CSO, medical, governmental), or more broadly in developing countries is desirable. \* Ease with social networks would be an asset. \* Must show initiative and autonomy, and be results-driven.

Interested? Send your resume with a cover letter explaining why you would thrive in this challenging position, before April 13, 2012 to: [angus.thomson@sanofipasteur.com](mailto:angus.thomson@sanofipasteur.com)

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PhD Scholarship - Consumer purchase decisions: Centre for Decision Research, Leeds University Business School.

Leeds University Business School is currently advertising a fully-funded research studentship - details below. This opportunity is open to both EU and International applicants. The closing date for applications is Monday 16th April 2012. Informal enquiries are welcome and should be made to Barbara Summers (bs at lubs.leeds.ac.uk).

Collaborative Scholarship: Centre for Decision Research/ OMD UK

Applications are invited for a three year, full-time scholarship to undertake a research project entitled 'Advertising, individual information processing preferences and dual-process theories of decision making', commencing 1st October 2012. The project looks at consumer preferences for cognitive versus affective processing, and how this affects consumers' responses to advertising/ advertising effectiveness. The project will be supervised by Dr. Barbara Summers and Professor John Maule of the Centre for Decision Research in collaboration with OMD UK. (Part of the most awarded global media agency network, The Omnicom Group, OMD UK provides media communications solutions across all traditional and new media).

Funding covers academic fees and a maintenance grant, and in addition OMD UK will award the student up to ?5,000 per annum to support research related activities (such as payment to participants and dissemination).

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



Details of the project, the eligibility criteria and the application process can be found at <http://business.leeds.ac.uk/research-degrees/funding-and-scholarships/>

The deadline for applications is Monday 16th April 2012.

Informal enquiries regarding the project can be made to Dr. Barbara Summers, Centre for Decision Research, tel +44 (0)113 343 7015, email bs at lubs.leeds.ac.uk.

Please send any application enquiries to Tracey Wilman, Research Degree Admissions Officer, tel +44 (0) 113 343 4596, email PhD at lubs.leeds.ac.uk.

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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 Barbara Summers (bs at lubs.leeds.ac.uk) in the first instance.

The awards available are:

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.

These scholarships are open to applicants who already have a masters degree (3 years of study) and those who have a bachelors degree (4 years of study).

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/>

Dr Barbara Summers Senior Lecturer in Decision Making, Director Centre for Decision Research Centre for Decision Research Leeds University Business School University of Leeds Leeds LS2 9JT Phone: +44 (0)113 343 4473 Centre for Decision Research Website: [www.leeds.ac.uk/decision-research/](http://www.leeds.ac.uk/decision-research/)

## 5 Online Resources

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<b>SJDM Web site</b>	<a href="http://www.sjdm.org">http://www.sjdm.org</a>
<b>Judgment and Decision Making</b> – The SJDM journal, entirely free and online	<a href="http://journal.sjdm.org">http://journal.sjdm.org</a>
<b>SJDM Newsletter</b> – Current and archive copies of this newsletter	<a href="http://www.sjdm.org/newsletters">http://www.sjdm.org/newsletters</a>
<b>SJDM mailing list</b> – List archives and information on joining the email list	<a href="http://www.sjdm.org/mailman/listinfo/jdm-society">http://www.sjdm.org/mailman/listinfo/jdm-society</a>
<b>Decision Science News</b> – Some of the content of this newsletter is released early in blog form here	<a href="http://www.decisionsciencenews.com">http://www.decisionsciencenews.com</a>

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